



**ENTERSOFT**



# Corporate Presentation

October 2020

Software for ambitious enterprises

# Profile



Entersoft group designs and develops business software and customized solutions in the market of **ERP, CRM, Retail, eInvoicing, Mobile, WMS, xVan** and **Business Intelligence**.

We aim for sustainable growth, **technological leadership** and an innovative way of dealing with business challenges in a changing economic environment, with **focus to the customer**.

# Entersoft @ a glance



**PRESENCE IN**  
**32**  
**COUNTRIES**

Cyprus, Serbia, Albania, Spain, Poland,  
Qatar, Slovakia, Czech Republic, Portugal,  
Moldova, Italy, Belgium, United Kingdom,  
Saudi Arabia, Hungary, Israel, Russia,  
Bahrain, Ghana, Nigeria, Mozambique,  
Tanzania, Uganda, Zambia, Congo,  
Malawi, Swaziland, Morocco  
Offices in Greece, Romania, Bulgaria,  
United Arab Emirates.

**3.500** CUSTOMERS  
in small-medium and large market



**2017** CUSTOMER SATISFACTION SURVEY



ERP  
CRM  
RETAIL  
MOBILE  
WMS  
e-Commerce  
e-Invoicing



**250+**  
**EMPLOYEES** in all countries

focus on software development and support



**PRODUCTS CERTIFICATION**

from the Technology Evaluation Centers



**Listed at the Athens Stock Exchange**

# Strategy & focus

**Own** IP-Based  
Business Software  
and Services

Commercial  
Strategy based on  
**Differentiation**

Early technology  
adoption

Continuous  
Growth with  
profitability and  
positive Cash  
Flows

# Entersoft Group Structure

<b>Company name</b>	<b>Consolidation method</b>	<b>% held by parent</b>
<b>ENTERSOFT S.A.</b> 362, Syngrou Ave. and Evripidou Str. Kallithea, Athens – Greece		Parent
<b>ENTERSOFT BULGARIA EOOD</b> Evrotur Business Center 12 Mihail Tenev 6th fl/21st Sofia - Bulgaria	Full consolidation	100,00%
<b>ENTERSOFT ROMANIA SOFTWARE SRL</b> 43 Polona St. , 6th floor, Bucharest- Romania	Full consolidation	100,00%
<b>RETAIL- LINK S.A.</b> 362, Syngrou Ave. and Evripidou Str. Kallithea, Athens - Greece	Full consolidation	97,64%
<b>ENTERSOFT MIDDLE EAST FZ LLC IMPZ,</b> Publishing Pavilion , Office 220, P.O. BOX: 500424, Dubai UAE	Full consolidation	100,00%

# Market positioning

## Market size focus

Small, Mid and large businesses

## Industries

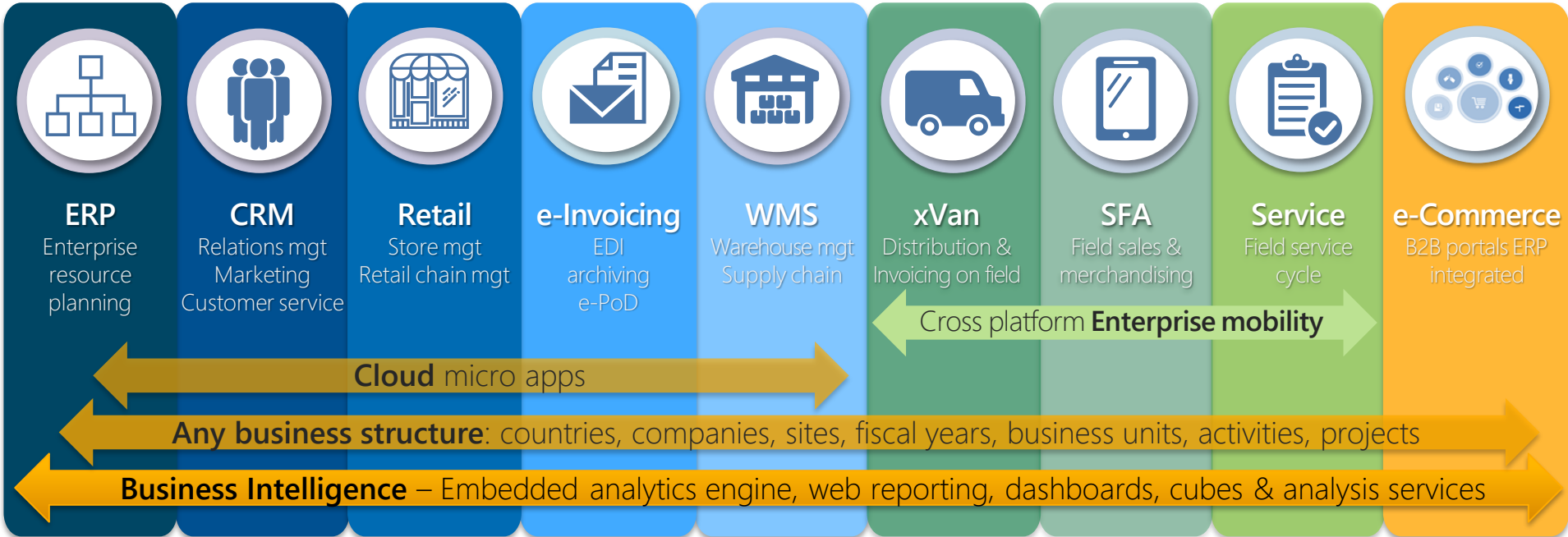
Financial Institutions  
Construction  
Industrial Products  
Pharmaceuticals  
Cosmetics

Wholesale – Distributors  
Retail | Franchise  
Food & Drinks  
Fashion  
Furniture | Wood



Subsidiaries

# Wide product range



**Common - unified platform**

# Key financial figures

## 3<sup>rd</sup> Quarter 2020

*The following set of results for both 30/9/20 and 30/9/19 have not been audited by Certified Auditors. It is recommended that you consider them in conjunction with the audited financial statements of 31/12/2019 and 30/6/2020, which have been posted on the Company's website and prepared in accordance with IFRS.*

*Company's Current assets include bank deposits of 3.788 thousand euros which in turn include the total amount raised by the company's capital increase during its recent IPO and introduction to the ASE Main Market in 10/03/2020*



# Financial performance

	The Group			The Company		
	Growth	30/9/2020	30/09/2019	Growth	30/9/2020	30/9/2019
Revenue	9,10%	11.612	10.644	6,01%	8.871	8.369
EBITDA (Earnings before interest, tax, depreciation & amortisation)	66,47%	4.304	2.586	73,74%	3.113	1.792
EBT (Earnings before tax)	108,19%	3.146	1.511	135,70%	2.448	1.039

*(amounts in mil €)*

# Balance Sheet

	The Group		The Company	
	30/9/2020	31/12/2019	30/9/2020	31/12/2019
<b>Assets</b>	<b>21.412</b>	15.892	<b>20.340</b>	15.394
Property, plant and equipment	2.142	2.427	2.045	2.305
Intangible assets	2.442	2.499	2.323	2.414
Good will	138	138	0	0
Investments in subsidiaries	0	0	1.000	1.000
Other non - current assets	281	328	263	318
Trade receivables	5.992	6.967	5.268	6.562
Cash and cash equivalents	10.090	3.257	8.925	2.306
Other current assets	327	276	516	489
<b>Equity and Liabilities</b>	<b>21.412</b>	15.892	<b>20.340</b>	15.394
Total Equity	16.758	10.733	16.282	10.802
Provisions and other non-current liabilities	1.889	2.142	1.779	2.025
Short-term loan liabilities	393	853	378	790
Other current liabilities	2.372	2.164	1.901	1.777

*(amounts in mil €)*

# Key ratios

	The Group		The Company	
Financial structure	<b>30/9/2020</b>	31/12/2019	<b>30/9/2020</b>	31/12/2019
$\frac{\text{Financial independence Equity}}{\text{Total equity, Provisions and Liabilities}}$	<b>78,26%</b>	67,54%	<b>80,05%</b>	70,17%
$\frac{\text{Ability to cover current liabilities with current assets Current assets}}{\text{Current Liabilities}}$	<b>593,41%</b>	348,09%	<b>645,38%</b>	364,65%
Profitability	<b>30/9/2020</b>	30/09/2019	<b>30/9/2020</b>	30/09/2019
$\frac{\text{EBITDA (Earnings before interest, tax, depreciation \& amortisation) Revenue}}{\text{Revenue}}$	<b>37,07%</b>	24,29%	<b>35,09%</b>	21,41%
$\frac{\text{EBT (Earnings before tax) Revenue}}{\text{Revenue}}$	<b>27,09%</b>	14,20%	<b>27,59%</b>	12,41%

# Breakdown by Operating and Geographical Segment

The Group's sales consist of the sales of software and support services on software programs, as well as the provision of services via the internet:

---

The Company's activity is the **development** and **sale** of software as well as the **support services** on software programs.

---

The activity of the subsidiaries in BULGARIA, ROMANIA and MIDDLE EAST is the **sale** of software and the **support services** on software programs developed by the Company.

---

The subsidiary Retail-Link S.A. mediates between trading partners, supporting their B2B transactions (orders, deliveries, invoices etc) via an **Internet-based software platform**. Its activities are considered a second operating segment.

# Financial performance

## Breakdown by operating segment

	Segment of <b>Software</b>			Segment of <b>Internet Services</b>		
	<b>Growth</b>	<b>30/9/2020</b>	30/09/2019	<b>Growth</b>	<b>30/9/2020</b>	30/9/2019
Revenue	<b>8,33%</b>	<b>10.134</b>	9.355	<b>14,68%</b>	<b>1.478</b>	1.289
EBITDA (Earnings before interest, tax, depreciation & amortisation)	<b>77,84%</b>	<b>3.618</b>	2.035	<b>24,47%</b>	<b>686</b>	551
EBT (Earnings before tax)	<b>148,44%</b>	<b>2.505</b>	1.008	<b>27,53%</b>	<b>642</b>	503

*(amounts in mil €)*

# Revenue

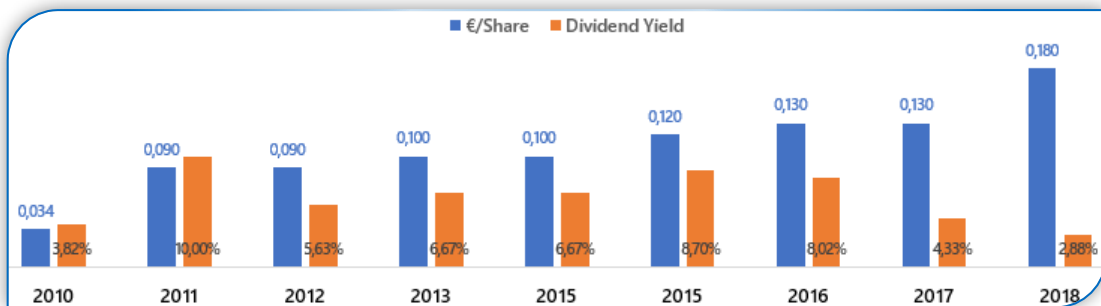
## Breakdown by geographical segment

	Growth	30/9/2020	30/09/2019
Total revenues	9,10%	11.612	10.644
Greece	6,64%	9.944	9.324
Romania	23,90%	951	767
Bulgaria	95,45%	189	97
United Arab Emirates	(1,84%)	295	300
Other EU countries	43,86%	142	99
Third countries	62,48%	92	57

*(amounts in mil €)*

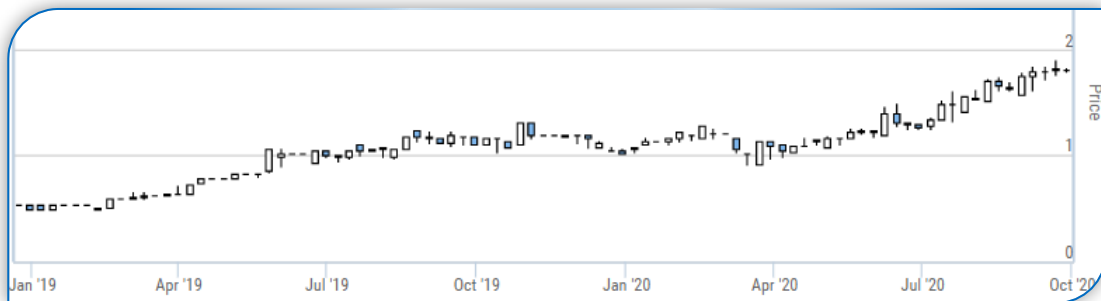
# Share information

## Dividend history

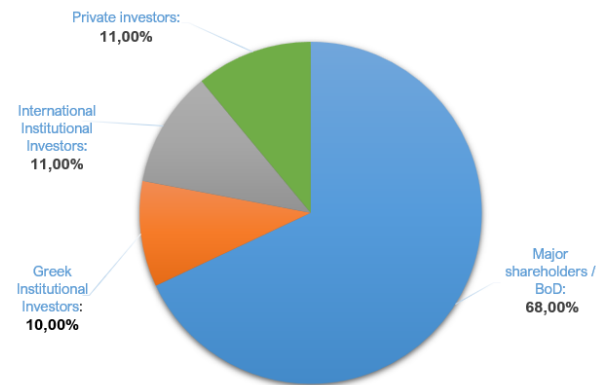


Please note that during 2020 the stock price was split by 6

## Share price history



## Shareholder structure



## Stock data

HiLo Chg	2,94%
Marketability	0.0293%
Capitalization	52.500.000
Number of shares	30.000.000

# Plans and Prospects

The growth of the group in the next years is expected to be driven by:

- Acquisitions of smaller software companies or their activities in business software
- New investments in **ERP systems** due to the enforcement of “myData” **e-books** by the Tax Authorities
- Wide adoption of **electronic invoicing**, due to cost saving and the recently enacted tax incentives
- New **EU funding programs** for Digital Transformation (on-the-way)
- The apparent expansion of the **logistics market** these days, as an opportunity of expanding our clientele in Supply Chain (recent investment in WMS software)
- ERP Sales in the Manufacturing industry sector exploiting our recent investments in a new “**MRPII**” s/w subsystem



# THANK YOU!

Contact us

[info@entersoft.gr](mailto:info@entersoft.gr)



Athens | Thessaloniki | Sofia | Bucharest | Dubai



[www.entersoft.gr](http://www.entersoft.gr)



+30.211.101.5000

