

## INTRACOM HOLDINGS GROUP

### Q1 2013 FINANCIAL RESULTS

Consolidated turnover € 118,2 mn. (Q1 2012: € 130,1 mn.)

EBITDA € 20,4 mn. (Q1 2012: € 20,6 mn.)

EBIT € 3,4 mn. (Q1 2012: € 1,7 mn.)

EBT - € 3,2 mn. (Q1 2012: - € 5,6 mn.)

EATAM - € 2,1 mn. (Q1 2012: - € 1,4 mn.)

- **Significant increase in profit margins, despite a decline in consolidated sales by 9%. EBITDA margin 17,3% (Q1 2012: 15,8%). EBIT margin 2,9% (Q1 2012: 1,3%).**
- **The Group doubles the operating profitability in EBIT level. (EBIT Q1 2013: € 3,4 mn., Q1 2012: € 1,7 mn.)**
- **Decrease in losses before tax by € 2,4 mn. or 43%. (EBT Q1 2013: - € 3,2 mn., Q1 2012: - € 5,6 mn.)**
- **HELLAS Online records for the first time, even marginally, profits before tax, increasing EBT by € 4,5 mn. (EBT Q1 2013: € 29 thous., Q1 2012: -€ 4.465 thous.)**
- **The Group reported New contracts of € 60,5 mn. worth**
- **Order Backlog as per 31/3/2013 reached € 633,3 mn. 1,1x annual turnover of 2012.**

Group Headline Figures	3/2013	3/2012
<b>Turnover</b>	<b>€ 118,2 mn.</b>	<b>€ 130,1 mn.</b>
EBITDA	<b>€ 20,4 mn.</b>	<b>€ 20,6 mn.</b>
EBIT	<b>€ 3,4 mn.</b>	<b>€ 1,7 mn.</b>
Earnings/Losses from associated companies	<b>- € 0,6 mn.</b>	<b>- € 0,1 mn.</b>
<b>Earnings/Losses before Taxes</b>	<b>- € 3,2 mn.</b>	<b>- € 5,6 mn.</b>
Taxes	<b>€ 1,6 mn.</b>	<b>€ 3,1 mn.</b>
<b>Earnings/Losses after Taxes</b>	<b>- € 1,6 mn.</b>	<b>- € 2,5 mn.</b>
<b>Distributed to:</b>		
-Parent	<b>- € 2,1 mn.</b>	<b>- € 1,4 mn.</b>
-Minorities	<b>€ 0,5 mn.</b>	<b>- € 1,1 mn.</b>

## Headline Figures of consolidated companies/groups

<b>INTRACOM HOLDINGS - PARENT</b>	<b>3/2013</b>	<b>3/2012</b>
Turnover	<b>€ 0,6 mn.</b>	<b>€ 0,5 mn.</b>
EBITDA	<b>€ 0,1 mn.</b>	<b>- € 0,2 mn.</b>
EBT	<b>- € 0,9 mn.</b>	<b>- € 1,2 mn.</b>

<b>HELLAS ONLINE</b>	<b>3/2013</b>	<b>3/2012</b>
Turnover	<b>€ 54,9 mn.</b>	<b>€ 59,9 mn.</b>
EBITDA	<b>€ 17,7 mn.</b>	<b>€ 16,7 mn.</b>
EBT	<b>€ 0,1 mn.</b>	<b>- € 4,4 mn.</b>

<b>INTRASOFT INTERNATIONAL - GROUP</b>	<b>3/2013</b>	<b>3/2012</b>
Turnover	<b>€ 32,8 mn.</b>	<b>€ 35,6 mn.</b>
EBITDA	<b>€ 1,1 mn.</b>	<b>€ 2,3 mn.</b>
EBT	<b>- € 0,8 mn.</b>	<b>- € 0,2 mn.</b>

<b>New contracts signed Q1 2013</b>	<b>€ 3,5 mn.</b>
<b>Backlog as at 3/2013</b>	<b>€ 199,3 mn.</b>

<b>INTRAKAT - GROUP</b>	<b>3/2013</b>	<b>3/2012</b>
Turnover	<b>€ 23,3 mn.</b>	<b>€ 23,5 mn.</b>
EBITDA	<b>€ 1,0 mn.</b>	<b>€ 1,9 mn.</b>
EBT	<b>- € 0,6 mn.</b>	<b>€ 1,2 mn.</b>

<b>New contracts signed Q1 2013</b>	<b>€ 25,5 mn.</b>
<b>Backlog as at 3/2013*</b>	<b>€ 241,0 mn.</b>

\* Beyond the Backlog, the Group as at 31/3/2013 is the underbidder in new projects of € 173 mn. worth, and is expecting the completion of the signature procedures.

<b>INTRACOM DEFENSE ELECTRONICS</b>	<b>3/2013</b>	<b>3/2012</b>
Turnover	<b>€ 7,6 mn.</b>	<b>€ 12,5 mn.</b>
EBITDA	<b>€ 0,1 mn.</b>	<b>€ 0,1 mn.</b>
EBT	<b>- € 0,2 mn.</b>	<b>- € 0,6 mn.</b>

<b>New contracts signed Q1 2013</b>	<b>€ 2,6 mn.</b>
<b>Backlog as at 3/2013</b>	<b>€ 111,5 mn.</b>

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

<b>INTRACOM TELECOM – GROUP (Consolidated under net equity method)</b>	<b>3/2013</b>	<b>3/2012</b>
Turnover	<b>€ 30,2 mn.</b>	<b>€ 54,0 mn.</b>
EBITDA	<b>- € 2,3 mn.</b>	<b>€ 4,0 mn.</b>
EAT and after minorities (49% of the results in the consolidation)	<b>- € 0,6 mn.</b>	<b>- € 0,2 mn.</b>

<b>New contracts signed Q1 2013</b>	<b>€ 28,9 mn.</b>
<b>Backlog as at 3/2013</b>	<b>€ 81,5 mn.</b>