
PRESS RELEASE

INTRACOM HOLDINGS: Return to profitability Dynamic organic growth of main subsidiaries

- **INTRACOM HOLDINGS Group delivers EBT of € 25.5 mn. (EBT 2013: -€ 75.8 mn.), including impairments of € 13.9 mn. Comparable amounts adjusted for impairments are € 39.4 mn. for 2014 versus - € 20.6 mn. in 2013.**
- **Consolidated sales from continuing and discontinued operations amount to € 535 mn. increased by 4% (2013: € 513.7 mn.).**
- **New contracts signed in 2014 top to € 488.5 mn. resulting in Order Backlog of € 860.0 mn. at 31/12/2014 .**

Peania, March 31st 2015 - INTRACOM HOLDINGS (ATHEX: INTKA) announces financial results for fiscal year 2014, according to IFRS.

Commenting on the financial results of 2014 and on recent developments, INTRACOM HOLDINGS CEO **Mr. Konstantinos Kokkalis** mentioned: «In 2014 we successfully accomplished the strategic goals we had set, for organic growth and profitability of our subsidiaries, along with the restructuring **of our portfolio**. The disposal of our stake in hellas online and Intracom Telecom at remarkable enterprise value, given market conditions, gave us the option for substantial debt repayment and increase in liquidity, creating great strategic advantage for the INTRACOM group, ahead of **an anticipated** restart of the Greek economy.» As for the prospects of the Group, Mr. Kokkalis emphasized that: «Our strong know-how combined with the long experience in integrated and complex Telecommunication, IT and Construction projects are the springboard for expansion into new promising areas, as well as for further development of our activities in energy and environmental infrastructure projects.»

Consistent to 9M financial statements and 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. Therefore, consolidated sales from continuing and discontinued operations amount to € 535 mn. increased by 4% (2013: € 513.7 mn.).

EBITDA profitability increased, reaching € 101.4 mn. (EBITDA 2013: € 55.2 mn.). The effect of Hellas Online deal in the consolidated result sums up to € 55.4 mn. Adjusted EBITDA before impairments for 2014 increased by 45% in comparison to respectively adjusted EBITDA for 2013.

Consolidated EBT profitability of **€ 25.5 mn.** is remarkable, (EBT 2013: -€ 75.8 mn.), despite the impairments of € 13.9 mn. Adjusted EBT sums up to € 39.4 mn. versus losses of € 20.6 mn. in 2013.

Group Headline Figures (from continuous and discontinued operations)	2014	2013
Turnover	€ 535.3 mn.	€ 513.7 mn.
EBITDA	€ 101.4 mn.	€ 55.2 mn.
EBIT	€ 55.4 mn.	- € 45.1 mn.
Earnings/Losses before Taxes (EBT)	€ 25.5 mn.	- € 75.8 mn.
Earnings/Losses after Taxes	€ 23.9 mn.	- € 73.2 mn.

Group sales from continuing operations amounted to € 346.1 mn., recording increase of € 54 mn. or 18.5%. EBITDA profitability improved in all three main subsidiaries of INTRACOM HOLDINGS GROUP, summing up to € 14.0 mn. in total (increase of € 27.1 mn.).



INTRAKAT Group performed exceptionally, with sales growth of 40%, increase in EBITDA per € 26.2 mn. and EBT € 1.0 mn. versus -€ 24.7 mn. in 2013. New contracts for 2014 reached **€ 180.5 mn.** and order backlog exceeded € 300 mn.

INTRAKAT GROUP	2014	2013
Turnover	€ 153.4 mn.	€ 109.6 mn.
EBITDA	€ 11.1 mn.	- € 15.1 mn.
EBT	€ 1.0 mn.	- € 24.7 mn.

INTRASOFT INTERNATIONAL Group also improved key figures, reporting **6% increase in sales**, increase in EBITDA profitability, and EBT increase of **€ 13 mn.**, achieving new contracts of **€ 240 mn.**, while order backlog reaches € 460 mn. (3x sales of 2014).

INTRASOFT INTERNATIONAL GROUP	2014	2013
Turnover	€ 144.0 mn.	€ 136.1 mn.
EBITDA	€ 6.8 mn.	€ 5.1 mn.
EBT	€ 1.0 mn.	- € 12.0 mn.

IDE (Intracom Defense Electronics) reported minor increase in sales at **€ 51.2 mn.**, EBITDA at € 2.1 mn., and marginal losses (EBT 2014: -€ 0.8 mn.) including impairments of € 3.3 mn. New contracts for 2014 amounted to **€ 67.7 mn.** and order backlog reached € 100.3 mn.

INTRACOM DEFENSE	2014	2013
Turnover	€ 51.2 mn.	€ 49.9 mn.
EBITDA	€ 2.1 mn.	€ 0.8 mn.
EBT	- € 0.8 mn.	- € 10.2 mn.



Parent company's result from continuing and discontinued operations (EBT 2014: - € 33.4 mn.) includes loss from the sale of Hellas Online participation of € 10.6 mn. and impairments of € 13.2 mn

INTRACOM HOLDINGS Parent Company	2014	2013
Turnover	€ 3.7 mn.	€ 2.3 mn.
EBITDA	- € 3.9 mn.	-€ 2.6 mn.
EBT	- € 21.6 mn.	- € 16.7 mn.
Result from continuing and discontinued operations	- € 33.4 mn.	- € 108.5 mn.

About INTRACOM Holdings

Founded in 1977, Intracom SA is listed on the Athens Stock Exchange since 1990. In December 2005 Intracom was transformed to a holding company under the name INTRACOM HOLDINGS, being one of the largest multinational technology groups in South-Eastern Europe. The main core companies of INTRACOM HOLDINGS Group are: ***Intrasoft International***: a leading European IT solutions and services group to governments, EU institutions, public sector, banks and large enterprises. ***Intrakat***: one of the top five construction companies in Greece in advanced technology infrastructure, renewable energy, and environmental projects. ***IDE (Intracom Defense Electronics)***: the leading defense electronics supplier in Greece. INTRACOM HOLDINGS, as a group, has 2,120 employees, exports to 70 countries and operates subsidiaries in 22 countries. For more information please visit: www.intracom.com

Media contact:

Christina Geronicola, Corporate Communications Director, INTRACOM HOLDINGS

T. +30 210 667 4418, email: christina.geronicola@intracom.com