



## **ANNOUNCEMENT OF FINANCIAL RESULTS 2023**

April 29, 2024

"AS COMMERCIAL INDUSTRIAL COMPANY OF COMPUTERS AND TOYS SA" operating under the distinctive title "AS COMPANY S.A.", with registration number G.E.M.I. 057546304000, proudly announces its record-breaking financial performance for the year 2023. During this period, the company achieved historic profitability, boasting an EBITDA of €5.95 million a ratio of 19.16% of sales.

AS COMPANY S.A. maintained its prominent position in the children's toys sector, achieving historically high sales at Group level, which reached €28.7 million in 2023. These noteworthy results were driven by the introduction of innovative products that seamlessly blend quality with affordability.

The Group's EBIDTA amounted to € 5,500 million in 2023 compared to € 4,659 mil. in 2022, marking an increase of 18,05%. At the same time, the increase in the gross profit ratio and the positive capital gains on the bonds contributed to consolidated profit before tax amounting to € 5,954 million, compared to € 3,284 million of the period of 2022, marking an increase of 81,32%. Consolidated profits after tax also saw a significant upswing, reaching €4.533 billion, compared to €2.581 billion in the previous year, marking a notable 75.64% increase. The subsidiaries' contribution to the Group's sales

stood at 16%, with their share in profit before tax amounting to 14.3% depicting their integral role in the company's overall success.

**Condensed annual consolidated financial data**

| to € 000  | 2023   | 2022   | %      |
|---|--------|--------|--------|
| <b>Turnover</b>                                       | 28.697 | 29.658 | 0,14%  |
| <b>Gross Profit</b>                                   | 13.861 | 12.259 | 13,07% |
| <b>Earnings Before Interest, Depreciation and Tax</b> | 5.500  | 4.659  | 18,05% |
| <b>Profit before Tax</b>                              | 5.954  | 3.284  | 81,32% |
| <b>Profit after Tax</b>                               | 4.533  | 2.581  | 75,64% |

The company is prioritizing digital restructuring and enhancement as a core element of its strategic framework. It remains committed to furnishing its customers with essential digital tools, placing particular emphasis on e-commerce.

Management's primary objectives encompass enhancing profitability, ensuring liquidity, and sustaining a competitive edge within the toy industry. Concurrently, the proactive pursuit of opportunities to boost turnover, whether through acquisitions or expansion into related sectors, remains a top priority for AS COMPANY SA. In a move to fortify its overall risk management and capitalize on Greece's inherent advantages, Management opted to allocate a portion of its liquidity toward investments in the tourism sector in Crete. The total investment amounts to €3.996 million.

Preserving liquidity, achieving profitable results, and maintaining a strong competitive position were focal points

for Management in fiscal year 2023. The Company's Management intends to propose a gross dividend of € 0,13684 per share, representing an 18,2% increase compared to the previous year's distribution. This proposed dividend distribution is subject to the approval of the Annual General Meeting of Shareholders.

The financial data of the fiscal year 2023 are posted on the Company's website <https://ir.ascompany.gr> and on that of the Athens Exchange.