



Warsaw, 31 May 2019

Press release

ABC Data Group: over PLN 1 billion in revenues in the first quarter of 2019!

ABC Data S.A. – a leading IT hardware and consumer electronics distributor in the CEE region – published the report for the first quarter of 2019. In the reporting period, the Group generated consolidated sales revenue in the amount of PLN 1,018 million. This means a 5% (+PLN 51 million) increase in consolidated sales revenue compared to the first quarter of 2018, when it amounted to PLN 967 million.

The y/y increase in consolidated sales revenue results from the dynamic development in the area of new mobile technologies. In the first quarter of 2019 the revenue from sales of products in this category amounted to PLN 329 million, which means a rise by 58% compared to the same period last year. In this case, the driving factor was a significant level of sales of Apple products and Xiaomi-branded smartphones and ecosystem devices. In the other basic product groups, ABC Data recorded comparable or slightly lower sales levels compared to the previous year.

– The results obtained in the first quarter of 2019 are due to the constant implementation of the established development plan. Digitization of the world around us is not only persistent, but it constantly accelerates, thanks to the technological advances. Being a leading IT distributor in this part of Europe, ABC Data is perfectly aware of this trend. In fact, as a provider of the state-of-the-art hardware and technology we are an active participant of the process – says Ilona Weiss, President of the Management Board of ABC Data S.A –The future of IT will be shaped by cloud solutions, artificial intelligence, the Internet of Things and 5G. This is why we invest in increasing the share of products and services from these areas in our portfolio. It is worth noting, however, that mobile devices remain one of the primary drivers of technological development.

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Thus, we decided to focus on this particular area. The obtained results prove that it was a right business decision – adds Ilona Weiss.

The sales revenue amounting to PLN 1,018 million generated in the first quarter of 2019 translated into the reported EBITDA of PLN 1.8 million. In turn, the consolidated net profit of the Group was PLN 8.9 million, compared to PLN 2.3 million generated in the first quarter of 2018. The comparability of the profit level on a year-to-year basis is affected by events of non-operating and non-pecuniary character related to sale and deconsolidation of ABC Data s.r.o. with its registered office in the Czech Republic, implementation of the International Financial Reporting Standard (IFRS) 16, the impact of exchange rate fluctuations not covered by hedge accounting and the planned transaction of sale of ABC Data to ALSO Holding. After excluding the aforementioned events, the adjusted EBITDA for the first quarter of 2019 amounted to PLN 0.5 million and the financial net result was - PLN 3.8 million compared to PLN 9.2 million of the adjusted EBITDA and PLN 6.0 million of the adjusted net profit generated in the first quarter of 2018. In the reporting period, gross margin on sales amounted to PLN 48.9 million, meaning 4.7% (a drop by 1% y/y).

In December 2018 the tender offer for shares of ABC Data was announced. The tender offer set the ground for the planned sale of ABC Data to the ALSO Holding Group. The sale process has already entered its final stage. By 12 June this year, the European Commission shall announce its decision on the potential acquisition. In turn, June 13 will be the last day of the tender offer for shares of ABC Data. Immediately after receiving the necessary approvals and the successful termination of the tender offer, the works related to finalizing the sale of ABC Data to Roseville Investments Sp. z o.o., which is a subsidiary of ALSO Holding AG, will be launched.



About ABC Data S.A.

ABC Data S.A. is a leading IT hardware distributor in Central and Eastern Europe. It is the only company in the industry that operates directly in eight CEE countries. The company successfully sets market trends and systematically expands its portfolio with products relying on new, innovative technologies. Thanks to many years of investing in online customer service platforms, today ABC Data S.A. enjoys the leading position in the field of online B2B sales. From 2009 to 2018, ABC Data S.A. received eight awards for the Best IT Distributor in the CEE region given out by EMEA Channel Academy: one of the most important industry distinctions. It is the first Polish company that became a member of GTDC, a prestigious association of the largest IT distributors in the world. From 2010, ABC Data has been listed on the Warsaw Stock Exchange.

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