

The ASBIS logo features the company name in a bold, dark blue, serif font. A registered trademark symbol (®) is located at the top right of the letter 'S'.

**ASBIS®**

**SUCCESS THROUGH FOCUS**

# **REVENUES AND PROFITS SOARED TO NEW RECORDS!**

**Q2 AND H1 2021 RESULTS**



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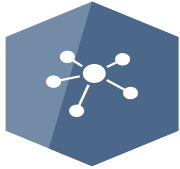
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ASBIS – OVERVIEW IN Q2 2021

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Subsidiaries  
**in 27**  
countries



**20 000**  
active customers  
in 56 countries



**2 010**  
employees



Revenue  
**\$ 680 m**



**2**  
Distribution  
centers



**23 000**  
products  
in portfolio



**20** B2B e-shops  
**5** B2C e-commerce



Over  
**240**  
vendors



**60%**  
Online transactions

# Q2 2021 KEY EVENTS

## SPLENDID MONTHLY DATA

Dynamic monthly revenue growth in April – June 2021.

## BUSINESS UPDATE

- ❑ ASBIS developed, designed, manufactured and introduced to the market the innovative **PERENIO IONIC SHIELD™ ion diffuser**
- ❑ ASBIS opened a second Apple Premium Reseller store in Kiev, 17th in total
- ❑ ASBIS signed a distribution agreement with the Taiwanese company **Biostar Microtech International Corp**, securing a smooth supply of motherboards and graphic cards
- ❑ ASBIS – strengthened its VAD Business offer with comprehensive NVIDIA HGX platform











## FORECAST UPDATE

Company reconfirms its forecast for the full year results and informs that it will be under review.

# PERENIO IONIC SHIELD™ not an ordinary ion diffuser

**PERENIO  
IONIC SHIELD™**  
PEWOW01



-  At home
-  Public transport
-  Offices & Factories
-  Shops, retail malls
-  Hospitals & Medical centers
-  Schools & Nurseries
-  Airports
-  Gyms & Health Spas
-  Pharmacies
-  Hotels, Recreations, Catering

ASBIS joined the fight against coronavirus and launched an innovative device on the European markets PERENIO IONIC SHIELD™.

It is a compact mobile device that emits specific composition of ion complex, protecting humans against known coronaviruses.



# ASBIS OPENS A SECOND APR STORE IN KIEV

ASBIS is an authorized distributor of Apple products in **11 countries of the Former Soviet Union** (with the exception of Russia), including:

- Ukraine
- Belarus
- Kazakhstan
- Georgia
- Armenia
- Azerbaijan
- Kyrgyzstan
- Uzbekistan
- Moldova
- Turkmenistan
- Tajikistan



As an Apple Premium Reseller, ASBIS operates **17 stores** in five countries.

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# Q2 2021 PERFECT QUARTER

## Q2 2021 Financial Highlights

### REVENUES

US\$ 680 million

**+79% YoY**

### GROSS PROFIT

US\$ 47.2 million

**+115% YoY**

### GROSS PROFIT MARGIN

**6.94%**

### NET INCOME

US\$ 15.0 million

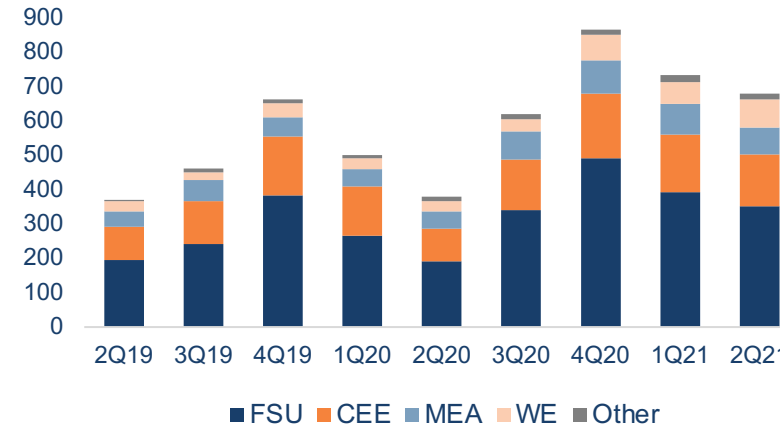
**+509% YoY**



# Q2 2021 OUTSTANDING GROWTH IN ALL MAJOR REGIONS

- FSU region with an 83% YoY growth, contributes the majority of Group revenues in Q2'21.
- Powerful 59% growth achieved in CEE countries (mainly by Slovakia and Czech Republic).
- MEA showed an impressive growth of 56% YoY.
- WE, despite not being a major focus area for us, more than doubled its revenues in Q2'21 YoY.

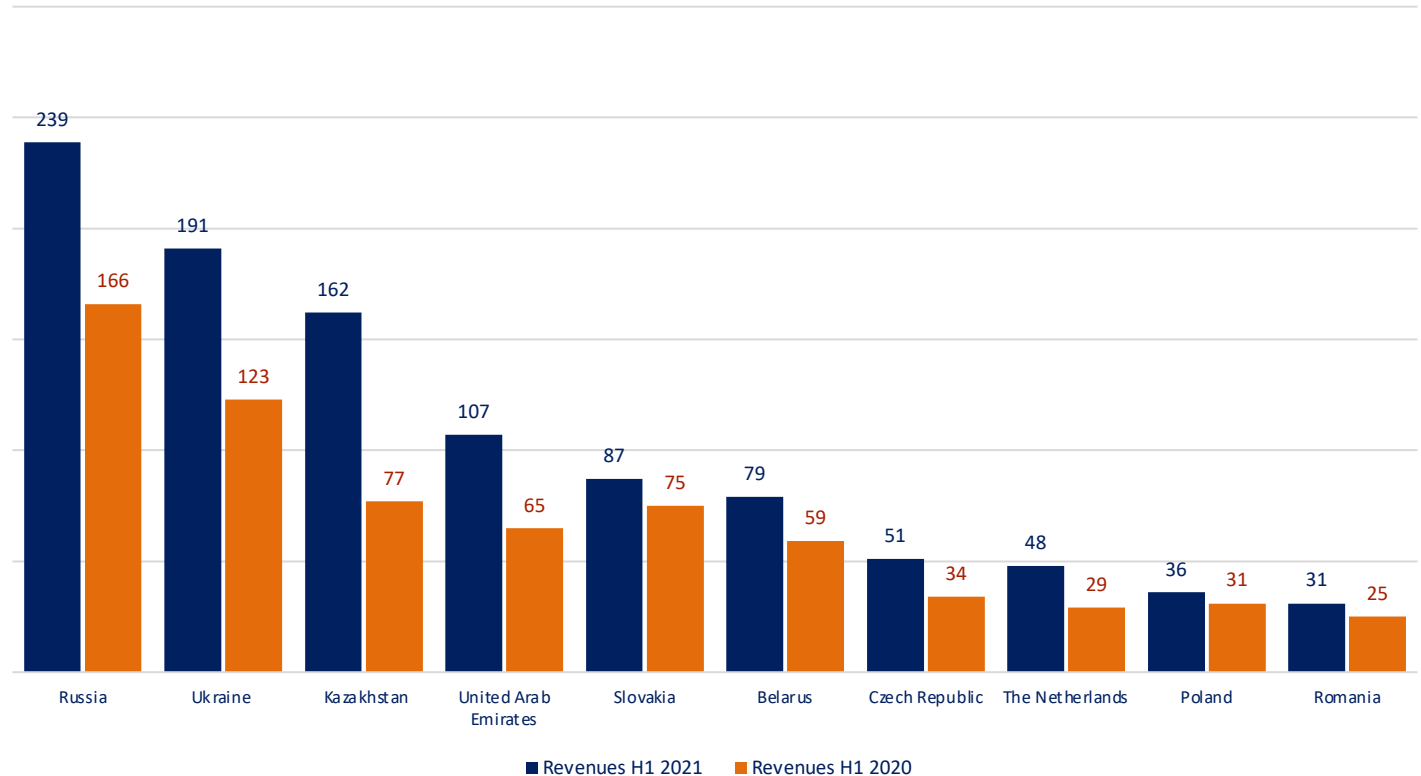
REVENUES BY REGIONS (US\$ m)



US\$ m	Q2'21	Q2'20	YoY
FSU	352.0	191.9	83%
CEE	150.0	94.3	59%
WE	83.6	30.8	172%
MEA	78.5	50.5	56%
Other	16.0	12.9	24%
<b>TOTAL</b>	<b>680.1</b>	<b>380.4</b>	<b>79%</b>

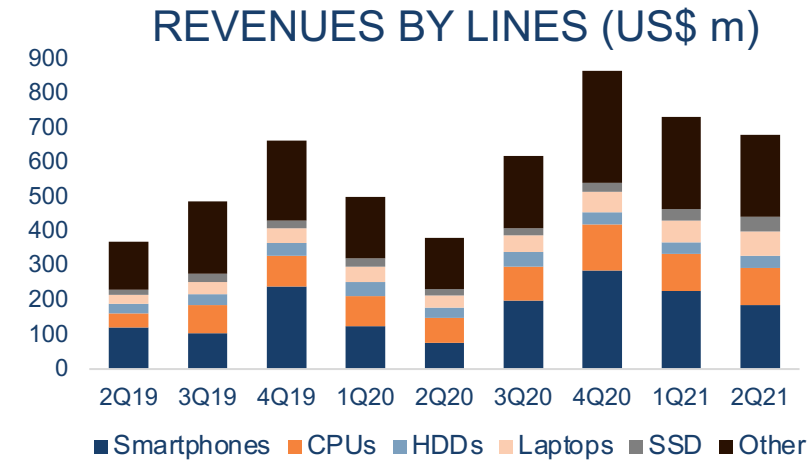
# Q2 2021 TOP 10 COUNTRIES IN REVENUES vs Q2 2020

- Russia with impressive revenues of USD 239 m remained no. 1 country, while Ukraine followed.
- Kazakhstan recorded a stunning 111% YoY growth and remained in top 3.
- Poland still in top 10, with a 14% YoY growth.



# Q2 2021 HIGH DEMAND FOR ALL PRODUCT LINES

- Strong smartphones business driven by continuous high demand for all iPhone models.
- Strong market share in both CPUs and laptops.
- Robust growth in CPUs and SSDs fuelled by data center and other VAD business projects.
- Peripherals with huge demand and growth created by the COVID-19 pandemic reality.



REVENUES BY LINES (US\$ m)

US\$ m	Q2'21	Q2'20	YoY
Smartphones	185.5	77.0	141%
CPUs	109.0	71.2	53%
Laptops	70.9	35.4	100%
SSDs	42.3	17.8	138%
HDDs	35.0	30.7	14%
Peripherals	31.4	18.1	73%
<b>TOTAL</b>	<b>680.1</b>	<b>380.4</b>	<b>79%</b>

# Q2 2021 THE BEST SECOND QUARTER EVER

- Super strong growth in top-line and gross profit.
- Gross profit margin at a new record-high level, reached 6.94% in Q2'21.
- SG&A costs under control despite strong growth in revenues, gross profit and net profitability.
- Amazing 509% growth in net income YoY.

US\$ m	Q2'21	Q2'20	YoY
<b>Revenue</b>	<b>680.1</b>	<b>380.4</b>	<b>79%</b>
Gross profit	47.2	21.9	115%
<i>Gross profit margin</i>	6.94%	5.76%	+1.18 ppt
SG&A costs	24.6	16.5	49%
<b>Profit from operations</b>	<b>22.6</b>	<b>5.4</b>	<b>314%</b>
<i>Operating margin</i>	3.32%	1.43%	+1.89ppt
Financial income	1.3	0.5	139%
Financial expenses	-5.4	-2.8	98%
<b>Profit before tax</b>	<b>18.6</b>	<b>3.2</b>	<b>475%</b>
Tax	-3.6	-0.8	367%
<b>Profit for the period</b>	<b>15.0</b>	<b>2.4</b>	<b>509%</b>
<i>Net margin</i>	2.21%	0.65%	+1.56 ppt

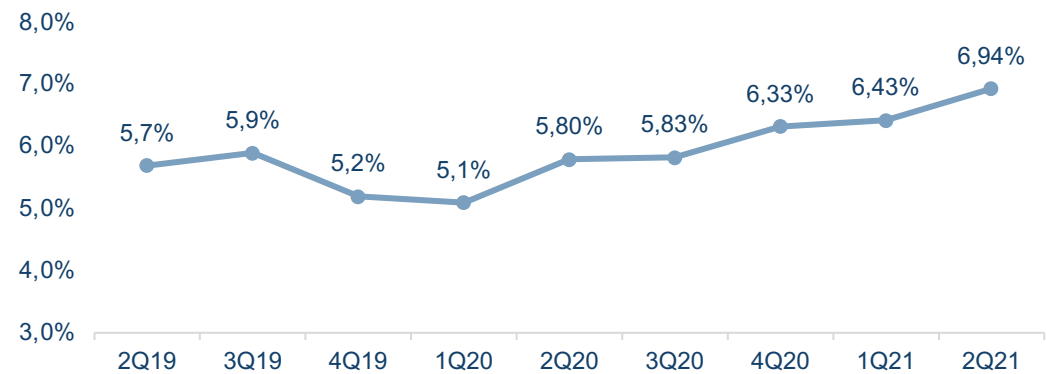
**MORE THAN SIX-FOLD INCREASE OF THE NET INCOME  
IN Q2 2021.**

# Q2 2021 THE HIGHEST EVER GROSS PROFIT MARGIN

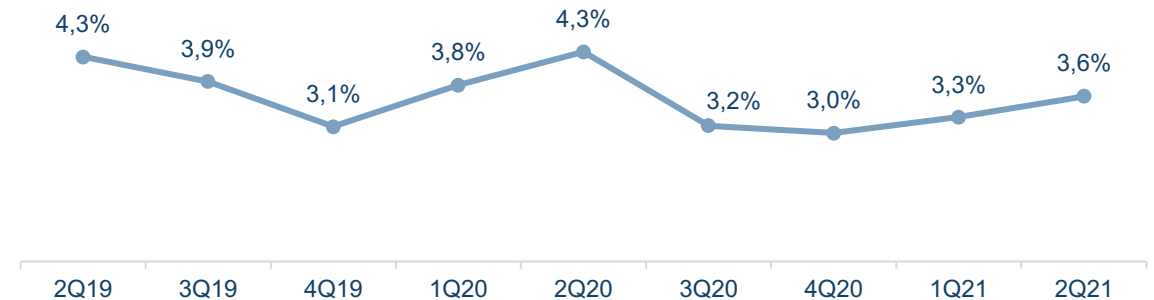
## SG&A as % of SALES CONTINUED TO DECREASE

- Gross profit margin skyrocketed to 6.94% in Q2'21.
- In Q2'21 gross profit margin continued a positive upward trend.
- SG&A expenses grew by 49.4% YoY mainly due to higher GP, therefore higher variable expenses.
- In Q2'21 SG&A expenses continued to decrease YoY as a percentage of sales.

### GROSS PROFIT MARGIN (%)



### SG&A as % of SALES



# H1 2021 EXCELLENT RESULTS

- Dynamic growth in top-line and gross profit.
- Gross profit margin much improved and reached 6.68% in H1'21.
- SG&A costs under control despite fast growth in revenues, gross profit and net profitability.
- Stunning 540% growth in net income YoY.

US\$ m	H1'21	H1'20	YoY
<b>Revenue</b>	<b>1,413.5</b>	<b>880.9</b>	<b>60%</b>
Gross profit	94.4	47.3	99%
<i>Gross profit margin</i>	6.68%	5.37%	+1.31ppt
SG&A costs	48.8	35.5	38%
<b>Profit from operations</b>	<b>45.5</b>	<b>11.8</b>	<b>285%</b>
<i>Operating margin</i>	3.22%	1.34%	+1.88ppt
Financial income	2.1	1.3	63%
Financial expenses	-10.5	-7.1	48%
<b>Profit before tax</b>	<b>37.3</b>	<b>6.2</b>	<b>502%</b>
Tax	-7.2	-1.5	380%
<b>Profit for the period</b>	<b>30.2</b>	<b>4.7</b>	<b>540%</b>
<i>Net margin</i>	2.13%	0.53%	+1.6ppt

**MORE THAN SIX-FOLD INCREASE OF THE NET INCOME  
IN H1 2021.**



# INDEBTEDNESS AT SAFE LEVEL

- High cash levels, despite cash being used to benefit from early payment discounts from suppliers, due to use of short-term financing.
- Ability of the Company to access external financing remains very strong.
- The weighted average cost of debt reached 7.8% in H1 2021 versus 8.0% in 2020.

US\$ m	H1'21	H1'20	YoY
Short term borrowings (excl. lease and factoring)	101.7	60.0	69%
Long term borrowings (excl. lease)	0.5	0.5	6%
Other long term liabilities	0.8	0.7	10%
Lease liabilities	6.5	6.0	9%
Cash and cash equivalents	111.2	108.3	3%
Factoring creditors	70.8	30.2	134%
<b>Net debt (no factoring)</b>	<b>(7.3)</b>	<b>(46.3)</b>	<b>-</b>
<b>Net debt (incl. factoring)</b>	<b>63.5</b>	<b>(16.1)</b>	<b>-</b>

End of H1 2021 net debt/ equity

**0.0x** excl. factoring

**0.4x** incl. factoring

at safe and low levels

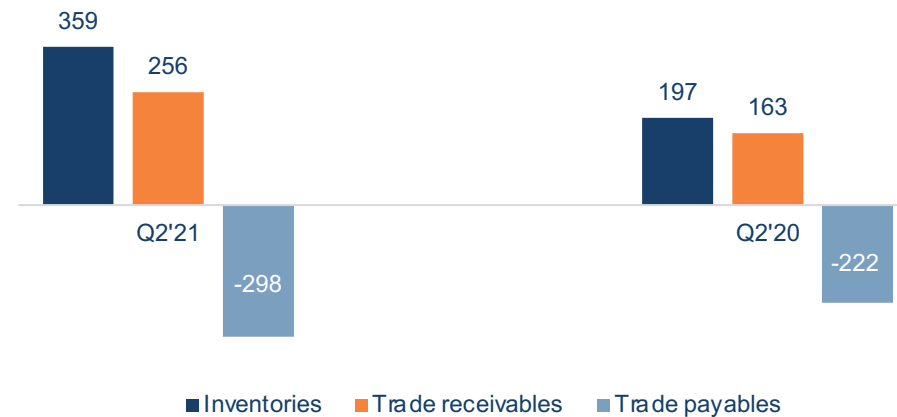
# CASH ENGAGED IN WORKING CAPITAL

- High revenue growth resulted in the need to involve more cash into working capital.
- Capex comprises of outflows for investments in tangible (new HQ offices in CY) and intangible assets.
- Group aims for positive 2021 operating cash flow despite strong revenues growth.

## NET WORKING CAPITAL (US\$ m)

**NWC: 22% of sales**

**NWC: 7% of sales**



US\$ m	H1'21	H1'20
Net cash from operating activities	-48.8	1.4
Net cash from investing activities	-9.6	-2.3
Net cash from financing activities	-6.9	1.2
<b>Net movement in cash and cash equivalents</b>	<b>-65.3</b>	<b>0.3</b>

# KEY DRIVERS OF 2021

## SUSTAIN THE BUSINESS WITH APPLE

The Company aims to retain its strong market position and strengthen its relationships with customers and suppliers.

## TRUE VAD SALES

The Company expects to focus on the acquisition and servicing of large business projects. The success of last two years with Data Centers and other projects are expected to be replicated as well as the real VAD services. We also want to continue to further develop ESD segment.

## BUSINESS SOLUTIONS

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

## TRADITIONAL DISTRIBUTION

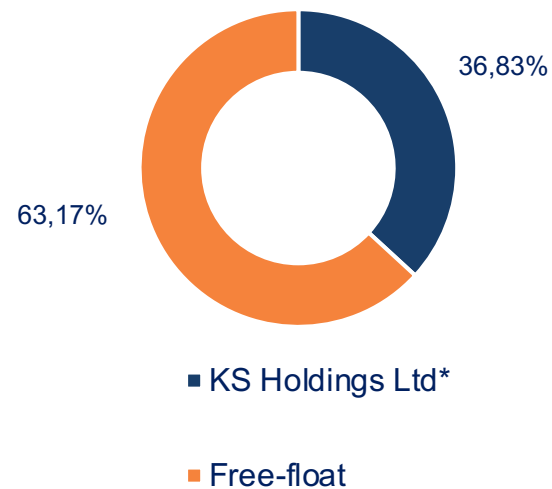
Our core strengths are expected to play a leading role in 2021 and excel against competition in all product segments of the traditional components distribution.

## OWN BRANDS AND NEW PROJECTS

Having restructured Prestigio and together with a strong Canyon and a promising Perenio, the Company expects good contribution in revenue and profitability. The Company is considering introducing to the market small kitchen appliances under a new own brand.

In addition, the Group has strongly entered strongly into the used Smartphones market with Breezy and it plans to penetrate this business in all countries of operations.

# SHAREHOLDER STRUCTURE



	Number of shares & votes	% of share capital & votes
KS Holdings Ltd *	20,443,127	36.83%
Free-float	35,056,873	63.17%
<b>TOTAL</b>	<b>55,500,000</b>	<b>100.00%</b>

As of : 2021-08-12

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

**ASBIS entered mWIG40 Index of the WSE**

**mWIG40**



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# SUMMARY OF Q2 2021

## THE **BEST** Q2 IN COMPANY'S HISTORY

- **Almost 80%** of revenue growth
- More than **six-fold increase** of net profit
- The **highest ever** gross profit margin

## THE **HIGHEST** DIVIDEND IN COMPANY'S HISTORY

- 2020 dividend: **USD 16.7 million** paid to shareholders including interim dividend (USD 0.30 cents per share)
- Paid for last five consecutive years

## **DYNAMIC** BUSINESS DEVELOPMENT

- Introducing to the market the **innovative PERENIO IONIC SHIELD™** ion diffuser
- Opening a second APR store in Kiev, **17th in the structure**
- Certification and the status of the **NVIDIA HGX Platform Partner**
- **New distribution agreement** for the Group: Biostar Microtech International Corp





# ASBIS<sup>®</sup>

SUCCESS THROUGH FOCUS

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# ASBIS OWN BRANDS



Prestigio is an international brand that has been offering a wide range of consumer electronics for home, education, and business for 20 years. The company sells products in 30 countries around the world

Prestigio introduced the world's first interactive keyboard with touchpad on keys, as well as smart speakers, portable acoustic systems, hidden wireless chargers, graphene-based power banks, and this is just the beginning.

The company's slogan for launching new products is 'The art of hi-tech', as special attention is paid to innovation, high-quality premium materials, and modern technology.

[www.prestigio.com](http://www.prestigio.com)



Canyon is a dynamically growing brand of high-quality and stylish, yet affordable mobile accessories, computer gadgets, wearables and gaming tools.

Being found in the Netherlands in 2003, it has grown to a full-scale consumer electronics brand. It has offices in 16 countries and its products are sold in more than 26 countries all across the globe.

Canyon believes that YOU CAN change this world for the better - your creativity, your stories, your eco-position, tolerance, humanity, your desire to help and share, your mindful consumption are your contribution to this world.

[www.canyon.eu](http://www.canyon.eu)



Perenio is an innovative tech company, creating solutions, based on our own platform and know-how for the brand noble mission to the benefit of humanity including categories:

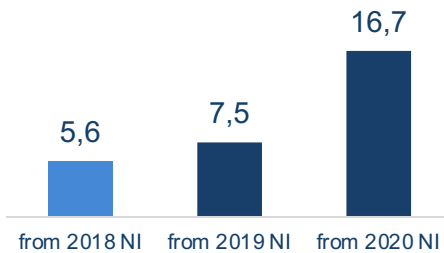
- Smart Health for intelligent protecting from viruses
- Smart Home for more comfortable interaction with a household appliance
- Smart Energy for a more conscious and economical use of electricity.

Perenio ecosystem includes its own base software platform and a wide range of connected smart devices.

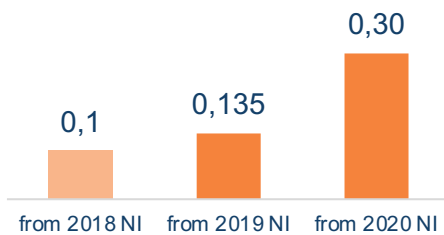
[www.perenio.com](http://www.perenio.com)

# DIVIDEND FOR 2020 HIT ANOTHER 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 the 5th of May, 2021 approved a dividend payment of USD 11.1m.

The total dividend from 2020 profits, including the interim dividend, amounted to USD 0.30 cents per share, a total payment of USD 16.7m.

Our strong cash flow and cash position allows for such a record dividend.

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