

RESPONSE TO INQUIRY OF THE HELLENIC CAPITAL MARKET COMMISSION

In response to the letter of the Hellenic Capital Market Commission with virtue number 2707/09/11/2022, for provision of information to the investing public regarding the developments in its activity, **Plaisio Computers S.A.**, presents its fundamental financial figures, on a consolidated basis, for the nine-month period of the current financial year.

More specifically, **in the third quarter of 2022**, comparing to the third quarter of 2021:

- The **consolidated Sales came up to €110.611 thousand** compared to €104.271 thousand, **increased by 6,1%**.
- The **consolidated Earnings Before Interest and Tax (EBIT)** came up to **€3.093 thousand** compared to €3.088 thousand, **increased by 0,2%**.
- The **Group Earnings Before Interest, Tax, Depreciation & Amortization (EBITDA)** came up to **€4.935 thousand** compared to €4.812 thousand, **increased by 2,5%**.
- The **Group Earnings Before Tax (EBT)** **increased by 0,7%** and came up to **€2.667 thousand**, compared to €2.648 thousand.

The consolidated financial figures of the **nine-month period** of the financial year 2022, compared to the respective period of 2021, are presented below:

- The consolidated **Sales** came up to **€302.793 thousand** compared to €303.489 thousand, **showing a slight decrease by 0,2%**.
- The consolidated **Earnings Before Interest and Tax (EBIT)** decreased by **7,6%**, and in absolute figures amounted to **€5.663 thousand** compared to €6.127 thousand.
- The **Group Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA)** reached **€11.110 thousand** compared to €11.447 thousand, **having decreased by 2,9%**.
- The **Group earnings before taxes (EBT)** decreased by **4,6%** amounting to **€4.350 thousand** compared to €4.560 thousand.

All the above fundamental financial figures as well as the changes in debt, capital structure and in the remaining fundamental figures of the statement of financial position of the Group and the Company, that took place in the third quarter of 2022 are presented in the following tables:

<i>Statement of Comprehensive Income (in thousand €)</i>	01.01. - 30.09.2022	01.01. - 30.09.2021	% Δ	01.07.2022 - 30.09.2022	01.07.2021 - 30.09.2021	% Δ
The Group						
Sales	302.793	303.489	-0,2%	110.611	104.271	6,1%
Earnings before Interest and Tax (EBIT)	5.663	6.127	-7,6%	3.093	3.088	0,2%
Earnings before Tax (EBT)	4.350	4.560	-4,6%	2.667	2.648	0,7%
Earnings before, Interest, Tax, Depreciation and Amortization (EBITDA)	11.110	11.447	-2,9%	4.935	4.812	2,5%
The Company						
Sales	296.688	297.234	-0,2%	108.592	102.166	6,3%
Earnings before Interest and Tax (EBIT)	5.640	5.504	2,5%	3.060	2.891	5,8%
Earnings before Tax (EBT)	4.702	4.174	12,6%	2.650	2.473	7,2%
Earnings before, Interest, Tax, Depreciation and Amortization (EBITDA)	10.934	10.677	2,4%	4.849	4.567	6,2%
Statement of Financial Position (in thousand €)						
The Group			The Company			
	30.09.2022	30.06.2022	31.12.2021	30.09.2022	30.06.2022	31.12.2021
Total non-Current Assets	79.030	77.829	79.120	79.762	78.732	79.936
Total Current Assets	150.274	142.500	160.888	147.567	139.960	157.664
Total Assets	229.305	220.329	240.009	227.329	218.692	237.600
Total Equity	102.138	100.092	101.030	103.258	101.230	101.798
Total Liabilities	127.167	120.237	138.979	124.071	117.462	135.802
Bank borrowing	12.220	12.640	15.360	12.220	12.640	15.360
Cash and Cash Equivalents	39.754	26.771	62.117	39.113	26.171	60.834
Net Debt	-27.534	-14.131	-46.757	-26.893	-13.531	-45.474

In terms of product categories there was a decrease in consolidated Sales of “**Computer and Digital Equipment**” amounting to 17,6% (**09.2022:** €116.032 thousand, **09.2021:** €140.823 thousand), increase in the rest product categories, specifically at “**Office Equipment**” by 9,76% (**09.2022:** €81.149 thousand, **09.2021:** €73.936 thousand), at “**Telecom Equipment**” by 16,68% (**09.2022:** €67.943 thousand, **09.2021:** €58.232 thousand), at “**Domestic Appliances**” by 21,99% (**09.2022:** €34.967 thousand, **09.2021:** €28.663 thousand) and at “**Services**” by 47,20% (**09.2022:** €2.702 thousand, **09.2021:** €1.836 thousand).

All the above financial figures, have been affected on the one hand by the non-recurring subsidized Greek program “Digital Care” which during the current year began on May with significantly lower budget compared to prior year and on the other hand due to the reduced need of customers to buy Computer and Digital Equipment as those needs were specified the last two years due to COVID-19 pandemic and the increased work from home model. It is worth mentioning if eliminating the non-recurring subsidized Greek programs “**Digital Care I & II**” and the new program “**Recycle and Change Device**”, the total consolidated Sales would increase by **1,63%**.

Despite the COVID-19 pandemic seems to be smoothed and the implications have been significantly limited, the war in Ukraine and the international inflationary pressures have overturned the estimated prospects of growth at European and Greek economy.

Even though the Group has no exposure to the markets of the countries involved in the war, the price increases, primarily of energy and other commodities, lead to an increase in consumer prices and consequently affect the demand.

The significant increase of inflation and interest rate cause short-term uncertainties in the cost structure of the Group and in a reduction in consumers income and consumption, which may affect demand of Group's products in the future.