ASBIS®

Distribution
For Your Success

CORPORATE UPDATE

2019

ASBIS 2019

Subsidiaries in 28 countries

30,000 active customers in 60 countries worldwide

1780 Employees

Revenue: 2.1 Bln$ 2018

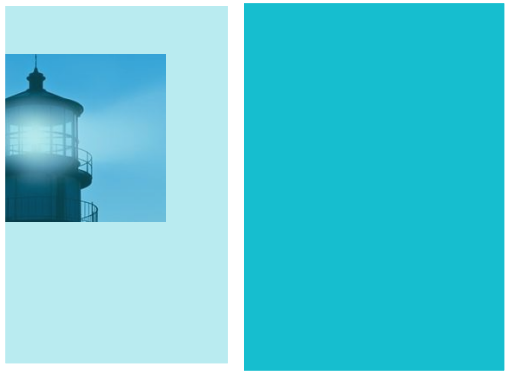
2 Distribution centers

21.000 products in portfolio

20 b2b e-shops

over 110 vendors

60% transactions online



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2018 HIGHLIGHTS

- Revenue:

  2.1 B$ (+40% YoY)

DISTRIBUTED PRODUCT GROUPS

29%
PC & PC components
+9% YoY

43%
Consumer mobility
+81% YoY

23%
VAD
+21% YoY

6%
Accessories
+102% YoY

The breakdown by product lines in the twelve month periods ended December 31st, 2018

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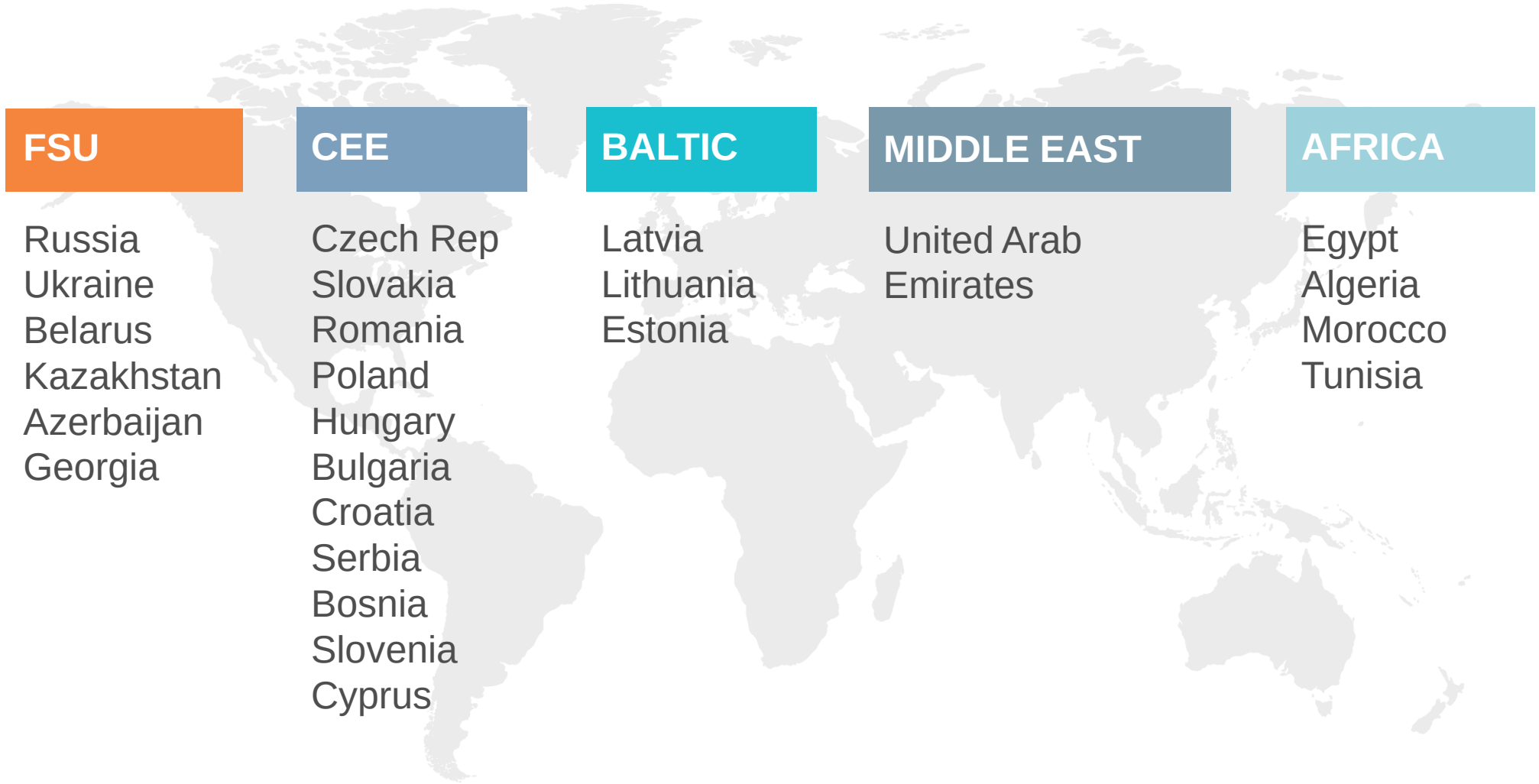
BROAD GEO COVERAGE AND SCALABILITY



FSU	CEE	BALTIC	MIDDLE EAST	AFRICA
Russia	Czech Rep	Latvia	United Arab Emirates	Egypt
Ukraine	Slovakia	Lithuania		Algeria
Belarus	Romania	Estonia		Morocco
Kazakhstan	Poland			Tunisia
Azerbaijan	Hungary			
Georgia	Bulgaria			
	Croatia			
	Serbia			
	Bosnia			
	Slovenia			
	Cyprus			

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EXPERT IN DISTRIBUTION ON EMEA MARKETS

48%
Countries of Former Soviet Union

33%
Central & Eastern Europe

Middle East & Africa **11%**

8% Western Europe & Other countries

The breakdown by regions in the twelve month periods ended December 31th, 2017

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A BROAD BUSINESS PORTFOLIO

SERVERS & STORAGE
Dell EMC, Intel, Supermicro, HPE, Gigabyte, QCT, AIC, Tyan, IBM, Cisco, Infinidat, Western Digital, Clusterstor, Infortrend, Accelstor

NETWORKING
Mellanox, HPE, Dell EMC, Intel, Qlogic, TP-link, Cisco, Ubiquiti, D-Link, Netgear, Sonicwall, Mikrotik, Zyxel

COMPONENTS
Intel, Seagate, AMD, Western Digital, Crucial, Micron, HGST, Toshiba, Kingston, Qlogic, Adaptec, LSI, XFX, Sapphire, Transcend, Asus, Gigabyte, MSI, Silicon Power

CLOUD SERVICES
Microsoft, Oracle, Cisco

SMARTPHONES & TABLETS
Apple, Asus, Prestigio, Lenovo, Samsung

DESKTOP & LAPTOP PC
Apple, Dell, Lenovo, Hewlett Packard, Toshiba, Acer, Asus

SOFTWARE
Microsoft, Oracle, WMware, IBM, Adobe, Kaspersky, Eset, AVG, DRWeb, Kerio, McAfee, Nexenta, Maxta, Blackberry, Storagecraft, Compuverde

OEM
Prestigio, Canyon

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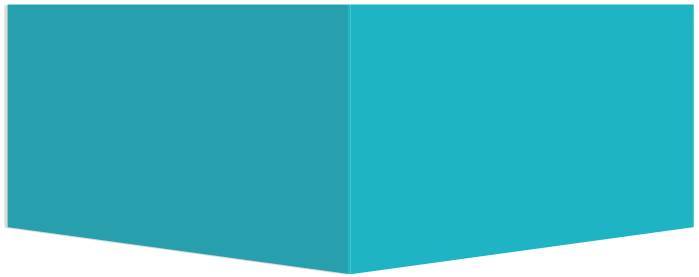
COMPANY KEY BUSINESS DIRECTIONS

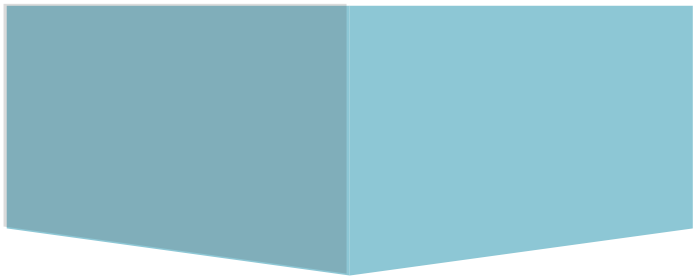


PRODUCT DISTRIBUTION

More than 110 000 IT products from leading manufacturers

VALUE ADDED DISTRIBUTION

All-round IT solutions for diverse vertical markets



PROFESSIONAL SERVICES

Customer service, expertise and resources to realize business ideas

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