



ENTERSOFT

Corporate Presentation
Q1 2024

April 30, 2024

Software for ambitious enterprises

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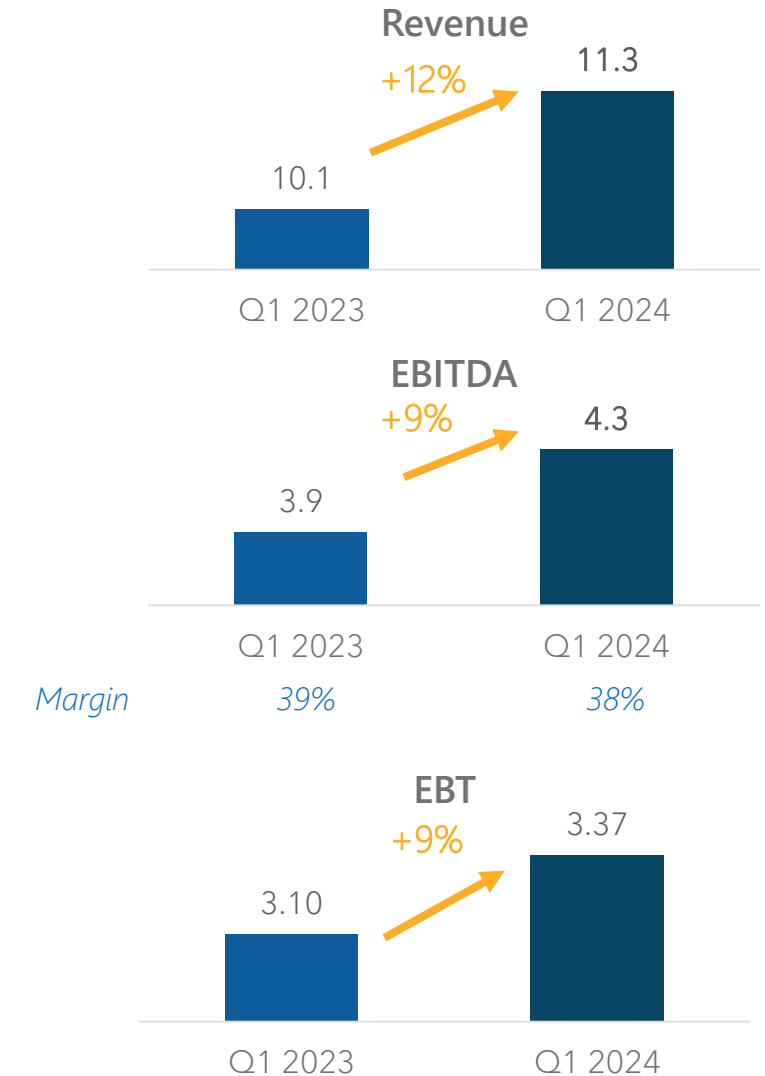
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Q1 2024 at a glance

- All units resulted in 12% revenue growth, in line with expectations
- Launch of new Entersoft WorkLife HCM, strong demand for electronic invoicing and increasing demand for ERPs supported significantly the organic growth
- Strong pipeline of signed new projects to be implemented in the next quarters
- EBITDA growth rate 9% slightly lower than revenue growth rate due to calendarization of costs

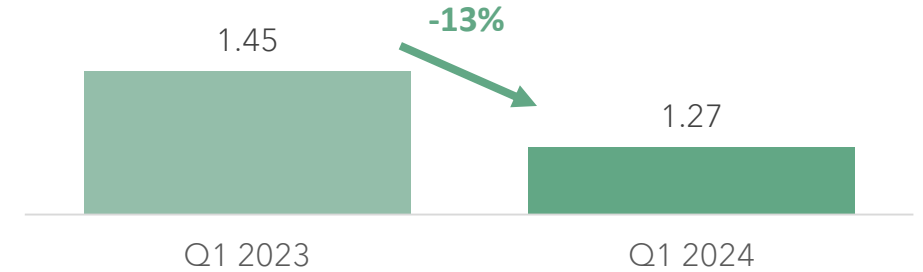
(amounts in millions €, Consolidated)
Unaudited



Revenue breakdown by activity

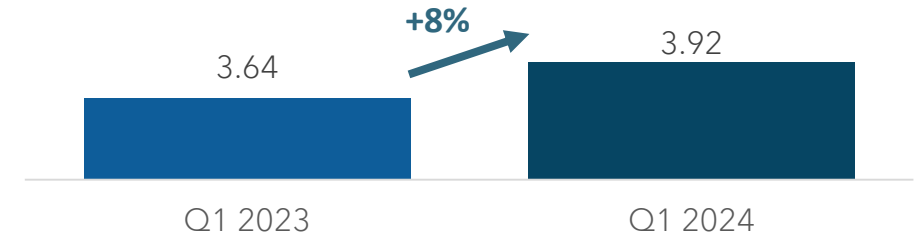
Licenses

License sales drop due to move towards SaaS and 23Q1 higher comparison base



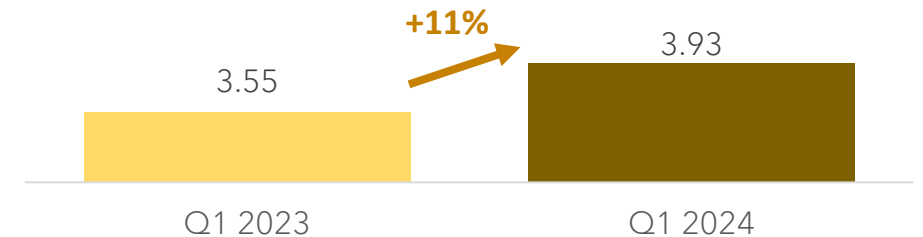
Annual Releases (Maintenance)

Mainly organic growth



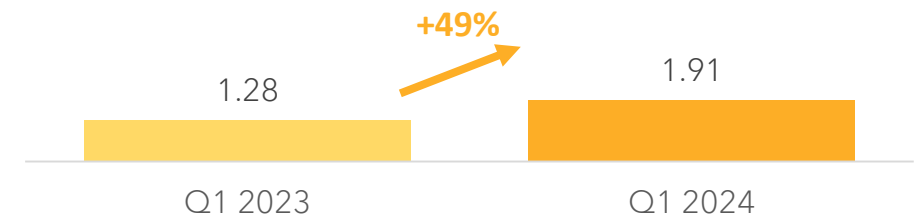
Services

Steady growth attributed to greater demand by the installed base



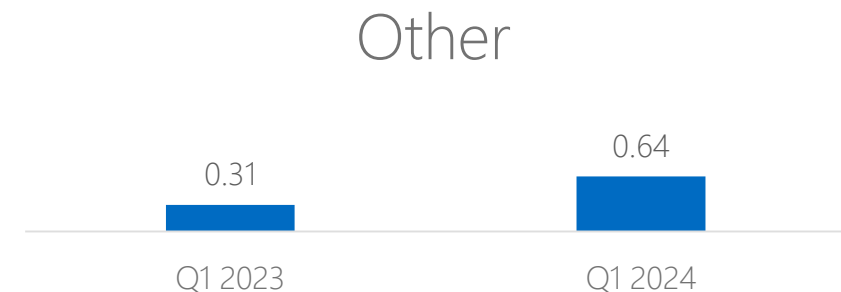
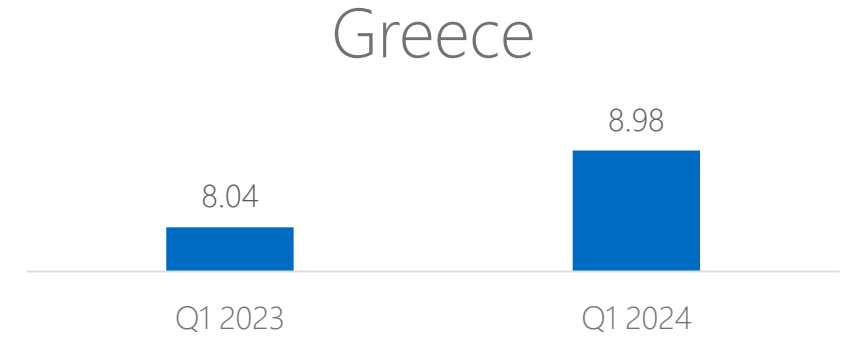
SaaS

Significant growth driven mainly by strong demand for invoicing and the new products launched only as SaaS



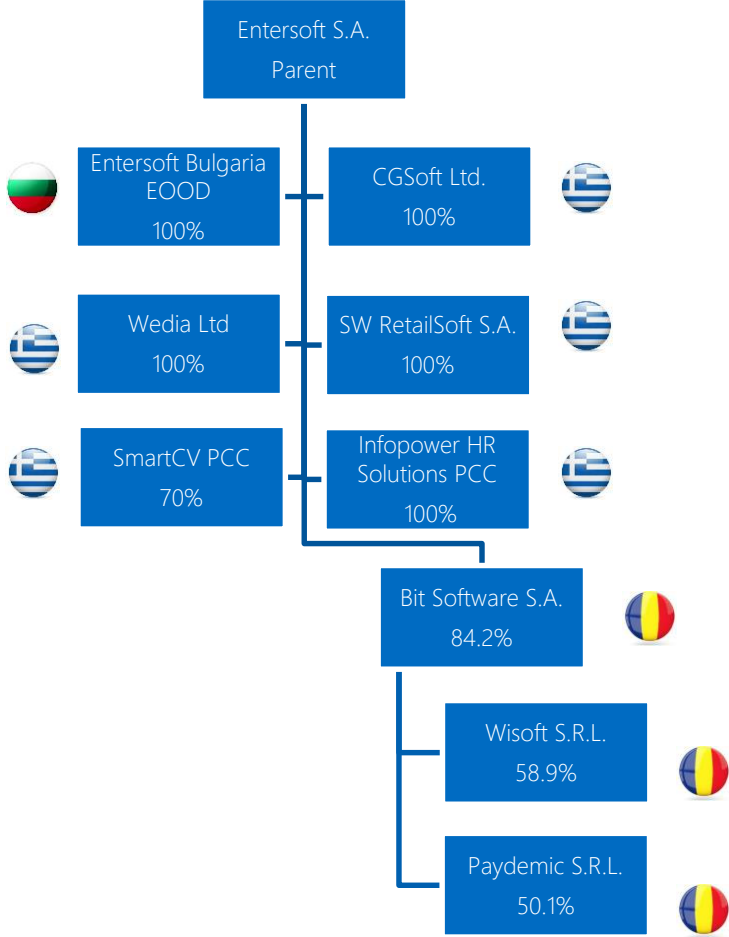
Geographies

- Greek revenues of 8,98 mil Euros corresponding to 12% growth YoY.
- Revenues decline in Romania (Bit Software) due to fewer than expected new Sales mainly because of delays in RRF local projects
- Other geographies significant increase thanks to new projects of existing and new customers.



Appendix

Entersoft Group Structure



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

THANK YOU!

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