



ENTERSOFT

Corporate Presentation

July 2024

July 30, 2024

Software for ambitious enterprises

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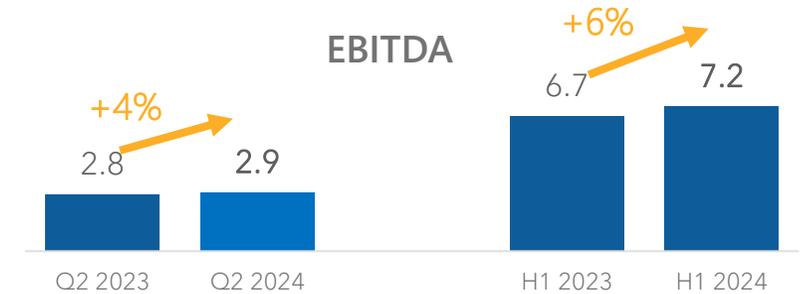
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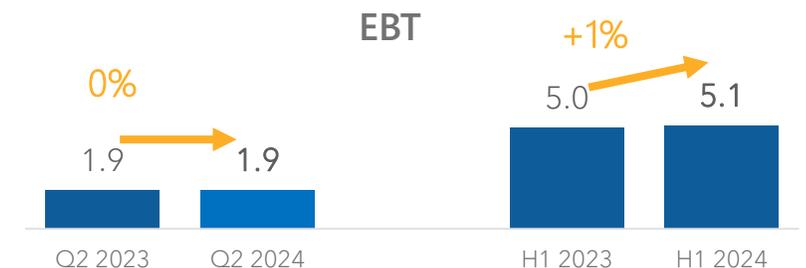
Q2 & H1 2024 at a glance

- Strong organic growth in Q2 resulted in 16% half-year revenue growth in line with expectations
- Strong demand for electronic invoicing and increasing demand for WMS & ERP systems supported significantly the organic growth
- Strong pipeline of signed new projects to be implemented in the next quarters
- EBITDA growth rate 6% lower than revenue growth rate due mainly to one-off unexpected costs

(amounts in millions €, Consolidated)
Unaudited



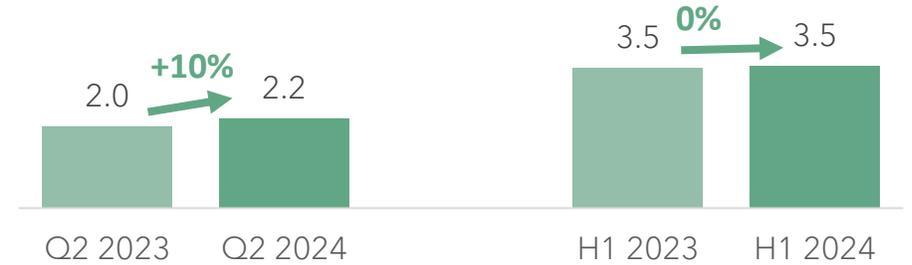
Margin 31% 26% 35% 32%



Revenue breakdown by activity

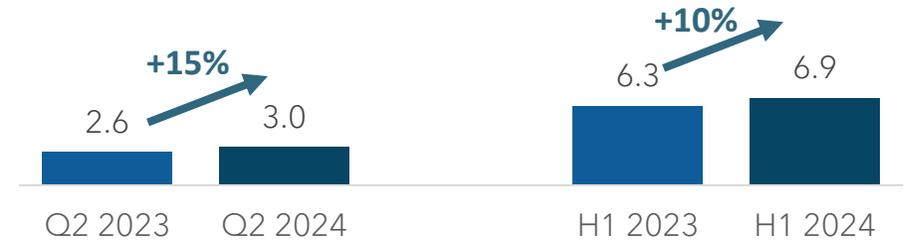
Licenses

License sales increased in Q2 and matched last year's exceptional H1 performance



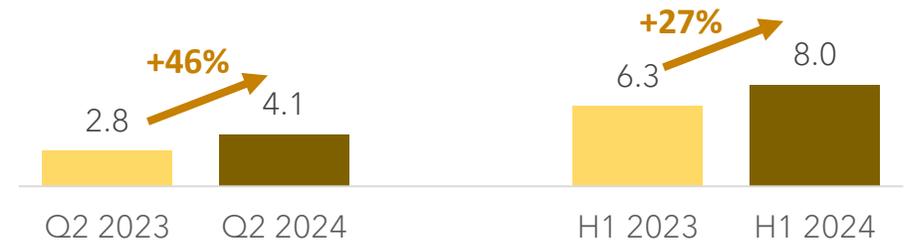
Annual Releases (Maintenance)

Organic growth due to new client acquisitions, increased pricing and negligible churn



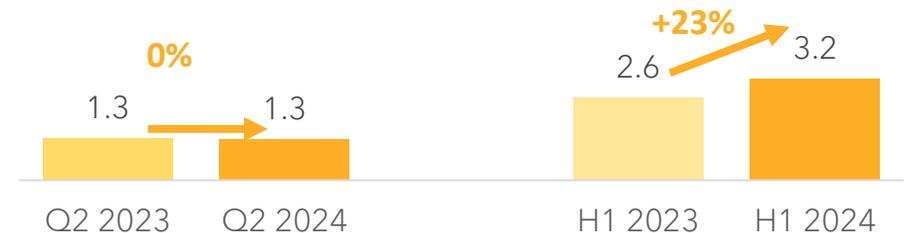
Services

Growth attributed to greater demand by new clients and the installed base as well as the acquisition of Retailsoft & Infopower



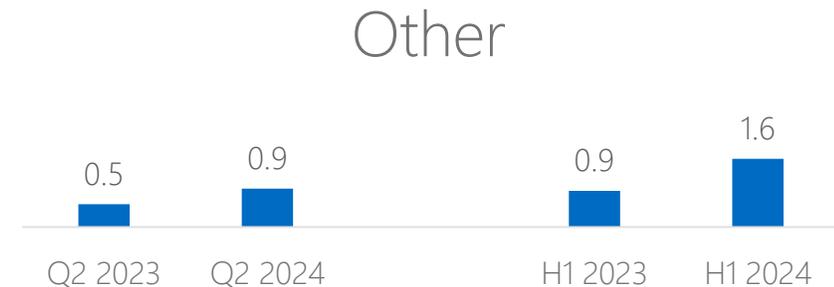
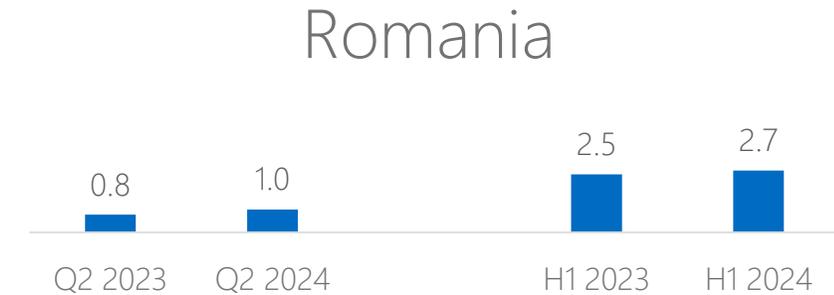
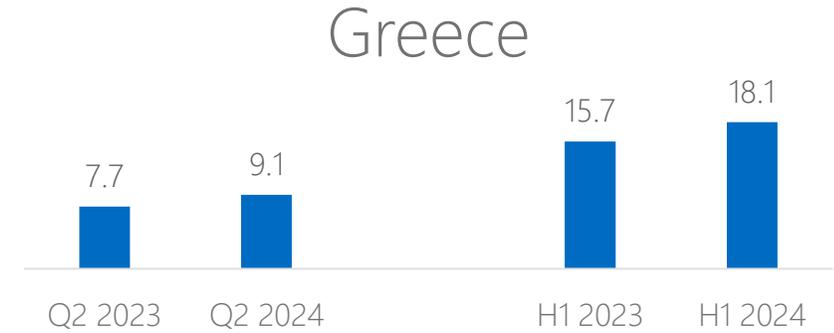
SaaS

Growth driven mainly by demand for eInvoicing and the new products Quickbiz & Worklife only as SaaS



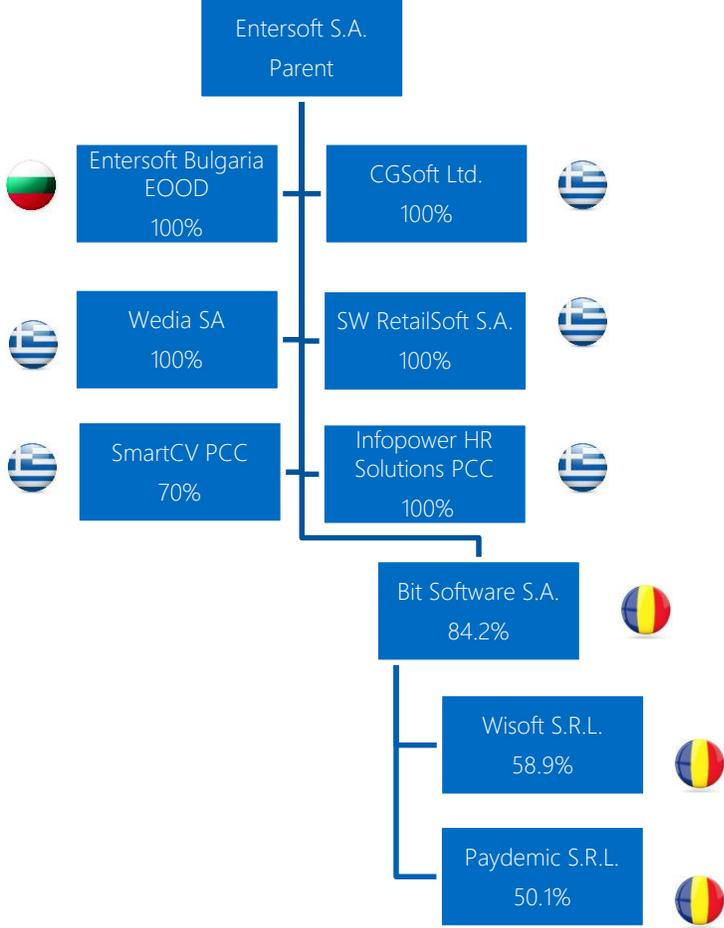
Geographies

- Greek revenues of 18,1 mil Euros corresponding to 16% growth YoY.
- Romania still underperforming compared to other markets
- Other geographies increased significantly thanks to new projects of existing and new customers.



Appendix

Entersoft Group Structure



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

THANK YOU!

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