ASBIS®

SUCCESS THROUGH FOCUS

Q3 and 9M 2026 Presentation

ABOVE AND BEYOND ALL EXPECTATIONS!

5 November 2026

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01. KEY CORPORATE EVENTS

02. FINANCIAL RESULTS

03. OUTLOOK FOR 2027

04. BACK-UP

Financial Highlights



REVENUES

+135% YoY

$2,187 M

GROSS PROFIT

+106% YoY

$135 M

GROSS PROFIT MARGIN

6.16%

+343%YoY

$51.6 M

NET INCOME

Another historic quarter

> Q3 2026

Key corporate events



ASBIS opened its third Bang & Olufsen flagship store in the USA

ASBIS has officially opened another Bang & Olufsen flagship store in the United States. This is the eight store of this prestigious brand opened by ASBIS, and the third in the USA.

September 2026

Two new iSpace stores in the CIS region

ASBIS has opened two new monobrand stores in Kazakhstan (Almaty) and Azerbaijan (Baku). The iSpace network now comprises 37 stores in 7 CIS countries: Armenia, Azerbaijan, Georgia, Kazakhstan, Moldova, Ukraine and Uzbekistan.

October 2026

Continuation of the dividend payment

The BOD decided to pay an interim dividend from 2026 earnings of USD 0.35 per share.

The Board of Directors set a payment date on November 26th, 2026.

November 2026

New Bang & Olufsen Flagship Store in Palo Alto

The new flagship occupies approximately 260 sq m (2,800 sq ft) at 660 Stanford Shopping Center, one of Silicon Valley's premier retail destinations, known for its curated mix of luxury brands and design-led experiences. Designed to offer a seamless and immersive journey through sound, the Palo Alto store features a series of dedicated demonstration areas that allow visitors to explore **Bang & Olufsen's** products across different listening environments.







This is the eight store of this prestigious brand opened by ASBIS, and the third in the USA.

Two New iSpace stores in the CIS region



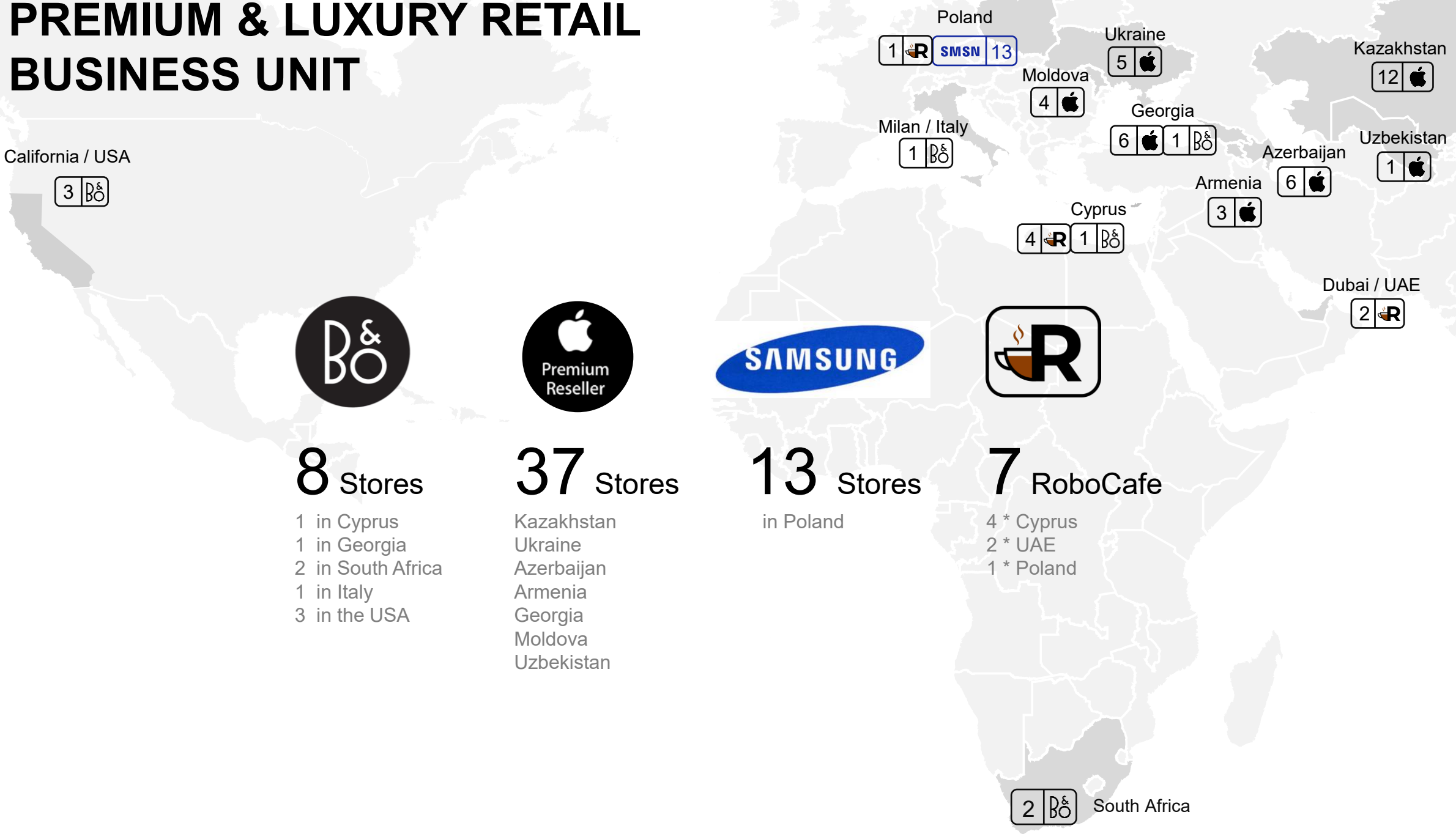
ASBIS has opened two new iSpace monobrand stores offering Apple products, **in Kazakhstan and in Azerbaijan**. The iSpace network now comprises **37 stores in 7 CIS countries**: Armenia, Azerbaijan, Georgia, Kazakhstan, Moldova, Ukraine and Uzbekistan.

The 60 m² iSpace store **in Kazakhstan** is located in the newly built Aport Mall East shopping centre in Almaty, the largest city in Kazakhstan. The total number of stores in Kazakhstan has thus risen to 12, located in 6 cities: Almaty, Astana, Karaganda, Atyrau, Aktobe and Shymkent.

The newly opened iSpace store **in Azerbaijan** is located in the Ganjlik Mall shopping centre, close to the centre of Baku. The store covers 94 m². It is the sixth iSpace store in the Azerbaijani Capital.



PREMIUM & LUXURY RETAIL BUSINESS UNIT



8 Stores

1 in Cyprus
1 in Georgia
2 in South Africa
1 in Italy
3 in the USA

37 Stores

Kazakhstan
Ukraine
Azerbaijan
Armenia
Georgia
Moldova
Uzbekistan

13 Stores

in Poland

7 RoboCafe

4 * Cyprus
2 * UAE
1 * Poland



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Historical Q3 and 9M 2026

All time high top-line both in Q3 and 9M 2026.

Gross profit exploded to unpreceedent amounts

US$ m	Q3'26	Q3'25	YoY
Revenue	**2,186.7**	**929.5**	**135%**
Gross profit	134.8	65.3	106%
Gross profit margin	6.16%	7.03%	-0.87 ppt
SG&A costs	-60.4	-42.0	44%
Profit from operations	**74.4**	**23.3**	**219%**
Operating margin	*3.40%*	*2.51%*	*0.89 ppt*
Financial income	2.3	0.7	229%
Financial expenses	-11.7	-9.2	27%
Profit before tax	**65.2**	**14.6**	**347%**
Tax	-13.7	-2.9	365%
Profit for the period	**51.6**	**11.6**	**343%**
Net margin	*2.36%*	*1.25%*	*1.11 ppt*

US$ m	9M'26	9M'25	YoY
Revenue	**5,151.9**	**2,615.2**	**97%**
Gross profit	364.1	180.4	102%
Gross profit margin	*7.07%*	*6.90%*	*0.17 ppt*
SG&A costs	-172.6	-117.2	47%
Profit from operations	**191.5**	**63.2**	**203%**
Operating margin	*3.72%*	*2.42%*	*1.3 ppt*
Financial income	5.0	1.9	172%
Financial expenses	-31.6	-26.3	20%
Profit before tax	**165.7**	**38.9**	**326%**
Tax	-33.6	-7.8	331%
Profit for the period	**132.2**	**31.1**	**325%**
Net margin	*2.57%*	*1.19%*	*1.38 ppt*

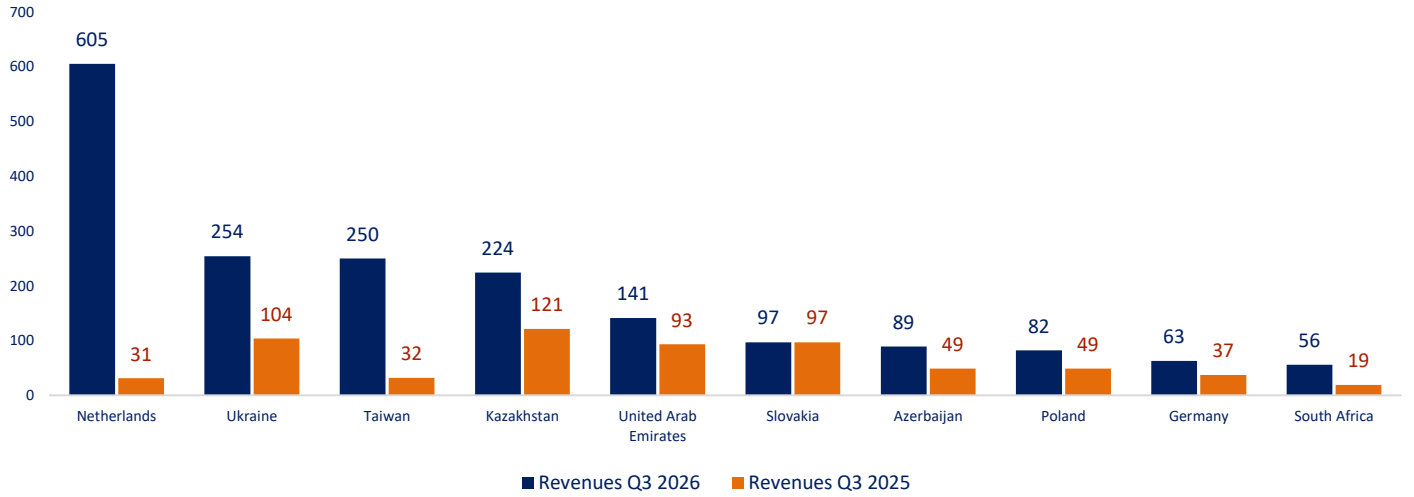
SG&A costs grew in much slower pace than revenues or gross profit, proving the scalability of ASBIS results.

NPAT setting new record both Q3 and the 9M 2026.

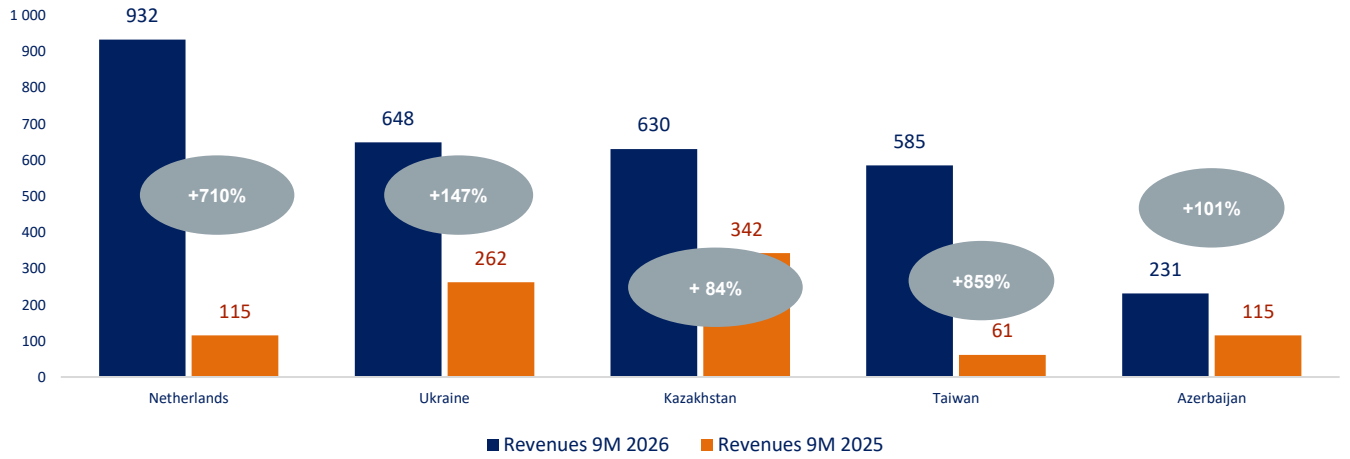
KEY COUNTRIES' REVENUES (US$ m)

Netherlands became no. 1

Q232026 VS Q3 2025



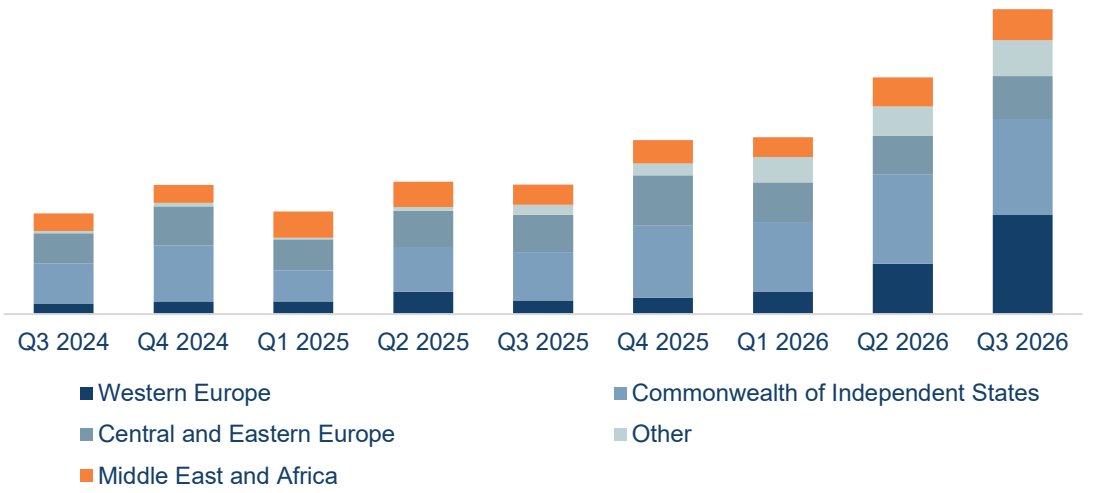
Key countries with the highest sales growth in 9M 2026



- **Netherlands and Taiwan** kept continue massive surge caused by large AI data center expansion and large AI infrastructure projects. Servers are installed in Europe after they are built in Taiwan.
- **Ukraine** with 147% growth in 9M 2026, supported by improving market transparency, strong Apple demand, and continued investments in AI and enterprise infrastructure.
- **Kazakhstan** growth benefited from a rapid build-out of AI, data center infrastructure and strong Apple sales momentum, supported by new IMEI regulation.
- **Azerbaijan** doubled in the 9M 2026 YoY, following super strong demand for Apple products.



REVENUES BY REGIONS (USD m)



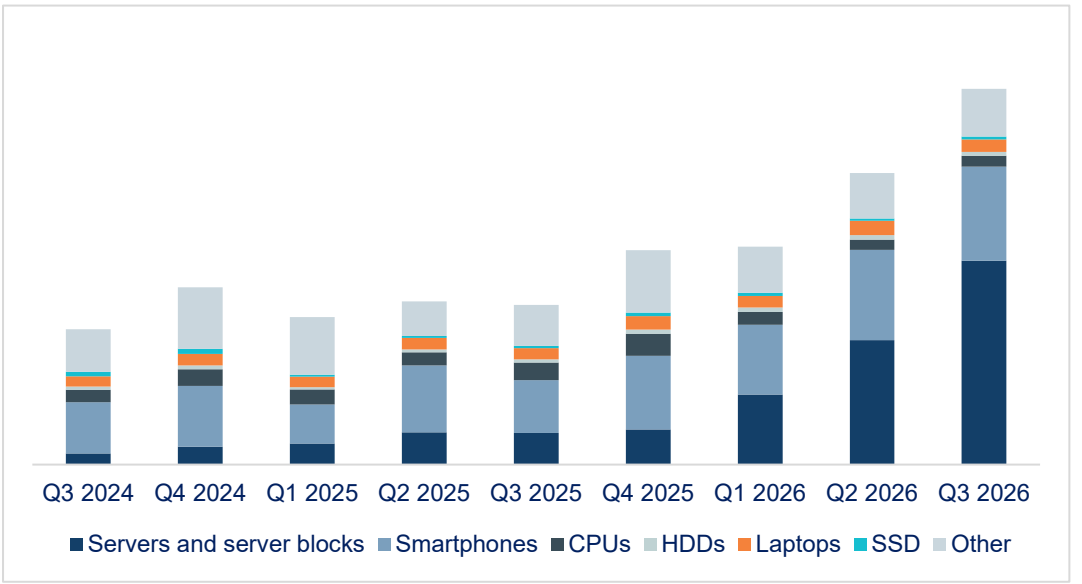
US$ m	Q3'26	Q3'25	YoY
Western Europe	710.4	103.0	590%
Commonwealth of Independent States	690.0	345.3	100%
Central and Eastern Europe	306.8	270.0	14%
Other	256.3	66.7	284%
Middle East and Africa	223.3	144.5	55%
TOTAL	**2,186.7**	**929.5**	**135%**

Q3 2026 Growth momentum continues

- **Western Europe** – has become our bigest revenue contributor in Q3 2026, with Netherlands being the standout performer.
- **The CIS** region doubled, mainly fueled by strong performance in Ukraine and Kazakhstan.
- Continuation of enormous growth in "**Other**", mainly attributed to growth in Taiwan.
- **Middle East and Africa** region with a strong growth, driven by large investments in artificial intelligence (AI) infrastructure in the Persian Gulf countries especially the UAE and Saudi Arabia.



REVENUES BY PRODUCT LINES (US$ m)



US$ m	Q3'26	Q3'25	YoY
Servers & server blocks	1,185.5	183.8	545%
Smartphones	548.4	307.6	78%
Laptops	72.5	64.5	13%
CPUs	62.2	102.4	-39%
Networking products	32.7	28.2	16%
TOTAL	**2,186.7**	**929.5**	**135%**

Q3 2026 AI infrastructure remained our fastest-growing engine

- **Servers and server blocks** continued to lead our portfolio, remaining the largest and fastest-growing product category.
- **Smartphones** sales benefited from strong Apple momentum, new refresh cycle, expanding Apple distribution, and increasing demand for premium devices across ASBIS markets.
- A decline in desktop **CPU** due to lower consumer and enterprise demand. Demand shifted toward AI infrastructure, servers, and premium mobile devices.
- **Networking products** growth driven by continued investments in enterprise and data center infrastructure and increased demand for high-performance connectivity solutions.

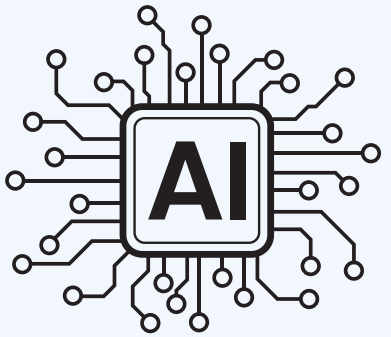
ASBIS SERVER BUSINESS Q3'2026

SERVERS

▲163%
Sales Growth YoY

6-month Server Pipeline

530 M$
281 projects



NVIDIA GPU Servers

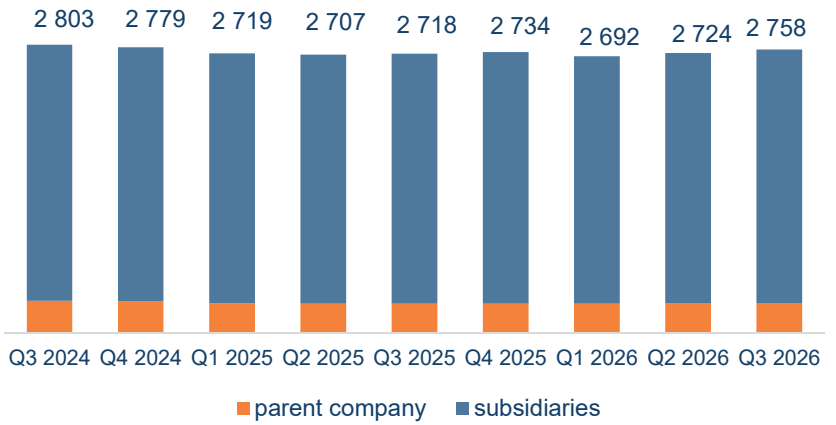
82% of total server sales

GPU & Cluster Pipeline

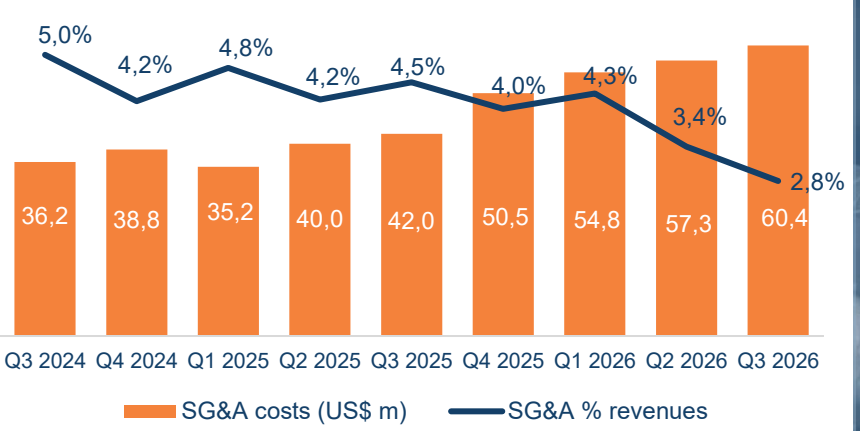
8 200 GPU units
in 143 projects

SG&A costs

NUMBER OF EMPLOYEES



SG&A COSTS



In Q3 2026, headcount slightly increased as compared to Q3 2025, following further geographical expansion in Africa, the United States and investment in CIS region (new iSpace stores).

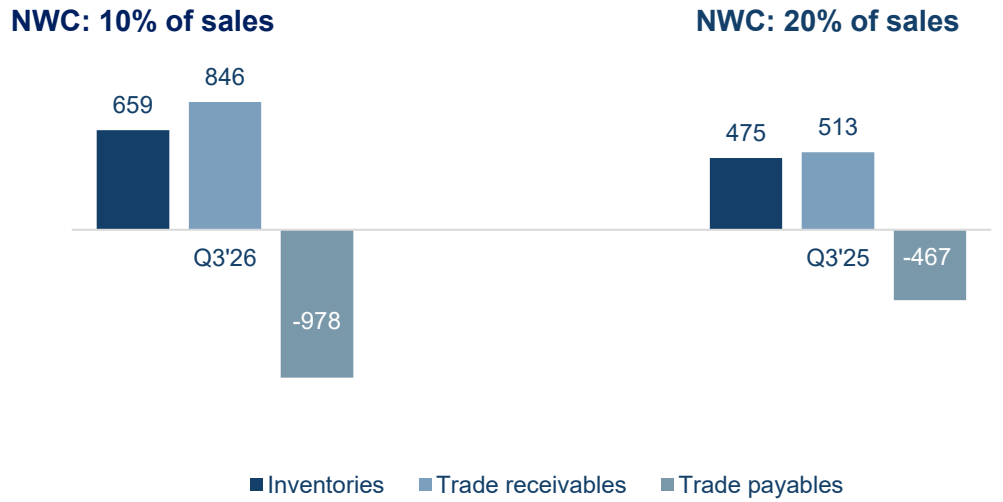
SG&A costs scalably increased, mainly to support growing operations in Africa, the United States and the CIS region.

SG&A expenses continued to decrease YoY as a percentage of sales.





NET WORKING CAPITAL (US$ m)



US$ m	9M 2026	9M 2025
Net cash from operating activities	30.9	-54.1
Net cash from investing activities	-22.7	-12.6
Net cash from financing activities	-35.0	-2.9
Net movement in cash and cash equivalents	**-26.8**	**-69.6**

Cash engaged in working capital

- New Product Launch (NPI) and realization of the big data centres projects require significant inventory investment.
- For the 9M 2026, we managed to increase cash from operations by USD 85 million y-o-y.
- The Group aims for positive 2026 operating cash flow despite strong growth.

Excellent leverage position

US$ m	9M‘26	9M’25	YoY
Short term borrowings (excl. leases and factoring)	197.0	203.6	-3%
Long term borrowings (excl. leases)	13.6	14.1	-4%
Other long-term liabilities	1.2	1.0	21%
Cash and cash equivalents	272.7	112.2	143%
Factoring creditors	64.7	63.1	3%
Net debt (no factoring)	**-60.9**	**106.5**	**-**
Net debt (incl. factoring)	**3.8**	**169.6**	**-98%**

Doubled cash position in seasonally NWC intensive quarter.

Further significant reduction of the Cash Conversion Cycle year-over-year.

At end of September 2026 net debt/equity at super safe level

0.0x

EXCLUDING FACTORING

0.0x

INCLUDING FACTORING



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At ASBIS we continue to strive for more. We will do our best to beat 2026 results in 2027.

2027 outlook

PRODUCTS

- Servers & server blocks will remain the fastest-growing area of the business
- Growing in Apple and Samsung business
- Further development of Breezy and AROS.

MARKETS

- Continue focus on CIS countries
- Active work against illicit traders
- Development in Western and Southern Europe
- Progressing expansion in Western and North Africa and USA.

CLIENTS

- Continued focus on business customers
- More retail customers
- More Premium & Luxury Retail Stores.

FINANCIAL

- SG&A costs optimization
- Gross profit margin to elevate at higher level
- Growth of the financial facilities to enable top-line growth
- Lower financial costs
- Continuation of dividend policy.

Key 2027 risks and opportunities



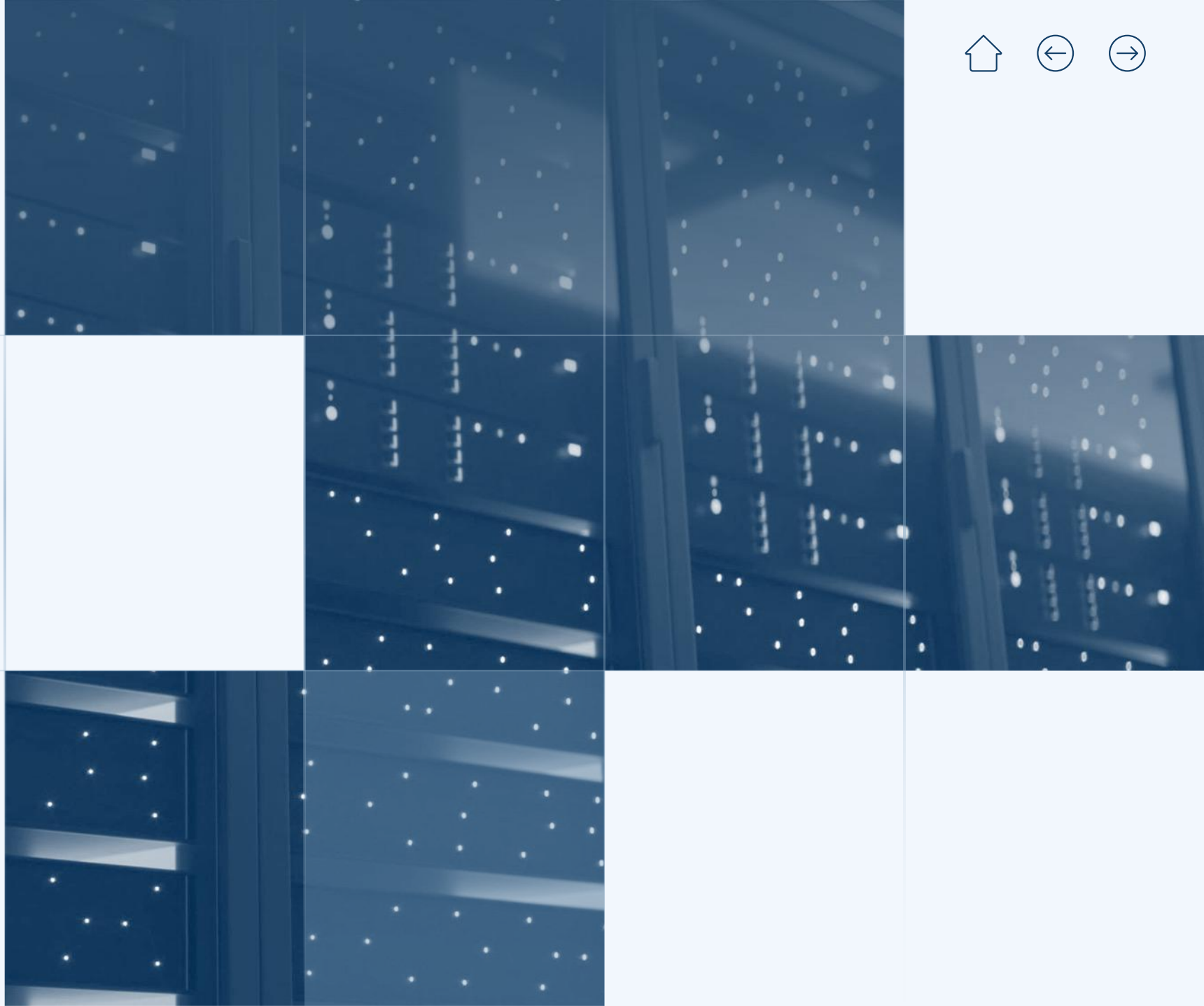
RISKS

- Unstable geopolitical situation in Europe and Asia
- Unfair competition
- Supply chain disruptions
- Volatile FX environment
- High interest rates.

OPPORTUNITIES

- Stabilization of geopolitical situation
- Signing of new agreements for servers and server blocks
- Potential M&As
- Fast growing presence in new markets.

Q&A





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breezy
REUSE EASY

Founded
December
2020

Trade-In

60+	Telcos & retailers use our Trade-In
5K+	POS coverage
2.4M	Trade-in evaluations in CY25
6K	tonnes of CO2e emissions avoided



Main numbers

8	Countries
250+	Employees
67M	Revenue CY25
3K	sq m of own production facilities

Omnichannel

7	Breezy e-comms #1 in UA, MD, KZ
7	Breezy stores
120K	Customer base
500+	B2B Reseller base

Eligible products



ASBIS own brands

AENO

AENO is a brand of smart home appliances offering top-level quality, customer service, and design.
www.aeno.com



CANYON

Canyon is a dynamically growing brand of stylish mobile accessories, computer gadgets, wearables
www.canyon.eu



LORGAR™ READY TO PLAY

Lorgar is a brand of gaming devices aimed to bring the gaming experience to a high level.
www.lorgar.eu

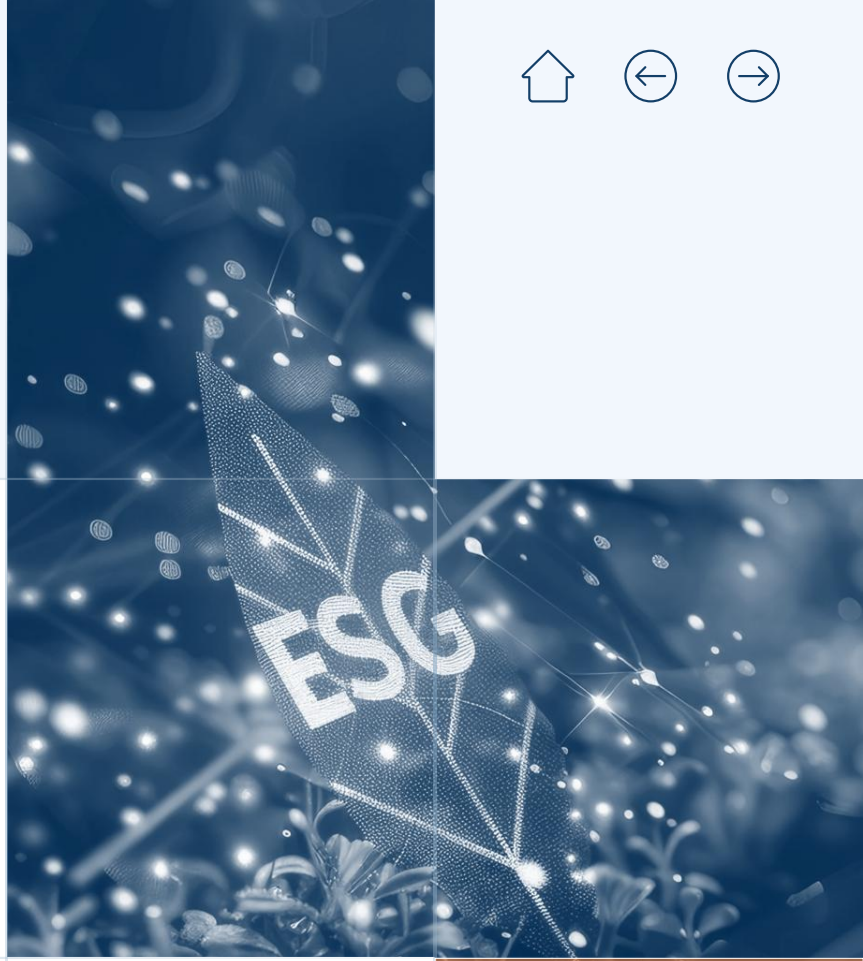


Prestigio SOLUTIONS

Prestigio Solutions specializes on innovative technological solutions for business and education.
www.prestigio-solutions.



ASBIS continues engagement in ESG initiatives



Continuous reporting since 2017 report. Application of SASB and now ESRS standards.

Diverse Board of Directors (5 executives, 4 NEDs; women 33.3%).

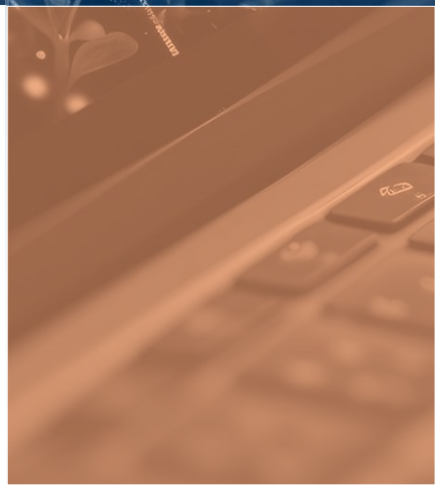
Comprehensive double materiality analysis conducted which returned 29 material ESG topics.

Full greenhouse gas calculations Scope 1-3 in line with GHG Protocol. Climate risks and scenarios analysis.

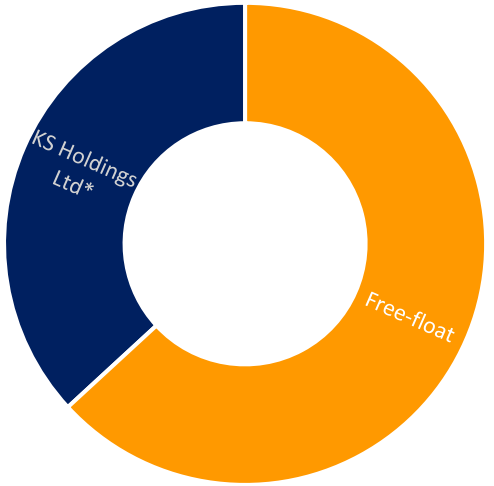
ASBIS awarded The Great Place to Work three years in a row.

Company conscious of human rights: long standing Code of Ethics, Human Rights & Labor Policy and RBA Code of Conduct.

Breezy concept key to circular economy actions.



Shareholder structure



	Number of shares & votes	% of share capital & votes
KS Holdings Ltd *	20,448,127	36.84%
Free-float	35,051,873	63.16%
TOTAL	**55,500,000**	**100.00%**

As of : 2026-11-05
**Siarhei Kostevitch holds shares as the sole shareholder of KS Holdings Ltd*

Affiliation to indexes:

GPW

mWIG40

WIGdiv

WIG.MS-ECM

mWIG40TR

Thank you

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