

RESPONSE TO INQUIRY OF THE HELLENIC CAPITAL MARKET COMMISSION

In response to the letter of the Hellenic Capital Market Commission with virtue number 2596/09.11.2021, 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 2021**, comparing to the third quarter of 2020:

- **The revenue came up to 104.271 th. €** compared to 86.339 th. €, **increased by 21%**.
- **The earnings before interest and tax (EBIT)** of the Group came up to **3.088 th. €**, compared to 1.932 th. €, **increased by 60%**.
- **The earnings before interest, tax, depreciation & amortization (EBITDA)** came up to **4.812 th. €**, compared to 3.878 th. €, **increased by 24%**.
- **The earnings before tax (EBT)** showed the largest increase by **80%** and amounted to **2.648 th. €**, compared to 1.475 th. €.

The fundamental consolidated financial figures of the **nine-month period** of the financial year 2021, compared to the respective period of 2020, are presented below:

- **The revenue was significantly increased to 303.489 th. €**, compared to 234.905 th. €, **appearing an increase of 29%**.
- **The earnings before interest and tax (EBIT)** increased to a much higher percentage, **appearing an increase of 76%**, and in absolute figures amounted to **€ 6.127 th. €**, compared to 3.482 th. €.
- **The earnings before interest, tax, depreciation and amortization (EBITDA)** increased to **11.447 th. €** compared to 9.220 th. €, **appearing an increase of 24%**.
- Finally, **the earnings before taxes (EBT)** increased by **131%**, amounting to **4.560 th. €**, compared to 1.976 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 of the Group and the Company, that took place in the third quarter of 2021 are presented in the following tables:

<i>Statement of Profit or Loss Figures (in th. €)</i>	01.01.2021 - 30.09.2021	01.01.2020 - 30.09.2020	% Δ	01.07.2021 - 30.09.2021	01.07.2020 - 30.09.2020	% Δ
	The Group					
<i>Revenue</i>	303.489	234.905	29%	104.271	86.339	21%
<i>Earnings Before Interest & Tax (EBIT)</i>	6.127	3.482	76%	3.088	1.932	60%
<i>Earnings Before Tax (EBT)</i>	4.560	1.976	131%	2.648	1.475	80%
<i>Earnings Before Interest, Tax, Depreciation & Amortization (EBITDA)</i>	11.447	9.220	24%	4.812	3.878	24%
	The Company					
<i>Revenue</i>	297.234	229.332	30%	102.166	84.567	21%
<i>Earnings Before Interest & Tax (EBIT)</i>	5.504	3.272	68%	2.891	1.872	54%
<i>Earnings Before Tax (EBT)</i>	4.174	1.957	113%	2.473	1.512	63%
<i>Earnings Before Interest, Tax, Depreciation & Amortization (EBITDA)</i>	10.677	8.868	20%	4.567	3.770	21%

<i>Statement of Financial Position Figures (in th. €)</i>	The Group			The Company		
	30.09.2021	30.06.2021	31.12.2020	30.09.2021	30.06.2021	31.12.2020
<i>Non-Current Assets</i>	70.226	71.521	76.491	71.018	72.253	77.107
<i>Current Assets</i>	147.111	144.818	152.282	144.057	142.141	149.418
<i>Total Assets</i>	217.337	216.339	228.773	215.075	214.394	226.525
<i>Shareholders' Equity</i>	98.148	95.995	95.713	99.022	97.045	96.974
<i>Total Liabilities</i>	119.188	120.344	133.060	116.053	117.349	129.551
<i>Total Debt</i>	16.360	17.380	18.900	16.360	17.380	18.900
<i>Cash & Cash Equivalents</i>	49.073	39.212	58.469	47.714	37.909	57.114
<i>Net Debt</i>	(32.713)	(21.832)	(39.569)	(31.354)	(20.529)	(38.214)

In particular, in terms of product categories, **sales of personal computers and digital products amounted to 140.823 th. €, increased by 37%**, compared to the respective period of 2020, while they constitute 46% of the Group's turnover (9M 2020: 44%). These sales also include those which relate to the program “Digital Access”, amounting to 17,6 million €. At the same time, **Telephone products sales amounted to 58.232 th. €, increased by 33%**, with a participation rate of 19% in the total sales of the Group (9M 2020: 19%).

The Office Supplies category remained stable in sales, at 73.936 th. €, accounting for 24% of the Group's turnover (9M 2020: 31%).

The Domestic Appliances category showed a strong increase in sales, as they amounted to 28.663 th. €, increased by 131% compared to the respective period of 2020. Finally, sales of services increased to 1.836 th. € from 1.753 th. €.

Regarding the consequences related to the current health crisis, the course of the Group so far in 2021 highlights the smooth and upward development of its activities with the main characteristics of the double-digit increase in turnover, the strengthening of operating results and its consistent improvement of profitability before taxation. The shopping experience through plaisio.gr, the in-house call center and the reliable deliveries from the Plaisio truck fleet act, as always, in addition to our stores.

Regarding the increase in energy prices, it is obvious that it will affect the operating cost of the Group. However, the magnitude of this impact cannot be determined with certainty as it is expected to de-escalate within 2022.

Finally, Plaisio with a decision of the Extraordinary General Assembly of 09.11.2021 decided the return of capital to its shareholders by payment of 0,17€ per share amounting to 3.753 th. € in total (net amount). The successful course of Plaisio during the pandemic, combined with the strong cash and cash equivalents that cover the current investment program of 10 million €, led to this decision that increases the rate of return of its shareholders.