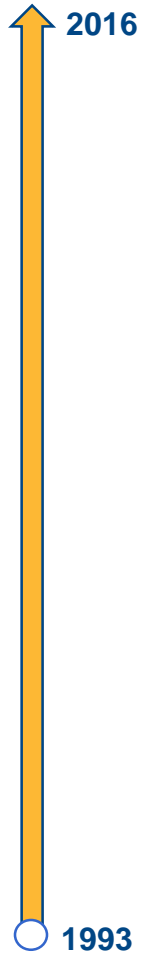




ELKO Group Corporate presentation



23 YEARS IN BUSINESS

> 120 VENDORS

> 20 000 PRODUCTS

> 6 500 PARTNERS

2 BUSINESS DIVISIONS:

/// BROADLINE

/// SOLUTIONS

LEADING GLOBAL VENDORS



Group's Legal Structure



A/S ELKO Grupa

Baltics⁽¹⁾

ELKO Lietuva UAB Lithuania	100%
ELKO Eesti AS Estonia	100%

CEE

ELKOTEX d.o.o. Slovenia	51%
WESTech s.r.o. Slovakia	51%
WESTech CZ Czech Republic	100%
ELKOTech Romania SA Romania	100%

CIS

ELKO Trading Switzerland AG Switzerland	100%
ELKO Mobile Cyprus	51%
ELKO Marketing Limited Cyprus ⁽²⁾	100%
Alma Ltd Russia	100%
ELKO Ukraine Ltd Ukraine	100%
ELKO Kazakhstan Ltd Kazakhstan	100%

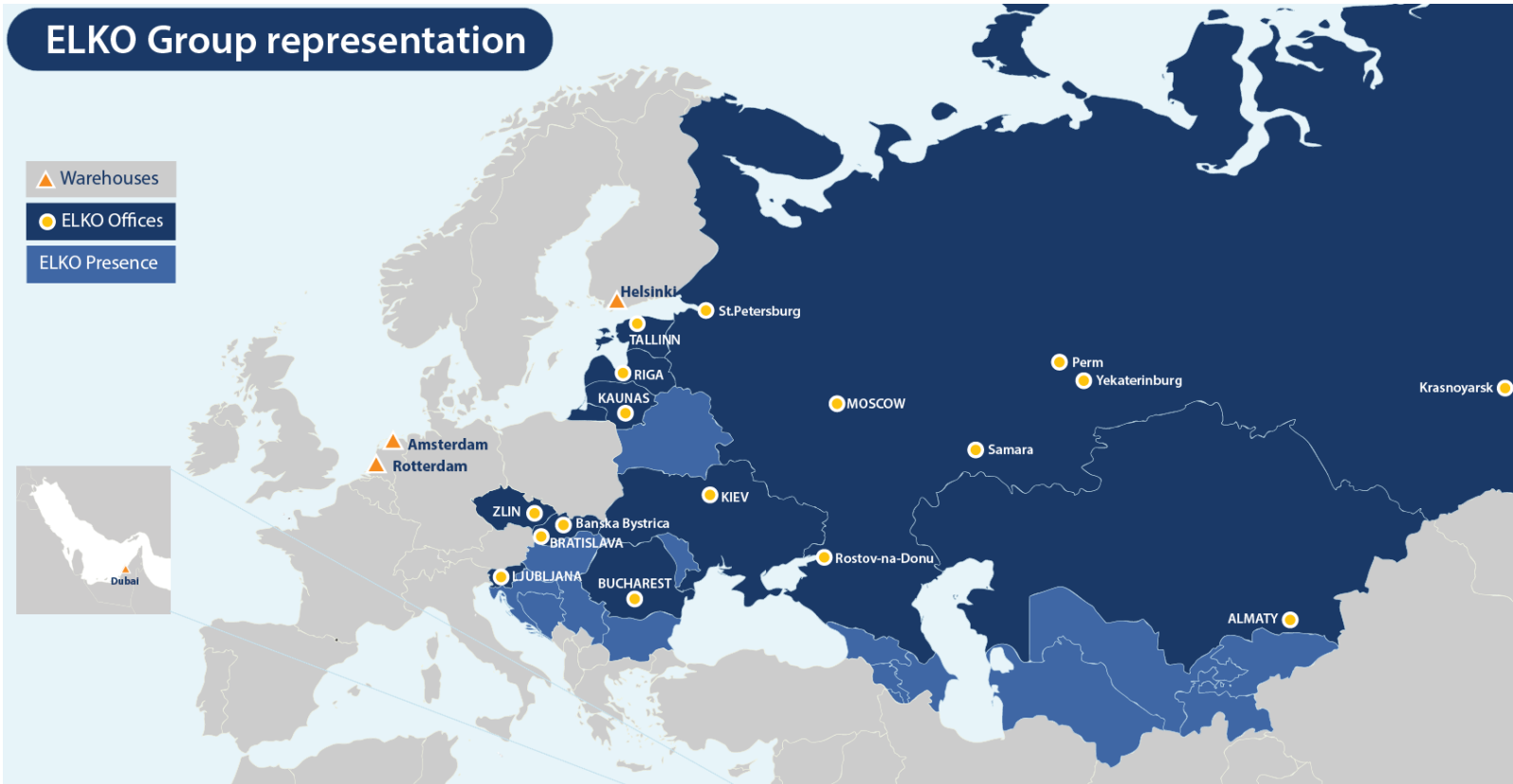
⁽¹⁾ Sales in Latvia, Lithuania and Estonia are done directly from ELKO Grupa

⁽²⁾ Manages sales to Russia and Ukraine

Regional Coverage



ELKO Group representation



10 COUNTRIES WITH ELKO OFFICES

14 COUNTRIES WITH ELKO REPRESENTATION

4 TRANSIT HUBS

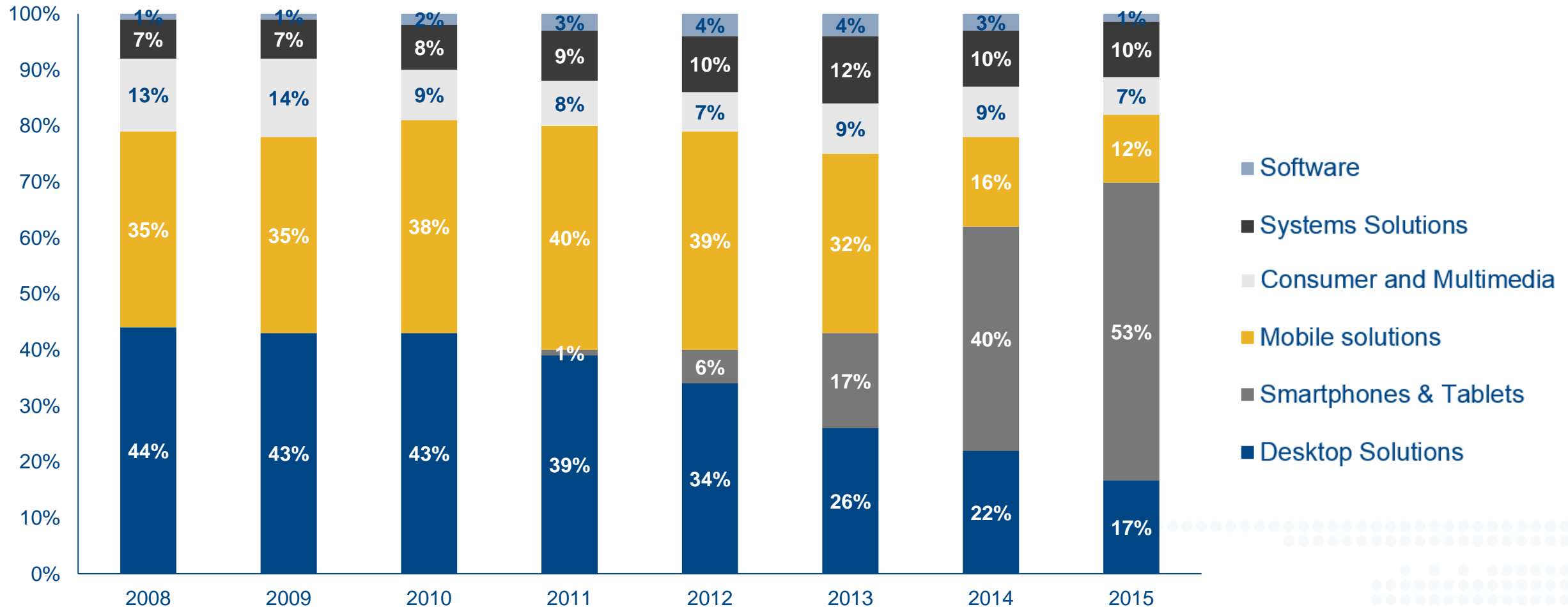
HQ IN RIGA, LATVIA

Extensive Range of Products



% Revenue contribution by product group

Product range: more than 20 000 products

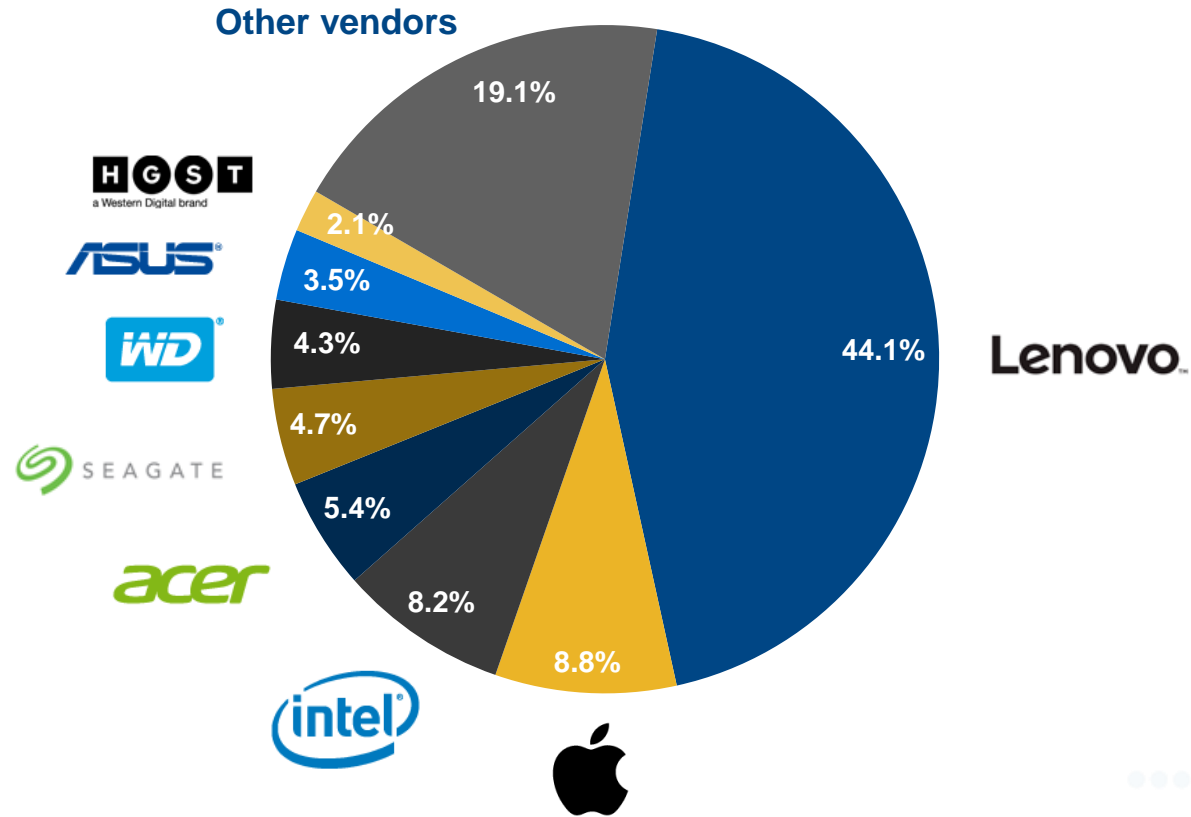


Vendor Relations and Range of Products

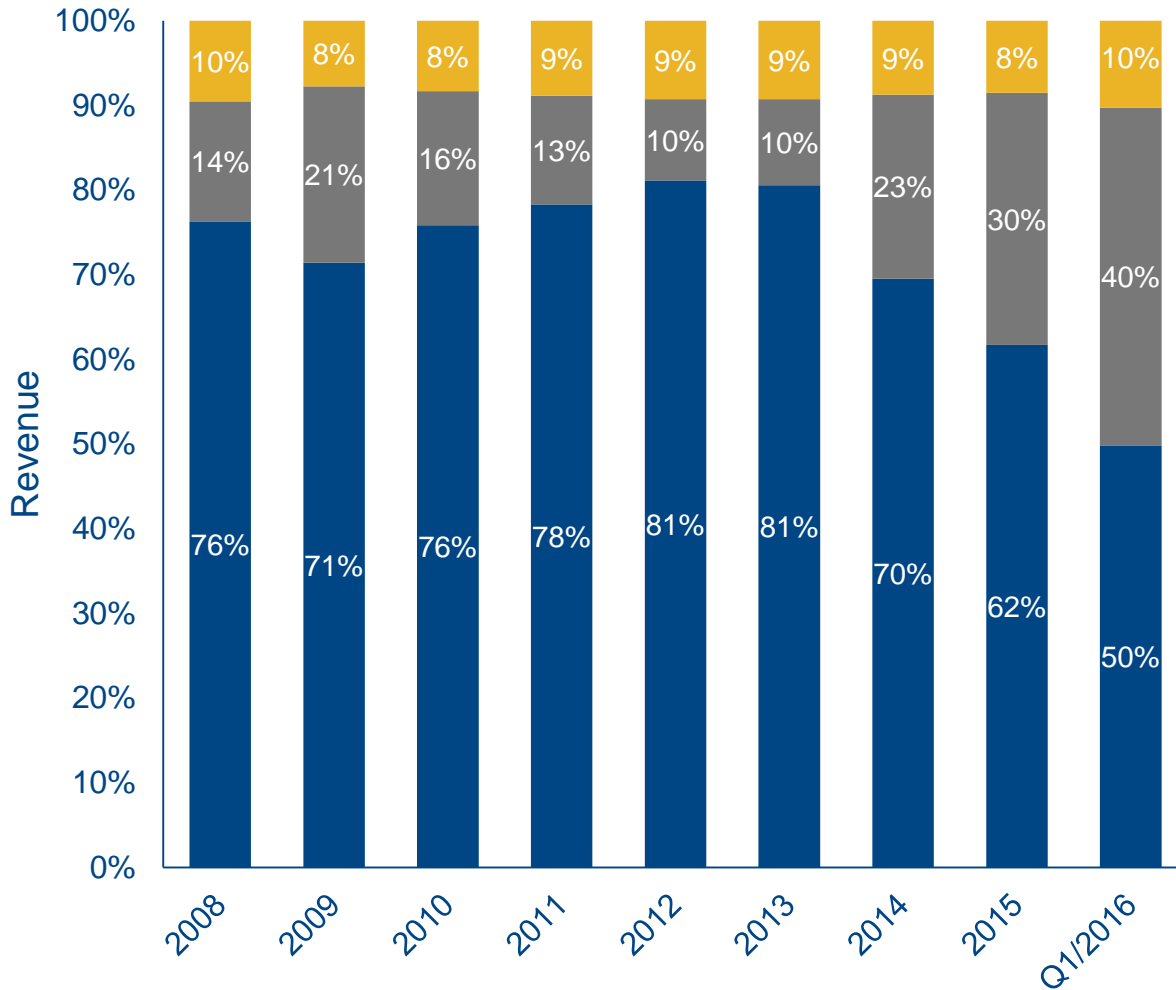
2015



Top Vendors, 2015



Region Shares



Baltic Region

- Latvia, Lithuania and Estonia.
- Widest and most balanced product portfolio.
- Top 3 distributor in the Baltic region.

CEE Region

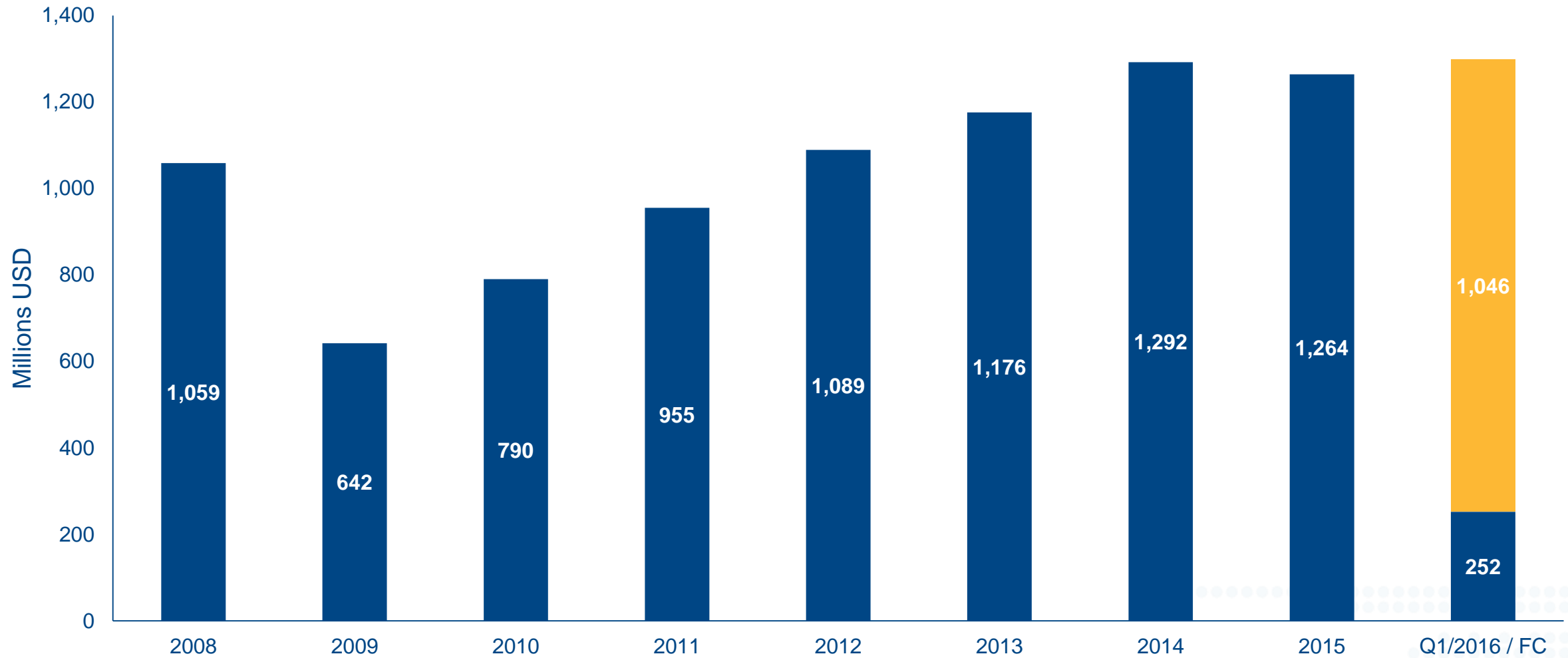
- Romania, Slovakia, Czech Republic and Slovenia.
- Lenovo Smartphones partnership in Bulgaria, Slovakia, Romania, Hungary, Slovenia, Croatia, Macedonia, Serbia, Bosnia and Herzegovina.
- Apple Premium reseller and B2B solutions provider in Slovakia and Czech Republic.
- Top 3 distributor for each of its key vendors in the countries in which ELKO operates.

CIS Region

- Present in Russia, Ukraine and Kazakhstan.
- Smartphones business driving growth.
- Strongest PC Components Partner of Key Vendors.
- Top 3 distributor in Russia and Ukraine for each of its key vendors.

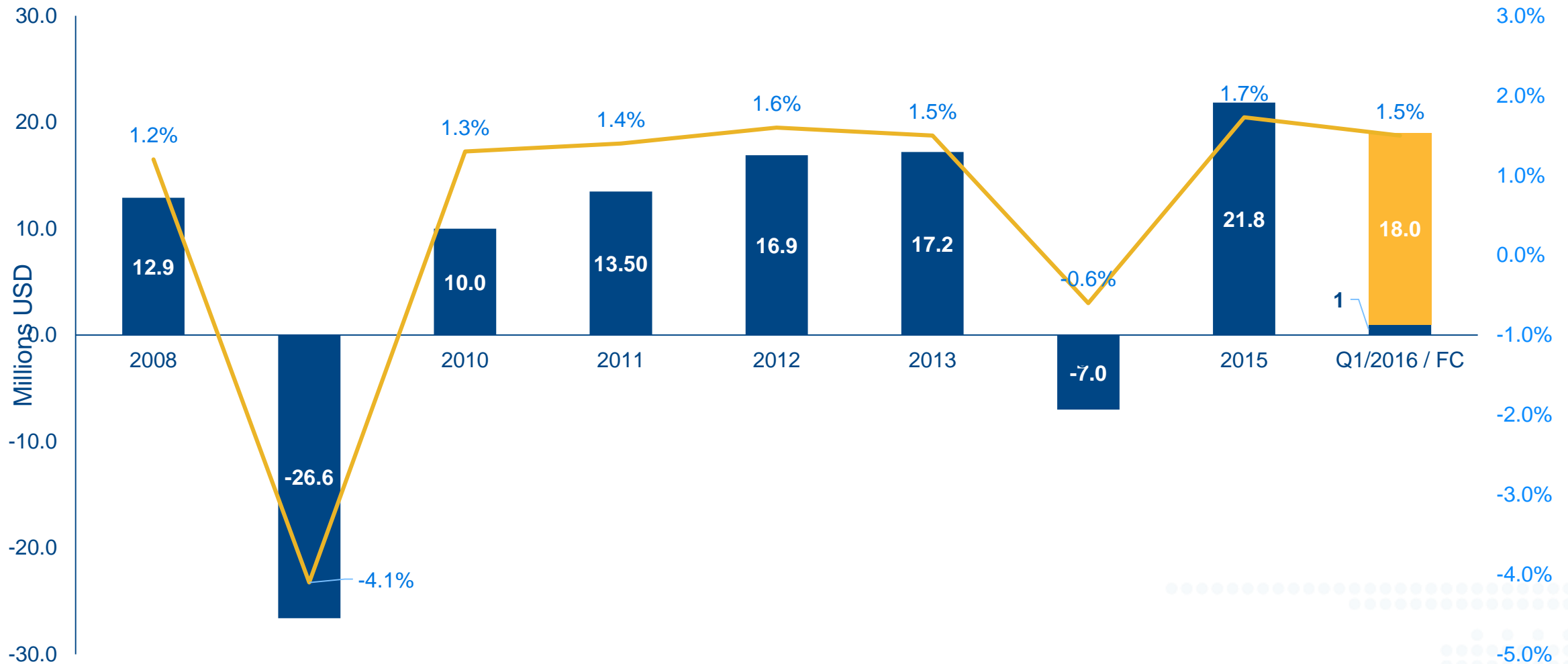
Sales Performance

2008 – 2015, 2016 FC



Profit Performance

2008 – 2015, 2016 FC



* Financial statements are prepared according to IFRS and audited by Big4 audit company - EY

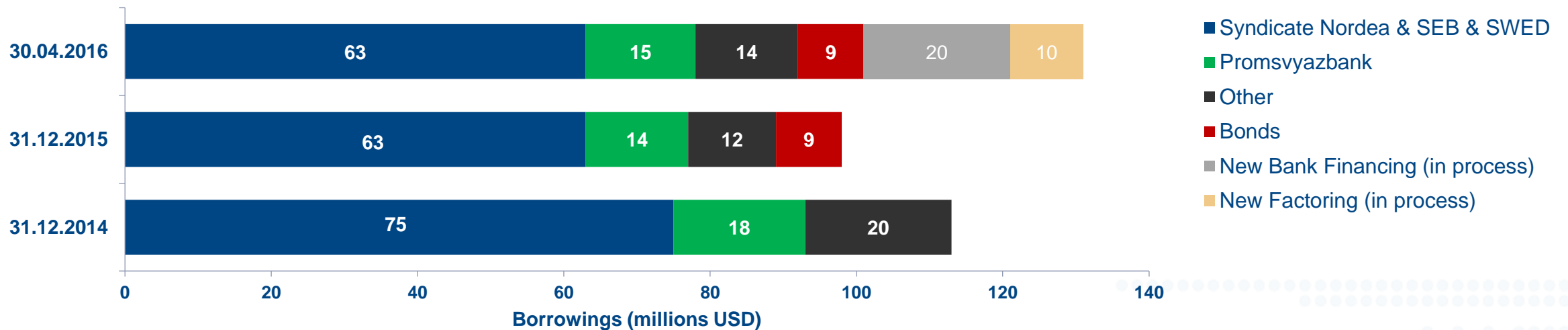
Grow to succeed. ELKO Group.

Financing development



Bank financing:

- ⚡ Syndicate (Nordea, Swedbank, SEB) till Aug 2016, available 63m USD / extensions pre-approved
- ⚡ Bonds 8m EUR issued
- ⚡ New bank financing approved ~20m USD
- ⚡ New factoring approved ~10m USD
- ⚡ Trade payable financing programs with Deutsche Bank (40m USD) and IGF (36m USD)



- /// Centrally developed group policies, customized for each market

- /// Inventory control:
 - Stock planned and ordered according actual situation and trends
 - Control over slow moving stock

- /// Credit control:
 - Conservative credit policy and rigid control
 - High level in-house risk analysis
 - Securitization used whenever possible

- /// Fx risk
 - Regular semi-automated monitoring
 - Advanced planning
 - Industry leading partners to cover open positions via relevant financial instruments

Right Partner To Increase Your Success



Long-term cooperation-oriented and reliable partner

Leading Position with the Best Vendors

Strong Network of Relationships

Highly Developed, Leading Infrastructure and Logistics

Excellent Financial Performance



Thank you!