

## Press release

1. February 2021

### Record growth in third quarter of 2020/21: Coronavirus requires high flexibility from family company

- **Sales of €411 million in Q3 2020/21 – almost 30% higher than previous year**
- **Losses from local retail offset**
- **Online business and boom in home working drive sales**
- **Board expecting around 15% growth in total sales in 2020/21**

Hartmannsdorf, 1 February 2021. The demand for smartphones and equipment for the home office has delivered record growth for KOMSA over the last quarter. Between October and December 2020, the largest family company in Saxony achieved sales of €411 million, 28% above the figure for the previous year (€321 million). Cumulative sales for the first nine months of the 2020/21 financial year rose by 24% to €1,046 million (previous year: €842 million).

Keeping the business on a safe course during the coronavirus pandemic is a daily challenge for the management board. “Retailers had to close their stores right in the middle of Christmas trading. That meant huge losses in sales for the local retail, and as a result for us, too,” says Pierre-Pascal Urbon, CEO and CFO of KOMSA. “Yet we have still achieved the highest quarterly sales in KOMSA’s history. To do this, we have had to be very flexible and focus our capacity fully on our business with online marketplaces and system providers during this period.” As a result, KOMSA shipped up to 40,000 packages per day to end-customers on behalf of retail partners during cyber week and the Christmas trading period. On average, around 15,000 packages are typically dispatched within a day from the company’s logistics centre in Hartmannsdorf. In addition, over recent weeks KOMSA has equipped more than 10,000 additional employees of parcel delivery companies with mobile technology to enable them to better manage the huge increase in packages. “We achieved this record in these unprecedented times because of the unique corporate culture and great team spirit,” says Urbon.

KOMSA is anticipating a rise in its total revenue to more than €1.3 billion for the 2020/21 financial year (2019/20: €1.1 billion). “The work-from-home trend is set to continue, and companies will need to keep on investing in the digitization of their processes,” Urbon says, looking forward. “KOMSA supplies the technology for these needs and provides support with installation and maintenance. We are therefore confident that we will be able to continue to move forward with the positive development of our business. And as soon as local stores can reopen, our retail partners will be able to provide end-customers with comprehensive services again, and so will we. We are already working behind the scenes to get everything ready,” says Urbon.

#### About KOMSA

KOMSA AG was founded in Hartmannsdorf in 1992 by Dr. Gunnar Grosse and three intrepid colleagues. Today, it is one of the largest family-run firms in Saxony. KOMSA is one of Europe’s leading ICT distributors and service providers. The Group posted sales of around €1.1 billion in the 2019/20 financial year and employs a workforce of 1,300. KOMSA has exceptional access to over 250 international manufacturers and 20,000 retail partners. Its product range encompasses more than 30,000 items. The aetka retailer cooperative brings together around 2,000 specialist retailers. KOMSA’s services activity focuses on managed services for mobile devices for large retail

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groups and the automotive and chemical businesses. KOMSA's state-of-the-art logistics have won numerous accolades, most recently the European Logistics Award.

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