



# **Corporate IR Presentation Based on 3M 2019 Financial Results**

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# 01.

- Overview
- Financial Performance
- Outlook – Strategy 2021



# Quest Group @ a Glance (3M 2019)

**€145m**  
Total Equity



**>38 years**  
successful track record  
(est. in 1981)



**1.799**  
Headcount



**>30 Countries**  
International Activity  
( >16% of revenue)



### Strategy Building Blocks

- Customer Driven
- Operational Excellence
- Human Capital & Values
- Innovation / Technology Orientation
- International Expansion



**€125m**  
Revenues

### Diversified

Business operations  
applying active  
management principles



### Active in :



	Revenues
• ICT Products*	€ 65m
• IT Services	€ 25m
• Courier/Post	€ 24m
• Electronic Payments	€ 9m
• Ren. Energy / Other	€ 0,9m

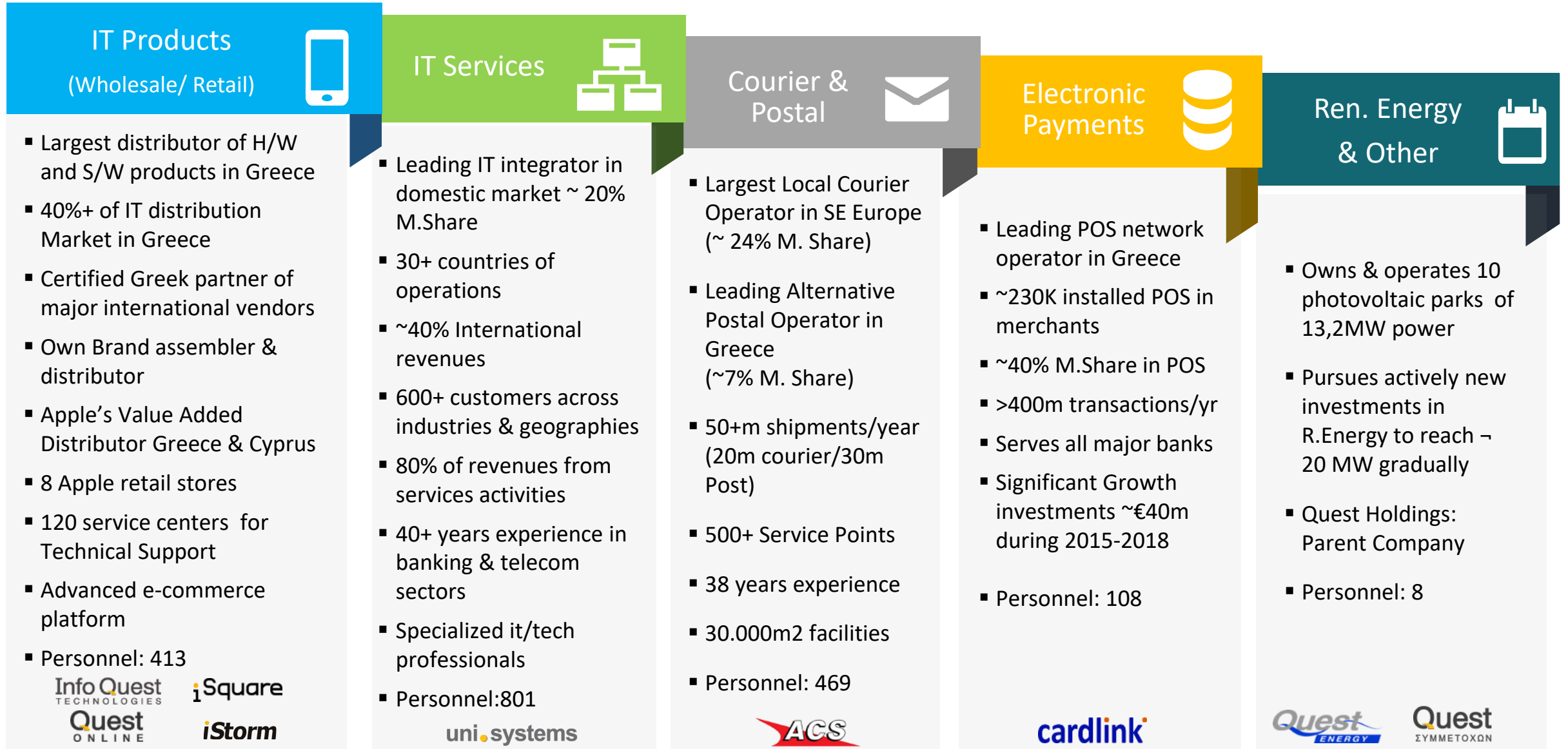
### Value Creation – Track Record

- 2015-2019 Revenue Growth 52%
- 2015-2019 Ebitda Growth 166%
- 2015-2019 EBT Growth 515%
- Net Cash 6m
- Growth Investments 2013-2018 >80m



**Value Creation Diversified Business Enabler**

# Business Segment Description

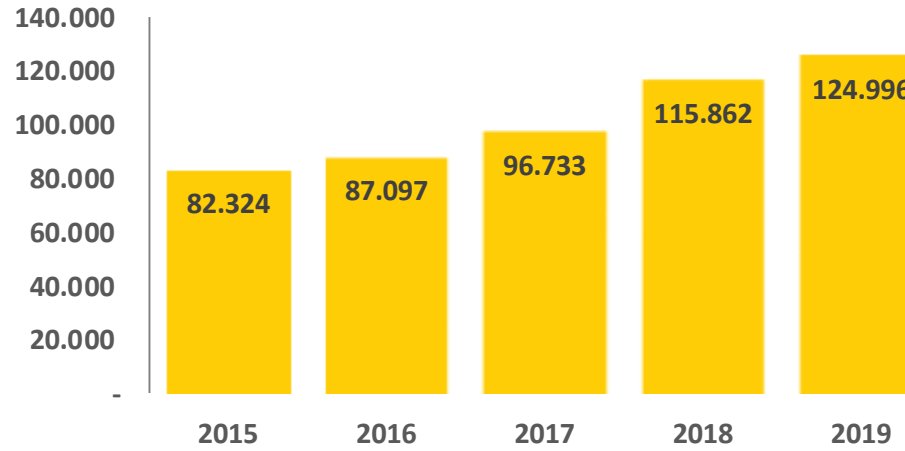


# P&L (3M 2019)

Amounts in ,000 €

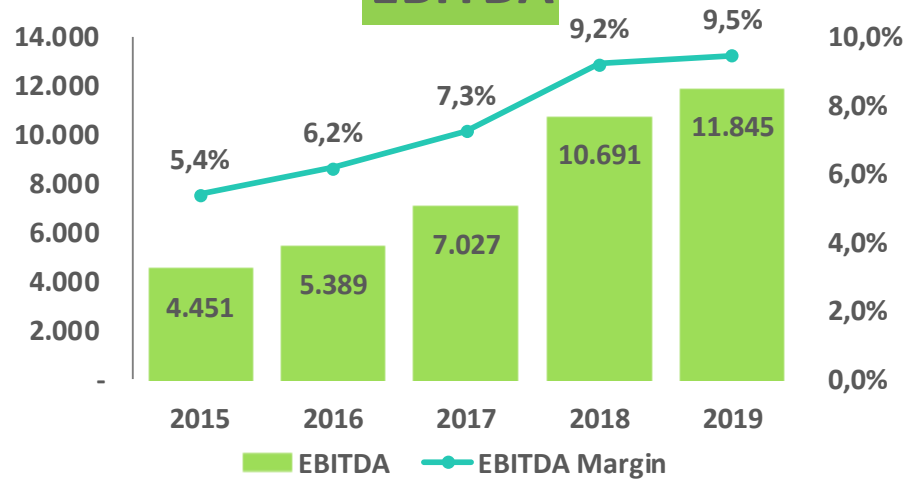
## SALES

2019 VS 2015  
**+51,8%**  
4years CAGR  
**+11%**



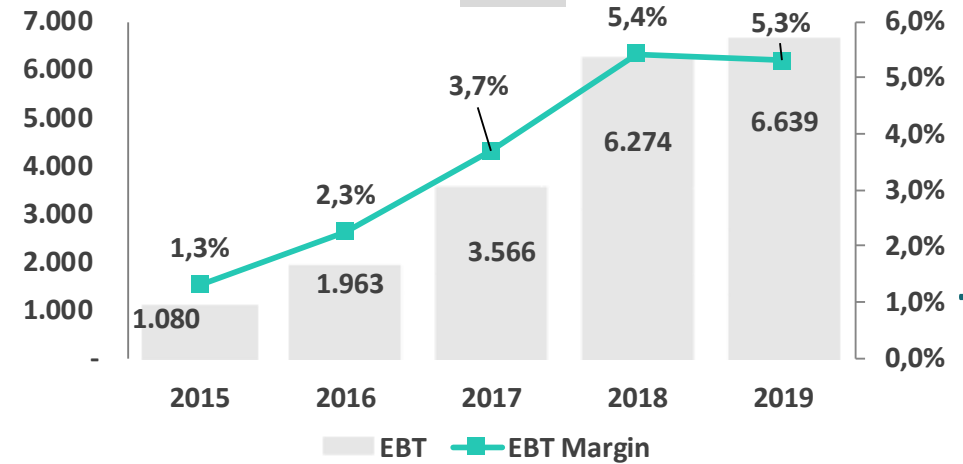
## EBITDA

2019 VS 2015  
**+166%**  
4years CAGR  
**+27,7%**



## EBT

2019 VS 2015  
**+515%**  
4years CAGR  
**+57,4%**



# P&L (3M 2019)

Amounts in ,000 €

	3M 2019	YoY %	3M 2018
<b>Sales</b>	<b>124.996</b>	7,9%	<b>115.862</b>
<b>EBITDA</b>	<b>11.845</b>	10,8%	<b>10.691</b>
<i>% sales</i>	9,5%		9,2%
<b>EBIT</b>	<b>7.655</b>	2,2%	<b>7.487</b>
<i>% sales</i>	6,1%		6,5%
<b>EBTD</b>	<b>10.829</b>	14,3%	<b>9.478</b>
<i>% sales</i>	8,7%		8,2%
<b>EBT</b>	<b>6.639</b>	5,8%	<b>6.274</b>
<i>% sales</i>	5,3%		5,4%
<b>EAT</b>	<b>4.583</b>	14,1%	<b>4.018</b>
<i>% sales</i>	3,7%		3,5%
<b>EAT &amp; NCI</b>	<b>4.458</b>	19%	<b>3.730</b>
<i>Depreciation &amp; Amortization</i>	-4.190	30,8%	-3.204
<i>Financial results</i>	-1.138	-6,3%	-1.215
<b>CAPEX &amp; New Investments</b>	<b>1.657</b>	158,1%	<b>642</b>

## Explanations/Clarifications:

- 3M2019 Results include extraordinary positive effect from reversal of past negative provisions of ~+€1,4m regarding cancelation of retroactive payment of intellectual property rights. This cancellation was applied by law during Q1.2019.
- EBITDA include ~ +€1,1m positive impact from first adoption of IFRS 16 (Leases), while effect on EBT was negligible.
- EBITDA & EBIT do not include “other gain/losses” related to investment activity.
- Q1 2019 was affected by drop of profitability of e-payments segment by €1,5m vs previous year caused mainly by market maturity

# Balance sheet (3M 2019)

Amounts in ,000 €

<b>Group Balance Sheet</b>	<b>3M 2019</b>	<b>12M 2018</b>
Tangible & intangible assets	67.803	70.245
Right-off-use assets	20.619	-
Goodwill	32.222	31.649
Other	34.326	34.186
<b>Non-current assets</b>	<b>154.971</b>	<b>136.081</b>
Inventories	28.215	26.376
Trade & other receivables	103.289	100.956
Cash and cash equivalents	52.984	63.164
Other	7.525	7.316
<b>Current assets</b>	<b>192.014</b>	<b>197.811</b>
<b>Total assets</b>	<b>346.985</b>	<b>333.892</b>
<b>Total equity</b>	<b>144.745</b>	<b>140.173</b>
Borrowings-Long Term	6.713	9.227
Lease liability	19.714	-
Other	31.669	37.682
<b>Non-current liabilities</b>	<b>58.096</b>	<b>46.909</b>
Borrowings-Short Term	40.106	28.214
Trade & other payables	81.081	108.879
Lease liability	3.482	-
Other	19.475	9.716
<b>Current liabilities</b>	<b>144.144</b>	<b>146.810</b>
<b>Total Liabilities &amp; equity</b>	<b>346.985</b>	<b>333.892</b>
<b>Net Debt/(cash)</b>	<b>(6.165)</b>	<b>(25.722)</b>

**€347m**  
Total Assets

**€145m**  
Total Equity

**€53m**  
Cash

**€63m**  
Tangible Assets

Group's €20m. change in Net Debt during 03M2019 (*debt + leasing- cash and cash equivalents*) was mainly due to:

- (EBTD+€11m) + (Tax -€2m) + (Capex & New Investments -€1,7m) = Total +€7,3m
- WoC & other changes of -€27m (also includes ~€7,5m from new agreement of card link with the banks)

# Cash Flow (3M 2019)

Amounts in ,000 €

<b>Group Cash Flow</b>	<b>3M 2019</b>	<b>3M 2018</b>
<b>EBT</b>	<b>6.638</b>	<b>6.273</b>
Depreciation/Amortization	3.190	3.208
WoC (Change in Inventories, Receivables, Payables)	(27.560)	(1.260)
Tax paid	(527)	(90)
Other operating activities	(111)	(4.711)
<b>Cash flows from operating activities</b>	<b>(17.231)</b>	<b>4.634</b>
Capex	(474)	(642)
Other investment activities	(463)	75
<b>Cash flows from investing activities</b>	<b>(937)</b>	<b>(567)</b>
Proceeds from borrowings/Repayments of borrowings	9.052	(4.969)
Repayment of lease liabilities	(1.063)	-
<b>Cash flows from financing activities</b>	<b>7.989</b>	<b>(4.969)</b>
<b>Total Change</b>	<b>(10.179)</b>	<b>(902)</b>
<b>Cash &amp; Equivalent at beginning of year</b>	<b>63.164</b>	<b>47.937</b>
<b>Cash &amp; Equivalent at end of the year</b>	<b>52.985</b>	<b>47.035</b>
<b>Net Debt/(cash)</b>	<b>-6.165</b>	<b>-442</b>



# Highlights / Outlook by Sector

## IT Products (Wholesale/ Retail)

- +9% sales growth in 3M 2019, driven by market share/e-commerce and retail expansion.
- Focus is on cost optimization, improving profitability and margins and contain WoC.
- 1,4m negative provisions taken in Q2 2018, reversed in 3M 2019. Expected to Improve also Q2 2019
- Organic growth is also estimated for 2019, at a more moderate pace.

## IT Services

- +18% Sales growth, +123% EBT growth in 3M 2019
- Focus is on growth in EU Services and improve project delivery ops and optimize cost structure.
- We estimate improved results for 2019 both in both the revenue and profitability lines.

## Courier & Postal

- Revenue growth driven mainly by e-commerce shipments.
- Courier grew by only ~1,1% (affected by Easter seasonality and fewer w.days) and Post by ~1,8%
- New automated state of the art sorting hub (to be ready at mid 2020).
- A higher growth in sales and moderate EBT growth is expected for estimated for the remaining year

## Electronic Payments

- Decrease in sales (9,7% ) was primarily due to POS market reaching a state of maturity. The new agreement includes revenue discounts for the years 2018-2020 and lower prices during 2020-2024.
- Further future growth will be driven by the increase in transactions and new products
- For the full year sales are estimated to stabilize at 2018 levels, while EBT margins at 12%-15% of sales.

## Ren. Energy & Other

- Ren. Energy: Results more than doubled in 3M 2019 due to the acquisition of 7MW in 2018 and 0,5MW in January 2019. This trend is estimated to continue during the whole year.
- Actively pursuing new growth investments in core /other areas (M&As).

## Highlights

**Growth in Sales (+8%) vs 3M 2018**

**Growth in EBT (+6%) & Earnings per Share (+19,5%) vs 3M 2018**

**Moderate Organic Growth and improvement in operating profitability foreseen for 2019.**

**Q1 Drop in organic profitability (by e-payments vs 2018) will be diminishing during the remaining year**

**WoC change is also estimated to stabilize / improve during the remaining year.**

**€25m+ to be invested in high return (~15%) assets to fuel Growth (ACS new hub, new solar parks, other M&A's)**

# Current Activities Main Growth Focus Areas

**01**  
Mobility & IoT

Info Quest TECHNOLOGIES    Quest ONLINE  
iSquare    iStorm

**02**  
E-Commerce

Quest ONLINE    ACS

**03**  
International Markets

uni.systems    iSquare  
iStorm



**04**  
Infrastructure

ACS

**05**  
Electronic Payments

cardlink

**06**  
Inorganic Investments in RE & NBD

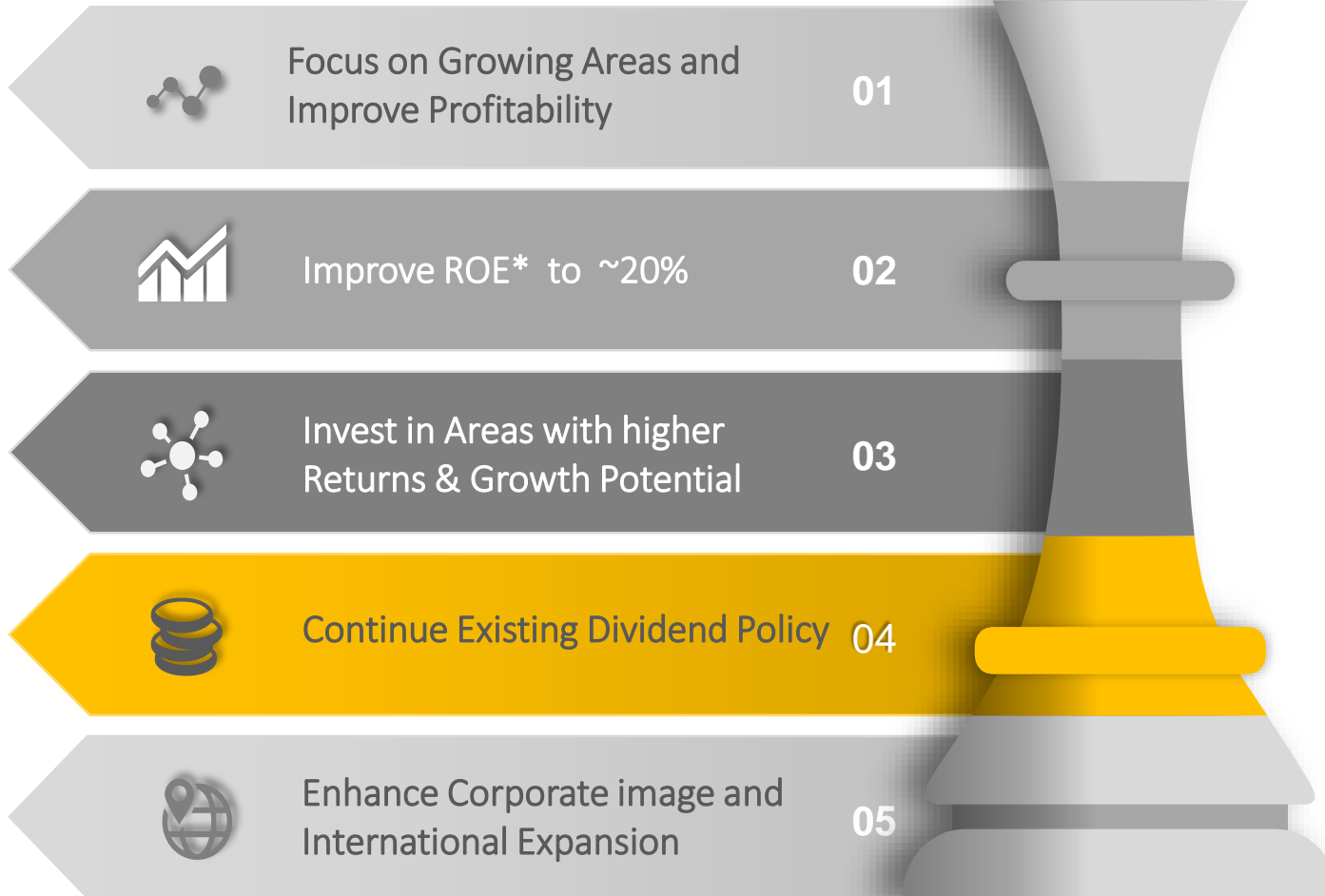
Quest ENERGY    Quest ΣΥΜΜΕΤΟΧΩΝ

Commercial Networks

Info Quest TECHNOLOGIES    iSquare    iStorm  
cardlink    ACS

# Quest's 2021 Strategy - *On good track*

## Strategic Orientation



## Strategic Targets

Reach ~€600m Revenues (+50% vs 2016)	Digital Economy Mobility & IoT E-Commerce	Growth Investments 2018-2021 ~€80m
Organizational Agility Business Development		Value Creation
Improve % EBITDA → ~ 9% & % EBT → >5%	IT Products & Services, Courier/Post, Electronic Payments, Renewable Energy +1-2 New Sectors	Achieve Fair Market Cap Valuation

# 02.

## Appendix

- 3M 2019 Business Segments Analysis
- Other Corporate info

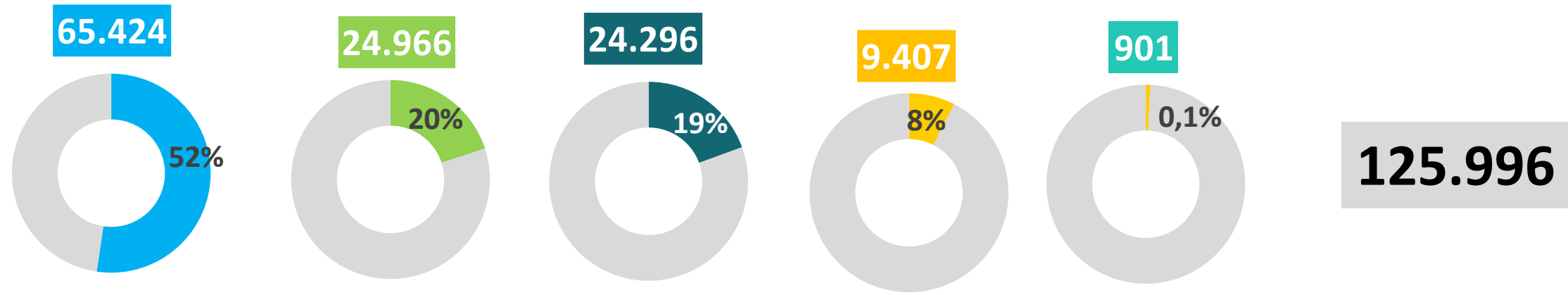


# Segment P&L (3M 2019)

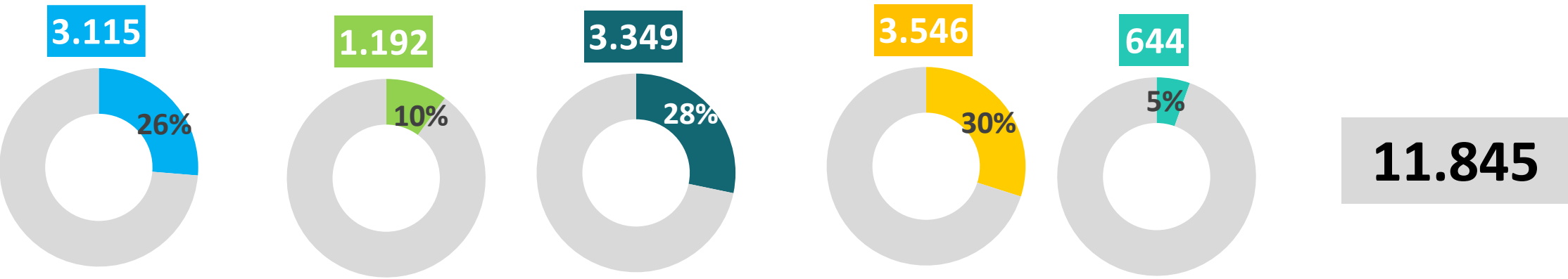
Amounts in ,000 €

	IT Products (Wholesale/ Retail)	IT Services	Courier & Postal	Electronic Payments	Energy & Other	Total Group
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## Sales



## Ebitda



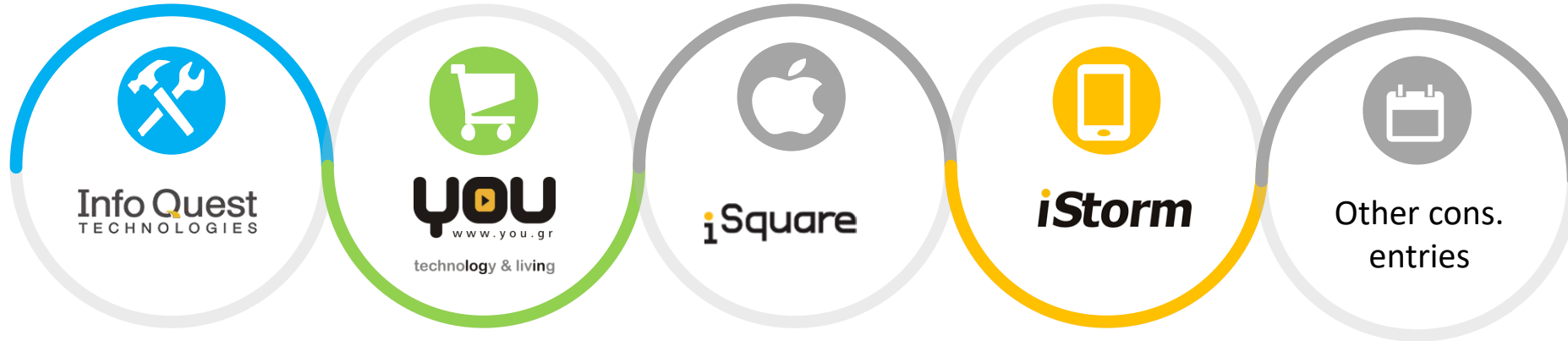
<i>EBITDA Margin</i>	4,8%	4,8%	13,8%	37,7%	71,4%	9,5%
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# Segment Analysis 3M 2019

3M 2019 (€ x 1.000)	IT Products	IT Services	Courier & Postal	Electronic Payments	Renewable Energy	Unallocated	Total
Total gross segment sales	<b>74.087</b>	<b>25.276</b>	<b>24.625</b>	<b>9.460</b>	<b>943</b>	-	<b>134.391</b>
Inter-segment sales	(8.662)	(310)	(328)	(52)	(42)	-	(9.395)
<b>Net sales</b>	<b>65.424</b>	<b>24.966</b>	<b>24.296</b>	<b>9.407</b>	<b>901</b>	-	<b>124.996</b>
<b>EBITDA</b>	<b>3.115</b>	<b>1.192</b>	<b>3.349</b>	<b>3.546</b>	<b>674</b>	<b>(30)</b>	<b>11.845</b>
<i>% sales</i>	4,8%	4,8%	13,8%	37,7%	74,7%	-	9,5%
<b>Profit/ (Loss) before income tax</b>	<b>2.072</b>	<b>541</b>	<b>2.734</b>	<b>1.262</b>	<b>106</b>	<b>(77)</b>	<b>6.639</b>
<i>% sales</i>	3,2%	2,2%	11,3%	13,4%	12%	-	5,3%
<b>Profit/ (Loss) after tax for the year</b>	<b>1.728</b>	<b>35</b>	<b>1.931</b>	<b>834</b>	<b>112</b>	<b>(56)</b>	<b>4.583</b>
<b>Profit/ (Loss) after tax &amp; NCI for the year</b>							<b>4.458</b>
<b>Capex &amp; New Investments</b>	<b>119</b>	<b>73</b>	<b>129</b>	<b>152</b>	<b>1.183</b>	<b>1</b>	<b>1.657</b>
<b>Net cash/(debt)</b>	<b>(5.122)</b>	<b>4.725</b>	<b>26.818</b>	<b>(12.223)</b>	<b>(11.728)</b>	<b>3.695</b>	<b>6.165</b>
3M 2018 (€ x 1.000)	IT Products	IT Services	Courier & Postal	Electronic Payments	Renewable Energy	Unallocated	Total
Total gross segment sales	<b>66.226</b>	<b>21.451</b>	<b>24.327</b>	<b>10.419</b>	<b>464</b>	-	<b>122.888</b>
Inter-segment sales	(6.354)	(267)	(329)	(4)	(71)	(1)	(7.026)
<b>Net sales</b>	<b>59.872</b>	<b>21.184</b>	<b>23.998</b>	<b>10.415</b>	<b>393</b>	<b>(1)</b>	<b>115.862</b>
<b>EBITDA</b>	<b>1.569</b>	<b>494</b>	<b>2.838</b>	<b>5.587</b>	<b>267</b>	<b>(65)</b>	<b>10.691</b>
<i>% sales</i>	2,6%	2,3%	11,8%	53,6%	67,9%	4542,4%	9,2%
<b>Profit/ (Loss) before income tax</b>	<b>911</b>	<b>126</b>	<b>2.486</b>	<b>2.790</b>	<b>32</b>	<b>(70)</b>	<b>6.274</b>
<i>% sales</i>	1,5%	0,6%	10,4%	26,8%	8%	-	5,4%
<b>Profit/ (Loss) after tax for the year</b>	<b>588</b>	<b>(149)</b>	<b>1.711</b>	<b>1.950</b>	<b>2</b>	<b>(83)</b>	<b>4.018</b>
<b>Profit/ (Loss) after tax &amp; NCI for the year</b>							<b>3.730</b>
<b>Capex &amp; New Investments</b>	<b>139</b>	<b>103</b>	<b>165</b>	<b>232</b>	-	<b>2</b>	<b>642</b>
<b>Net cash/(debt)</b>	<b>(16.480)</b>	<b>4.052</b>	<b>20.180</b>	<b>(16.412)</b>	<b>1.251</b>	<b>6.967</b>	<b>(442)</b>
Diff 2019/2018 %	IT Products	IT Services	Courier & Postal	Electronic Payments	Renewable Energy	Unallocated	Total
Total sales	9,3%	17,9%	1,2%	-9,7%	129,1%	100,0%	7,9%
EBITDA	98,5%	141,3%	18,0%	-37%	152%	53,3%	10,8%
Profit/ (Loss) before income tax	127,5%	-	10,0%	-54,7%	-	-9,3%	5,8%
Profit/ (Loss) after tax for the year	193,6%	123,2%	12,9%	-57,2%	-	33,4%	14,1%
Profit/ (Loss) after tax & NCI for the year							19,5%

# IT Products (Wholesale/Retail) 3M 2019

Amounts in ,000 €



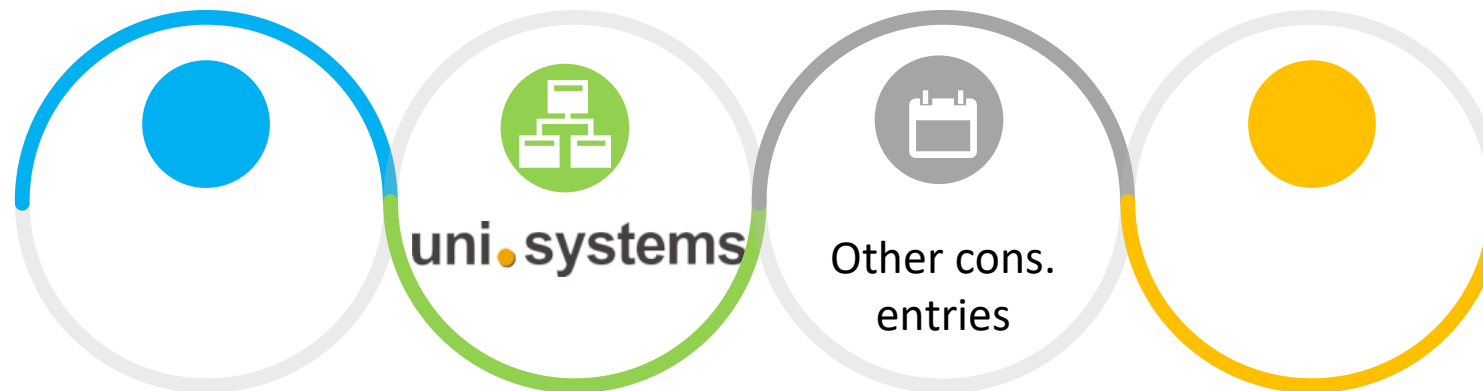
**Total**

		Info Quest Technologies	YOU	iSquare	iStorm	Other cons. entries	Total	
Sales	2019	39.181	4.640	24.914	5.351	(8.662)	65.424	+9%
	2018	37.463	4.182	20.222	4.359	(6.354)	59.872	
EBITDA	2019	989	157	1.565	404	(0)	3.115	+98%
	2018	706	135	568	167	(7)	1.569	
EBT	2019	440	95	1.476	68	(7)	2.072	+127%
	2018	255	102	505	55	(7)	911	



# IT Services (3M 2019)

Amounts in ,000 €



		2019	2018		Total	
<b>Sales</b>	2019	25.276		(310)	<b>24.966</b>	↻ 18%
	2018	21.451		(267)	21.184	
<b>EBITDA</b>	2019	1.192		-	<b>1.192</b>	↻ +141%
	2018	494		-	494	
<b>EBT</b>	2019	620		(79)	<b>541</b>	↻ +331%
	2018	201		(75)	126	

# Courier & Post (3M 2019)

Amounts in ,000 €



				<b>Total</b>	
<b>Sales</b>	2019	24.574	(277)	<b>24.296</b>	↻ +1%
	2018	24.276	(278)	23.998	
<b>EBITDA</b>	2019	3.337	12	<b>3.349</b>	↻ +18%
	2018	2.838	0	2.838	
<b>EBT</b>	2019	2.722	12	<b>2.734</b>	↻ +10%
	2018	2.486	0	2.486	

# Electronic Payments(3M 2019)

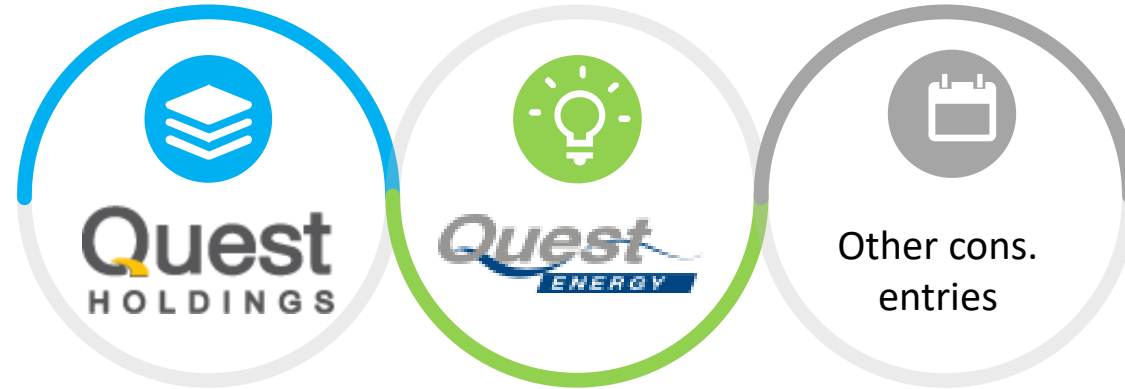
Amounts in ,000 €



<b>Sales</b>	2019	9.460	(52)	<b>Total</b>	9.407
	2018	10.419	(4)		
					-10%
<b>EBITDA</b>	2019	3.546	(0)	<b>Total</b>	3.546
	2018	5.556	31		
					-37%
<b>EBT</b>	2019	1.264	(1)	<b>Total</b>	1.262
	2018	2.759	31		
					-55%

# Energy & Other Activities (3M 2019)

Amounts in ,000 €



		Quest Holdings	Quest Energy	Other cons. entries	Total	
Sales	2019	361	943	(403)	901	+130%
	2018	308	464	(381)	392	
EBITDA	2019	(30)	674	(0)	644	+218%
	2018	(65)	267	0	202	
EBT	2019	(77)	106	0	29	+175%
	2018	(70)	32	0	(39)	

# Corporate Governance

- The management and operation of the Quest Group is based on a modern, dynamic and flexible Corporate Governance model.
- Group Corporate Governance:
  - ✓ Is in line with Greek law
  - ✓ Complies with the Hellenic Code of Corporate Governance (HCGC) with some discrepancies mentioned in the Annual Financial Report
- Corporate Governance aims at the:
  - ✓ responsible operation of the Group
  - ✓ the viability of its companies and
  - ✓ to safeguard the interests of the Shareholders and Stakeholders.
- BoD is the highest governing body of Quest Holdings Group

- BoD consist of 9 members – 4 non executive / independent
- Quest Holdings Board of Directors - 5 Board Committees
- Quest Group Organizational and Operational Manual (based on HCGC)
- 27 Group Policies

## Goals

By applying the core principles of Corporate Governance, the company has set the following goals:

- transparency in management and corporate responsibility
- disclosure of information to shareholders and their participation in key decision-making
- Speed decision-making and efficient administration
- identification, recognition and mitigation of risks
- ensuring a quality work environment
- independence in the exercise of control and finally
- awareness of the company and its personnel on issues related to the relationship with the natural and the social environment.

- 36 Standard Procedures (valid for all companies)
- Decision Making Procedure and Tables (approved by the Company BoD)
- Representation Table for every Company (approved by the Company BoD)

# CSR & Sustainability

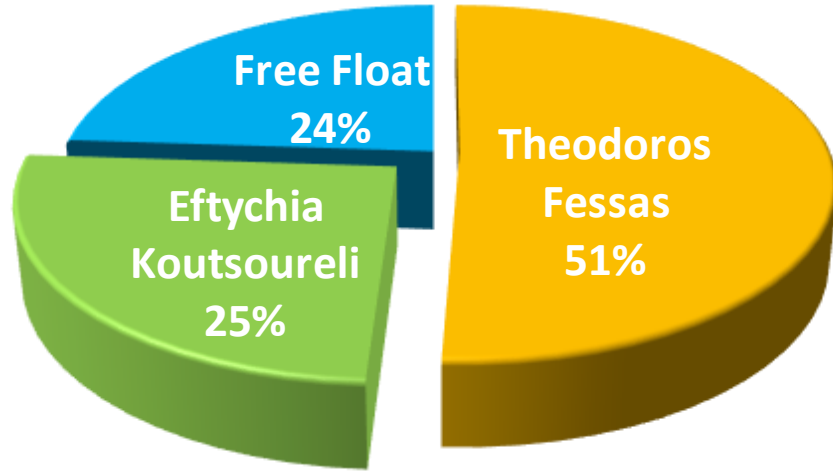
- CSR and Sustainable Development is a strategic focus for Quest Group.
- The Group endorses the 10 Principles of the UN Global Compact, the 17 UN Sustainable Development Goals and complies with the Greek Sustainability Code.
- The Group publishes Annual Sustainable Development Report according to the GRI Standards (Global Reporting Initiative), which includes all companies with total turnover of more than 5% of the consolidated turnover.

## Strategic CSR Focus

- Market: Responsible and Ethical Entrepreneurship, Regulatory Compliance, Continuous Growth, Expansion to new Areas, Total Customer Satisfaction
- Human Capital: Training and Development Initiatives, Increase Employee Satisfaction
- Environment: Increase Recycling Activities, Reduce Power Consumption, Reduce emissions from ACS Transportations
- Society: support Entrepreneurship and Innovation through IQbility Incubation Center, Support Digital Transformation in Education by implementing various actions, increase volunteering



# Share & Shareholders Structure



**Total Capital Return to the Shareholders (2007-2018)**  
**€ 89,1m\*\***

**€ 174m \***  
**Capitalization**



\*On 31/3/2019

\*\*Included amount 27.420k (€2,3 per share) refers to share capital decrease and return to shareholders, shares of BriQ Properties REIC

# Quest Group @ a Glance (12M 2018)

**€140m**  
Total Equity



**>37 years**  
successful track record  
(est. in 1981)



**1.744**  
Headcount



**>30 Countries**  
International Activity  
( >16% of revenue)



### Strategy Building Blocks

- Customer Driven
- Operational Excellence
- Human Capital & Values
- Innovation / Technology Orientation
- International Expansion



**€498m**  
Revenues

### Diversified

Business operations applying active management principles



### Active in :



	Revenues
• ICT Products*	€ 272m
• IT Services	€ 89m
• Courier/Post	€ 101m
• Electronic Payments	€ 34m
• Ren. Energy / Other	€ 2m

### Value Creation – Track Record

- 2014-2018 Revenue Growth 56%
- 2014-2018 Ebitda Growth 68%
- 2014-2018 EBT Growth x 7
- Net Cash 26m
- Growth Investments 2013-2018 >80m



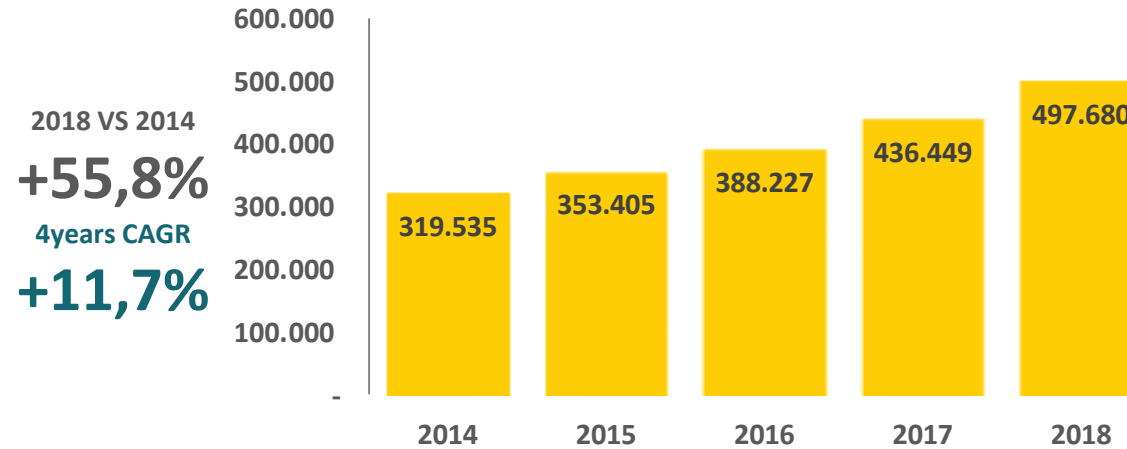
**Value Creation Diversified Business Enabler**



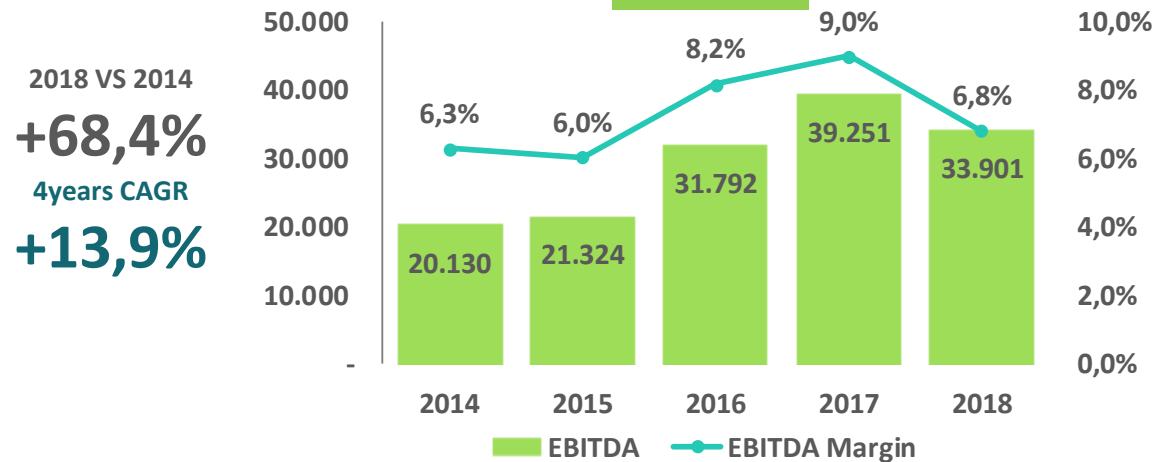
# P&L (12M 2018)

Amounts in ,000 €

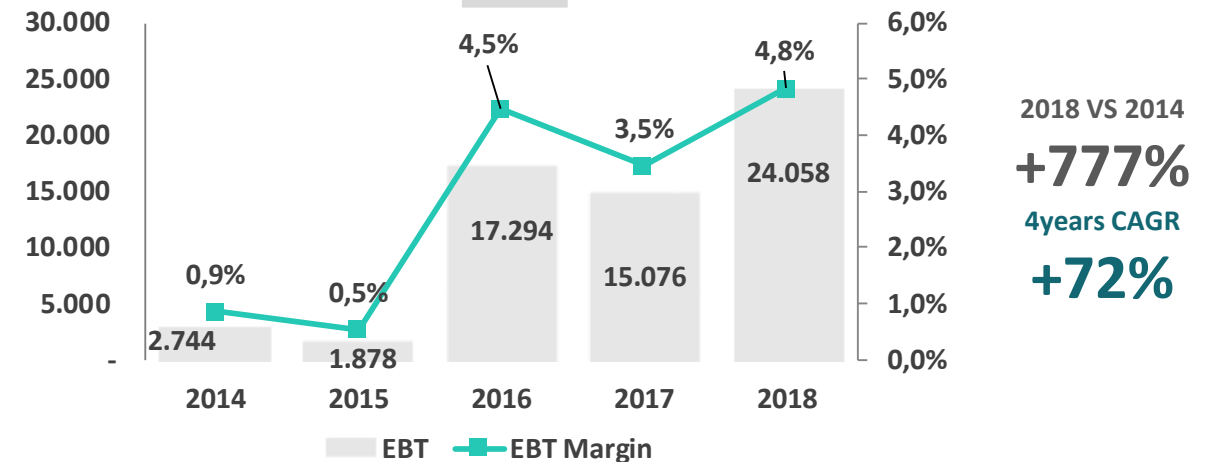
## SALES



## EBITDA



## EBT



• The aggregate negative effect from extraordinary events on 2018 EBITDA was – €9m.

• EBT include extraordinary capital results 2017 : -€ 4,6m, 2016: + € 1,9m, 2015: - € 3,9m

# Segment Analysis 12M 2018

12M 2018 (€ x 1.000)	IT Products	IT Services	Courier & Postal	Electronic Payments	Renewable Energy	Unallocated	Total
Total gross segment sales	<b>302.263</b>	<b>90.205</b>	<b>102.795</b>	<b>33.777</b>	<b>2.278</b>	-	<b>531.319</b>
Inter-segment sales	(30.479)	(1.525)	(1.436)	(22)	(134)	(43)	(33.639)
<b>Net sales</b>	<b>271.784</b>	<b>88.680</b>	<b>101.359</b>	<b>33.756</b>	<b>2.144</b>	<b>(43)</b>	<b>497.680</b>
<b>EBITDA</b>	<b>6.425</b>	<b>2.672</b>	<b>14.035</b>	<b>4.652</b>	<b>1.457</b>	<b>4.660</b>	<b>33.901</b>
<i>% sales</i>	2,4%	3,0%	13,8%	13,8%	68,0%	-	6,8%
<b>Profit/ (Loss) before income tax</b>	<b>3.838</b>	<b>241</b>	<b>12.516</b>	<b>7.453</b>	<b>664</b>	<b>(654)</b>	<b>24.058</b>
<i>% sales</i>	1,4%	0,3%	12,3%	22,1%	31%	-	4,8%
<b>Profit/ (Loss) after tax for the year</b>	<b>2.827</b>	<b>(311)</b>	<b>9.001</b>	<b>8.426</b>	<b>527</b>	<b>(442)</b>	<b>20.028</b>
<b>Profit/ (Loss) after tax &amp; NCI for the year</b>							<b>18.763</b>
<b>Capex &amp; New Investments</b>	<b>1.096</b>	<b>317</b>	<b>1.005</b>	<b>2.074</b>	<b>4.322</b>	<b>18</b>	<b>8.832</b>
<b>Net cash/(debt)</b>	<b>4.587</b>	<b>7.785</b>	<b>28.016</b>	<b>(8.215)</b>	<b>(10.059)</b>	<b>3.611</b>	<b>25.724</b>
12M 2017 (€ x 1.000)	IT Products	IT Services	Courier & Postal	Electronic Payments	Renewable Energy	Unallocated	Total
Total gross segment sales	<b>241.821</b>	<b>84.000</b>	<b>99.139</b>	<b>38.508</b>	<b>859</b>	<b>1.100</b>	<b>465.427</b>
Inter-segment sales	(25.503)	(936)	(1.487)	(93)	(25)	(935)	(28.978)
<b>Net sales</b>	<b>216.318</b>	<b>83.064</b>	<b>97.652</b>	<b>38.415</b>	<b>834</b>	<b>165</b>	<b>436.449</b>
<b>EBITDA</b>	<b>5.770</b>	<b>2.811</b>	<b>12.386</b>	<b>17.251</b>	<b>190</b>	<b>843</b>	<b>39.251</b>
<i>% sales</i>	2,7%	3,4%	12,7%	44,9%	22,8%	511,9%	9,0%
<b>Profit/ (Loss) before income tax</b>	<b>3.500</b>	<b>159</b>	<b>11.231</b>	<b>(645)</b>	<b>797</b>	<b>34</b>	<b>15.076</b>
<i>% sales</i>	1,6%	0,2%	11,5%	-1,7%	96%	20,5%	3,5%
<b>Profit/ (Loss) after tax for the year</b>	<b>1.730</b>	<b>(1.053)</b>	<b>7.763</b>	<b>(3.018)</b>	<b>709</b>	<b>(219)</b>	<b>5.912</b>
<b>Profit/ (Loss) after tax &amp; NCI for the year</b>							<b>6.364</b>
<b>Capex &amp; New Investments</b>	<b>468</b>	<b>1.087</b>	<b>977</b>	<b>15.737</b>	<b>4.500</b>	<b>2.269</b>	<b>25.038</b>
<b>Net cash/(debt)</b>	<b>(19.334)</b>	<b>6.442</b>	<b>19.564</b>	<b>(18.980)</b>	<b>763</b>	<b>7.036</b>	<b>(4.509)</b>
Diff 2018/2017 %	IT Products	IT Services	Courier & Postal	Electronic Payments	Renewable Energy	Unallocated	Total
Total sales	25,6%	6,8%	3,8%	-12,1%	157,0%	-126,0%	14,0%
EBITDA	11,3%	-4,9%	13,3%	-73%	-	-	-13,6%
Profit/ (Loss) before income tax	9,7%	50,9%	11,4%	-	-16,6%	-	59,6%
Profit/ (Loss) after tax for the year	63,4%	70,5%	16,0%	-	-25,7%	-101,9%	-
Profit/ (Loss) after tax & NCI for the year							194,8%

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