



**ENTERSOFT**

Corporate Presentation  
Q1 2023

April 11, 2023

Software for ambitious enterprises

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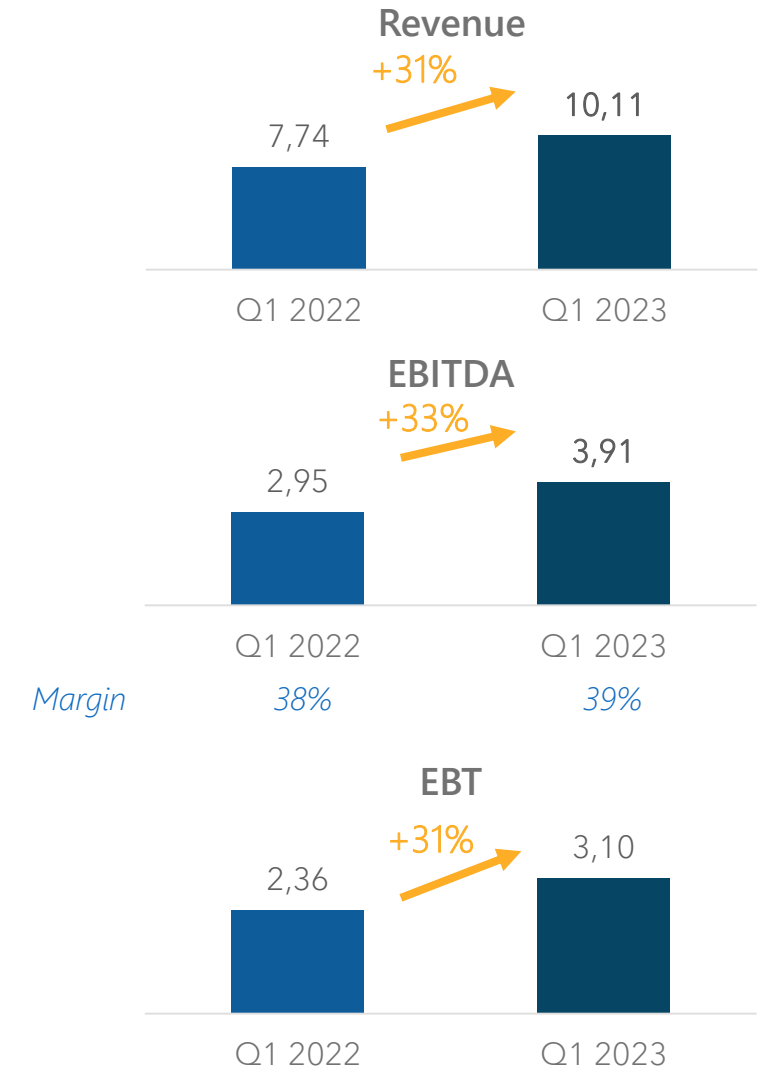
The Financial Results and the basic Financial information presented herein refer to unaudited financial figures and include the estimates of the Management and provisions relating to financial data or other events of the fiscal year 2023.

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# Q1 2023 at a glance

- All organic units and latest acquisitions (Bit Software, Pharma and Property management software) resulted in 31% revenue growth, exceeding expectations
- Entry into new vertical markets of Property Management Software with the acquisition of CGSoft. Early signs show significant potential in the local market and the Group's other geographies outside Greece
- Strong pipeline of signed new projects to be implemented in the next quarters
- Significant new business from the first subsidies programs (RRF), affecting mainly our Partners Channel
- Board of Directors to propose to General Shareholders Meeting dividend of €0,10 per share
- EBITDA growth rate slightly exceeding revenue growth rate

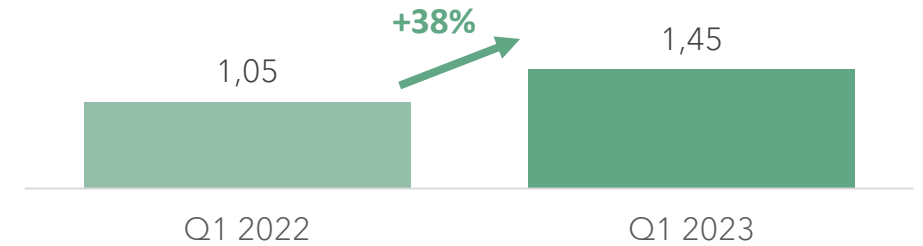
(amounts in millions €, Consolidated)  
Unaudited



# Revenue breakdown by activity

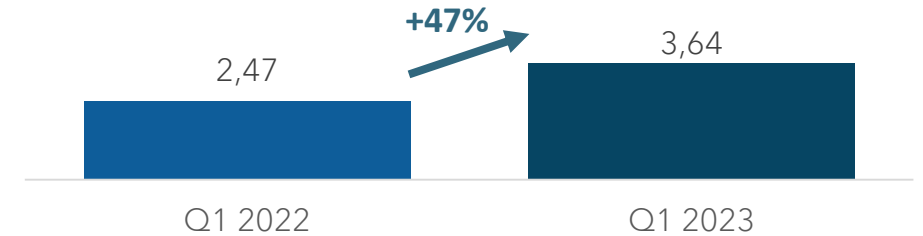
## Licenses

Continuation of the growth trend of Q4 2022 in significant new projects primarily in ERP. All growth organic



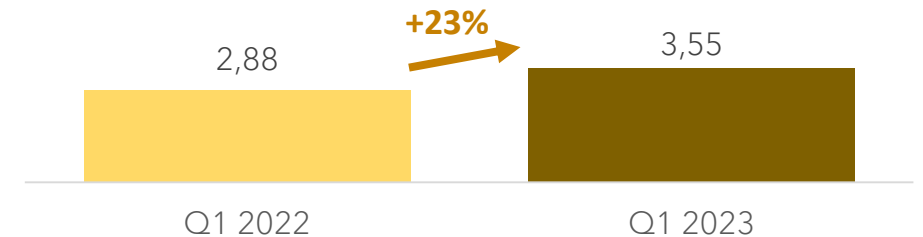
## Annual Releases (Maintenance)

Half of growth attributed to the acquisitions of Bit Software and CGSoft



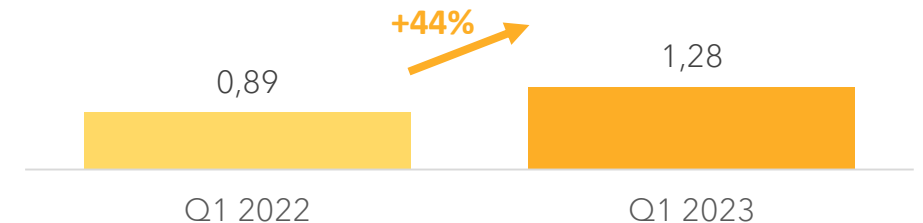
## Services

Steady growth attributed to greater demand by the installed base



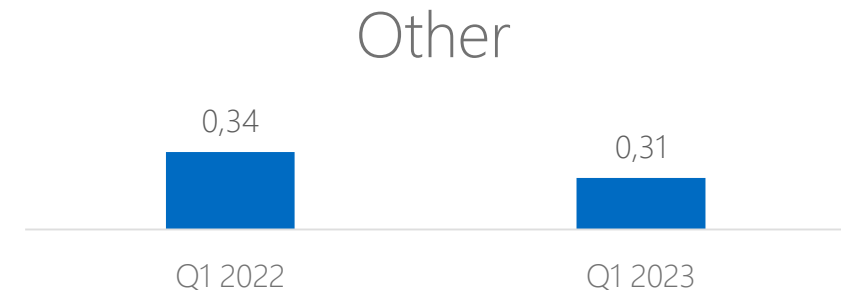
## SaaS

Growth driven mainly by the acquisition of Bit Software



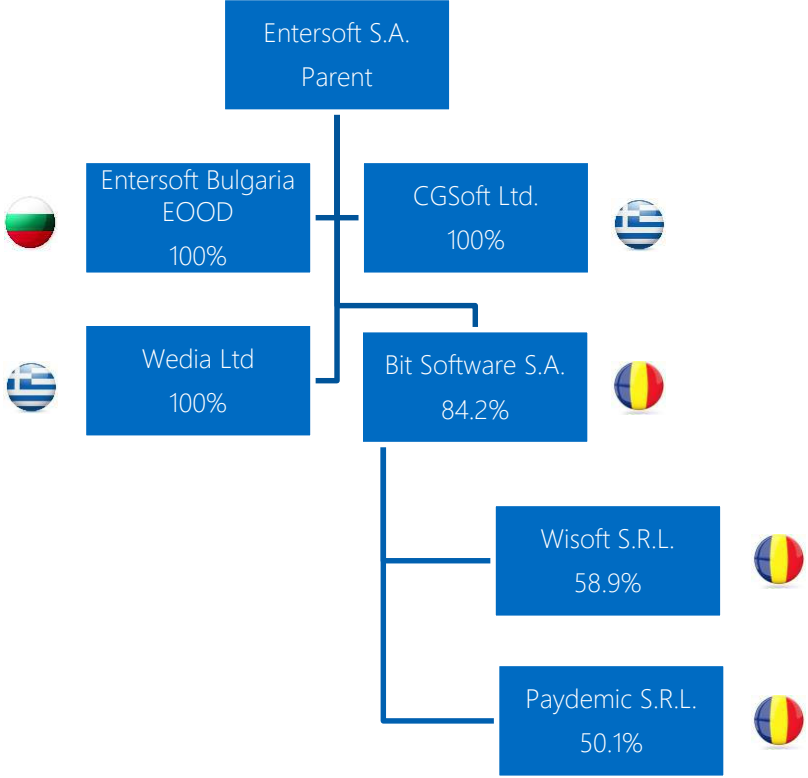
# Geographies

- Greek **revenues** of 8,04 mil Euros corresponding to **19%** growth **YoY**.
- Following the acquisition of Bit Software, strong potential in the Romanian market. Country will continue to be focus for Entersoft outside Greece for the mid term.
- Revenue outside Greece growing steadily, for the first time surpassing 20% threshold
- Other geographies steady and profitable, but not currently a focal point



# Appendix

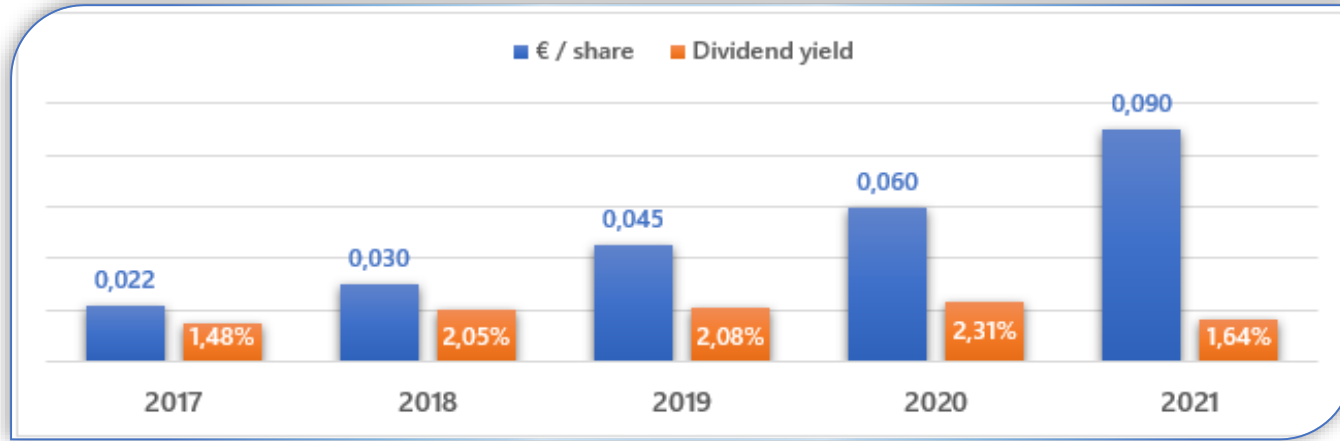
# Entersoft Group Structure *(as of 11-Apr-2023)*



*All entities are subject to full consolidation in accordance with prevailing accounting standards*

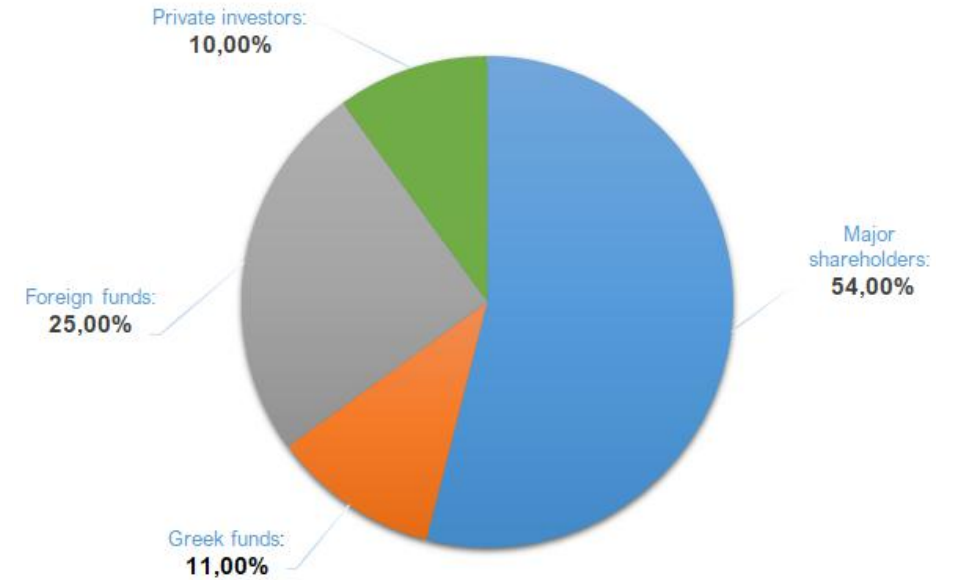
# Share information

## Dividend history



Dividend per share was restructured in previous years with the split 1:6 (12/6/2020)

## Shareholder structure



## Share price history



## Stock data

	10/04/2023	16/02/2023	12/10/2022	30/06/2022	14/04/2022
Capitalization	111.300.000	124.200.000	100.200.000	119.100.000	163.800.000
Number of shares	30.000.000	30.000.000	30.000.000	30.000.000	30.000.000
HiLo Chg	3,14%	2,95%	3,37%	3,65%	1,84%
Marketability	0,0585%	0,0559%	0,0352%	Last 6 months (avg)	

# THANK YOU!

Contact us

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