



Website:	<a href="http://www.space.gr">www.space.gr</a>
Bloomberg code:	SPACE:GA
Reuters code:	SPAr.AT
ISIN code:	GRS402003008

## COMPANY PROFILE

Space Hellas S.A. is a well-established System Integrator and Value Added Solutions/Service Provider, holding a leading position in the high technology arena since 1985. Space Hellas designs, supplies, implements and supports integrated ICT and Security solutions for the financial, enterprise, public and defense sectors.

Space Hellas Headquarters are situated in Agia Paraskevi, Attica, with branches in Athens, Holargos, Thessaloniki, Patra, Heraklion Crete, Ioannina and Farsala with subsidiaries in Cyprus, Romania, Serbia and Malta, and activities in the Balkans and the Middle East.

Space Hellas' commitment to quality and security are certified according to ISO 9001:2008 quality standard for its products and solutions, ISO/IEC 27001:2013 for its information security management system, ISO 4001:2004 for its environmental management system and OHSAS 18001:2007 for Space Hellas occupational health and safety management system.

Space Hellas' Unique Selling Point is its diversified and extensive portfolio of ICT & Security technologies that are supported with in-house resources, with its engineers holding more than 300 leading international vendor certifications and accreditations boosting Space Hellas's technological lead.

Space Hellas SA stands out from its competitors with its exceptional nationwide technical support network. Supporting over 2,000 customers on a per-call basis, with its state-of-the-art ITILv3 conforming Service Desk / Network Operations Centre (NOC), Space Hellas serves the biggest enterprises on a 24h basis, with more than 40.000 calls yearly and a 2-hour repair time for customers with strict SLAs.

Last but not least, Space Hellas is particularly active into Research & Development both at National and European level, thus acknowledging the importance of niche scientific and technological knowledge on the one hand, and the exploitation of technological achievements and opportunities for innovation and satisfaction of new demands, on the other hand.

## EXPORTS

Space Hellas is active in Cyprus, Romania, Albania, Serbia and Malta seeking to expand its business activities abroad by targeting large-scale integration projects and Service operations in the Balkans and the Middle East.

Space Hellas solutions that are being primarily offered in these markets include: Telecommunication Services and technical support to Multinational corporations, sports event management and e-ticketing solutions, physical security systems, telematics applications, disaster recovery services, IT infrastructure intelligence and monitoring (with "Space Hellas .Pulse" in house developed platform). All these capabilities have been demonstrated through the implementation of relevant large-scale projects, therefore offering Space Hellas SA a significant advantage over its competitors.

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

Symbol:	SPACE		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	5,7		
Shares Outstanding (number): (31 March 2016)	6.456.530		
Average Spread (%):	14,00%		
Market Liquidity (%):	0,129%		
Average Trading volume (no of shares):	217		
Total Value of transactions (€):	53.414		
Days to trade (1% of outstanding amount):	413,5		
Free Float (31 March 2016):	17,1%		
Turnover Velocity (F.F. Weighted):	5,8%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	118,79%	89,58%	77,55%

## GROUP STRUCTURE

<b>SPACE HELLAS S.A.</b>	<b>Direct</b>	<b>Indirect</b>
SPACE HELLAS (CYPRUS) LTD	100%	
SPACE HELLAS SYSTEMS INTEGRATOR S.R.L. - Romania	-	99.45%
SPACE HELLAS Doo Beograd – Stari Grad – Serbia	-	100%
SPACE HELLAS (MALTA) L.T.D. – Malta	-	99.98%
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)– SPACE HELLAS	35%	-
JOINT-VENTURE SPACE HELLAS SA-KB IMPULS HELLAS SA (“DORY”)	50%	-
MOBICS L.T.D.	18.10%	-
<b>SPACE HELLAS (CYPRUS) LTD</b>	<b>Direct</b>	<b>Indirect</b>
SPACE HELLAS SYSTEMS INTEGRATOR S.R.L. - Romania	99.45%	-
SPACE HELLAS Doo Beograd – Stari Grad – Serbia	100%	-
SPACE HELLAS (MALTA) L.T.D. – Malta	99.98%	-

## CURRENT PROJECTS

- National Visa Information System (N-VIS), part of the European VIS system, implemented by the Greek Ministry of Foreign Affairs. Space Hellas supplied, installed and set in operation the IT and biometric equipment of the 130 Greek consular authorities situated all over the world. Additionally, Space Hellas provided all the necessary installation, testing and training services during projects implementation and continues to provide monitoring-support-maintenance of the system (9M€)
- Cyprus Department of Meteorology, installation and operation for 13 years of 2 meteorological radar systems covering the airports of Larnaca and Paphos (4,3M€)
- Information Society S.A (KtP A.E.), National Observatory of Electromagnetic Fields, deployment of national network of monitoring stations and applications (3,7M€)
- Municipality of Kato Nevrokopi, supply of systems and creative development for the Exhibition Program of the Lisse Monument/Museum (0.6M€).
- Modernisation of Hellenic Coast Guard and Hellenic Port authorities IT equipment and software (2 projects, 1.8M€ in total)
- NATO, implementation of a VoIP-based Communication Network in 22 countries (0.2M€)
- Integrated Sports Venues Electronic Surveillance System for the General Secretariat of Sports (4.2M€)
- Sports Facilities Access Control System, Member Card and eTicket Management for the General Secretariat of Sports (9M€)
- Development of fingerprint identification system for the Greek Police (e-tap) (6.8M€)
- Development malicious acts detection system on the internet for the Greek Police (e-crime) (1.9M€)
- Hellenic National Meteorological Service (HNMS)-Development of a Meteo Radar Networks
- Passport Issuing System for the Ministry of Public Order

**Other recent projects worth mentioning include:**

### Indicative Projects for Financial - Telco – Enterprise Sectors

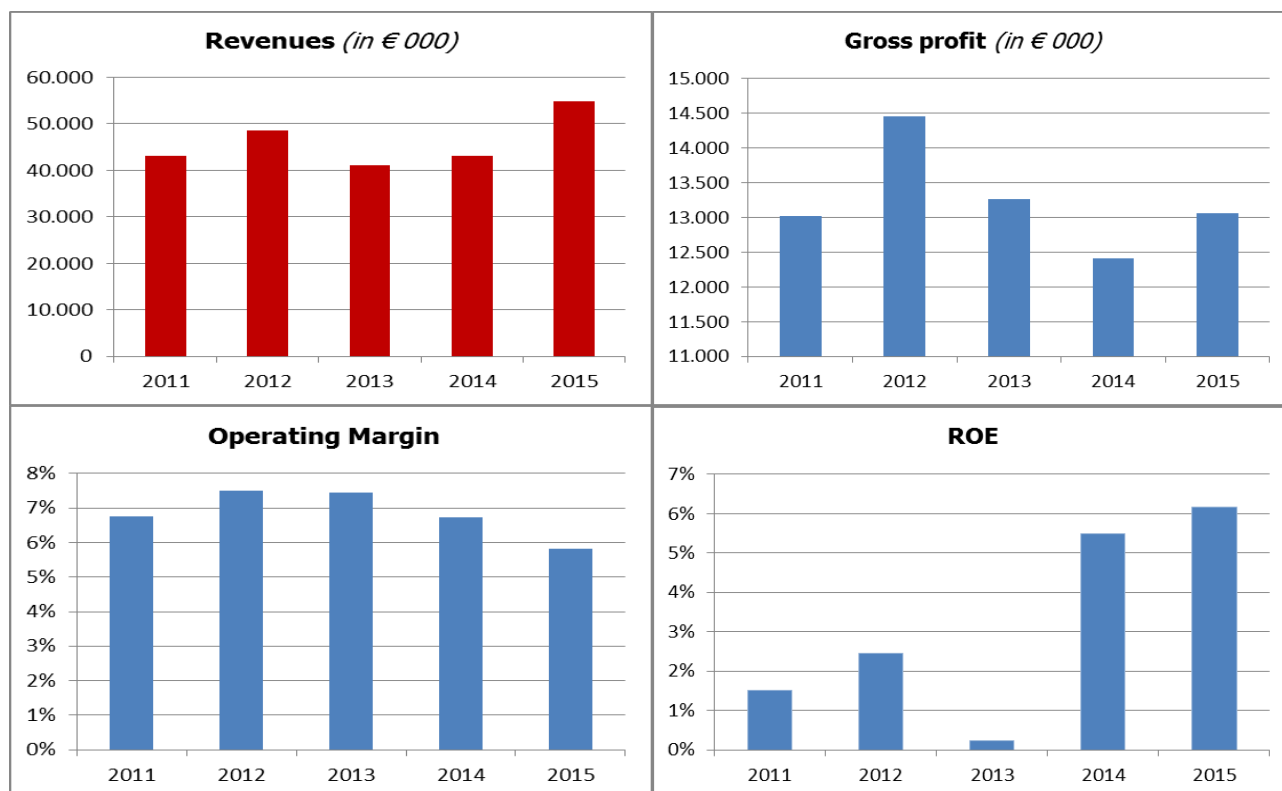
- MPLS Managed Services for more than 1300 bank branches
- Implementation and technical support of LAN/WAN and IT infrastructures for major banks in Greece
- Expansion of Data center facilities for Med Nautilus, Greece
- New Intelligent security system applications at Athens International Airport Long Term Parking Facilities Space 3
- Implementation of Physical Security and Access Control project for Bank of Greece
- IT Security - Implementation and technical support for major banks and private enterprises
- CCTV/Physical Security - Implementation and technical support at more than 2000 sites for major banks and private enterprises
- Implementation of Data Centre Disaster and Recovery sites for banks and enterprises
- Supply and support of core network components and OSS for large Telcos
- IP Telephony and Video Conferencing for very large banks and enterprises
- New Media and Digital Signage applications for major Telcos, hotels, shopping malls and retail shops
- Digital 3D Cinema applications for major multiplex auditoriums and independent exhibitors

## Indicative Projects for Public Sector & Defense

- Fleet Management and Remote Access System for the Hellenic Police (1.7M€)
- Integrated Security System for Greek Military Bases (Price non disclosed)
- Military Hospitals Health Network «FILIPPOS» for Hellenic MoD (7M€)
- Pre-Hospital Emergency Care and Management for the Emergency Medical Service (0.5M€)
- Lab Information System & Network Infrastructure for the National Social Insurance Institute (1.9M€)
- SIZEFXIS – Public Sector's National Telecom Network Infrastructure (7.7M€)
- Integrated Civil Protection IT System and Satcom Network (3.5M€)
- Development of a New Meteorological Radar Network, Remote Site Security System for HNMS (6.6M€)
- Automatic RVR Visibility Metering System for the Hellenic Civil Aviation Authority (1.3M€)
- Hellenic Coast Guard Search and Rescue Centre Modernization (0.7M€) -Development of a Maritime GIS for the Hellenic Navy Hydrographic Service (1.5M€)

## COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b>					
<b>(in € 000)</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Sales	43.194	48.482	41.019	43.129	54.889
Gross profit	13.023	14.462	13.270	12.408	13.063
EBIT	2.914	3.631	3.055	2.904	3.193
EBITDA	3.744	4.641	4.035	4.051	4.363
Earnings before tax	416	456	689	416	753
Earnings after tax	228	318	31	749	798
E.P.S.	0,04	0,05	0,00	0,12	0,12
Total equity	15.073	12.921	12.942	13.634	12.961
ROE	1,51%	2,46%	0,24%	5,49%	6,16%
Debt Ratio	4,64	4,03	4,77	3,73	2,06



<b>MAJOR SHAREHOLDERS (&gt;5%)</b>	
<b>Name</b>	<b>%</b>
MANOLOPOULOS S. DIMITRIOS	31,41%
BELLOS C. PANAGIOTIS	17,11%
DROSINOS D. PARASKEVAS	15,03%
HFSF (through ALPHA BANK S.A.)	19,33%
<b>Total</b>	<b>82,88%</b>
<b>BOARD OF DIRECTORS</b>	
<b>Name</b>	<b>Qualification</b>
MANOLOPOULOS D. SPYRIDON	PRESIDENT/EXECUTIVE MEMBER
BELLOS P. CHRISTOS	VICE PRESIDENT/NON EXECUTIVE MEMBER
DROSINOS D. PARASKEVAS	VICE PRESIDENT/EXECUTIVE MEMBER
MERTZANIS A. IOANNIS	CEO/EXECUTIVE MEMBER
DOULAVERIS A. IOANNIS	CFO/EXECUTIVE MEMBER
BELLOS C. PANAGIOTIS	EXECUTIVE MEMBER
LAGOGIANNIS P. GEORGIOS	NON EXECUTIVE MEMBER
PATSOURAS N. ATHANASIOS	INDEPENDENT NON EXECUTIVE MEMBER
CHATZISTAMATIOY N. THEODOROS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Spyridon Manolopoulos**, son of Dimitrios is Chairman of the Board of Directors of Space Hellas SA since July 5, 2013. Mr. Manolopoulos holds a degree in Law from University of Athens with postgraduate studies in the field of International Commercial Law at King's College London (KCL), University of London.

**Mr. Paraskevas Drosinos**, son of Dimitrios is Executive Vice Chairman of the Board of Directors of Space Hellas SA. He studied Electronic Engineering at the University of Brighton, graduating with honors in the fields of Telecommunications and Computer Programming. He has more than 40 years of experience in Marketing and Sales Management in the fields of IT technology and Telecommunications.

**Mr. Ioannis Mertzanis**, son of Anastasios is Chief Executive Officer and Executive Member of the Board of Directors of Space Hellas since July 2, 2012. He graduated from the Department of Electrical and Computer Engineering, National Technical University of Athens and holds MSc and PhD degrees from the University of Surrey, UK. He has extensive professional experience in Telecommunications and IT having worked in Greece and abroad. For many years he has held senior executive positions within the Space Hellas group having the responsibility of the sales, technical and business development activities. He joined the company in 1999.

**Mr. Christos Bellos**, son of Panagiotis is Non-Executive Vice Chairman of the Board of Directors of Space Hellas SA since July 1, 2010. He is a graduate of the Aircraft Engineering Department of the Hellenic Air Force Academy, and has concentrated in Telecommunications – Electronics. He also holds a postgraduate degree in Wired Communications from Fort Monmouth, New Jersey. He served as a Professor at SMA (Aircraft Engineering Academy) and Officer at the Hellenic Air Force. Mr. Bellos is one of the founders of the Hellenic Air Force Technology Research Center, where he held the position of Deputy Commander. He retired from military service with the rank of Deputy Wing Commander in 1985.

**Mr. Georgios Lagogiannis**, son of Panagiotis is non Executive Member of the Board of Directors of Space Hellas SA. He previously served as General Manager of the Company. He graduated from the Department of Electrical Engineering of the University of Patras in 1980, while he has attended a series of seminars both in Greece and abroad. Prior the foundation of the Company he worked as a VHF/UHF Systems Engineer, and later as Technical Services Manager. He has written a series of studies on Telecommunications aspects, as well as the books Telecommunications and Computer Networks and Data Communications. Mr. Lagogiannis has been working with Space Hellas since 1985.

**Mr. Ioannis Doulaveris**, son of Alexandros is Chief Financial Officer and Executive member of the Board since July 2, 2012. He graduated from the Department of Informatics of Athens University of Economics. He holds an MSc in “International Business and Finance” from the South Bank University of London. He has been with Space Hellas since 1998.

**Mr. Panagiotis Bellos**, son of Christos is Marketing Director and Executive Member of the Board since July 2, 2012. Born in 1972. He graduated with a degree in Business Administration with a major in Marketing from the American College of Greece - Deree College. For many years he has held several managerial positions within the Space Hellas Group, in the areas of Marketing and Administration. He has extensive experience in the area of Audio Visual applications where he is actively involved both in a commercial and technical level. He joined Space Hellas in 1994.

**Mrs. Zoi Sakellaridou**, daughter of Fragkiskos is Control and Programming Director of Space Hellas SA. Born in 1954. Mrs Sakellaridou studied Computer Analysis & Programming at ELKEPA (Hellenic Center for Productivity) and holds an MBA from the University of Kingston, UK. She has more than 37 years of experience in Analysis & Programming and has attended numerous seminars in Human Resource Management. She has been working for the company since 1986.

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