



Website:	www.space.gr
Bloomberg code:	SPACE:GA
Reuters code:	SPAr.AT
ISIN code:	GRS402003008

COMPANY PROFILE

Space Hellas S.A. is a well-established System Integrator and Value Added Solutions/Service Provider, holding a leading position in the high technology arena since 1985. Space Hellas designs, supplies, implements and supports integrated ICT and Security solutions for the financial, enterprise, public and defense sectors.

Space Hellas Headquarters are situated in Athens, with branches in Athens, Thessaloniki, Patra, Heraklion Crete and Ioannina with subsidiaries in Cyprus, Romania, Serbia and Malta, and activities in the Balkans and the Middle East.

Space Hellas' commitment to quality and security are certified according to ISO 9001:2008 quality standard for its products and solutions and ISO/IEC 27001:2005 for its information security management system.

Space Hellas' Unique Selling Point is its diversified and extensive portfolio of ICT & Security technologies that are supported with in-house resources, with its engineers holding more than 300 leading international vendor certifications and accreditations boosting Space Hellas's technological lead.

Space Hellas SA stands out from its competitors with its exceptional nationwide technical support network. Supporting over 2,000 customers on a per-call basis, with its state-of-the-art ITILv3 conforming Service Desk / Network Operations Centre (NOC), Space Hellas serves the biggest enterprises on a 24h basis, with more than 40.000 calls yearly and a 2-hour repair time for customers with strict SLAs.

Last but not least, Space Hellas is particularly active into Research & Development both at National and European level, thus acknowledging the importance of niche scientific and technological knowledge on the one hand, and the exploitation of technological achievements and opportunities for innovation and satisfaction of new demands, on the other hand.

EXPORTS

Space Hellas is active in Cyprus, Romania, Albania, Serbia and Malta seeking to expand its business activities abroad by targeting large-scale integration projects and Service operations in the Balkans and the Middle East.

Space Hellas solutions that are being primarily offered in these markets include: Telecommunication Services and technical support to Multinational corporations, sports event management and e-ticketing solutions, physical security systems, telematics applications, disaster recovery services, IT infrastructure intelligence and monitoring (with "Space Hellas .Pulse" in house developed platform). All these capabilities have been demonstrated through the implementation of relevant large-scale projects, therefore offering Space Hellas SA a significant advantage over its competitors.

The group's turnover from foreign customers represents the 21.87% of the group's annual turnover in 2013.

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2013 - 31/03/2014)

Symbol:	SPACE		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2014)	10,3		
Shares Outstanding (number): (31 March 2014)	6.456.530		
Average Spread (%):	19,05%		
Market Liquidity (%):	0,403%		
Average Trading volume (no of shares):	618		
Total Value of transactions (€):	256.918		
Days to trade (1% of outstanding amount):	116,7		
Free Float (31 March 2014):	17,13%		
Turnover Velocity (F.F. Weighted):	11,7%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	49,96%	49,79%	58,91%

GROUP STRUCTURE

SPACE HELLAS S.A.	Direct	Indirect
SPACE HELLAS (CYPRUS) LTD	100%	
METROLOGY HELLAS S.A. – Greece	86.42%	
SPACE HELLAS SYSTEMS INTEGRATOR S.R.L. - Romania		99%
SPACE HELLAS Doo Beograd – Stari Grad – Serbia		100%
SPACE HELLAS (MALTA) L.T.D. – Malta		99.98%
JOINT-VENTURE "EMY" MODERNIZATION	67.5%	-
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)– SPACE HELLAS	35%	-
JOINT-VENTURE SPACE HELLAS SA-KB IMPULS HELLAS SA ("DORY")	50%	-
MOBICS L.T.D.	19.32%	-

CURRENT PROJECTS

- National Visa Information System (N-VIS), part of the European VIS system, implemented by the Greek Ministry of Foreign Affairs. Space Hellas supplied, installed and set in operation the IT and biometric equipment of the 130 Greek consular authorities situated all over the world. Additionally, Space Hellas provided all the necessary installation, testing and training services during projects implementation and continues to provide monitoring-support-maintenance of the system (9M€)
- Cyprus Department of Meteorology, installation and operation for 13 years of 2 meteorological radar systems covering the airports of Larnaca and Paphos (4,3M€)
- Information Society S.A (KtP A.E.), National Observatory of Electromagnetic Fields, deployment of national network of monitoring stations and applications (3,7M€)
- Municipality of Kato Nevdokopi, supply of systems and creative development for the Exhibition Program of the Lisse Monument/Museum (0.6M€).
- Modernisation of Hellenic Coast Guard and Hellenic Port authorities IT equipment and software (2 projects, 1.8M€ in total)
- NATO, implementation of a VoIP-based Communication Network in 22 countries (0.2M€)
- Integrated Sports Venues Electronic Surveillance System for the General Secretariat of Sports (4.2M€)
- Sports Facilities Access Control System, Member Card and eTicket Management for the General Secretariat of Sports (9M€)
- DORY – Development of a satellite network for the Greek Public Sector (7.4M€)

Other recent projects worth mentioning include:

Indicative Projects for Financial - Telco – Enterprise Sectors

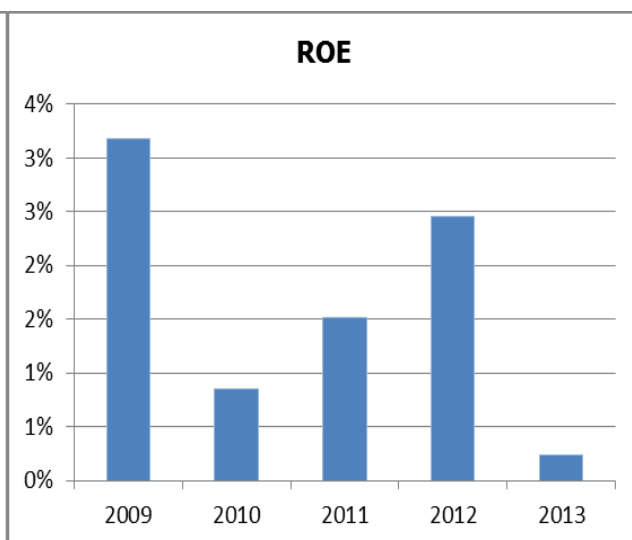
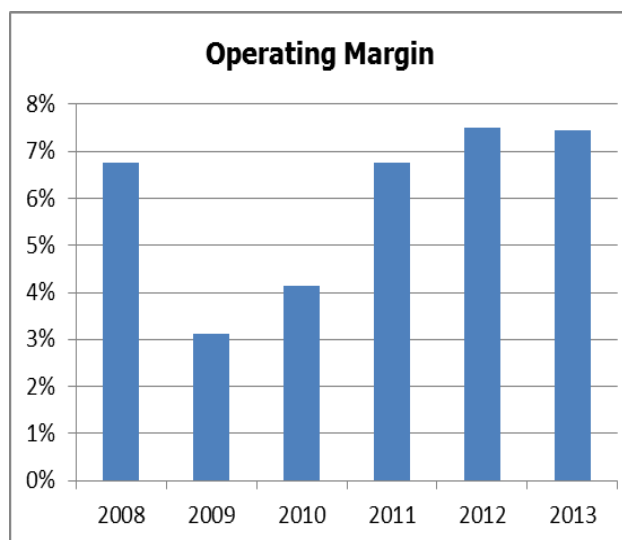
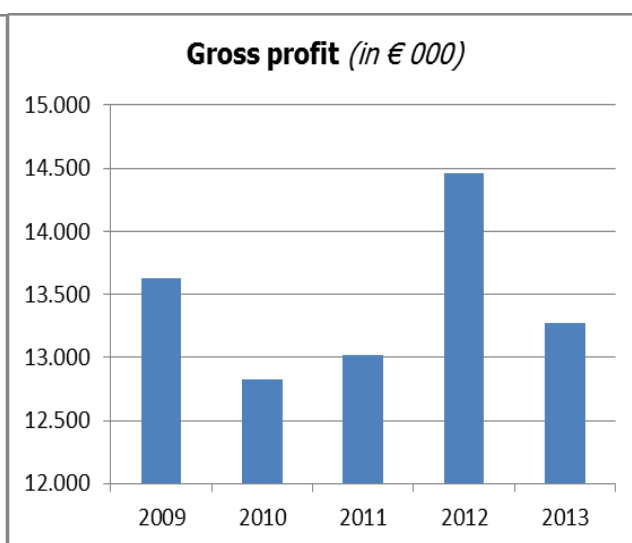
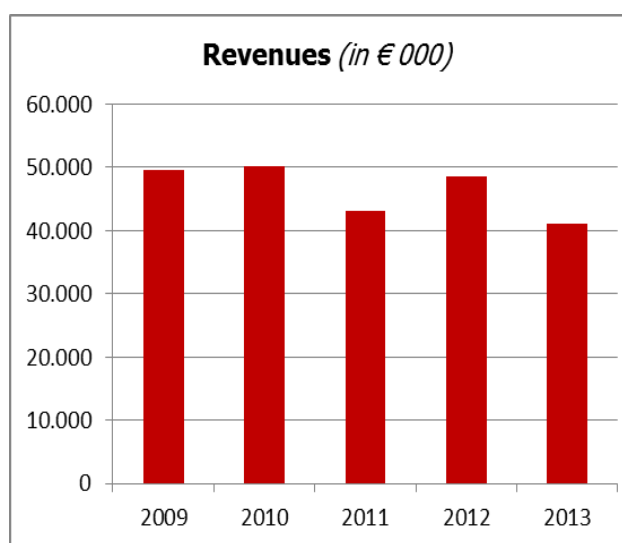
- MPLS Managed Services for more than 1300 bank branches
- Implementation and technical support of LAN/WAN and IT infrastructures for major banks in Greece
- Expansion of Data center facilities for Med Nautilus, Greece
- New Intelligent security system applications at Athens International Airport Long Term Parking Facilities
- Implementation of Physical Security and Access Control project for Bank of Greece
- IT Security - Implementation and technical support for major banks and private enterprises
- CCTV/Physical Security - Implementation and technical support at more than 2000 sites for major banks and private enterprises
- Implementation of Data Centre Disaster and Recovery sites for banks and enterprises
- Supply and support of core network components and OSS for large Telcos
- IP Telephony and Video Conferencing for very large banks and enterprises
- New Media and Digital Signage applications for major Telcos, hotels, shopping malls and retail shops
- Digital 3D Cinema applications for major multiplex auditoriums and independent exhibitors

Indicative Projects for Public Sector & Defense

- Fleet Management and Remote Access System for the Hellenic Police (1.7M€)
- Integrated Security System for Greek Military Bases (Price non disclosed)
- Military Hospitals Health Network «FILIPPOS» for Hellenic MoD (7M€)
- Pre-Hospital Emergency Care and Management for the Emergency Medical Service (0.5M€)
- Lab Information System & Network Infrastructure for the National Social Insurance Institute (1.9M€)
- SIZEFXIS – Public Sector's National Telecom Network Infrastructure (7.7M€)
- Integrated Civil Protection IT System and Satcom Network (3.5M€)
- Development of a New Meteorological Radar Network, Remote Site Security System for HNMS (6.6M€)
- Automatic RVR Visibility Metering System for the Hellenic Civil Aviation Authority (1.3M€)
- Hellenic Coast Guard Search and Rescue Centre Modernization (0.7M€) -Development of a Maritime GIS for the Hellenic Navy Hydrographic Service (1.5M€)

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000)	2009	2010	2011	2012	2013
Sales	49.687	50.105	43.194	48.482	41.019
Gross profit	13.623	12.825	13.023	14.462	13.270
EBIT	1.554	2.073	2.914	3.631	3.055
EBITDA	2.420	3.000	3.744	4.641	4.035
Earnings before tax	318	414	416	456	689
Earnings after tax	469	127	228	318	31
E.P.S.	0,02	0,02	0,04	0,05	0,00
Total equity	14.750	14.884	15.073	12.921	12.942
ROE	3,18%	0,85%	1,51%	2,46%	0,24%
Debt Ratio	8,32	7,47	4,64	4,03	4,77



MAJOR SHAREHOLDERS (>5%)	
Name	%
MANOLOPOULOS S. DIMITRIOS	31,09%
BELLOS C. PANAGIOTIS	17,61%
DROSINOS D. PARASKEVAS	15,03%
HFSF (through ALPHA BANK S.A.)	19,33%
Total	83,06%
BOARD OF DIRECTORS	
Name	Qualification
MANOLOPOULOS D. SPYRIDON	PRESIDENT/EXECUTIVE MEMBER
BELLOS P. CHRISTOS	VICE PRESIDENT/NON EXECUTIVE MEMBER
MERTZANIS A. IOANNIS	VICE PRESIDENT/EXECUTIVE MEMBER
DROSINOS D. PARASKEVAS	CEO/EXECUTIVE MEMBER
DOULAVERIS A. IOANNIS	EXECUTIVE MEMBER
LAGOGIANNIS P. GEORGIOS	EXECUTIVE MEMBER
BELLOS C. PANAGIOTIS	EXECUTIVE MEMBER
CHOUCHOULIS E. DIMITRIOS	INDEPENDENT NON EXECUTIVE MEMBER
KAPOPOULOS K. LISANDROS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM - FOUNDERS PROFILE

Honorary Chairman

Mr. Dimitrios Spyridon Manolopoulos is Honorary Chairman of Space Hellas SA. He holds a degree in Electronic Engineering. He has more than thirty years of experience in sales and international business affairs. Before the foundation of Space Hellas, he served as Commercial Director in the Land-based Applications Department of Cherma Electronics, where he was responsible for the promotion of telecommunications systems and equipment in the Greek market, specifically in the field of Data Communications.

Management

Mr. Spyridon Dimitrios Manolopoulos is Chairman of the Board of Directors of Space Hellas SA since July 2, 2012. Mr. Manolopoulos holds a degree in Law from University of Athens with postgraduate studies in the field of International Commercial Law at King's College London (KCL), University of London.

Mr. Paraskevas Dimitrios Drosinos is Chief Executive Officer and Executive Member of the Board of Directors of Space Hellas SA. He studied Electronic Engineering at the University of Brighton, graduating with honors in the fields of Telecommunications and Computer Programming. He has 33 years of experience in Marketing and Sales Management in the fields of IT technology and Telecommunications.

Mr. Ioannis Anastasios Mertzanis is Executive Vice Chairman of the Board of Directors of Space Hellas since July 2, 2012. He graduated from the Department of Electrical and Computer Engineering, National Technical University of Athens and holds MSc and PhD degrees from the University of Surrey, UK. He has extensive professional experience in Telecommunications and IT having worked in Greece and abroad. For many years he has held senior executive positions within the Space Hellas group having the responsibility of the sales, technical and business development activities. He joined the company in 1999.

Mr. Christos Panagiotis Bellos is Non-Executive Vice Chairman of the Board of Directors of Space Hellas SA since July 1, 2010. He is a graduate of the Aircraft Engineering Department of the Hellenic Air Force Academy, and has concentrated in Telecommunications – Electronics. He also holds a postgraduate degree in Wired Communications from Fort Monmouth, New Jersey. He served as a Professor at SMA (Aircraft Engineering Academy) and Officer at the Hellenic Air Force. Mr. Bellos is one of the founders of the Hellenic Air Force Technology Research Center, where he held the position of Deputy Commander. He retired from military service with the rank of Deputy Wing Commander in 1985.

Mr. Georgios Panagiotis Lagogiannis is General Manager and Executive Member of the Board of Directors of Space Hellas SA since January 30, 2009. He previously served as Technical Director of the Company. He graduated from the Department of Electrical Engineering of the University of Patras in 1980, while he has attended a series of seminars both in Greece and abroad. Prior the foundation of the Company

he worked as a VHF/UHF Systems Engineer, and later as Technical Services Manager. He has written a series of studies on Telecommunications aspects, as well as the books Telecommunications and Computer Networks and Data Communications. Mr. Lagogiannis has been working with Space Hellas since 1985.

Mr. Ioannis Doulaveris is Chief Financial Officer and Executive member of the Board since July 2, 2012. He graduated from the Department of Informatics of Athens University of Economics. He holds an MSc in "International Business and Finance" from the South Bank University of London. He has been with Space Hellas since 1998.

Mr. Panagiotis Bellos is Marketing Director and Executive Member of the Board since July 2, 2012. Born in 1972. He graduated with a degree in Business Administration with a major in Marketing from the American College of Greece - Deree College. For many years he has held several managerial positions within the Space Hellas Group, in the areas of Marketing and Administration. He has extensive experience in the area of Audio Visual applications where he is actively involved both in a commercial and technical level. He joined Space Hellas in 1994.

Ms. Zoi Sakellaridou is Control and Programming Director of Space Hellas SA. Born in 1954. Mrs Sakellaridou studied Computer Analysis & Programming at ELKEPA (Hellenic Center for Productivity) and holds an MBA from the University of Kingston, UK. She has more than 37 years of experience in Analysis & Programming and has attended numerous seminars in Human Resource Management. She has been working for the company since 1986.

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