

## GROUP INFORM P. LYKOS HOLDINGS S.A.

### Sales increase +3.2% with significant contribution of digitalization projects

- Sales at € 34.7 million in the first half 2021 increased by 1.1 million
- Significant positive contribution of acquisitions in Romania on the Group results

Koropi, 06/08/2021 – The consolidated financial statements of INFORM P. LYKOS HOLDINGS S.A. are published today, in accordance with the International Financial Reporting Standards (I.F.R.S.).

During the first half of 2021, Group sales increased by € 1.1 million or +3.2% and reached € 34.7 million compared to € 33.6 million compared to the corresponding half of 2020. Operating profitability was reduced by € 0.3 million to € 3.2 million compared to € 3.5 million in the corresponding half of 2020, as it was affected by the sales mix, as analyzed below.

Excluding intersegment revenues, sales in Greece reached € 13.1 million compared to € 13.5 million in the corresponding half of 2020, reduced by € 0.4 million with negative and positive deviations mainly from:

- Revenue loss of € 1.6 million from Private Sector which was affected by the COVID-19 pandemic, where there are already signs of recovery for the second half of 2021,
- Delay in renewal of payment cards by € 0.5 million, which is estimated to take place in the second half of 2021,

The above deviations were partially offset by

- Undertaking a larger share in the postal services, with an increase in turnover by € 1.7 million compared to the corresponding half last year.

In Romania, sales increased by 6.6% compared to the corresponding half of 2020 and reached € 21 million compared to € 19.7 million. This increase of € 1.3 million comes from:

- Increase of the turnover of the companies NEXT DOCS by € 0.8 million, in Enterprise Document Management, Scanning & Archiving projects,
- Undertaking a larger share in the postal services by € 0.5 million.

As a result of the above, the key financial profitability figures of the Group INFORM are presented as follows:

- The earnings before interest, taxes, depreciation and amortization (EBITDA) of the Group, reached € 3.2 million compared to € 3.5 million the corresponding half of 2020, reduced by € 0.3 million or -7.1%, mainly affected by sales mix,
- The earnings before interest, taxes (EBIT) of the Group, reached € 1 million compared to € 1.4 million the corresponding half of 2020, reduced by € 0.4 million or -7.1%, affected by higher depreciations,
- The earnings before taxes (EBT) of the Group, reached € 0.3 million compared to € 0.6 million the corresponding half of 2020, reduced by € 0.3 million,
- The earnings after taxes (EAT) of the Group, reached € 0.11 million compared to € 0.36 million the corresponding half of 2020, reduced by € 0.25 million.

The Group operating cash flow generated in the first half of 2021, reached € 0.5 million compared to € 0.7 million the corresponding half of 2020. The Net Debt of the Group is reported at € 21.4 million in the first half of 2021 from € 20.6 million in the corresponding half of 2020, and € 18.6 million at the end of 2020. The increase compared to 2020 is due to the acquisition of the Cypriot company CLOUDFIN LTD amounting to € 1.1 million, the increase of the percentage on the share of NEXT DOCS companies in Romania by € 1.3 million as well as the investments in equipment made by the Group.

The Group, having proved its ability to adapt to the rapidly changing and unpredictable conditions of the European market in which it operates, faced the challenges and continues and in the second half of 2021 with focus on the goal of developing higher value-added services, such as services Enterprise Document Management, Scanning & Archiving services, as well as the provision of highly specialized and technologically advanced digitalization solutions such as Digital Onboarding (DoB), OCR / Data Capture Solutions for automatic document recognition and registration (Process Automation) using Machine Learning (ML), Robotic Process Automation, Natural Language Understanding and Cognitive Analytics Solutions, in order to support existing and new customers in their own digital transformation.

#### **About INFORM**

**INFORM (LYK.ATH)** was founded in 1897, it has been listed on the Athens Stock Exchange since 1994 and provides products and services for secure document and information management, innovating in digital transformation of businesses and organizations for providing highly specialized solutions. It employs 520 workers, with 4 production plants in Greece, Romania and Albania and has a leading position in the markets of Central and Eastern Europe in the Public and Private Sector.

INFORM is a member of **AUSTRIACARD HOLDINGS**, an Austrian group of high-tech IT in **Hardware Embedded Security**, which employs **1.300** people and has an international presence in three Divisions, AUSTRIACARD, INFORM and NAUTILUS, in the fields of Digital Security, Information Management and IoT respectively, with a total turnover of € 174 million in 2020. The Group **AUSTRIACARD HOLDINGS** has a very strong European business footprint, from the United Kingdom to Greece and Turkey, with **six** production facilities and **seven** personalization centers in Europe, as well as **two** additional personalization centers in South America and the USA, which allow to serve its customers, wherever they are, in the best possible way.

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