



Website:	<a href="http://www.ideal.gr">http://www.ideal.gr</a>
Bloomberg code:	INTEK:GA
Reuters code:	IDEr.AT
ISIN code:	GRS148003015

## COMPANY PROFILE

The Company's main activities are representation, distribution and support of high technology products and the provision of IT security solutions and software. IDEAL Group S.A. has two main subsidiaries: IDEAL ELECTRONICS, which represents, distributes and supports IT products and peripherals; ADACOM is a provider of digital security solutions and software.

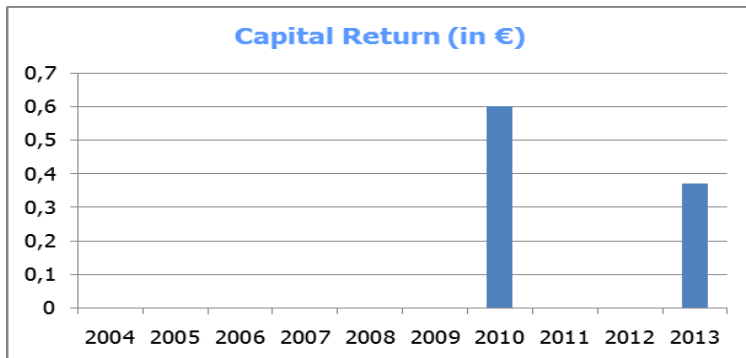
### OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2013 - 31/03/2014)

Symbol:	INTEK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2014)	6,1		
Shares Outstanding (number): (31 March 2014)	8.298.467		
Average Spread (%):	10,34%		
Market Liquidity (%):	0,668%		
Average Trading volume (no of shares):	646		
Total Value of transactions (€):	119.036		
Days to trade (1% of outstanding amount):	131,7		
Free Float (31 March 2014):	34,9%		
Turnover Velocity (F.F. Weighted):	5,7%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	60,85%	89,86%	98,70%

## GROUP STRUCTURE

### IDEAL DROUP S.A.

IDEAL ELECTRONIC S.A.	100%
ADACOM S.A.	99.76%
ADACOM SYSTEMS Ltd	100%



- In 2010, Ideal Group paid € 4.9 m cash to its shareholders (through a share capital decrease of €0,60 per share).
- In 2013, Ideal Group paid € 3.1 m cash to its shareholders (through a share capital decrease of €0,37 per share).

## CURRENT PROJECTS

(only direct b2b in the list below)

### Adacom deploys D.L.P. solution for Security Services company

ADACOM, a Symantec Master Specialist in Data Loss Prevention, deployed a Data Leakage Prevention solution to a major Security company in Greece. The holistic approach has helped the organization identify the really confidential information for each business department, define the data owners and enhance its day to day business processes by adopting best practices. The project also included the implementation of a new web proxy as well as the testing of the company's encryption infrastructure.

### Adacom Performs Penetration Test for Major Bulgarian Telecommunications Company

ADACOM has successfully delivered a web application security assessment project for a major Bulgarian telecommunication provider. The majority of the findings discovered were successfully mitigated with ADACOM's assistance and the overall security level of the organization was significantly raised. Also under the scope of the presented project ADACOM executed stress testing to the provided application in order to identify the behavior of the application under a condition of extreme load.

### Symantec Endpoint Protection across major Retail Chain in Greece

ADACOM was awarded with the supply and the installation of Symantec's Endpoint Protection for one of Greece's leading retail companies. Due to the nature of the organization, there was very large dispersion of the endpoints that needed to be protected across many online and offline locations in Greece.

Adacom has successfully managed to design the architecture of the solution so that each endpoint is protected with the latest virus definitions without impacting the network's capacity. Furthermore, the administrators of the solution have from now on a single console to control and manage the complex environment. Adacom implements Symantec's DLP solution for a South-Eastern Europe – North-Africa Energy Company

Symantec was awarded and successfully delivered the distribution and installation of Symantec's Data Loss Prevention solution. The project was administered by a major Energy company in South-Eastern Europe and North Africa. The particularity of the project was the fact that due to the nature of the company, very specialized custom file types should be considered as confidential information. Adacom's deep knowledge of the solution resulted in the creation of all the appropriate policies to ensure that the data that needed to be detected were detected even though their uncommon file types, which were not provided as out-of-the-box options.

### Symantec's DLP for Banking Institution

Adacom was awarded with the implementation of Symantec's Data Loss Prevention and Encryption solutions for a major regional bank in South-East Europe. The goal of this specific project was the PCI-DSS compliance request of the organization based on a "need to know" basis as far as it concerns the confidential information that is travelling in and outside the organization.

Adacom has followed the best practices and implemented the solution in separate phases starting from the monitoring, followed by the warning and finally reaching the prevention. The greatest benefit was the awareness of all employees that was achieved through notification windows each time a security policy is being violated.

### **Endpoint Protection and Cloud managed Security for Major Greek Food Company**

Symantec provided the installation of Symantec's Endpoint and cloud services for a big food company in Greece. The project included both endpoint solution for desktop security together with Symantec's .cloud service that enables hardware and software security management from distance. By doing so, the organization increased its security and protection standards with the least administrative effort.

### **Mobile Device Management Solution for Multinational Banking Institution**

During this project ADACOM was responsible for the installation and configuration of the Airwatch Enterprise Mobility Management solution for one of the largest banking institutions in central and Eastern Europe. More specifically, ADACOM delivered the required professional services for the on-premises deployment of the AirWatch's MDM solution.

ADACOM's project team has conducted all the actions needed to integrate the offered solution into bank's current IT infrastructure as well as to deploy and setup the required Mobile Device Management (MDM), Mobile Application Management (MAM), Mobile Email Management (MEM) and Mobile Content Management (MCM) capabilities of the deployed solution. The outcome of the project is a fully managed mobile devices environment supporting 1500 devices for all kinds of the platforms, namely iOS, Androids and Windows mobile devices.

### **Adacom performs the Installation of S.P.S. for leading Multinational Consumer Goods Company**

ADACOM was awarded with the implementation and support of the entire solution of Symantec Protection Suite for a large multinational Fast-Moving Consumer Goods company. Apart from the upgrade of the organization's Symantec Endpoint Protection solution from version 11 to latest version 12.1 for more all management servers, Adacom successfully planned and implemented the migration of the the organization's perimeteric antispam mechanism from McAfee's appliances to Symantec's Messaging Gateway Appliances.

What's noteworthy is the fact that the transition has taken place with zero (0) downtime and without any complaints from the 40.000 employees of the company. Furthermore, in order to have a complete antispam and antivirus solution for its mail infrastructure, Adacom has also implemented at the organization the SMSDOM solution both for Windows and AIX machines. For all the above, Adacom has trained the organization's employees to be able to offer first level support in everyday cases that might arise.

### **Data Loss Prevention Solution for major Banking Institute in Bulgaria**

ADACOM, a Symantec Master Specialist in Data Loss prevention, deployed a DLP solution for a major Bulgarian bank. The project included the organization's data classification, the development of policies and the rollout of the solution with the simultaneous support of the daily operations of the company.

Adacom has created a lot of custom policies in order to adjust the solution to the Bulgarian standards and the specific needs posed from the organization. The solution helps the bank's data owners to classify their data and current IT infrastructure as well as to deploy and setup the following requested detection servers: Network Monitor, Endpoint Discover, Endpoint Prevent, Network Discover & Network Protect, covering almost all aspects of data (data in motion, data at endpoints, data at rest).As a result, apart from the awareness level of the employees that has raised, the intellectual property, customer data and all other confidential information handled by the bank is secured.

### **Symantec's V.I.P. Solution for Athens' Water Supplier**

ADACOM was awarded the renewal of Symantec VIP Strong Authentication solution for Athens Water Supplier. As part of the deal ADACOM is also responsible for the technical support at EYDAP. Symantec's VeriSign Identity Protection (VIP) is a leading cloud-based strong authentication service that enables enterprises to secure online access and transactions, help enabling compliance and reducing fraud risk. As a fully hosted SaaS solution, VIP offers a cost-effective way to give authorized users secure access to business resources, enterprise applications and online websites. By this solution, the Organization extends the use of Username and Password for accessing sensitive information, protects its users from Identity theft, while mitigating risk and maintaining compliance.

### **Adacom implements Symantec's Solution For Major Banking Group**

ADACOM S.A. has been selected to perform the migration from McAfee's Endpoint Protection solution to Symantec's Endpoint Protection solution for one of the largest banking and financial institutions in southeastern Europe. The project included the migration from the bank's existing AV solution for managed and unmanaged endpoints and servers with a variety of operating systems.

Even though, the project had to be implemented within tight deadlines, the transition was smooth and done without interrupting business. By doing so, the organization gained a big performance boost for more than 22000 endpoints and servers, as well as a central management system with the best endpoint protection controls including Antivirus & Antispyware, Local Firewall, Intrusion Prevention and Application & Device Control.

### **Compliance Management Project for Multinational Bank in Switzerland**

ADACOM S.A., a leader in PKI and IT Security, has been awarded a Compliance Management Project from a Multinational Bank in Switzerland. This project includes expert advice and knowledge transfer for Symantec's

Control Compliance Suite, as a residency service, targeting the preparation of a massive roll out of the CCS solution to thousands of servers across the globe.

ADACOM, the only Symantec's Master Specialized Partner in IT Compliance in the MED Region, has delivered a large number of similar engagements for Multinational Companies in Europe, will undertake solution design, extensive tests, solution documentation, module and methods comparison as well as knowledge transfer of the solution to the Bank's personnel.

#### **Strong Authentication Solution for Leading Transaction Security Company in Israel**

ADACOM Systems Ltd ([www.adacom.co.il](http://www.adacom.co.il)), has completed successfully a large Symantec VIP for a worldwide leader of transaction security provider. Being a multinational company with presence around the globe, the organization wanted to replace the existing in-premise solution in order to centralize the Strong Authentication management process, making it as simple, robust and secure as possible, while fully integrated with the corporate VPN infrastructure.

ADACOM's integration of Symantec's VIP solution has been done within less than two weeks, including extensive scenario-based testing, thus enabling the Organization to immediately use this cloud-based OTP and Intelligence Authentication. By this solution, the Organization extends the use of Username and Password for accessing sensitive information, protects its users from Identity theft, while mitigating risk and maintaining compliance.

Symantec's VeriSign Identity Protection (VIP) is a leading cloud-based strong authentication service that enables enterprises to secure online access and transactions, help enabling compliance and reducing fraud risk. As a fully hosted SaaS solution, VIP offers a cost-effective way to give authorized users secure access to business resources, enterprise applications and online websites.

#### **Strong Authentication Solution for Major Satellite Company in Israel**

ADACOM Systems Ltd ([www.adacom.co.il](http://www.adacom.co.il)), has recently completed the implementation of Symantec's VIP solution for a major Israel-based telecommunication company with more than 20 offices worldwide. By enabling Symantec's VIP, the Organization has adopted the most efficient and innovative cloud-based strong authentication solution available today, securing online access and transactions for its employees around the globe.

The solution designed and implemented included the use of hardware OTP tokens as well as Mobile OTP application which enables the usage of employees existing smart phones for accessing the corporate network. On top of that, intelligence authentication, an additional flavor within Symantec's VIP measures risk based on transactional and behavioral patterns so that to inform the Organization's administrators about possible fraud risk from un-authorized access to their network.

ADACOM Systems Ltd, Symantec's VIP partner, used its substantial experience from several VIP implementation in Israel and Eastern Europe and successfully integrated the solution into Organization infrastructure within less than a week.

#### **Hadassah Medical Center and VIP**

ADACOM Systems Ltd ([www.adacom.co.il](http://www.adacom.co.il)), has recently announced its collaboration with Hadassah Medical Center for implementing Symantec's VIP Strong Authentication solution.

ADACOM's integration of Symantec's VIP solution will enable Hadassah Medical Center Information Department to adopt Strong Authentication that extends the use of Username and Password to access sensitive information. Symantec's VeriSign Identity Protection (VIP) is a leading cloud-based strong authentication service that enables enterprises to secure online access and transactions to help enable compliance and reduce fraud risk. A fully hosted SaaS solution, VIP offers a cost-effective way to give authorized users access to business resources, enterprise applications and online websites while protecting from Identity theft, while mitigating risk and maintaining compliance with a scalable, reliable Two-Factor Authentication platform delivered without the high cost of infrastructure and operations.

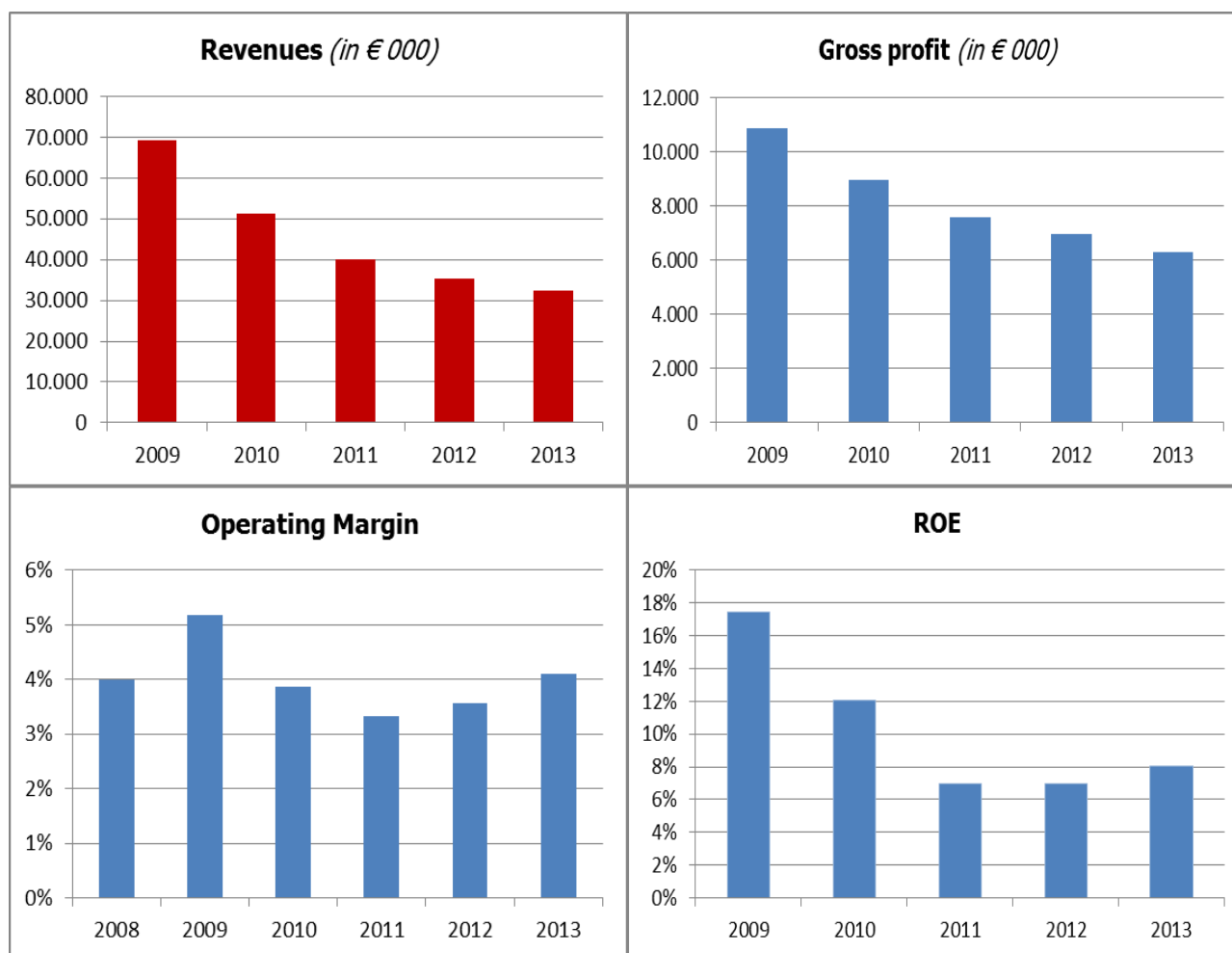
With VIP, Hadassah Medical Center users can remotely access Hadassah Systems and Data with various credentials like SMS messages, Tokens, Smart Cards and Smartphones. Every OATH compliant device is supported, thus allowing Hadassah to be vendor independent. VIP ensures the highest security standards compliance and at the same time reduces costs, allows scalability and improves significantly the usability of One Time Password devices by allowing users to carry only one Token for all authentications.

#### **PCI Security Assessment & Penetration Testing**

ADACOM has successfully delivered a PCI DSS security assessment and Penetration Test for the largest payment processor in Bulgaria. The scope of the project included black box external penetration testing and white-box application assessment. ADACOM managed to penetrate successfully in a large number of systems and applications and worked together with the organization Teams to effectively address the security issues raised, confirmed so by retesting of the findings. Finally, ADACOM delivered a detailed and comprehensive technical report.

## COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b>					
<b>(in € 000)</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
Sales	69.219	51.381	40.009	35.457	32.271
Gross profit	10.867	8.987	7.613	6.967	6.286
EBIT	3.584	1.987	1.330	1.263	1.327
EBITDA	3.864	2.260	1.751	1.715	1.843
Earnings before tax	3.385	1.871	1.070	1.155	1.170
Earnings after tax	3.080	1.724	1.070	1.155	1.170
E.P.S.	0,36	0,18	0,13	0,14	0,14
Total equity	17.657	14.301	15.300	16.503	14.542
ROE	17,44%	12,06%	6,99%	7,00%	8,05%
Debt Ratio	-0,61	-3,58	-2,62	-3,52	-0,59



<b>MAJOR SHAREHOLDERS (&gt;5%)</b>	
<b>Name</b>	<b>%</b>
TRUAD VERWALTUNGS AG*	59,22%
DAVID SAMOUEL	5,93%
<b>Total</b>	<b>65,15%</b>
*The percentage of the companies THRUSH INVESTMENTS & BOVAL S.A. is included in the TRUAD VERWALTUNGS AG.	
<b>BOARD OF DIRECTORS</b>	
<b>Name</b>	<b>Qualification</b>
KOMIS LOUKAS	CHAIRMAN/NON EXECUTIVE MEMBER
SOTIRAKOPOULOS ALEXIOS	VICE CHAIRMAN/INDEPENDENT NON EXECUTIVE MEMBER
SAMUEL D.	MANAGING DIRECTOR/EXECUTIVE MEMBER
ASIMIADIS SAVAS	EXECUTIVE MEMBER
DAVID ANASTASSIOS	NON EXECUTIVE MEMBER
DAVID CHARALABOS	NON EXECUTIVE MEMBER
ZYMNIS THOMAS-ALEXANDROS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. D. Samuel** is Managing Director of Ideal Group since 2003. He also serves as a nonexecutive board member of Kerur (a holding company in food and beverages public in Tel Aviv Stock Exchange) and of BIOKYT Packaging (a manufacturer of corrugated cardboard packaging products). Previously he served as a director for Softbrands Inc. and Infoquest SA. He also worked for Compugen Inc. (Nasdaq CGEN), Waste Management (NYSE: WM), and Scitex Inc (NASDAQ).

He is a graduate of INSEAD (MBA 1991) and the Technion Israel Institute of Technology (Electrical Engineering 1985). He speaks English, Greek, Hebrew, French and Italian.

**Mr. Savvas Asimiadis** is Chief Financial Officer, Secretary and Executive Director at Ideal Group SA. He joined the Group as Finance Director of IDEAL Electronics in December 2002. Previously he served at the audit, tax and consulting department of Arthur Andersen for a period of 10 years. He holds a degree in Economics. He speaks Greek, English, Turkish.

**Mr. Theodoros Moulos** is General Manager of Software division at Ideal Group SA since 2007. He served as Chief Information Officer of Ideal Group. He previously worked at Praktiker Hellas and Singular International, among others, and participated in corporate projects of a number of companies, such as Attica Metro, Nereus, ELBO, Ericsson, Plias, Venetis, Whitehall, Gallaher Hellas and Stet Hellas. He joined the Company in January 2002, as Senior Solution Architect. He holds a degree in Economics, an MSc degree in Information Science and an MBA degree in Business Administration. He speaks English, Greek and French.

**Mr. Panos Vasiliadis** is the General Manager of IT Security division at Ideal Group SA. He joined the Company in 1993 and he has served for a number of years in executive positions at other companies of the Group, such as Ideal Systems and Ideal Group S.A. He holds a Chemical Engineering degree and an MBA degree in Business Administration from Athens University of Economics and Business. He speaks English, Greek and German.

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