



INTRACOM HOLDINGS GROUP

9M 2014 FINANCIAL RESULTS

- **INTRACOM HOLDINGS Group reports consolidated sales from continuing operations of €248.7 mn. (9M 2013: € 212.7 mn.), up by 17%, and significant EBITDA growth of 34.5% (9M 2014: € 7.4 mn., 9M 2013: € 5.5 mn.)**
- **INTRASOFT INTERNATIONAL Group reports marginally increased sales of € 100.6 mn. (9M 2013: € 99.4 mn.), and increased EBITDA of € 3.6 mn. (9M 2013: € 2.4 mn.). INTRAKAT Group and INTRACOM DEFENSE (IDE) report sales growth of 36.1% and 18.4% respectively. INTRAKAT Group and IDE reported EBITDA of € 5.1 mn. and € 3.7 mn., that is EBITDA profitability growth of 104% and 52% respectively.**
- **IDE remains in EBT profitability (9M 2014: € 2.6 mn.). INTRASOFT INTERNATIONAL Group and INTRAKAT Group report decrease in losses of more than 60%.**

Group Headline Figures (from continuous operations)	9M 2014	9M 2013
Turnover	€ 248.7 mn.	€ 212.7 mn.
EBITDA	€ 7.4 mn.	€ 5.5 mn.
EBIT	€ 1.2 mn.	- € 1.4 mn.
Earnings/Losses before Taxes (EBT)	- € 7.9 mn.	- € 11.2 mn.
Earnings/Losses after Taxes	- € 10.6 mn.	- € 11.7 mn.

- **Order Backlog as of 30/9/2014 reached € 628.0 mn., with additional new projects of € 96.0 mn, expected to be signed upon completion of the required procedures. New Bookings reached € 177.7 mn.**

- Following the deals already announced, the activity of Hellas Online as well as the result of INTRACOM TELECOM Group for H1 2014, are included in discontinued operations.
- In the consolidated financial statements from continuing and discontinued operations, INTRACOM HOLDINGS Group reports increase in sales of 7.2%. EBITDA profitability was down by 17.5% (EBITDA 9M 2014: € 48.5 mn., 9M 2013: € 58.8 mn.), driven by Hellas Online result. (EBITDA 9M 2014: € 41.3 mn., 9M 2013: € 53.4 mn.). The Group improved EBIT profitability by 8.6% (9M 2014: € 11.4 mn., 9M 2013: € 10.5 mn.), and contained losses before tax to €-12.8 mn. from € -13.3 mn. in 9M 2013.
- Parent company's result from continuing and discontinued operations (9M 2014: - € 16.4 mn.) includes impairment of Hellas Online participation of € 10.3 mn. However, the effect of the sale of Hellas Online in the Group's consolidated financial statements of 31/12/2014 will be positive by more than € 50 mn.

Group Headline Figures (from continuous and discontinued operations)	9M 2014	9M 2013
Turnover	€ 404.6 mn.	€ 377.5 mn.
EBITDA	€ 48.5 mn.	€ 58.8 mn.
EBIT	€ 11.4 mn.	€ 10.5 mn.
Earnings/Losses before Taxes (EBT)	- € 12.8 mn.	- € 13.3 mn.
Earnings/Losses after Taxes	- € 15.4 mn.	- € 14.0 mn.

Headline Figures of consolidated companies/groups

INTRACOM HOLDINGS - PARENT	9M 2014	9M 2013
Turnover	€ 2.3 mn.	€ 1.8 mn.
EBITDA	- € 3.2 mn.	- € 0.4 mn.
EBT	- € 6.1 mn.	- € 3.4 mn.
Result from continuing and discontinued operations	- € 16.4 mn.	- € 3.4 mn.

INTRASOFT INTERNATIONAL - GROUP	9M 2014	9M 2013
Turnover	€ 100.6 mn.	€ 99.4 mn.
EBITDA	€ 3.6 mn.	€ 2.4 mn.
EBT	- € 1.3 mn.	- € 3.3 mn.

New contracts signed 9M 2014	€ 103.8 mn.
Backlog as at 9/2014	€ 353.4 mn.

INTRACOM DEFENSE ELECTRONICS	9M 2014	9M 2013
Turnover	€ 43.1 mn.	€ 36.4 mn.
EBITDA	€ 3.7 mn.	€ 2.4 mn.
EBT	€ 2.6 mn.	€ 1.1 mn.

New contracts signed 9M 2014	€ 10.9 mn.
Backlog as at 9/2014	€ 50.6 mn.



INTRAKAT - GROUP	9M 2014	9M 2013
Turnover	€ 106.6 mn.	€ 78.3 mn.
EBITDA	€ 5.1 mn.	€ 2.5 mn.
EBT	- € 1.8 mn.	- € 4.9 mn.

New contracts signed 9M 2014	€ 63.0 mn.
Backlog as at 9/2014*	€ 224.0 mn.

* Beyond the above mentioned Backlog, the Group, is the underbidder for new projects of € 96 mn. that are expected to be signed upon completion of the required procedures.

INTRACOM HOLDINGS INTERNATIONAL LTD- GROUP	9M 2014	9M 2013
Turnover	€ 0.0 mn.	€ 0.4 mn.
EBITDA	- € 0.5 mn.	- € 0.1 mn.
EBT	- € 0.5 mn.	- € 0.2 mn.

HELLAS ONLINE Discontinued Activity	9M 2014	9M 2013
Turnover	€ 159.2 mn.	€ 167.1 mn.
EBITDA	€ 41.3 mn.	€ 53.4 mn.
EBT	- € 2.5 mn.	€ 2.4 mn.

INTRACOM TELECOM – GROUP (Consolidated under net equity method- Discontinued Activity)	9M 2014	9M 2013
Turnover	€ 103.8 mn.	€ 107.3 mn.
EBITDA	€ 0.4 mn.	€ 0.3 mn.
EAT and after minorities (results in the consolidation in discontinued activities)	- € 6.8 mn.	- € 4.8 mn.

New contracts signed 9M 2014	€ 94.1 mn.
Backlog as at 9/2014	€ 46.5 mn.