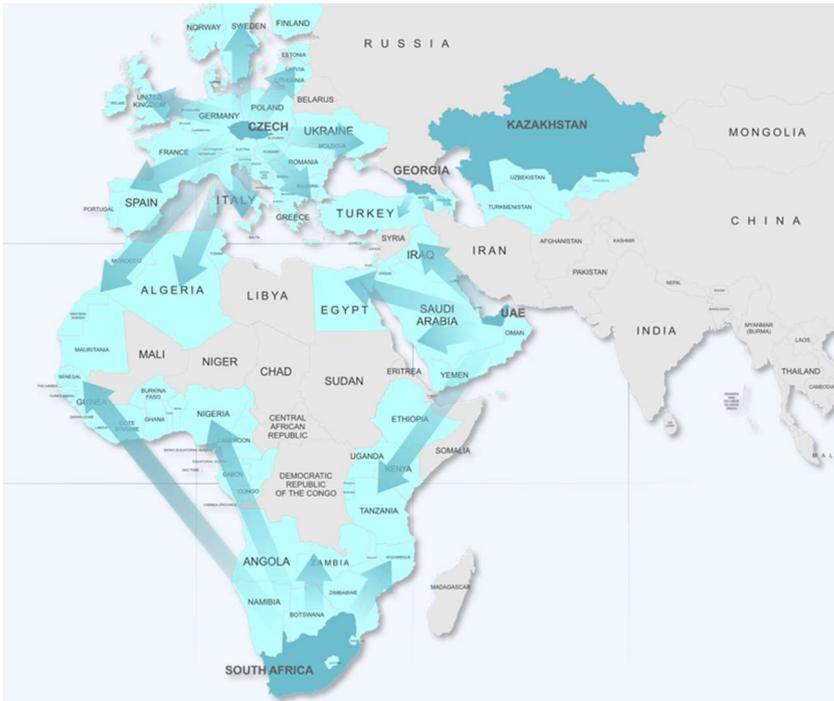


### GEOGRAPHICAL EXPANSION

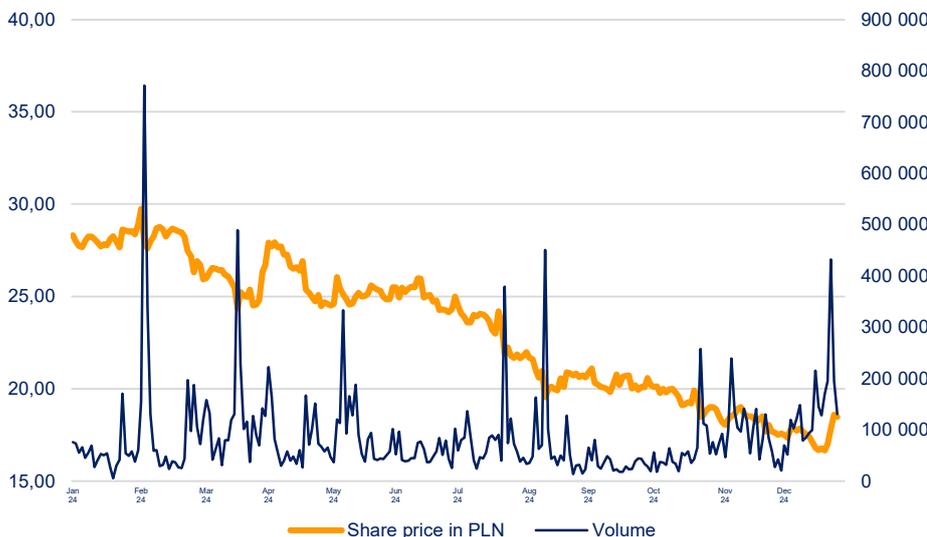


### BASIC INFO

- distributor of IT products and solutions
- headquarters in the 'ASBIS Hi-Tech Cluster' in Cyprus
- over 20,000 active customers in 60 countries worldwide
- subsidiaries in 34 countries, local presence in key countries
- 4 distribution centers (Prague, Dubai, Georgia and South Africa)

Ticker	ASB
Place of listing	Warsaw
Listing currency	PLN
Reporting currency	US\$
Share price (30.12.2024)	18.5
Market cap. (PLN m)	1,025
Market cap. (US\$ m)	250
EPS (2024) US\$ cents	98.09
DPS (2024) US\$	0.50

### SHARE PRICE/ VOLUME



### WHY ASBIS

1. Unique geographical presence across all markets of Emerging Markets of EMEA
2. A diversified portfolio of hardware, software, private labels and complex solutions for large enterprises
3. Strong relationships with all key IT vendors, emanating from more than 34 years of existence
4. Flexible and adaptive in market changes through a long-lasting management
5. Transparent and open relationship with investors

### KEY CORPORATE EVENTS

- 8th May, 2025 1Q'25 results
- 7th Aug, 2025 1H'25 results
- 6th Nov, 2025 3Q'25 results

	Number of shares & votes	% of share capital & votes
KS Holdings Ltd*	20,448,127	36.84%
Zbigniew Juroszek**	2,797,625	5.04%
Free float	32,254,248	58.12%
<b>TOTAL</b>	<b>55,500,000</b>	<b>100.00%</b>

\*CEO holds shares as the ultimate beneficial owner of KS Holdings Ltd.

\*\*Zbigniew Juroszek together with related entities.

### DIVIDEND INFORMATION:

Dividend date – May 19th, 2025

Dividend payout date - May 29th, 2025

US\$ m	1Q24	2Q24	3Q24	4Q24	1Q23	2Q23	3Q23	4Q23	2024	2023
CIS	329.9	243.1	291.7	401.8	405.5	323.7	385.2	448.9	1,266.5	1,563.3
CEE	187.2	185.0	216.6	280.0	160.0	180.3	189.0	261.7	868.8	791.0
MEA	121.4	113.5	127.5	128.1	91.8	102.6	123.6	107.6	490.4	425.7
WE & other	74.7	104.3	86.7	117.0	64.6	67.5	74.1	75.1	382.8	281.2
<b>TOTAL REVENUES</b>	<b>713.2</b>	<b>645.9</b>	<b>722.5</b>	<b>926.9</b>	<b>721.9</b>	<b>674.1</b>	<b>771.9</b>	<b>893.3</b>	<b>3,008.5</b>	<b>3,061.2</b>

### STATEMENT OF PROFIT OR LOSS

US\$ m	1Q24	2Q24	3Q24	4Q24	1Q23	2Q23	3Q23	4Q23	2024	2023
<b>Revenue</b>	<b>713.2</b>	<b>645.9</b>	<b>722.5</b>	<b>926.9</b>	<b>722.0</b>	<b>674.1</b>	<b>771.8</b>	<b>893.3</b>	<b>3,008.5</b>	<b>3,061.2</b>
Gross profit	59.1	51.5	55.2	74.4	62.1	54.2	61.7	74.4	240.2	252.3
Gross profit margin	8.3%	8.0%	7.6%	8.0%	8.6%	8.0%	8.0%	8.3%	8.0%	8.2%
Selling & Administrative expenses	-34.6	-36.1	-36.2	-38.8	-33.4	-32.8	-33.9	-39.7	-145.9	-139.8
<b>Operating profit/loss</b>	<b>24.4</b>	<b>15.3</b>	<b>19.0</b>	<b>35.5</b>	<b>28.7</b>	<b>21.3</b>	<b>27.8</b>	<b>34.7</b>	<b>94.3</b>	<b>112.5</b>
Operating margin	3.4%	2.4%	2.6%	3.8%	4.0%	3.2%	3.6%	3.9%	3.1%	3.7%
Net financials	-7.5	-7.6	-7.2	-7.2	-8.1	-8.0	-8.1	-8.0	-29.5	-32.2
FX loss (liquidation of foreign operations)	-	-	-	-0.2	-	-	-	-11.3	-0.2	-11.3
<b>Profit/loss before tax</b>	<b>17.0</b>	<b>7.9</b>	<b>11.7</b>	<b>28.4</b>	<b>20.9</b>	<b>13.5</b>	<b>26.2</b>	<b>4.4</b>	<b>65.0</b>	<b>65.0</b>
Tax	-3.0	-1.8	-2.2	-3.8	-3.5	-2.3	-3.9	-2.3	-10.8	-12.0
<b>Profit/loss for the period</b>	<b>14.0</b>	<b>6.1</b>	<b>9.5</b>	<b>24.6</b>	<b>17.4</b>	<b>11.2</b>	<b>22.2</b>	<b>2.1</b>	<b>54.2</b>	<b>53.0</b>
Net margin	2.0%	0.9%	1.3%	2.7%	2.4%	1.7%	2.9%	0.2%	1.8%	1.7%

### STATEMENT OF FINANCIAL POSITION

US\$ m	1Q24	2Q24	3Q24	4Q24	1Q23	2Q23	3Q23	4Q23	2024	2023
<b>Non-current assets</b>	<b>82.4</b>	<b>85.9</b>	<b>86.5</b>	<b>88.2</b>	<b>64.5</b>	<b>73.2</b>	<b>71.3</b>	<b>81.3</b>	<b>88.2</b>	<b>81.3</b>
Property, plant and equipment	67.9	70.9	71.5	72.6	54.4	63.0	61.3	66.9	72.6	66.9
Intangible assets (incl. goodwill)	2.0	2.2	2.6	2.8	1.0	1.2	1.4	1.7	2.8	1.7
<b>Current assets</b>	<b>957.2</b>	<b>800.1</b>	<b>865.1</b>	<b>1,112.7</b>	<b>930.7</b>	<b>904.7</b>	<b>965.7</b>	<b>931.2</b>	<b>1,112.7</b>	<b>931.2</b>
Inventories	470.4	442.5	410.5	516.8	502.7	494.2	496.6	413.8	516.8	413.8
Trade receivables	341.0	270.7	312.5	396.9	327.5	319.3	373.2	346.1	396.9	346.1
Cash at bank and in hand	114.0	58.9	106.2	155.0	69.4	66.2	74.4	143.6	155.0	143.6
<b>ASSETS</b>	<b>1,039.7</b>	<b>885.9</b>	<b>951.5</b>	<b>1,200.8</b>	<b>995.2</b>	<b>977.9</b>	<b>1,037.0</b>	<b>1,012.5</b>	<b>1,200.8</b>	<b>1,012.5</b>
<b>Equity</b>	<b>294.1</b>	<b>280.6</b>	<b>290.9</b>	<b>298.3</b>	<b>261.2</b>	<b>270.3</b>	<b>275.8</b>	<b>281.2</b>	<b>298.3</b>	<b>281.2</b>
<b>Non-current liabilities</b>	<b>29.0</b>	<b>29.9</b>	<b>29.8</b>	<b>27.2</b>	<b>12.0</b>	<b>14.3</b>	<b>13.3</b>	<b>15.7</b>	<b>27.2</b>	<b>15.7</b>
Long-term borrowings	27.9	28.7	28.7	26.1	11.0	13.3	12.2	14.7	26.1	14.7
<b>Current liabilities</b>	<b>716.7</b>	<b>575.5</b>	<b>631.0</b>	<b>875.3</b>	<b>722.0</b>	<b>693.2</b>	<b>747.9</b>	<b>715.5</b>	<b>875.3</b>	<b>715.5</b>
Trade payables	358.9	241.4	321.1	510.2	302.7	358.4	373.5	349.7	510.2	349.7
Short-term borrowings	210.4	176.7	175.6	222.3	250.6	166.5	196.9	197.0	222.3	197.0
<b>EQUITY and LIABILITIES</b>	<b>1,039.7</b>	<b>885.9</b>	<b>951.7</b>	<b>1,200.8</b>	<b>995.2</b>	<b>977.9</b>	<b>1,037.0</b>	<b>1,012.5</b>	<b>1,200.8</b>	<b>1,012.5</b>

### STATEMENT OF CASH FLOWS

US\$ m	1Q24	2Q24	3Q24	4Q24	1Q23	2Q23	3Q23	4Q23	2024	2023
Operating cash flow	-41.5	-24.6	56.2	36.6	-100.0	59.4	3.3	82.7	26.7	45.4
Investing cash flow	-3.5	-5.8	-3.5	-5.3	-3.8	-6.0	5.9	-7.7	-18.1	-11.7
Financing cash flow	12.7	-44.3	10.4	9.7	5.3	-31.9	3.3	5.6	-11.5	-17.7
<b>Net cash flow</b>	<b>-32.3</b>	<b>-74.7</b>	<b>63.1</b>	<b>41.0</b>	<b>-98.6</b>	<b>21.5</b>	<b>12.5</b>	<b>80.6</b>	<b>-2.9</b>	<b>16.0</b>

### KEY RATIOS

US\$ m/(x)	1Q24	2Q24	3Q24	4Q24	1Q23	2Q23	3Q23	4Q23	2024	2023
Net debt (excl. factoring)	45.2	93.6	41.3	22.8	112.0	59.9	64.8	-0.5	22.8	-0.5
Net debt (incl. factoring)	108.8	129.5	81.7	77.6	180.1	99.1	121.2	52.3	77.6	52.3
Net debt/equity (excl. factoring)	0.15	0.33	0.14	0.08	0.43	0.22	0.24	-	0.08	-
Net debt/equity (incl. factoring)	0.37	0.46	0.28	0.26	0.69	0.37	0.44	0.19	0.26	0.19
Cash cycle (days)	31.3	18.9	16.7	29.4	20.7	18.8	20.4	25.2	39.9	29.4