



Website:	<a href="http://www.logismos.gr">http://www.logismos.gr</a>
Bloomberg code:	LOGISMOS:GA
Reuters code:	MCLr.AT
ISIN code:	GRS461003006

## COMPANY PROFILE

The company is active in the production, distribution and support of products and services in the IT area. Since its foundation in 1970, Logismos has supported a significant number of customers such as Banks, Public Organizations, Industrial Companies, Commercial Companies and Casinos.

## EXPORTS

Company's exports as 17.34% of total sales in 2013.

## KEY INVESTMENT HIGHLIGHTS

The company has successfully gained the lead in Greece in the sector of Casino Management Systems, winning over all the casinos of Greece to become customers, and now enjoys a significant increasing trend in international export sales.

As for the sector of domestic industrial and commercial business software, Logismos company offers the comparative advantage of providing a complete solution that can cover business companies overall in their software needs, and also it has a complete team of experts that provide specialised consultation on best use of software in subjects like cost accounting, payroll, etc, and this is making a difference in gaining big new customers when economic times are difficult. The combination of new products and high level of services yield to an increase of the market share in both the domestic business and the international casino markets.

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

Symbol:	LOGISMOS		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2014)	1,9		
Shares Outstanding (number): (31 March 2014)	4.740.000		
Average Spread (%):	17,73%		
Market Liquidity (%):	4,411%		
Average Trading volume (no of shares):	2.304		
Total Value of transactions (€):	312.627		
Days to trade (1% of outstanding amount):	18,2		
Free Float (31 March 2014):	36,9%		
Turnover Velocity (F.F. Weighted):	32,5%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	45,54%	56,74%	90,53%

## GROUP STRUCTURE

### LOGISMOS SA

Logismos Information Systems SA	100%
---------------------------------	------

## CURRENT PROJECTS

Logismos, utilizing the most recent technologies, develops and supports:

1. Business Software based on its ERP backbone "Momentum ERP".
2. Software Applications for Casino Management Systems (CMS).
3. Software Applications for an Enterprise Relationship Management (ERM) System.

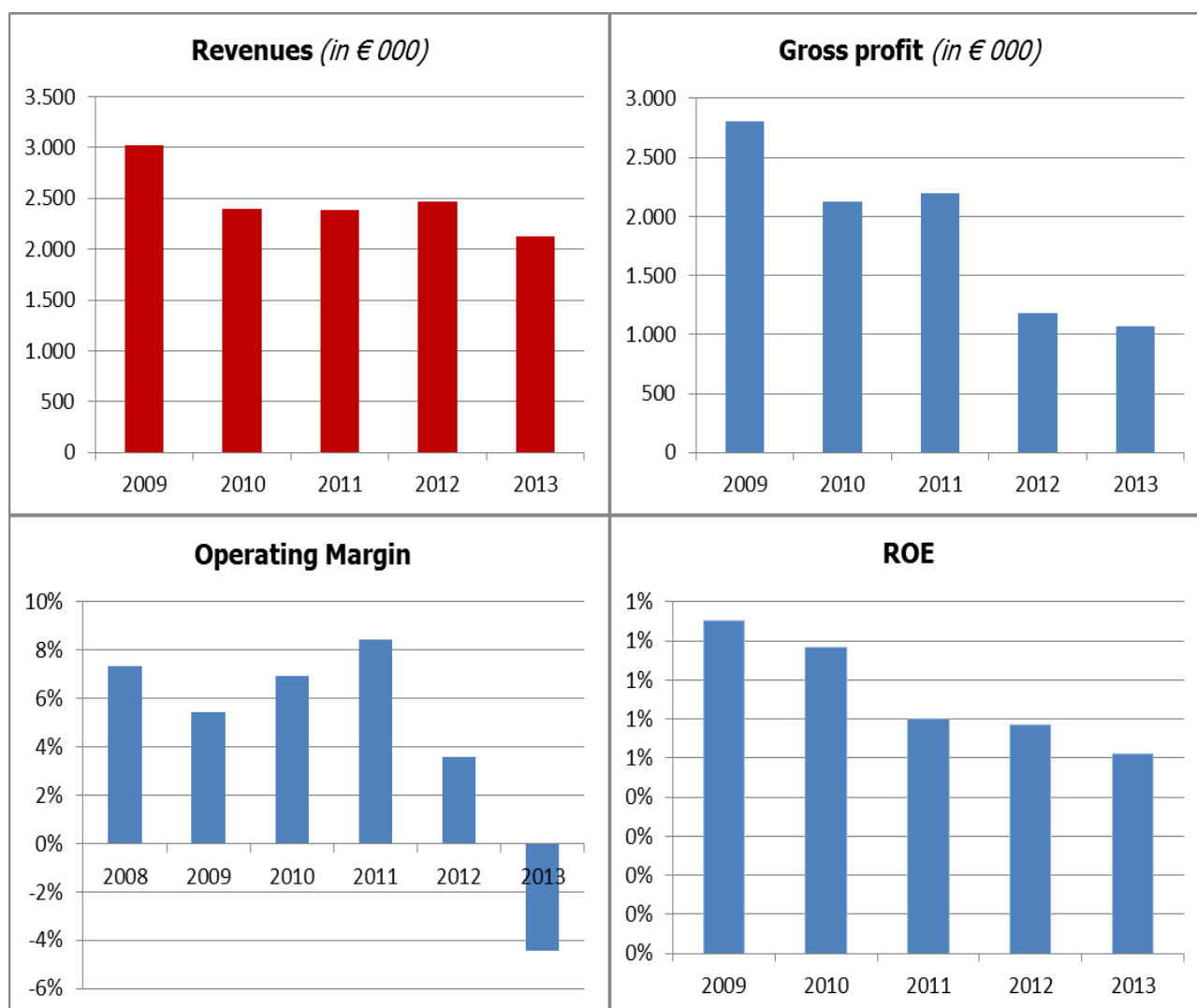
The Company is also active in the field of Systems Integration.

## FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

Following a successful decade of developing and supporting software applications for Casino operations in the Greek market, the Company is expanding to casino markets abroad, with its new Casino Management System and strategic cooperation with leading suppliers of the Casino Market.

## COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (company)</b> <b>(in € 000)</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
Sales	3.023	2.397	2.382	2.465	2.125
Gross profit	2.806	2.131	2.195	1.179	1.066
EBIT	164	166	201	88	-94
EBITDA	1.492	1.532	1.515	1.371	947
Earnings before tax	109	88	89	5	-172
Earnings after tax	57	53	41	40	35
E.P.S.	0,012	0,011	0,009	0,013	0,007
Total equity	6.716	6.769	6.810	6.850	6.886
ROE	0,85%	0,78%	0,60%	0,58%	0,51%
Debt Ratio	1,61	1,15	0,77	0,83	0,57



<b>MAJOR SHAREHOLDERS (&gt;5%)</b>	
<b>Name</b>	<b>%</b>
DOUFOU IVONI -HELEN	10,06%
DOUFOS ALEXANDROS	23,04%
DOUFOS IOANNIS	23,05%
NICOLAS VAN ORTON AD	6,96%
<b>Total</b>	<b>63,11%</b>
<b>BOARD OF DIRECTORS</b>	
<b>Name</b>	<b>Qualification</b>
DOUFOS M. IOANNIS	PRESIDENT/EXECUTIVE MEMBER
DOUFOS ALEXANDROS	VICE PRESIDENT/CEO/EXECUTIVE MEMBER
PAPPAS NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
STAVROU IOANNIS	INDEPENDENT NON EXECUTIVE MEMBER
KAFATOS VASSILIOS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Doufos M. Ioannis**, Mr. Ioannis Markos Doufos is Executive Chairman of the Board of Directors at Logismos Information Systems SA since July 7, 2010. He previously served as Executive Director. He graduated from Anatolia American College in 1985 and holds a degree in Mechanical and Electrical Engineering from Aristotle University of Thessaloniki. He is a doctor of Philosophy candidate in Industrial Management at the Aristotle University of Thessaloniki. He served as member of the Marketing Financial Services Team at Hewlett Packard S.A, England from 1990 to 1991. He is also Member in the board of directors of Federation of Industries of Northern Greece since 2009. He works for the company since 1986.

**Mr. Doufos Alexandros**, Mr. Alexandros Markos Doufos is Executive Vice Chairman of the Board of Directors and Managing Director at Logismos Information Systems SA since July 7, 2010. He previously served as Executive Director. He graduated from Anatolia American College in 1989 and holds a degree from the School of Civil Engineering of Aristotle University of Thessaloniki. He has a specialization in Hydraulic - Environmental Techniques and Water Resources Management from the Institut National Polytechnique de Toulouse, France and the Universitaet Hannover, Germany. He served as Commercial Director at Printing North Greece Ltd from 1996 to 1998 and as Head of Development at E.B.E. SA from 1998 to 2003. He joined the Company in 2003.

**Mr. Pappas Nikolaos**, Mr. Nikolaos F. Pappas is Non-Executive Independent Director at Logismos Information Systems SA since June 2006. He holds a Doctorate degree and is a non-compensated Honorary Associate Professor at the University of Macedonia (formerly Industrial School of Thessaloniki) since 1979. He was one of the founders of the restaurant chain Goody's, where he served for over a decade as a Vice Chairman of its Board. His entrepreneurial activity also involves working in companies with various activities, such as catering, financial services and trade. Mr. Pappas participates at the Board of Directors at Cereal Company Northern Greece SA, Intersalonica AEGAZ, Hellenic Catering SA, Intersale SA, SANS SA, among others.

**Mr. Stavrou Ioannis**, Mr. Ioannis Stavrou is Non-Executive Independent Director at Logismos Information Systems SA since June 2006. He studied Management at Universite de Lyon II, France and had postgraduate studies in European Integration at the College of Europe, Bruges-Belgium and at London School of Economics and Political Science (University of London). From 1983 to 1985 he served as an Assistant Professor at the College of Europe and taught courses on European Policy and Administration. He is currently Executive Vice-Chairman of Federation of Industries of Northern Greece, where he works from 1987; General Director of Northern Greek Agency for the Development of Private Infrastructure; Vice-president of IMESE Business School, and Member of the Board of Directors in the Thessaloniki International Trade Fair.

**Mr. Kafatos Vassilios**, Mr Kafatos is Non-Executive Independent Director at Logismos Information Systems SA since June 2012. He is a Partner of Deloitte, established and leads the Thessaloniki consulting branch and is in charge of Strategy & Operations Consulting Services in Greece. He has served as Vice President, Chief Executive Officer and Member of the Board of Directors of Deloitte Business Solutions S.A. and member of Deloitte's Global Committee for Strategy Development. He has supervised major projects in the fields of strategic and business planning, corporate finance & restructuring, mergers & acquisitions, operational improvement and performance management for various companies and organizations in the private and public sectors. He has extensive consulting experience in various sectors including consumer business & manufacturing, tourism & leisure, technology & media and financial services. He serves as member of the

Board of Trustees of Anatolia College, member of the Northern Greece Committee of the American-Hellenic Chamber of Commerce, member of the Board of the Propeller Club (International Port of Thessaloniki) and member of the Finance Committee of the YMCA in Greece. He holds a degree in Economic Science from the Aristotelion University of Thessaloniki, a Masters of Business Administration (MBA) from the University of Texas at Austin, USA in Corporate Strategy and postgraduate diplomas in Management & Leadership from the Institute for Management Development (IMD) – Lausanne and Harvard, USA.

The information contained in this report is supplied by HELEX and by the listed companies. While all reasonable efforts have been taken to ensure the accuracy of the information contained in the report, it cannot be guaranteed. No liability is accepted by HELEX and/or any listed company. This report does not constitute financial or investment advice.

The present document is property of Hellenic Exchanges-Athens Stock Exchange S.A. (HELEX) and the rights over it are protected under the stipulations about intellectual property rights. Copyright © 2014 Hellenic Exchanges-Athens Stock Exchange S.A.