

# Telelink Business Services Group

## Financial Digital Event Jun 02 2021

- **Consolidated Interim and TTM\* Results as of March 31 2021**
- **Investor Calendar Update**

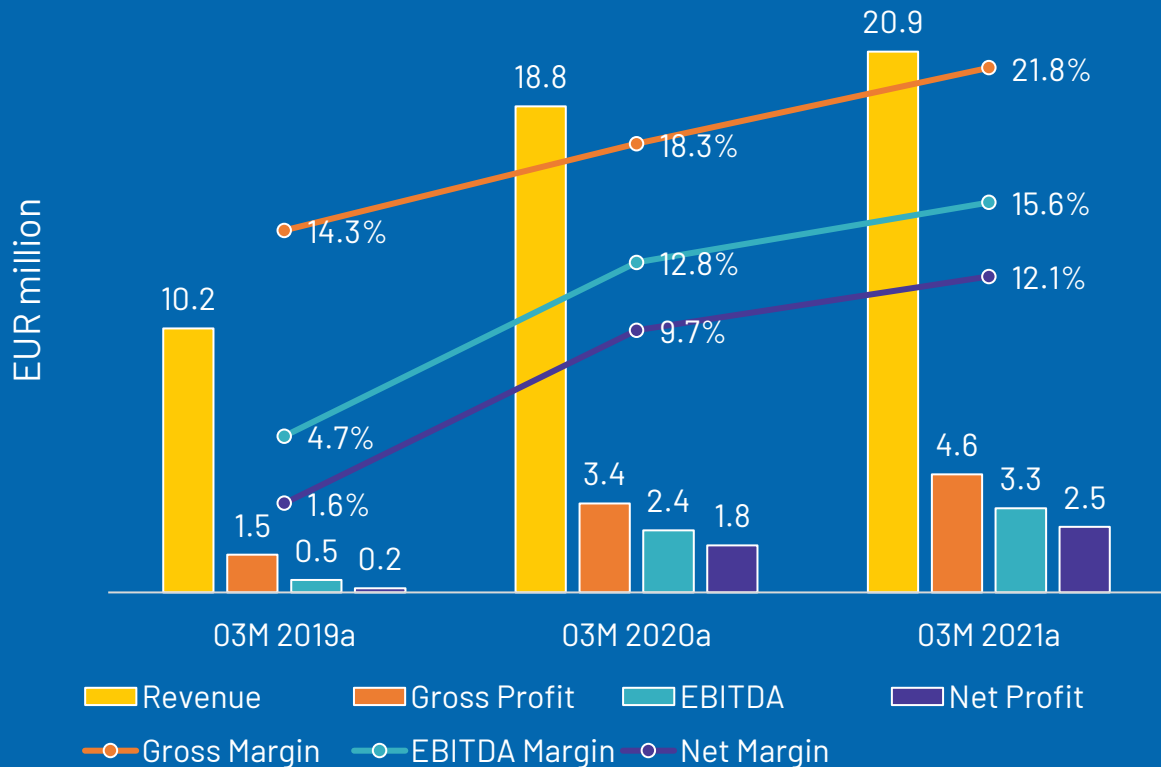
\*Trailing 12 months period from April 01 2020 to March 31 2021



# Financial Review

**Q1 & TTM\* 2021**

# P&L TRENDS



- Revenue:

- Q1/Q1 21/20 = +11%

- Gross Profit:

- Q1/Q1 21/20 = +33%
- margin 21-20 = +3.5%

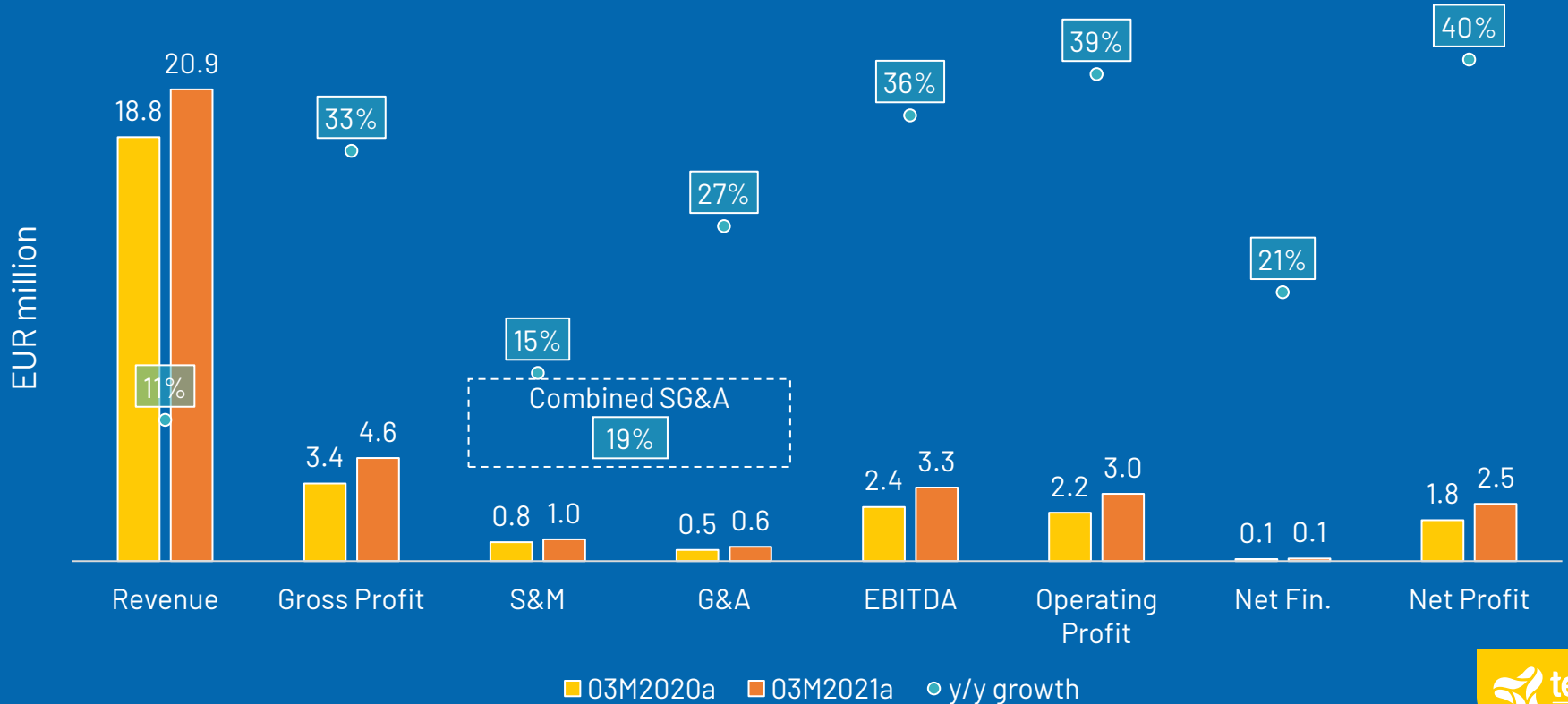
- EBITDA:

- Q1/Q1 21/20 = +36%
- margin 21-20 = +2.8%

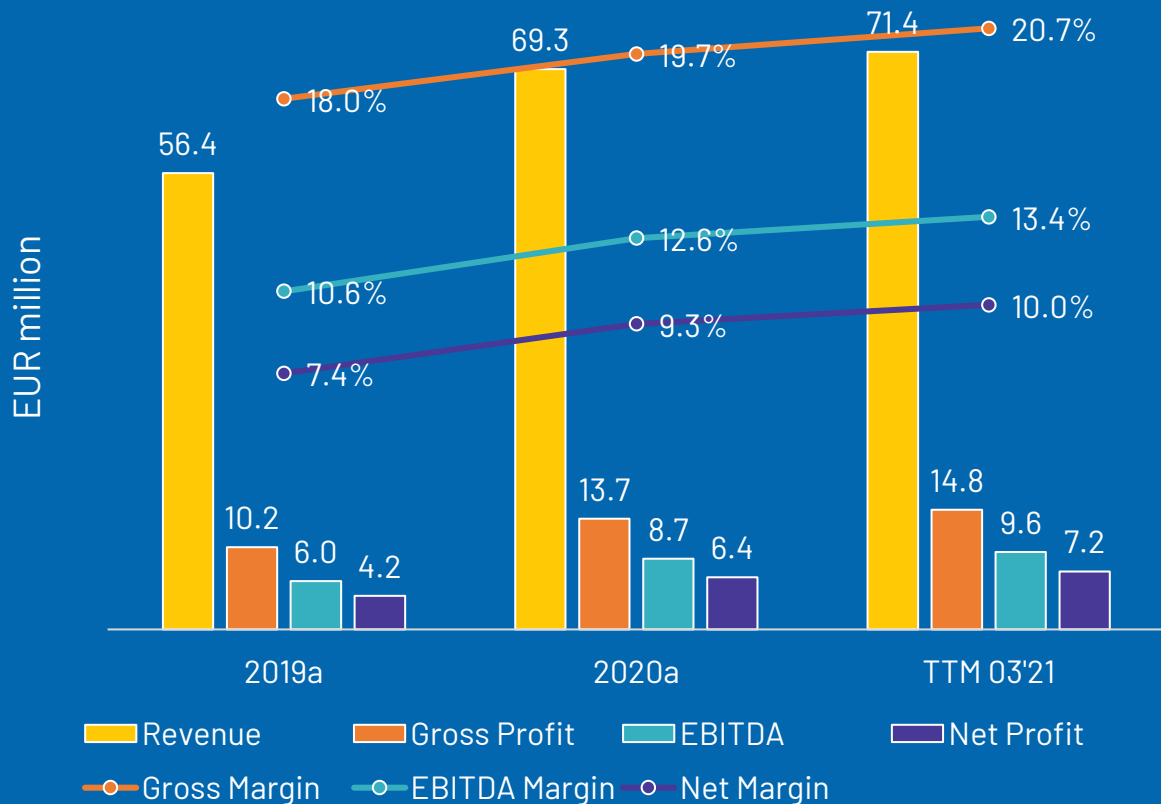
- Net Profit:

- Q1/Q1 21/20 = +40%
- margin 20-19 = +2.5%

# P&L TRENDS (DETAILED)



# TTM\* P&L TRENDS



- Revenue:

- TTM/FY 03'21/20 = +3%

- Gross Profit:

- TTM/FY 03'21/20 = +8%
- margin = +1.0%

- EBITDA:

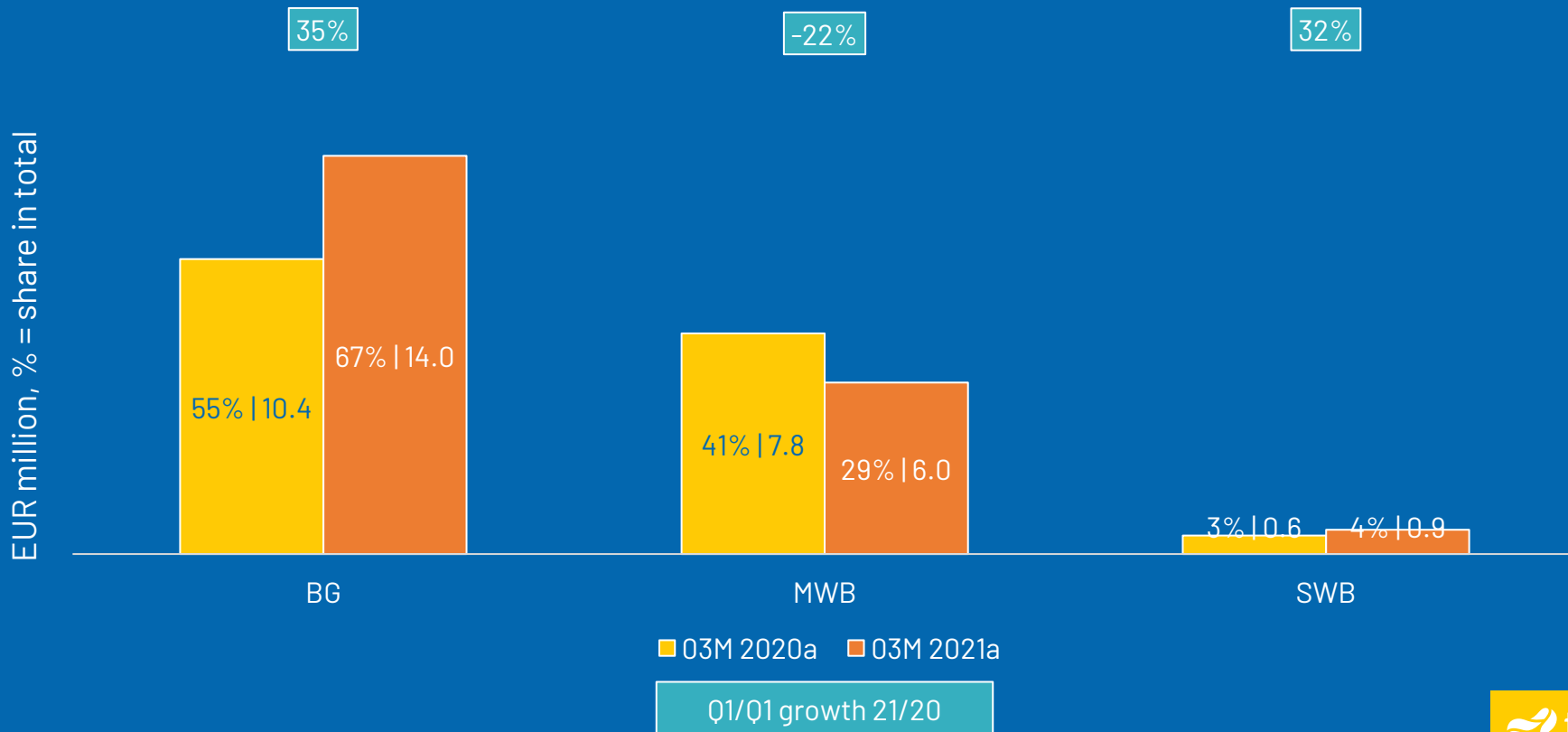
- TTM/FY 03'21/20 = +10%
- margin = +0.8%

- Net Profit:

- TTM/FY 03'21/20 = +11%
- margin = +0.7%

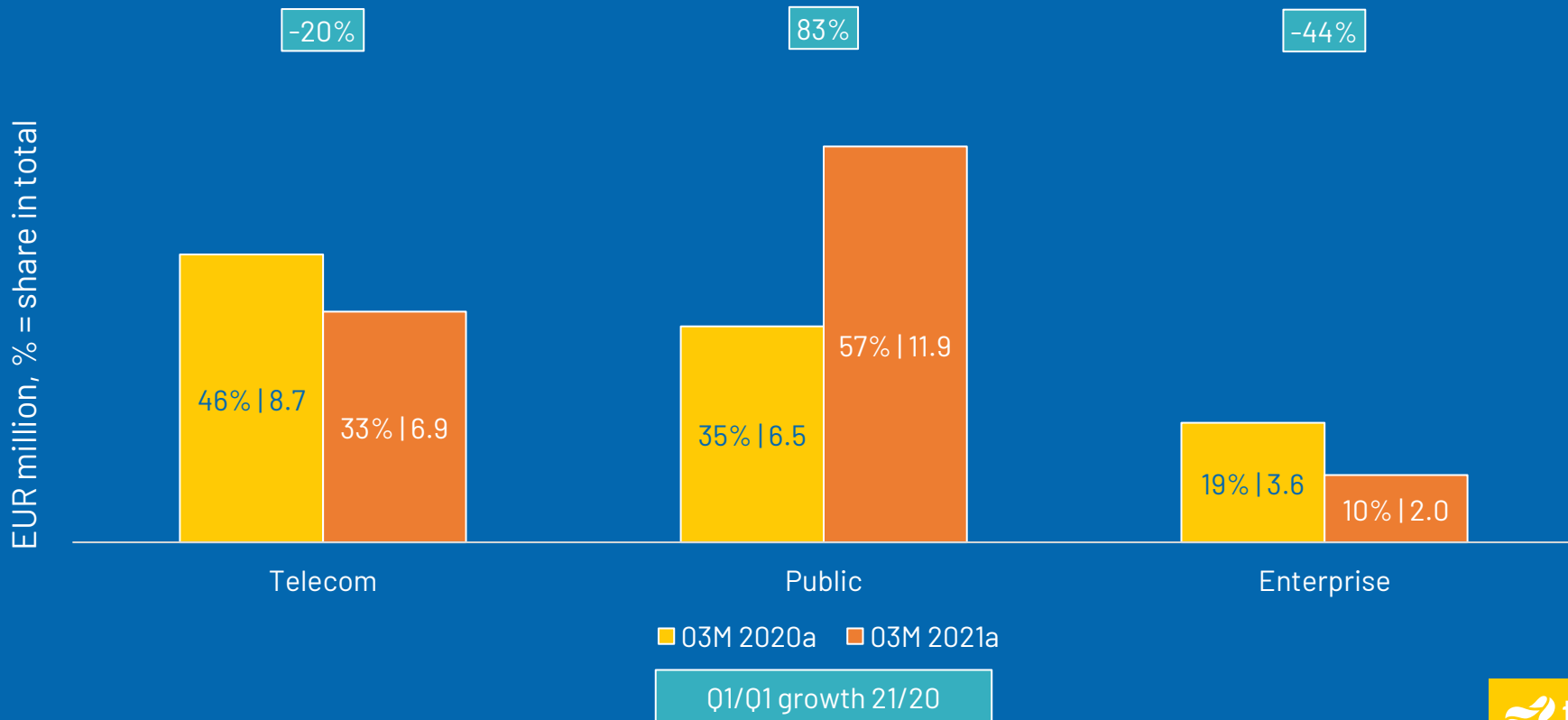
\*Trailing 12 months

# REVENUE BY INVOICING REGION

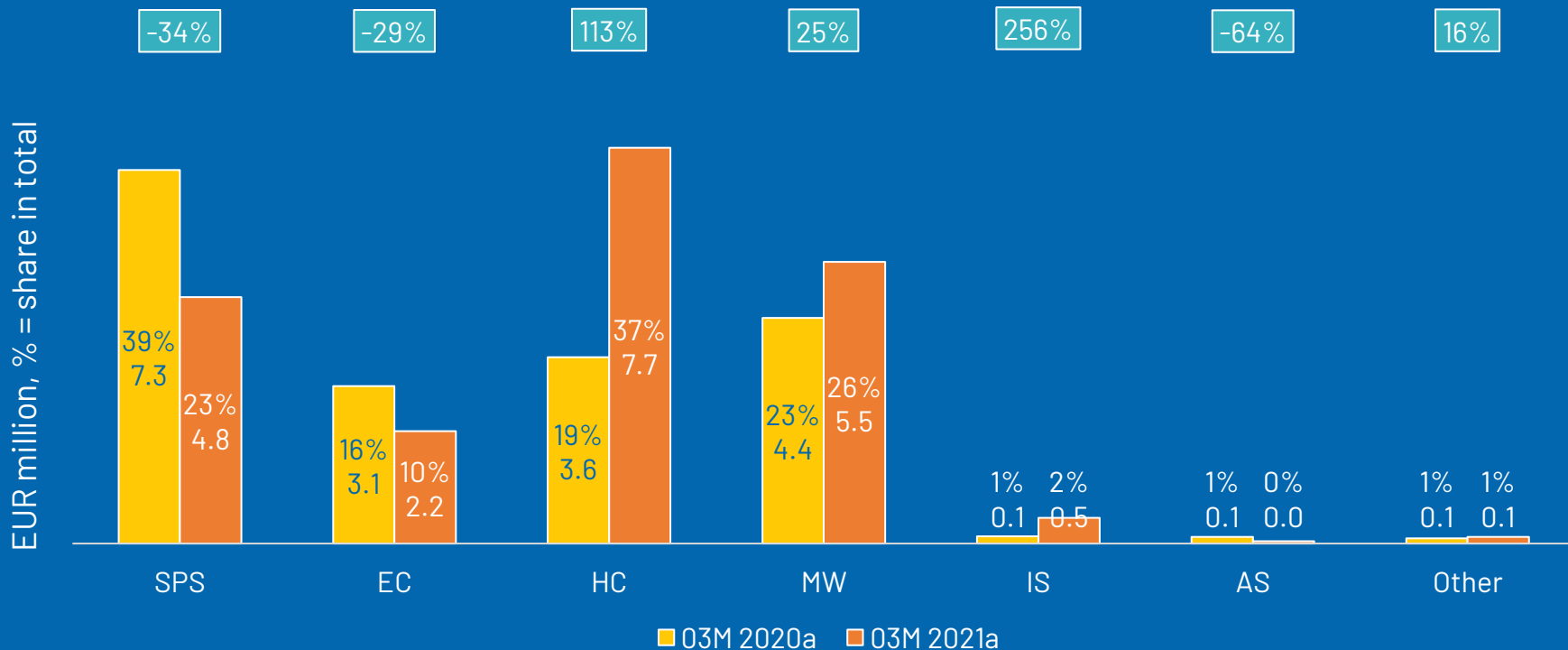


**BG** = Bulgaria, incl. International Clients serviced by TBS EAD; **MWB** (Mid-Western Balkans) = Serbia, Montenegro, Bosnia and Herzegovina & Slovenia; **SWB** (South-Western Balkans) = Macedonia & Albania

# REVENUE BY SECTOR



# REVENUE BY TECH GROUP

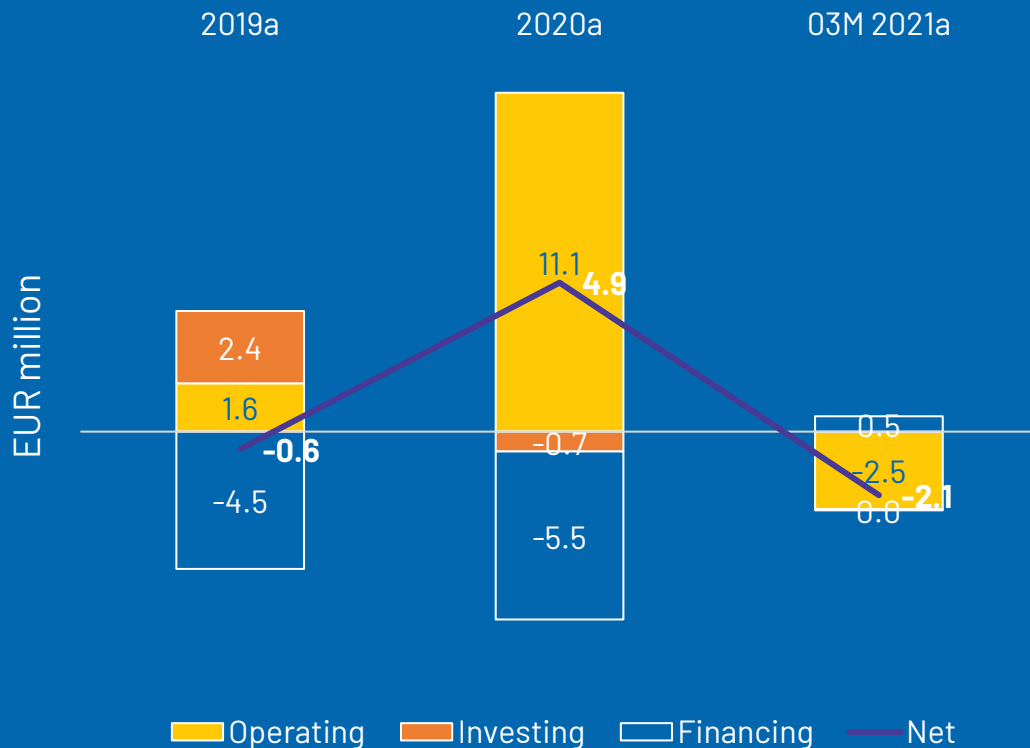


**SPS** = Service Provider Specific, **EC** = Enterprise Connectivity, **HC** = Hybrid Cloud, **MW** = Modern Workplace, **IS** = Information Security, **AS** = Application Services





# INTERIM CASH FLOW



## Operating:

- (+) strong EBITDA
- (-) substantial interim increase in non-cash net working capital (NWC) due to growing trade receivables

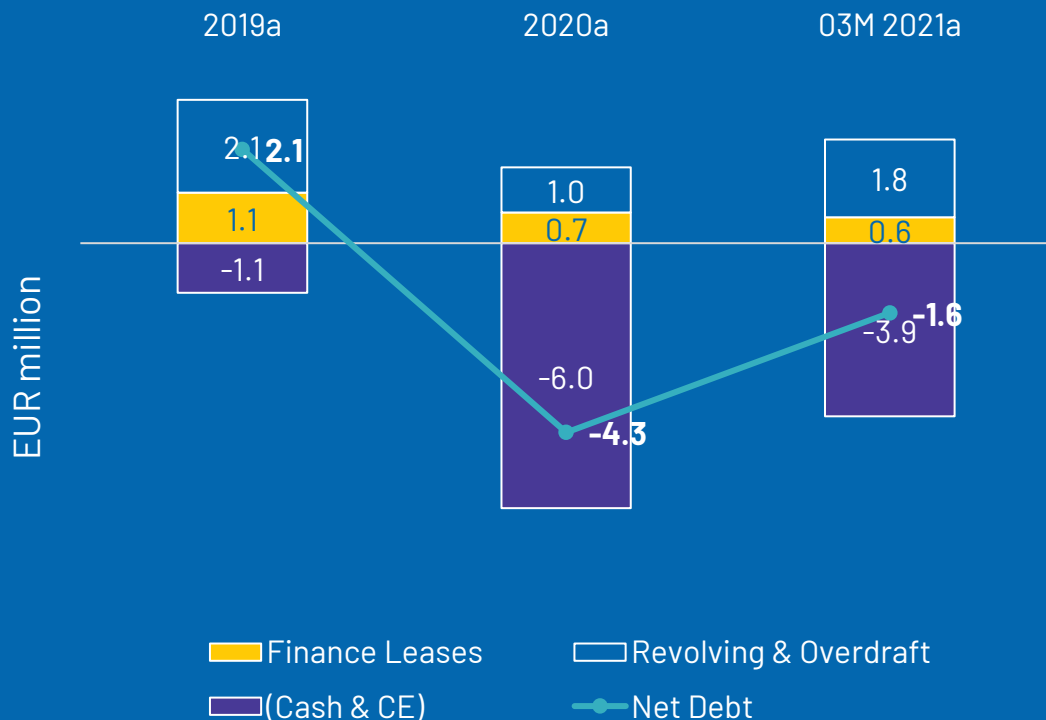
## Investing:

- (-) minimal CapEx for the year to date

## Financing:

- (+) increased working capital facility utilization in Serbia and Albania
- (0) maintained zero credit line utilization in Bulgaria (NWC increase met with own funds)
- (-) finance lease service, interest paid

# NET DEBT POSITION



- Borrowings:**

- (+) increased working capital facility utilization in Serbia and Albania
- (0) maintained zero credit line utilization in Bulgaria (NWC increase met with own funds)

- Finance leases:**

- (-) repayment > new leasing

- Cash & Cash Equivalents:**

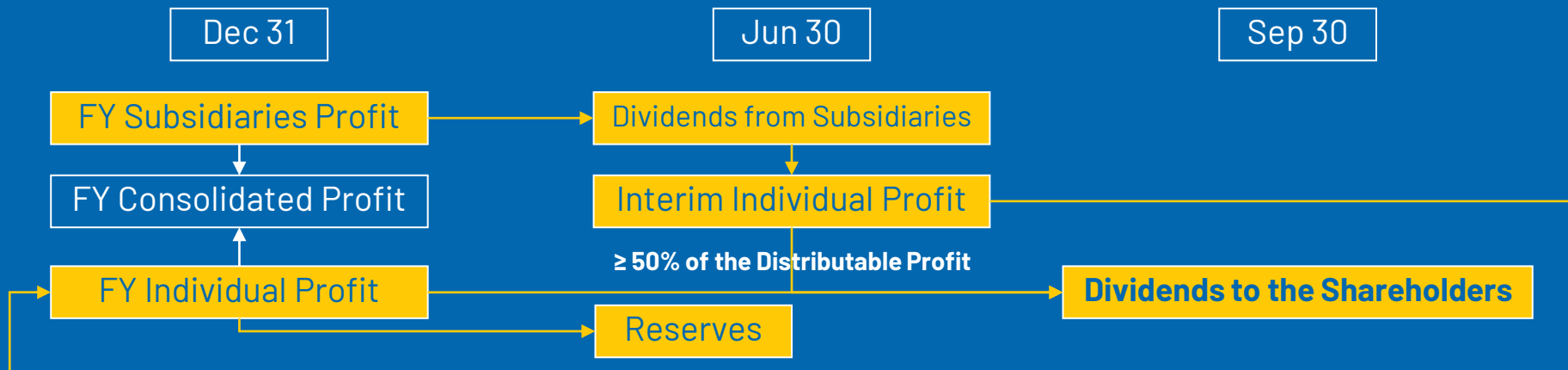
- (-) Part of cash accumulated in 2020 utilized to meet NWC growth in Bulgaria and Slovenia

- Net Debt:**

- Remaining in a Net Cash position, as cash continues to exceed financial debt

Net Debt = Financial Debt – Cash & Cash Equivalents

# DIVIDEND POLICY



## Payout 2020:

- EUR 3.2 M, equivalent to 76% of consolidated FY profit for 2019:
  - EUR 0.2 M or 100% of individual profit for 2019
  - EUR 3.0 M or 90% of distributable interim individual profit for 2020

## Payout 2021:

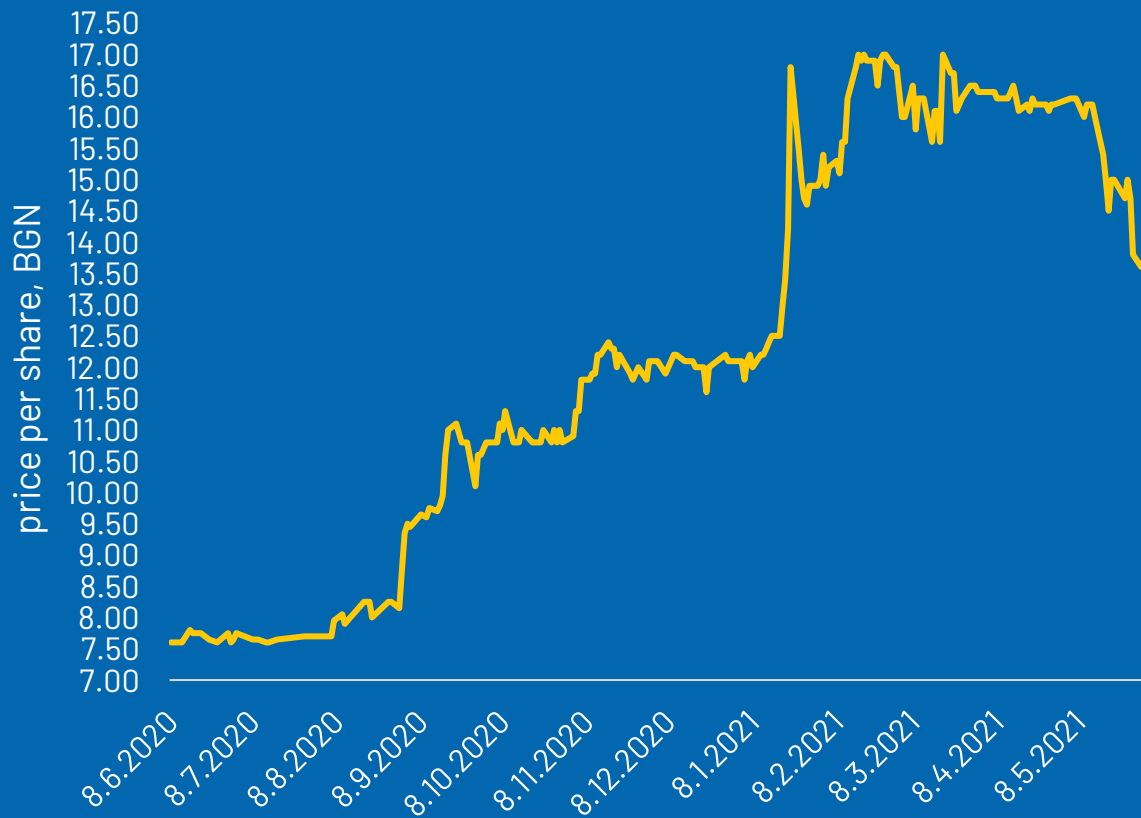
- Factors to Consider:
  - Distributable profit for 2020 of EUR 0.3 M
  - Consolidated profit for 2020 of EUR 6.4 M
  - Potential acquisitions, business development expenditures, individual revenue-cost gap

A person in a blue suit is holding a tablet. The tablet screen shows a bar chart with an upward-trending arrow and various financial data points. The background is a blurred image of the same person holding the tablet, with a blue color scheme and financial data overlays.

# Share & Offering

## SPO Tranche 3

# SHARE PERFORMANCE & FACTS



- Entered SOFIX in Mar 2021
- Price gains vs. listing:
  - 117% at BGN 16.50 as of Mar 31 2021
  - 79% at BGN 13.60 as of Jun 01 2021, following the announcement of Tranche 3 at BGN 13.50
- Market Capitalization:
  - EUR 105.5 M as of Mar 31 2021
  - EUR 86.9 M as of Jun 01 2021, following the announcement of Tranche 3 at EUR 86.3 M
- Dividend Payout 2021:
  - To be proposed in Q3

# OFFERING TRANCHE 3

- Quantity:
  - **Up to 7% of the registered share capital (875,000 existing shares)**
  - Taking the 3<sup>rd</sup> step towards the placement target of 30%:
    - After Tranche 1(7.86%)and Tranche 2 (6.14%)
    - Potential further placement of up to 9% by the end of 2021
- Price:
  - **BGN 13.50 per share**
  - Offering a discount of 8% from the last pre-announcement close (BGN 14.70 per share)
  - Respecting a minimum level of 8.5 x Normalized EBITDA – Net Debt = BGN 13.21 per share
  - Maintaining the formula as minimum price setting for next tranches on the BSE up to the planned 30%
- Timing:
  - **Start on June 8 2021**
  - End on June 15 2021, or until sold out

The background of the slide features a warm, golden-hour lighting. In the center, two hands are shaking, symbolizing a business agreement. Overlaid on this are various financial and data-related graphics: a world map, a bar chart, a line graph, a globe, and a network diagram with nodes and connecting lines. The overall aesthetic is professional and modern, representing business and investment.

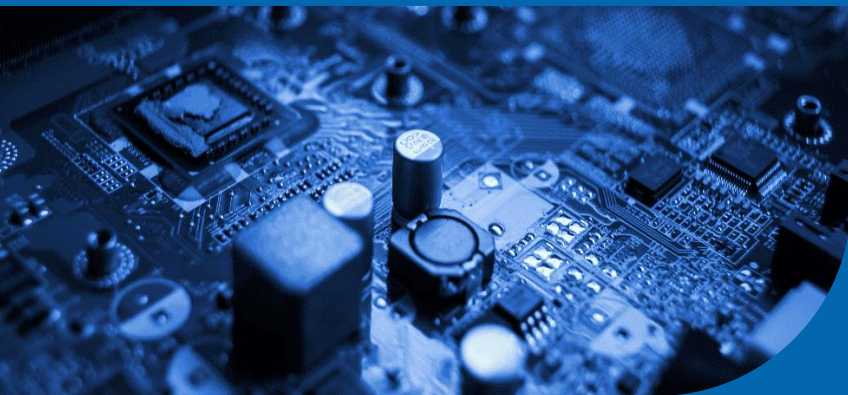
# Investor Calendar

**Update Jun 2021**

# INVESTOR CALENDAR 2021

- Interim Financial Statements for the first half of 2021:
  - Jul 30:
    - Individual
    - including TBS Group AD Net Profit (basis of Interim Dividend to be proposed in Q3)
  - Aug 31:
    - Consolidated
- General Meetings of Shareholders:
  - Jun 21, including approval of:
    - annual financial statements for 2020
    - new maximum share buyback price of BGN 20 p.s. to provide flexibility in assuring share incentive programs
  - Sep 21:
    - including approval of Dividend distributions for 2021





**THANK YOU!**