

PRESS RELEASE OF THE FINANCIAL RESULTS OF THE FIRST HALF-YEAR OF 2022

PLAISIO COMPUTERS S.A.

Retention of Sales at historical high levels
Limited EBITDA reduction and Earnings After Taxes

- Sales at **€ 192,2 mil.** from **€ 199,2 mil.**, decreased by 3,53%, when **eliminating the total impact of subsidized sales of Digital Care for the two semesters, total sales are increased by 1,42%**.
- Single-digit decrease of EBITDA by 6,9% from **€ 6,2 mil.** to **€6,6 mil.**
- Slight decrease of Earnings Before Taxes and of Earnings After Taxes at **€ 1,7 mil.** in comparison to **€ 1,9 mil.** (-12%) and at **€ 1,3 mil.** to **€ 1,4 mil.** (-11%), respectively.
- Significant Cash Liquidity at the level of **€ 26,8 mil.** and net Cash by excluding loans at **€ 14,1 mil.**, with a parallel repayment of trade payables.
- Strong Capital base amounting to **€ 100 mil.**,

Athens, September 22, 2022: “Plaisio Computers” releases today the financial results for the period 01.01.2022-30.06.2022, according to the IFRS. The basic financial figures for the Group are the following:

Consolidated figures (in thousand €)	01.01.-30.06.2022	01.01.-30.06.2021	+/-
Sales	192.182	199.219	-3,5%
Gross Profit	35.021	33.950	3,2%
EBITDA	6.175	6.634	-6,9%
EBITDA margin (%)	3,21%	3,33%	-0,12
Earnings Before Taxes	1.682	1.912	-12,0%
Earnings After Taxes	1.269	1.426	-11,0%
Earnings per share, basic and diluted (€)	0,0575	0,0646	
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Cash and Cash Equivalents*	26.771	62.117	-56,9%
Total borrowing*	12.640	15.360	-17,7%
Net debt*	-14.131	-46.757	-69,8%

*The comparative figures refer to December 31, 2021

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

«In a difficult period for the economy, the Group managed to maintain the Sales in the same high level of 2021, achieving, in fact, a growth of 1,42%, subtracting the total impact of the Greek State program “Digital Care”. Emphasis is given yet for another period, to the sales of Domestic Appliances, the increase of which approaches 20%, while the Telephony Equipment also shows a strong double-digit increase amounting to 14%. At the same time, the effective management of the figures that form the cost of goods sold led the gross profit to higher level. We are particularly pleased with the development of the services we offer to our customers.

However, unfavorable external factors and mainly the energy cost and the imbalances in the logistics process, combined with the cost of re-adapting of the Group to its post-Covid operation, pushed EBITDA and results after taxes to a slightly lower level.

However, historically the most important part of Group's annual results is generated during the second half of the year. In this context, we are intensifying our efforts to restrain operating costs, with an emphasis on those less affected by external factors, and we are constantly expanding the products and services we offer to our customers. In an uncertain environment, with constant macroeconomic changes, the above target is certainly ambitious.

The C.E.O. Mr Konstantinos Gerardos added:

“The first half of 2022 has been a bumpy ride. Every company had to deal with the global impact of war and the significant increase of the cost of energy, also our industry came up to an uneven comparison to 2021 figures in technology products, since the sector had extreme increases last year due to the trend of Work from Home and the larger Greek State program “Digital Care I”.

Nevertheless, Plaisio achieved a significant increase in market share in the strategic categories of technology products, laptops, and tablets, but also in the equally strategic categories of smartphones, consumables, furniture, games, and small and major domestic appliances. The categories of mobile phones and home appliances there was also an impressive increase in sales.

Commercial milestones of the first semester were the “Digital Care II” program and the preparation for the “Recycle – Change Device” program, with the latter being distinguished as an excellent initiative, not only on a commercial level, but above all as a substantial action of our country's contribution to dealing with of climate change.

Something new for Plaisio was the emphasis on vertical markets and specifically the participation in the Horeca exhibition, where during the exhibition days more than 15.000 businesses in the catering and tourism sectors visited the Plaisio stand and enriched our corporate customer base.

Also worth mentioning is the upward trend of the Stores channel. In the first semester, the participation of the network of stores in the total sales was 54%. This was further strengthened during the school period, when the stores were full of customers to a point reminiscent of pre-Covid times, with the participation of the particular sales channel exceeding 60%.

Based on these developments, in the first half of the year we renovated five stores and expanded our store in Heraklion, Crete to include the domestic appliances category.

Finally, the most important point, is the contribution of Plaisio to the society. In the first semester we expanded the axis of educational robotics, where along with the Plaisiobots "gold" team 57 teams were evaluated for the “Plaisiobots The Race” robotics competition. The three winning teams visited MIT University in Boston, meeting great technology professors and emerging start-ups robotics”.