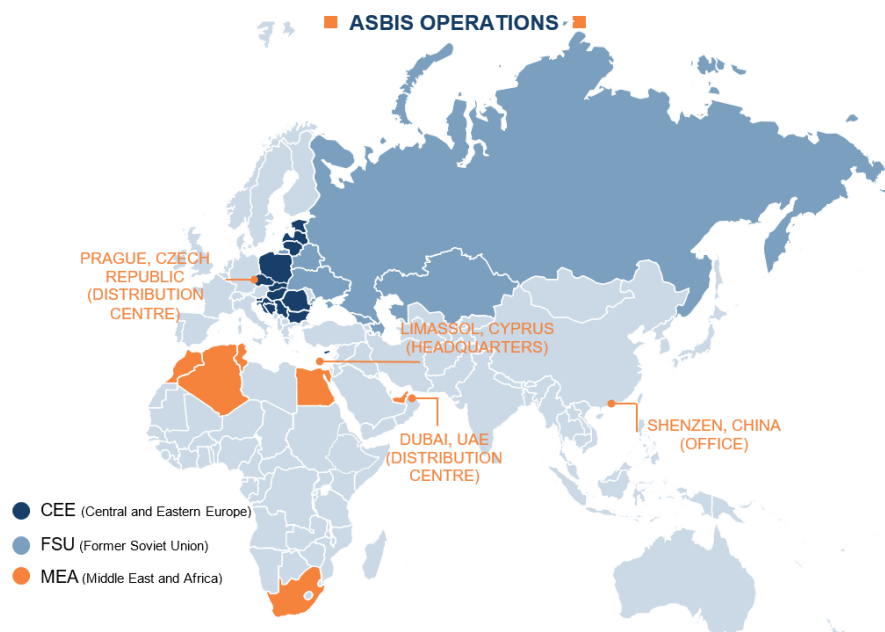
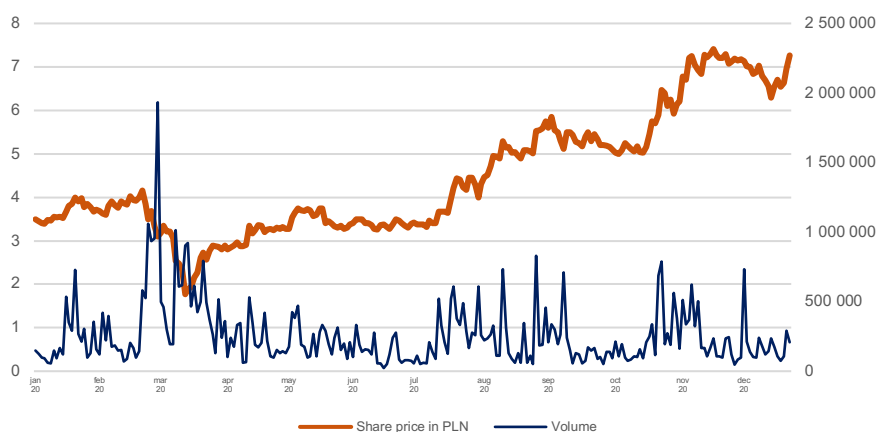


OUR REGIONS



SHARE PRICE/ VOLUME



SHAREHOLDERS

	Number of shares & votes	% of share capital & votes
KS Holdings Ltd*	20,443,127	36.83%
Treasury shares	325,389	0.59%
Free-float	34,731,484	62.58%
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 27 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 (30.12.2020)	8.08
Market cap. (PLN m)	448.4
Market cap. (US\$ m)	119.3
EPS (2020) US\$ cents	66.15
DPS approved (2020) US\$	0.30

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 30 years of existence
4. Flexible and adaptive in market changes through a long-lasting management
5. Transparent and open relationship with investors

KEY CORPORATE EVENTS

6th May, 2021	1Q'21 results
12th Aug, 2021	1H'21 results
4th Nov, 2021	3Q'21 results

2021 GUIDANCE

Revenues: US\$ 2.7 – 2.9bn
Net profit: US\$ 47 – 51m

REVENUE SPLIT

US\$ m	1Q20	2Q20	3Q20	4Q20	1Q19	2Q19	3Q19	4Q19	2020	2019
FSU	265.5	191.9	341.0	491.1	205.2	194.8	241.6	382.9	1,289.5	1,024.5
CEE	143.8	94.3	146.7	189.6	110.5	97.3	125.8	172.3	574.4	505.9
MEA	50.2	50.5	82.1	96.7	56.8	45.5	60.0	55.5	279.4	217.8
WE & other	41.0	43.7	49.9	88.4	44.8	33.3	35.3	53.3	223.1	166.7
TOTAL REVENUES	500.5	380.4	619.7	865.8	417.3	370.9	462.7	664.0	2,366.4	1,914.9

STATEMENT OF PROFIT OR LOSS

US\$ m	1Q20	2Q20	3Q20	4Q20	1Q19	2Q19	3Q19	4Q19	2020	2019
Revenue	500.5	380.4	619.7	865.8	417.3	370.9	462.7	664.0	2,366.4	1,914.9
Gross profit	25.4	21.9	36.1	54.8	21.1	21.1	27.2	34.8	138.3	104.1
Gross profit margin	5.1%	5.8%	5.8%	6.3%	5.1%	5.7%	5.9%	5.2%	5.8%	5.4%
Selling & Administrative expenses	-19.0	-16.5	-19.7	-26.4	-16.5	-15.8	-17.9	-20.9	-81.6	-71.1
Operating profit/loss	6.4	5.4	16.5	28.4	4.6	5.3	9.3	13.9	56.7	33.1
Operating margin	1.3%	1.4%	2.7%	3.3%	1.1%	1.4%	2.0%	2.1%	2.4%	1.7%
Net financials	-3.7	-2.3	-3.6	-3.0	-2.6	-4.5	-2.9	-4.2	-12.4	-14.2
Profit/loss before tax	3.0	3.2	12.9	25.5	2.2	0.9	6.2	9.7	44.7	19.0
Tax	-0.7	-0.7	-2.5	-4.1	-0.5	0.0	-1.6	-1.6	-8.2	-3.7
Profit/loss for the period	2.2	2.5	10.4	21.4	1.7	0.9	4.6	8.0	36.5	15.2
Net margin	0.5%	0.7%	1.7%	2.5%	0.4%	0.3%	1.0%	1.2%	1.5%	0.8%

STATEMENT OF FINANCIAL POSITION

US\$ m	1Q20	2Q20	3Q20	4Q20	1Q19	2Q19	3Q19	4Q19	2020	2019
Non-current assets	33.3	34.9	35.5	37.1	33.4	33.9	33.7	33.3	37.1	33.3
Property, plant and equipment	29.4	31.0	31.5	32.7	29.3	29.7	29.6	29.7	32.7	29.7
Intangible assets (incl. goodwill)	2.4	2.3	2.4	2.4	2.9	2.8	2.6	2.6	2.4	2.6
Current assets	489.0	486.8	584.1	751.8	409.6	412.6	503.1	599.5	751.8	599.5
Inventories	245.3	197.3	245.2	277.6	187.9	155.0	210.5	266.0	277.6	266.0
Trade receivables	169.4	163.3	200.5	295.8	147.8	159.4	196.3	212.2	295.8	212.2
Cash at bank and in hand	54.2	108.3	119.6	158.9	53.1	78.5	77.8	103.7	158.9	103.7
ASSETS	522.3	521.6	619.6	788.9	443.0	446.4	536.8	632.8	788.9	632.8
Equity	107.7	107.6	117.8	135.6	100.6	99.2	102.8	108.2	135.6	108.2
Non-current liabilities	4.4	6.4	6.5	6.8	4.1	4.2	4.2	4.5	6.8	4.5
Long-term borrowings	3.3	5.3	5.4	5.7	3.1	3.2	3.2	3.3	5.7	3.3
Current liabilities	410.1	407.6	495.3	646.5	338.2	343.1	429.7	520.1	646.5	520.1
Trade payables	204.9	221.7	277.6	336.0	151.3	166.0	218.0	321.3	336.0	321.3
Short-term borrowings	112.7	91.4	119.5	161.0	142.1	134.9	155.2	107.2	161.0	107.2
EQUITY and LIABILITIES	522.3	521.6	619.6	788.9	443.0	446.4	536.8	632.8	788.9	632.8

STATEMENT OF CASH FLOWS

US\$ m	1Q20	2Q20	3Q20	4Q20	1Q19	2Q19	3Q19	4Q19	2020	2019
Operating cash flow	-72.6	74	-0.7	41.5	-63.6	36.6	1	55.5	42.2	29.5
Investing cash flow	-0.9	-1.3	-0.9	-1.7	-0.6	-0.2	-2.1	-0.7	-4.8	-3.6
Financing cash flow	-1.4	2.5	5.5	-8.6	-0.7	0.3	5.4	-10.7	-2	-5.7
Net cash flow	-74.9	75.2	3.9	31.2	-64.9	36.7	4.3	44.1	35.4	20.2

KEY RATIOS

US\$ m/(x)	1Q20	2Q20	3Q20	4Q20	1Q19	2Q19	3Q19	4Q19	2020	2019
Net debt (excl. factoring)	22.8	-46.3	-44.0	-77.2	57.4	28.5	1.1	-49.3	-77.2	-49.3
Net debt (incl. factoring)	57.9	-16.1	0.0	2.8	87.7	57.3	51.3	4.9	2.8	4.9
Net debt/equity (excl. factoring)	0.21	-0.43	-0.37	-0.57	0.57	0.29	0.01	-0.46	-0.57	-0.46
Net debt/equity (incl. factoring)	0.54	-0.15	0.00	0.02	0.87	0.58	0.50	0.05	0.02	0.05
Cash cycle (days)	35.7	37.3	30.8	30.8	35.7	40.6	32.7	23.2	47.8	28.1