



Website:	http://www.nakas.gr
Bloomberg code:	NAKAS:GA
Reuters code:	FINr.AT
ISIN code:	GRS387503006

COMPANY PROFILE

Philippos Nakas' company was founded in Athens by Philippos Nakas in 1937. Its initial activity was the publication of music books and the distribution of musical instruments. Additionally "Nakaspaper" activity: Distribution of the full range of books (literature, music, etc.) and a wide range of stationary products like paper, gifts, office supplies, painting sets for any age and style and computer consumables as well. Network of 4 company owned shops.

Today, the company is distributing all over Greece a huge range of musical instruments, sound and audiovisual systems, home cinema, professional applications of sound, vision and light, PC hardware, multimedia products and music books, through the very well organized sales network consisting of 23 (including the NakasPaper shops) company owned stores, 25 franchising stores and specialized dealers per product category. Also, Philippos Nakas Conservatory is presently the leader in the music education field in Greece.

EXPORTS

The analysis of Company sales reveals that international sales accounted for 1.73% of the turnover in 2013.

KEY INVESTMENT HIGHLIGHTS

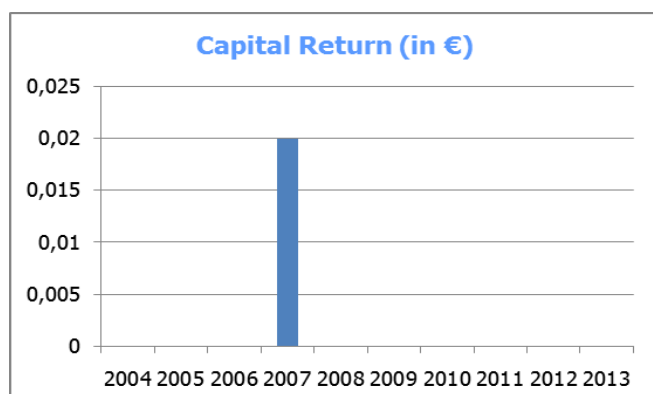
The listing of the shares of the company in June 2000 in the Athens Stock Exchange gives the ability to quickly develop a network across the country and build modern facilities for use of central offices and warehouses.

The progress of the company in relation to the prevailing conditions and the existing competition is particularly welcome in view of its financial results and new partnerships with foreign companies that entered into.

GROUP STRUCTURE

PHILIPPOS NAKAS S.A.

Nakas Music Cyprus LTD	100%
Private I.E.K Philippos Nakas	85%



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

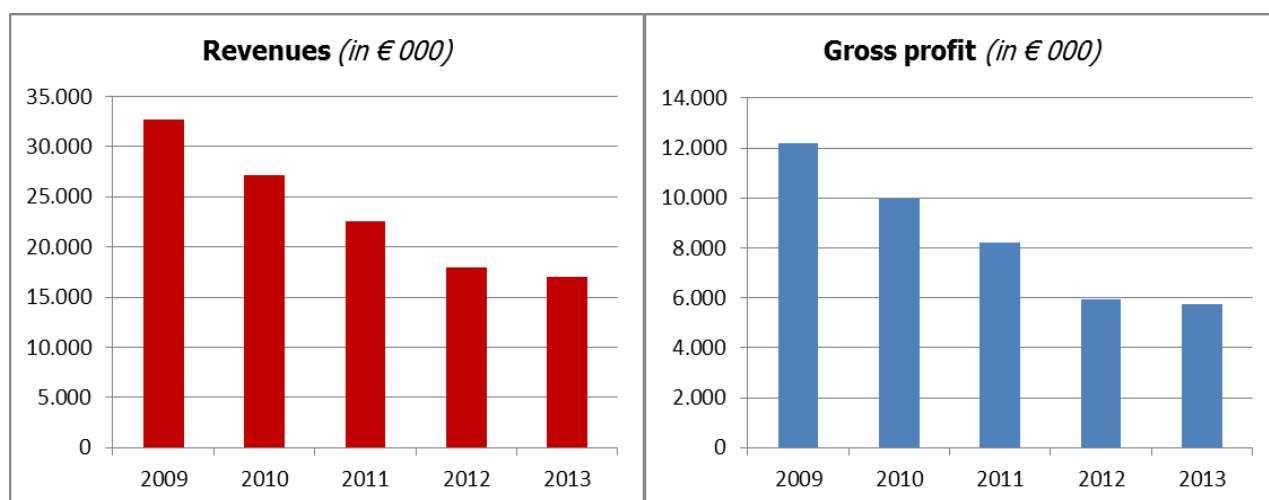
Symbol:	NAKAS		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2014)	6,3		
Shares Outstanding (number): (31 March 2014)	6.340.000		
Average Spread (%):	16,73%		
Market Liquidity (%):	0,377%		
Average Trading volume (no of shares):	395		
Total Value of transactions (€):	68.893		
Days to trade (1% of outstanding amount):	179,4		
Free Float (31 March 2014):	24,6%		
Turnover Velocity (F.F. Weighted):	8,1%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	210,87%	175,53%	150,15%

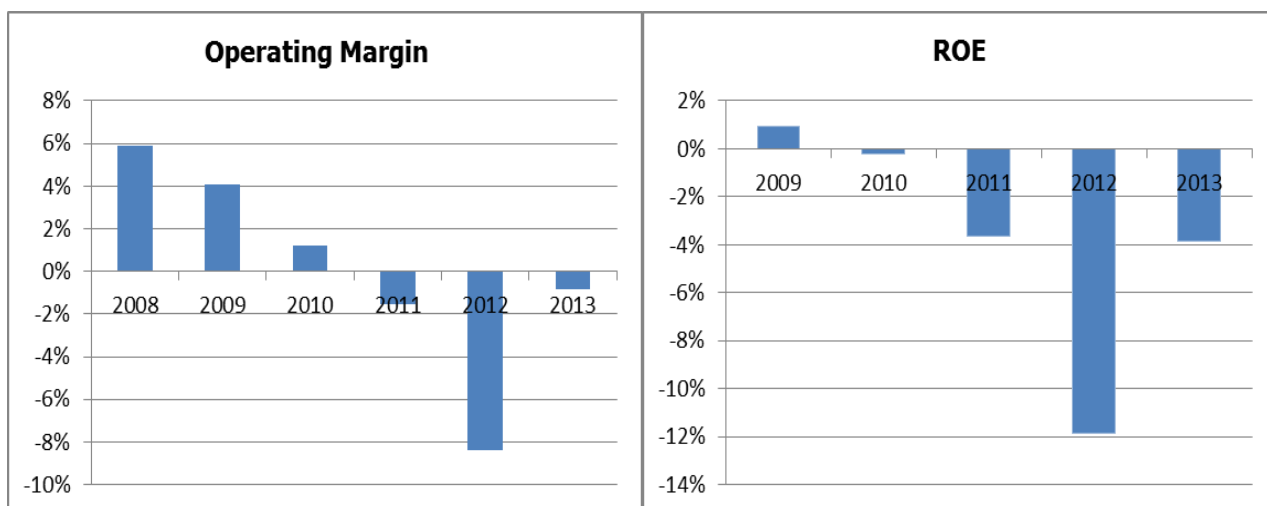
RECENT DEALS

24-04-2012 The Board of Directors announced that it has been approved the increase in the share capital of the daughter company NAKAS MUSIC (CYPRUS) LIMITED established in Cyprus, of amount 300.000,00 Euros with the issue of 10.000 shares of face value 30 Euros. The participation of the company in this increase will be at 100% with the payment of the amount of 300.000,00 Euros in cash as soon as the relative procedures are completed.

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2009	2010	2011	2012	2013
Sales	32.677	27.112	22.550	17.995	17.008
Gross profit	12.219	9.946	8.200	5.920	5.761
EBIT	1.338	326	-341	-1.507	-144
EBITDA	2.320	1.219	618	-583	584
Earnings before tax	825	-29	-706	-1.940	-573
Earnings after tax	199	-45	-740	-2.075	-635
E.P.S.	0,03	-0,01	-0,12	-0,33	-0,10
Total equity	21.341	21.170	20.416	17.502	16.659
ROE	0,93%	-0,21%	-3,62%	-11,86%	-3,81%
Debt Ratio	2,05	3,79	6,54	-9,16	7,51





MAJOR SHAREHOLDERS (>5%)

Name	%
NAKAS KONSTANTINOS	37,71%
NAKAS GEORGIOS	37,71%
Total	75,42%

BOARD OF DIRECTORS

Name	Qualification
NAKAS KONSTANTINOS	PRESIDENT/CEO
NAKAS GEORGIOS	VICE PRESIDENT
VASILAKIS STYLIANOS	EXECUTIVE MEMBER
BARBATOS A. SPIRIDON	INDEPENDENT NON EXECUTIVE MEMBER
VERGOS P. GEORGIOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Konstantinos Nakas is the Chairman of the Board of Directors and Managing Director at Philippos Nakas SA. He graduated from the Economics Department of the University of Athens. He has been engaged in commerce since 1975 and took over the management of the Company in 1988.

Mr. Georgios Nakas is Vice Chairman of the Board of Directors at Philippos Nakas SA. He graduated from the University of Piraeus and he has been active in the commerce sector since 1978.

Mr. Stylianos Vasilakis is Executive Member of the Board of Directors at Philippos Nakas SA. He previously served as Financial Manager and Executive Member of the Board from 1990 until January 4, 2011. He graduated from the Athens University of Economics and Business.

Mr. Spiridon Barbatos is Non-Executive Independent Member of the Board of Directors at Philippos Nakas SA. He holds a degree from Athens University of Economics and Business. He is a Member of the Audit and Risk Management Committee of the Company.

Mr. Georgios Vergos is Non-Executive Independent Director of Philippos Nakas SA. He has completed studies in Marketing and has attended seminars in musical instruments sales at YAMAHA CORPORATION in Japan. He is a Member of the Audit and Risk Management Committee of the Company.

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