



ASBIS[®]
SUCCESS THROUGH FOCUS



**Revenues and profits meet
expectations**

1Q '19 RESULTS

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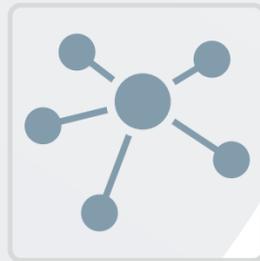
A NEW NON-EXECUTIVE DIRECTOR ON BOARD

Name	Position	Responsibility
Siarhei Kostevitch	Chairman, Chief Executive Officer	Strategic plans and policies
Marios Christou	Chief Financial Officer	Finance and Control
Constantinos Tziamalis	Chief Risk Officer and Investor Relations	Risk Management, Own brands, Management and Investor Relations
Yuri Ulasovich	Director, Chief Operating Officer	Sales and Supply Management
Demos Demou	Non-Executive Director	Regulatory and financial advisory Audit Committee
Tasos.A.Panteli	Non-Executive Director	Regulatory advisory Remuneration Committee

ASBIS®

ASBIS Q1 2019

Subsidiaries
in **26**
countries



30,000
active customers
in 60
countries worldwide



1,471
Employees



Revenue:
417 m\$



2
Distribution
centers



21,000
products
in portfolio



20
b2b e-shops



over
190
vendors



60%
transactions
online



ASBIS®

SUCCESS THROUGH FOCUS

VISION:

Be the leading Value Add Distributor, OEM and Solutions Provider of IT, IoT, AI across CEE, FSU, MEA

MISSION represented by focus areas:

- Develop and Market IT, IoT, AI solutions
- Gain expertise in consultative business
- Excel and leverage on Distribution
- Grow profitably Own Brands
- Manage risks and zero regulatory issues

Distribution

Resellers

R/E tail

OEM

consumer

commercial

IT, IoT, AI solutions

Sales projects

Professional services

ASBIS APR Investment

Apple Premium Reseller Map by Geo, 2020



A hand is shown holding a glowing, multi-colored cube (blue and orange) that emits light. The background is a dark blue gradient with a large, semi-transparent blue circle.

ASBIS[®]

SUCCESS THROUGH FOCUS

Prestigio



atlantech

pereniö

Intelligence at best



CANYON

FINANCIAL OVERVIEW

1Q '19 FINANCIAL RESULTS

FY 2019 OUTLOOK

GUIDANCE

DIVIDEND

KEY 1Q '19 EVENTS

STRONG MONTHLY DATA

Solid revenue estimates for January–March 2019 in line with expectations and guidance for 2019.

A decrease in revenues expected due to a very high base in 1Q'18.

GUIDANCE

Publication of FY 2019 guidance.

Revenues: between USD 1.7 – 1.9 bn
Net profit: between USD 8.5 – 10 m

DIVIDEND

Announcement of a final dividend payment from 2018 earnings.

The dividend (US\$ 0.05 per share) was approved by AGM on May 8th 2019.

1Q '19 STRONG QUARTER

- Decrease in revenues as a result of high base in Q1 2018.
- The gross profit margin much improved from 4.52% to 5.06% YoY and continued a positive trend.
- SG&A costs scaled with GP and are under control.
- Net income reached US\$ 1.7 m.

REVENUES

US\$ 417.3 million

- 17% YoY

GROSS PROFIT

US\$ 21.1 million

- 7% YoY

GROSS PROFIT MARGIN

5.06%

NET INCOME

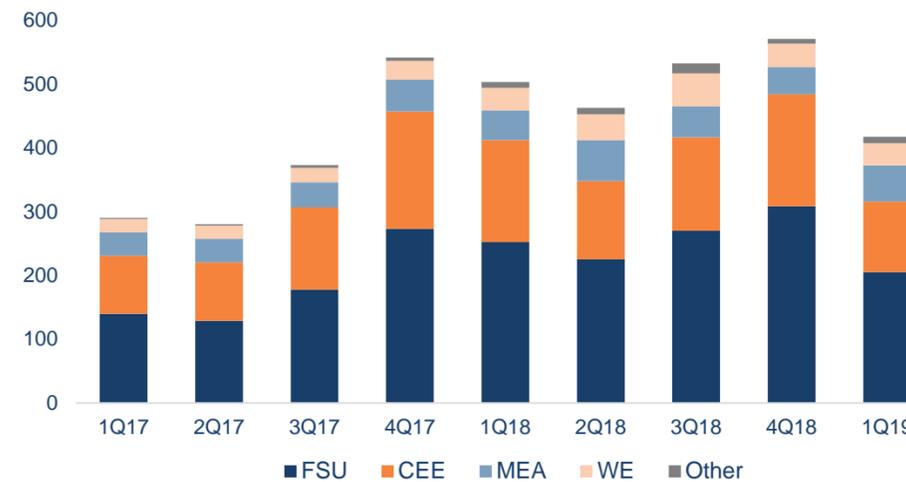
US\$ 1.7 million

- 1% YoY

REVENUES ON EXPECTATIONS IN ALL REGIONS

- FSU region delivered almost 50% of revenues in 1Q'19.
- Russia still remained the no. 1 country while Ukraine followed.
- WE remained stable YoY, mainly by broader market reach.
- MEA showed + 21% YoY growth, supported by master distribution.

REVENUES BY REGIONS (US\$ m)



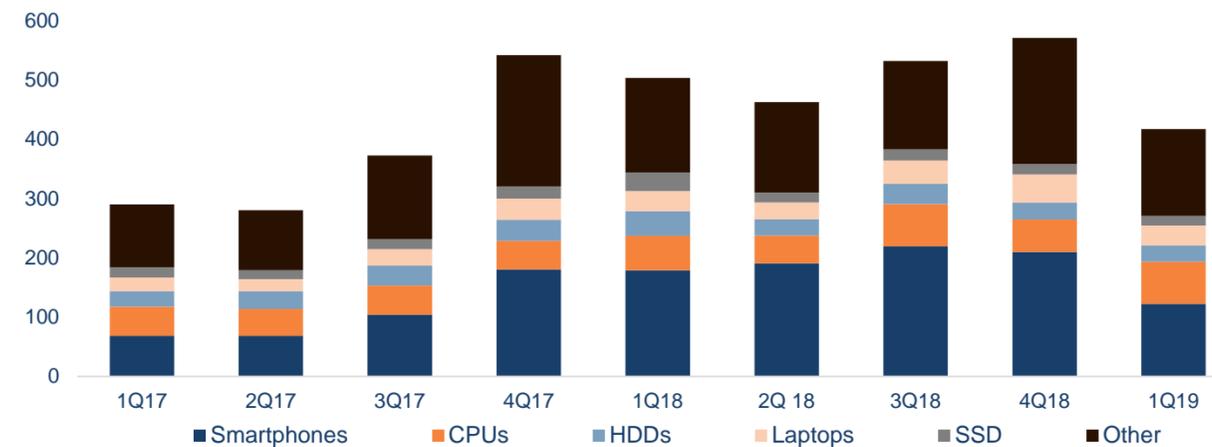
REVENUES BY REGIONS (US\$ m)

US\$ m	1Q'19	1Q'18	YoY
FSU	205.2	252.0	-19%
CEE	110.5	160.0	-31%
MEA	56.8	47.0	21%
WE	34.9	35.2	-1%
Other	10.0	9.1	9%
TOTAL	417.3	503.3	-17%

BROAD PRODUCT MIX REVENUE

- Decrease of smartphones business as a result of market saturation and lower demand.
- Significant market share in both CPUs and accessories & multimedia.
- Growth in CPUs due to data center projects.
- An increase in sales of accessories based on master distribution in the EMEA region.

REVENUES BY LINES (US\$ m)



REVENUES BY LINES (US\$ m)

US\$ m	1Q'19	1Q'18	YoY
Smartphones	122.4	179.2	-32%
CPUs	71,1	58.0	23%
Accessories & multimedia	41.9	30.5	38%
Laptops	33.9	33.6	1%
HDDs	27.2	42.0	-35%
SSD	16.6	31.4	-47%
TOTAL	417.3	503.3	-17%

ROBUST 1Q '19 PROFITABILITY

- Strong numbers in top and bottom lines.
- Gross profit margin at 5.1%.
- Expenses stay under control.
- Net income reached US\$ 1.7 m.

US\$ m	1Q'19	1Q'18	YoY
Revenue	417.3	503.3	-17%
Gross profit	21.1	22.8	-7%
<i>Gross profit margin</i>	5.1%	4.5%	+0.6pp
SG&A costs	16.5	17.5	-6%
Profit from operations	4.6	5.3	-14%
<i>Operating margin</i>	1.1%	1.1%	4%
Financial income	1.4	0.9	52%
Financial expenses	-4.0	-4.1	-1%
Profit before tax	2.2	2.2	-2%
Tax	-0.5	-0.5	-3%
Profit for the period	1.7	1.7	-1%
<i>Net margin</i>	0.4%	0.3%	+0.1pp

ROBUST NET INCOME IN 1Q'19.

POSITIVE TREND IN GROSS PROFIT MARGIN CONTINUED

- 1Q'19 revenues reached US\$ 417 m, down 17% YoY.
- 1Q'19 revenues were down from a high 1Q'18 base.
- Gross profit margin reached 5.1% in 1Q'19 versus 4.5% in 1Q'18.
- In 1Q'19 gross profit margin continued a positive trend observed in previous quarters.

REVENUES



GROSS PROFIT MARGIN (%)



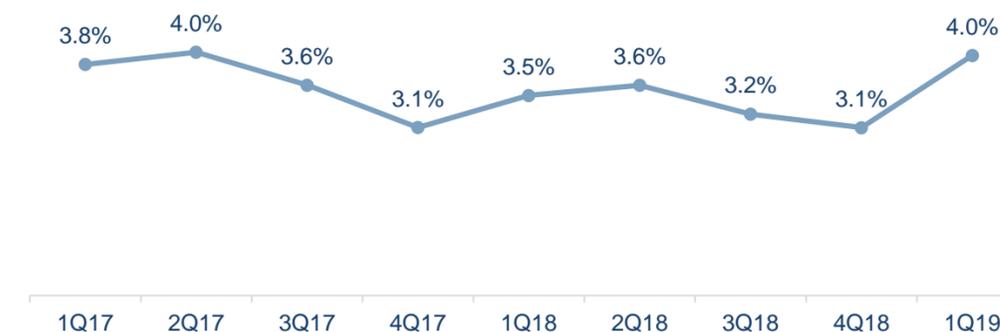
SG&A COSTS STAY UNDER CONTROL

- Selling expenses decreased in 1Q '19 by 4% YoY.
- Administration expenses decreased in 1Q '19 by 7% YoY.

SG&A COSTS (US\$ m)



SG&A as % SALES



INDEBTEDNESS AT SAFE LEVEL

- Solid cash position in seasonally NWC intensive quarter.
- High cash levels, despite cash being used to benefit from early payment discounts from suppliers, due to the use of short-term financing and improved operational efficiency.
- Ability of the Company to access financing remains strong.

US\$ m	1Q'19	1Q'18	YoY
Short term borrowings (no factoring)	111.8	90.3	24%
Factoring creditors	30.3	52.2	-42%
Short term borrowings (incl. factoring)	142.1	142.5	0%
Long term interest bearing debt	3.1	0.1	2,213%
Cash and equivalents	53.1	66.4	-20%
Net debt (no factoring)	61.8	24.1	157%
Net debt (incl. factoring)	92.1	76.3	21%

Q1 2019 net debt/ equity
0.6x excl. factoring
0.9x incl. factoring
safe and low levels

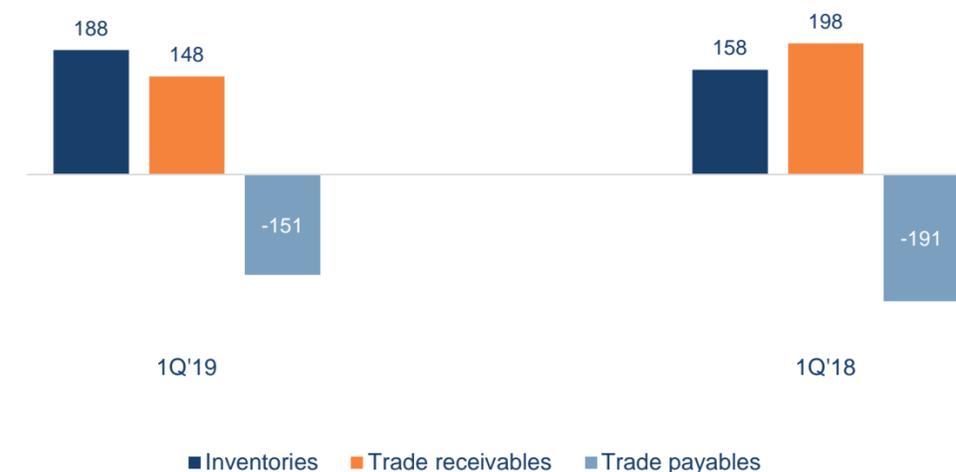
CASH ENGAGED IN WORKING CAPITAL

- High NWC demanding quarter resulted in the need to involve more cash.
- Capex comprises of outflows for on-going investments in fixed assets, intangibles and in associates.
- Group aims for positive 2019 cash flow from operations.

NET WORKING CAPITAL (US\$ m)

NWC: 44% of sales

NWC: 33% of sales



US\$ m	1Q'19	1Q'18
Net cash from operating activities	-58.9	-45.9
Net cash from investing activities	-0,6	-0.7
Net cash from financing activities	-5.4	2.3
Net movement in cash and cash equivalents	-64.9	-44.4

KEY DRIVERS OF 2019

**SUSTAIN THE
BUSINESS WITH APPLE**

Following a year of high growth with APPLE the group is looking to retain its strong market position and strengthen its relationships with customers and suppliers.

TRUE VAD SALES

The group will focus on the acquisition and servicing of large business projects. The success of last year with Data Centers and other projects, will be replicated but also engage in the real VAD services.

BUSINESS SOLUTIONS

The solutions we already developed show signs of success and the group is expecting to significantly benefit from the expansion of these solutions to all markets we operate.

**TRADITIONAL
DISTRIBUTION**

Our core strengths are expected to play a leading role in 2019 and expect to excel against competition in all product segments of the traditional components distribution.

OWN BRANDS

Having developed the two new own brands (PERENIO and ATLANTECH) and together with Canyon and Prestigio, the group expects significant contribution towards its profitability by adding our product portfolio to the channels we operate with.

2019 GUIDANCE

REVENUE

Between US\$ 1.7bn and US\$ 1.9bn

NET INCOME

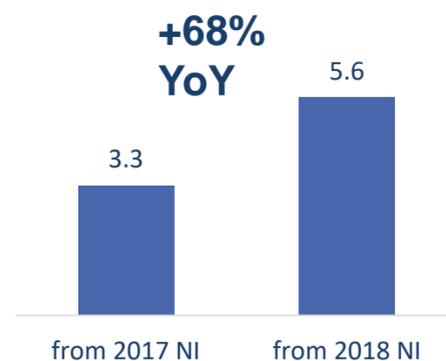
Between US\$ 8.5m and US\$ 10m

ASSUMPTIONS

- A stable situation in key FSU markets and in key FSU currencies (not worse than in 2018).
- No significant disturbance in the general economic environment.
- A similar YoY competitive environment and favourable relations with key suppliers.
- Smartphones segment will not deteriorate more than 10% in the markets we operate.

DIVIDEND HIT A NEW RECORD

DIVIDEND (USD m)



DIVIDEND PER SHARE (USD)



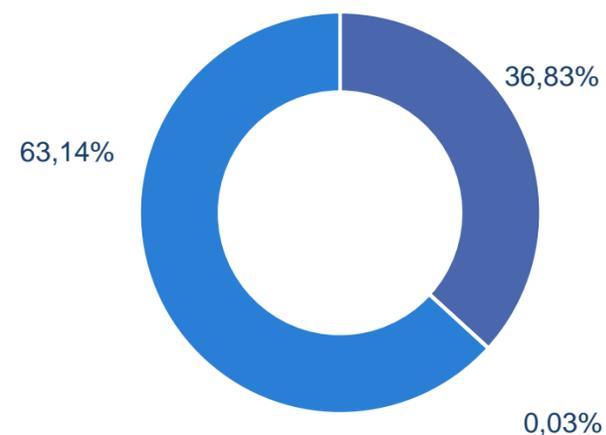
Our general dividend policy is to pay dividends at levels consistent with the Company's growth and development plans, while maintaining a reasonable level of liquidity.

The AGM on 8th May 2019 approved a dividend payment of USD 2.8m.

The total dividend from 2018 profits, including the interim dividend, will amount to USD 0.10 per share, a total payment of USD 5.6m.

Our strong financial position allows for such a record dividend.

SHAREHOLDER STRUCTURE



- KS Holdings Ltd (CEO)
- Treasury shares
- Free-float

	Number of shares & votes	% of share capital & votes
KS Holdings Ltd *	20,443,127	36.83%
Treasury shares	16,389	0.03%
Free-float	35,040,484	63.14%
TOTAL	55,500,000	100.00%

**Siarhei Kostevitch holds shares as the ultimate beneficial owner of KS Holdings Ltd*

We have a high 63% free-float.



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