

INTRACOM HOLDINGS GROUP 2012 FINANCIAL RESULTS

Consolidated turnover € 541,7 mn. (2011: € 519,3 mn.)

EBITDA € 76,2 mn. (2011: € 49,2 mn.)

EBIT € 1,4 mn. (2011:- € 29,0 mn.)

EBT - € 49,5 mn. (2011: - € 60,4 mn.)

EATAM - € 42,9 mn. (2011: - € 50,7 mn.)

- ❑ **INTRACOM HOLDINGS GROUP** reported increase in turnover by 4,3%.
- ❑ **Remarquable** increase in operating profitability (EBITDA) by 54,8%.
- ❑ **Both consolidated and stand alone financial statements of the subsidiaries** report positive EBIT.
- ❑ **Improved EBT**, with decrease in losses by € 10,9 mn., despite the negative impact from INTRACOM TELECOM's results included in the consolidated financial statements (2012: - € 19,0 mn., 2011: -€ 1,2 mn.)
- ❑ **The Group reported New contracts of € 448,4 mn. worth**
- ❑ **Order Backlog as per 12/2012 reached € 661,9 mn.**

Group Headline Figures	2012	2011
Turnover	€ 541,7 mn.	€ 519,3 mn.
EBITDA	€ 76,2 mn.	€ 49,2 mn.
EBIT	€ 1,4 mn.	- € 29,0 mn.
Earnings/Losses from associated companies	- € 20,8 mn.	- € 1,4 mn.
Earnings/Losses before Taxes	- € 49,5 mn.	- € 60,4 mn.
Taxes	-€ 0,2 mn.	€ 0,8 mn.
Earnings/Losses after Taxes	- € 49,7 mn.	- € 59,6 mn.
Distributed to:		
-Parent	- € 42,9 mn.	- € 50,7 mn.
-Minorities	- € 6,8 mn.	- € 8,9 mn.

Headline Figures of consolidated companies/groups

INTRACOM HOLDINGS - PARENT	2012	2011
Turnover	€ 2,1 mn.	€ 2,4 mn.
EBITDA	- € 13,9 mn.	- € 15,9 mn.
EBT	- € 18,0 mn.	- € 19,3 mn.

INTRAKAT - GROUP	2012	2011
Turnover	€ 124,3 mn.	€ 127,0 mn.
EBITDA	€ 8,3 mn.	€ 10,6 mn.
EBT	- € 0,7 mn.	€ 3,4 mn.

New contracts signed 2012	€ 146,0 mn.
Backlog as at 12/2012*	€ 253,0 mn.

* Beyond the Backlog, the Group up to date is the underbidder in new projects of € 174,0 mn. worth, that are expected to be signed upon completion of required procedures.

INTRACOM DEFENSE ELECTRONICS	2012	2011
Turnover	€ 49,7 mn.	€ 46,6 mn.
EBITDA	€ 1,2 mn.	- € 0,6 mn.
EBT	- € 0,9 mn.	- € 2,8 mn.

New contracts signed 2012	€ 30,1 mn.
Backlog as at 12/2012	€ 113,7 mn.

HELLAS ONLINE*	2012	2011
Turnover	€ 235,8 mn.	€ 224,6 mn.
EBITDA	€ 64,3 mn.	€ 61,1 mn.
EBT	- € 17,6 mn.	- € 23,1 mn.

* On 12/2011 Attica Telecommunications SA (by 100% subsidiary of Hellas Online SA) was merged with Hellas Online SA, therefore the Group ceased to exist. Comparative figures of 2011 are consolidated financial figures of hellas online and Attica Telecommunications SA. Financial figures of 2012 refer to the deriving company after the merger of hellas online with Attica Telecommunications SA.

INTRASOFT INTERNATIONAL - GROUP	2012	2011
Turnover	€ 135,8 mn.	€ 128,2 mn.
EBITDA	€ 9,5 mn.	- € 15,4 mn.
EBT	€ 0,2 mn.	- € 25,3 mn.

New contracts signed 2012	€ 104,5 mn.
Backlog as at 12/2012	€ 212,6 mn.



INTRACOM HOLDINGS INTERNATIONAL LTD- GROUP	2012	2011
Turnover	€ 0,8 mn.	€ 0,2 mn.
EBITDA	- € 0,3 mn.	- € 0,03 mn.
EBT	- € 0,3 mn.	- € 0,1 mn.

INTRACOM TELECOM – GROUP (Consolidated under net equity method)	2012	2011
Turnover	€ 181,1 mn.	€ 255,3 mn.
EBITDA	- € 2,5 mn.	€ 27,7 mn.
EAT and after minorities (49% of the results in the consolidation)	- € 19,0 mn.	- € 1,2 mn.

New contracts signed 2012	€ 167,8 mn.
Backlog as at 12/2012	€ 82,6 mn.