

AltecGroup

Business Profile

Altec[®]



AltecTelecoms

Altec's New Vision

AltecGroup



I.T.

Altec[®]



Telecoms

AltecTelecoms

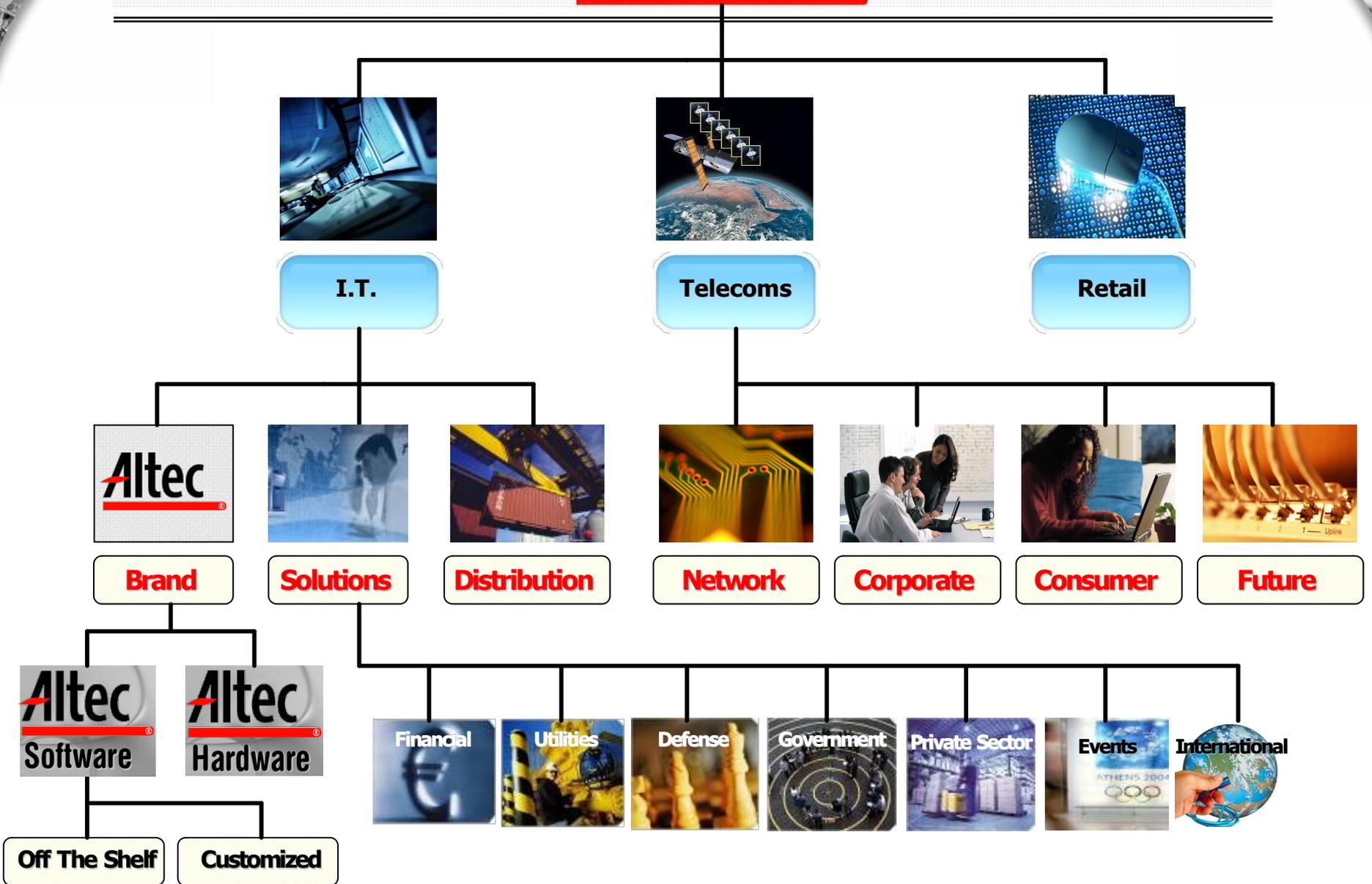


Retail



Organization

AltecGroup



Information Technology

The IT & T Market - Trends

IT & T Business – Just Started...

The IT & T Market is a developing market & will continue to be a Developing one because:

- 1. The IT investments / expenditures of corporate/retail customers are increasing.**
- 2. There is no other emerging industry to substitute the need for IT investments.**
- 3. IT industry is progressing and penetrating mature markets increasing its market share and gradually absorbs shares from other markets.**
- 4. The Greek IT market remains competitive in relation to the EU index.**

Information Technology

The IT & T Market - Trends

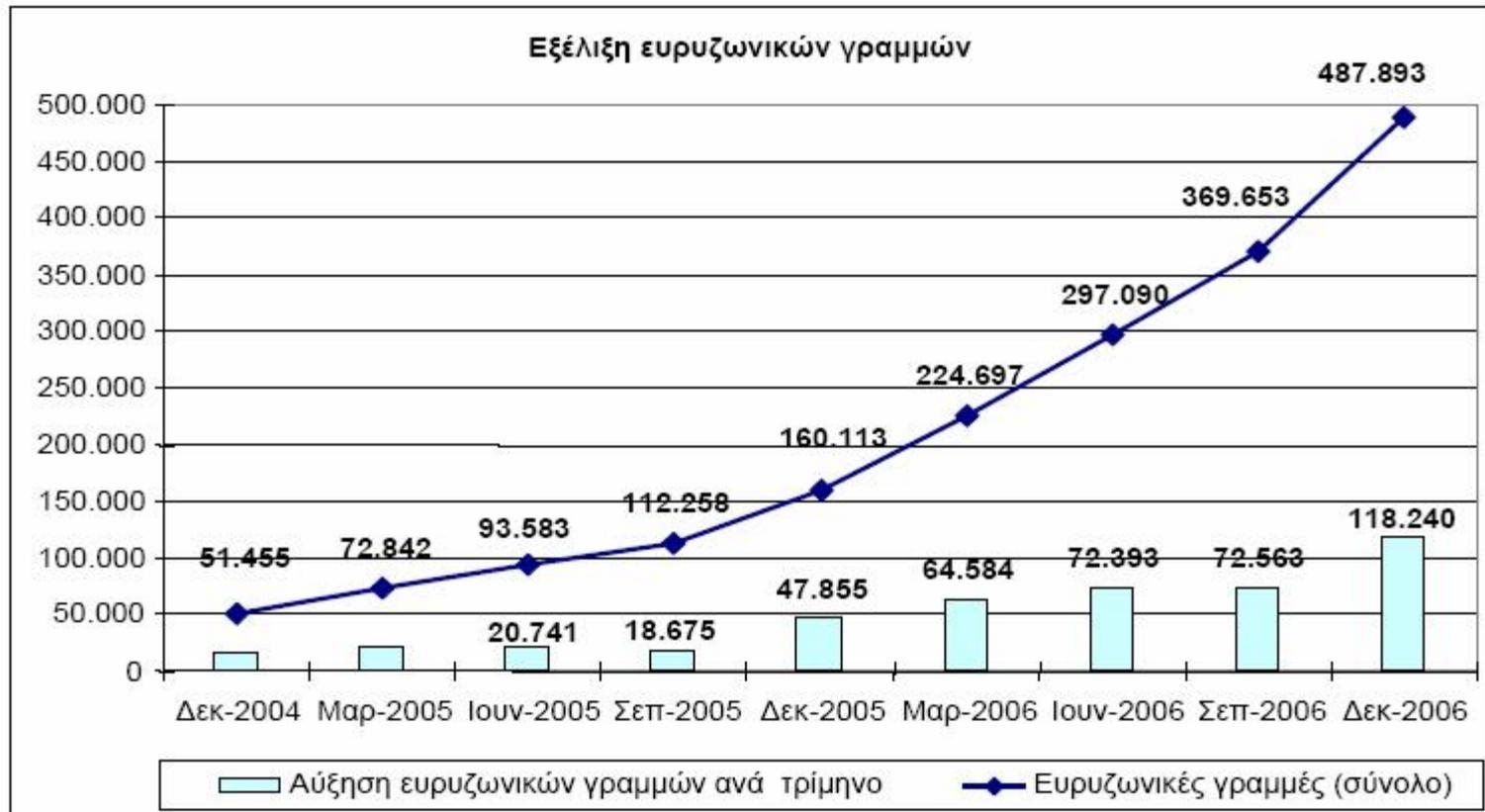
IT & T Business – Just Started...

5. Telecommunications are a need of “Life” (Home & Business).
6. The Telecoms market continuously expands and is transformed, completing the convergence with the IT market.
7. Telecoms market moves “classic” telephony services to Unified Communications Services and from classic internet browsing services to Content Provisioning Services.
8. Investments in LLU will transform the Telecoms Business and new technology will create a new market setting.

Information Technology

The IT & T Market - Trends

Διάγραμμα 1. Εξέλιξη των ευρυζωνικών γραμμών στην Ελλάδα

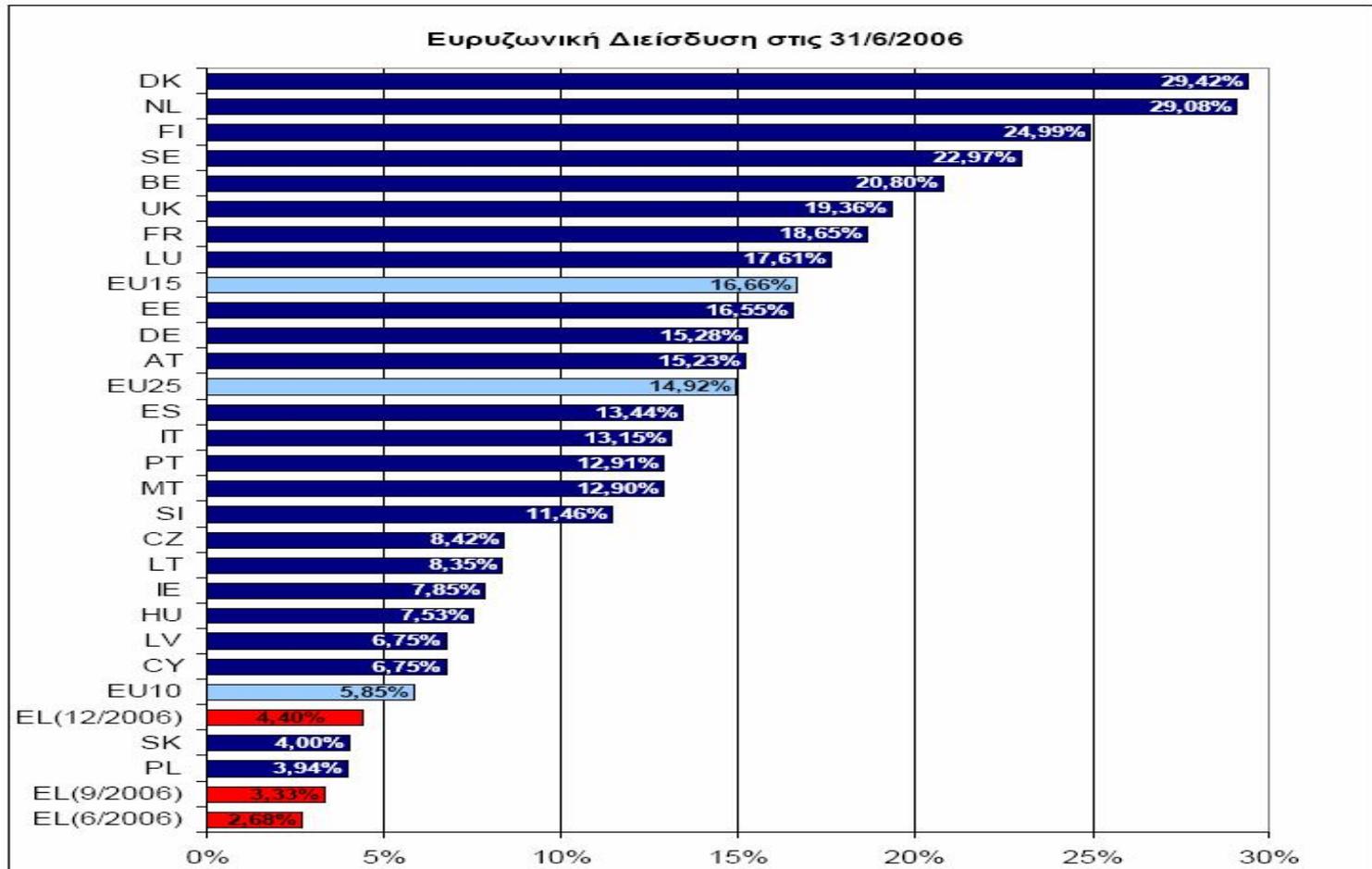


Πηγή: EETT βάσει στοιχείων αδειοδοτημένων παρόχων)

Information Technology

The IT Market - Trends

Διάγραμμα 2. Ευρωζωνική διείσδυση στα κράτη μέλη της Ε.Ε.

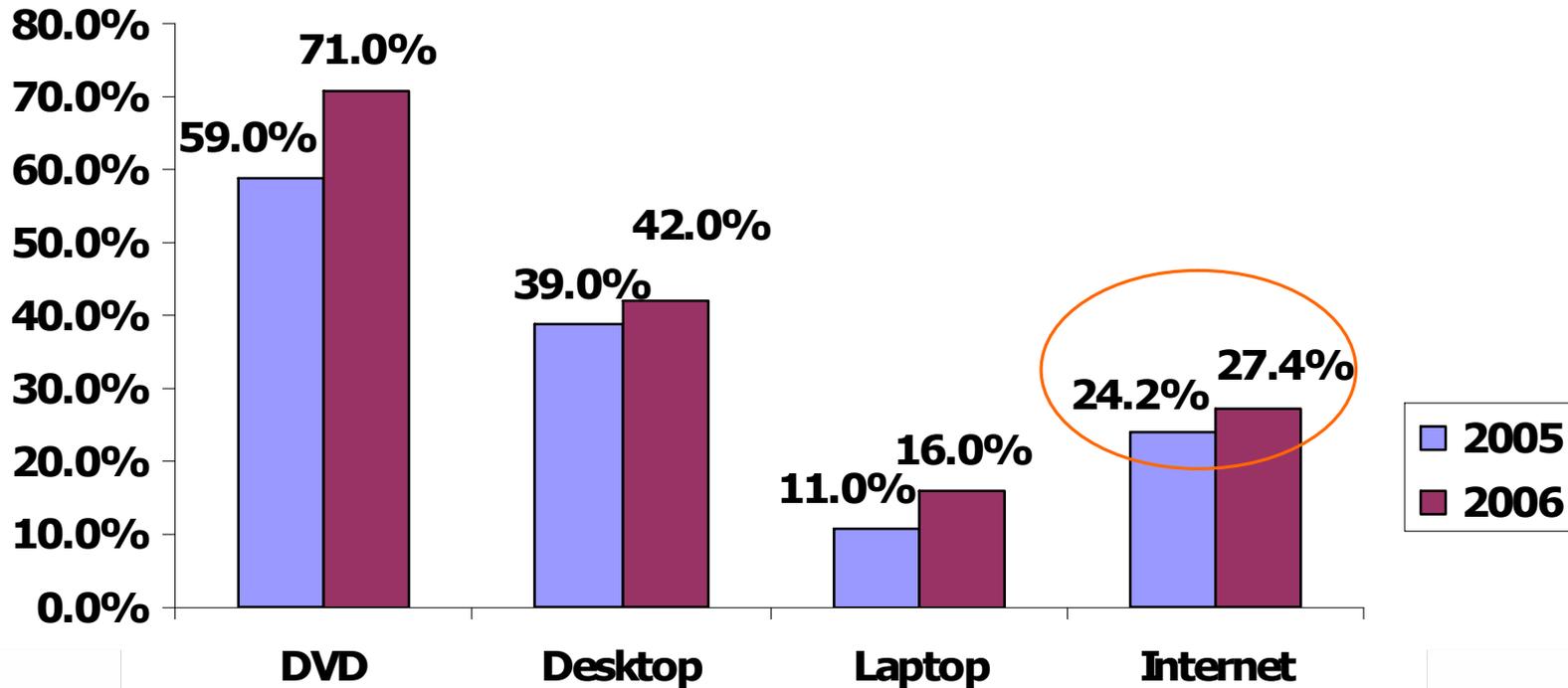


(Πηγή: Communications Committee, COCOM 06-29)

Information Technology

The IT Market - Trends

Technology Penetration (Households - Greece)

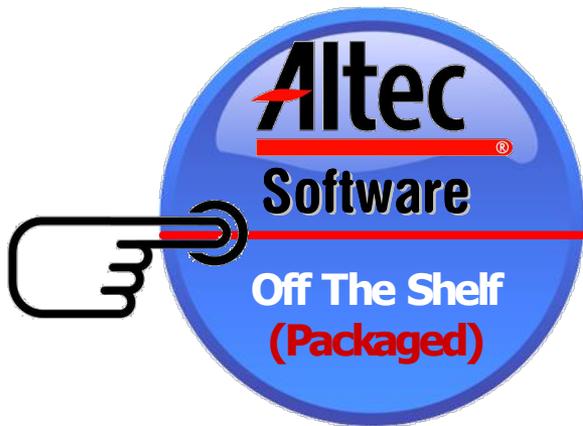


Internet Access	2005	2006
EU 25	48.0 %	51.0 %
EU 15	53.0 %	54.0 %
Greece	24.2 %	27.4 %

Source: Observatory for the Greek Information Society

Information Technology

"Off The Shelf Software"



Altec
ATLANTIS II
ERP

Altec
ΚΕΦΑΛΑΙΟ 4

Altec
XLINE
ERP

270.000 Active Users

65.000 Companies – Customers

3.000 ERP Installations

1.000 Partners / 5 Countries

+40% Market Share

20+ Years Of Operation

Information Technology

"Off The Shelf Software"



- Strategic Partnerships (Microsoft, IBM, Oracle)
- Complete Business Solutions Portfolio (Windows Environment, WEB Enabled, Mobility Functions)
- Embedded Business Intelligence & Data Analysis Tools
- Incorporates International Accounting Standards
- Complete usage of ASP Framework

"Custom Software"

W.O.M

Combat Wing Operation Management

I.A.C.S

Agricultural Subsidies Management

**e-
Government**

Information Society

A.E.C.M.A

**Maintenance Manuals Digitization
(Phantom F4, Mirage 2000)**

C4I

**Command – Control – Communications -
Computers & Intelligence**

Management

Decision Support System



Altec
Software

**Custom
Solutions**

"Custom Software"

Oct@pus

Service Providers Suite (Billing, CRM, CTI)

S.L.A

Service Level Agreement Platform

Healthcare

Hospital Information Systems

Statistics

National Statistics Management Environment

UN.I.S

Unified Insurance Software

Maintenance

Maintenance Support Systems



"Custom Software" – Geographical Region Advantages

Easy & Profitable Replication for:



Altec
Software

Custom
Solutions

New EU States

Complied with EU regulations

**New NATO
States**

Complied with NATO Standards

Easy Localization & Competitive Price

"Altec Hardware"

Servers

Altec Server
PowerNet



Altec
Hardware

Since
1986

PC's

Altec
Performer



Media
Center

Altec
Media Station

ADSL:
COMPUTER:
TV:
DVD:
CAMERA:
RADIO:
GAMES:



"Altec Hardware"

Notebooks



Altec
Hardware

Since
1986

Tax
Manager



Fuel
Manager



"Altec Hardware"



From "Classic PC ..."

"Altec Hardware"

Information
Education
Commerce
Communication
Contacts
Internet
TV
Music
Movies
Gaming
Gambling
Shopping
Markets

Altec Media Center



ADSL:
COMPUTER:
TV:
DVD:
CAMERA:
RADIO:
GAMES:



e-Learning
e-Banking
e-Government
e-Health
e-Payments
e-Shop
e-Marketing
e-Security
e-Home
e-Support
e-Conference
e-Management
IP Telephony

Information Technology

"Altec Solutions"

- **Leading Systems Integrator in Greece**



- **Powerful Southeastern Europe Presence**



- **Project & Clientele Dissemination**



- **High Skilled Employees**



- **One Stop Shop / Cross Selling Ability**



Information Technology

Delivered Projects

(Private Sector)

Private Sector Customer Base Characteristics

- ✓ **Altec Software:** 65,000+ Companies (3,000+ ERP)
- ✓ 80% of A.S.E Listed Companies are **Altec** Customers
- ✓ 10% Rumanian ERP Market Share
- ✓ 7% Bulgarian ERP Market Share
- ✓ 20+ Large ERP Installations in Cyprus
- ✓ 50+ Corporate VPN's (Virtual Private Networks)
- ✓ 600,000+ **Altec Group** Customer Base (End Users)
- ✓ 300,000+ Active **Altec** Telecommunication Customers

International Business



Altec's International Subsidiaries

Altec
International

Flags of Romania, Bulgaria, and Serbia & Montenegro.

SYSWARE
SYSTEM INTEGRATION
Romania

SYSWARE
SYSTEM INTEGRATION
Bulgaria

UNI SOFT
Software & Services
Romania

UNI SOFT
Software & Services
Bulgaria

Altec
Serbia & Montenegro

International Business



Altec's International Business Development

- ✓ **Altec** invests continuously in enforcing its presence abroad
- ✓ **Altec** undertakes significant IT and Telecommunications projects in SE Europe
- ✓ **Altec** exports know-how in the Region

Research & Development

The 2006 Industrial R+D Investment Scoreboard

Top 1000 EU companies by R+D Investment in the 2005 Financial Year

Rank	Company	ICB Sector	Country	R&D Investment	
				2005 €m	change 05/04 %
695	Hampson Industries	Aerospace & defence (271)	UK	7,03	134,3
695	ALTEC	Computer services (9533)	Greece	7,03	29,2
697	Orc Software	Software (9537)	Sweden	7,01	4,3
698	GfK	Support services (279)	Germany	7,00	-5,4
699	Larox	Support services (279)	Finland	6,91	15,2
700	Winkler & Dunnebier	Industrial machinery (2757)	Germany	6,90	-12,7
701	MTL Instruments	Electronic equipment (2737)	UK	6,88	16,8
701	Compagnie Industriale Riunite	General industrials (272)	Italy	6,88	-65,6
703	Newport Networks	Telecommunications equipment (9578)	UK	6,87	0,1
704	Infor Business Solutions	Software (9537)	Germany	6,84	-44,7
705	VOGT Electronic	Electronic equipment (2737)	Germany	6,80	-25,3
705	Sanochemia Pharmazeutika	Pharmaceuticals (4577)	Austria	6,80	7,8
707	SABMiller	Beverages (353)	UK	6,78	14,3
708	Fagor Electrodomesticos	Household goods (372)	Spain	6,77	137,5
708	ClearSpeed Technology	Semiconductors (9576)	UK	6,77	86,5
710	Atria	Food producers (357)	Finland	6,71	-4,1



Source: European Union

Telecoms

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Telecoms

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Telecoms

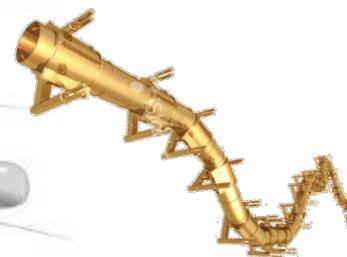
Altec's Approach



Telecom Market



BROADBAND...



Karma06



The Altec Approach ...

Any Device - Any Communication - Any Time - Any Where

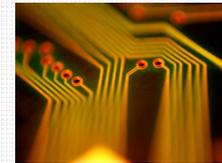
Telecoms

Infrastructure



Altec Telecoms Infrastructure

AltecTelecoms has developed in-house an Operational Support System (OSS).
The OSS covers:



Network

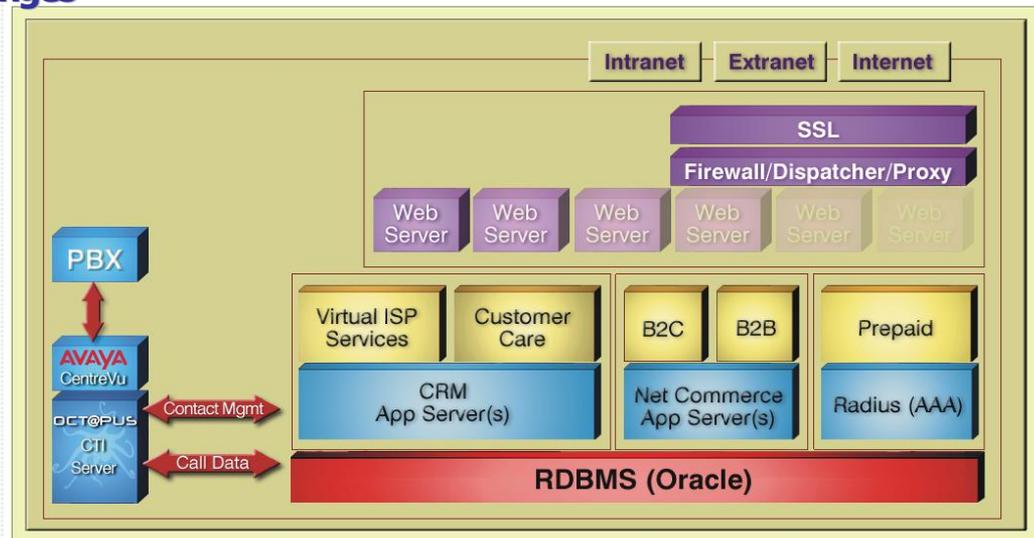
1. Infrastructure & Basic Functions Support

2. Subscribers Administration & Billing Support

- Registration/Renewal/Changes
- Service Provisioning
- Reporting
- Tariff Definition
- Service Definition

3. Call Center Services

4. Help Desk Services



Telecoms

Corporate Portfolio



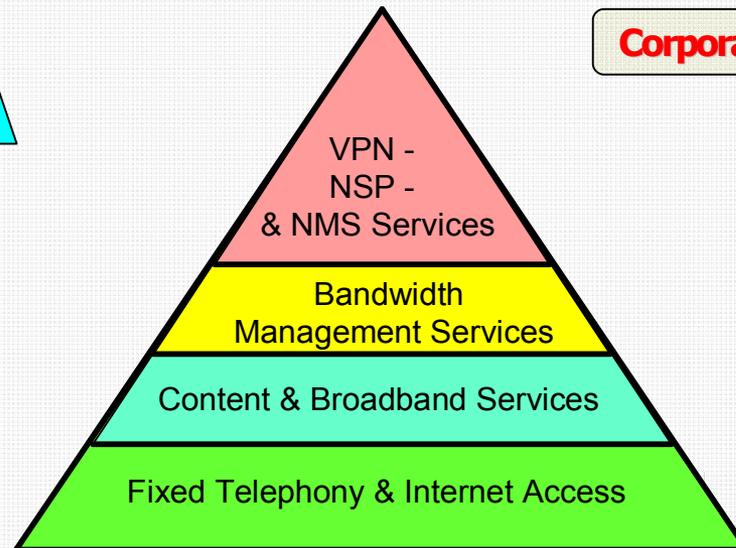
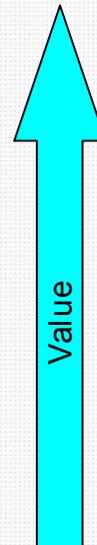
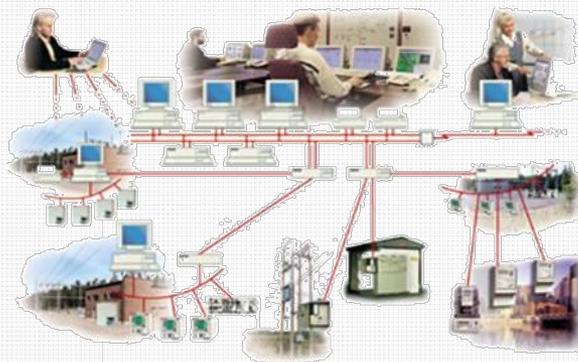
Altec Telecoms Corporate Portfolio

Covers the increased communication needs of individuals & business customers, with:

- Fixed Telephony Services
- Internet & Content Services
- Broadband Services
- Bandwidth Administration Services
- Frame Relay, ATM, IP/MPLS
- VPN-NSP & NMS Services



Corporate



Telecoms

Consumer Portfolio



Altec Telecoms Consumer Portfolio

- Internet Access (Dial-Up, DSL, Mobile)
- Mail, Web-Hosting, Anti-Spam, Anti-Virus
- Altec Fixed Telephony
- i-Call
- Pre-Paid Calling Card (Talk-Talk)
- Pre-Paid Internet Access Card (NetCarta)



Consumer

Telecoms

Future



Altec Telecoms Future Investments

✓ **i-Call Revolution:**

- VoIP becomes "commodity" & easy to use
- ZEUS Interface (Zero Experience User Standard)
- Works as a simple phone (without PC)
- Works with any Broadband Provider (National & International)



Future

✓ **Development of privately owned Fiber Optics Network in Athens & Thessaloniki (>150km), for:**

- Disengagement from the public provider
- Establishment in the market as an independent telecoms provider
- Implementation of competitive commercial strategy and
- Accomplishment of high profitability & returns on investment

✓ **Development of 125 privately owned hubs for provision of independent local loop services:**

- Coverage: >80% of Population
- Development of state-of-the-art services (triple-play, SLA, QoS)
- Attaining Customer Loyalty

Retail

AltecGroup

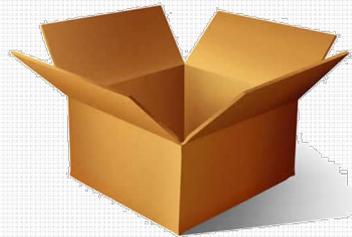


Retail



Retail Business New Concept:

In A-Box



"The Price is what is requested"



www.eml.gr the answer !

Home Solutions



**"Know-How & Service Capability
is what is requested"**



**Satisfaction of the needs
is the answer !**

Retail

MICROLAND Advantages



New MICROLAND



New MICROLAND Shop I.D

- 40-50m² Area
- “Pioneering” Design
- Efficient Operation
- ATM ATEbank



- Technologically Advanced
- Low Operation Costs
- Minimum Inventory

New MICROLAND



Products & Services

Full Mix of High Quality Products & Services in "connection" with Customer Needs

Products & Integrated Solutions for:

- ✓ **IT.**
- ✓ **Telecoms**
- ✓ **Sound & Vision**
- ✓ **Digital Entertainment**
- ✓ **Value Added Services**



New MICROLAND

Telecoms



Telephony:

- ✓ Mobile Telephony Connections
- ✓ Fixed Telephony Connections
- ✓ VoIP Telephony
- ✓ Mobile & Fixed Telephony Sets
- ✓ Pre-Paid Mobile Sets
- ✓ Multi-Use Pre-Paid Phone Card
- ✓ Mobile Telephony Accessories & Supplies
- ✓ Service



Internet:

- ✓ PSTN
- ✓ ISDN
- ✓ ADSL
- ✓ Pre-Paid Internet Access Cards, with Added Value Services (micro payments etc)



AltecTelecoms



vodafone



Home – SOHO – SMB Integrated Solutions

New MICROLAND

IT Products & Services



- ✓ **Laptops & Desktop Computers**
- ✓ **Computer Peripherals**
- ✓ **Computer Assembly Parts**
- ✓ **Computer Supplies**
- ✓ **Software Titles (Home, Office, Education)**
- ✓ **"MyHome" Services**
 - **Installation Services**
 - **Support Services**
 - **Consulting Services**
- ✓ **Integrated Solutions for Home & Office**



Sound & Vision Products

- ✓ DVD players
- ✓ Digital Cameras
- ✓ MP3/CD Players
- ✓ Digital Videocameras
- ✓ Projectors
- ✓ TV Decoders / Receivers



**All NEW ERA "must have" products :
Sound – Vision - Entertainment - Gadgets**

Digital Entertainment Products

- ✓ DVD
- ✓ Game Consoles
- ✓ Gaming Peripherals
- ✓ Game Titles (Consoles & PC's)
- ✓ Gadgets
- ✓ Satellite Reception Systems
- ✓ Technology Updated Product Mix

PLAYSTATION 3



All the above, connected via broadband & set-top box (PC-Based)

Financial Review

Summary Of Financial Results 31/12/2006

AltecGroup

Altec®



FINANCIAL REVIEW 2006

Altec Group

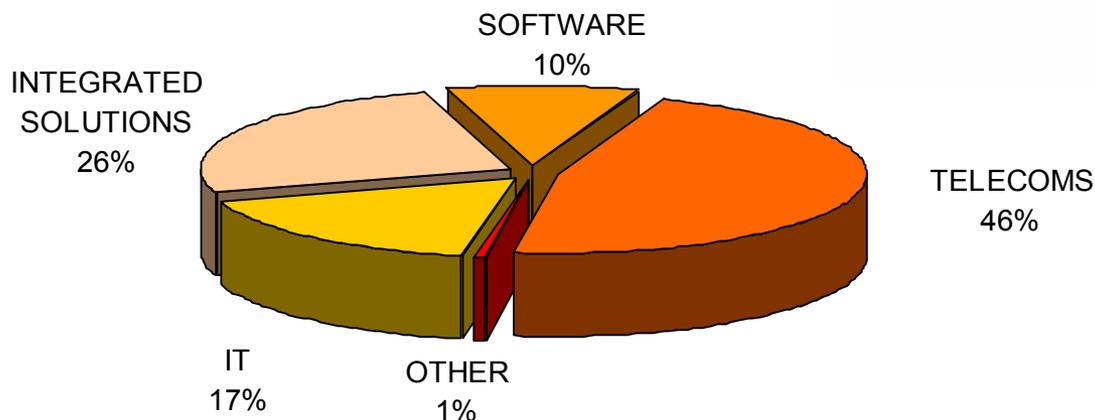
AltecGroup

TURNOVER 2006

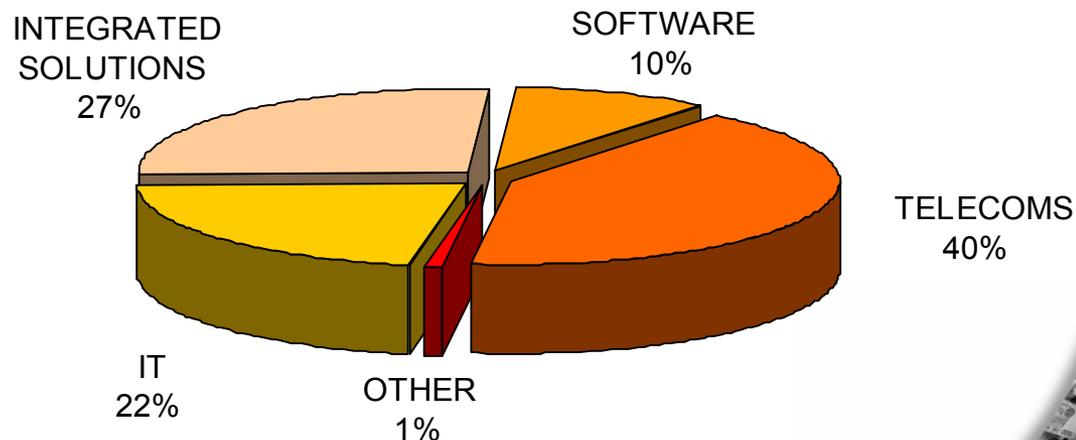
+8,82%

- **Group Turnover increased by 8,82%.**
- **Increased participation of Telecoms in Group Turnover (from 40% to 46%).**
- **Increased Telecoms Turnover from €86,5 M. to €116,4 M. (increase of 34,57%)**
- **Increased Integrated Solutions Turnover from €56,6 M. to €63,7 M. (increase of 12,54%)**
- **Increased Software Turnover from €20,5 M. to €24,5 M. (increase of 19,51%)**

TURNOVER 2006: €195.12 M.



TURNOVER 2005: €179.31 M.

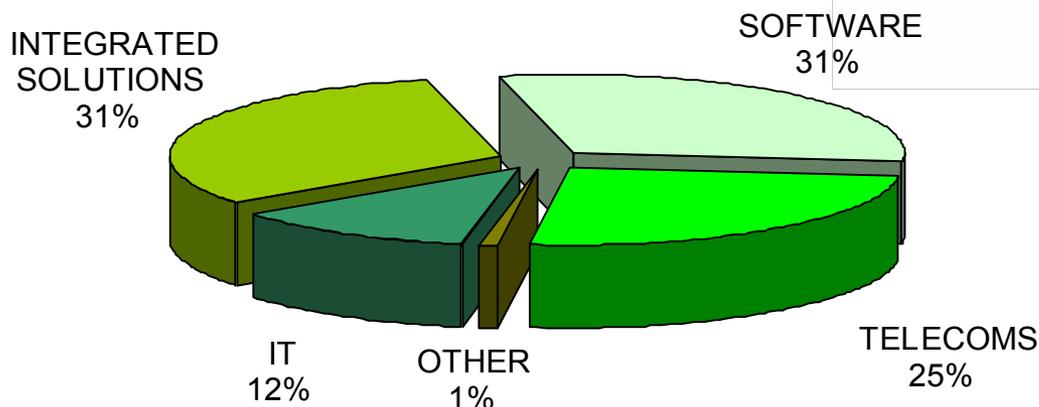


EBITDA 2006

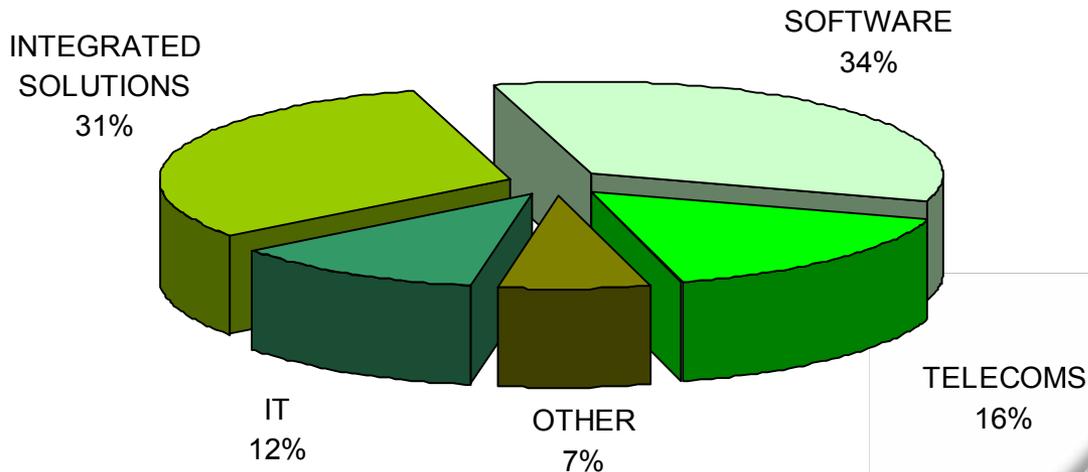
+7,39%

- **Group EBITDA growth of 7,39% from €20,7 M. to € 22,2 M.**
- **Increased participation of Telecoms in Group EBITDA (from 16% to 25%).**

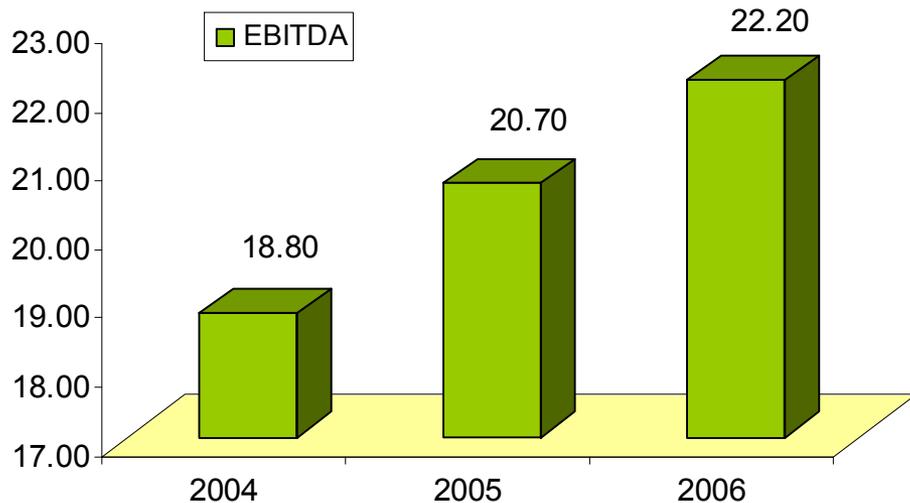
EBITDA 2006: €22.23 M.



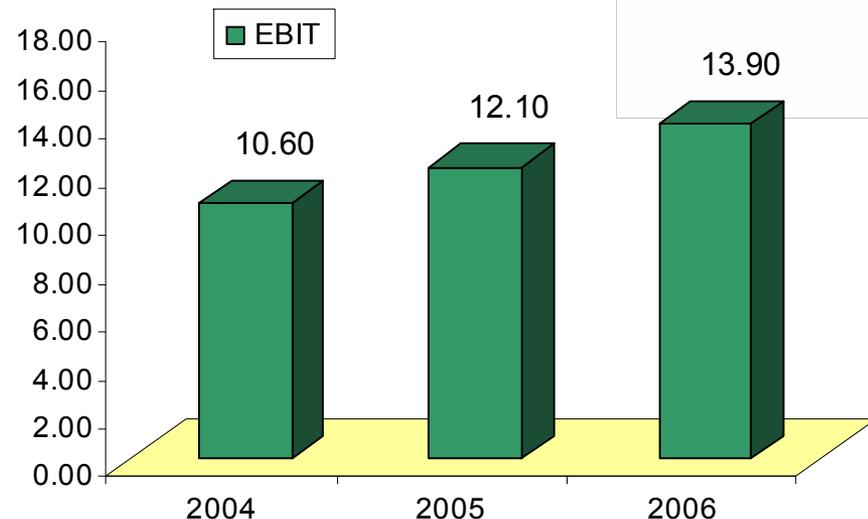
EBITDA 2005: €20.70 M.



CAGR: + 5,7%

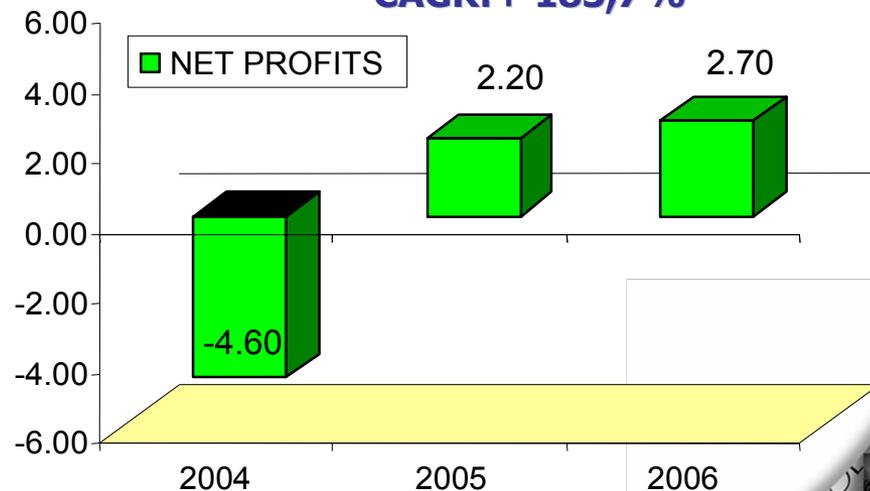


CAGR: + 9,5%

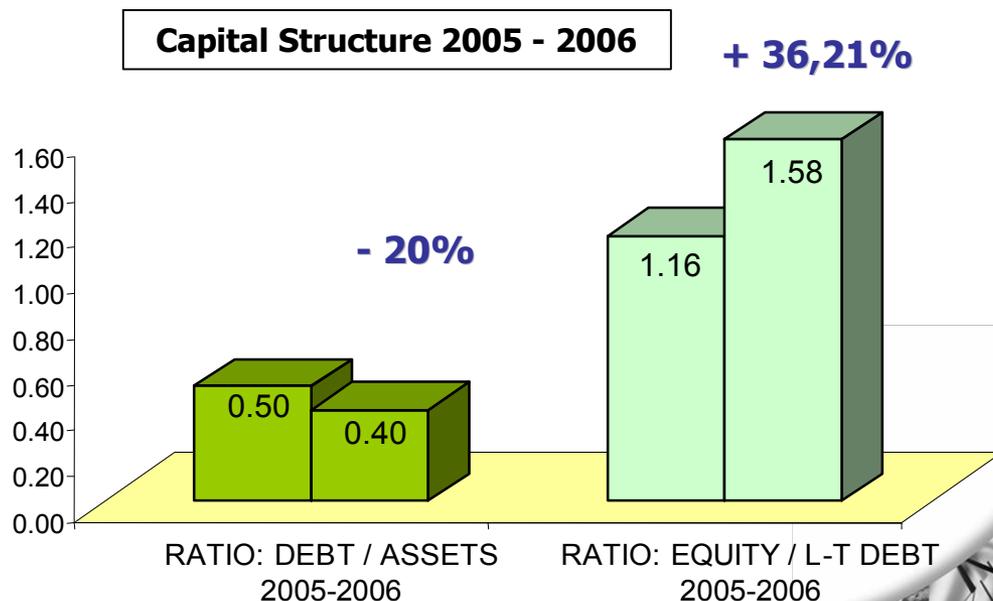
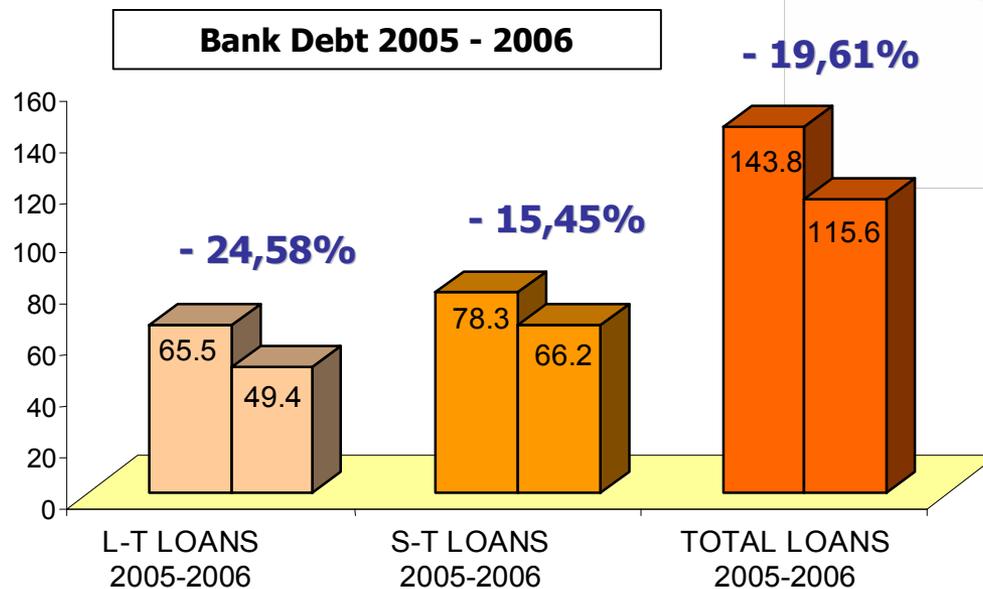


- **Group EBITDA grew in 2006 by 7,39% with a 3-year CAGR of 5,7%.**
- **Group EBIT grew in 2006 by 14,8% with a 3-year CAGR of 9,5%.**
- **Group Net Profit increased by 22,73% with a 3-year CAGR of 183,7%.**

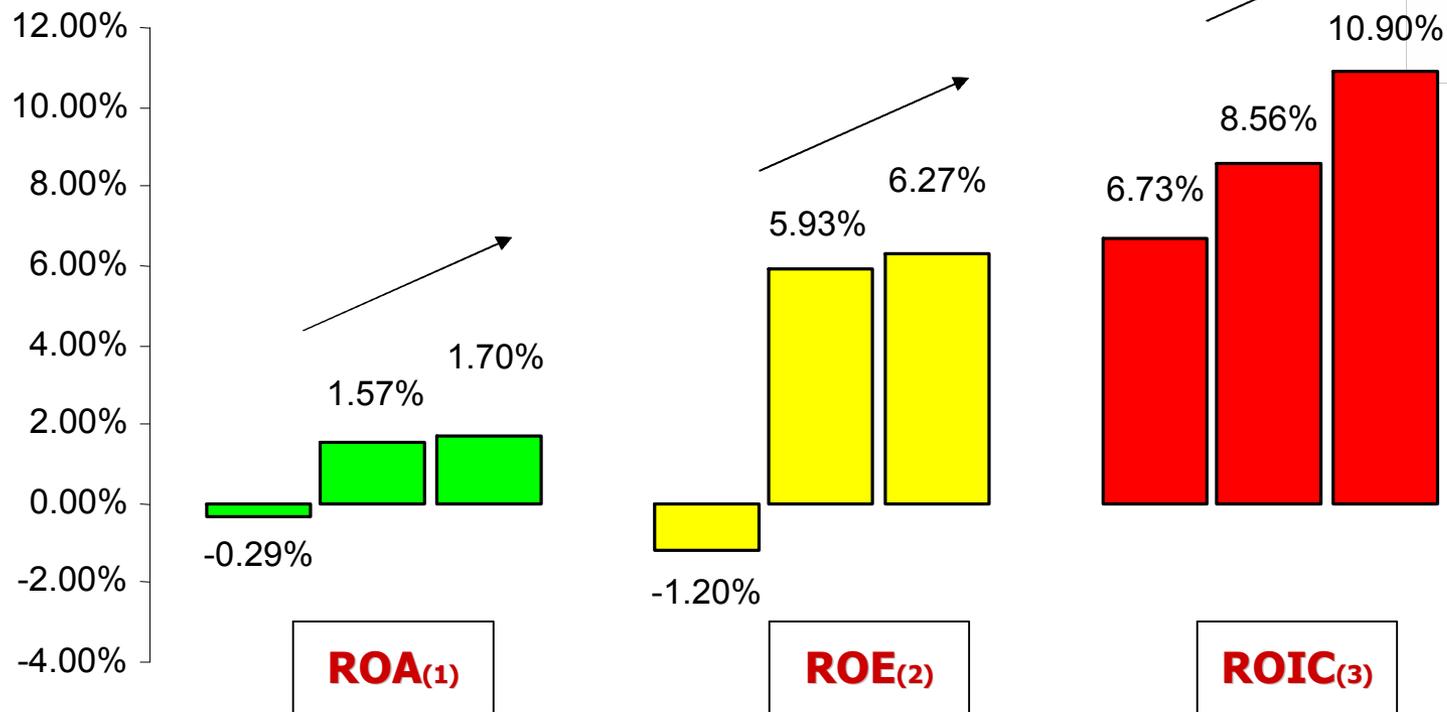
CAGR: + 183,7%



- **Long-Term Bank Debt decreased by 24,58%.**
- **Short-Term Bank Debt decreased by 15,45%.**
- **Total Debt decreased for the 3rd consecutive year. In 2006 decreased by 19,61%.**
- **Reduction of Total Liabilities of almost 10% in the 3-year period 2004-2006.**
- **We continuously improve Group capital structure as presented by basic ratios.**



Growth of Return Ratios for 3-yr period: 2004 - 2006



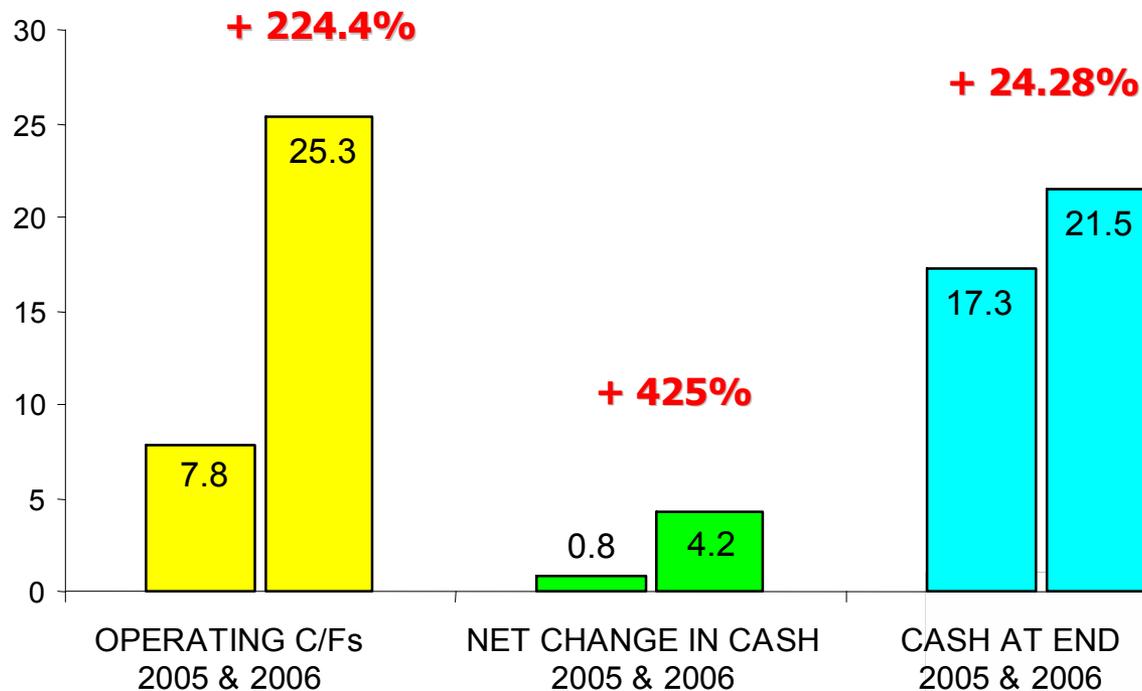
- **ROA, ROE & ROIC are improving during the last 3 years presenting an important development in Group economic returns & value added.**

(1) ROA = Return in Assets -> EBT / TOTAL ASSETS

(2) ROE = Return on Equity -> EBT / EQUITY

(3) ROIC = Return on Capital Employed -> EBIT / TOTAL LONG-TERM CAPITAL

<i>(in MIO. €)</i>	2005	2006	Δ (%)
Operating Cash Flows	7.8	25.3	+224.4%
Net Cash Increase during year	0.8	4.2	+ 425%
End-of-year Cash position	17.3	21.5	+ 24.28%



- **Large increase in Operating Cash Flows due to enhanced profitability and efficient working capital management.**
- **Increased cash & equivalents position at end of year.**

FINANCIAL REVIEW 2006

Altec



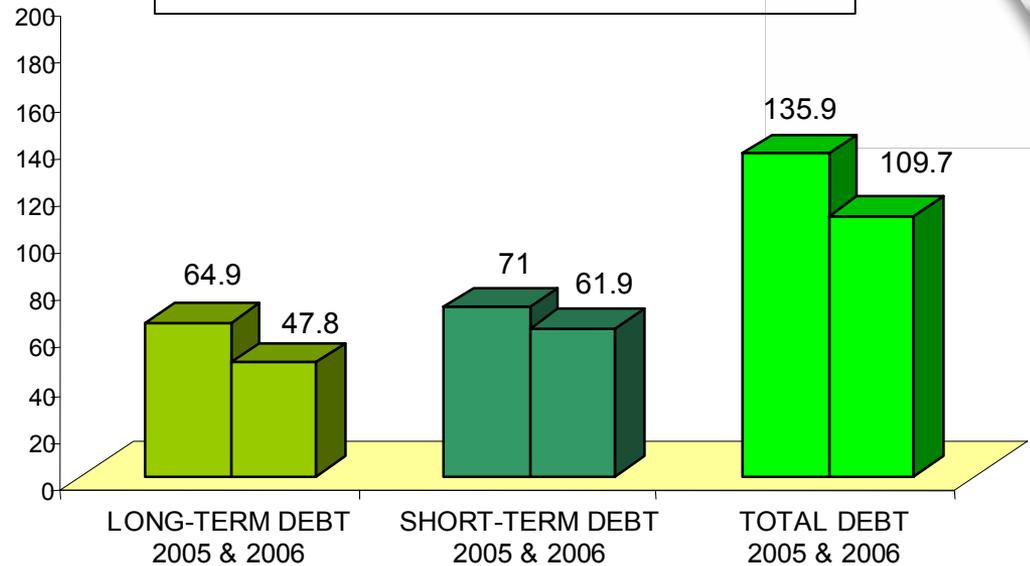
BALANCE SHEET HIGHLIGHTS

<i>(in MIO €)</i>	2005	2006	Δ (%)
Net Fixed Assets	70,5	64,6	-8,4%
Current Assets	198	190,5	-3,8%
TOTAL ASSETS	<u>268,5</u>	<u>255,1</u>	
Long-Term Liabilities	64,9	47,8	-26,4%
Short-Term Liabilities	107,8	108,4	+0,5%
Total Liabilities	172,7	156,2	-9,55%
Equity	95,8	98,9	+3,3%
TOTAL EQUITY & LIABILITIES	<u>268,5</u>	<u>255,1</u>	

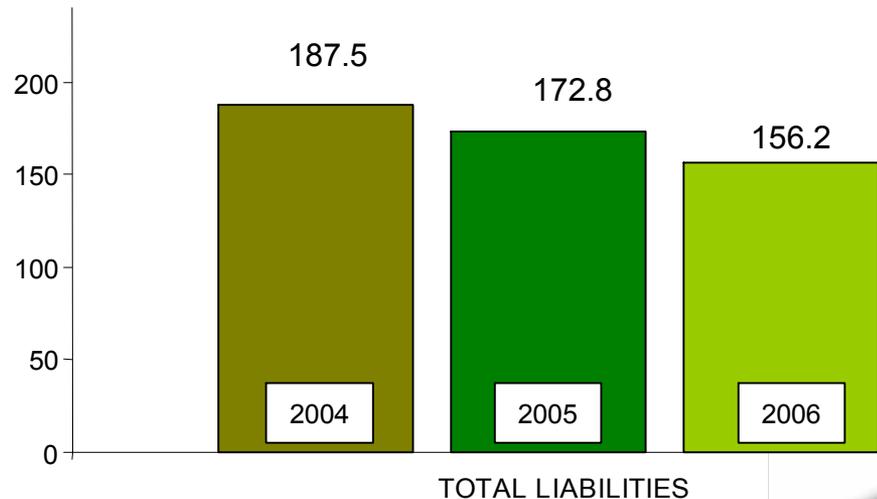
- **Long-Term Liabilities decreased by 26.4% and Total Liabilities decreased by 9.55%.**
- **Large decrease of Total Debt by 19,27%.**
- **Another year of improved capital structure.**

- Long-term bank debt decreased by **26,35%**.
- Short-term bank debt decreased by **12,82%**.
- Large decrease in Total Debt in 2006 by **19,28%**.
- 3-year total decrease of Liabilities of **16,7%**.
- Improved capital structure for 3rd consecutive year.

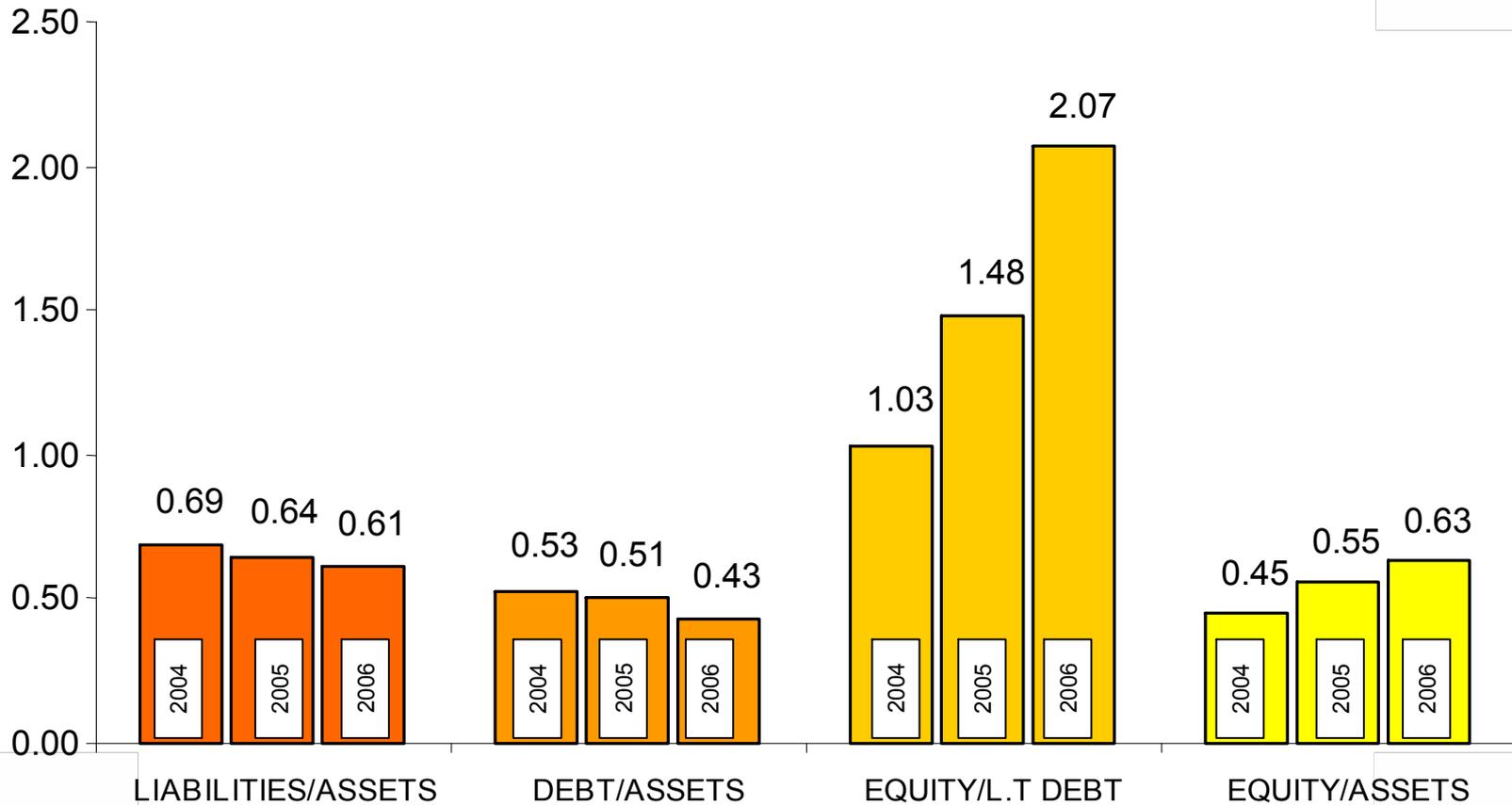
Bank Debt in 2005 & 2006



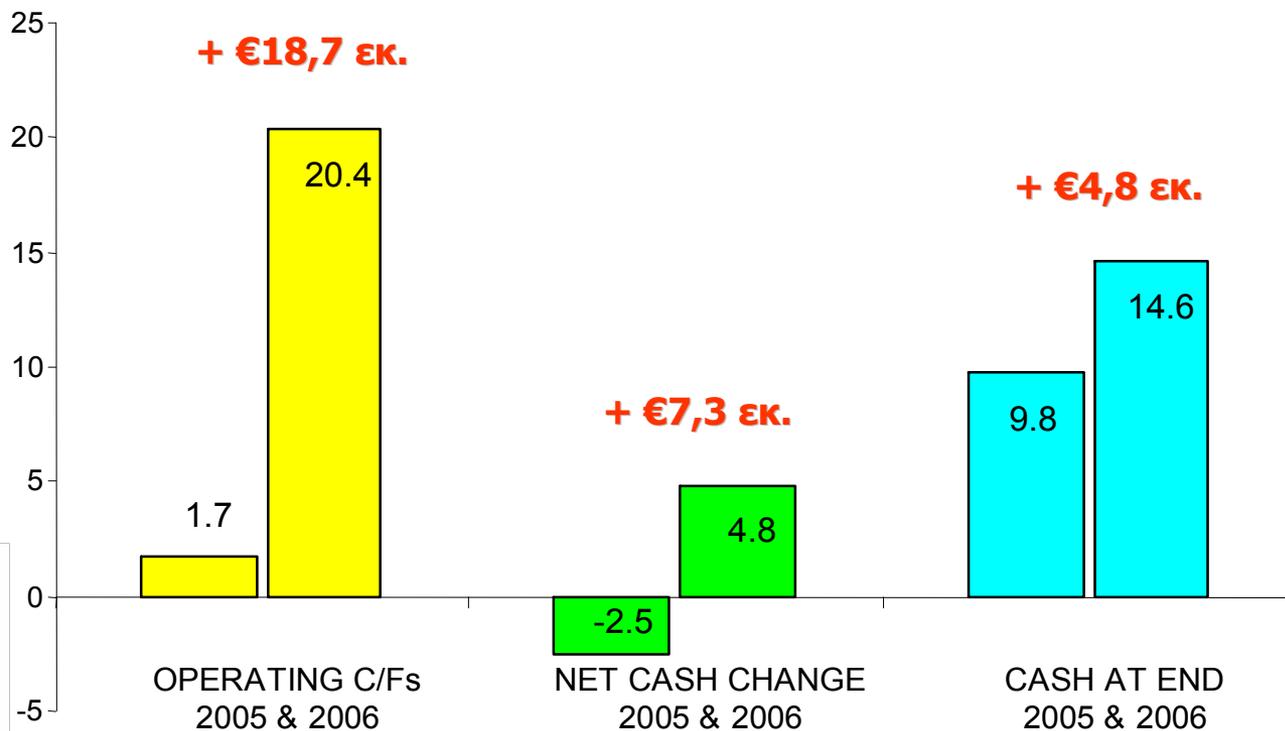
Total Liabilities in 3-yr period 2004 - 2006



Capital Structure Ratios development in 3-yr period: 2004 - 2006

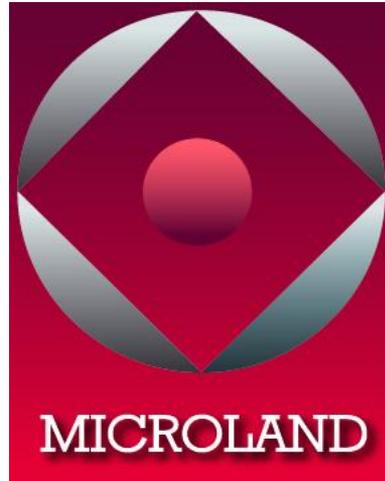


<i>(in MIO €)</i>	2005	2006
Operating Cash Flows	1.7	20.4
Net increase in cash for year	-2.5	4.8
Cash position at end of year	9.8	14.6



FINANCIAL REVIEW 2006

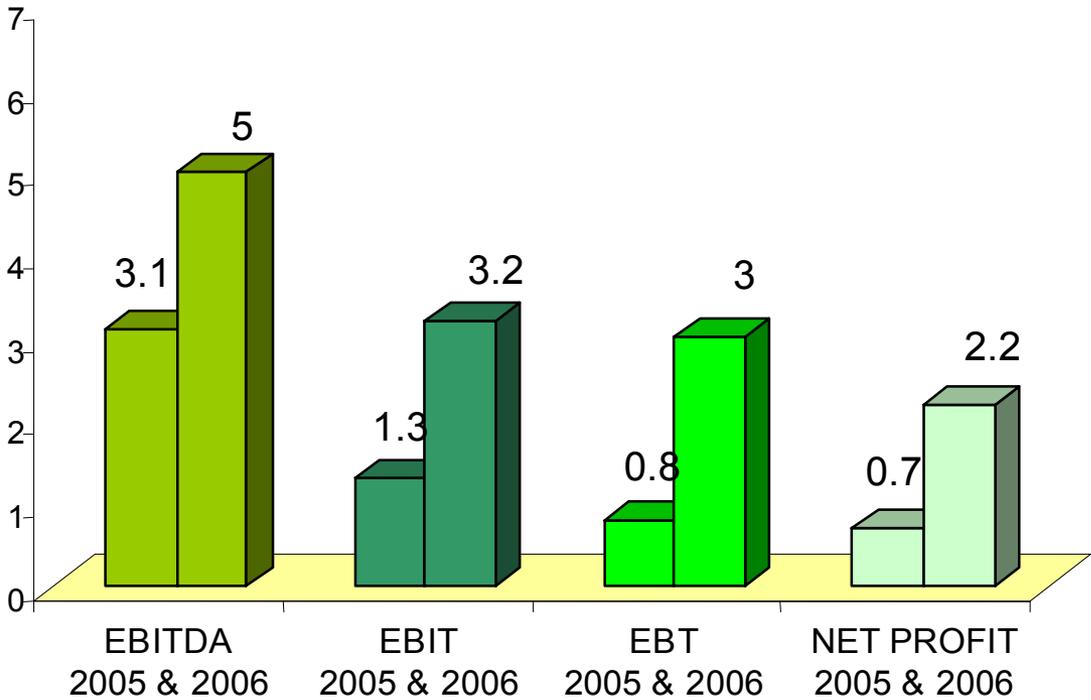
MICROLAND





P&L HIGHLIGHTS

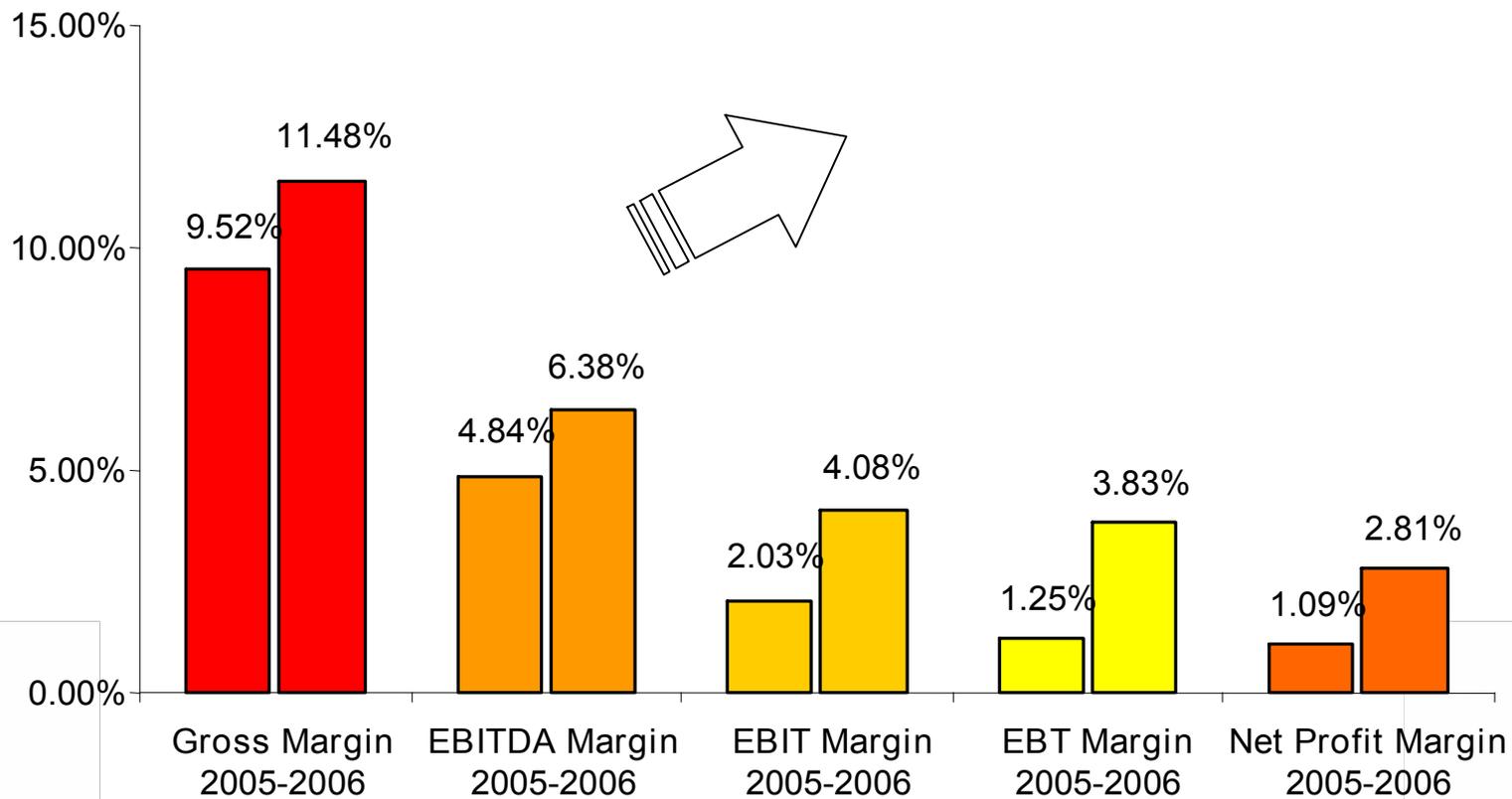
<i>(in MIO €)</i>	<u>2005</u>	<u>2006</u>	<u>Δ (%)</u>
Turnover	64.1	78.4	+ 22.31%
Gross Profit	6.1	9	+ 47.54%
EBITDA	3.1	5	+ 61.29%
EBIT	1.3	3.2	+ 146.15%
EBT	0.8	3	+ 275%
Net Profit	0.7	2.2	+ 214.29%





IMPROVED PROFITABILITY

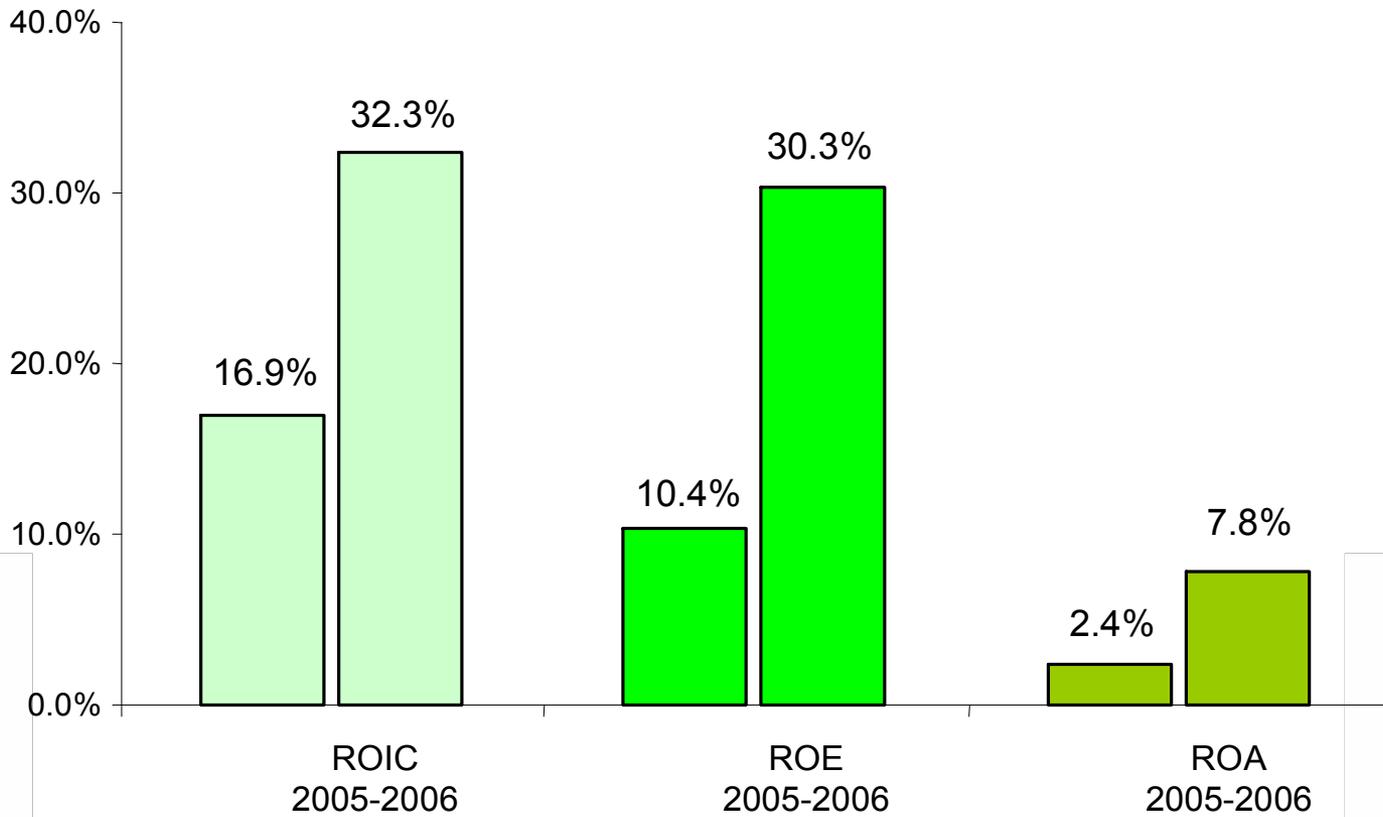
- During 2006 all profitability indicators improved for MICROLAND.
- New development strategy presents first impressive results.
- MICROLAND will grow further in sales & profitability through POS network development and utilization of unique Group strategic characteristics .





GROWTH OF RETURNS

- Large increase in ROA, ROE and ROIC in 2006 due to improved profitability. MICROLAND remains financially un-gearred with largely improved operating and free cash flows.
- The mix of MICROLAND capital structure, returns & cash flows, create unique opportunities for shareholder value build-up.

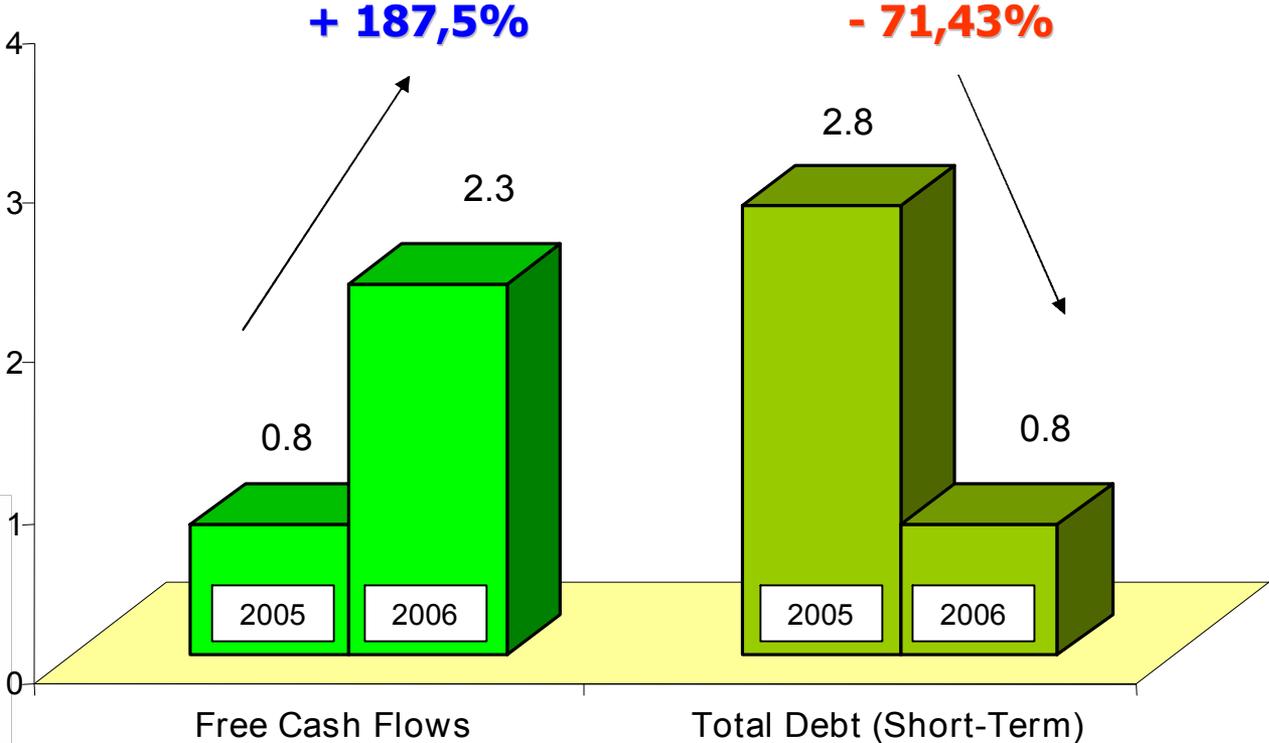




FREE CASH FLOWS & DEBT

Increase in Free Cash Flows (FCF) in relation to 2005 by €1,5 M. (+187,5%)

- Decrease of bank liabilities in 2006 by €2 M. In 31/12/2006 total bank liabilities (only short-term) amounted to only €0,8 M.



Altec Group – Investments & Development

Advantages & Strategy

... next steps

- **Own Real Estate Utilization for new modern building infrastructures**
- **Microland Retail Network Development (Franchised, 350 Shops)**
- **Altec Telecoms LLU Development**
- **South Eastern Europe Subsidiaries Business Boosting**
- **New Software Products (Kefalaio – XLine - Atlantis) Development**
- **New e-business services**

Thank You !

