

2011 FINANCIAL RESULTS

(01/01/2011 - 31/12/2011)

INTRACOM HOLDINGS GROUP

- ❑ Decrease in turnover with € 519,3 mn. Sales
- ❑ Increased Group losses, in comparison to 2010, due to impairment in participations and one-off write-offs.
- ❑ INTRAKAT, with EBT € 3,4 mn. and EBITDA slightly increased, remains profitable in spite of sales decrease.
- ❑ Hellas Online: Revenue and EBITDA growth of € 24,1 mn. and 25,2% respectively. EBITDA up to € 61 mn.

Group Headline Figures	2011	2010
Turnover	€ 519,3 mn.	€ 575,4 mn.
EBITDA	€ 49,2 mn.	€ 63,2 mn.
EBIT	- € 29,0 mn.	- € 16,1 mn.
Earnings/Losses before Taxes	- € 60,4 mn.	- € 38,8 mn.
Taxes	€ 0,8 mn.	- € 7,1 mn.
Earnings/Losses after Taxes	- € 59,6 mn.	- € 45,9 mn.
Distributed to:		
-Parent	- € 50,7 mn.	- € 30,5 mn.
-Minorities	- € 8,9 mn.	- € 15,4 mn.

Headline Figures of consolidated companies/groups

INTRACOM HOLDINGS - PARENT	2011	2010
Turnover	€ 2,4 mn.	€ 2,9 mn.
EBITDA	- € 15,9 mn.	- € 7,1 mn.
EBT	- € 19,3 mn.	- € 9,7 mn.

INTRAKAT - GROUP	2011	2010
Turnover	€ 127,0 mn.	€ 191,8 mn.
EBITDA	€ 10,6 mn.	€ 10,3 mn.
EBT	€ 3,4 mn.	€ 4,2 mn.

2011 New contracts signed	€ 61,0 mn.
Backlog as at 12/2011*	€ 180,0 mn.

* In 2011 the Group has been declared as the under bidder in projects of € 124,0 mn. total worth, which are expected to be signed in 2012.



INTRACOM DEFENSE ELECTRONICS	2011	2010
Turnover	€ 46,6 mn.	€ 43,3 mn.
EBITDA	- € 0,9 mn.	€ 2,1 mn.
EBT	- € 2,8 mn.	€ 0,5 mn.

2011 New contracts signed	€ 96,7 mn.
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HELLAS ONLINE - GROUP	2011	2010
Turnover	€ 224,6 mn.	€ 200,5 mn.
EBITDA	€ 61,1 mn.	€ 48,8 mn.
EBT	- € 23,1 mn.	- € 32,0 mn.

INTRACOM IT SERVICES - GROUP	2011	2010
Turnover	€ 128,2 mn.	€ 148,4 mn.
EBITDA	- € 15,4 mn.	€ 7,0 mn.
EBT	- € 25,3 mn.	€ 0,1 mn.

2011 New contracts signed	€ 44,0 mn.
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INTRACOM HOLDINGS INTERNATIONAL LTD- GROUP	2011	2010
Turnover	€ 0,2 mn.	€ 0,0 mn.
EBITDA	- € 0,03 mn.	- € 3,6 mn.
EBT	- € 0,1 mn.	- € 3,6 mn.

INTRACOM TELECOM – GROUP (Consolidated under net equity method)	2011	2010
Turnover	€ 255,3 mn.	€ 256,4 mn.
EBITDA	€ 27,7 mn.	€ 23,2 mn.
EBT (49% of the results in the consolidation)	- € 1,2 mn.	- € 2,5 mn.

2011 New contracts signed	€ 240,0 mn.
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