



Corporate Presentation

Q4 & FY 2021

Software for ambitious enterprises

Disclaimer

This presentation has been prepared, issued and presented by Entersoft S.A. (the “Company”).

The information contained in this presentation has not been independently verified and no representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. In no event any of the Company, shareholders or any of their respective affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with this document.

The information included in this presentation may be subject to updating, completion, revision and amendment and such information may change materially. No person is under any obligation to update or keep current the information contained in the presentation and any opinions expressed in relation thereof are subject to change without notices. This presentation is subject to any future announcements of material information made by the Company in accordance with law.

Unless otherwise stated in this Presentation, all financials contained herein are stated in accordance with International Financial Reporting Standards ('IFRS').

The Financial Results and the basic Financial information presented herein refer to unaudited financial figures and include the estimates of the Management and provisions relating to financial data or other events of the fiscal year 2021.

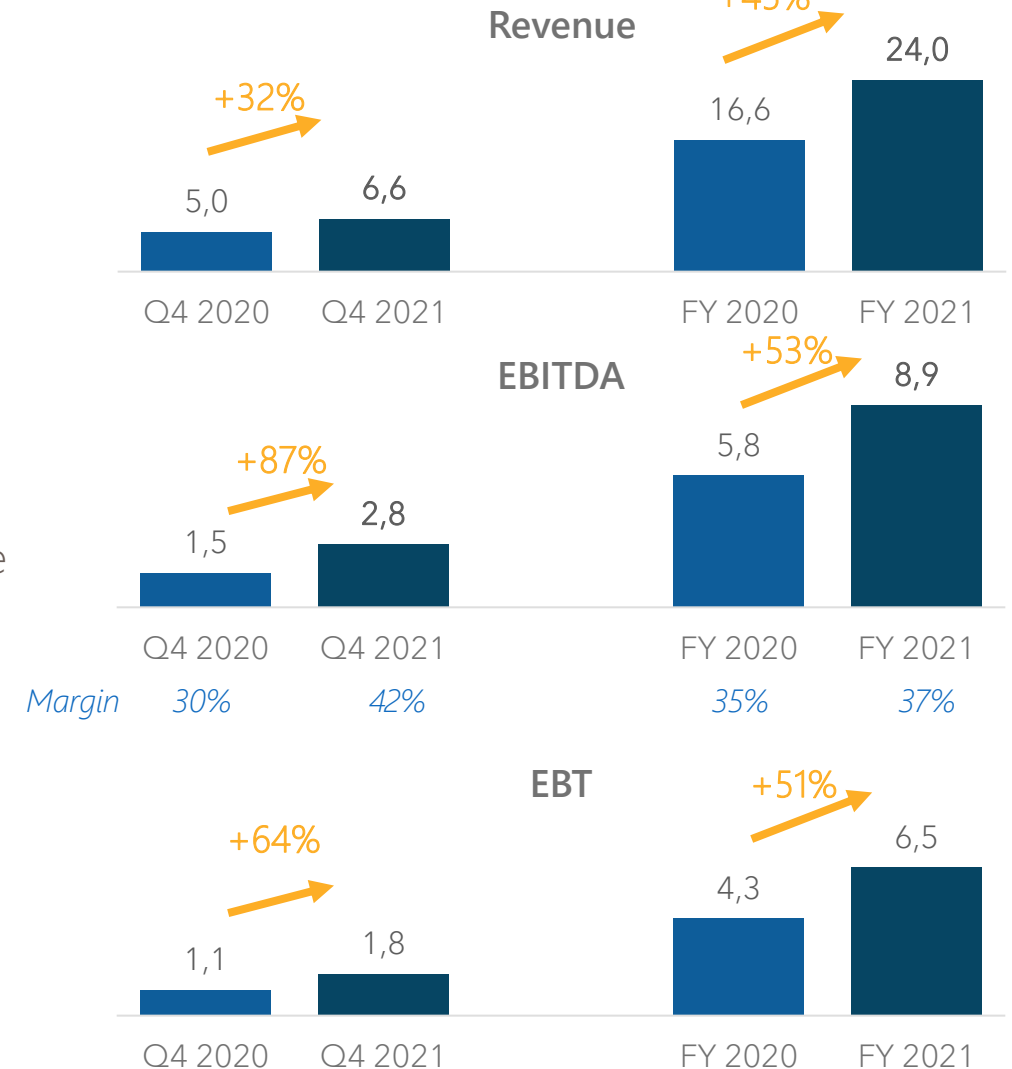
Following the presentation and for the time period until the announcement of the audited annual financial statements on 14th March 2022 and in case of events, having a material impact, either quantitative or qualitative with regards to the data presented herein, the Company will timely inform the investment community.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares and neither it or any part of it shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

Q4 & FY 2021 at a glance

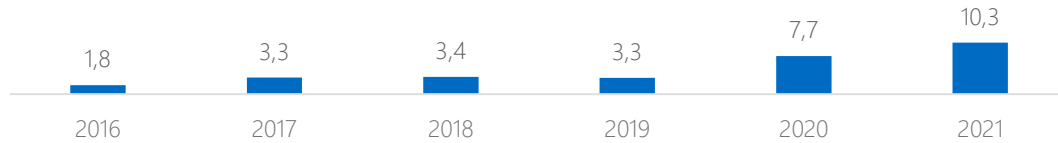
- At Group level **revenues increased 45%**
- **EBITDA** amounted to 8,9 m - an **increase of 53%** confirming increased profitability margins for another consecutive year.
- 50% of revenue growth was organic **and 50% coming from the acquisitions of Optimum and Wedia**
- New investments in software for Business-to-Business eCommerce, Business-to-Consumer (B2C e-Shops), Personnel Management, Time Tracking and Payroll. First revenues from these products are expected by the end of 2022
- Buy out of Retail Link minority investors
- Opening of 2 new technology hubs in Greece's 3rd and 4th largest cities (Patras and Larissa) to decentralize teams and ease the process of talent acquisition and retaining.
- Proposed dividend of Eur 0,09 cents/share (+50% vs prior year)

(amounts in millions €, Consolidated)
Unaudited



Strong financial position

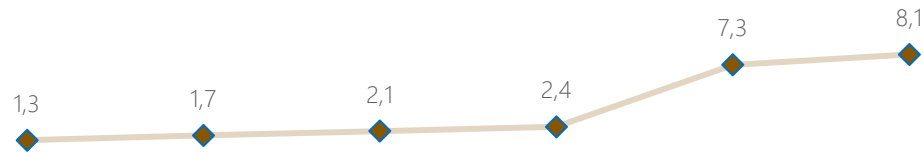
Cash & Financial Assets



Bank borrowings

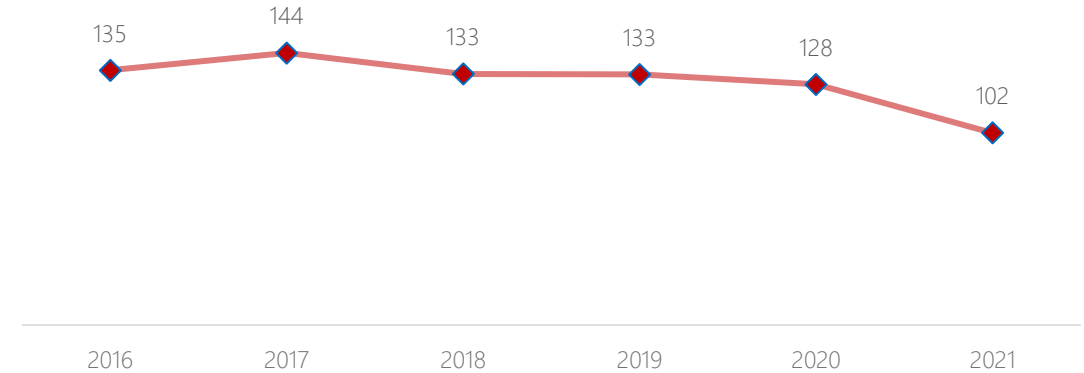


Net Cash



- Strong cash position with limited debt
- Balance sheet optionality to remunerate shareholders or fund acquisitions organically
- The company could potentially source additional debt capital, to fund larger M&A projects

DSO

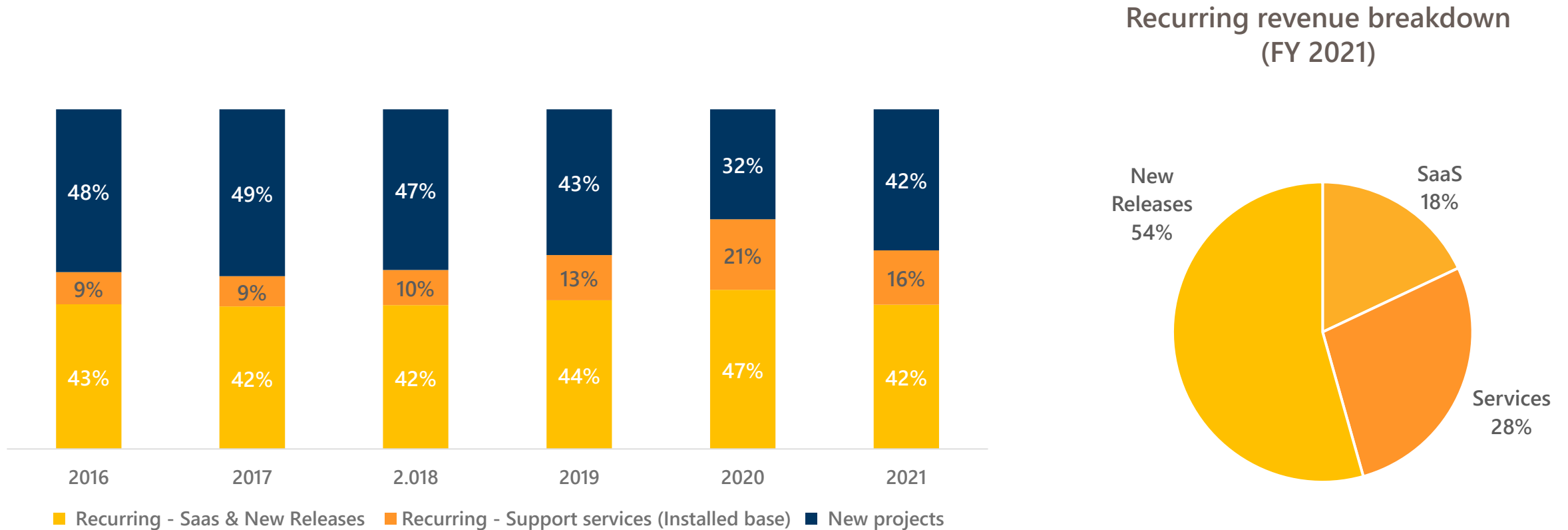


NWC



- Significant improvement in DSO with good quality receivables and minimal bad debts
- Stable Net Working Capital despite strong organic growth and acquisitions

Strong base of recurring revenue

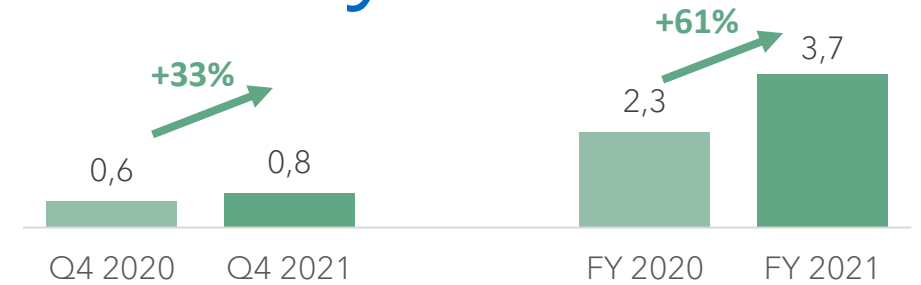


- 14 million Euro recurring revenue in 2021 (58% of total) versus 11,3 million Euro in 2020 (68% of total)
- Increase of new projects and new clients due to organic growth forms the basis for stronger recurring revenues in the future

Revenue breakdown by activity

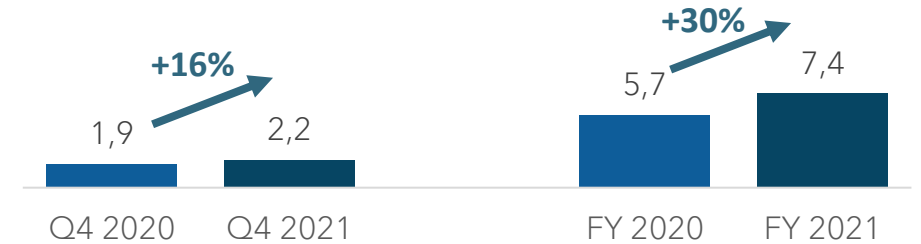
Licenses

Growth driven mainly by increase in new clients and strong performance of ERP and WMS products



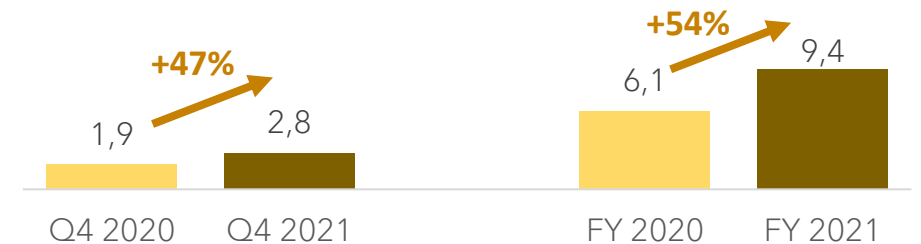
New Releases

Very high renewal rate
Growth partly due to acquisition of Optimum



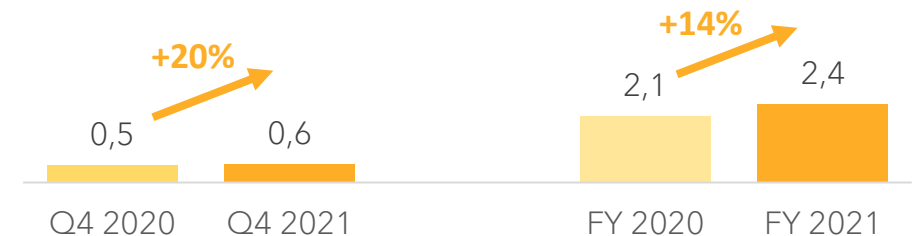
Services

Growth driven mainly by new ERP and WMS and the acquisition of Optimum and Wedia



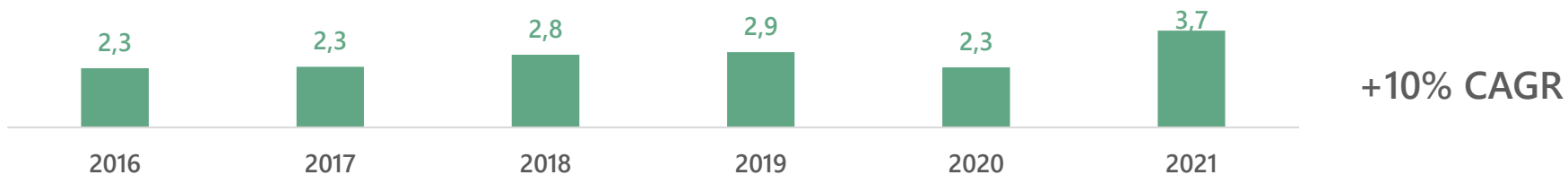
SaaS

Growth due to increasing number of new ERP clients and eInvoicing

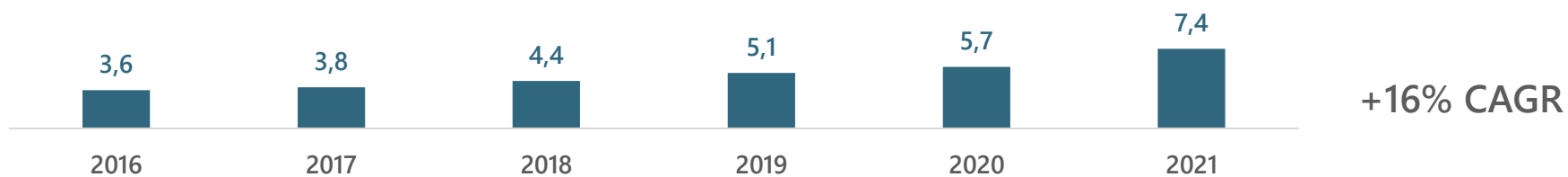


Revenue breakdown by activity (historic)

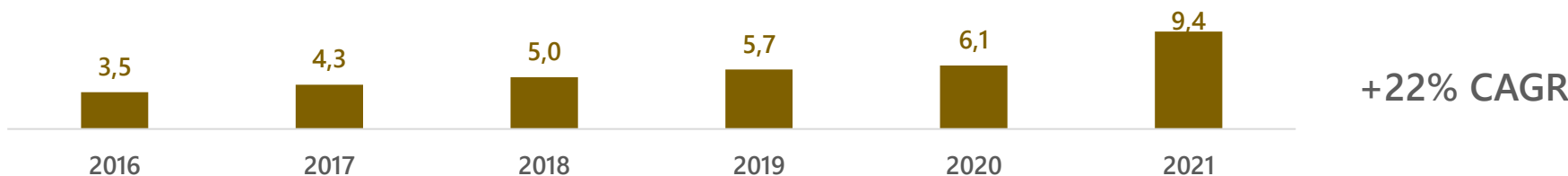
Licenses



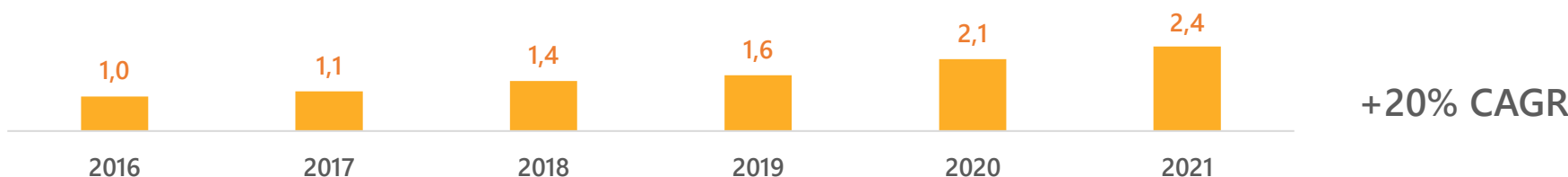
New Releases



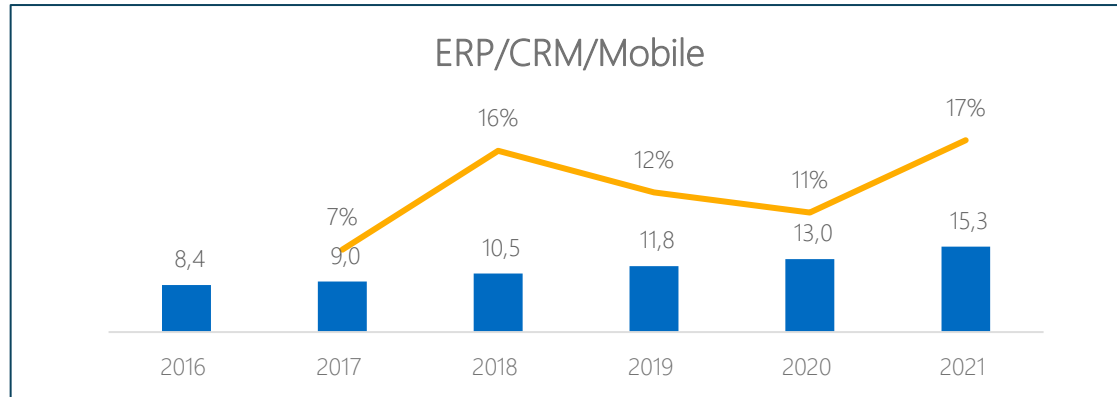
Services



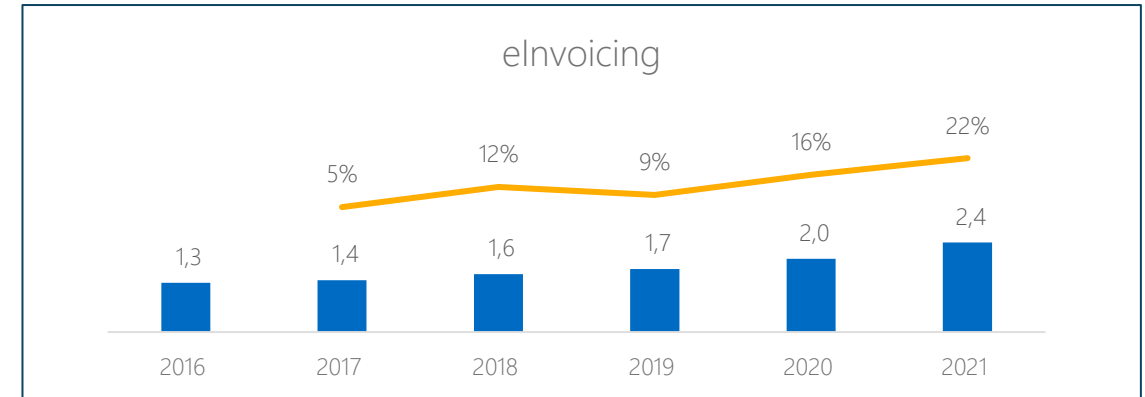
SaaS



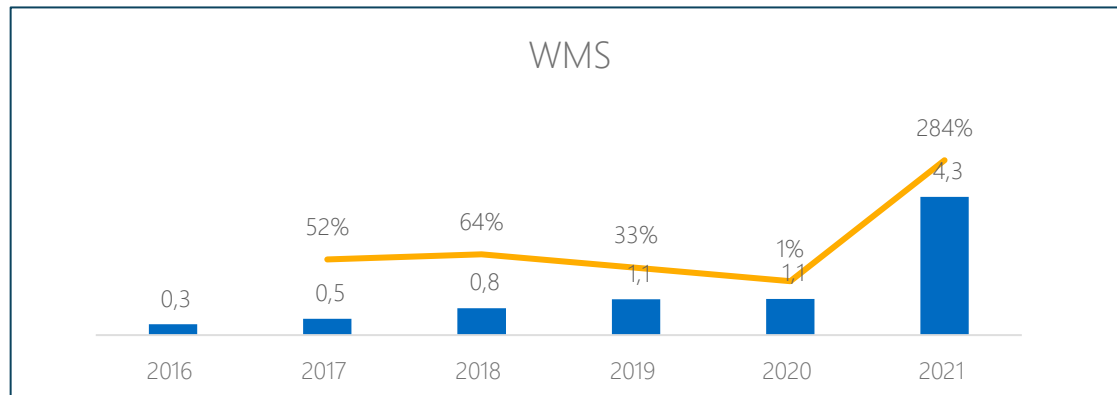
Revenue breakdown by product family



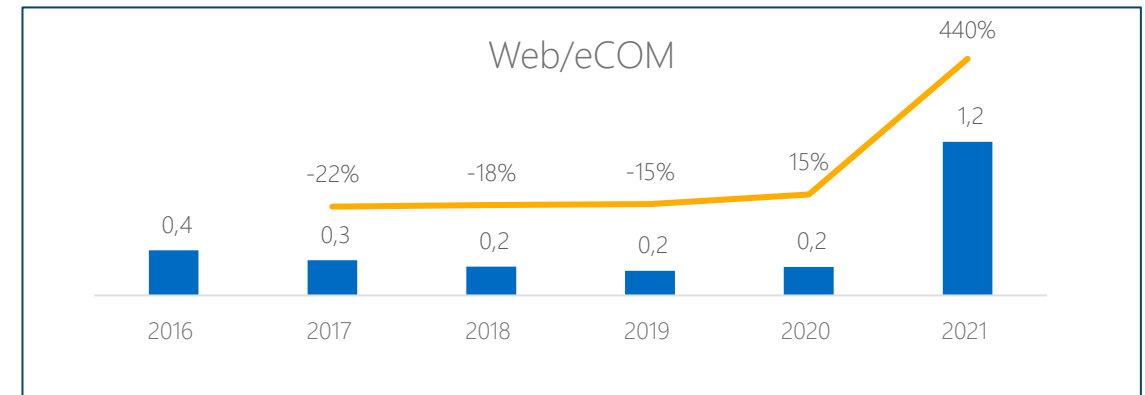
Increased number of new medium and large clients



No impact from compulsory Tax-based eInvoicing. Growth due to B2B eInvoicing adoption (Long term)



Growth affected by both Optimum's acquisition and increased number of new projects



Revenues impacted by Wedia acquisition

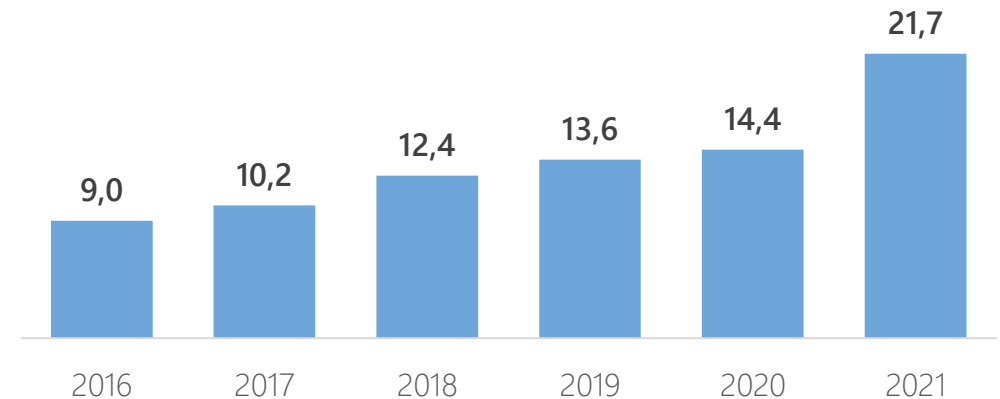
Strong performance in Greece

- Greek **revenues** of 21,7 mil Euros correspond to 51% growth **YoY**.
- **Organic** growth **21% YoY**.
- Greek business EBITDA margin 36%.

Greece Revenues

(amounts in millions €, Consolidated)

+19% CAGR

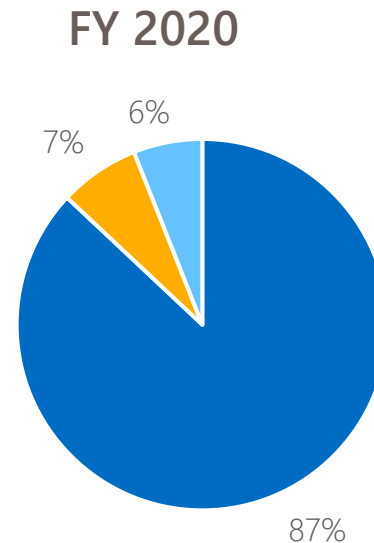
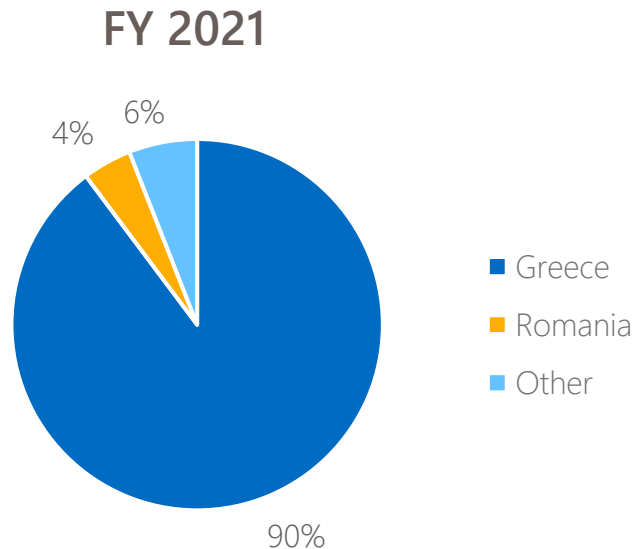
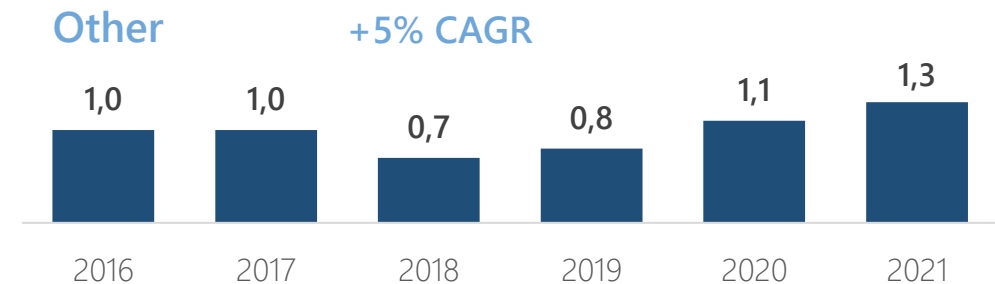
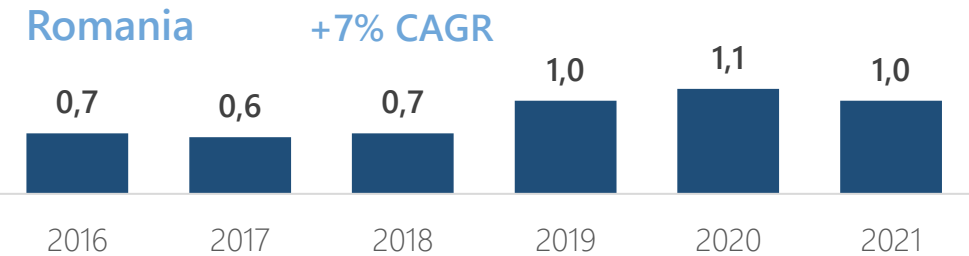


Moderate growth in international markets

- Moderate growth in international markets
- Currently reducing presence in the UAE and shifting focus to our other existing geographies
- Strong potential in the Romanian market

International revenues

(amounts in millions €, Consolidated)



Continued expansion of B2B eInvoice & EDI adoption

e-Invoicing: B2B exchange of electronic invoices, without paper, courier and archiving costs. Not compulsory yet but gaining increased attention in medium and large businesses

e-Archiving: Cloud-based electronic archiving of all business documents (added value service)

Social Business Networking: Easy and continuous expansion to invoice recipients through Retail@Link's largest e-Invoicing network of interconnected commercial partners

SaaS Billing model is Pay Per Transaction

Number of new clients and documents exchanged increases

New opportunity for eInvoicing in Retail. A few deals already signed beginning of this year with large Retailers



55,000+ Commercial Partners



18,000,000 documents annually



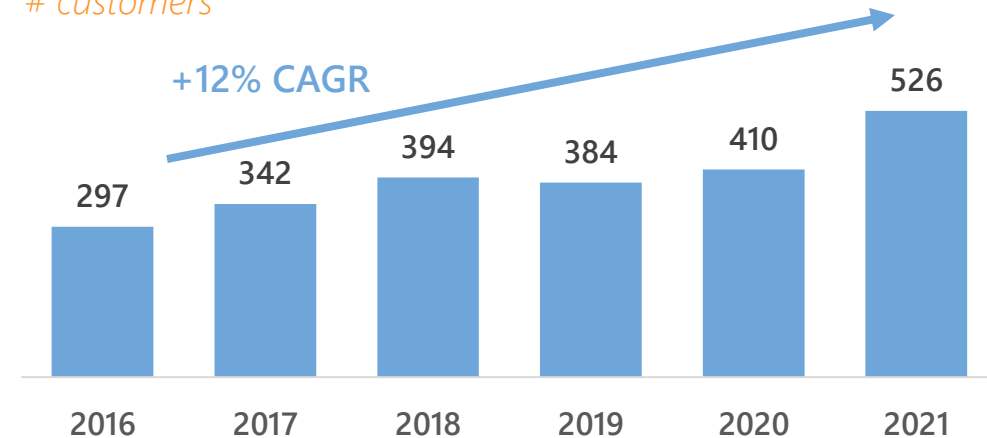
12 countries



6,000,000 EDI Messages

e-Invoicing & EDI customers

customers



Major developments in 2022

Establishment of a new software implementation center in Patras

- Decentralization of implementation teams
- Opening up to new sources for the right talents
- Balancing future costs
- Handling the talent scarcity issues in Greece's largest cities (Athens, Thessaloniki)

Acquisition of LOGON

- Logon is a business software implementation company with more than 25 people
- Acquired hundreds of small and medium clients with upselling potential
- Starting a new software implementation center outside Athens and Thessaloniki
- Sales Growth through increased penetration in Central and Northwestern Greece

Internal restructuring

- Structure simplification process underway, with the merger of 100% owned Optimum, Retail Link & Logon into Entersoft

2022 outlook

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

1. Organically by:

- New investments in **ERP systems** due to replacement of legacy systems
- Expansion of the **logistics market** as an opportunity of growing clientele in Supply Chain (recent investment in WMS software)
- Wider adoption of **electronic invoicing**, due to the recently enacted tax incentives
- Still Low adoption rates for CRM, WMS and Enterprise Mobility
- Exploiting the New **EU funding and RRF programs (Budget ~400 mil euro)** for Digital Transformation (Launch expected mid Q2)

2. New Products Launch

HRM/Payroll software and e-Commerce B2B to be launched in Q4

3. Acquisitions

- Pipeline built with several small software companies
- Focus in Romania to build-up a bigger presence in the local market and exploit EU funding to companies to grow the business

Business model

Entersoft Group at a glance

Entersoft Group designs and develops business software and customized solutions in the market of ERP, CRM, Retail, e-Invoicing, 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.

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

4,000+ customers

400+ employees

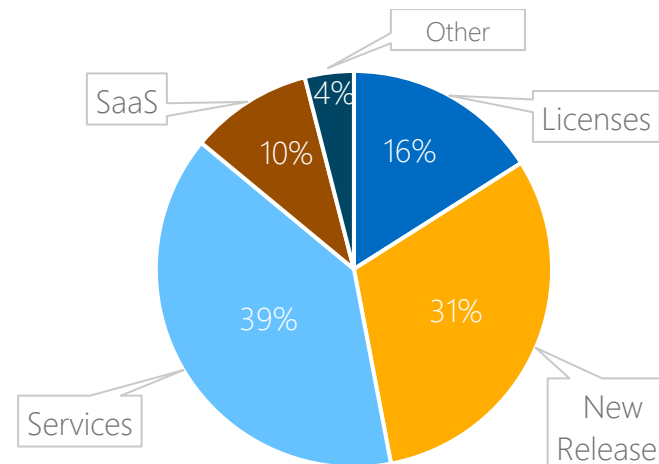
40 countries

400+ certified consultants

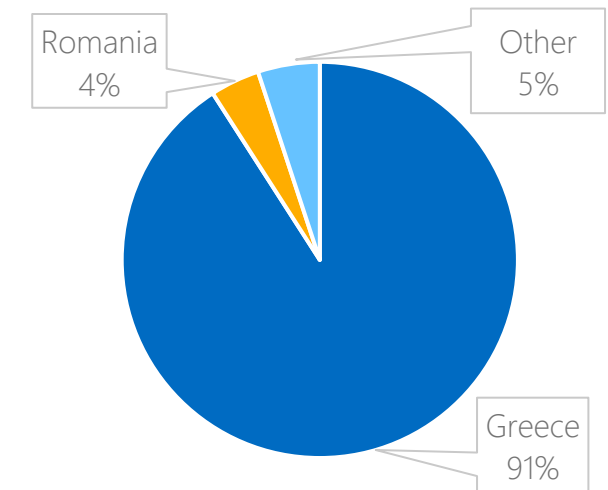
80+ certified partners



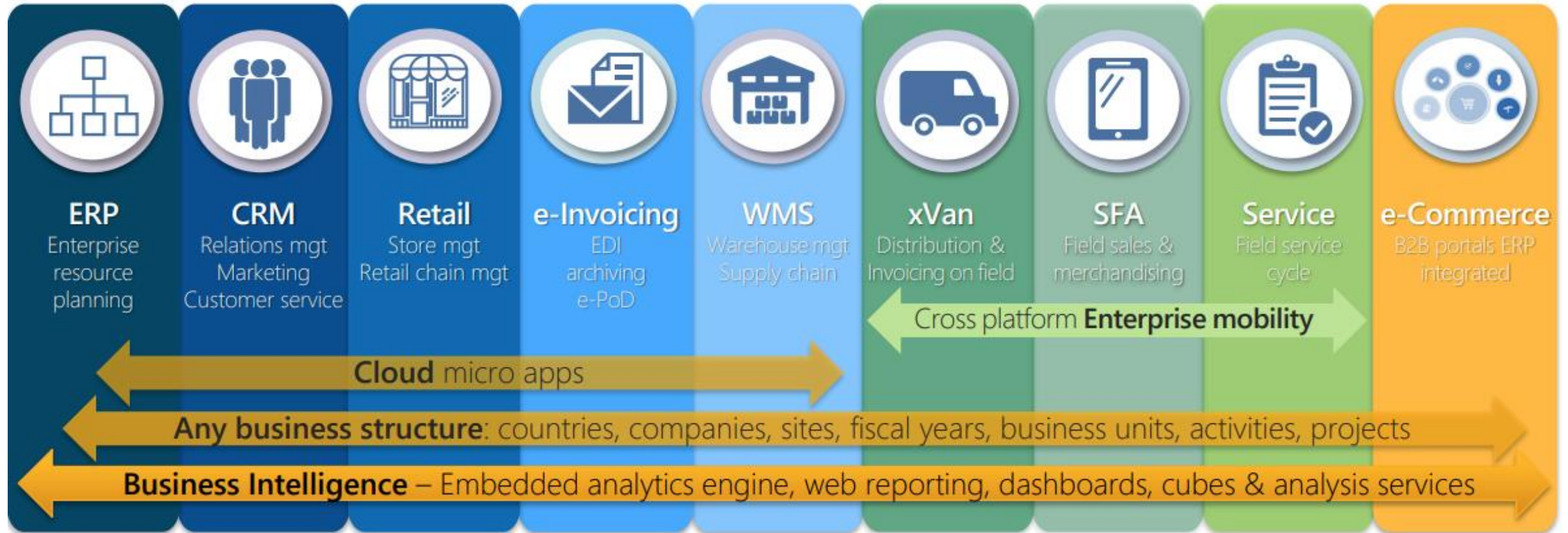
Revenue breakdown FY 2021



Revenue by geography FY 2021

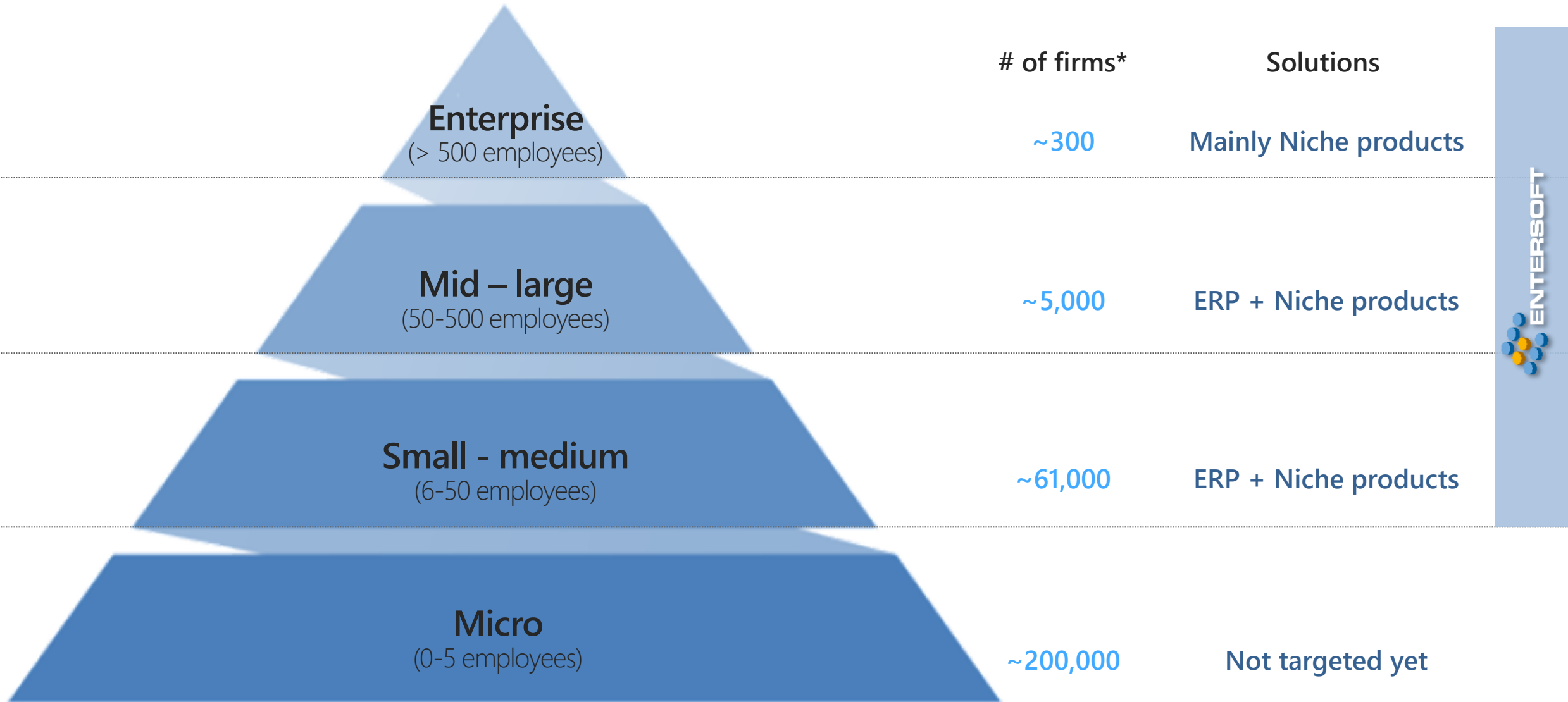


Wide product range

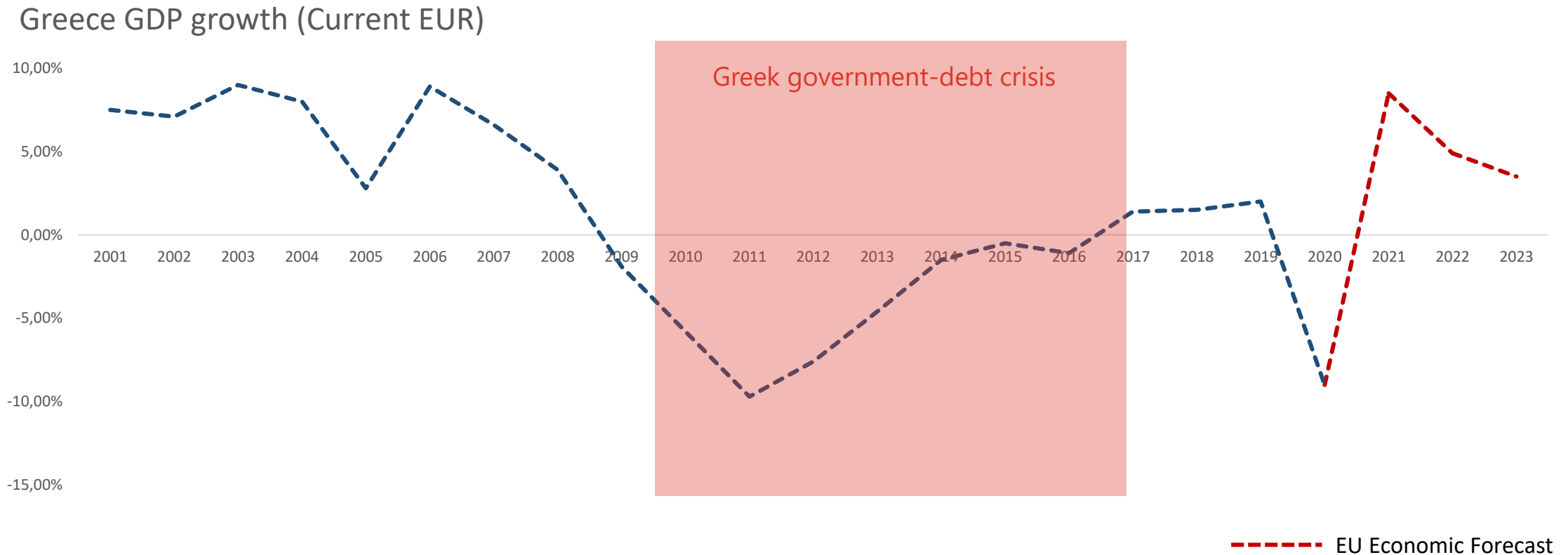


Common – unified platform

Market segmentation (only Greek data)

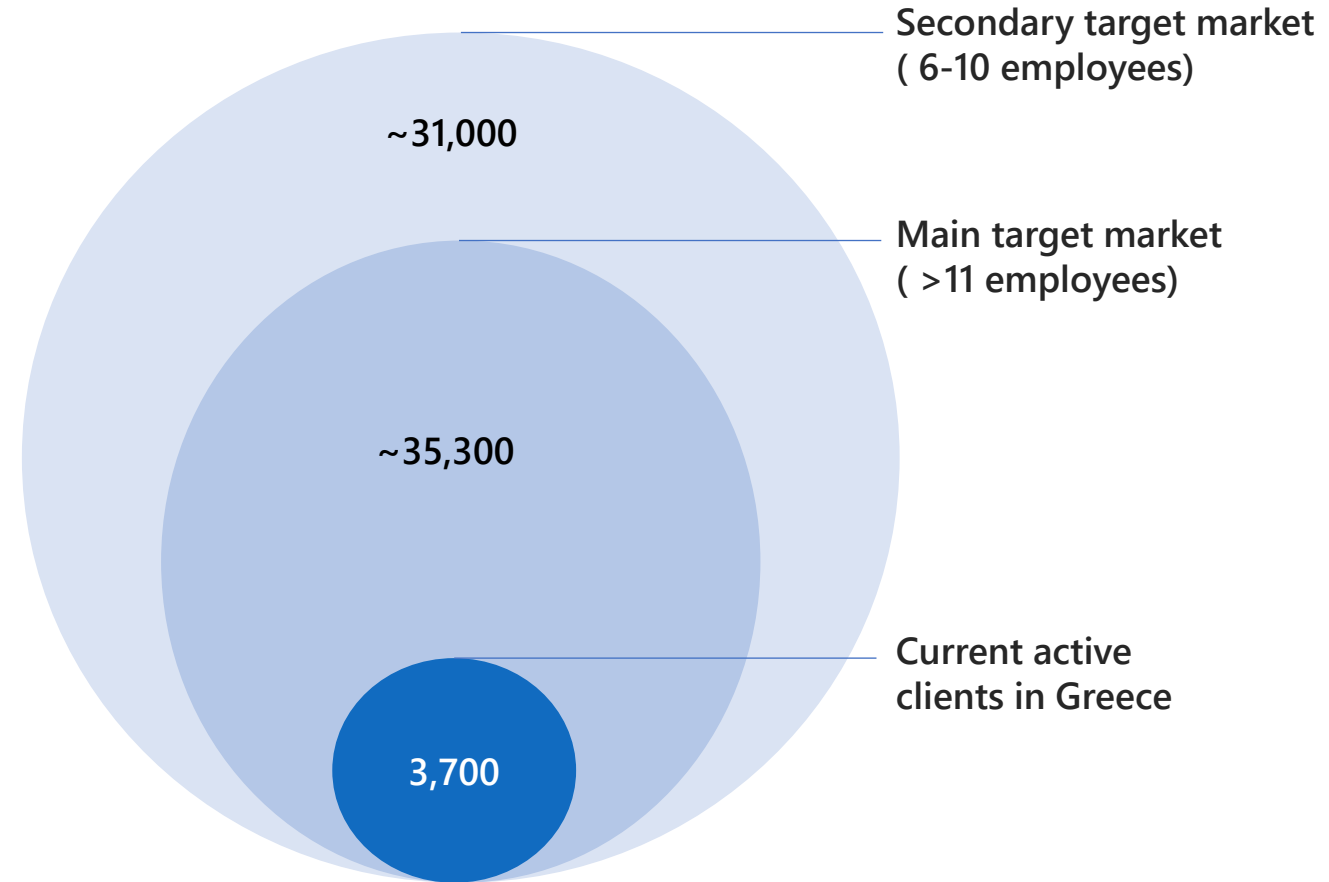


Greek financial crisis and the pandemic left a 10-year **technological gap** to Greek enterprises that needs to be bridged



Strong opportunity for continued growth in ERP customers

- Active clients in Greece around **3,700**
- Main target market includes **35,300** Small, medium and Large companies with >11 people personnel
- Secondary target market includes around **31,000** with 6-10 people
- ~**25%** of the above have ERP software from small non-competitive local vendors and custom solutions
- **More than 50%** of them have outdated ERP software and cannot exploit new technologies such as Cloud, Mobility, IoT, etc. (Replacement Market)



Source: Ministry of Labor

Penetration remains low in Niche software products

Industry adoption rate

Our solutions

Customer relationship
management ("CRM")

< 40%

Entersoft CRM®, Entersoft Mobile®
Sales Force Automation, Entersoft
Mobile® Medical Representative

Enterprise Mobility /
Warehouse Management
Systems

< 20%

Entersoft WMS®, aberon, Entersoft SCM
360, Entersoft Mobile® Sales Force
Automation, Entersoft Mobile Field
Service ®, Entersoft Mobile xVan,

eInvoicing and EDI Services

~10-15%

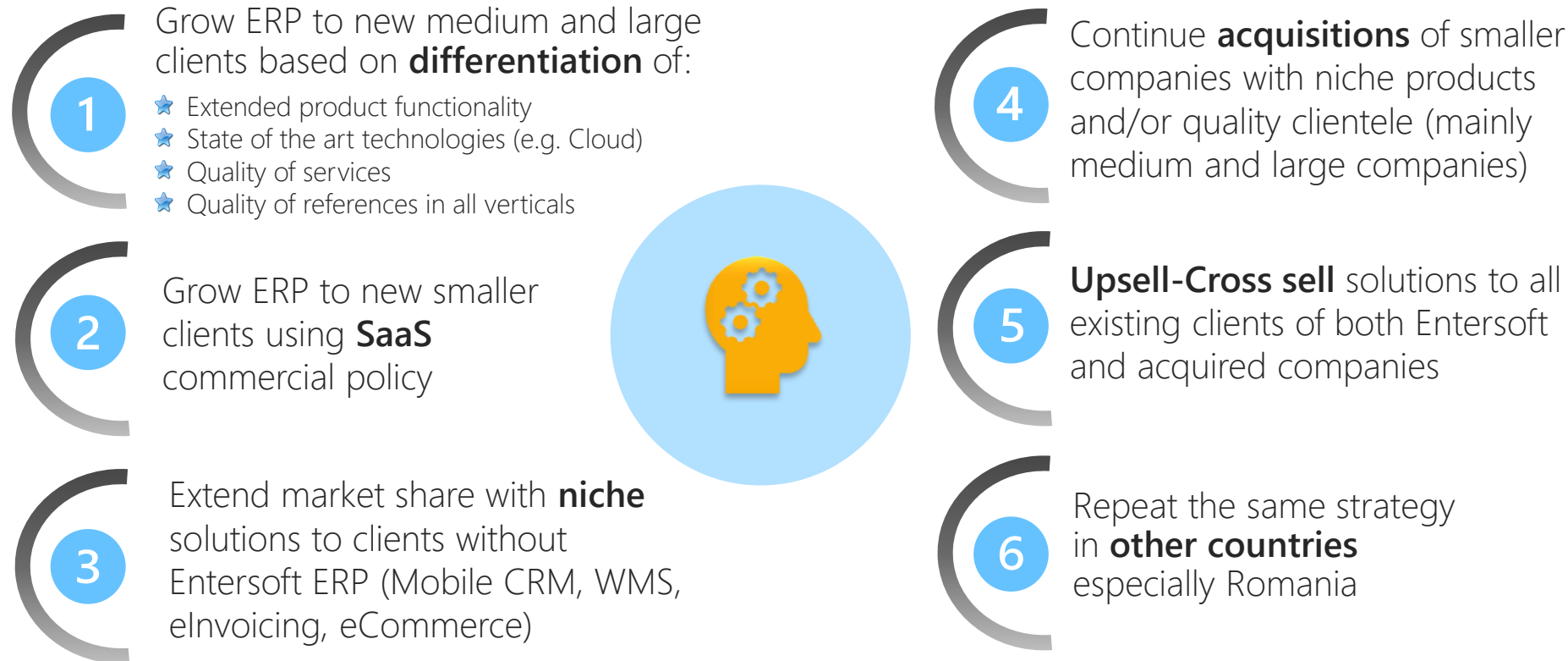
Retail Link EDI and eInvoicing
Portal

eCommerce (B2B and B2C)

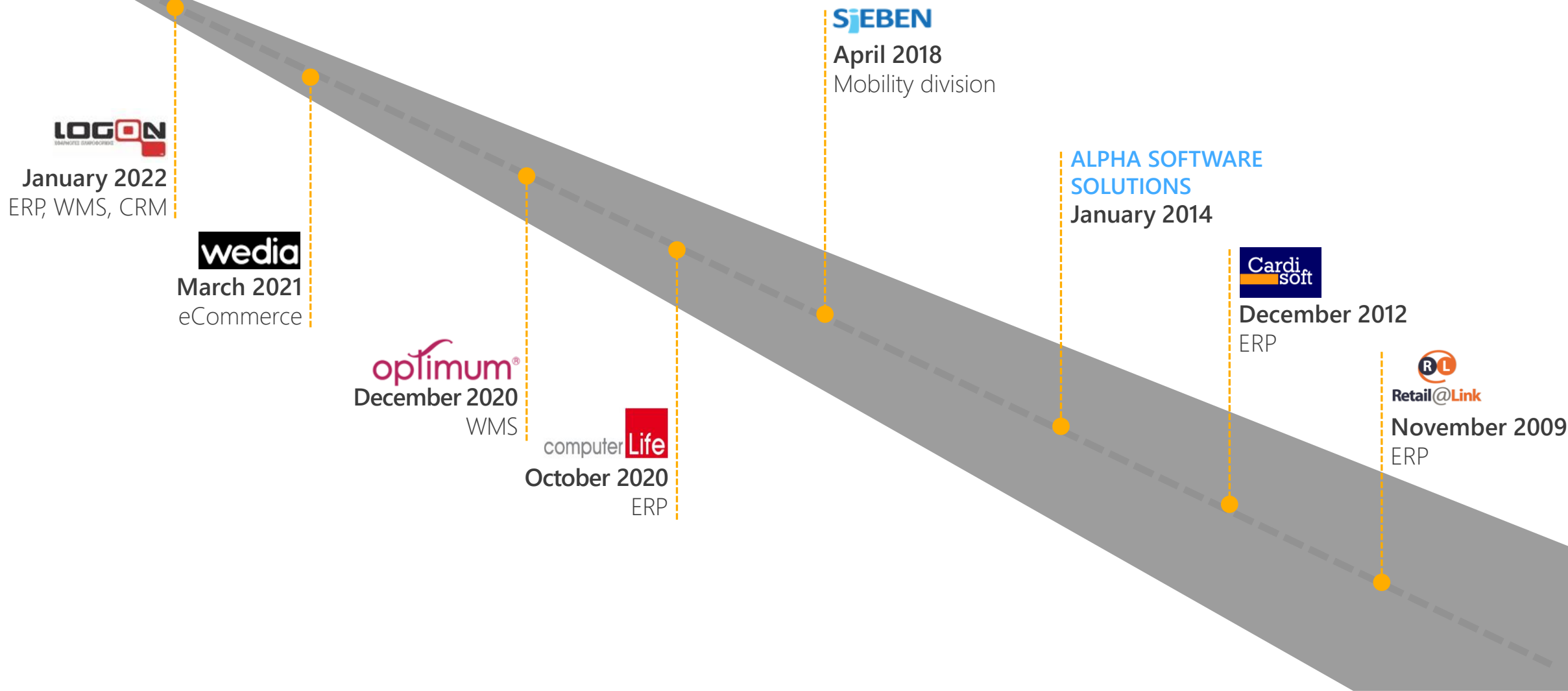
Very low
Highly segmented
competition

Entersoft e-Commerce, Wedia

Algorithm for continuous Growth & Profitability

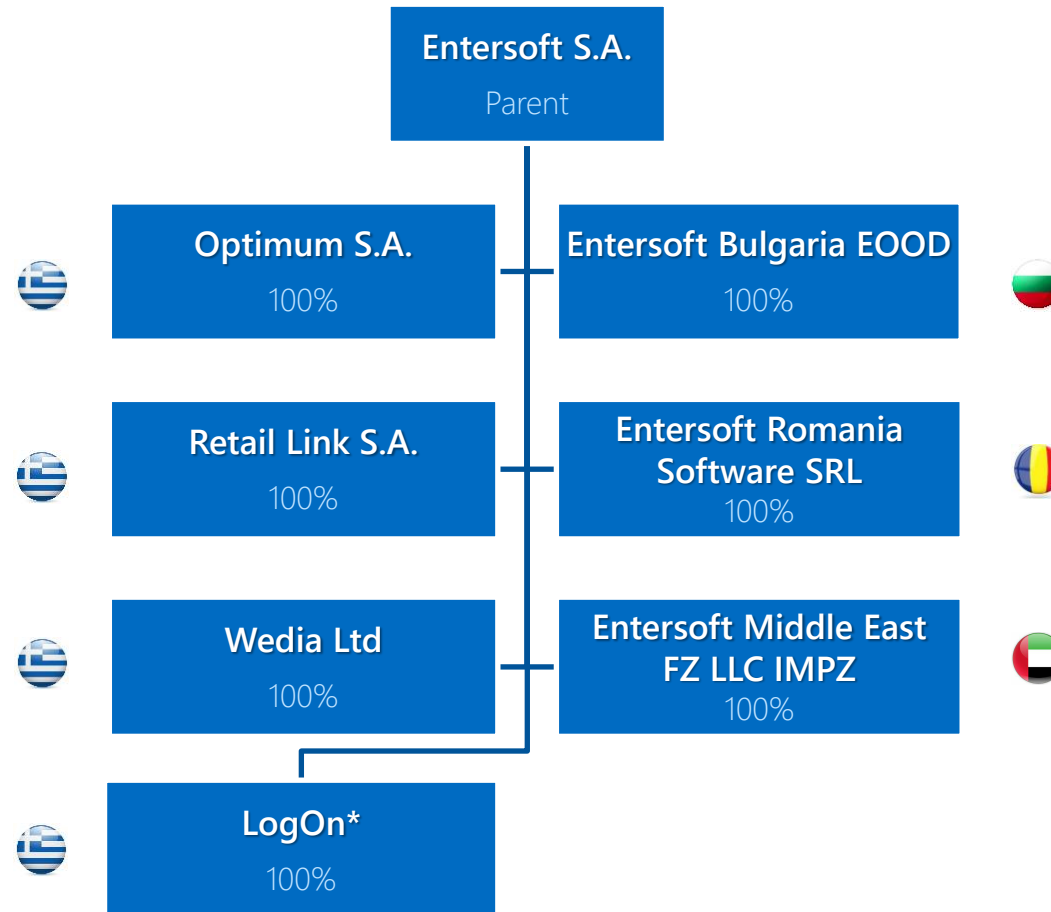


Strong track record of accretive acquisitions



Appendix

Entersoft Group Structure

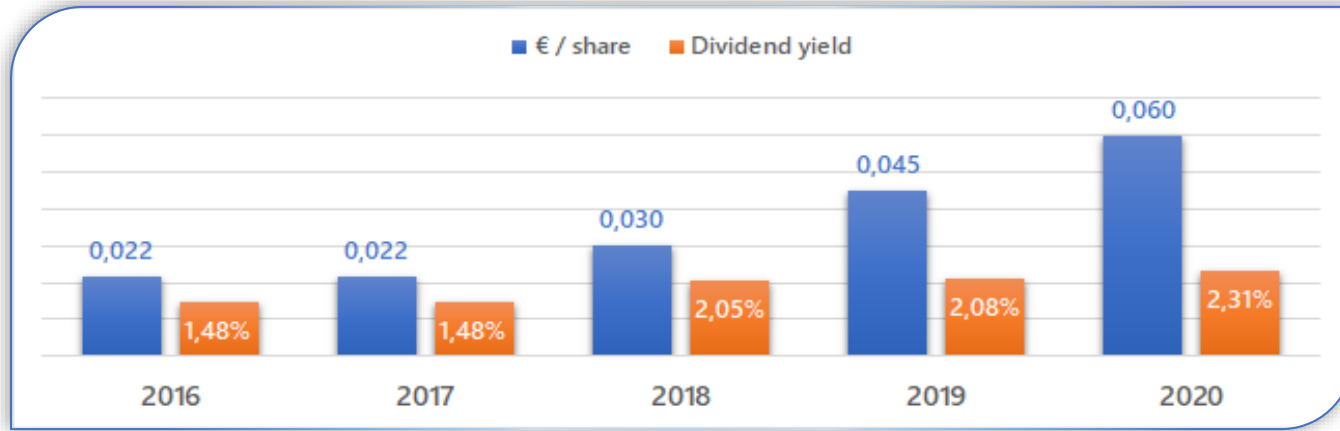


All entities are subject to full consolidation in accordance with prevailing accounting standards

** LogOn acquired on January 4, 2022*

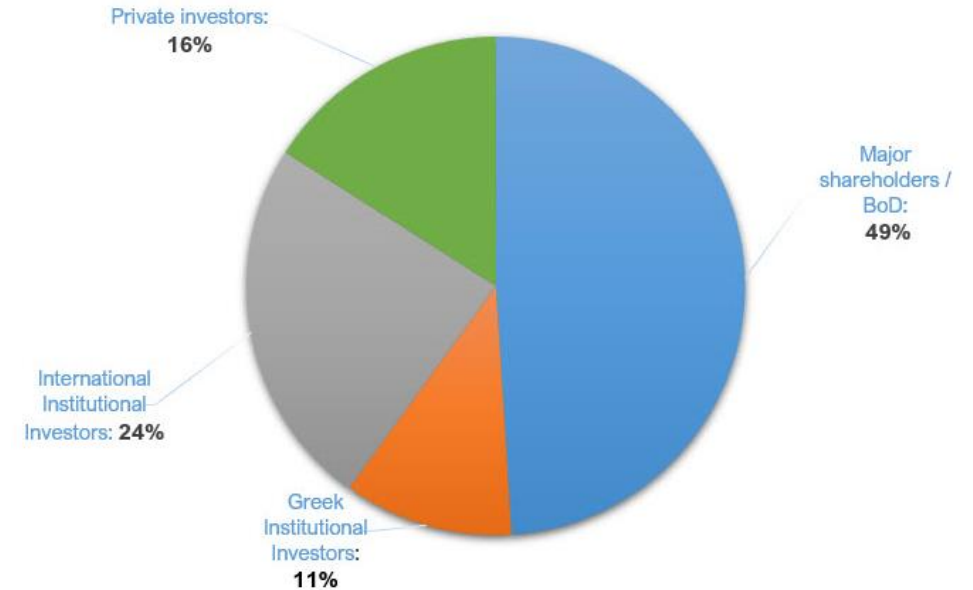
Share information

Dividend history

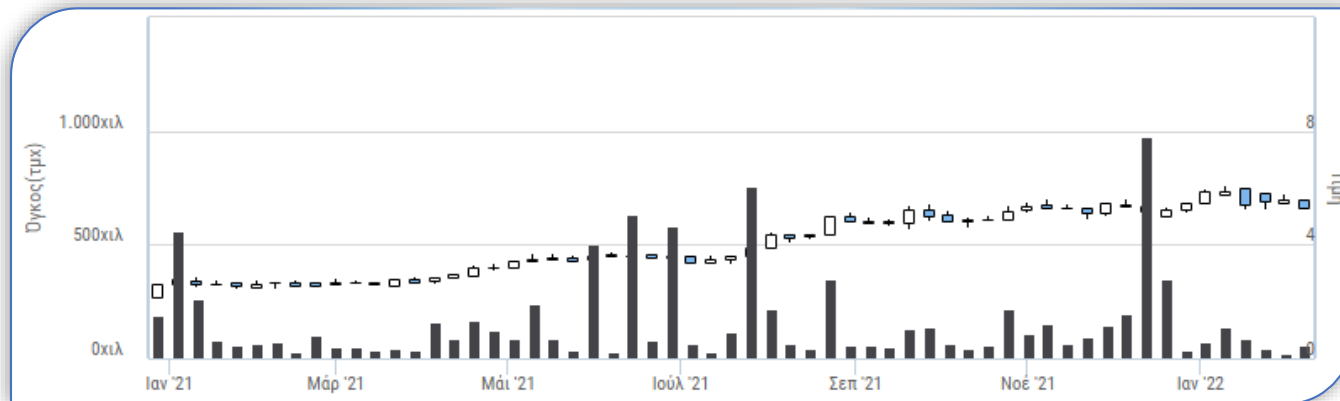


Dividend per share was restructured in previous years with the split 1:6 (12/6/2020)

Shareholder structure



Share price history



Stock data

	15/2/2022	14/10/2021	29/7/2021	30/4/2021
Capitalization	157.200.000	147.000.000	117.000.000	96.300.000
Number of shares	30.000.000	30.000.000	30.000.000	30.000.000
HiLo Chg	3,52%	1,23%	3,38%	2,22%
Marketability	0,1200% Last 3 months (avg)			

THANK YOU!

Contact us

info@entersoft.gr



Athens | Thessaloniki | Sofia | Bucharest | Dubai



www.entersoft.gr



+30.211.101.5000

