



**RESPONSE TO INQUIRY OF THE HELLENIC CAPITAL MARKET COMMISSION**

In response to the letter of the Hellenic Capital Market Commission with virtue number 2503/18.11.2020, for provision of information to the investing public regarding the developments from the Covid-19 pandemic, **Plaisio Computers S.A.**, presents its fundamental financial figures for the nine-month period of the current financial year and in general the developments in its activities.

More specifically, in the third quarter of 2020 (01.07-30.09.2020):

- The consolidated **revenue** came up to 86.339 th. € compared to 76.894 th. €, increased by a double-digit percentage (12,3%).
- The earnings before interest and tax (**EBIT**) of the Group came up to 1.932 th. € compared to 1.770 th. €, increased by 9,2%.
- The consolidated earnings before interest, tax, depreciation & amortization (**EBITDA**) slightly decreased by 1,7% to 3.878 th. € from 3.943 th. €.
- The consolidated earnings before tax (**EBT**) significantly increased by 63,2% and ended up to 1.475 th. € compared to 904 th. € the respective period in 2019.

The respective fundamental consolidated financial figures for the nine-month period of the financial year 2020 are presented below:

- The consolidated **revenue** increase rate was improved compared to the one in the half year as the sales came up to 234.905 th. € compared to 214.417 th. €, appearing an increase of 9,6%.
- The decrease rate in earnings before interest and tax (**EBIT**) retreated to 5,3%, and in absolute figures ended to 3.482 th. € compared to 3.677 th. €.
- The earnings before interest, tax, depreciation and amortization (**EBITDA**) remained at the same level as the previous year's respective period EBITDA, i.e. at 9.220 th. € compared to 9.205 th. €.
- Finally, the increase rate in earnings before taxes (**EBT**) accelerated resulting to a 42,8% increase compared to the respective period in 2019. The earnings before taxes came up to approximately 2 million € (1.976 th. €), compared to 1.384 th. €.

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 that took place in the third quarter of 2020 are presented in the following tables:

<b>Statement of Profit or Loss Figures (in th. €)</b>	<b>01.01.2020 - 30.09.2020</b>	<b>01.01.2019 - 30.09.2019</b>	<b>01.07.2020 - 30.09.2020</b>	<b>01.07.2019 - 30.09.2019</b>
	<b>The Group</b>			
<i>Revenue</i>	234.905	214.417	86.339	76.894
<i>Earnings before Interest &amp; Tax (EBIT)</i>	3.482	3.677	1.932	1.770
<i>Earnings before Tax (EBT)</i>	1.976	1.384	1.475	904
<i>Earnings before Interest, Tax, Depreciation &amp; Amortization (EBITDA)</i>	9.220	9.205	3.878	3.943
	<b>The Company</b>			
<i>Revenue</i>	229.332	209.230	84.567	75.072
<i>Earnings before Interest &amp; Tax (EBIT)</i>	3.272	3.578	1.872	1.734
<i>Earnings before Tax (EBT)</i>	1.957	1.412	1.512	900
<i>Earnings before Interest, Tax, Depreciation &amp; Amortization (EBITDA)</i>	8.868	8.964	3.770	3.860

<b>Statement of Financial Position Figures (in th. €)</b>	<b>The Group</b>			<b>The Company</b>		
	<b>30.09.2020</b>	<b>30.06.2020</b>	<b>31.12.2019</b>	<b>30.09.2020</b>	<b>30.06.2020</b>	<b>31.12.2019</b>
<i>Non-Current Assets</i>	73.893	75.752	77.442	74.649	76.378	78.172
<i>Current Assets</i>	136.139	125.760	121.936	133.687	123.434	119.410
<i>Total Assets</i>	210.031	201.512	199.378	208.336	199.812	197.582
<i>Shareholders' Equity</i>	94.379	93.287	93.399	95.826	94.698	94.868
<i>Total Liabilities</i>	115.653	108.225	105.979	112.510	105.114	102.715
<i>Total Debt</i>	18.900	13.920	8.940	18.900	13.920	8.940
<i>Cash &amp; Cash Equivalents</i>	46.652	43.074	39.190	45.670	42.395	38.728
<i>Net Debt</i>	(27.752)	(29.154)	(30.250)	(26.770)	(28.475)	(29.788)

The Management of the Group, with its strong sense of responsibility regarding its employees, customers, suppliers and investors, closely and systematically monitors the developments related to the Covid-19 pandemic for identifying potential risk factors which could influence its financial position and activities.

In parallel, the Finance Department of the Group, evaluates all the available sources of finance, utilizes the supportive measures of the Greek Economy forced by the Government for the support of the affected companies and given the wide liquidity of the Group, takes actions for the limitation of

any potential negative implications. The evolution of the Group's activities in the current financial year demonstrated the continuation of its smooth operation and characterized by the almost double-digit increase in revenue despite the long period of time in which the physical stores were closed, the stabilization of the operational results albeit the intense administrative fluctuations derived from the implication of the measures against the pandemic, and the concise improvement in profitability before taxes.

The increase in turnover by 9,6% in the nine-month period of 2020 compared with the respective period in 2019 is the result of the long-term strategy of Plaisio. This strategy well-positioned Plaisio in the Market, in the new ways of selling its products and in the new reality which increases the demand for its products.

More specifically sales of personal computers and digital products came up to 103.193 th. € having increased by 11,6% in comparison to the relevant period in 2019 and participates by 43,9% in the total sales of the Group (9M 2019: 43,1%). Telephone products sales came up to 43.798 th. €, slightly increased by 3,7%. This operating segment reflects 18,6% of the total turnover of the Group (9M 2019: 19,7%). The sales of Office Products slightly decreased (-2,0%) to 73.765 th. €, reflecting 31,4% of the Group's total revenue (9M 2019: 35,1%).

Finally, the sales of the operating segment "Domestic Appliances / Other" came up to 14.149 th. €, of which 12.395 th. € relate to sales of domestic appliances. It is noted that the Group entered into the market for large and small domestic appliances and air conditioning and heating appliances in the last days of June 2019. In the third quarter (01.07-30.09), the sales of this operating segment increased of 75%.

Plaisio, despite the first lockdown, continued the smooth implementation of its strategy with the redesign of three stores (Argiroupoli, Chania & Efkarpia) in order to accommodate the new product category, that of domestic appliances. These three stores added to those that already accommodate the new product category (Ag. Paraskevi, P. Ralli, Dafni, Kalamaria, Metamorfofi).

Finally, based on the current environment and developments, the Management of the Group estimates that there is not any kind of substantial uncertainty regarding its business continuity, operations, sales and supply chain for the current financial year.