



EPSILONNET
GROUP OF COMPANIES

Corporate Presentation

June 2021



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EPSILONNET
GROUP OF COMPANIES

Our Facilities | Our People





Epsilon Net Group at a glance

8 Subsidiaries



+750 Employees

+35 Products

+300 Partners/Resellers

+75,000 Clients

Financial figures

FY2020

Revenue

€21.69mln +20.69%

EBITDA

€5.14mln +57.55%

EBT

€3.30mln +141.48%

Q1 2021

Revenue

€8.07mln +110.60%

EBITDA

€2.69mln +207.74%

EBT

€2.23mln +463.84%



Best Workplaces consequently since 2015



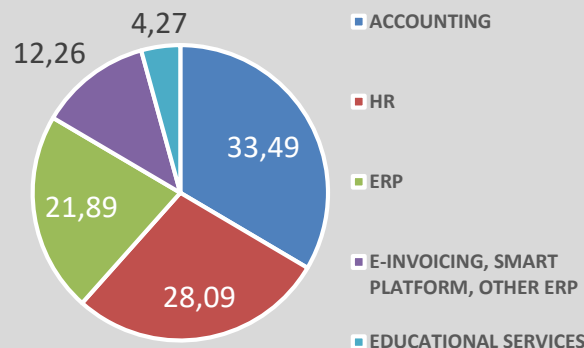
European Business Awards



No 1 - Client Support Services

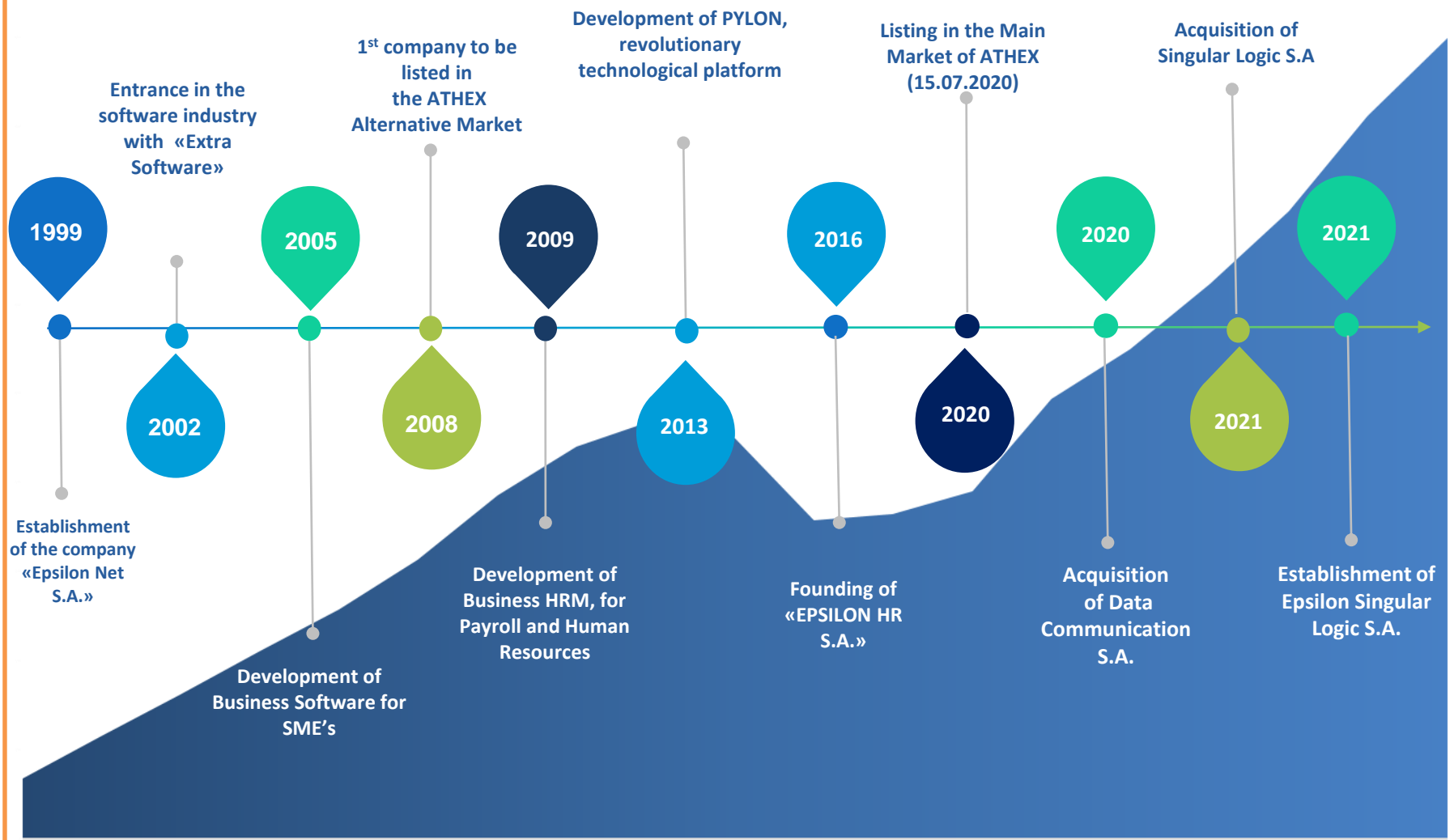
'High Quality Support & Market Engagement'

Sales breakdown





Epsilon Net Milestones





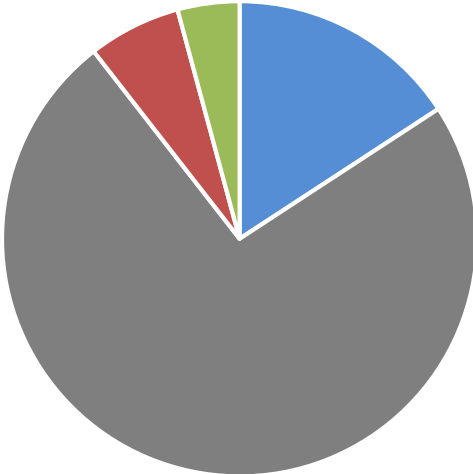
Business Model



Epsilon Net Group Product Installation Base

Web & Cloud Technology in Business Software

Product Installation base



- Accounting & Tax Office
- Commercial & ERP
- Payroll & HRM
- Vertical Markets



Commercial & ERP Software
+75,000 Installations



Accounting & Tax Office Software
+15,500 Installations



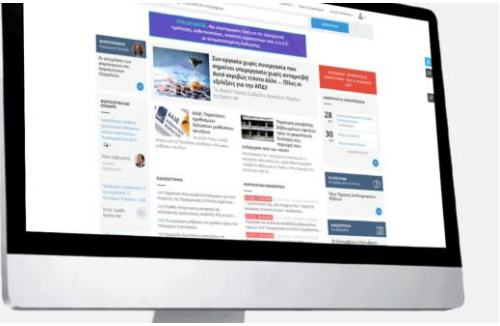
Payroll & HRM Software
+7,500 Installations



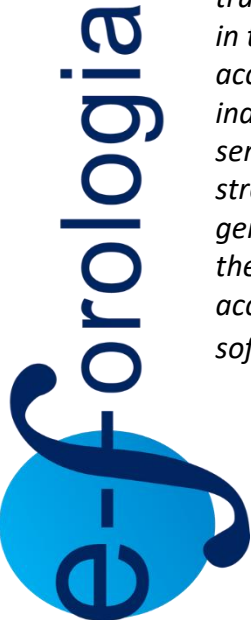
Vertical Markets
(Hotel – Restaurant – Auto – Gas Station)
+5,000 Installations



e-Forologia.gr



Leading Financial, Tax & Labor Legislation Portal with +65k monthly visits & +15k scientific Q&A's



Strong and trusted brand in the Greek accounting industry serving as a strong lead generation for the core accounting software.

- Reliable information
- Daily Articles
- Calendar
- Online e-Bookstore
- Tax information
- Interviews
- Weekly review
- Scientific team

New users per annum

• 1,593,047

Pageviews per annum

• 11,544,340

Sessions per annum

• 7,693,946

Uniquely positioned to navigate complicated regulatory environment



Constantly changing tax framework for businesses

450 new directives that change the tax obligations of companies in 2020

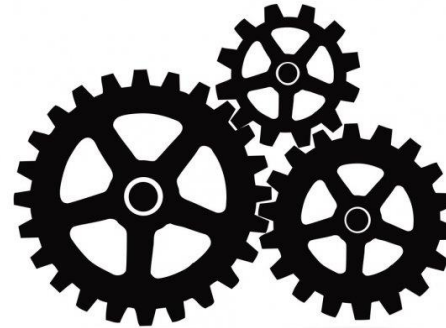


Constantly changing framework of labor and insurance legislation

280 new directives on labor and insurance regulations in 2020



41 new versions of software applications for accounting offices



**Live Phone Support
Daily from 09:00-21:00**

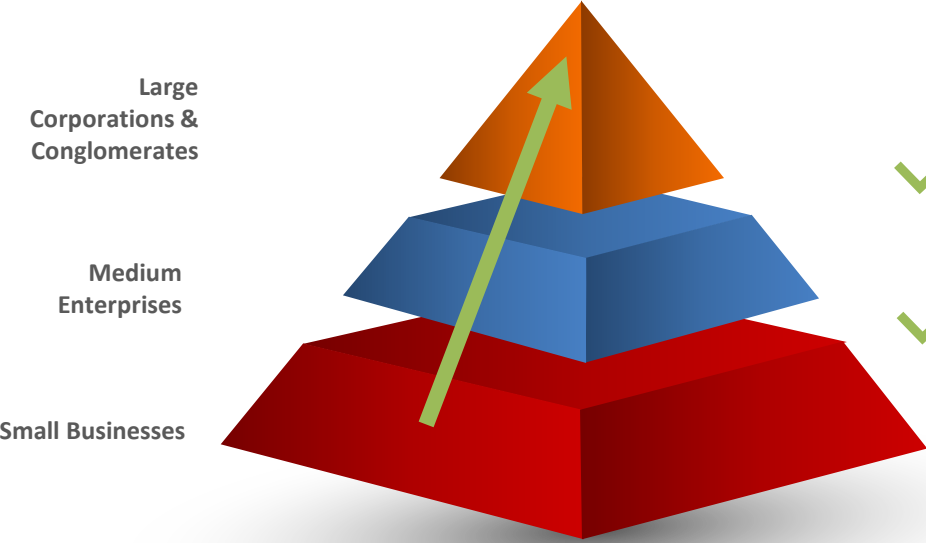


**Leader in the
market of
Accounting
Offices**





Epsilon Net Flexible Business Model



- ✓ *Epsilon Net penetrates the market of Medium and Small enterprises which are connected with accountant offices*
- ✓ *Epsilon Net penetrates in the market of Large and Medium enterprises through HRM & Payroll systems*

Traditional Software Business model

- Unable to manage upgrade of enterprises
- Difficult to readjust to new business size
- Complex data migration process
- Limited interface according to user

Epsilon Net Competitive Advantages

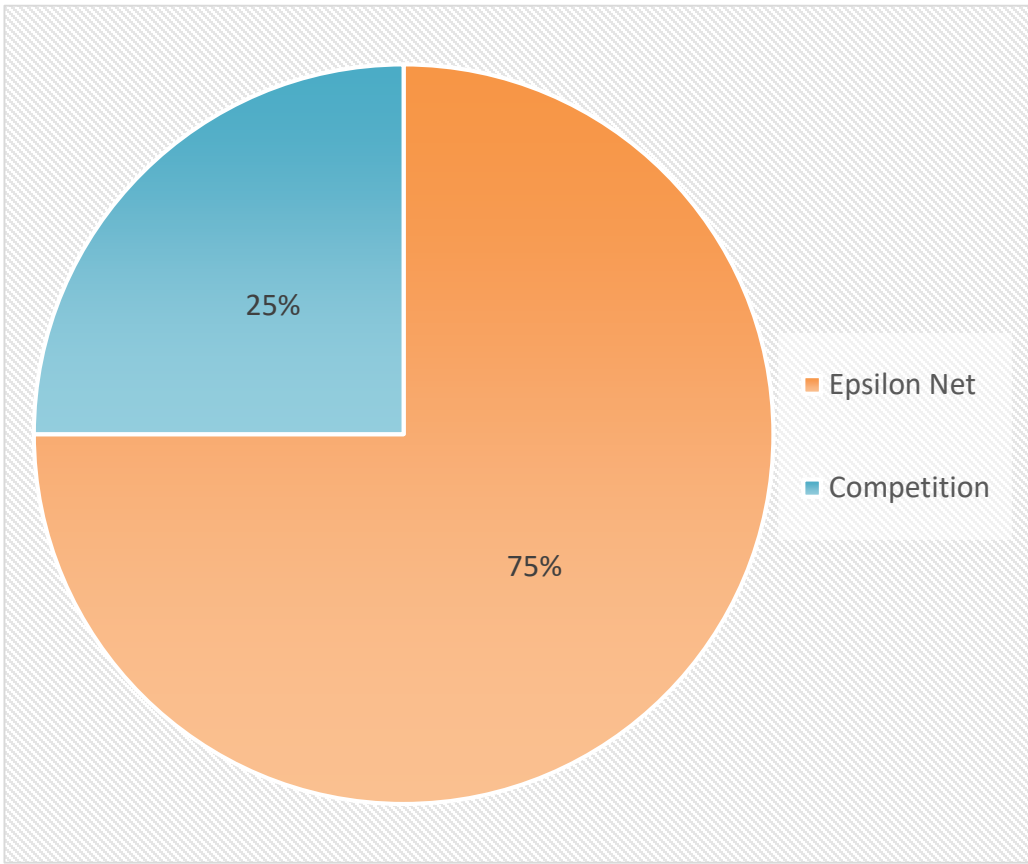
- ✓ Customizable as the business grows
- ✓ Flexible Cost Policy / Pay-as-you-go model
- ✓ Negligible migration costs
- ✓ Fully integrated online & cloud platforms



Corporate Strategy – Penetration to the Market through Accounting Offices

Epsilon Net is the Leader of the market of Accounting Offices in Greece with more than 15.000 installations in this market.

*** Estimated number of Small and Medium Enterprises in Greece is +750k**



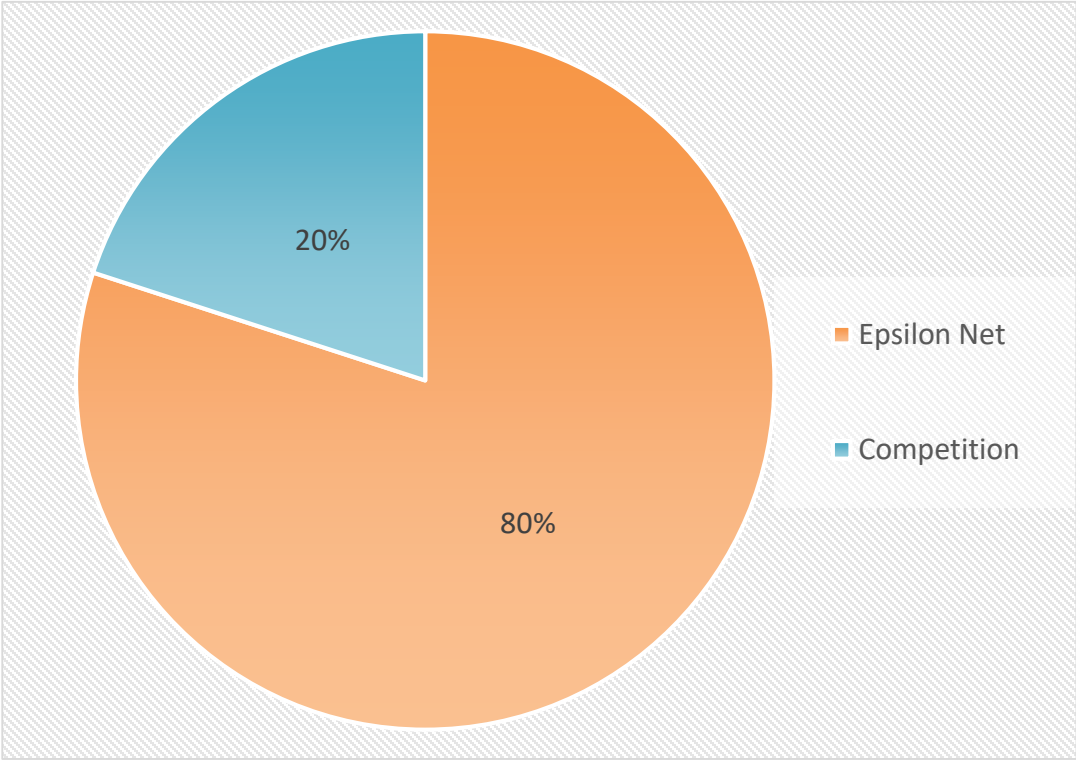
Competitors

* All figures are based on our estimations



Corporate Strategy – Penetration to the Market through HR & Payroll Systems

Epsilon Net is the leader in Payroll and HR Systems to Medium and Large Enterprises which have internal payroll department.



- Large Enterprises – Number of Employees 250+
- Medium Enterprises – Number of Employees 10-250

Competitors



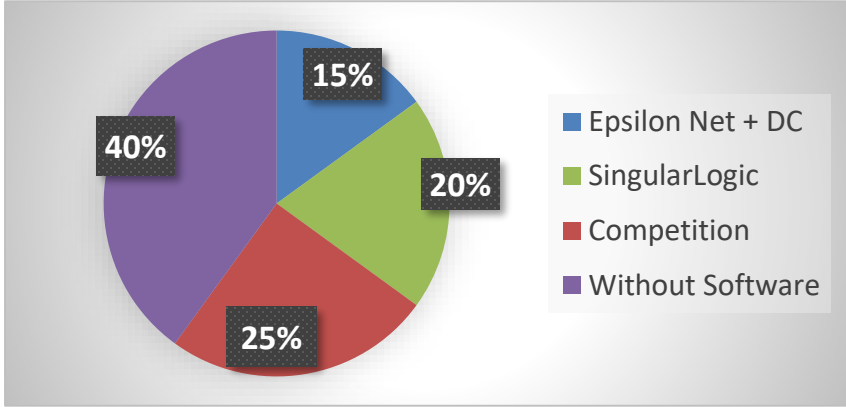
* All figures are based on our estimations



Corporate Strategy – Commercial Software – ERP

Positioning

Total Market Share
(Small, Medium & Large Enterprises)



Competitors

SAP

Microsoft

ENTERSOFT

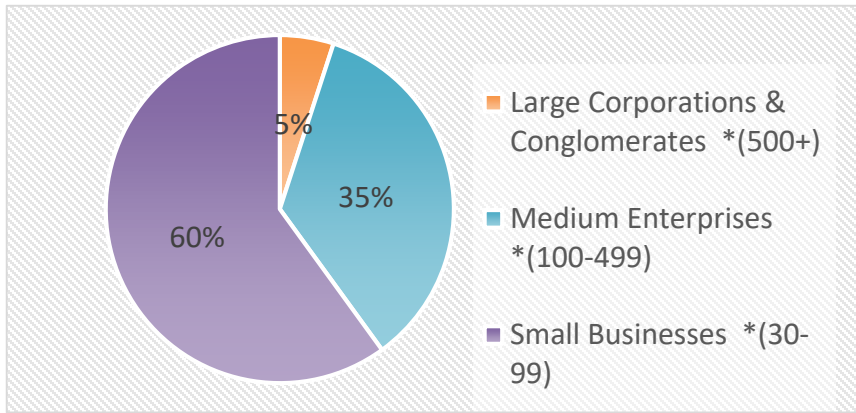
softone
more than software

Megasoft
YOUR SOFTWARE PARTNER

TESAEgroup
Pegasus Software Solutions

Other Competitors in Vertical Markets

Epsilon Net
Customer Mix
breakdown



* Number of Employees

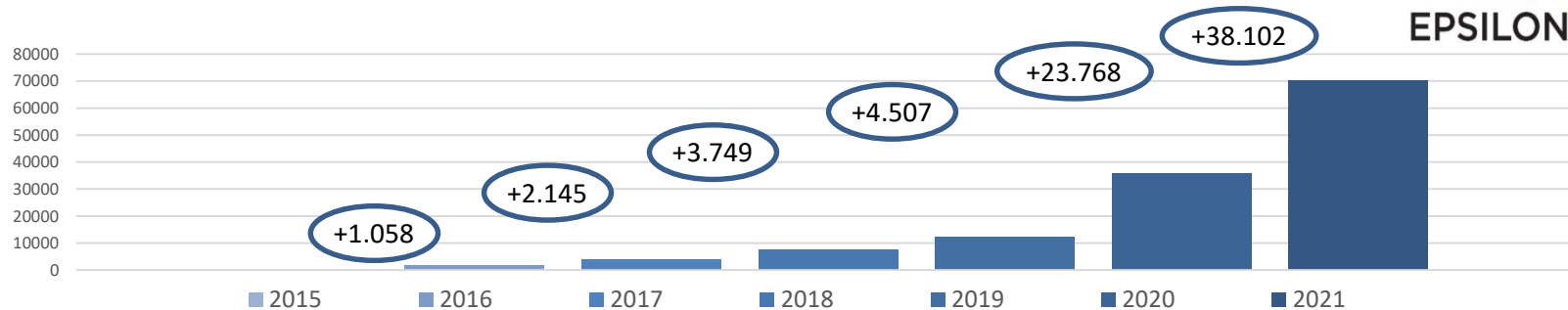
* All figures are based on our estimations

Evolution of customer growth (Figures after the Acquisition of Data Communication & Singular Logic)

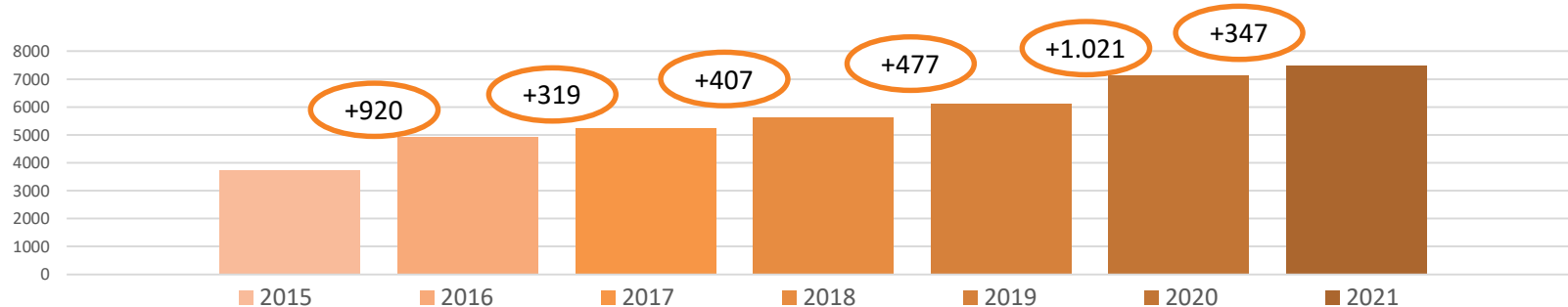


EPSILONNET

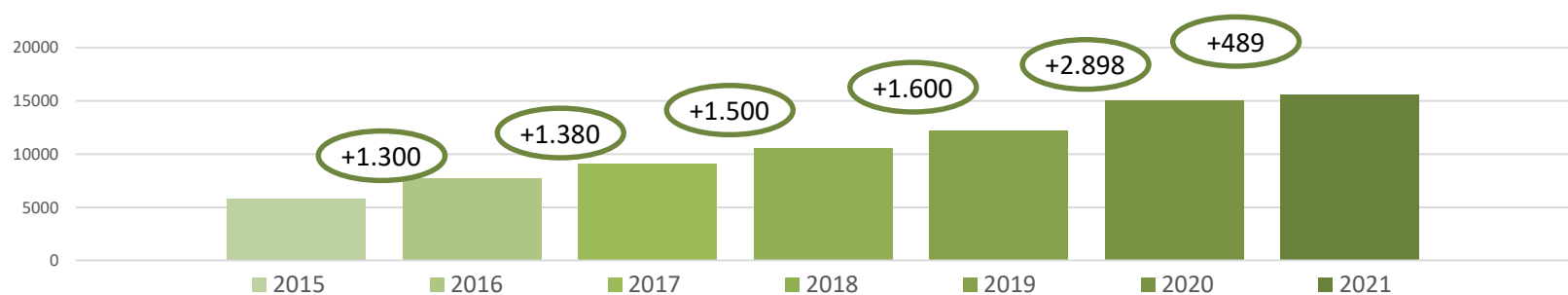
ERP + Vertical Markets



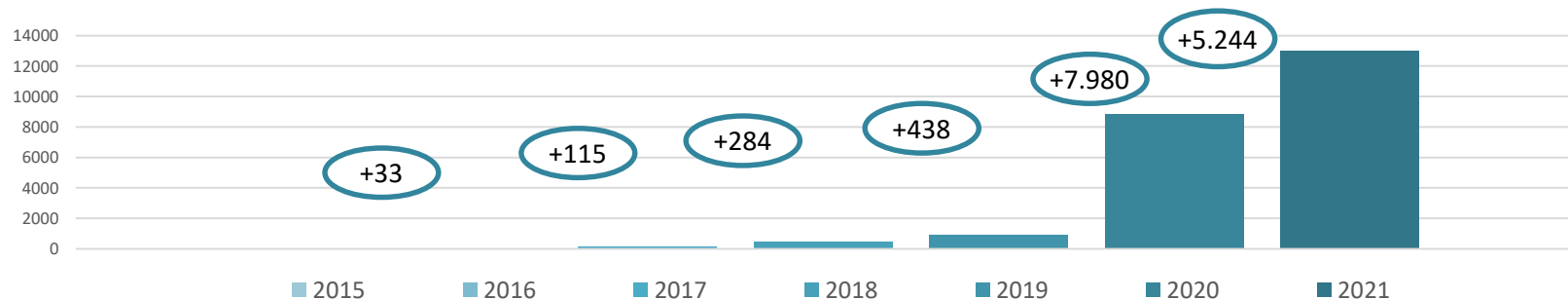
HR/Payroll



Accounting software



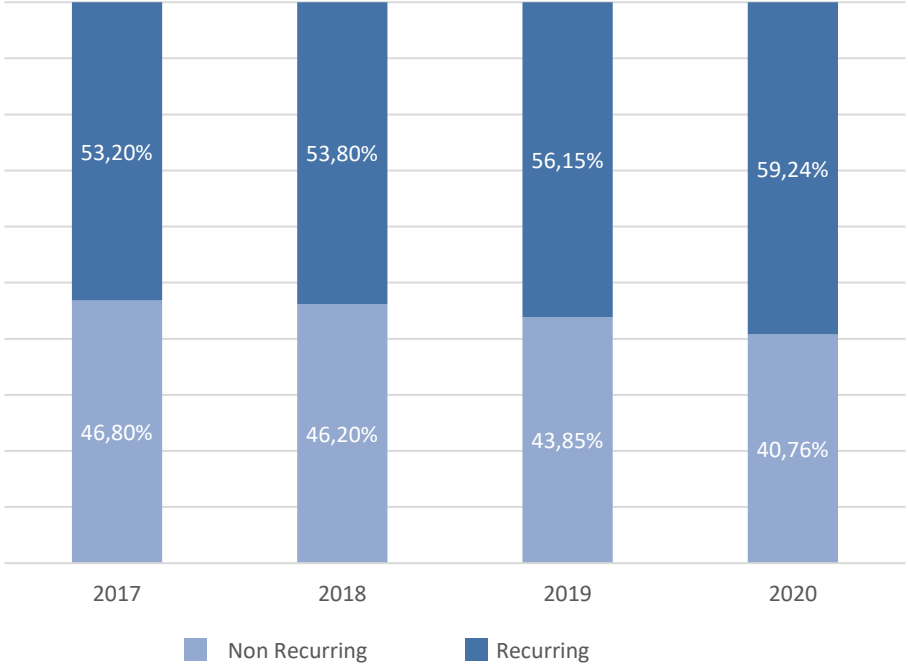
Cloud



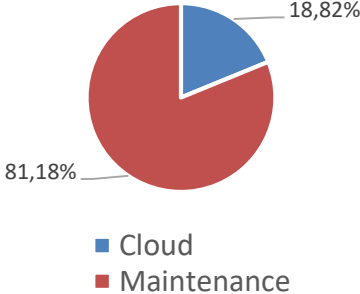


Robust base of recurring revenue

Strong customer retention builds resilient base of recurring revenue



Recurring Revenue



Customer Retention

97,5% 97,8% 98,2% 98,5%

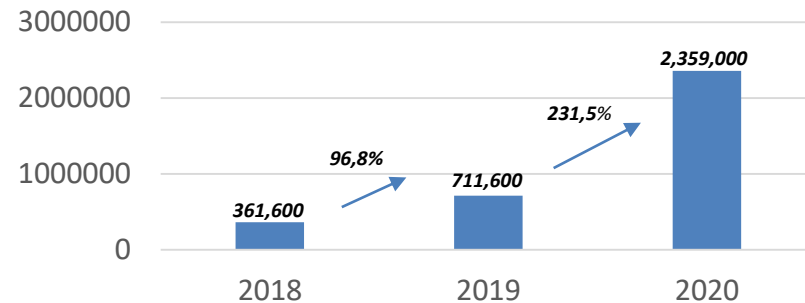
Offering leading cloud-based software solutions

Cloud-based software products and platform simplifies the business and modernizes the control of a company. Revolutionary online services for accountants and accounting firms that combines information, and expense savings.

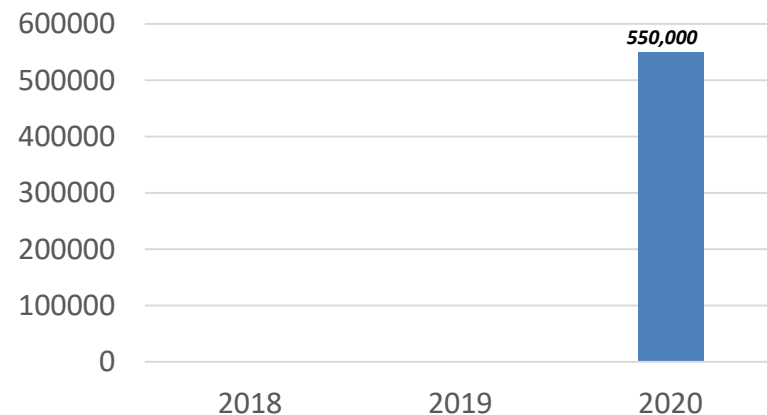
Cloud-based software solutions offers:

- 24/7 ACCESS
- REGISTRATION OF EXPENDITURES
- OMNI-CHANNEL SUPPORT
- CUSTOMER / SUPPLIER LEDGERS
- E-DATABASE OF TAX RETURNS ETC.
- TRANCACTION DATA
- PAYROLL DATA
- FINANCIAL DATA OF THE COMPANY
- HR PAYROLL

Cloud- based Revenue (€)



Epsilon Smart Revenue (€)



Creating the Digital Era

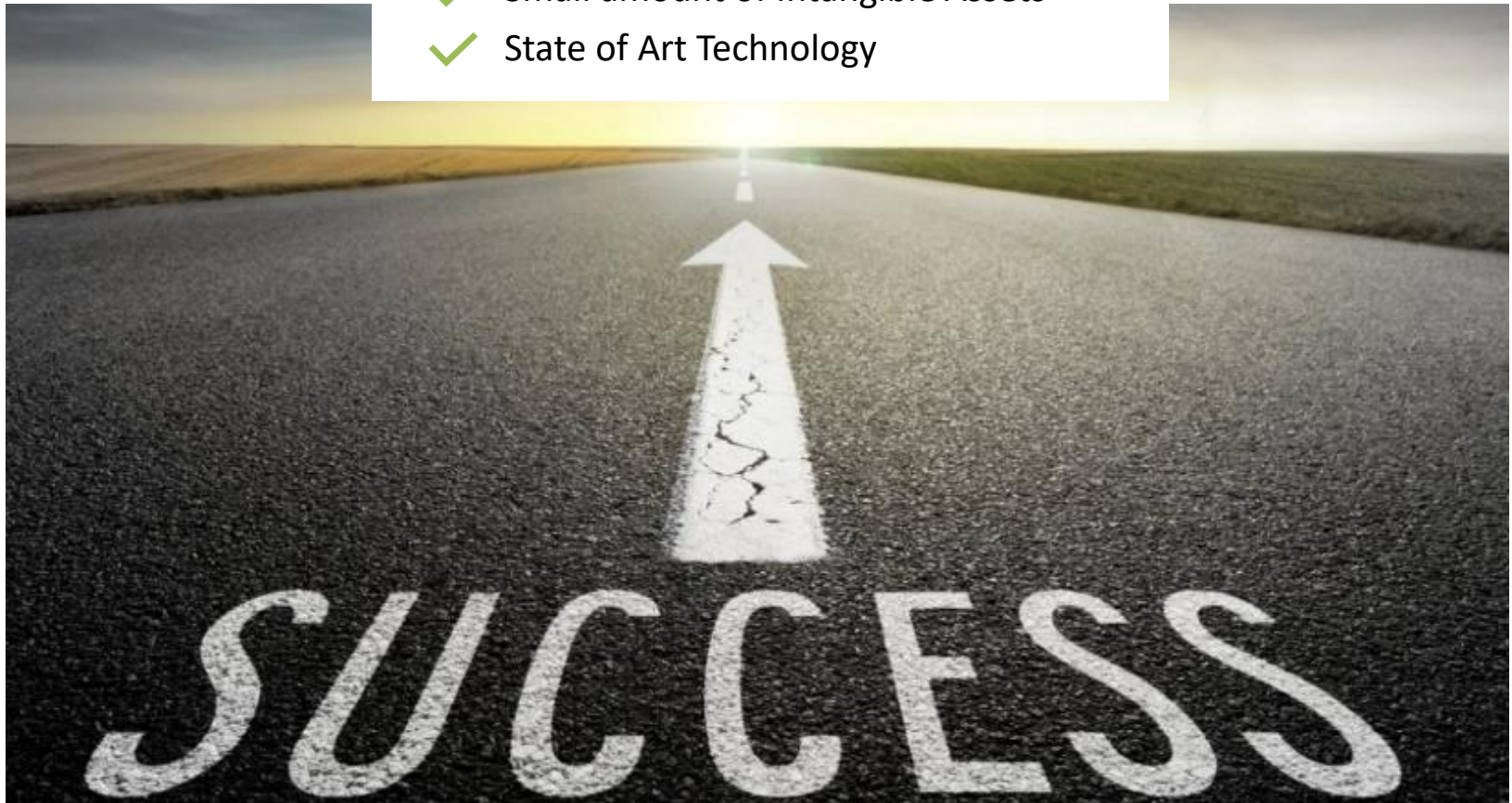


EPSILONNET
GROUP OF COMPANIES



Epsilon Net Group Business Model

- ✓ Continuing Increase in Market Share
- ✓ Low cost in new installations
- ✓ Recurring Revenue
- ✓ Small amount of Intangible Assets
- ✓ State of Art Technology





Epsilon Net Group Business Model

Real example of increasing the future profit margin, as a result of the low cost in new installations.

GROUP FINANCIAL FIGURES	FY2020		Q1 2021	
	Revenue	€ 21.69mln	+ 20.69%	€ 8.07mln
Earnings Before Taxes	€ 3.30mln	+ 141.48%	€ 2.23mln	+ 463.84%

ORGANIC GROWTH	Q1 2021
Revenue	+48%
Earnings Before Taxes	+318%

*It should be noted that **SingularLogic** in the specific quarter it is consolidated with the equity method as of 11/01/2021, having little participation in the specific results, while the newly established subsidiary **Epsilon SingularLogic** has also a low contribution to the results of the Group, since it was established on 20/01/2021 and until the end of the quarter, only a small part of the sales of the resellers network was consolidated.

Acquisition of Singular Logic

Biggest deal in Greek IT market during last decade



- ✓ Leading company in self- produced software
- ✓ Strong position in ERP Market
- ✓ Solid Brand Name
- ✓ Client base of +35.000 Installations
- ✓ Presence in International Markets



Similar Companies worldwide



Business Opportunity



Digital Transformation



Utilizing the broadening of the market due to digital transformation of SME's and new legislation of e- invoicing (official start July 2021)

e-invoice

On line connection with myDATA of IAPR



myDATA Digital
Accounting &
Tax
Application



ΑΑΔΕ
Independent Authority
for Public Revenue (IAPR)

Major Business Opportunity!

Official Beginning July 2021



Leading provider of e-invoice solutions.



E Net is one of the **first Authorized providers**, since July 2020, for e-invoicing in Greece

Number of Authorization from IAPR :

AAΔE2020_07_104Epsilon Net_001_EPSILONDIGITAL_V1_31072020



ΑΑΔΕ

Independent Authority
for Public Revenue (IAPR)

Leading provider of e-invoice solutions.

Epsilon Smart is a web application that has been developed with the most modern development tools to make the most of the latest technologies.

Through flexible subscription models for both self-employed and small and medium-sized enterprises:

- ✓ Communicate with the myDATA platform of Independent Authority for Public Revenue

Epsilon Smart offers:

- ✓ Complete control of the company with Commercial & Financial Management
- ✓ Organization and security of the Company's data, offered by the Microsoft Azure cloud platform
- ✓ 4 flexible types of subscriptions to choose the one that meets your needs
- ✓ Online interactive connection with Accounting Offices



**+12.000 new clients
from September 2020 till now!**



Strategic partnership between Eurobank and Epsilon Net, which ensures significant benefits for businesses in their transition to myDATA era.

Businesses - customers of Eurobank, will be able to obtain the electronic invoicing products of the Epsilon Smart series, with preferential subsidy terms provided by the Bank.





Financial Overview



EPSILONNET



Singular Logic



Basic Financial Figures Q1 2021

GROUP FINANCIAL FIGURES	1/1/2021-31/3/2021	1/1/2020-31/3/2020	%
(€ th.)			
Revenue	8,067.73	3,830.90	110.60%
EBITDA	2,689.31	873.90	207.74%
Earnings Before Taxes	2,235.49	396.47	463.84%

*The acquisition of DATA Communication was completed on October 2020

**The acquisition of Singular Logic was completed on January 2021

***Singular Logic is consolidated with the equity method as of 11/01/2021, having little participation in the specific results, while the newly established subsidiary Epsilon SingularLogic has a low contribution to the results of the Group, since it was established on 20/01/2021

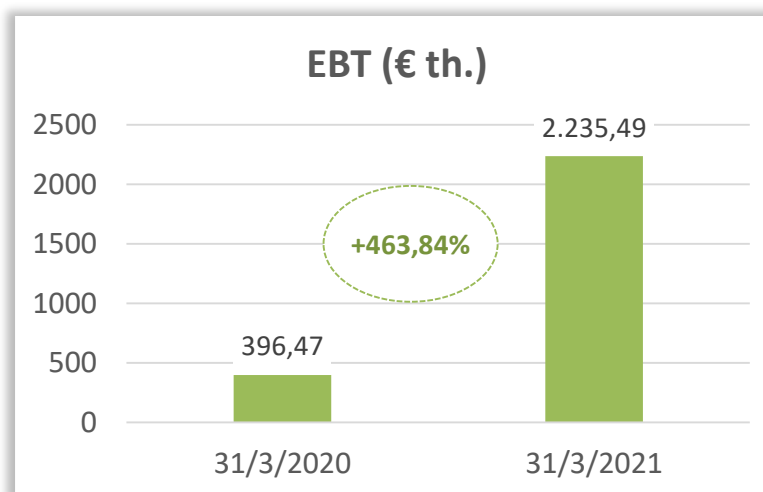
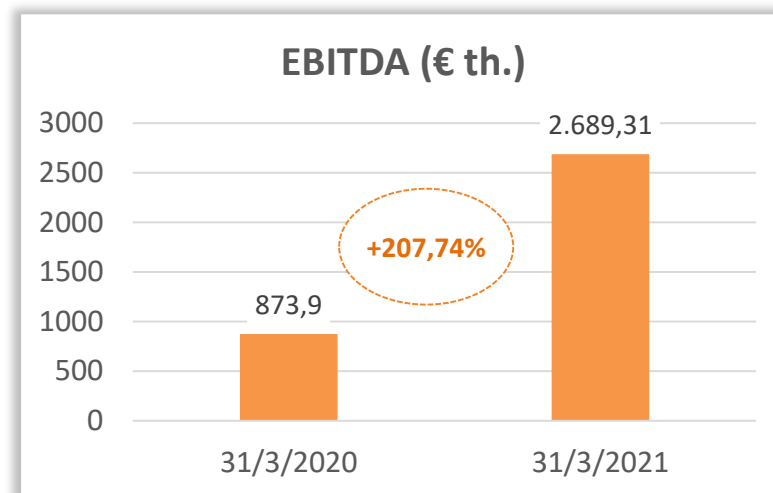
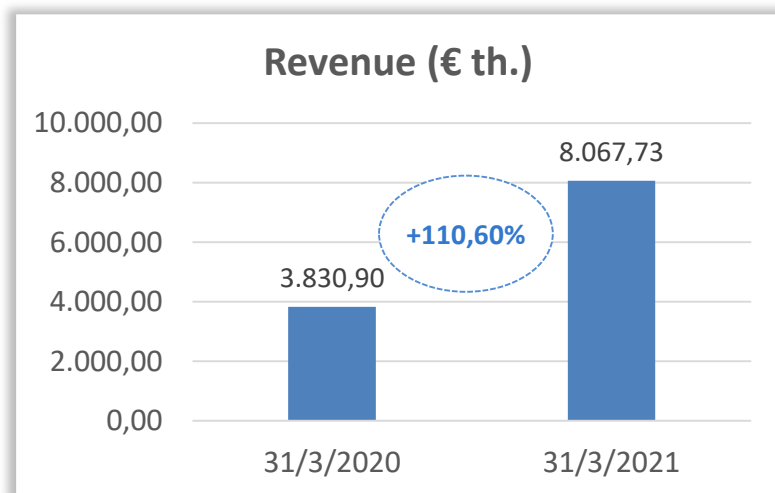


Condensed Statement of Financial Position Q1 2021

GROUP FINANCIAL FIGURES (in thousand €)	1/3/2021- 31/3/2021	1/1/2020- 31/3/2020
Cash and Cash Equivalents	13,961.25	8,531.77
Long-Term Borrowing	9,215.81	5,523.54
Long-Term Leasing Liabilities	1,802.45	1,446.42
Short-Term Borrowing	4,873.71	993.59
Short-Term Leasing Liabilities	567.70	299.66
Net Borrowing	2,498.41	-268.56
Equity	24,377.84	13,946.28
Total Employed Capital	26,876.26	13,677.72
Leverage Rate	0.0930	-0.0196



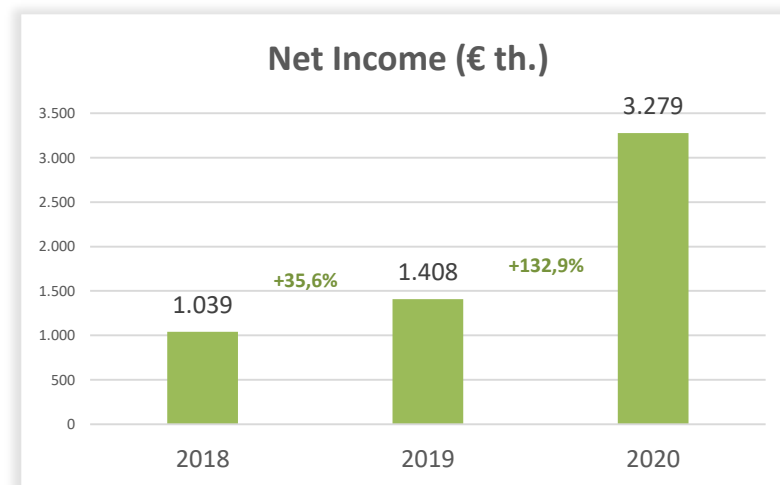
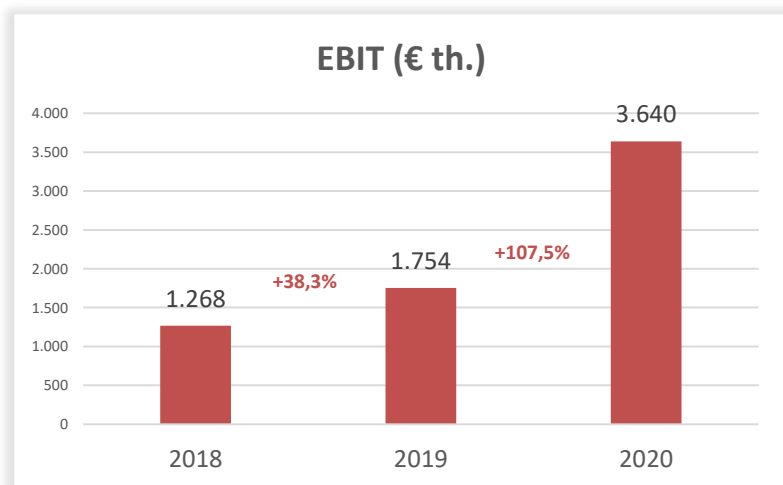
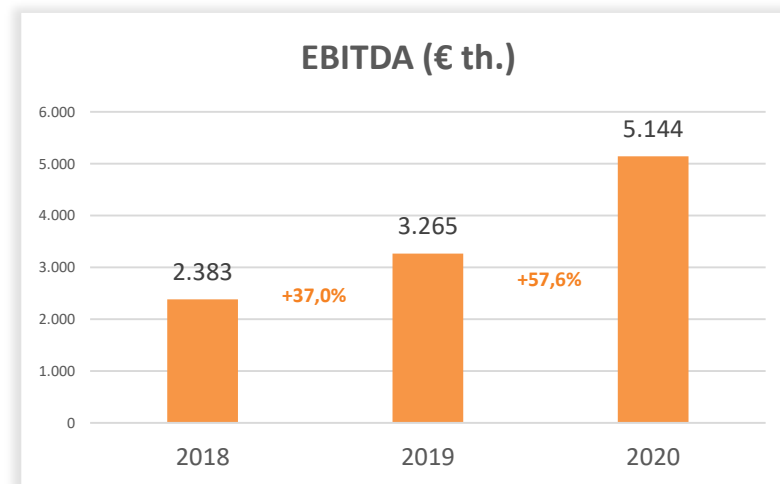
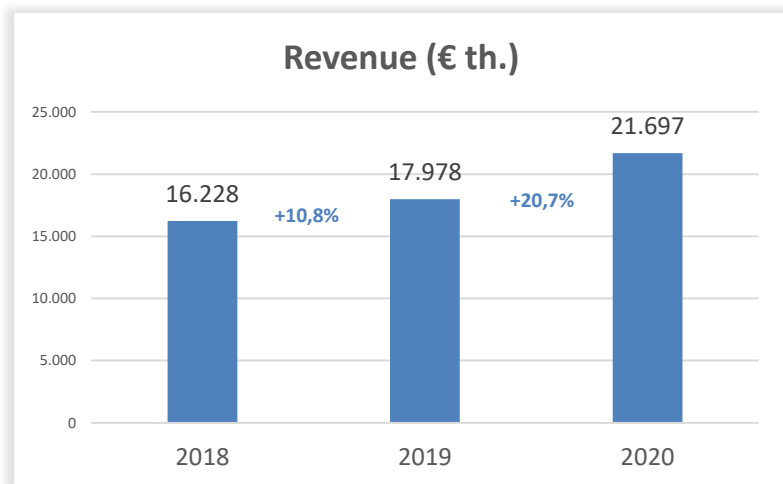
Increasing Profitability Trends





Increasing Profitability Trends

- Increasing profitability trends showcased by a steady increase in Revenue and EBITDA.





Positive cash flows

Operating Cash Flows (€th)



FY 2020	€
Total Intangible Assets	6.228
01.01.2020-31.12.2020	€
Period Intangible Assets	505
FY 2020	€
Depreciation	1.504

Epsilon Net has steadily been investing significant amounts in R&D over the years, to optimize product growth and amplify innovation.

Company's strategy focuses that the biggest part of R&D costs finally are driven to Expenses account

Creating the Digital Era



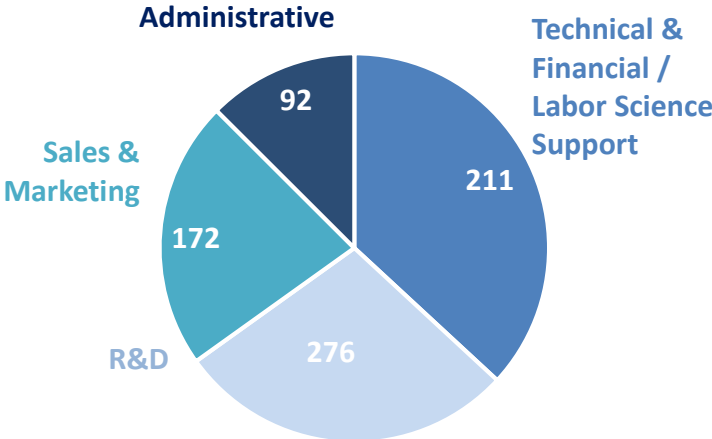
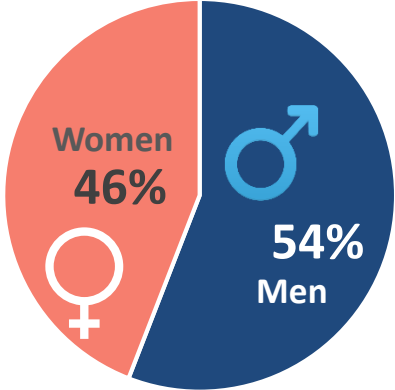
EPSILONNET
GROUP OF COMPANIES



Appendix



Epsilon Net Management & HR Overview



*more than **20** Years Experience
in Information Systems Technology*



Stock Statistics

Epsilon Net Chart



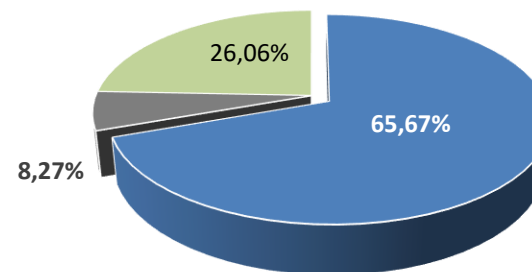
Highcharts.com

Source: Inforex

General Information

Capitalization (31.05.2021 €6)	€ 80,400,000
Shares Outstanding	13,400,000
ISIN	GRS498003003
Bloomberg	EPSIL:GA
Listing Day Main Market ATHEX	15.07.2020

Shareholders Structure – 31.05.2021



- Ioannis Michos
- Barca Global Master Fund
- Others < 5%

P&L 2020

	GROUP	
	1.1-31.12.2020	1.1-31.12.2019
Amounts in €		
Sales	21,696,897.43	17,977,982.38
Cost of Sales	(8,768,915.47)	(7,773,931.39)
Gross Profit	12,927,981.96	10,204,050.99
Other Operating Income	166,625.37	55,135.30
Administrative Expenses	(343,172.26)	(301,680.19)
Research & Development Expenses	(6,268,874.71)	(5,567,945.45)
Distribution Expenses	(2,533,281.73)	(2,343,648.85)
Other Operating Expenses	(309,065.86)	(291,592.56)
Operating Profit	3,640,212.77	1,754,319.24
Financial Revenue	130,075.19	38,996.68
Financial Expenses	(510,647.59)	(391,176.93)
Share of Profit / (Loss) of Associates	44,031.86	(34,076.35)
Net Profit before Taxes	3,303,672.23	1,368,062.64
Income Tax	(24,274.63)	40,220.38
Net Profit After Taxes (A)	3,279,397.60	1,408,283.02
<u>Attributable to:</u>		
- Parent's Shareholders	2,965,004.31	1,161,889.62
- Non-controlling Interests	314,393.29	246,393.40
	3,279,397.60	1,408,283.02
Other Comprehensive Income:		
Actuarial Profits / (losses) on Personnel Benefit Programs	(253,237.76)	(71,802.68)
Deferred Tax	60,777.07	17,232.64
Total Other Comprehensive Income (B)	(192,460.69)	(54,570.04)
Total Comprehensive Income (A) + (B)	3,086,936.91	1,353,712.98
<u>Attributable to:</u>		
- Parent's Shareholders	2,790,996.88	1,108,813.16
- Non-controlling Interests	295,940.03	244,899.82
	3,086,936.91	1,353,712.98

EQUITY CHANGE 2020

GROUP	Attributable to Patent's Owners						
	Share Capital	Treasury Shares	Reserves	Retained Earnings	Share Premium	Non-controlling Interests	Total
Amounts in Euro €							
Balance 01 January 2019	3,352,632.00		1,327,910.96	7,168,145.89	8,61	225,998.13	12,074,695.59
Net Results for the Period 01.01 - 31.12.2019 After Taxes				1,408,283.02			1,408,283.02
Share Capital Increase Corresponding to Non-controlling Interests						98,650.00	98,650.00
Transfer to Regular Reserve			52,434.55	(52,434.55)			
Purchase of Treasury Shares		(35,863.68)					(35,863.68)
Transfer to Other Reserves			35,139.59	(19,782.42)			15,357.17
Actuarial Results				(54,570.04)			(54,570.04)
Non-controlling Interests corresponding to Equity 31.12.2019				1,493.58		(1,493.58)	
Non-controlling Interests corresponding to the Total income for the Period 01.01 - 31.12.2019				(246,393.40)		246,393.40	
Balance 31 December 2019	3,352.632.00	(35,863.68)	1,415,485.10	8,204,742.08	8.61	569,547.95	13,506,552.06

Balance 01 January 2020	3,352.632.00	(35,863.68)	1,415,485.10	8,204,742.08	8.61	569,547.95	13,506,552.06
Net Results for the Period 01.01 -31.12.2020 After Taxes				3,279,397.60			3,279,397.60
Share Capital Increase	667,368.00				4,671,576.00		5,338,944.00
Expenses for Share Capital increase					(57,076.65)		(57,076.65)
Transfer to Regular Resene			93,983.39	(93,983.39)			
Sale of Treasury Shares		35,863.68					35,863.68
Dividend distributed in Cuent Year				(348,694.80)			(348,694.80)
Transfer to Other Reserves			(3,411.88)	11,942.17			8,530.29
Actuarial Results				(192,460.69)			(192,460.69)
Non-controlling Interests corresponding to Increaseof Participation in Subsidiaries				223,880.23		(223,880.23)	
Non-controlling Interests corresponding to Eqjity 31.12.2020				18,453.26		(18,453.26)	
Change in Non-controlling Interests at the Acquisition of Subsidiaries						634,586.95	634,586.95
Non-controlling Interests corresponding to the Total income for the Period 01.01 - 31.12.2020				(314,393.29)		314,393.29	
Balance 31 December 2020	4,020,000.00		1,506,056.61	10,788,883.17	4,614,507.96	1,276,194.70	22,205,642.44

BALANCE SHEET 2020

	GROUP	
Amounts in Euro €	31.12.2020	31.12.2019
ASSETS		
Non-Current Assets		
Tangible Assets	4,662,583.03	2,881,597.51
Intangible Assets	6,228,436.45	4,837,219.50
Goodwill	4,112,733.28	
Investments in Subsidiary Companies		
Investments in Associates	1,039,451.47	1,145,889.61
Other Participation Titles	3,521.30	3,521.30
Deferred Tax Receivables	276,792.49	79,211.70
Lease Receivables	2,910.35	
Other Long-term Receivables	183,046.26	73,173.31
Total Non-Current Assets	16,509,474.63	9,020,612.93
Current assets		
Inventories	42,768.85	20,138.50
Customers and Other Trade Receivables	10,148,638.04	8,668,132.74
Commercial Portfolio Securities	308,513.62	268,922.00
Lease Receivables	1,660.09	
Other Receivables	1,903,832.70	535,027.76
Cash and Equivalents	20,788,875.39	8,593,947.46
Total Current Assets	33,194,288.69	18,086,168.46
Non-current Assets held for Sale	150,470.00	
Total Assets	49,854,233.32	27,106,781.39
EQUITY AND LIABILITIES		
Equity		
Share Capital	4,020,000.00	3,352,632.00
Treasury Shares		(35,863.68)
Share Premium	4,614,507.96	8.61
Reserves	1,506,056.61	1,415,485.10
Retained Earnings	10,788,883.17	8,204,742.08
Total Equity Attributable to Parents Shareholders	20,929,447.74	12,937,004.11
Non-controlling Interests	1,276,194.70	569,547.95
Total equity	22,205,642.44	13,506,552.06
Non-current Liabilities		
Long-term Bank Debt	10,865,126.36	4,252,785.18
Lease Liabilities	1,973,244.34	1,439,564.38
Deferred Tax Liabilities		
Liabilities for Pension Plans	2,051,884.51	1,107,870.45
Other Long-term Liabilities	138,598.06	133,267.86
Total Non-current Liabilities	15,028,853.27	6,933,487.87
Current Liabilities		
Suppliers and Other Trade Liabilities	2,687,859.34	1,439,563.12
Current Portion of Non-current Bank Debt	4,185,465.68	2,552,049.43
Current Portion of Lease Liabilities	584,347.88	348,424.65
Current Tax Liabilities	2,446,547.69	1,415,195.87
Other Short-term Liabilities	2,715,517.02	911,508.39
Total Current Liabilities	12,619,737.61	6,666,741.46
Total Liabilities	27,648,590.88	13,600,229.33
Total Equity & Liabilities	49,854,233.32	27,106,781.39

CASH FLOW 2020

Indirect Method	GROUP	
	1.1-31.12.2020	1.1-31.12.2019
Amounts in Euro €		
Operating Activities		
Profit before tax	3,303,672.23	1,368,062.64
<i>Pius /minus adjustments for:</i>		
Depreciation	1,503,073.98	1,510,546.47
Provisions	457,889.29	372,889.42
Exchange differences	635.00	3,415.60
Results (income, expenses, profits and losses) of investment activity	(171,959.75)	(28,492.62)
Debt interest and related expenses	510,647.59	397,147.38
<i>Pius /minus adjustments for changes in working capital accounts or related to operating activities:</i>		
Decrease / (increase) of Reserves	(12,271.23)	13,822.87
Decrease / (increase) of receivables	820,210.56	(993,996.50)
(Decrease) / increase in liabilities (excluding banks)	289,684.80	(67,995.11)
<i>(Less):</i>		
Debt interest and related expenses paid	(465,001.72)	(344,051.76)
Taxes paid	(162,297.81)	(58,058.59)
Total inflows / (outflows) from operating activities (a)	6,074,282.94	2,173,289.20
Investment Activities		
Acquisition of subsidiaries, relatives, joint ventures and other investments	(5,295,402.75)	(1,000,000.00)
Purchase of tangible and intangible assets	(725,396.99)	(493,888.84)
Proceeds from sales of tangible and intangible assets	2,000.00	8,000.00
Rents received	799.11	
Interest received	40,223.56	54,618.65
Dividends received	52,638.48	
Other elements of investment flows	(635.00)	(1,632.47)
Total inflows / (outflows) from investment activities (b)	(5,925,773.59)	(1,432,902.66)
Funding Activities		
Proceeds from share capital increase	5,281,867.34	98,650.60
Proceeds from sale of Own Shares	67,054.13	
Payments for Share Capital Reduction		(446,201.79)
Equity Shares		(35,863.68)
Proceeds from issued / undertaken loans	7,702,681.69	2,195,515.00
Loan repayments	(319,227.93)	(1,294,723.82)
Repayments of liabilities from financial leases (amortization)	(337,261.85)	(372,449.47)
Dividends paid	(348,694.80)	
Other Financial Flows		
Total inflows / (outflows) from financing activities (c)	12,046,418.58	144,926.24
Net Increase / (Decrease) in Cash and Cash Equivalents (a) + (b) + (c)	12,194,927.93	885,312.78
Cash and Cash Equivalents at the beginning of the Period	8,593,947.46	7,708,634.68
Cash and Cash Equivalents at the end of the Period	20,788,875.39	8,593,947.46



Epsilon Net Group Main Financial Performance Indicators

Main Financial Performance Indicators

GROUP	31/12/2020			31/12/2019	
GROSS PROFIT MARGIN	Gross profit	12,927,981,96	60%	10,204,050,99	57%
	Turnover	21,696,897,43		17,977,982,38	
NET PROFIT MARGIN BEFORE TAXES	Net Profit before Taxes	3,303,672,23	15%	1,368,062,64	8%
	Turnover	21,696,897,43		17,977,982,38	
RETURN OF EQUITY	Net Profit Before Taxes	3,303,672,23	15%	13,68,062,64	10%
	Equity	22,205,642,44		13,506,552,06	
CURRENT ASSETS / TOTAL ASSETS	Current Assets	33,194,288,69	67%	18,086,168,46	67%
	Total Assets	49,854,233,32		27,106.781,39	
ASSET LIQUIDITY RATIO	Current Assets	33,194,288,69	263%	18,086,168,46	271%
	Current Liabilities	12,619,737,61		6,666,741,46	
FOREIGN TO OWN CAPITAL	Total Liabilities	27,648,590,88	125%	13,600,229,33	100%
	Equity	22,205,642,44		13,506,552,06	

Thank you

Epsilon Net S.A

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