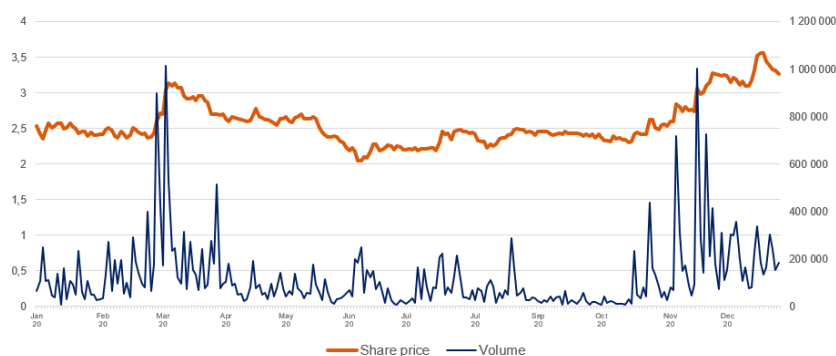


OUR REGIONS



SHARE PRICE/ VOLUME



SHAREHOLDERS

	Number of shares & votes	% of share capital & votes
KS Holdings Ltd*	20,443,127	36.83%
Treasury shares	274,389	0.49%
Free-float	34,782,484	62.67%
TOTAL	55,500,000	100.00%

*CEO holds shares as the ultimate beneficial owner of KS Holdings Ltd.

BASIC INFO

- distributor of IT products and solutions
- headquarters in Cyprus
- over 20,000 active customers in 56 countries worldwide
- subsidiaries in 26 countries, local presence in key countries
- 2 distribution centers (Prague, Dubai)

Ticker	ASB
Place of listing	Warsaw
Listing currency	PLN
Reporting currency	US\$
Share price (30.12.2019)	3.265
Market cap. (PLN m)	181.2
Market cap. (US\$ m)	47.7
EPS (2019) US\$ cents	27.54
DPS approved (2019) US\$	0.135

WHY ASBIS

1. Unique geographical presence across all markets of Emerging Markets of EMEA
2. A diversified portfolio of hardware, software and private labels
3. Strong relationships with all key IT vendors, emanating from 29 years of existence
4. Flexible and adoptive in market changes through a long-lasting management
5. Transparent and open relationship with Investors

KEY CORPORATE EVENTS

7th May, 2020	1Q'20 results
12th Aug, 2020	1H'20 results
5th Nov, 2020	3Q'20 results

REVENUE SPLIT

US\$ m	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	2018	2019
FSU	252.0	225.1	299.9	308.6	205.2	194.8	241.6	382.9	1,085.6	1,024.5
CEE	160.0	123.1	116.6	175.5	110.5	97.3	125.8	172.3	575.1	505.9
MEA	47.0	64.0	48.8	42.9	56.8	45.5	60.0	55.5	202.7	217.8
WE & other	44.3	50.7	67.1	44.0	44.8	33.3	35.3	53.3	206.1	166.7
TOTAL REVENUES	503.3	462.9	532.3	571.0	417.3	370.9	462.7	664.0	2,069.6	1,914.9

STATEMENT OF PROFIT OR LOSS

US\$ m	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	2018	2019
Revenues	503.3	462.9	532.3	571.0	417.3	370.9	462.7	664.0	2,069.6	1,914.9
Gross profit	22.8	20.4	25.6	29.3	21.1	21.1	27.2	34.8	98.1	104.1
Gross profit margin	4.5%	4.4%	4.8%	5.1%	5.1%	5.7%	5.9%	5.2%	4.7%	5.4%
SG&A costs	17.4	16.6	17.2	17.4	16.5	15.8	17.9	20.9	68.7	71.1
Operating profit/ loss	5.3	3.8	8.4	11.9	4.6	5.3	9.3	13.9	29.4	33.1
Operating margin	1.1%	0.8%	1.6%	2.1%	1.1%	1.4%	2.0%	2.1%	1.4%	1.7%
Net financials	-3.1	-2.4	-3.0	-5.6	-2.6	-4.5	-2.9	-4.2	-14.2	-14.2
Profit/loss before tax	2.2	1.5	5.4	6.0	2.2	0.9	6.2	9.7	15.1	19.0
Tax	-0.5	-0.3	-1.2	-1.1	-0.5	0.0	-1.6	-1.6	-3.1	-3.7
Profit/ loss for the period	1.7	1.2	4.2	4.9	1.7	0.9	4.6	8.0	12.0	15.2
Net margin	0.3%	0.3%	0.8%	0.9%	0.4%	0.3%	1.0%	1.2%	0.6%	0.8%

STATEMENT OF FINANCIAL POSITION

US\$ m	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	2018	2019
Non-current assets	28.9	28.3	29.3	29.2	33.4	33.9	33.7	33.3	29.2	33.3
Property, plant and equipment	24.9	24.2	25.2	25.3	29.3	29.7	29.6	29.7	25.3	29.7
Intangible assets (incl. goodwill)	3.7	3.8	3.7	3.5	2.9	2.8	2.6	2.6	3.1	2.6
Current assets	441.2	406.2	488.2	474.6	409.6	412.6	503.1	599.5	474.6	599.5
Inventories	158.0	157.0	178.8	180.2	187.9	155.0	210.5	266.0	180.2	266.0
Trade receivables	197.9	185.6	198.8	174.6	147.8	159.4	196.3	212.2	174.6	212.2
Cash at bank and in hand	66.4	45.6	91.5	101.4	53.1	78.5	77.8	103.7	101.4	103.7
ASSETS	470.1	434.5	517.5	503.8	443.0	446.4	536.8	632.8	503.8	632.8
Equity	97.0	93.3	97.4	99.2	100.6	99.2	102.8	108.2	99.2	108.2
Non-current liabilities	0.6	0.7	0.7	0.7	4.1	4.2	4.2	4.5	0.7	4.5
Long term borrowings	0.1	0.1	0.1	0.1	3.1	3.2	3.2	3.3	0.1	3.3
Current liabilities	372.4	340.6	419.4	403.9	338.2	343.1	429.7	520.1	403.9	520.1
Trade payables	191.1	180.8	224.2	208.1	151.3	166.0	218.0	321.3	208.1	321.3
Short term borrowings	142.5	117.9	131.7	146.6	142.1	134.9	155.2	107.2	116.5	107.2
EQUITY and LIABILITIES	470.1	434.5	517.5	503.8	443.0	446.4	536.8	632.8	503.8	632.8

STATEMENT OF CASH FLOWS

US\$ m	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	2018	2019
Operating cash flow	-45.9	-7.8	49.9	22.5	-58.9	34.7	2.3	55.5	18.7	29.5
Investing cash flow	-0.7	-0.6	-1.7	-0.1	-0.6	-0.2	-2.1	-0.8	-3.1	-3.6
Financing cash flow	2.3	2.7	-2.2	-6.1	-5.4	2.2	4.1	-10.6	-3.4	-5.7
TOTAL CF	-44.4	-5.6	45.9	16.3	-64.9	36.7	4.3	44.1	12.2	20.2

KEY RATIOS

US\$ m/ (x)	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	2018	2019
Net debt (excl. factoring)	24.1	35.8	0	-32.1	61.8	30.8	27.1	-50.7	-32.1	-50.7
Net debt (incl. factoring)	76.3	72.5	40.4	15.0	92.1	59.6	77.4	3.5	15.0	3.5
Net debt/ equity (excl. factoring)	0.2	0.4	-0.1	-0.3	0.6	0.3	0.3	0.0	-0.3	0.0
Net debt/ equity (incl. factoring)	0.8	0.8	0.4	0.2	0.9	0.6	0.8	0.0	0.2	0.0
Cash cycle (days)	26	31	26	23	36	41	33	23	24	28