

**PRESS RELEASE OF THE FINANCIAL RESULTS OF THE YEAR 2020**

**PLAISIO COMPUTERS S.A.**

**Remarkable two-digit increase in consolidated sales, despite the lockdown for approximately 3 months and significant improvement in profitability both before and after taxes. Maximization of liquidity and strong capital structure.**

- Increased sales **11,8%** to **€ 354,6 m.** from **€ 317,1 m.**, based on the sales growth in the online store and the call center.
- EBITDA of **€ 13 m.**
- Increase in EBT to **€ 3,6 m. (+ 20,0%)** and significant recovery of net profitability to **€ 3,1 m. (+ 59,7%)**.
- Improved cash liquidity by **€ 20 m. to € 58 m.** and net liquidity at approximately **€ 40 m.**, almost half of the Company's market capitalization.
- Group's net equity to **€ 95,7 m.**, continuously higher than the market capitalization.
- Proposed dividend of **€ 0,05** per share.

**Athens, April 20<sup>th</sup> 2021:** "Plaisio Computers" releases today the financial results for the period 01.01.2020-31.12.2020, according to the IFRS. The basic financial figures for the Group are the following:

<b>Consolidated figures (in th. €)</b>	<b>01.01-31.12.2020</b>	<b>01.01-31.12.2019</b>	<b>+/-</b>
Turnover	354.634	317.149	11,8%
Gross Profit	65.540	64.246	2,0%
EBITDA*	13.307	13.565	(1,9%)
EBITDA Margin (%)*	3,75%	4,28%	(0,52)
EBT	3.610	3.008	20,0%
EAT	3.109	1.947	59,7%
Earnings per share (€)	0,1408	0,0882	
Cash and Cash Equivalents	58.469	39.190	49,2%
Total Debt	18.900	8.940	111,4%
Net Debt*	(39.569)	(30.250)	30,8%
Trade Payables, Contract Liabilities & Other Short			
Term Liabilities	60.338	46.861	28,8%

\*: Constitute an APM. For the definition and the mission of APM, please, check the Full Year Financial Report – Unit G in the Report of the BoD.

Commenting on the results of the financial year, the President of the Board of Directors and CEO of the Company Mr. George Gerardos mentioned the following:

«2020 was a year of global health crisis. We are very proud that in this unfavorable environment we managed to increase our sales by 11,8%, despite the fact that our stores remained closed for approximately three months. Our long-term strategy, with an emphasis on infrastructure investments in contrast to the unreasonable number of stores, was justified and led us to this great success. The closure of physical stores due to the pandemic proved our credibility, distinguished us from the competition and led not only to increased sales and profitability, but also to increased market shares.

Moreover, our strategy led to the further recognition and establishment of the credibility of our brand and to the increase of our customer base. Plaisio's leading position in the large B2B clients was complemented by the strong improvement in sales to small businesses and consumers.

This new reality led us to invest in the multi-channel knowledge of our people, since instead of suspending, we utilized some of our people from stores in other channels and thus not only met the increased demand but supported the multichannel strategy that already counts 25 years in Plaisio.

The adjustment to the new way of doing business brought a limited reduction in the gross profit margin and an increase in the Group's before tax profitability by 20%, while we continued the consistent management of the Balance Sheet figures. In this context, we feel that we can propose a dividend of 5 euro cents per share, resulting in a satisfactory increase in the dividend of our shareholders."

The Vice President and CEO of the Company Mr. Konstantinos Gerardos added:

"In 2020, the retail sector changed as never before:

The customers familiarized with e-commerce due to the closure of the physical stores. The long-term strategic plans replaced by daily sprints and in our minds, we distinguished the companies to the ones which could and the ones which could not deliver.

Also, we observed future trends becoming reality in very few days.

In the new modus operandi of the post-Covid economy, the high number of stores, the significant advertising portfolio and the unelastic corporate structures became obsolete. The most important success factors are the investment in significant logistics and e-commerce infrastructure, the credibility in timely deliveries to customers, the flexibility and the immediate response from the corporate team.

Plaisio operates in such a mindset: a company that has always invested in significant technological and logistics infrastructure, that is obsessed with honesty and reliability to the customer and light corporate structure, characterized by flexibility. This is the reason for our good results:

- Increase in sales even though the stores remained closed for about 100 days in 2020, mainly, due to the increased demand for technological products due to working and studying from home.
- Significant increase of new customers, since we met more than 350 thousand new customers
- Significant increase in sales of domestic appliances with a growth rate of 80% for the second semester for which there are comparative data."