

# Press Release

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## Entersoft 2023: Another year of intense growth with +28% in revenue and +33% in EBITDA

Athens, February 29, 2024

Entersoft announces its key financials for fiscal year 2023:

- Revenues of **€37.8 million**, increased by 28% compared to fiscal year 2022 (€29.6 million)
- EBITDA of **€12.7 million**, increased by 33% compared to fiscal year 2022 (€9.5 million)
- Earnings before Taxes of **€8.8 million**, increased by 31% compared to prior year 2022 (€6,7 million)
- Cash balance of **€11.2 million**, compared to €14.8 million at the end of prior year 2022.

2023 was one more year of intense activity for Entersoft, as we concluded 4 new acquisitions, new products launched in the market, we achieved entrance into new vertical markets, we concluded our internal restructuring and simplification plan with legal mergers in Romania.

In this framework, Entersoft achieved strong revenue growth of 28%, both organic, winning new customers and new projects, and from acquisitions.

At the same time, the company achieved strong profitability for one more year with EBITDA margin 33.6% which is one of the highest in the industry internationally.

For 2024, the Company will continue on a similar path and will pursue strong double-digit organic growth rates while at the same time continuing the search for new acquisition opportunities in both Greece and Romania. We estimate that organic growth will remain strong for the coming years as a result of the increased demand for all the Group's products and services, which is further strengthened by the institutional interventions of the State for the gradual mandatory application of electronic invoicing to the Government, the consolidation of

retail systems with POS, the implementation of the digital job card and other similar interventions that are planned.

**About Entersoft S.A.** [www.entersoft.gr](http://www.entersoft.gr) Entersoft is a group of IT companies that provides a wide range of software and specialized solutions (ERP, CRM, SCM, Retail, Mobile, HRM, eInvoicing, eCommerce) to companies of all sizes for the automation of all units, departments and business activities using integrated innovations (Cloud, SaaS, Web, BI, AI, ML, etc.). With a systematic implementation, training and support methodology, it covers all vertical markets such as Manufacturing, Commerce, Retail, Retail, Food & Hospitality, Services, Primary Sector, Logistics and Healthcare. Being listed on the Athens Stock Exchange Regulated Market, it has significant export activity and serves thousands of customers in over 40 countries with mission-critical software. It has well-trained and certified executives and a quality network of partners with significant expertise and has shown strong growth rates over time.