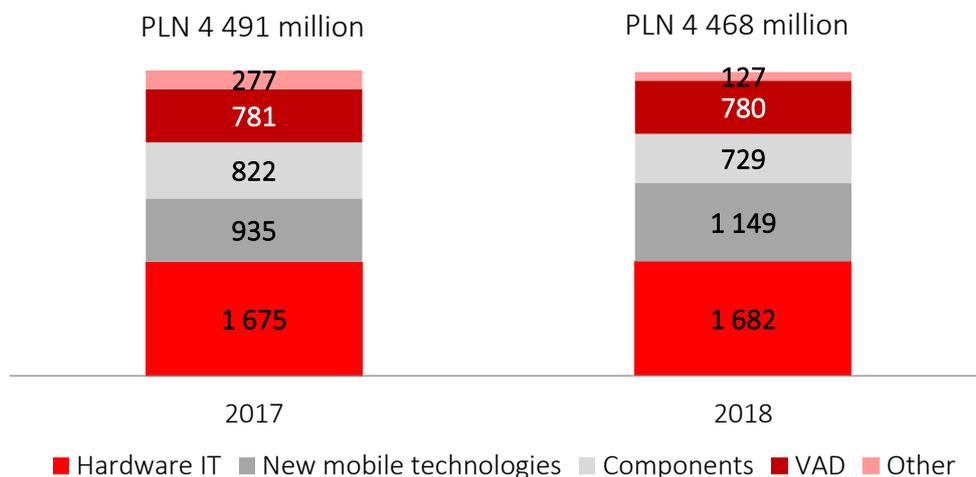


Press release

**The ABC Data Group – PLN 4.5 billion income in 2018!**

- PLN 4,468 million sales income
- Stable gross margin on sales
- Double-digit sales growth in the mobile area
- Planned takeover of ABC Data by the international player – ALSO Holding
- Annual results were decreased by one-off accounting transactions

The ABC Data Group generated PLN 4,468 million of sales revenue in 2018, which is comparable to 2017, when it amounted to PLN 4,491 million. In the reporting period, the gross margin on sales equaled 5.7%, and despite the pricing pressure noticeable in the market, gross margin was maintained at a similar level compared to 2017.

**The sale of ABC Data Group in product cross-section**



The ABC Data Group in 2018 recorded dynamic growth in mobile technologies. This growth amounted to over PLN 200 million (+ 23%) y-o-y, and the value of sales exceeded PLN 1 billion. This result successfully compensated for the nominal decreases in component and hardware sales, as a result of external factors such as reduced demand for graphics cards or the decreased availability of processors from one of our main producers. Therefore, 2018 sales in the area of VAD remained at the same level compared to the previous year and amounted to PLN 780 million.

*– For most of 2018 our Group faced and overcame various challenges. These included among others: dropping margins and increasing price pressure, which resulted from growing competition and, indirectly, from the existing regulatory environment. Moreover, we witnessed an important escalation in the costs of remuneration, transport and receivables insurance. We did everything to guide ABC Data through these turbulent times in the best possible manner. We believe our efforts in this regard have been successful and have brought the desired results.* – says Ilona Weiss, Chief Executive Officer of ABC Data S.A.

The consolidated financial results, adjusted for one-off transactions, yielded a gross profit of PLN 256.1 million, EBITDA of PLN 36.6 million, and a net profit of PLN 9.7 million. The reported consolidated financial results are as follows: gross profit on sales of PLN 255.4 million, an EBITDA loss in the amount of PLN 32 million, and a negative net result in the amount of PLN 69.5 million.

Due to the classification of ABC Data as an asset for sale, the management board of ABC Data S.A. decided to make a number of revaluations and write-offs for 2018. These relate to the revaluation of assets held for sale (related to the planned acquisition of ABC Data by ALSO Holding), the write-off of deferred tax assets, provisions related to tax proceedings in subsidiaries iSource and ABC Data s.r.o. (Czech company) and the revaluation of shares in ABC Data s.r.o. due to its sale.

*– All revaluations were purely for accounting purposes in nature and had no impact on cash flows. The Group's Management Board obtained the appropriate approvals from financing*





*institutions regarding the withdrawal from the audit of covenants for 2018 – explains Ilona Weiss.*

Importantly, on 21 December 2018, a framework agreement for the sale of the enterprise of ABC Data and ABC Data Marketing to a company belonging to ALSO Holding AG was concluded. At the same time, a tender offer for shares of ABC Data S.A. was announced. It will be in effect until 13 May 2019.

*– With ABC Data’s enterprise potential joining ALSO Holding AG’s dynamically developing capital group, we are provided with even greater development opportunities. I have no doubt it will be beneficial for both companies and their business environments, as well as for everyone who uses IT hardware and consumer electronics on a daily basis – summarizes the CEO of ABC Data S.A.*

The planned acquisition of the enterprise of ABC Data by ALSO Holding is entering a decisive phase. Immediately after receiving the necessary consent from the authorities and contractors, as well as the successful settlement of the tender offer for shares of ABC Data, the company will start selling the enterprise to Roseville Investments Sp. z o.o. – an entity controlled by ALSO Holding AG.

#### **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 to become 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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