

# ASBIS®

SUCCESS THROUGH FOCUS



## Q1 2026 Presentation

**THE BEST QUARTER IN OUR HISTORY  
TILL THE NEXT ONE!!!**

7 May 2026

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# Agenda

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KEY  
CORPORATE  
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## Financial Highlights

REVENUES

**+72% YoY**

\$1,269 M

GROSS PROFIT

**+112% YoY**

\$109 M

GROSS PROFIT MARGIN

**8.62%**

**+397% YoY**

\$36.3 M

NET INCOME

**Best  
quarter ever**

**> Q1 2026**

# Key corporate events

## Integration of 13 stationary Samsung Brand stores

ASBIS has successfully integrated a network of 13 stationary Samsung Brand stores with ASBIS systems. Now, all acquired Samsung Brand stores are up and running.

January 2026

## ASBIS strengthens its presence in West Africa

ASBIS has launched two new local distribution centers – one in Accra (Ghana) and the second in Abidjan (Côte d'Ivoire) – strengthening its presence in West Africa.

April 2026

## Approval of the highest dividend payment

The Annual General Meeting of Shareholders decided to pay out a final dividend from 2025 NPAT of USD 0.35 per share. Thus, the total dividend for 2025 amounted to USD 0.55 per share - the highest in the Company's history.

May 2026

# ASBIS STRENGTHENS ITS PRESENCE IN WEST AFRICA

ASBIS officially launched two new local distribution centers – one in **Accra (Ghana)** and the second in **Abidjan (Côte d'Ivoire)** – strengthening its operational presence in West Africa.

These are ASBIS's first warehouses in this rapidly developing African region. The facilities, each approximately 400 m<sup>2</sup> with potential expansion to several thousand m<sup>2</sup>, will primarily serve the local markets of Ghana and Côte d'Ivoire.

ASBIS currently operates four main logistics hubs (Czech Republic, UAE, South Africa, Georgia), with total global warehouse space, including local facilities, **at approximately 71,000 m<sup>2</sup>**.

The new investments align with the company's operational expansion in emerging markets. Our new local logistics centers will bring us closer to customers, accelerate deliveries and better support partners across West Africa.



# SALES ON EMEA MARKETS



## 4 DISTRIBUTION CENTERS

- Czech Republic
- UAE
- South Africa
- Georgia



## STORAGE SPACE

Approximately 71K sq.m. of storage space across EMEA



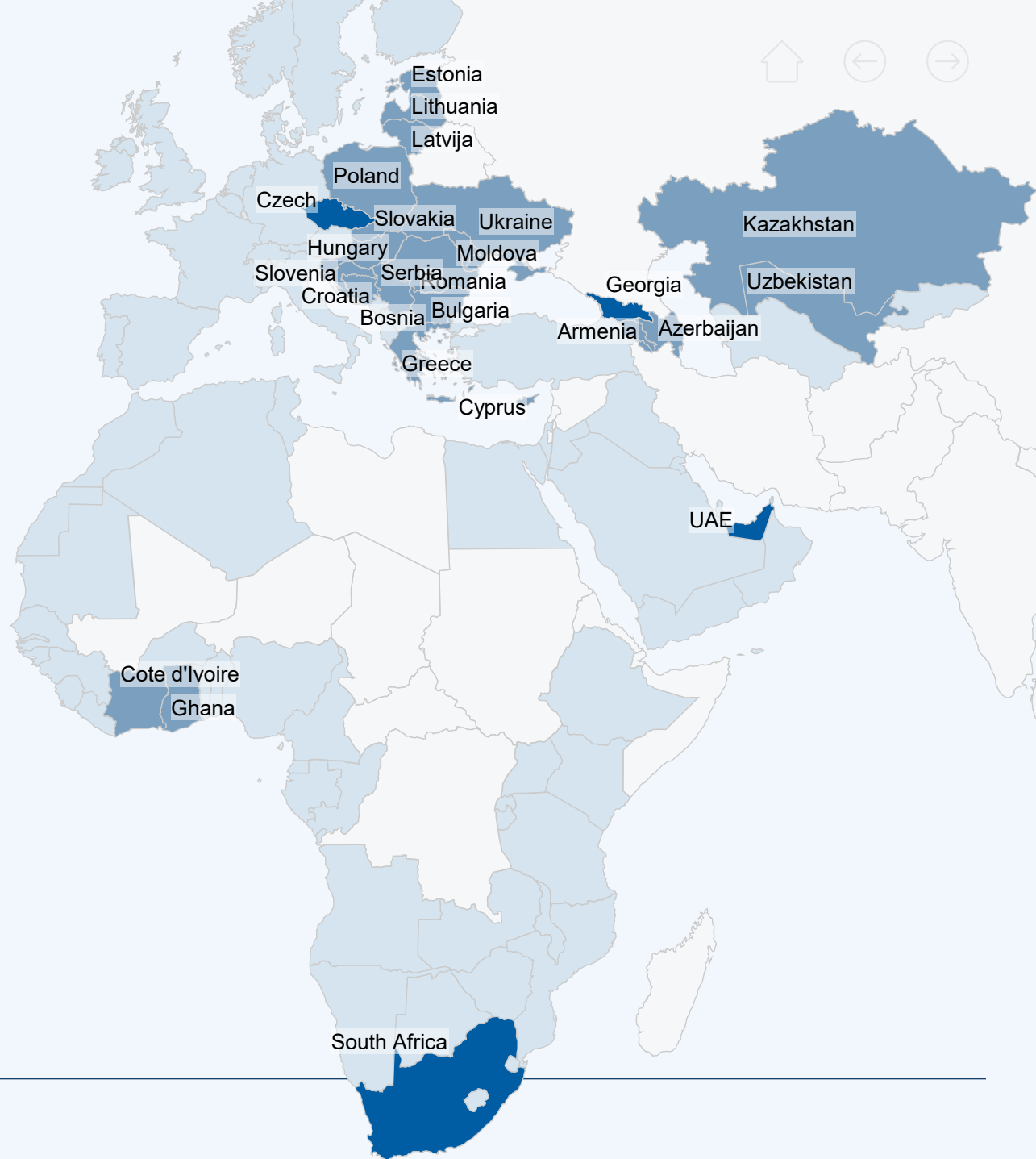
## STOCK POINTS

40+ stock points in countries of ASBIS presence



## SUBSIDIARIES

Subsidiaries in more than 30 countries in EMEA



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# THE BEST QUARTER EVER

All-time record in Quarterly Revenues

Gross margin with a strong growth, reached 8.62% in Q1 2026.

Almost five-times increase in NPAT.

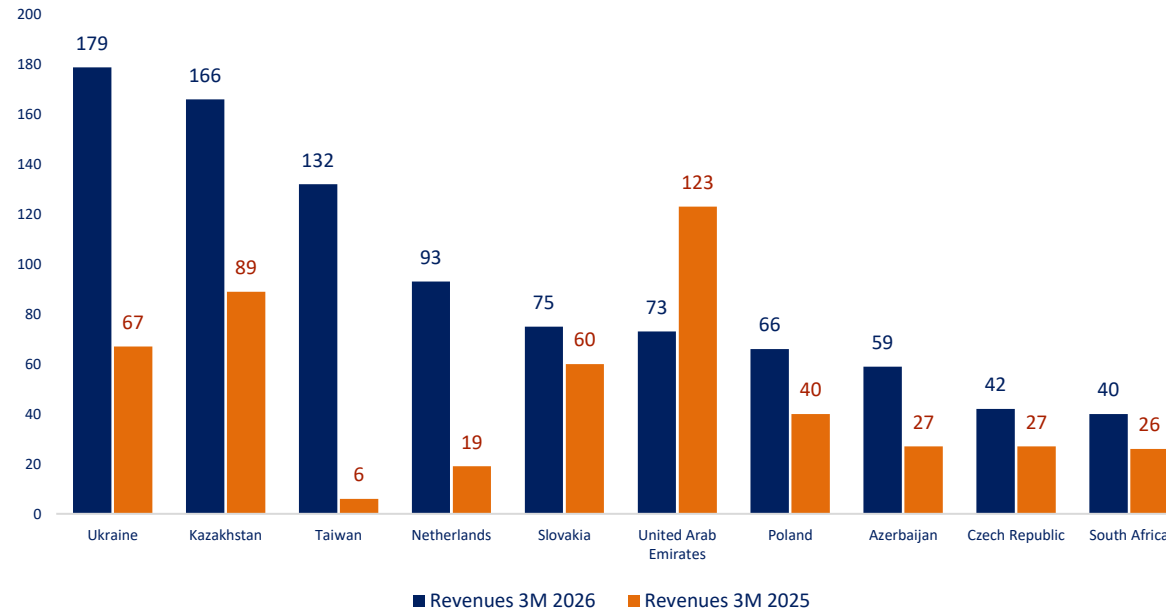


US\$ m	Q1'26	Q1'25	YoY
<b>Revenue</b>	<b>1,268.5</b>	<b>736.4</b>	<b>72%</b>
Gross profit	109.4	51.6	112%
<i>Gross profit margin</i>	8.62%	7.00%	1.62 ppt
SG&A costs	(54.8)	(35.2)	56%
<b>Profit from operations</b>	<b>54.5</b>	<b>16.4</b>	<b>233%</b>
<i>Operating margin</i>	4.30%	2.22%	2.08 ppt
Financial income	1.3	0.5	158%
Financial expenses	(10.3)	(7.8)	32%
<b>Profit before tax</b>	<b>45.6</b>	<b>9.2</b>	<b>397%</b>
Tax	(9.3)	(1.9)	400%
<b>Profit for the period</b>	<b>36.3</b>	<b>7.3</b>	<b>397%</b>
<i>Net margin</i>	2.86%	0.99%	1.87 ppt

SG&A expenses grew mainly due to much higher GP, therefore higher variable expenses.



## KEY COUNTRIES' REVENUES (US\$ m)



**Traditional and new countries show non-stop growth**

**Q1 2026 VS Q1 2025**

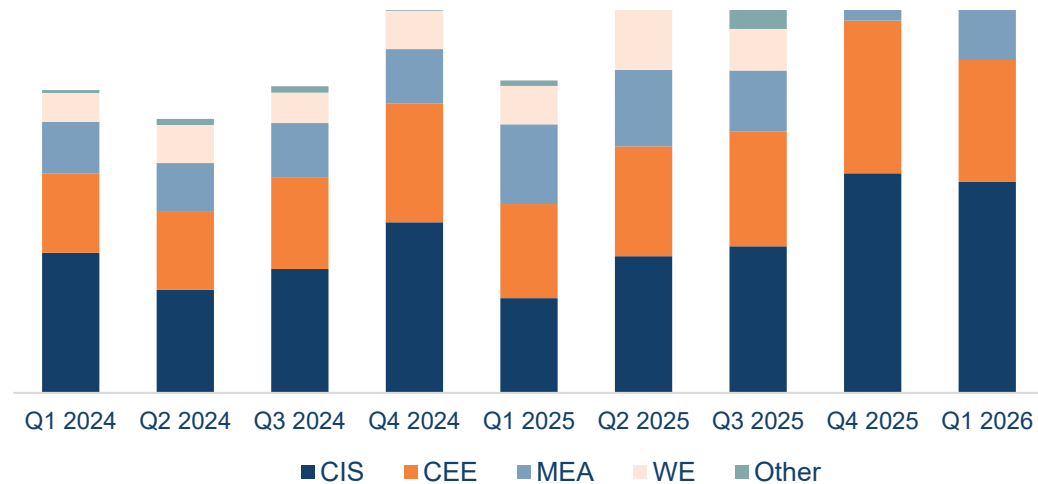
Despite the ongoing war, Ukraine became our biggest market. Growth of 168% in Q1 2026 YoY showing character and resilience.

Kazakhstan - our now second biggest market, increased by 86% YoY, fueled by strong business in all segments.

Massive growth in Taiwan and Netherlands, driven mainly by AI infrastructure projects.

Decline in the United Arab Emirates in Q1 2026 due to the conflict in the Middle East.

### REVENUES BY REGIONS (USD m)

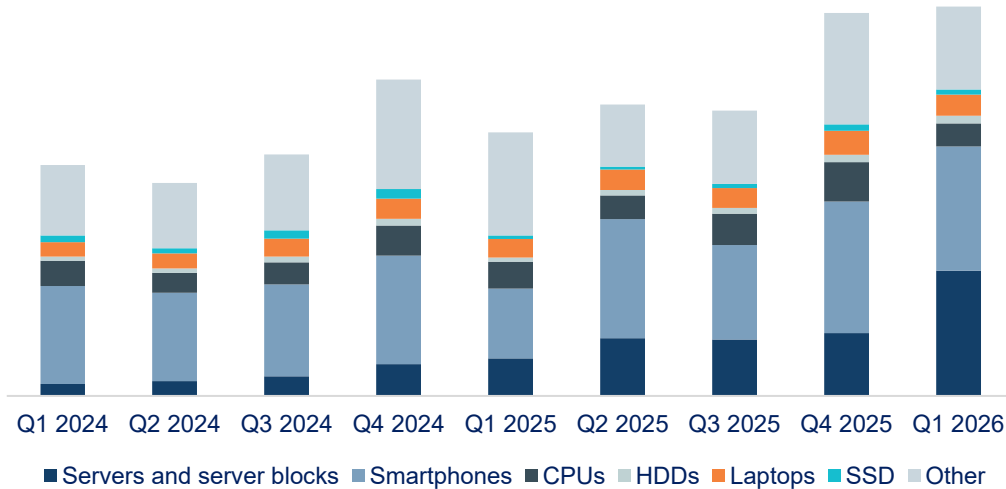


US\$ m	Q1'26	Q1'25	YoY
Commonwealth of Independent States	497.3	222.9	123%
Central and Eastern Europe	286.7	221.9	29%
Other	179.6	12.9	1,293%
Western Europe	161.7	90.7	78%
Middle East and Africa	143.3	187.9	-24%
<b>TOTAL</b>	<b>1,268.5</b>	<b>736.4</b>	<b>72%</b>

## Q1 2026 outstanding growth almost across all regions

- CIS region – remained our biggest revenues contributor with Ukraine being the standout performer.
- CEE region with a 29% YoY growth, supported by strong performance in Slovakia and Poland.
- Continuation of enormous growth in „Other” mainly attributed to the growth in Taiwan and the US driven by sales to AI hyperscalers and other datacentric customers.
- Middle East and Africa region affected by the war in the Middle East.

### REVENUES BY PRODUCT LINES (US\$ m)

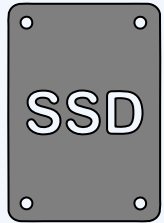


US\$ m	Q1'26	Q1'25	YoY
Servers & server blocks	407.9	122.5	233%
Smartphones	404.7	227.5	78%
CPUs	75.4	87.6	-14%
Laptops	68.4	61.1	12%
HDDs	25.2	13.2	90%
<b>TOTAL</b>	<b>1,268.5</b>	<b>736.4</b>	<b>72%</b>

## Q1 2026 servers and server blocks – surpassed smartphones

- Servers and server blocks - the fastest-growing segment, surpassed smartphones and became the largest product category.
- Strong double digit growth in smartphones business driven by continuous demand for new models across all markets we operate.
- A decline in desktop CPU due to shortages decreasing PC TAM.
- Robust growth in laptops driven by growing needs for hybrid work, AI-enabled devices, gaming demand, and technology upgrades.

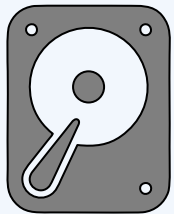
# AI IMPACT ON ASBIS Q1 2026 REVENUES



Server SSD

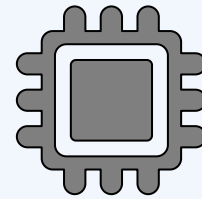
YoY

▲ +550%



Server HDD

▲ +150%



Server CPU

YoY

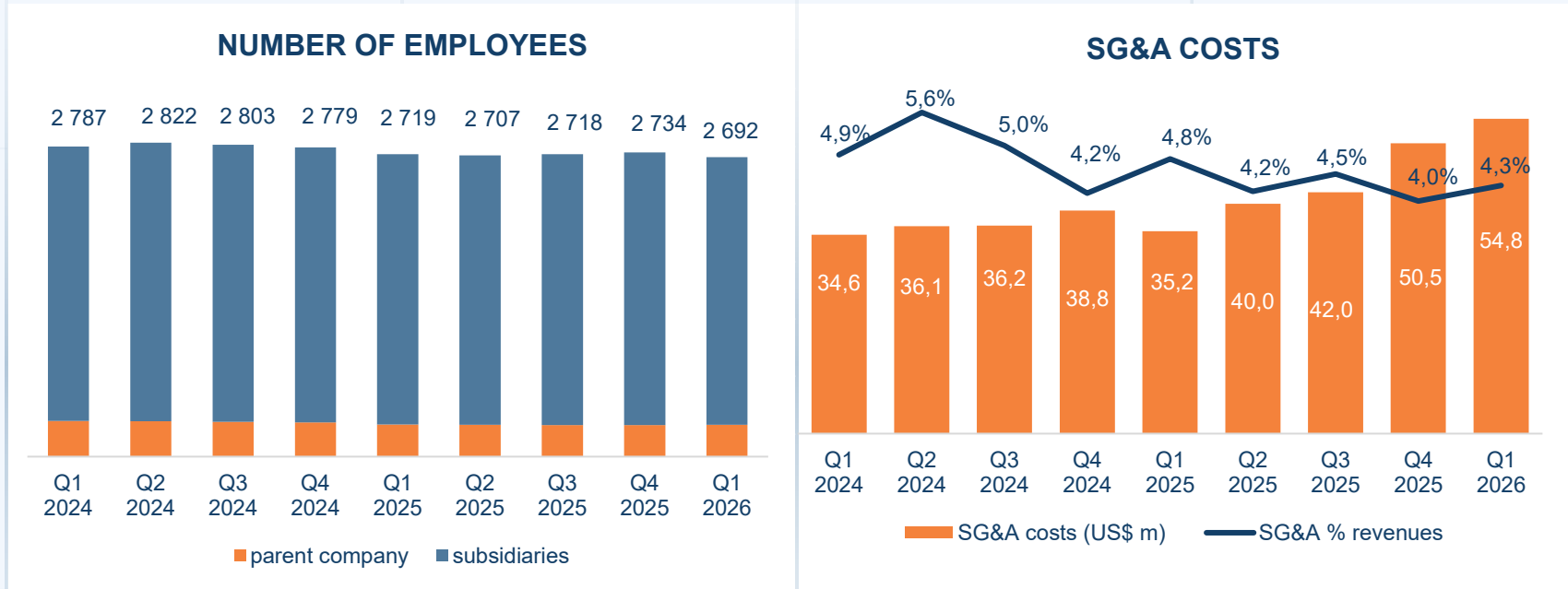
▲ +590%



Server DRAM

▲ +450%

# SG&A costs



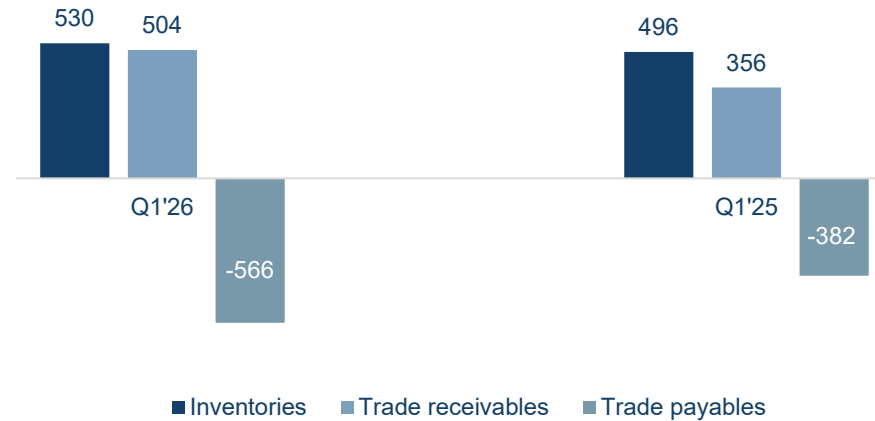
In Q1 2026 the headcount slightly decreased, as compared to Q1 2025 following further cost optimization where possible.

SG&A costs increased scalably well, compared to the increase in gross and net profitability.

## NET WORKING CAPITAL (US\$ m)

NWC: 37% of sales

NWC: 64% of sales



US\$ m	3M 2026	3M 2025
Net cash from operating activities	-20.3	-58.7
Net cash from investing activities	-17.7	-5.0
Net cash from financing activities	-44.2	-14.1
<b>Net movement in cash and cash equivalents</b>	<b>-82.2</b>	<b>-77.8</b>

## Cash engaged in working capital

- High revenue growth resulted in the need to involve more cash into working capital.
- In Q1'26 cash from operations was slightly negative - which is typical for this period of the year, but much improved from last year.
- Group aims for a positive “cash form operating activities” for FY 2026.

## Excellent leverage position

US\$ m	Q1'26	Q1'25	YoY
Short term borrowings (excl. leases and factoring)	136.3	171.3	-20%
Long term borrowings (excl. leases)	12.8	11.2	14%
Other long-term liabilities	1.1	1.0	13%
Cash and cash equivalents	189.4	97.7	94%
Factoring creditors	61.6	42.2	46%
<b>Net debt (no factoring)</b>	<b>-39.2</b>	<b>85.8</b>	<b>-</b>
<b>Net debt (incl. factoring)</b>	<b>22.4</b>	<b>127.9</b>	<b>-83%</b>

Strong increase in cash position in seasonally NWC intensive quarter.

The Company's ability to access external financing remains very strong.

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

**0.0x**

EXCLUDING  
FACTORING

**0.06x**

INCLUDING  
FACTORING



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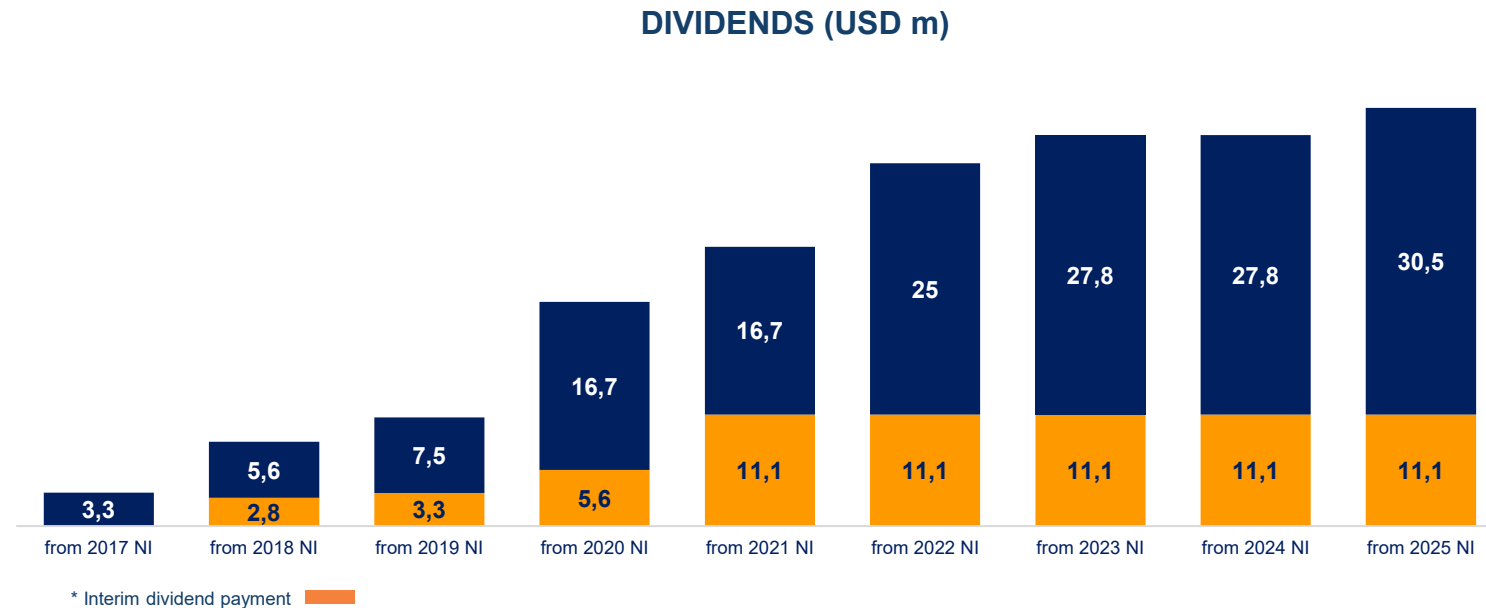
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# Highest dividend payment



The Company aims to continue the payment of hefty dividends.

The AGM on the 6th of May, 2026 approved a final dividend payment of USD 0.35 per share.

The total dividend from 2025 profits, including the interim dividend, amounted to USD 0.55 per share, a total payment of USD 30.5m –the highest ever dividend.

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# PREMIUM & LUXURY RETAIL BUSINESS UNIT

58 doors on end of 2025. +35 in 2026

8 e-commerce shops in 8 countries

California / USA

3 B&O



8 Stores

3 \* CIS  
2 \* South Africa  
2 \* Italy  
1 in California

+4 in 2026



32 Stores

Kazakhstan  
Ukraine  
Azerbaijan  
Armenia  
Georgia  
Moldova  
Uzbekistan

+9 in 2026



13 Stores

in Poland



5 RoboCafe

2 \* Cyprus  
2 \* UAE  
1 \* Poland

+24 in 2026

2 B&O + 1 B&O

South Africa

Poland  
SMSN 13

Ukraine  
6 Apple

Kazakhstan  
10 Apple

Moldova  
2 Apple

Georgia  
5 Apple 1 B&O

Uzbekistan  
1 Apple

Milan / Italy  
1 B&O

Azerbaijan  
4 Apple

Armenia  
3 Apple

Cyprus  
2 B&O

Dubai / UAE  
4 RoboCafe

# ASBIS own brands

## A E N O

AENO is a brand of smart home appliances offering top-level quality, customer service, and design.  
[www.aeno.com](http://www.aeno.com)



## CANYON

Canyon is a dynamically growing brand of stylish mobile accessories, computer gadgets, wearables  
[www.canyon.eu](http://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](http://www.lorgar.eu)



## Prestigio SOLUTIONS

Prestigio Solutions specializes on innovative technological solutions for business and education.  
[www.prestigio-solutions.com](http://www.prestigio-solutions.com)



# ASBIS continues engagement in ESG initiatives



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



Diverse Board of Directors (5 executives, 3 NEDs; women 37.5%).



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.



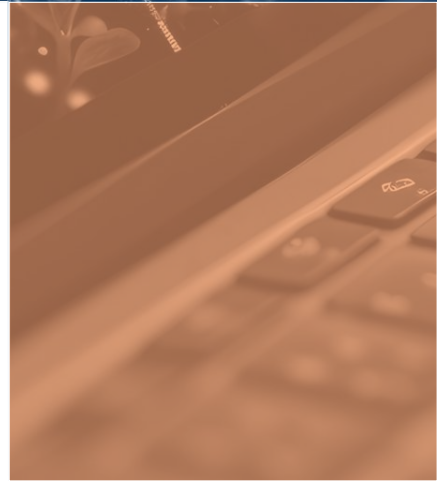
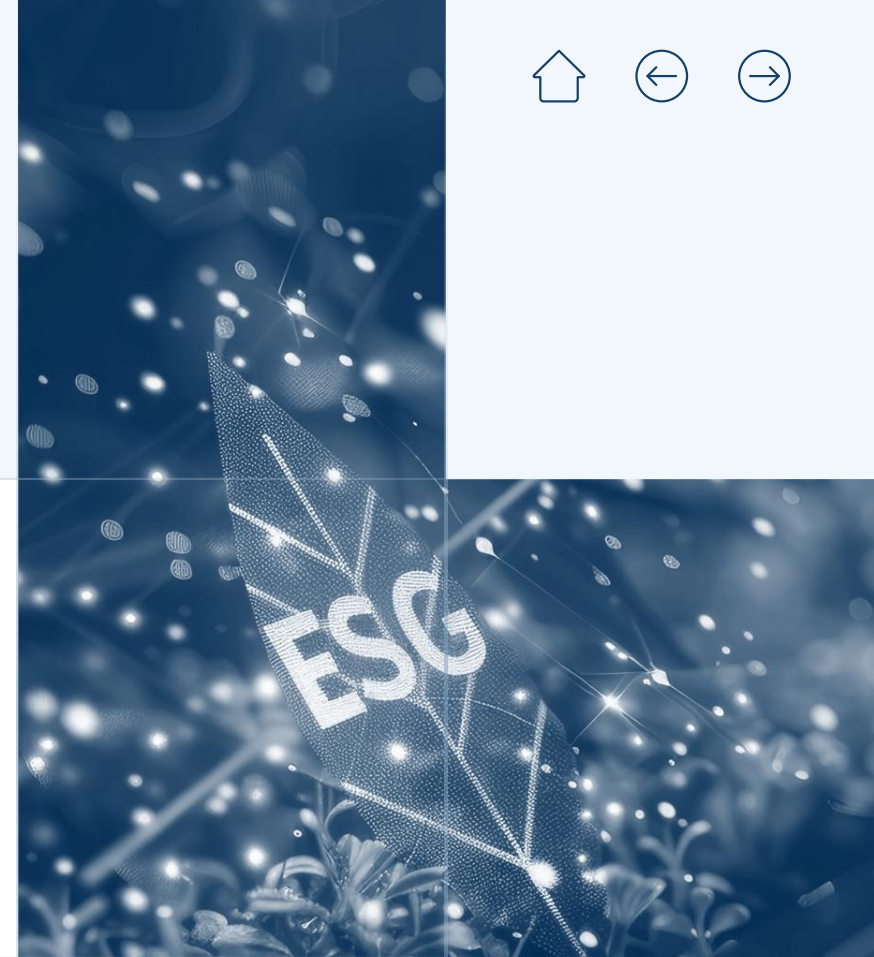
ASBIS awarded The Great Place to Work three years in a row.



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



■ KS Holdings Ltd\* ■ Free-float

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

As of : 2026-05-07

\*Siarhei Kostevitch holds shares as the sole shareholder of KS Holdings Ltd

Affiliation to indexes:



# Thank you

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