

INTRACOM HOLDINGS GROUP 9M 2013 FINANCIAL RESULTS

Consolidated turnover € 377,5 mn. (9M 2012: € 394,9 mn.)

EBITDA € 58,8 mn. (9M 2012: € 57,9 mn.)

EBT - € 13,4 mn. (9M 2012: - € 25,9 mn.)

EATAM - € 13,2 mn. (9M 2012: - € 21,0 mn.)

- ❑ **INTRACOM HOLDINGS GROUP improves EBITDA (9M 2013: € 58,8 mn., 9M 2012: € 57,9 mn.), despite the decrease in consolidated sales.**
- ❑ **Group EBIT overdoubled in comparison to H1 2013, and increased by € 8,9 mn. versus 9M 2012. (EBIT 9M 2013: € 10,5 mn., 9M 2012: € 1,6 mn.)**
- ❑ **INTRACOM HOLDINGS GROUP reduces losses before tax per 48,3%, enhanced by HELLAS ONLINE profitability (9M 2013: € 2,4 mn., 9M 2012: € -12,5 mn.), and INTRACOM DEFENSE that returned to profitability (9M 2013: € 1,1 mn., 9M 2012: € - 0,9 mn.)**
- ❑ **The Group reported New contracts of € 409,3 mn. worth**
- ❑ **Order Backlog as per 30/9/2013 reached € 785,5 mn.**

Group Headline Figures	9M 2013	9M 2012
Turnover	€ 377,5 mn.	€ 394,9 mn.
EBITDA	€ 58,8 mn.	€ 57,9 mn.
EBIT	€ 10,5 mn.	€ 1,6 mn.
Earnings/Losses from associated companies	- € 4,7 mn.	- € 5,5 mn.
Earnings/Losses before Taxes	- € 13,4 mn.	- € 25,9 mn.
Taxes	- € 0,6 mn.	€ 0,1 mn.
Earnings/Losses after Taxes	- € 14,0 mn.	- € 25,8 mn.
Distributed to:		
-Parent	- € 13,2 mn.	- € 21,0 mn.
-Minorities	- € 0,8 mn.	- € 4,8 mn.

Headline Figures of consolidated companies/groups

INTRACOM HOLDINGS - PARENT	9M 2013	9M 2012
Turnover	€ 1,8 mn.	€ 1,6 mn.
EBITDA	- € 0,4 mn.	- € 0,4 mn.
EBT	- €3,4 mn.	- € 3,4 mn.

HELLAS ONLINE	9M 2013	9M 2012
Turnover	€ 167,1 mn.	€ 178,1 mn.
EBITDA	€ 53,4 mn.	€ 49,5 mn.
EBT	€ 2,4 mn.	- € 12,5 mn.

INTRASOFT INTERNATIONAL - GROUP	9M 2013	9M 2012
Turnover	€ 99,4 mn.	€ 97,6 mn.
EBITDA	€ 2,4 mn.	€ 4,7 mn.
EBT	- € 3,3 mn.	- € 2,5 mn.

New contracts signed 9M 2013	€ 122,0 mn.
Backlog as at 9/2013	€ 327,4 mn.

INTRAKAT - GROUP	9M 2013	9M 2012
Turnover	€ 78,3 mn.	€ 83,2 mn.
EBITDA	€ 2,5 mn.	€ 4,1 mn.
EBT	- € 5,0 mn.	€ 0,0 mn.

New contracts signed 9M 2013	€ 172,5 mn.
Backlog as at 9/2013*	€ 289,0 mn.

* Beyond the above mentioned Backlog, the Group, is the underbidder for new projects of € 33,2 mn. worth that are expected to be signed upon completion of the required procedures.

INTRACOM DEFENSE ELECTRONICS	9M 2013	9M 2012
Turnover	€ 36,4 mn.	€ 38,7 mn.
EBITDA	€ 2,4 mn.	€ 0,7 mn.
EBT	€ 1,1 mn.	- € 0,9 mn.

New contracts signed 9M 2013	€ 11,3 mn.
Backlog as at 9/2013	€ 86,9 mn.

INTRACOM HOLDINGS INTERNATIONAL LTD- GROUP	9M 2013	9M 2012
Turnover	€ 0,4 mn.	€ 0,5 mn.
EBITDA	- € 0,1 mn.	- € 0,2 mn.
EBT	- € 0,2 mn.	- € 0,2 mn.

INTRACOM TELECOM – GROUP (Consolidated under net equity method)	9M 2013	9M 2012
Turnover	€ 107,3 mn.	€ 131,3 mn.
EBITDA	€ 0,3 mn.	€ 3,9 mn.
EAT and after minorities (49% of the results in the consolidation)	- € 4,8 mn.	- € 4,6 mn.

New contracts signed 9M 2013	€ 103,5 mn.
Backlog as at 9/2013	€ 82,2 mn.