

INTRACOM HOLDINGS GROUP 2013 FINANCIAL RESULTS

Consolidated turnover € 513,7 mn. (2012: € 541,7 mn.)

EBITDA € 55,2 mn. (2012: € 76,2 mn.)

EBIT - € 45,1 mn. (2012: € 1,4 mn.)

EBT - € 75,8 mn. (2012: - € 49,5 mn.)

EATAM - € 64,6 mn. (2012: - € 42,9 mn.)

- ❑ **INTRACOM HOLDINGS financial results for 2013 have been affected by provisions and impairments of assets.**
- ❑ **Adjusted EBITDA before provisions and impairments amounted to € 74,9 mn. EBITDA margin slightly increased versus 2012.**
- ❑ **Sales level retained; slight decrease of 5%.**
- ❑ **HELLAS ONLINE, for the first time in the FY financial statements, records a positive EBT of € 2,2 mn., and preserves high EBITDA margin of 30,5%**
- ❑ **The Group reported New contracts worth € 480,7 mn.**
- ❑ **Order Backlog as per Dec 2013 reached € 703,1 mn.**

Group Headline Figures	2013	2012
Turnover	€ 513,7 mn.	€ 541,7 mn.
EBITDA	€ 55,2 mn.	€ 76,2 mn.
EBIT	- € 45,1 mn.	€ 1,4 mn.
Earnings/Losses from associated companies	- € 6,3 mn.	- € 20,8 mn.
Earnings/Losses before Taxes	- € 75,8 mn.	- € 49,5 mn.
Earnings/Losses after Taxes	- € 73,2 mn.	- € 49,7 mn.
Distributed to:		
-Parent	- € 64,6 mn.	- € 42,9 mn.
-Minorities	- € 8,6 mn.	- € 6,8 mn.

Headline Figures of consolidated companies/groups

INTRACOM HOLDINGS - PARENT	2013	2012
Turnover	€ 2,3 mn.	€ 2,2 mn.
EBITDA	- € 2,6 mn.	- € 13,9 mn.
EBT	- € 108,5 mn.	- € 18,0 mn.

HELLAS ONLINE	2013	2012
Turnover	€ 224,2 mn.	€ 235,8 mn.
EBITDA	€ 68,4 mn.	€ 64,3 mn.
EBT	€ 2,2 mn.	- € 17,9 mn.

INTRASOFT INTERNATIONAL - GROUP	2013	2012
Turnover	€ 136,1 mn.	€ 135,8 mn.
EBITDA	€ 5,1 mn.	€ 9,5 mn.
EBT	- € 12,0 mn.	€ 0,2 mn.

New contracts signed 2013	€ 186,7 mn.
Backlog as at 12/2013	€ 344,0 mn.

INTRAKAT - GROUP	2013	2012
Turnover	€ 109,6 mn.	€ 124,3 mn.
EBITDA	- € 15,1 mn.	€ 8,3 mn.
EBT	- € 24,7 mn.	- € 0,7 mn.

New contracts signed 2013	€ 145,3 mn.
Backlog as at 12/2013*	€ 280,0 mn.

* Beyond the Backlog, the Group up to March 2014 is the preferred bidder in new projects worth € 36,0 mn., that are expected to be signed upon completion of the required procedures.

INTRACOM DEFENSE ELECTRONICS	2013	2012
Turnover	€ 49,9 mn.	€ 49,7 mn.
EBITDA	€ 0,8 mn.	€ 1,2 mn.
EBT	- € 10,2 mn.	- € 0,9 mn.

New contracts signed 2013	€ 18,4 mn.
Backlog as at 12/2013	€ 79,1 mn.



INTRACOM HOLDINGS INTERNATIONAL LTD- GROUP	2013	2012
Turnover	€ 0,4 mn.	€ 0,8 mn.
EBITDA	- € 0,1 mn.	- € 0,3 mn.
EBT	- € 2,4 mn.	- € 0,3 mn.

INTRACOM TELECOM – GROUP (Consolidated under net equity method)	2013	2012
Turnover	€ 159,7 mn.	€ 181,1 mn.
EBITDA	€ 5,2 mn.	- € 2,5 mn.
EAT and after minorities (49% of the results in the consolidation)	- € 6,3 mn.	- € 19,0 mn.

New contracts signed 2013	€ 130,3 mn.
Backlog as at 12/2013	€ 55,1 mn.