INTRACOM HOLDINGS

Thursday, August 29, 2013

INTRACOM HOLDINGS GROUP
H1 2013 FINANCIAL RESULTS

Consolidated turnover € 246,2 mn.(H1 2012: € 38,9 mn.)

EBITDA € 35,9 mn. (H1 2012: € 38,9 mn.)

EBT - € 10,3 mn. (H1 2012: - € 15,5 mn.)

EATAM - € 8,4 mn. (H1 2012: - € 12,6 mn.)

- **Despite the decrease in turnover per 4,5%, the Group retains EBITDA margin level and remains in operating profitability EBIT (H1 2013: € 3,4 mn., H1 2012: € 1,2 mn.)**
- **The Group reduces losses before tax by € 5,2 mn. or 33,5% (EBT H1 2013: - € 10,3 mn., H1 2012: - € 15,5 mn.)**
- **HELLAS Online records profits before tax € 0,6 mn. (H1 2012: - € 7,9 mn.), while INTRACOM DEFENSE also returns to profitability (EBT H1 2013: € 0,3 mn., H1 2012: - € 0,5 mn.).**
- **The Group reported New contracts of € 271,2 mn. worth**
- **Order Backlog as per 30/6/2013 reached € 766,2 mn.**

Group Headline Figures	H1 2013	H1 2012
Turnover	**€ 246,2 mn.**	**€ 257,9 mn.**
EBITDA	**€ 35,9 mn.**	**€ 38,9 mn.**
EBIT	**€ 3,4 mn.**	**€ 1,2 mn.**
Earnings/Losses from associated companies	**- € 1,5 mn.**	**- € 2,5 mn.**
Earnings/Losses before Taxes	**- € 10,3 mn.**	**- € 15,5 mn.**
Taxes	**€ 1,1 mn.**	**- € 0,3 mn.**
Earnings/Losses after Taxes	**- € 9,2 mn.**	**- € 15,8 mn.**
Distributed to: **-Parent** **-Minorities**	**- € 8,4 mn.** **- € 0,8 mn.**	**- € 12,6 mn.** **- € 3,2 mn.**

Headline Figures of consolidated companies/groups

INTRACOM HOLDINGS - PARENT	H1 2013	H1 2012
Turnover	€ 1,2 mn.	€ 1,1 mn.
EBITDA	- € 0,3 mn.	- € 0,4 mn.
EBT	- € 2,3 mn.	- € 2,4 mn.

HELLAS ONLINE	H1 2013	H1 2012
Turnover	€ 110,6 mn.	€ 119,7 mn.
EBITDA	€ 34,7 mn.	€ 33,6 mn.
EBT	€ 0,6 mn.	- € 7,9 mn.

INTRASOFT INTERNATIONAL - GROUP	H1 2013	H1 2012
Turnover	€ 67,3 mn.	€ 66,5 mn.
EBITDA	€ 0,8 mn.	€ 3,8 mn.
EBT	- € 3,0 mn.	- € 1,1 mn.

New contracts signed H1 2013	**€ 46,1 mn.**
Backlog as at 6/2013	**€ 226,5 mn.**

INTRAKAT - GROUP	H1 2013	H1 2012
Turnover	**€ 48,0 mn.**	**€ 50,3 mn.**
EBITDA	**€ 1,3 mn.**	**€ 2,5 mn.**
EBT	**- € 4,1 mn.**	**€ 0,1 mn.**

New contracts signed H1 2013 **Backlog as at 6/2013***	**€ 155,7 mn.** **€ 358,0 mn.**

* Beyond the Backlog, the Group until August 2013, is the underbidder in new projects of € 33 mn. worth, and is expecting the completion of the signature procedures.

INTRACOM DEFENSE ELECTRONICS	H1 2013	H1 2012
Turnover	**€ 21,9 mn.**	**€ 23,5 mn.**
EBITDA	**€ 1,0 mn.**	**€ 0,4 mn.**
EBT	**€ 0,3 mn.**	**- € 0,5 mn.**

New contracts signed H1 2013 **Backlog as at 6/2013**	**€ 4,4 mn.** **€ 97,2 mn.**

INTRACOM HOLDINGS INTERNATIONAL LTD- GROUP	H1 2013	H1 2012
Turnover	**€ 0,4 mn.**	**€ 0,5 mn.**
EBITDA	**- € 0,1 mn.**	**- € 0,1 mn.**
EBT	**- € 0,2 mn.**	**- € 0,2 mn.**

INTRACOM TELECOM – GROUP (Consolidated under net equity method)	H1 2013	H1 2012
Turnover	**€ 68,2 mn.**	**€ 98,0 mn.**
EBITDA	**- € 0,7 mn.**	**€ 3,9 mn.**
EAT and after minorities (49% of the results in the consolidation)	**- € 2,0 mn.**	**- € 2,1 mn.**

New contracts signed H1 2013	**€ 65,0 mn.**
Backlog as at 6/2013	**€ 84,5 mn.**