



Info Quest  
TECHNOLOGIES

uni.systems

YOU  
www.you.gr  
technology & living

Quest  
HOLDINGS

iStorm

# 10 year financial figures

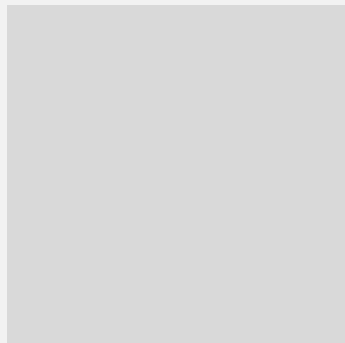
iSquare

Quest  
ENERGY

cardlink

ACS

# 10 year financial figures



# Quest Group @ a Glance (12M 2018)

**€140m**

Total Equity

**>36 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

1.

2.

3.

4.

5.

6.

7.

8.

9.

**€498m**

Revenues

## Diversified

Business operations  
applying active  
management principles

## Active in :

- ICT Products\* **€272m**
- IT Services **€89m**
- Courier/Post **€101m**
- Financial Transactions **€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**

# Segment Description



## IT Products (Wholesale/ Retail)



- Largest distributor of H/W and S/W products in Greece
- 40%+ of IT distribution Market in Greece
- Certified Greek partner of major international vendors
- Own Brand assembler & distributor
- Apple's Value Added Distributor Greece & Cyprus
- 8 Apple retail stores
- 120 service centers for Technical Support
- Advanced e-commerce platform
- Personnel: 399



## IT Services



- Leading IT s.integrator in domestic market ~ 20% M.Share
- 30+ countries of operations
- 40% International revenues
- 600+ customers across industries & geographies
- 80% of revenues from services activities
- 40+ years experience in banking & telecom sectors
- Specialized it/tech professionals
- Personnel:759



## Courier & Postal



- Largest Local Courier Operator in SE Europe ~ 24% M.Share
- Leading Alternative Postal Operator in Greece (8% + market share)
- 50m shipments/year (20m in courier & 30m in Post)
- 500+ Service Points
- 36 years experience
- 30.000m2 facilities
- Personnel: 477



## Electronic Payments



- Leading POS network operator in Greece
- ~250K installed POS in merchants
- ~40-50% market share in POS
- >300m transactions/yr
- Serves all major banks
- Significant Growth investments ~€40m during 2015-2018
- Personnel: 97



## Energy & Other



- Owns & operates 10 photovoltaic parks of 12,7MW power
- Pursues actively new investments in R.Energy to reach ~ 20 MW gradually
- Quest Holdings: Parent Company
- Personnel: 12

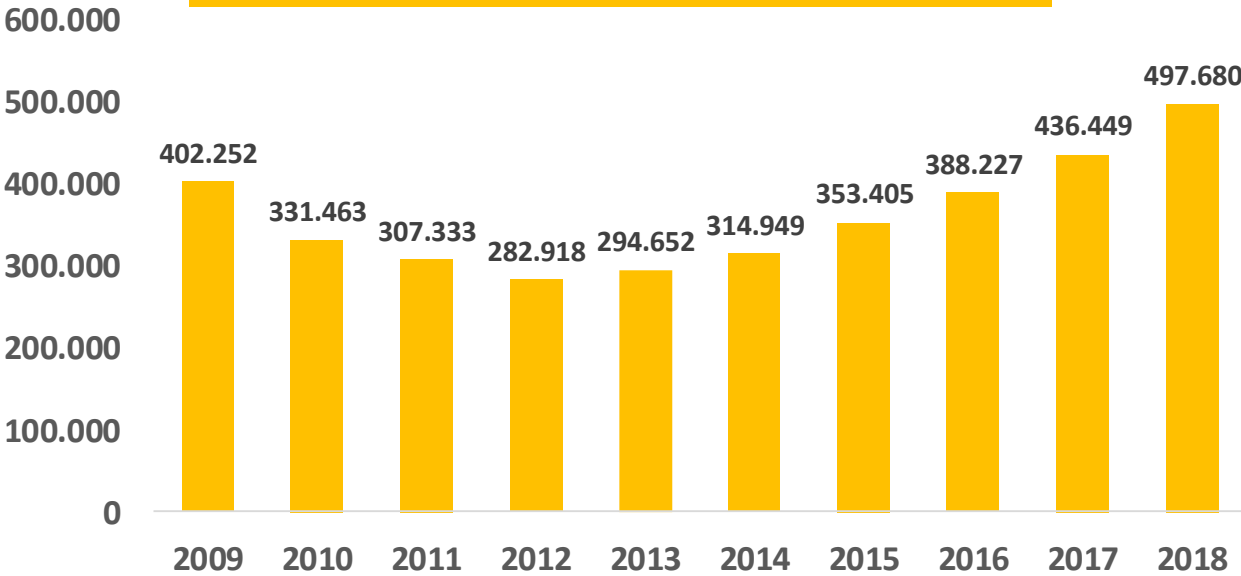


# 10 year P&L (2009-2018)

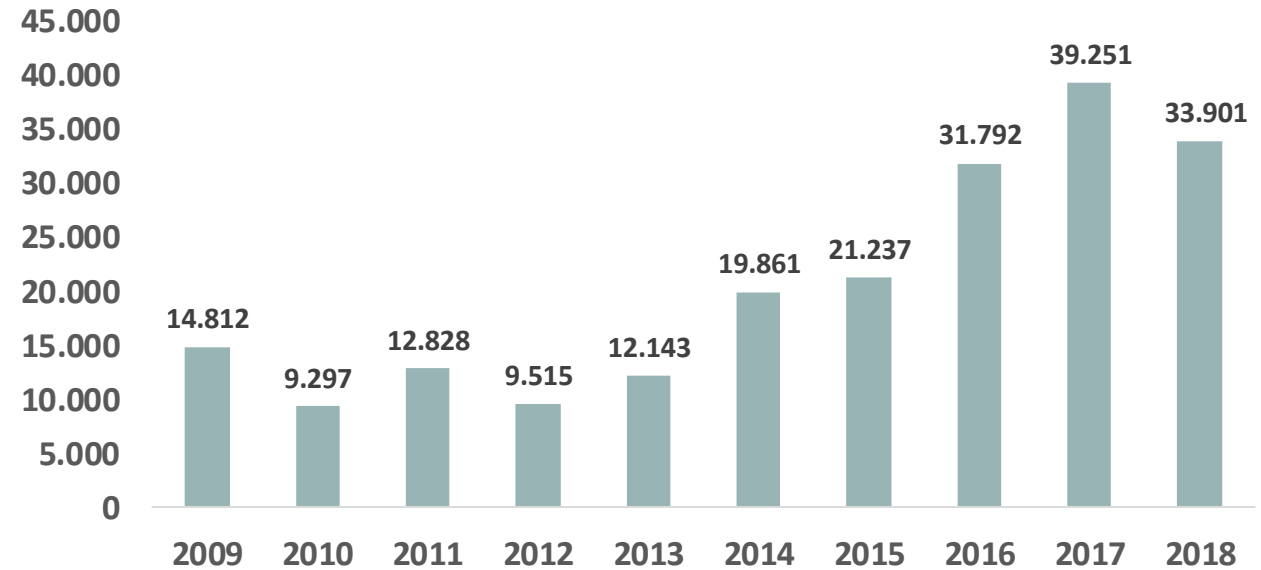


Amounts in thousand euro

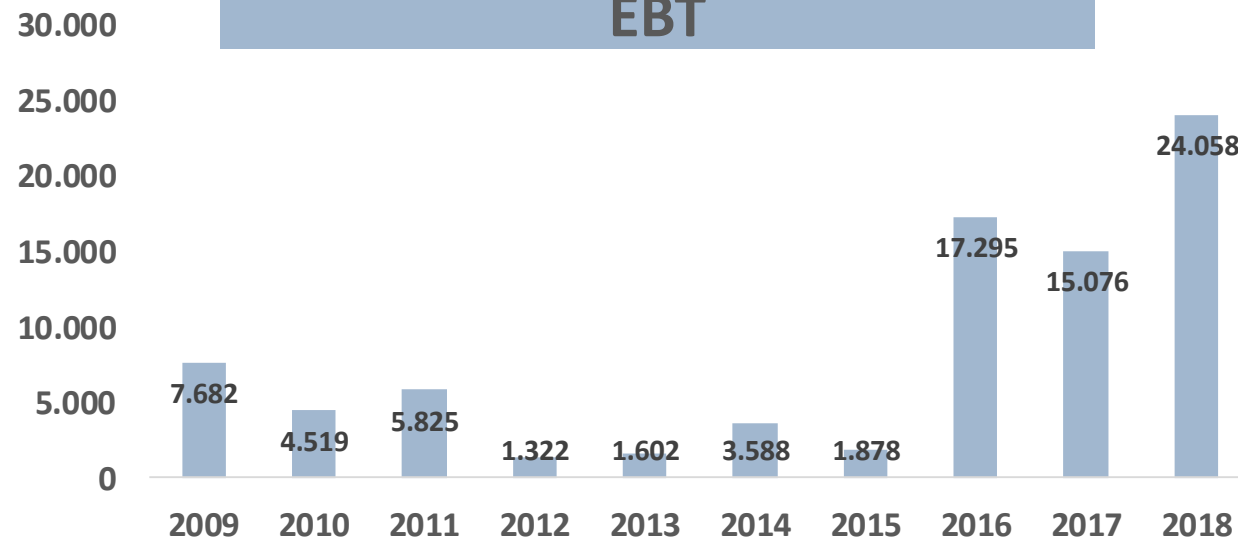
## SALES



## EBITDA



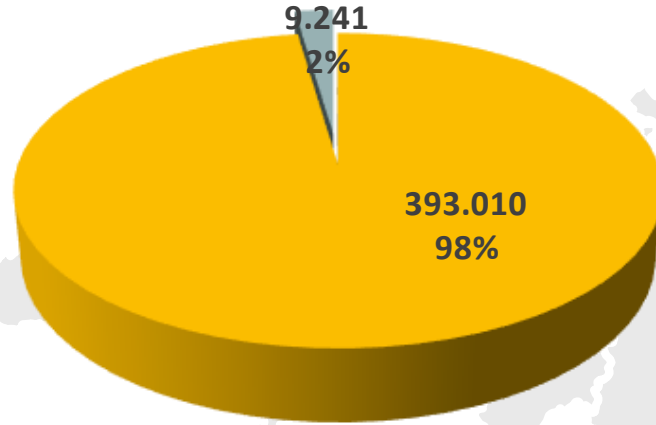
## EBT



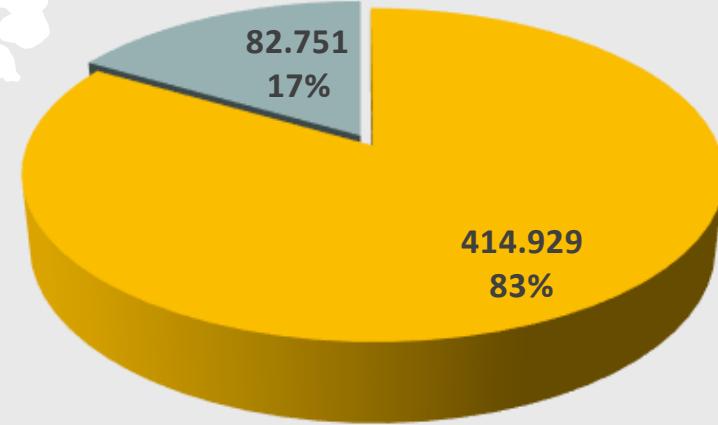
# Sales per Region (2009-2018)



2009



2018

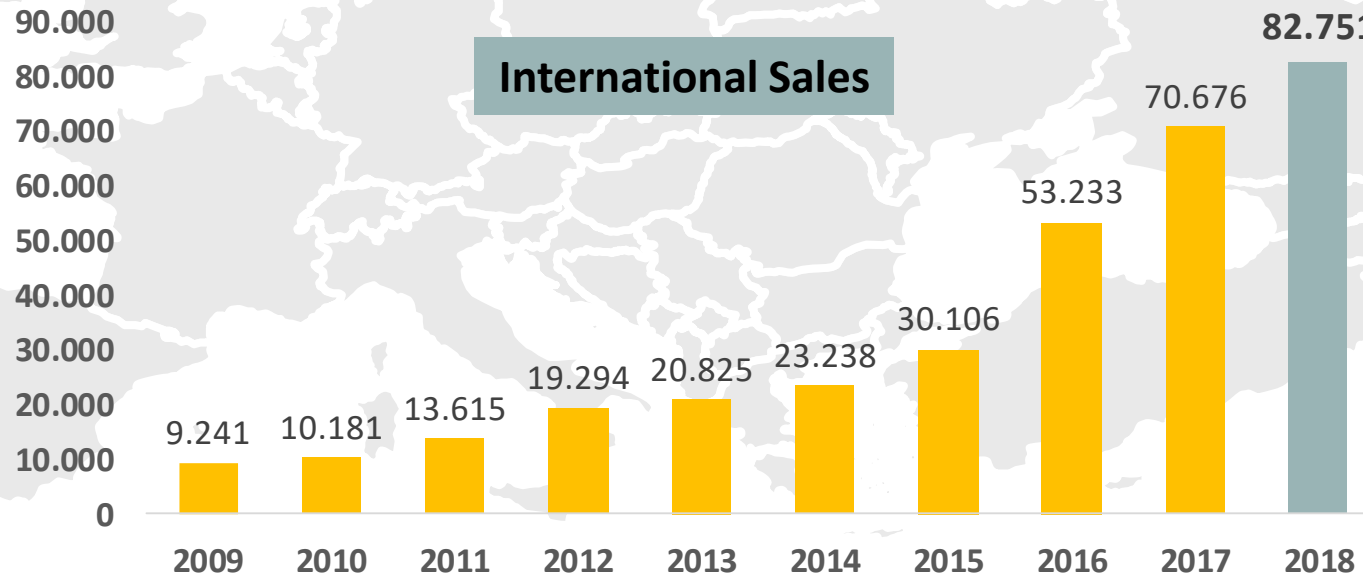


Amounts in thousand euro

■ Domestic Sales ■ International Sales

■ Domestic Sales ■ International Sales

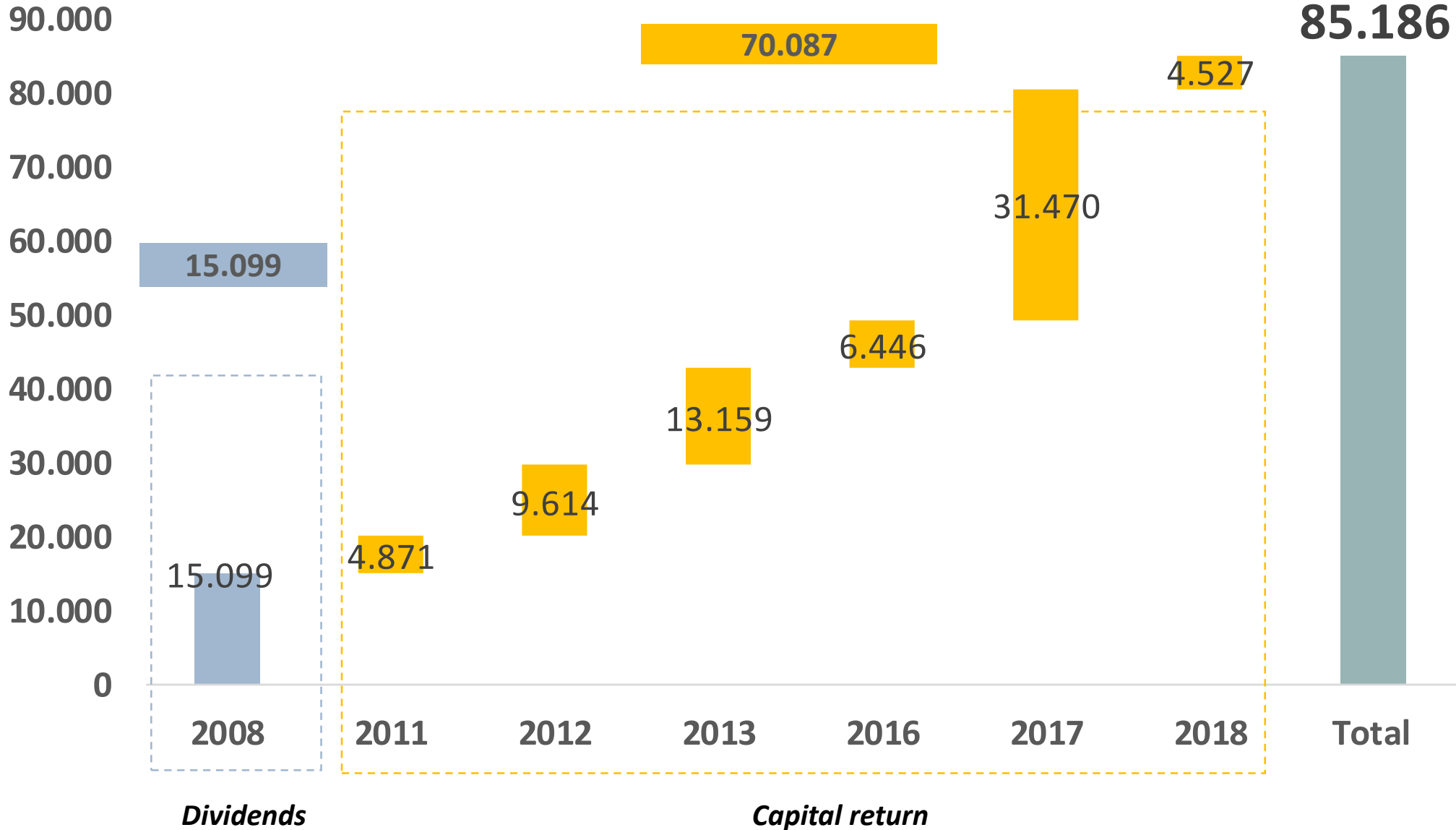
## International Sales



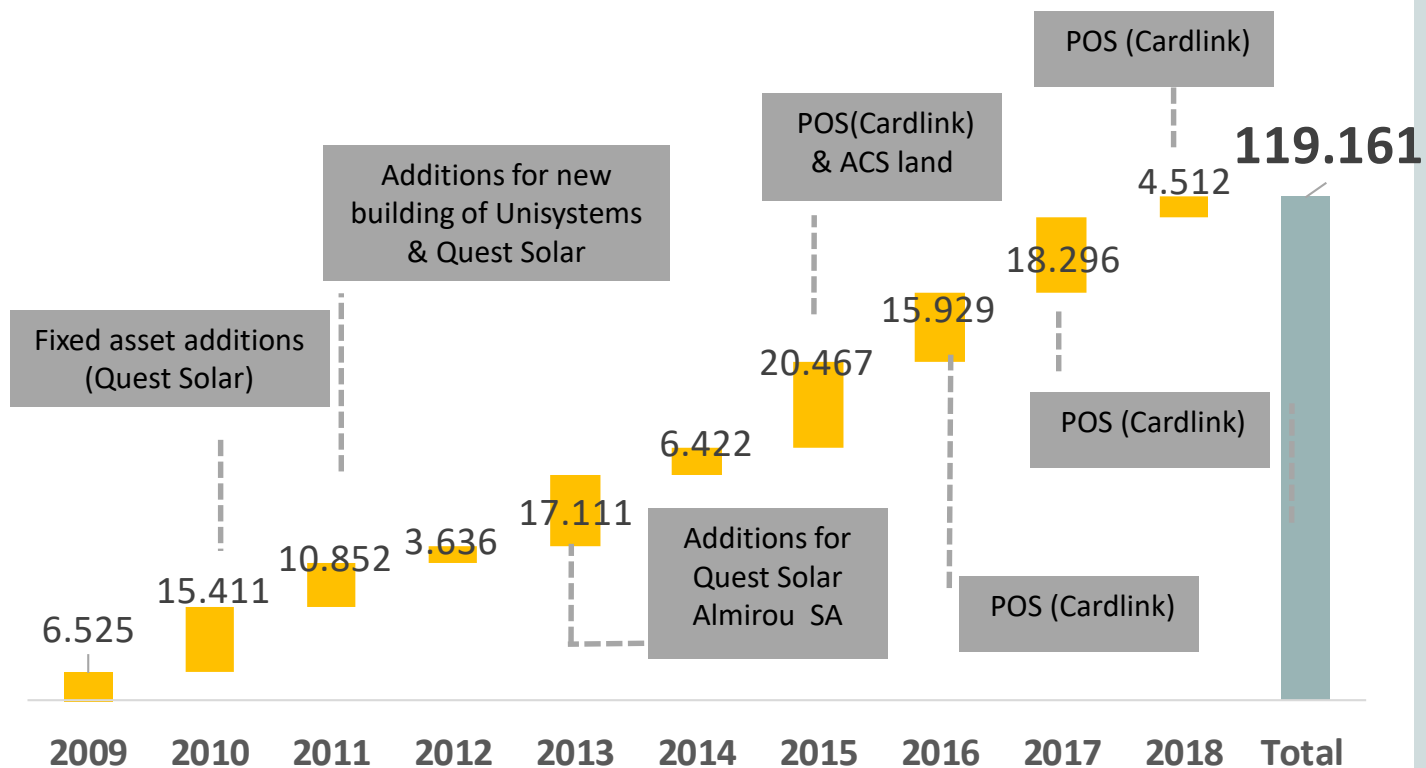
# Capital Return & Dividends (2008-2018)



*Amounts in thousand euro*

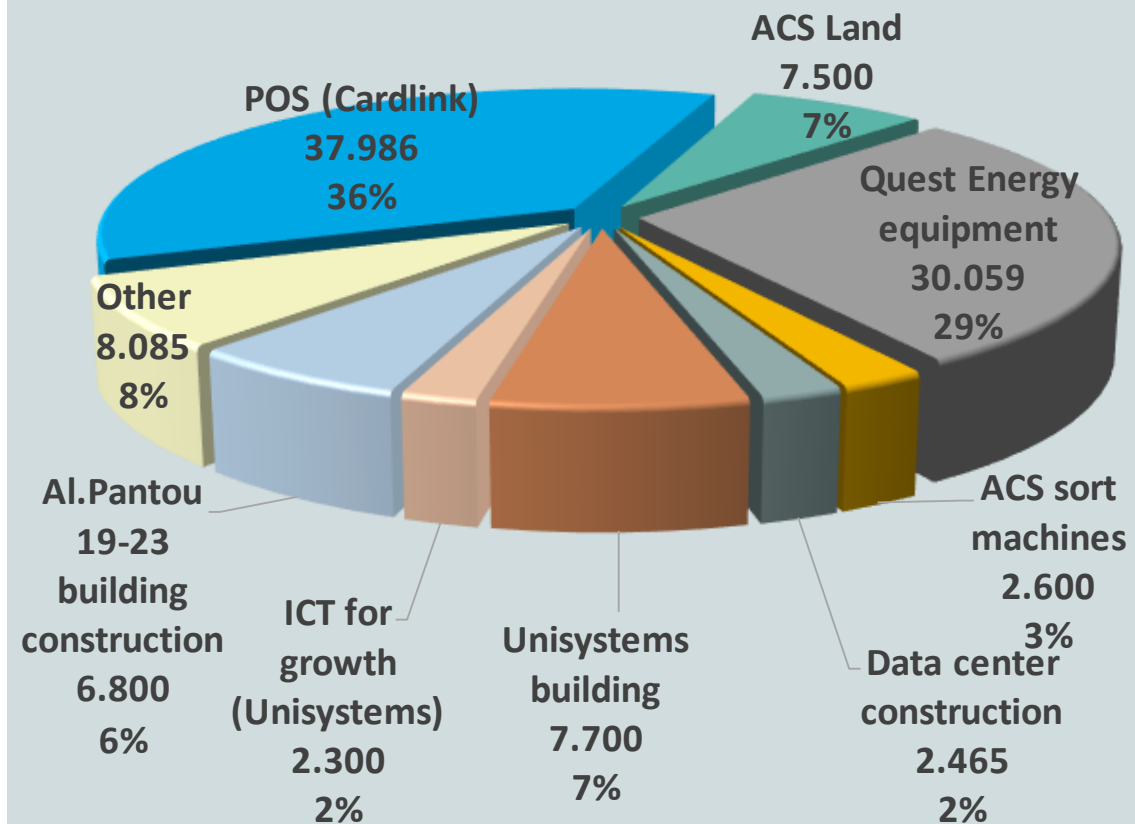


# Capex (2009-2018)



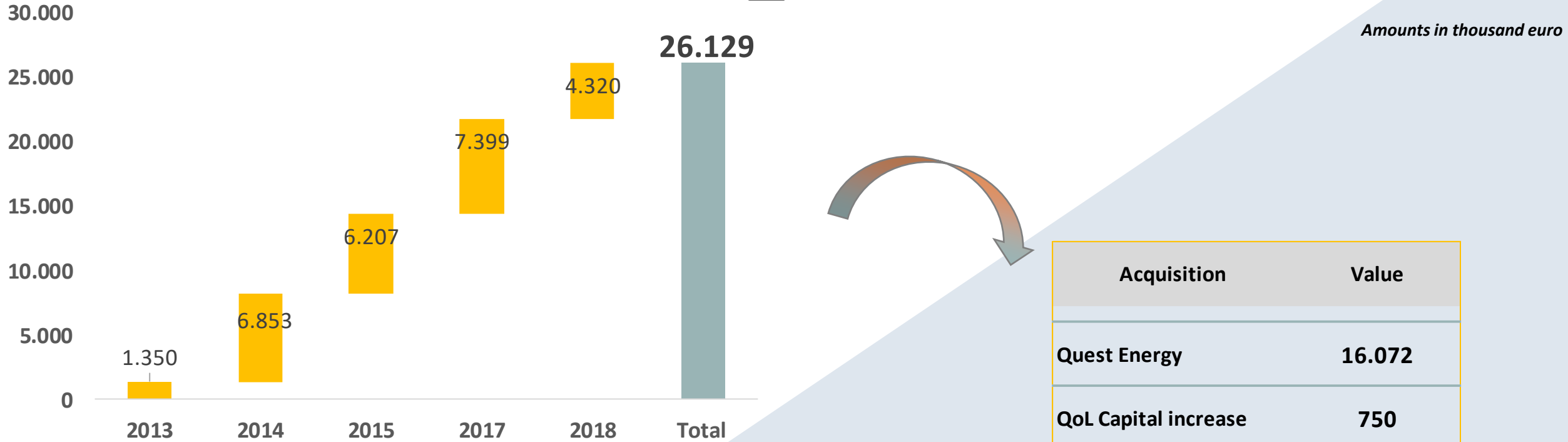
Amounts in thousand euro

## Tangible Assets



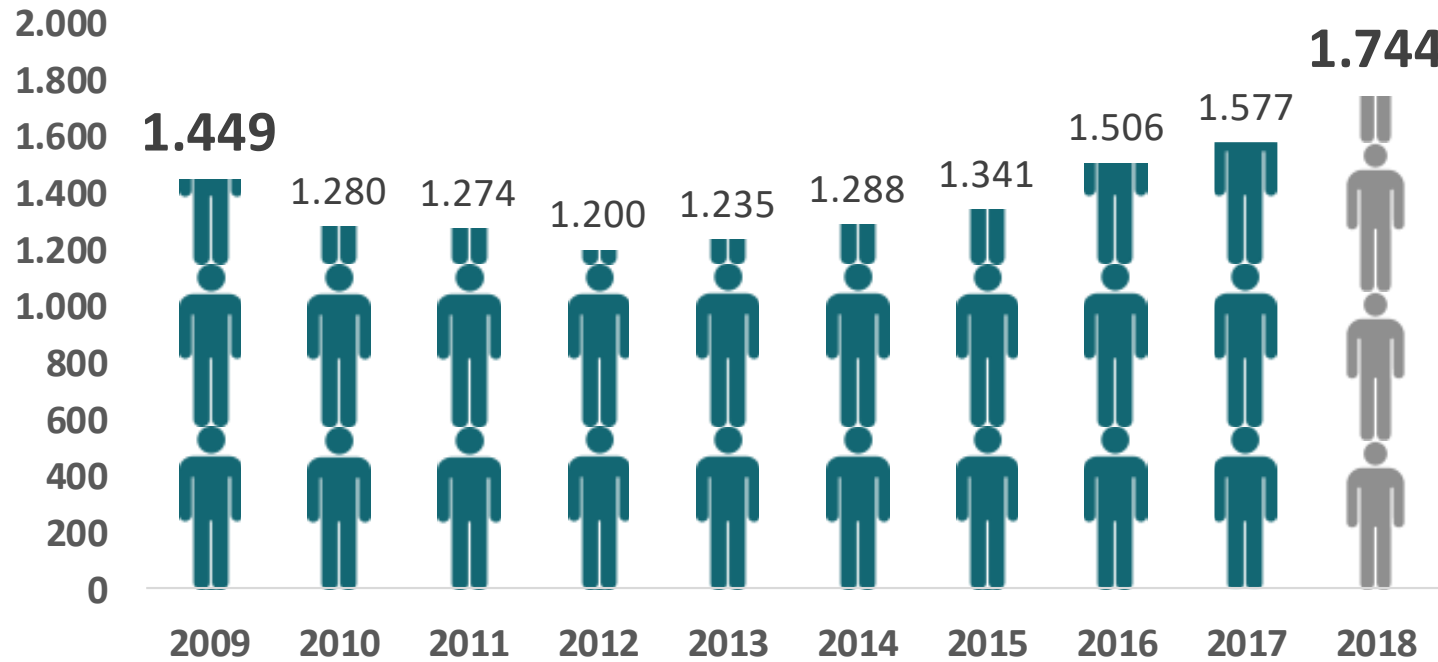


# Investments in Subsidiaries (Additions)



Acquisition	Value
Quest Energy	16.072
QoL Capital increase	750
iStorm capital increase	3.100
U-YOU (Cardlink)	6.207
Others	0
<b>Total</b>	<b>26.129</b>

# Number of Employees (2009-2018)



2018 vs 2009  
**+20,4%**

# Balance sheet (12M 2018)



Amounts in ,000 €

<b>Group Balance Sheet</b>	<b>2018</b>	<b>2017</b>
Tangible & intangible assets	70.245	75.523
Goodwill	31.649	27.225
Other	34.186	31.288
<b>Non-current assets</b>	<b>136.081</b>	<b>134.036</b>
Inventories	26.376	26.997
Trade & other receivables	88.788	109.886
Cash and cash equivalents	63.164	47.937
Other	19.484	7.752
<b>Current assets</b>	<b>197.811</b>	<b>192.572</b>
<b>Total assets</b>	<b>333.892</b>	<b>326.609</b>
<b>Total equity</b>	<b>140.173</b>	<b>128.730</b>
Borrowings-Long Term	9.227	17.878
Other	37.682	43.970
<b>Non-current liabilities</b>	<b>46.909</b>	<b>61.847</b>
Borrowings-Short Term	28.214	<b>34.569</b>
Trade & other payables	108.879	<b>97.887</b>
Other	9.716	<b>3.575</b>
<b>Current liabilities</b>	<b>146.810</b>	<b>136.031</b>
<b>Total Liabilities &amp; equity</b>	<b>333.892</b>	<b>326.609</b>
<b>Net Debt/(cash)</b>	<b>(25.722)</b>	<b>4.509</b>

**€334m**  
Total Assets

**€140m**  
Total Equity

**€63m**  
Cash

**€66m**  
Tangible Assets

Group's ~€30m. change in Net Debt during 12M2018 (debt + leasing- cash and cash equivalents) was mainly due to:

- (EBTD+€37m) + (Tax -€4m) + (Capex & New Investments -€20m including undertaken net debt) = Total +€13m
- WoC & other changes of +€17m

# Quest's 2021 Strategy



## Strategic Orientation

01



Focus on Growing Areas and Improve Profitability

02



Improve ROE to ~20%

03



Invest in Areas with higher Returns & Growth Potential

04



Continue Existing Dividend Policy

05

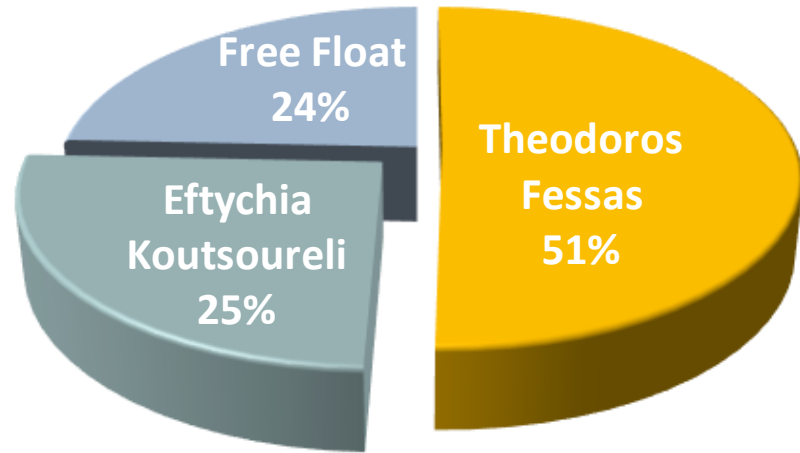


Enhance Corporate image and International Expansion

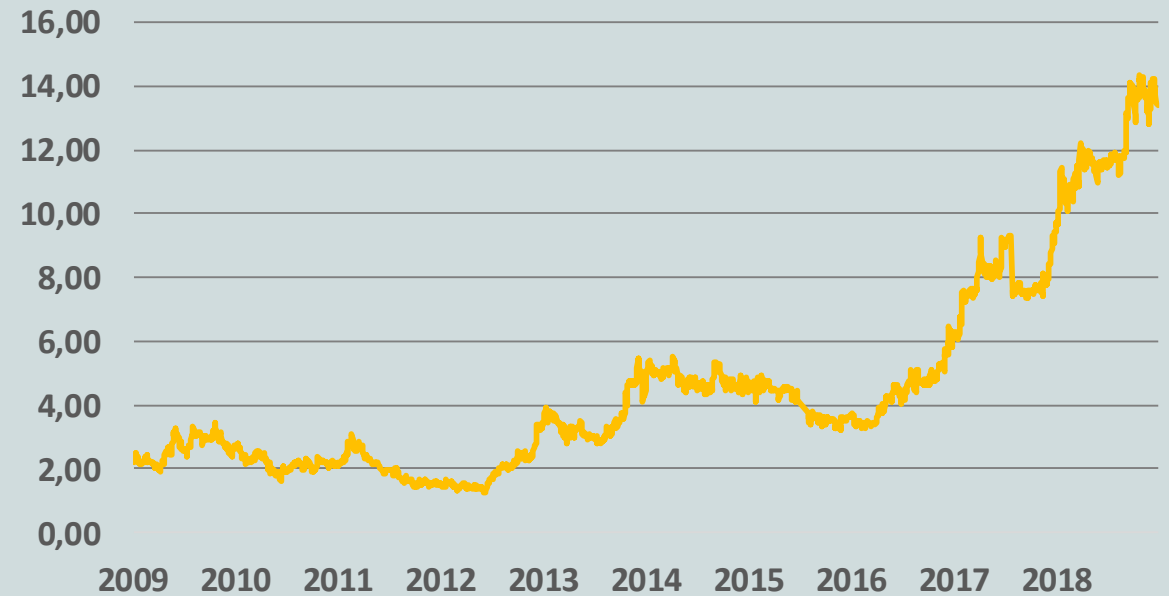
## Strategic Targets

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 Adj. → >5%	IT Products & Services, Courier/Post, Fin. Transactions, Renewable Energy +1-2 New Sectors	Achieve Fair Market Cap Valuation

# Share & Shareholders information (2009-2018)



**€ 160m \***  
Capitalization



\*On 31/12/2018



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