

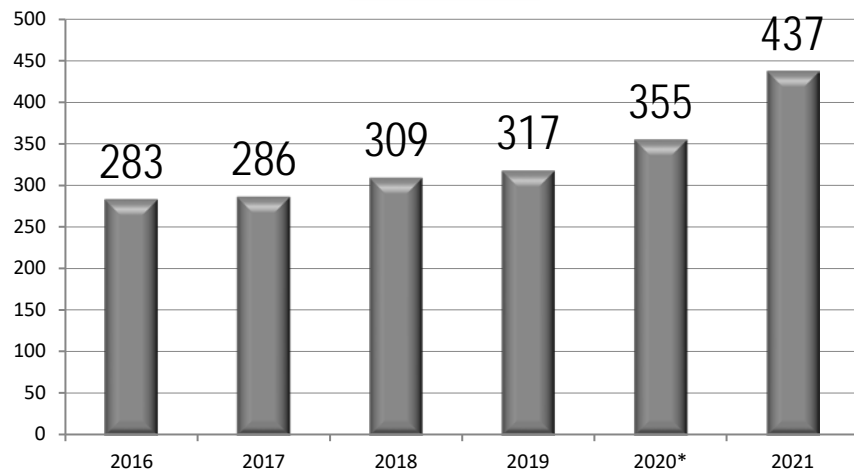
πλαισο



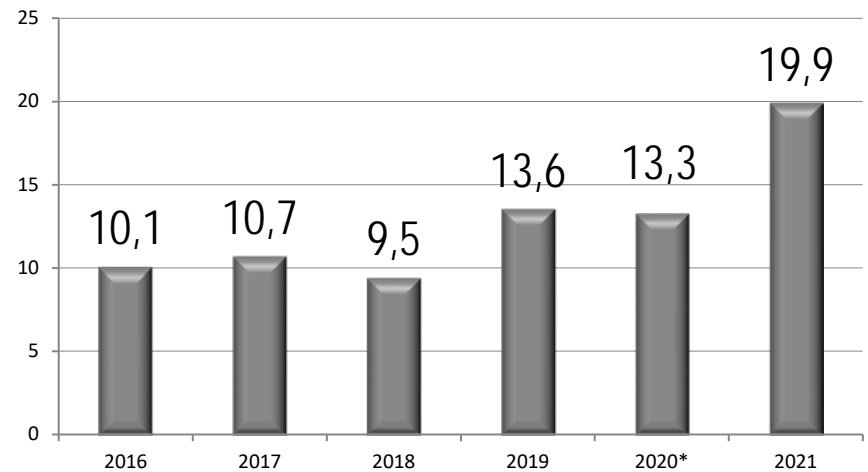
Financial Results of the year 01.01-31.12.2021

Evolution of key P&L figures (amounts in € ml)

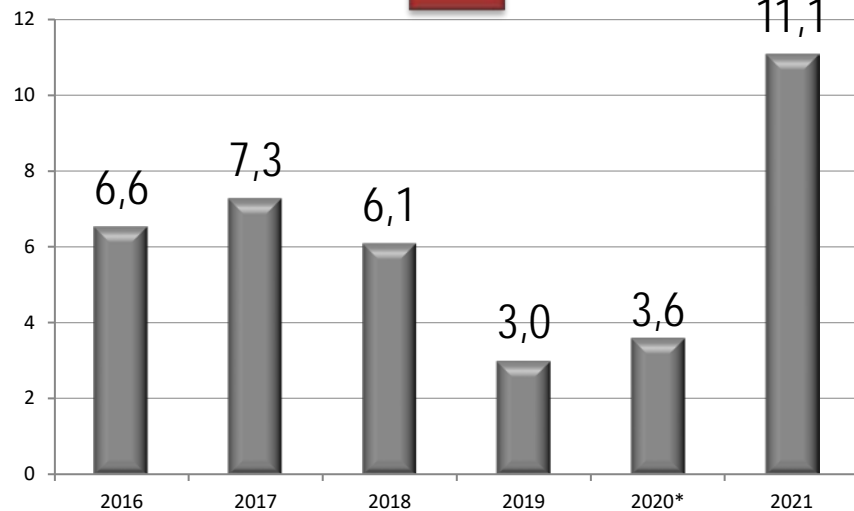
Revenue



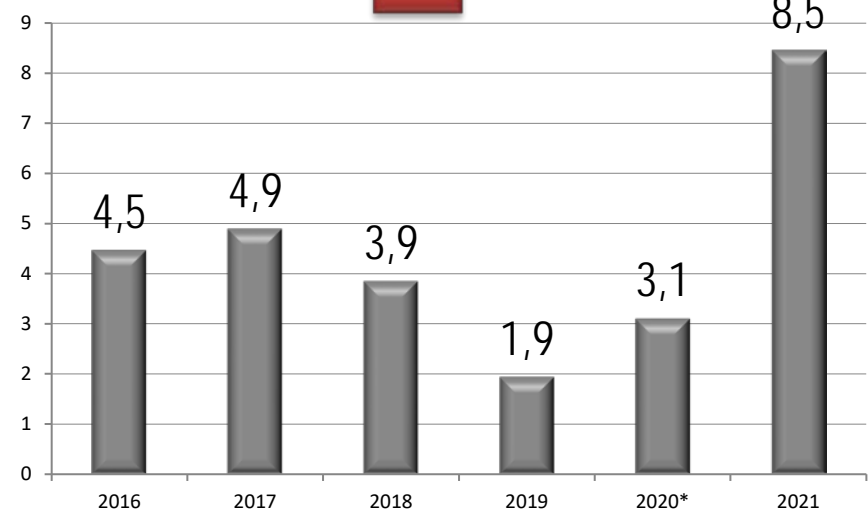
EBITDA



EBT



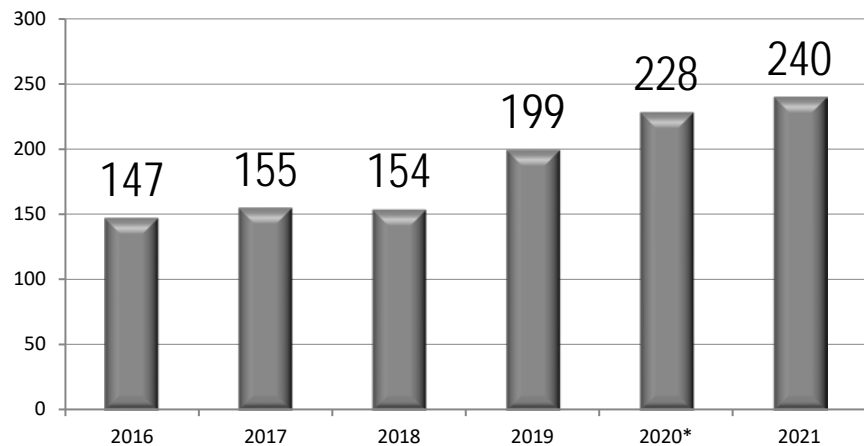
EAT



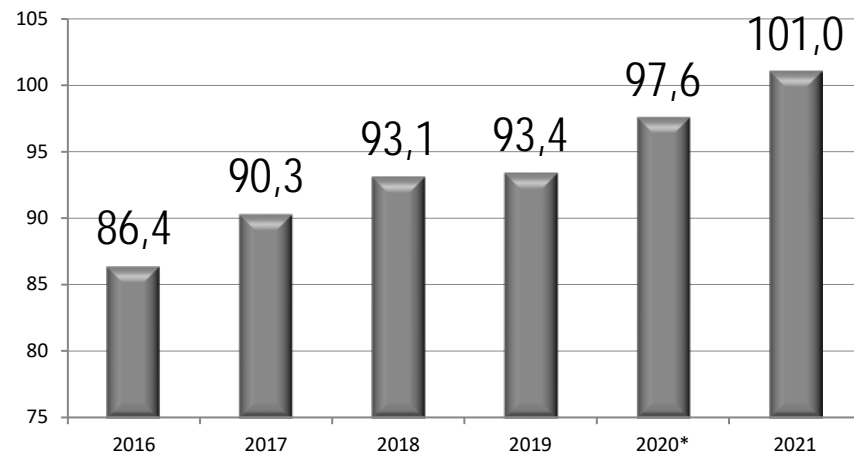
*The comparative amounts have been adjusted due to the change in accounting policy of IAS 19.

Evolution of key P&L figures (*amounts in € ml*)

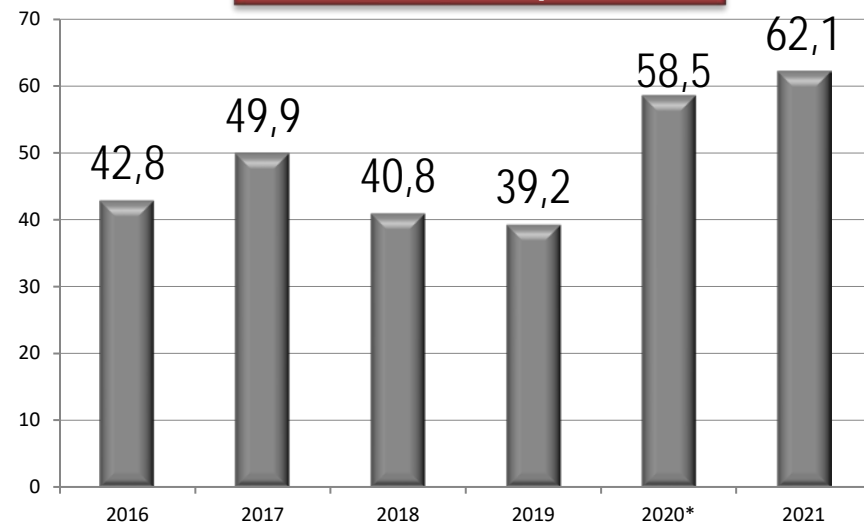
Total Assets



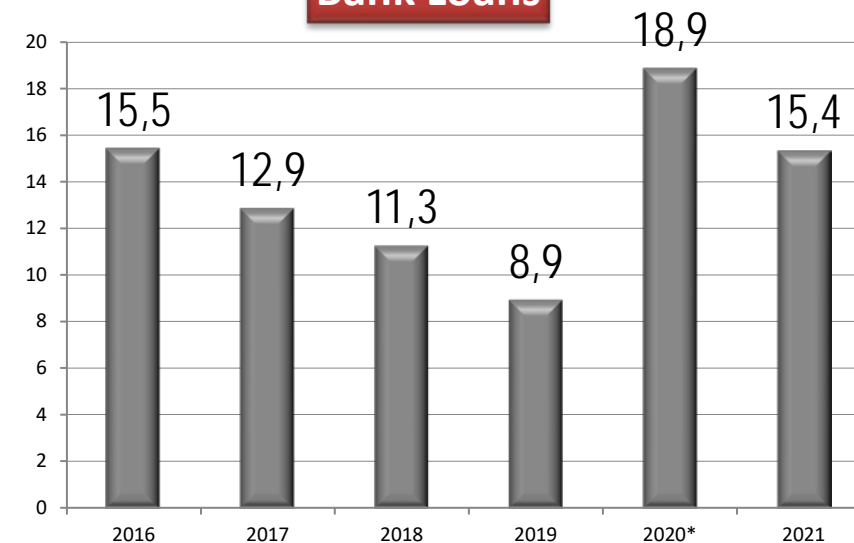
Total Equity



Cash & Cash Equivalents



Bank Loans



*The comparative amounts have been adjusted due to the change in accounting policy of IAS 19.

Consolidated P&L (amounts in € ml)

| | 01.01- 31.12.21 | 01.01- 31.12.20* | Δ% |
|-----------------|--------------------|---------------------|--------|
| Revenue | 436,9 | 354,6 | 23,2% |
| EBITDA | 19,9 | 13,3 | 49,6% |
| % EBITDA margin | 4,6% | 3,8% | 0,8 |
| EBIT | 12,8 | 5,5 | 131,3% |
| % EBIT margin | 2,9% | 1,6% | 1,4 |
| EBT | 11,1 | 3,6 | 206,0% |
| % EBT | 2,5% | 1,0% | 1,5 |
| EAT | 8,5 | 3,1 | 171,4% |
| % EAT margin | 1,9% | 0,9% | 1,1 |

✓ Consolidated sales at € 436,9 m. with a strong double-digit increase (+23,2%). The percentage increase in sales, was 18,2%, excluding the effect of the subsidized sales under the program "Digital Access".

✓ Increase in both EBITDA and bottom line margins.

✓ EBITDA and EBIT significantly increased by 50% and 131% to € 19,9 m. and € 12,8 m., respectively.

✓ Three-digit percentage increase in EBT, to € 11,1 m..

✓ Increase in EAT, to € 8,5 m..

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Consolidated Balance Sheet (amounts in € ml)

| | 31.12.2021 | 31.12.2020* | Δ% |
|---|------------|-------------|--------|
| Tangible assets | 38,1 | 35,0 | 8,8% |
| Right-of-Use Assets | 34,3 | 34,2 | 0,2% |
| Intangible assets | 2,1 | 2,1 | 2,7% |
| Other non-current assets | 4,6 | 4,6 | 0,2% |
| Inventory | 65,9 | 61,3 | 7,5% |
| Accounts Receivables | 25,0 | 27,3 | -8,2% |
| Other current assets and Cash equivalents | 70,0 | 63,7 | 9,8% |
| Total Assets | 240,0 | 228,2 | 5,2% |
| Total Debt | 15,4 | 18,9 | -18,7% |
| Total Lease Liabilities | 38,5 | 36,6 | 5,1% |
| Other Short Term Liabilities | 80,1 | 70,0 | 14,4% |
| Other Long Term Liabilities | 5,0 | 5,1 | -1,0% |
| Total Liabilities | 139,0 | 130,6 | 6,4% |
| Shareholders' Equity | 101,0 | 97,6 | 3,6% |

✓ Increase in inventory by a medium one-digit percentage with a parallel decrease in accounts receivables by a middle single-digit percentage.

✓ Cash equivalents at € 62,1 m., leading to negative net borrowing of € 46,8 m..

✓ Consistent strengthening of the capital base of the Group with the Equity amounting to € 101 m..

✓ According to the above, improvement in the leverage ratio (Debt to Equity) to 1,38.

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Consolidated Cash Flow (amounts in € ml)

| | 01.01- 31.12.2021 | 01.01- 31.12.2020* |
|---|----------------------|-----------------------|
| Cash Flows from Operating Activities | 20,9 | 15,2 |
| Cash Flows from Investment Activities | -5,6 | -1,2 |
| Cash Flows from Financing Activities | -11,7 | 5,3 |
| Net Increase / (decrease) in cash and cash equivalent | 3,6 | 19,3 |
| Cash & Cash equivalents at the beginning of period | 58,5 | 39,2 |
| Cash & Cash equivalents at the end of period | 62,1 | 58,5 |

✓ Significant positive operating cash flows of € 20,9 m., mainly, due to increased EBT combined with the increased liabilities to suppliers.

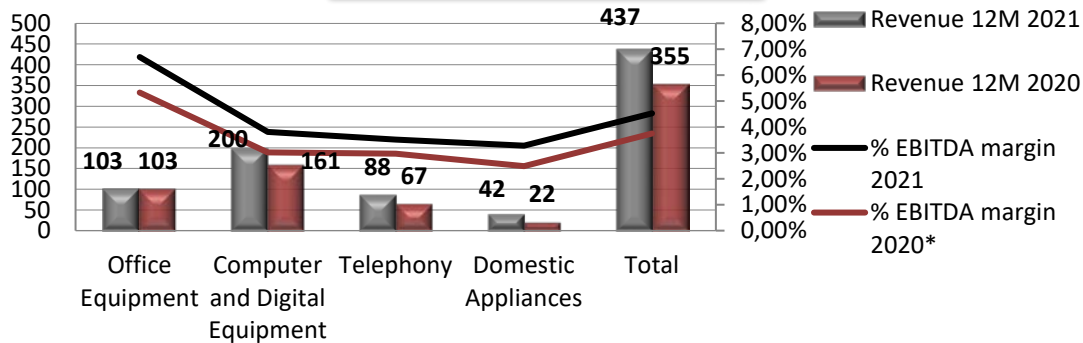
✓ Negative cash flows from financing activities due to the decrease in borrowed funds and the return of share capital.

✓ Consequently, cash and cash equivalents increased to more than € 60 m..

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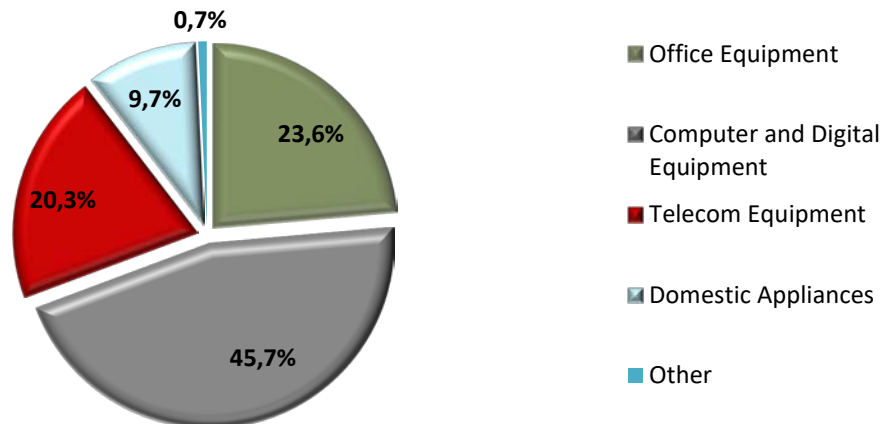
Segmental Analysis

Revenue & % EBITDA



- ✓ Strong double-digit growth rate (24,1%) in sales of "Computer & Digital Equipment" and in sales of Telecom Equipment (32,9%).
- ✓ Impressive increase of 91% in sales of Domestic Appliances, an operating sector that approaches 10% of the consolidated sales.
- ✓ According to the above, substantial change in the segmental shares: Reduced participation of the "Office Equipment" sector in the consolidated sales from 28,9% to 23,6%. In parallel, contribution of "Telephony" sector significantly increased to more than 20% from 18,8%.

Participation 12M 2021



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