



**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

<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 FOOD</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%
<b>OPTIMUM S.A.</b> 362, Syngrou Ave. and Evripidou Str. Kallithea, Athens – Greece	Full consolidation	100,00%
<b>WEDIA Ltd.</b> 27, Andrea Papandreou Str., Marousi, Greece	Full consolidation	100,00%

# Market positioning

## Market size focus

Small, Mid and large businesses

## Industries

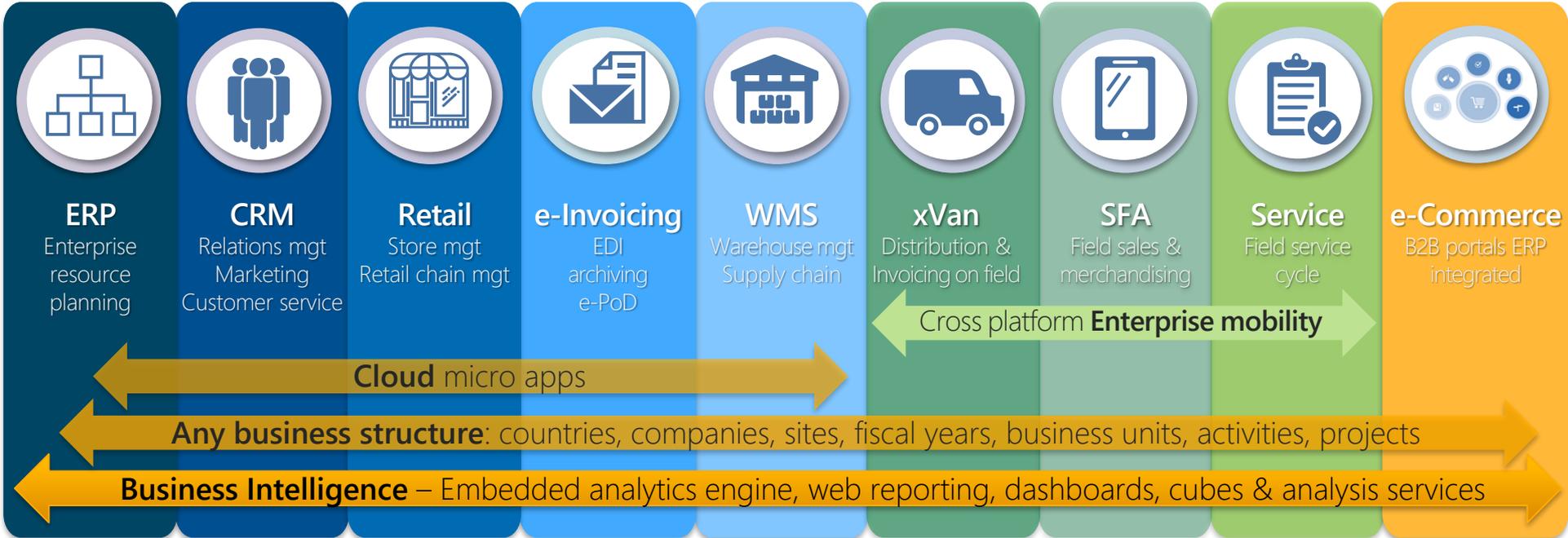
Financial Institutions  
Construction  
Industrial Products  
Pharmaceuticals  
Cosmetics  
Fashion

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



**Subsidiaries**

# Wide product range



**Common - unified platform**

# Key financial figures

1<sup>st</sup> 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 mil €)*

# Balance Sheet

	The Group		The Company	
	31/3/2021	31/12/2020	31/3/2021	31/12/2020
<b>Assets</b>	<b>28.737</b>	26.178	<b>24.219</b>	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
<b>Equity and Liabilities</b>	<b>28.737</b>	26.178	<b>24.219</b>	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 mil €)*

# Key ratios

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

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

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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.

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

*(amounts in mil €)*

# 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 mil €)*

# 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

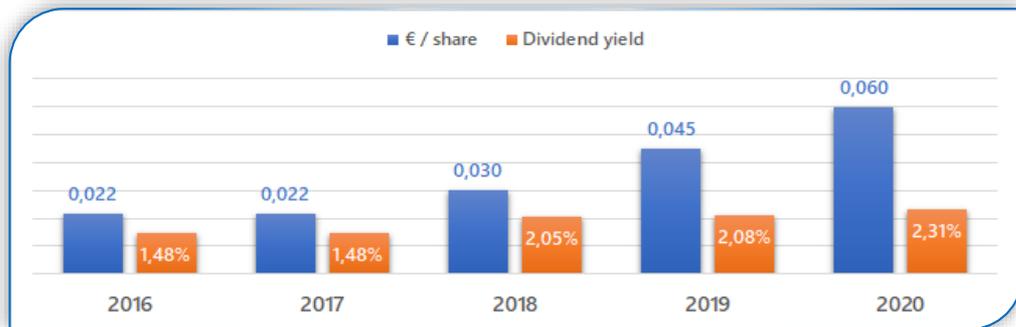
# Acquisitions

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**

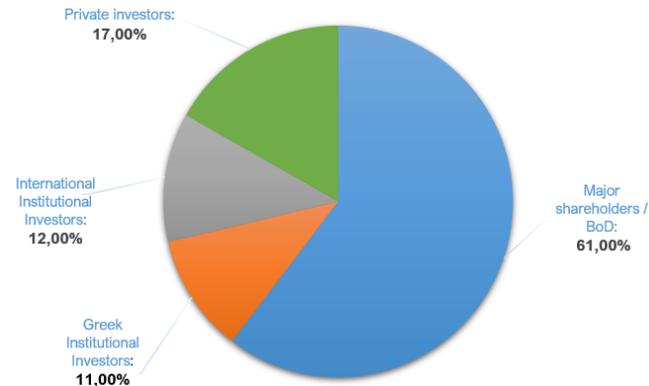
# Share information

## 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

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