



Website:	<a href="http://www.ekter.gr">http://www.ekter.gr</a>
Bloomberg code:	EKTER:GA
Reuters code:	EKTr.AT
ISIN code:	GRS222213001

## COMPANY PROFILE

Eκτη Technical Construction Real Estate Hotel Commercial Industrial SA is a Greece-based company active in the construction sector and undertakes construction projects in both the private and public sectors. Its projects include the construction of office buildings, residences, commercial centers and sport facilities, restoration and reconstruction of existing old and historical buildings, construction of airport buildings, hospitals, bridges, highways, electromechanical, energy, environmental, industrial, refinery, hydraulic and marine works, and the aesthetic and functional reformation and pedestrianization of roads, as well as other similar works. The Company is also active in the real estate sector. It purchases real estate in order to resell them and purchase in exchange plots of land or structures. Then, it builds upon them all kinds of buildings such as apartments, offices and stores, and it resells them or exploits them by leasing them out.

## EXPORTS

EKTER S.A.'s works at this moment are exclusively in Greece and due to the nature of the works (contractor) does not make any exports.

## KEY INVESTMENT HIGHLIGHTS

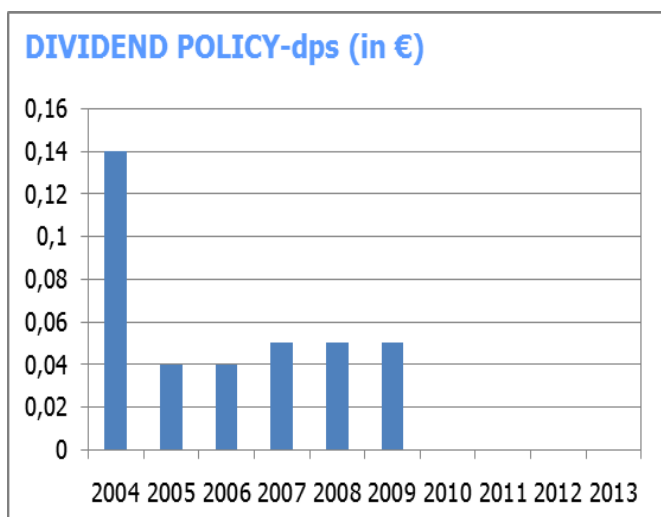
EKTER was established in 1959 and in 1973 it turned into an incorporated company (S.A.). The company entered the Athens stock market in 1994, as a result of healthy development over the years. The company has experienced management team and skilled personnel in the field of its activities. It has strong financial structure and has no loans.

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

Symbol:	EKTER		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2014)	10,2		
Shares Outstanding (number): (31 March 2014)	11.250.000		
Average Spread (%):	5,20%		
Market Liquidity (%):	15,345%		
Average Trading volume (no of shares):	13.185		
Total Value of transactions (€):	2.070.044		
Days to trade (1% of outstanding amount):	7,7		
Free Float (31 March 2014):	53,2%		
Turnover Velocity (F.F. Weighted):	52,6%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	73,61%	63,05%	58,80%

## GROUP STRUCTURE

EKTER has a subsidiary company, IFIKLIS S.A., which owns the 100% of the shares.



## CURRENT PROJECTS

The main under construction projects of EKTER S.A. are:

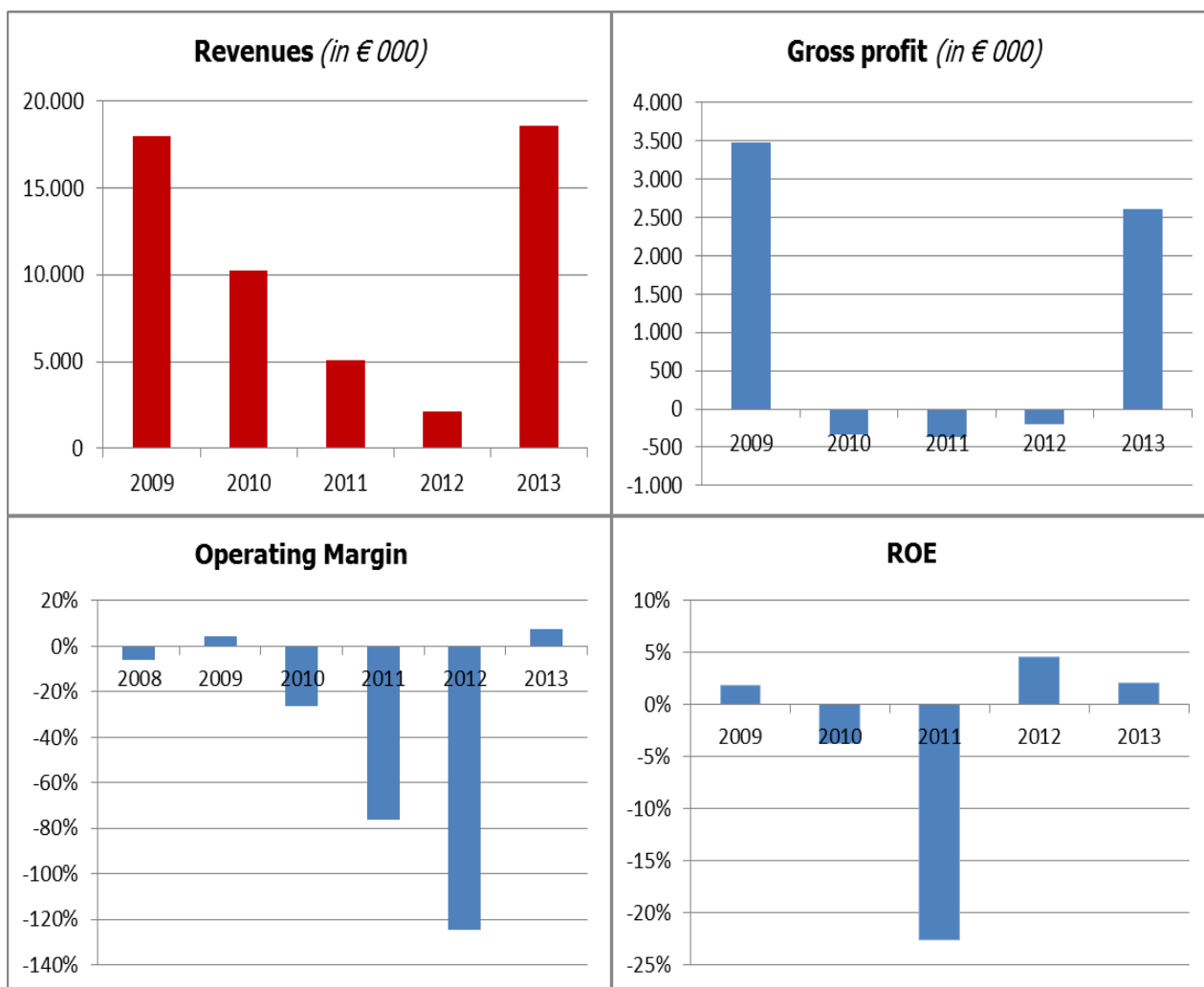
- **"Rearrangement, extensions, supply and installation of medical equipment of General Hospital at Lesvos Island "Vostanio"**, contract amount 14,1 millions €, participation rate in construction 100%.
- **"Supply of medical and technological equipment of General Hospital at Patra "Agios Andreas"**, 12,1 millions €, participation rate in construction 100%.
- **"Sewerage at New Peramos"**, contract amount 9.9 millions €, participation rate in construction 100%.
- **"Design, construction, equipment procurement of General Hospital at Halkida"**, contract amount 13,6 millions€, participation rate in construction 100%.
- **"Gournes - Hersonisos - road construction at Crete Island"**, contract amount 46,3 millions €, participation rate in construction 25%.

## FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

The Company aims at enhancing the value of its shareholders. To this end, EKTER S.A. focuses on large-scale construction projects and specialized works. All bids are placed under strict investment and construction return criteria, with the emphasis on the creation of medium-term value rather than securing new business at any price.

## 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	17.949	10.221	5.076	2.102	18.567
Gross profit	3.488	-336	-373	-192	2.618
EBIT	741	-2.704	-3.878	-2.617	1.349
EBITDA	904	-2.659	-3.831	-2.570	1.411
Earnings before tax	1.456	-761	-5.017	642	1.150
Earnings after tax	490	-933	-4.637	981	451
E.P.S.	0,04	-0,08	-0,41	0,09	0,04
Total equity	26.638	25.142	20.505	21.486	21.937
ROE	1,84%	-3,71%	-22,62%	4,57%	2,06%
Debt Ratio	-9,48	3,49	2,32	2,48	-7,89



#### MAJOR SHAREHOLDERS (>5%)

Name	%
POLYKRATIS S.A.	13,18%
CAPDARE OVERSEAS L.T.D.	6,00%
NIKIAS S.A.	21,74%
PAPAGEORGIU AGGELOS	5,85%
<b>Total</b>	<b>46,77%</b>

#### BOARD OF DIRECTORS

Name	Qualification
SIPSAS K. ATHANASIOS	PRESIDENT/EXECUTIVE MEMBER
STOUBOS I. KONSTANTINOS	VICE PRESIDENT/CEO
IOANNIDOU ANDRONIKI	NON EXECUTIVE MEMBER
ALEXANDRIS IOANNIS	INDEPENDENT NON EXECUTIVE MEMBER
PAPADOPOULOS ARISTEIDIS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Athanasios Sipsas** was appointed Executive Chairman of the Board of Ekter SA on October 12, 2012. He previously served as Chairman of the Board and Chief Executive Officer of Ekter SA since September 7, 2012 and before that he served as Executive Chairman of the Board of Directors at Ekter SA since 2002. Prior to that he was Chief Executive Officer since 1999. He is a Mechanical Engineer and he holds a Class IV Diploma. From 1972 until 1983 he worked in a number of technical projects in Greece. From 1983 until 1999 he was General Manager of I.G. Korontzis SA. In 2008 he was appointed Chairman of Ifiklis SA.

**Mr. Konstantinos Ioannis Stoumpos** was appointed Executive Vice Chairman of the Board and Managing Director of Ekter SA on October 12, 2012. He previously served as Vice Chairman of the Board, General and Technical Manager and Executive Director of Ekter SA since September 7, 2012. Prior to that, he served as General and Technical Manager and Executive Director at Ekter SA. He holds a degree in Electrical Engineering from the National Technical University of Athens and a Class IV Diploma. He is responsible for the supervision of public and private projects. Since 2008 he has been a Director of Ifiklis SA.

**Ms. Androniki Emmanouil Ioannidou** is Non-Executive Director of Ekter SA since October 12, 2012. She previously served as Non-Executive Independent Director since June 26, 2009. She is an Architect Engineer graduate of the National Technical University of Athens and she is also a graduate of Economics and Law from the University of Athens. She has been working as an Architect since 1991. She is a Member of the Technical Chamber of Greece and the Hellenic Association of Architects.

**Mr. Ioannis Athanasios Alexandris** is Non-Executive Independent Director at Ekter SA since June 26, 2009. He is a graduate of Economics from Athens University of Economics and Business. He holds an A' Class Certificate and he is a Member of the Economic Chamber of Greece. He has been working as an Accountant since 1976.

**Mr. Aristeidis Papadopoulos** is Non-Executive Independent Director at EKTER S.A. since January 31, 2014. He began his professional career in 1990 in technical accounting company. From 1993 to 1998 he worked in the accounting department of company listed in Athens Stock Market. Since 1998 up to now he is working as an Insurance Advisor in Insurance Company.

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