

### Company Profile

Entersoft SA is an innovative IT company, specializing in software production and business services.

The company is a leader in the **business software market** by offering a unified operating environment in **all its products, ERP, CRM, Retail, Mobile, WMS & BI.**

They are designed in the most modern Microsoft .NET platform and available for installation in local infrastructure or in the Cloud, licensed or as a Software as a Service (SaaS) service.

The company presents rapid growth and a qualitatively expanding clientele.

It has a **Certified Network of Partners**, it is listed in the main market of the Athens Stock Exchange, and maintains subsidiaries in **Bulgaria, Romania, the United Arab Emirates** and the Greek Retail Link, while in addition it has **export activity in 16 countries.**

### Group Structure

ENTERSOFT S.A.

**ENTERSOFT S.A.**

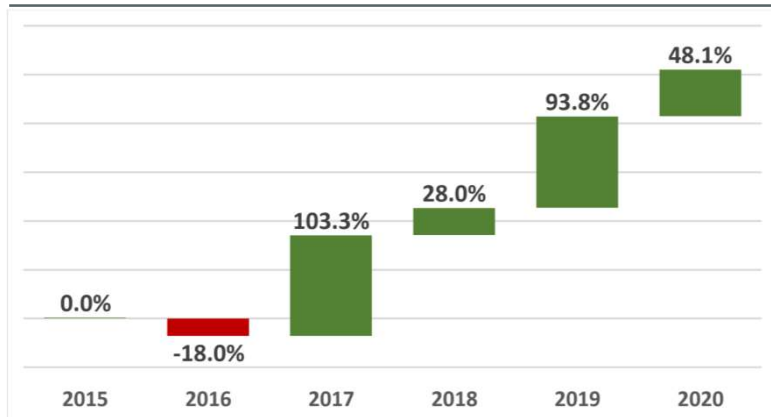
ENTERSOFT BULGARIA EOOD (100%)

ENTERSOFT ROMANIA SOFTWARE SRL (100%)

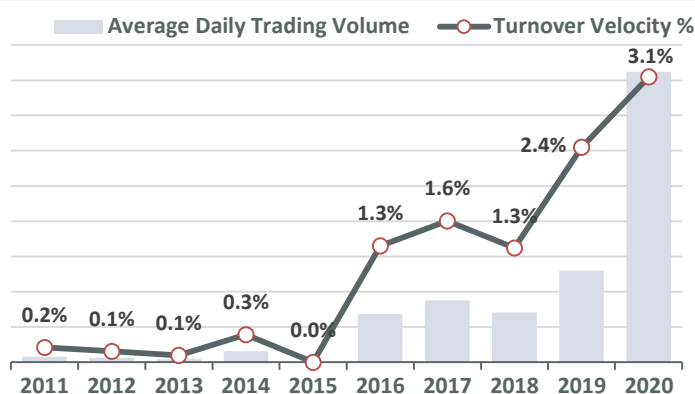
RETAIL LINK (97.64%)

ENTERSOFT MIDDLE EAST FZ LLC (100%)

### Share Performance



### Share Liquidity



### Yearly Performance

2015	2016	2017	2018	2019	2020	CAGR* 2020-11
0.0%	-18.0%	103.3%	28.0%	93.8%	48.1%	18.9%

\*Compound Annual Growth Rate

### Trailing Performance

1 Month	3 Months	6 Months	9 Months	1 Year	3 Years	5 Years
19.5%	33.0%	31.1%	29.3%	46.9%	359.0%	512.0%

Source: ATHEXGROUP, Trade Data 29/07/2020

### Recent Developments - 2020

- 7 July** Ordinary General Assembly
- 5 June** Announcement of 2019 Financial Results
- 18 June** JTI Romania expands its partnership with Entersoft
- 16 June** Share Split (5 new shares for every 1 old share)
- 12 May** Extraordinary General Assembly
- 26 February** Business Innovation Award for Entersoft SA at the "Business Money Awards 2019"
- Entersoft at the 1st Creative Leadership Symposium of the Hellenic Federation of Enterprises Center of Excellence
- 12 February** Symposium of the Hellenic Federation of Enterprises Center of Excellence

### Financial Calendar

	H1 2020 Results	To be Determined
Dividend	Record Date	No Distribution
	Payment Date	No Distribution
Capital Return 2020	Record Date	N/A
	Payment Date	N/A
9M 2020 Results		To be Determined

### Key Information

Mkt Capitalization (€)	45,900,000
Number of Shares Outstanding	30,000,000
ICB Sector Classification (ICB)	Technology
Listing Market	Main Market
Trading Segment	Medium Activity
Fiscal Year End	December
Listing Date	10 March 2020

Source: ATHEXGROUP, Data 29/07/2020

### Financials (€ thous, consolidated)

Fiscal Year	2015	2016	2017	2018	2019
Revenues	9,526	10,674	11,792	13,790	15,414
Gross Profit	5,940	6,197	4,876	8,109	9,648
EBITDA	1,743	1,677	2,253	3,001	4,363
Debt	0	0	0	1,385	853
EBT	956	982	1,368	1,977	2,907
Net Earnings	806	904	1,033	1,504	2,240
Assets	10,807	10,384	12,409	14,290	16,361
Equity	8,131	8,085	9,039	9,431	10,733
CAPEX	964	500	447	1,987	648
Operating Cash Flow	1,523	644	1,362	2,932	2,206
Cash	1,507	1,328	2,872	2,986	2,789
EBITDA Margin	18.3%	15.7%	19.1%	21.8%	28.3%
Head count	171	191	215	244	243

### Cash Distributions (per share)

Year Paid	2016	2017	2018	2019	2020
Ordinary Dividend	0.100	0.130	0.130	0.180	0.000
Special Dividend	0.120	0.000	0.000	0.000	0.000
Total Distributions	0.220	0.130	0.130	0.180	0.000

### Board of Directors

<b>Nikolopoulos N Pandelis</b> (President/Non Executive Member)
<b>Dimitrakopoulos L Konstantinos</b> (Vice President/Executive Member)
<b>Kotzamanidis N Antonis</b> (CEO/Executive Member)
<b>Avratoglou F Charalampos</b> (Executive Member)
<b>Papachristopoulou X Katia</b> (Executive Member)
<b>Menegos K Stavros</b> (Executive Member)
<b>Fokas G Konstantinos</b> (Non Executive Member)
<b>Labrou E Marika</b> (Independent Non Executive Member)
<b>Pramatari X Katerina</b> (Independent Non Executive Member)

### Latest Financial Results

During 2019 Entersoft S.A. :

- Increased its customer base at its all key products
- Increased total revenues by 12% from previous year, while EBT invreased by 47%
- Maintained a solid financial position

### Products

Entersoft Business Suite  
Entersoft Expert  
Entersoft CRM  
Entersoft Retail  
Entersoft WMS  
Entersoft Mobile  
Entersoft Analyzer  
Entersoft e-Commerce

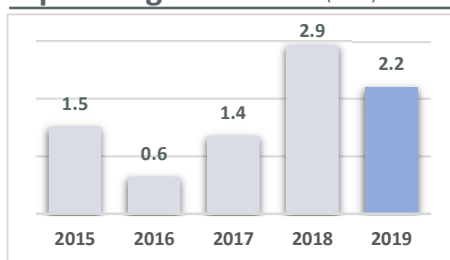
### Identification

Bloomberg:	ENTERGA	ISIN Code:	GRS503003014
Reuters:	ENTr.AT	FISN:	ENTERSOFT/REG SHS
ATHEX Symbol:	ENTER	LEI:	213800WHPCHKLCDZXT96

### Contact Details

**Krasopoulou Ioanna**, Head of Investor Relations (IR)  
e-mail(s): [ikr@entersoft.gr](mailto:ikr@entersoft.gr), [ir@entersoft.gr](mailto:ir@entersoft.gr)  
[www.entersoft.gr](http://www.entersoft.gr)

### Operating Cash Flow (€ mil)



### Total Cash (€ mil)



### Total Yield (price fiscal year end)



### Shareholder Structure

#### Shareholders

Nikolopoulos Pantelis	23.4%
Kotzamanidis Antonios	9.6%
Menegos Stavros	6.7%
Avratoglou Charalampos	6.6%
Kansouzidis Apostolos Andreas	6.0%
Kansouzidis Fragkiskos Panagiotis	6.0%
Papachristopoulou Katia	5.9%
Free Float	35.8%

Source: ATHEXGROUP, Data 29/07/2020, published according to Law 3556/2007

#### Index Participation

DOM - Athex All Share Index

Source: ATHEXGROUP, Data 29/07/2020



The information contained in this report is supplied by ATHEX and by the listed companies. While all reasonable efforts have been taken to ensure the accuracy of the information contained in the report, it cannot be guaranteed. No liability is accepted by ATHEX and/or any listed company. This report does not constitute financial or investment advice. The present document is property of Hellenic Exchanges- Athens Stock Exchange S.A. (ATHEX) and the rights over it are protected under the stipulations about intellectual property rights. Copyright © 2020 Hellenic Exchanges- Athens Stock Exchange S.A.