

ONE Technologies concludes 2022 with record results:

The Company's revenues in 2022 grew by around 18%, to around NIS 3.21 billion;

Net profit in 2022 grew by around 22%, to a record of around NIS 172 million

Revenues in the fourth quarter of 2022 grew by around 15%, to around NIS 851 million; Net profit in the quarter increased by around 13%, to around NIS 47 million

Cash flows from operating activities increased in 2022 to around NIS 304 million

Adi Eyal, CEO of ONE Technologies: "In 2022, ONE continued its trend of growth in revenue and profit for the fourth year in a row. Our growth this year was achieved mostly thanks to organic growth which was recorded in all of our operating segments. In total, this year we recorded an increase in revenue of around 18%, to a record level of NIS 3.2 billion, growth of around 22% in net profit to NIS 172 million, as well as strong cash flows from operating activities of over NIS 300 million. We intend to continue working according to our strategy, in which our main objective is to guarantee the continuation of this growth trend in future years as well, while continuing to expand our activity with current customers, commencing activity with new customers, and expanding our array of solutions through mergers and acquisitions."

ONE Technologies published this morning, further to a preliminary report which it published last month, its financial results for 2022, which show record results in revenue and profit, and additional improvement in financial strength. This is also the fourth year in a row that the Company is presenting double digit growth in revenue and profit, relative to prior years.

Main results in 2022:

Revenues in 2022 grew by around 18% to around NIS 3.21 billion, as compared with around NIS 2.72 billion in 2021. The double-digit growth in revenues was mostly due to organic growth in the Company's current operating segments.

Revenues from the software segment grew in 2022 at a rate of around 19.5%, to around NIS 1.76 billion, as compared with around NIS 1.47 billion in 2021.

Revenues from the IT and networking infrastructure segment increased in 2022 by around 14.6%, to around NIS 1.14 billion, as compared with around NIS 998.2 million in 2021.

Revenues from the outsourcing segment grew in 2022 by around 16.6%, to around NIS 325.3 million, as compared with around NIS 279 million in 2021.

Gross profit in 2022 increased by around 15%, to around NIS 508 million, as compared with around NIS 442 million in 2021.

Operating profit in 2022 increased by around 18%, to around NIS 237 million (around 7.4% of revenues), as compared with around NIS 200 million (around 7.3% of revenues) in 2021. The increase in operating profit was mostly due to the growth in the Company's scope of activity, along with the decrease in the rate of operating expenses.

Operating profit from the software segment increased by around 13.1% to around NIS 147 million, as compared with around NIS 130 million in 2021. Operating profit from the IT and networking infrastructure segment grew sharply at a rate of around 35.7%, to around NIS 79 million, as compared with around NIS 58.2 million in 2021, and operating profit from the outsourcing segment increased by around 5.8% to around NIS 29.5 million, as compared with around NIS 27.9 million in 2021.

The Company's **EBITDA** increased in 2022 by around 11% to around NIS 345 million, as compared with around NIS 310 million in 2021.

Net profit for shareholders in 2022 increased by around 22% to a yearly record of around NIS 172 million (around NIS 163 million attributable to shareholders), as compared with around NIS 142 million (around NIS 131 million attributable to shareholders) in 2021, due to the aforementioned growth in the Company's scope of activity, the improved operating efficiency, and the decrease in financing expenses, net.

Cash flows from operating activities in 2022 increased by around 6% to around NIS 303.9 million, as compared with around NIS 286.8 million in 2021.



Main results in the fourth quarter of 2022:

Revenues in the fourth quarter of 2022 grew by around 15% to around NIS 851 million, as compared with around NIS 739 million in the corresponding quarter in 2021. This quarter, the Company presented organic double-digit growth in its operating segments.

Gross profit in the fourth quarter of 2022 increased by around 9%, to around NIS 138 million, as compared with around NIS 127 million in the corresponding quarter of 2021.

Operating profit in the fourth quarter of 2022 increased by around 8% to around NIS 62 million (around 7.3% of revenues), as compared with around NIS 58 million (around 7.8% of revenues) in the corresponding quarter in 2021.

EBITDA in the fourth quarter of 2022 increased by around 2%, to around NIS 89 million, as compared with around NIS 87 million in the corresponding quarter of 2021.

Net profit in the fourth quarter of 2022 increased by around 13% to a quarterly record of around NIS 47 million (around NIS 44 million attributable to shareholders), as compared with around NIS 42 million (around NIS 38 million attributable to shareholders) in the corresponding quarter of 2021.

Cash flows from operating activities in the fourth quarter of 2022 increased by around 14% to around NIS 112 million, as compared with around NIS 98 million in the corresponding quarter of 2021.

Data from the balance sheet as of December 31, 2022:

The Company's equity increased to around NIS 640 million, as compared with around NIS 564 million at the end of 2021 and representing around 32.4% of the total balance sheet. The growth in equity was mostly due to the growth in net profit, which was partly offset by a dividend distribution in the amount of around NIS 103 million in 2022, in accordance with the dividend distribution policy at a rate of around 66% of net profit.

Concurrently with the publication of the reports, the company's board of directors announced a dividend distribution in the amount of around NIS 29 million, in accordance with its dividend distribution policy, according to which the company distributes dividends to its shareholders at a rate of up to 66% of quarterly net profit.

ONE Technologies is the second largest IT company in the Israeli market. The company provides various IT solutions to thousands of customers in various market sectors. The Company employs around 6,500 employees. The Company's stock is included in the Tel Aviv 125 Index. The Company's CEO and controlling shareholder is Mr. Adi Eyal.



Technologies for
Future Needs

For additional details, contact Eisenberg Eliash:

IR: Yoav Naimi 054-6300933
PR: Naama Tzelner 054-5929150