

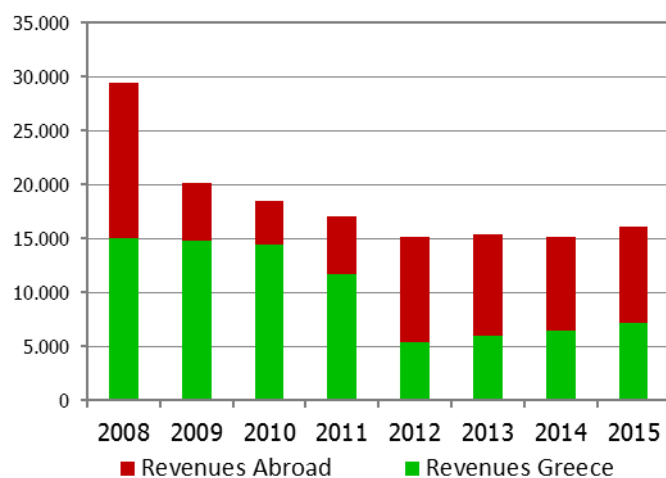


Website:	<a href="http://www.kiriacoulis.com">http://www.kiriacoulis.com</a>
Bloomberg code:	KYRI:GA
Reuters code:	KYRr.AT
ISIN code:	GRS295003008

## COMPANY PROFILE

KIRIACOULIS MEDITERRANEAN CRUISES SHIPPING SA (the Company) is a public limited company ("société anonyme") and constitutes the parent company of the Group. It was established in 1986. The Company's commercial register number is 14274/06/B/86/09. The Company's registered office is located in Alimos (7 Alimou Avenue, post code 174 55 Alimos, Athens - Greece). The Company's shares are traded on the Stock Market of the Athens Exchange, in the category "Main Market" under the symbol "KYRI". The Company's principal activity is the exploitation of its own yachts. The Company's fleet consists of sailing yachts (vessels, mainly propelled by sail, equipped with an auxiliary motor) and catamarans (sailing yachts which have two floats (hulls)). The Group is operating in three industries. The first industry is professional sea tourism with pleasure boats, owned by the Group and by third parties, manned and non-manned, the second is the management of tourist ports and the third is that of real estate.

## REVENUE ANALYSIS (in € 000)



The Company is not dependent to any specific market. The 9% of the charter contracts that are performed by pleasure boats owned by the Parent Company, by the subsidiaries and by third parties are booked through subsidiaries companies. Concerning the rest charter contracts, the 1.8% of the charter contracts are booked through charter brokers located in Greece, the 83.3% of the charter contracts are booked through charter brokers located in Europe, the 4% of the charter contracts are booked through charter brokers located in Asia, the 1.6% of the charter contracts are booked through charter brokers located in USA and Canada and the 0.3% of the charter contracts are booked through charter brokers located in rest of the world.

## KEY INVESTMENT HIGHLIGHTS

Kiriacoulis Group has the first place in the Greek Market and the 3<sup>rd</sup> worldwide in the area of chartering. Given its activities as well as its geographical presence in Mediterranean countries, the Group, contrary to its domestic competitors, can offer to its clients the choice of chartering among several destinations.

**OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)**

Symbol:	KYRI		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	4,1		
Shares Outstanding (number): (31 March 2016)	7.595.160		
Average Spread (%):	11,48%		
Market Liquidity (%):	0,309%		
Average Trading volume (no of shares):	299,7		
Total Value of transactions (€):	21.226		
Days to trade (1% of outstanding amount):	428,3		
Free Float (31 March 2016):	35,16%		
Turnover Velocity (F.F. Weighted):	2,8%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	155,82%	148,95%	122,76%

**GROUP STRUCTURE**
**KIRIACOULIS MEDITERRANEAN CRUISES SHIPPING SA –Parent**  
**PLEASURE BOATS (without crew)**

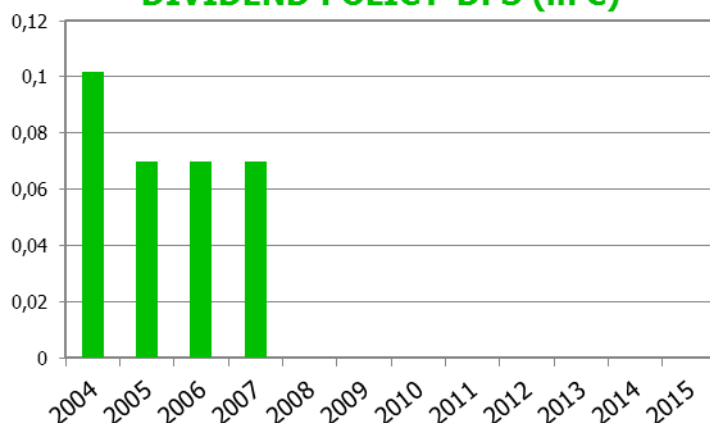
MEDITERRANEAN SEA SHIPPING LTD - Greece	20%
KIRIACOULIS MEDITERRANEAN CRUISES S.S. SHIPPING CO LTD – Greece	100%
SARL KIRIACOULIS FRANCE - France	70%
SARL VENT PORTANT – France	70%
SARL KIRIACOULIS D’AMURE – France	70%
SCI DU DONATOR – France	70%
KIRIACOULIS MARITIME P.Y.M.C. - Greece	100%
KIRIACOULIS D.O.O. – Croatia	70%
KIRIACOULIS MEDITERRANEAN D.O.O. – Croatia	100%
CATPRO P.Y.M.C. - Greece	50%
KIRIACOULIS ITALIA SRL - Italy	51%

**REAL ESTATE**

MEDITERRANEAN VILLAGES SA –Greece	75.91%
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**TOURIST PORTS**

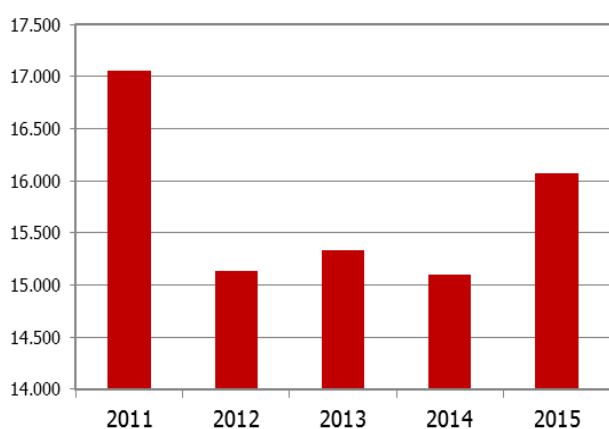
MARINA KALAMATAS TOURISM SA – Greece	60%
K & G MED MARINAS MANAGEMENT SA – Greece	31.48%
GOUVIA MARINA SA – Greece	31.48%
LEFKAS MARINA SA – Greece	31.48%
J/V OF TOURIST PORT OF LEFKAS – Greece (direct- indirect)	25.16%
ZEA MARINA SA – Greece	17.71%

**DIVIDEND POLICY-DPS (in €)**

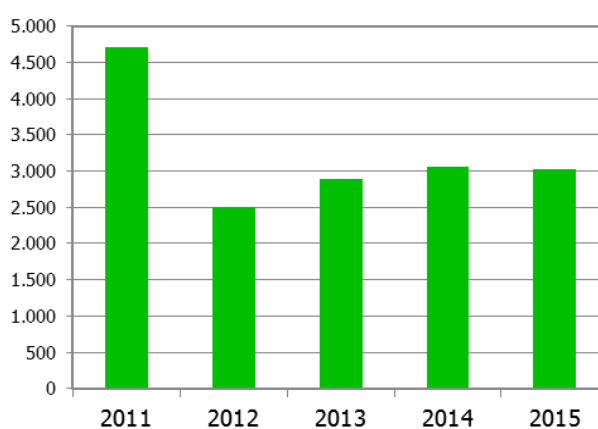
## COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2011	2012	2013	2014	2015
Sales	17.063	15.139	15.329	15.100	16.077
Gross profit	4.710	2.509	2.891	3.058	3.021
EBIT	1.558	689	206	223	-57
EBITDA	3.606	2.414	1.823	1.993	1.667
Earnings before tax	709	221	-449	-69	371
Earnings after tax	512	181	-439	-1.084	-439
E.P.S.	0,047	0,09	-0,07	-0,16	-0,05
Total Equity	19.276	21.142	20.703	19.743	19.304
ROE	2,66%	0,86%	-2,12%	-5,49%	-2,27%

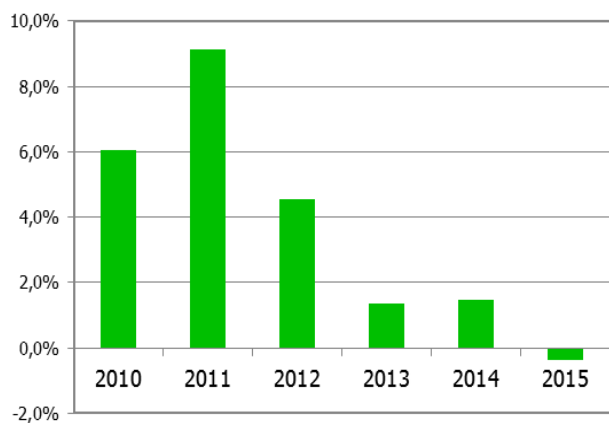
**Revenues** (in € 000)



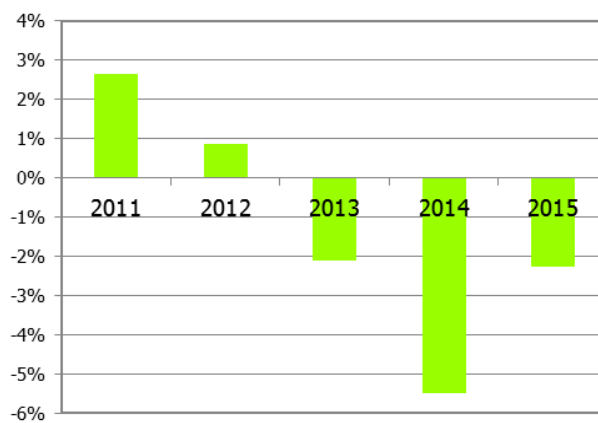
**Gross profit** (in € 000)



**Operating Margin**



**ROE**



<b>MAJOR SHAREHOLDERS (&gt;5%)</b>	
<b>Name</b>	<b>%</b>
Areti S. Kiriacoulis	33,24%
Theofanis S. Kiriacoulis	15,80%
Spiridon S. Kiriacoulis	15,80%
<b>Total</b>	<b>64,84%</b>
<b>BOARD OF DIRECTORS</b>	
<b>Name</b>	<b>Qualification</b>
THEOFANIS S. KIRIACOULIS	PRESIDENT & MANAGING DIRECTOR
SPIRIDON S. KIRIACOULIS	VICE-PRESIDENT / EXECUTIVE MEMBER
TEODOROU D. XARIKLEIA	EXECUTIVE MEMBER & HEAD OF ACCOUNTING & HEAD OF SHAREHOLDERS' SERVICE DEPARTMENT
AGGELOS A. KOPITSAS	INDEPENDENT NON-EXECUTIVE DIRECTOR & MEMBER OF AUDIT COMMITTEE OF INTERNAL AUDIT
ARETI KYRIAKOYLI	NON EXECUTIVE MEMBER & PRESIDENT OF AUDIT COMMITTEE OF INTERNAL AUDIT
BASILEIOU D. ZOE	INDEPENDENT NON EXECUTIVE MEMBER
NIKITAS K. SOTIROPOULOS	INDEPENDENT NON-EXECUTIVE DIRECTOR & MEMBER OF AUDIT COMMITTEE OF INTERNAL AUDIT

## MANAGEMENT TEAM PROFILE

**Theofanis S. Kiriacoulis – President & Managing Director:** Born on 1965. Graduate of the National and Kapodistrian University of Athens with a B.Sc. degree in Economics. From 1982 to 1986 he worked for KIRIACOULIS MEDITERRANEAN CRUISES SHIPPING LTD and from 1987 until today he has been working for the Company and its subsidiaries and affiliated companies. He has been the Company's General Manager and Quality Manager since 1990.

**Spiridon S. Kiriacoulis, Vice-President & Head of the Financial Department:** Born on 1972. Graduate of the National and Kapodistrian University of Athens with a B.Sc. degree in Economics and holder of a Master in Business Administration (M.B.A.) from the University of Piraeus. From 1990 to 1994 he worked as an executive officer at the Company's Financial Department. He has been Head of the Financial Department since 1995.

**Hariklia D. Theodorou, Head of accounting, executive member and Head of Shareholders' Service Department:** Born on 1957. Graduate of Aristotle University of Thessaloniki with a B.Sc. degree in Economics and holder of a Diploma in I.F.R.S. from the Association of International Accountants. Further Education: "Income Tax Reforms" and "Analytical Preparation of Balance sheets and Consolidated Financial Statements" under Professor Mr. Sakellis, and "Business Organization" at ELKEPA. From 1994 to 1996 she rendered her services to the Company as a public accountant. She has been Head of the Accounting Department since 1997.

**Aggelos A. Kopitsas, Independent Non-executive Director & Member of Audit Committee of Internal Audit:** Born on 1948. Graduate of Hellenic Naval Academy, Submarine School and Hellenic Naval War College. He served in Submarines and Surface ships as Commanding Officer and in several positions in Hellenic Navy General Staff. He also joined the Greek Embassy as Naval Attaché in Washington DC. He retired from the Navy as Vice Admiral. From 1998 to 2003 he joined the industrial sector in administrative positions at Frigoglass Group in Russia and Bulgaria and Yalco Co. in Athens. Since January 2003 he has been the General Manager of Zea Marina S.A. He is also member of the Board of Directors of Greek Marinas Association.

**Areti S. Kiriacoulis, Non-executive Director & President of Audit Committee of Internal Audit::** Born on 1936. Graduate of the Public Commercial School of Kallithea. For many years she worked as an accountant in the Accounting department of a Greek industrial company. She participated in the share capital of

KIRIACOULIS MEDITERRANEAN CRUISES SHIPPING LTD during its formation in 1981. She also participated in the share capital of KIRIACOULIS MEDITERRANEAN CRUISES SHIPPING S.A. during its formation in 1986. Taking advantage of her valuable experience, she contributed substantially to the organization and operation of the Financial Department and Accounting Department in the aforementioned companies.

**Mrs Zoe D. Vassiliou:** Born on 1971. Graduate of the National and Kapodistrian University of Athens with a B.Sc. degree in Economics and holder of certification as Portfolio Manager from the Hellenic Capital Market Commission. From October of 1996 to February of 2000 she worked in Omega Securities S.A. as equity analyst, while from March of 2000 to January of 2002 was Head of the Analysis Department at the same company. At the same time, from November of 2000 to April of 2002 she was member of the investment committee of Imperium Investment Portfolio Company. From February of 2002 to October of 2004 she worked at Fasma Securities as Head of Analysis Department and from November of 2004 to October of 2009 she worked as financial analyst at Valuation Research Specialists. From April of 2010 to January of 2012 she was independent non-executive member of the Board of Directors of United Textiles S.A., while from November of 2010 to June of 2012 she was also member of the investment committee of Hellenic Pension Mutual Fund Management Company S.A. Since September of 2011 she has been working as special co-operator on matters of financial analysis at Valuation Research Specialists. From April of 2014 she is also working at Ionian Capital LTD as Senior Financial Analyst.

**Nikitas K. Sotiropoulos, Independent Non-executive Director & Member of Audit Committee of Internal Audit:** Born on 1958. Graduate of the National and Kapodistrian University of Athens with a B.Sc. degree in Economics. Further Education: “European Unification” at the College of St. Lorens in London and “Marketing and Sales” at EEDE. From 1986 to 1992 he worked in the Commercial Bank of Greece and from 1992 to 1999 he served as Financial Advisor in Business Development of the Balkan countries. From 1999 to 2001 he worked in Eurocambio S.A. of Egnatia Bank Group, while from 2001 to 2005 was head of public relations in Intracom S.A. From 2005 to 2008 he was President of the Board of Directors of the Pension Fund of Press Workers (TATTA). He is currently vice president at the G. & A. Chatzikonstas Foundation and a member of the Board of Directors of the Kassimatis Foundation.

**Alexandros K. Foukas, Executive Director & Head of Technical Supervision & Inspections Department.:** Born on 1963. Graduate of the National and Kapodistrian University of Athens with a B.Sc. degree in Economics. From 1990 to 1993 he was the Company’s representative in Thessaloniki and Skiathos. He has been Head of Technical Supervision & Inspections Department since 1994.

**Stavros Th. Kiriacoulis – Head of Administrative Planning:** Born on 1940. He studied Mechanical and electrical engineer. In 1981 he founded KIRIACOULIS MEDITERRANEAN CRUISES SHIPPING LTD and he served as Administrator of the company from 1981 to 1998. From the foundation of KIRIACOULIS MEDITERRANEAN CRUISES SHIPPING S.A. in 1986 he served as President of the B.o.D. until 1998. Since then he has been the Head of the Administrative Planning of the Company and he also participates in the management of the subsidiaries and associates companies of KIRIACOULIS MEDITERRANEAN CRUISES SHIPPING S.A.

**Ekaterini G. Tsokani, Head of the Charter Department:** Born on 1962. From 1991 to 1996 she worked at the Charter Department of KIRIACOULIS MEDITERRANEAN CRUISES SHIPPING LTD. She has been working as Head of Charter Department of the Company since the beginning of 1997.

**Efstratia P. Strogylou, Head of the Internal Audit Department:** Born on 1977. Graduate of the Panteion University of Athens with a B.Sc. degree in Public Administration. From 2001 she worked at the Financial Department of KIRIACOULIS MEDITERRANEAN CRUISES SHIPPING LTD. Since June 2009 she has been working as Head of the Internal Audit Department at the Parent Company.

**Argiro G. Micha, Head of the Investor Relations Department and Corporate Announcements Department:** Born on 1976. Graduate of the University of Piraeus with a B.Sc. degree in Economics. She has been working as Head of the Investor Relations Department and of the Corporate Announcements Department since the beginning of 2000.

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