



ENTERSOFT



Corporate Presentation

March 2021

Software for ambitious enterprises

Entersoft @ a glance



PRESENCE IN

37

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, Kenya, Rwanda, Ivory Coast, Ecuador, Jamaica.

Offices in Greece, Romania, Bulgaria, United Arab Emirates.

Product Categories

ERP
CRM
RETAIL
MOBILE
WMS
e-Commerce



350 +

EMPLOYEES in all countries

focus on software development and support



PRODUCTS CERTIFICATION

from the Technology Evaluation Centers



Listed at the Athens Stock Exchange

5.000

CUSTOMERS in small-medium and large market



2017 CUSTOMER SATISFACTION SURVEY



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

Company name	Consolidation method	% held by parent
ENTERSOFT S.A. 362, Syngrou Ave. and Evripidou Str. Kallithea, Athens – Greece		Parent
ENTERSOFT BULGARIA EOOD Evrotur Business Center 12 Mihail Tenev 6th fl/21st Sofia - Bulgaria	Full consolidation	100,00%
ENTERSOFT ROMANIA SOFTWARE SRL 43 Polona St., 6th floor, Bucharest- Romania	Full consolidation	100,00%
RETAIL- LINK S.A. 362, Syngrou Ave. and Evripidou Str. Kallithea, Athens - Greece	Full consolidation	97,64%
ENTERSOFT MIDDLE EAST FZ LLC IMPZ, Publishing Pavilion , Office 220, P.O. BOX: 500424, Dubai UAE	Full consolidation	100,00%
OPTIMUM S.A. 362, Syngrou Ave. and Evripidou Str. Kallithea, Athens – Greece	Full consolidation	100,00%
WEDIA Ltd. 27, Andrea Papandreou Str., Marousi, Greece	Full consolidation	100,00%

Market positioning

Market size focus

Small, Mid and large businesses

Industries

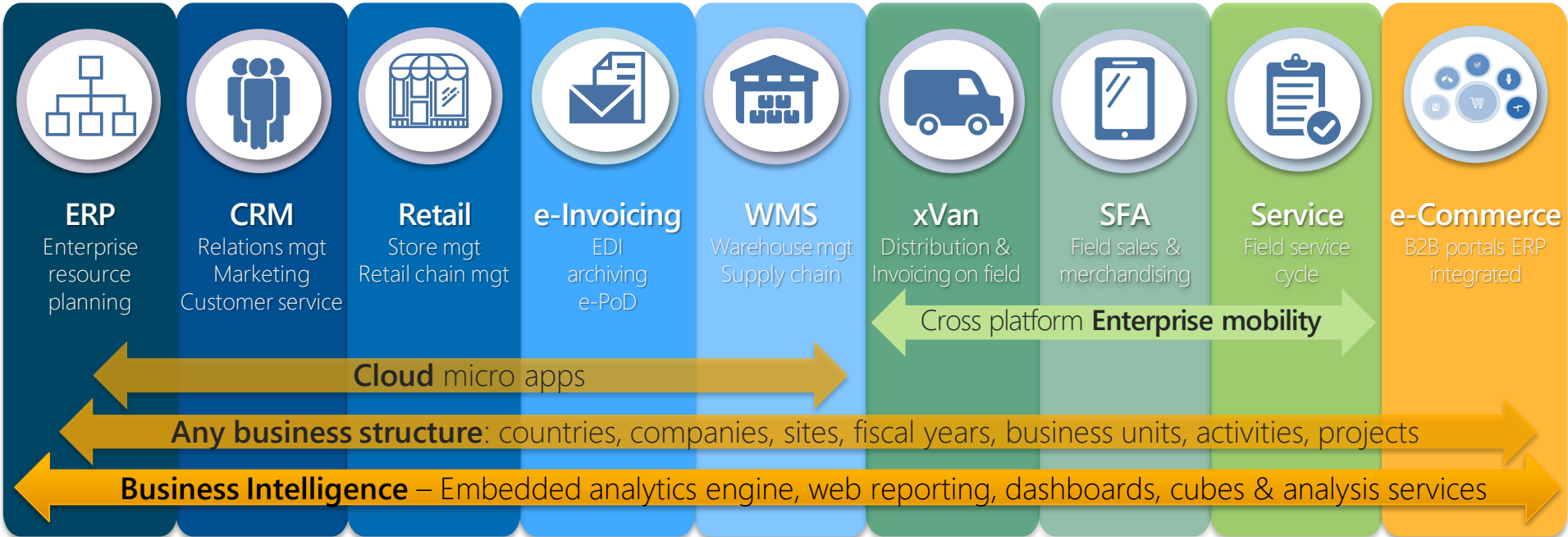
Financial Institutions
Construction
Industrial Products
Pharmaceuticals
Cosmetics
Fashion

Wholesale – Distributors
Logistics | Transportation
FMCG
Retail | Franchise
Food & Drinks
Furniture | Wood



Subsidiaries

Wide product range



Common - unified platform

Key financial figures

1st Quarter 2021

The following set of results for both 31/3/21 and 31/3/20 have not been audited by Certified Auditors. It is recommended that you consider them in conjunction with the audited financial statements of 31/12/2020 and 30/6/2020, which have been posted on the Company's website and prepared in accordance with IFRS.

Financial performance

	The Group			The Company		
	Growth	31/3/2021	31/3/2020	Growth	31/3/2021	31/3/2020
Revenue	52,09%	6.375	4.192	32,68%	4.272	3.220
EBITDA (Earnings before interest, tax, depreciation & amortisation)	95,00%	3.114	1.597	76,27%	2.057	1.167
EBT (Earnings before tax)	112,58%	2.592	1.220	106,20%	1.662	806

(amounts in thousands €)

Balance Sheet

	The Group		The Company	
	31/3/2021	31/12/2020	31/3/2021	31/12/2020
Assets	28.737	26.178	24.219	23.485
Property, plant and equipment	2.708	2.518	2.219	2.222
Intangible assets	5.900	6.103	2.572	2.701
Good will	2.633	2.152	0	0
Investments in subsidiaries	0	0	6.738	6.158
Other non - current assets	510	114	477	462
Trade receivables	8.111	7.192	6.319	6.112
Cash and cash equivalents	8.377	7.665	5.772	5.670
Other current assets	498	433	122	159
Equity and Liabilities	28.737	26.178	24.219	23.485
Total Equity	18.723	16.513	17.452	16.060
Provisions and other non-current liabilities	4.616	4.061	3.088	3.113
Short-term loan liabilities	278	380	278	380
Other current liabilities	5.119	5.224	3.401	3.932

(amounts in thousands €)

Key ratios

	The Group		The Company	
Financial structure	31/3/2021	31/12/2020	31/3/2021	31/12/2020
$\frac{\text{Financial independence Equity}}{\text{Total equity, Provisions and Liabilities}}$	65,15%	63,08%	72,06%	68,38%
$\frac{\text{Ability to cover current liabilities with current assets Current assets}}{\text{Current Liabilities}}$	314,73%	272,84%	332,02%	276,94%
Profitability	31/3/2021	31/3/2020	31/3/2021	31/3/2020
$\frac{\text{EBITDA (Earnings before interest, tax, depreciation \& amortisation) Revenue}}{\text{Revenue}}$	48,86%	38,10%	48,15%	36,24%
$\frac{\text{EBT (Earnings before tax) Revenue}}{\text{Revenue}}$	40,67%	29,09%	38,90%	25,03%

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 Software			Segment of Internet Services		
	Growth	31/3/2021	31/3/2020	Growth	31/3/2021	31/3/2020
Revenue	54,23%	5.728	3.714	35,40%	646	477
EBITDA (Earnings before interest, tax, depreciation & amortisation)	97,16%	2.749	1.395	80,19%	365	203
EBT (Earnings before tax)	118,17%	2.247	1.030	82,17%	345	190

(amounts in thousands €)

Revenue

Breakdown by geographical segment

	Growth	31/3/2021	31/3/2020
Total revenues	52,09%	6.375	4.192
Greece	58,86%	5.597	3.523
Romania	-3,34%	361	373
Bulgaria	180,59%	187	67
United Arab Emirates	6,30%	157	148
Other EU countries	-19,29%	48	60
Third countries	19,15%	26	22

(amounts in thousands €)

Organic Growth

The growth of the group in the short/medium term is expected to be driven by:

● New investments in **ERP/CRM systems** due to:

- A growing digital maturity of Greek SMEs and Large companies
- Need to replace Legacy ERPs to take advantage of new technologies (eg. Mobility, 5G, AI, IoT, Cloud etc.)
- Digitization driven by the State which affects enterprises
- More EU funding opportunities and Restructuring Fund

● Increasing adoption of **electronic invoicing** due to :

- Anticipated cost savings by companies
- New Legislation which provides tax incentives
- Anticipated electronic invoicing for the State Organizations

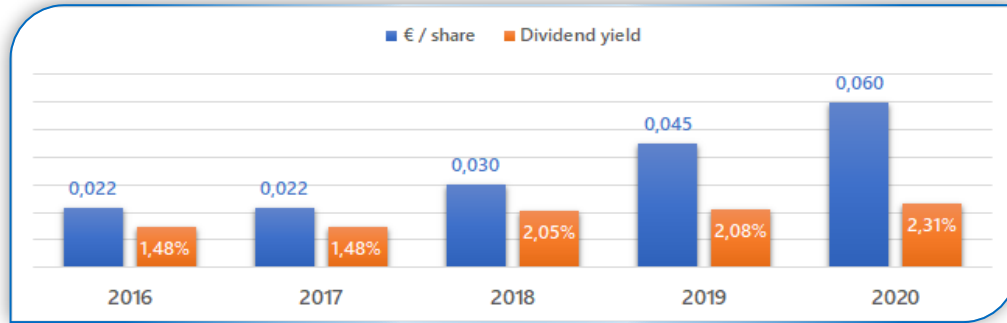
Acquisitions

The growth of the group in short/medium term will accelerate through a combination of the following actions:

- **Growth from recent acquisitions by:**
 - Upselling/cross selling to clients of Computer Life/Optimum/Wedia and/or their products to Entersoft clients
 - Triggering the increasing adoption of Supply Chain software by Large companies and SMEs (adoption rate < 10% in the Greek market for SMEs, 30% Large companies)
 - Exploiting the increasing demand for sophisticated Ecommerce software and services
- **New acquisitions of similar smaller companies in Greece**
- **New Acquisitions to strengthen our market positioning in Romania and/or Bulgaria**

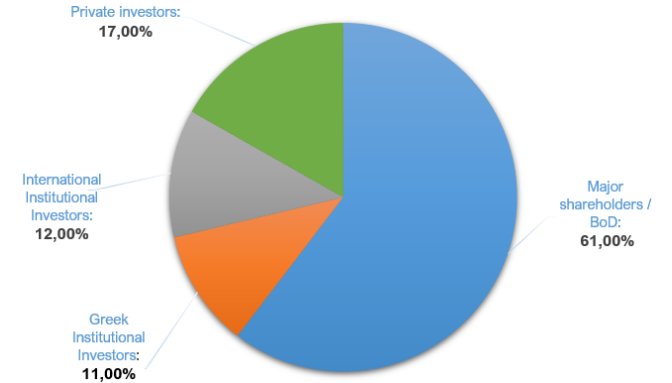
Share information

Dividend history



Dividend per share was restructured in previous years with the split 1:6 (12/6/2020)

Shareholder structure



Share price history



Stock data

	30/4/2021	31/3/2021	31/3/2020
HiLo Chg	2,22%	3,70%	0%
Marketability	▶ 0,1041%	▶ 0,0055%	▶ 0,0002%
Capitalization	▒ 96.300.000	▒ 82.800.000	▒ 33.000.000
Number of shares	30.000.000	30.000.000	5.000.000

THANK YOU!

Contact us

info@entersoft.gr



Athens | Thessaloniki | Sofia | Bucharest | Dubai



www.entersoft.gr



+30.211.101.5000

