



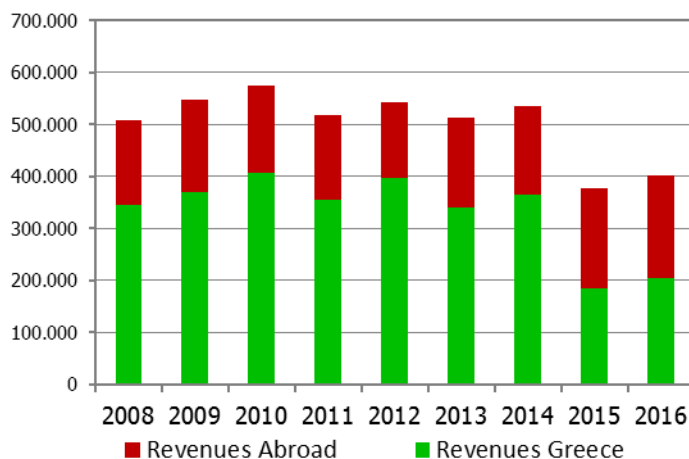
Website:	http://www.intracom.com
Bloomberg code:	INTRK:GA
Reuters code:	INRr.AT
ISIN code:	GRS087103008

COMPANY PROFILE

Intracom Holdings is the main shareholder of a group of leading multinational companies specializing in high tech IT solutions and services, complex construction projects and advanced defence electronic systems. Intracom Holdings key assets are:

- ✓ INTRASOFT INTERNATIONAL: a leading European IT Solutions and Services Group with strong international presence, offering innovative and added-value solutions of the highest quality to a wide range of international and national public and private organisations. With headquarters in Luxembourg, INTRASOFT International operates through its operational branches, subsidiaries and offices in 13 countries.
- ✓ INTRAKAT: one of the top five construction companies in Greece with a steadily growing international presence undertakes advanced technology infrastructure, renewable energy, telecom, real estate and environmental projects.
- ✓ INTRACOM DEFENSE ELECTRONICS - IDE: a leading supplier of defense electronics, advanced communication systems and defense applications software, participating in development and production programs in partnership with major international contractors, currently expanding into the design and manufacturing of hybrid energy systems.

REVENUES ANALYSIS (in € 000)



Intracom Holdings Group international activity for 2016 represents 49,14% of total sales from continuing activities.

OVERVIEW - TRADING DATA

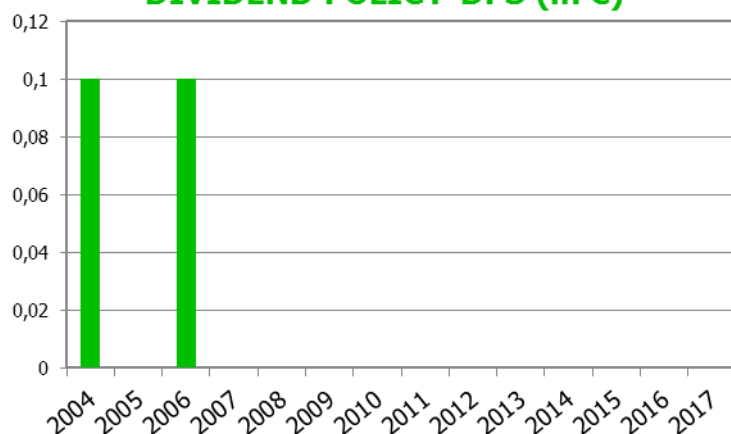
OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2016 - 30/04/2017)

Symbol:	INTRK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 April 2017)	55,9		
Shares Outstanding (number): (28 April 2017)	133.025.996		
Average Spread (%):	1,31%		
Market Liquidity (%):	8,284%		
Average Trading volume (no of shares):	71.202,0		
Total Value of transactions (€):	5.922.860		
Days to trade (1% of outstanding amount):	18,0		
Free Float (28 April 2017):	61,9%		
Turnover Velocity (F.F. Weighted):	9,7%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	42,17%	45,36%	41,62%

GROUP STRUCTURE

*INTRACOM DEFENSE ELECTRONICS, Greece	100%
*Intracom Holdings International Ltd, Cyprus	100%
- Intracom Technologies Ltd, Cyprus	100%
- Intracom Operations Ltd, Cyprus	100%
- Intracom Group, USA	100%
- Duckelco Holdings Ltd, Cyprus	100%
- Ingrelenco Trading Co. Ltd, Cyprus	100%
- Athens Tech Sa, Greece	50%
* Intrasoft International S.A., Luxemburg	99.99%
- Intrasoft SA, Greece	99%
- Intrasoft International Belgium	100%
- Intrasoft International Bulgaria	100%
- Global Net Solutions Ltd, Bulgaria	100%
- Intrasoft International Scandinavia, Denmark	100%
- Intracom Exports Ltd, Cyprus	100%
- Intracom Cyprus Ltd, Cyprus	100%
- Intrasoft Information Technology UK Ltd, UK	100%
- Intrasoft International USA Inc, USA	100%
- Intrasoft International ME FZC HAE	80%
- Intracom IT Services Middle East & Africa, Jordan	100%
- Intrasoft International East Africa, Kenya	88%
* Advanced Transport Telematics S.A., Greece(1)	80.88%
* Rural Connect S.A., Greece(2)	67.06%
(1) Το συνολικό έμμεσο ποσοστό συμμετοχής στην Advanced Transport Telematics (80,88%) διαμορφώνεται μέσω της συμμετοχής των θυγατρικών εταιρειών Intrasoft International SA (άμεση συμμετοχή 50%) και Ιντρακάτ ΑΕ (άμεση συμμετοχή 50%).	
(2) Το συνολικό έμμεσο ποσοστό συμμετοχής στην Rural Connect A.E. (67,06%) διαμορφώνεται μέσω της συμμετοχής της Εταιρείας (άμεση συμμετοχή 30%) και της θυγατρικής Ιντρακάτ ΑΕ (άμεση συμμετοχή 60%).	

DIVIDEND POLICY-DPS (in €)

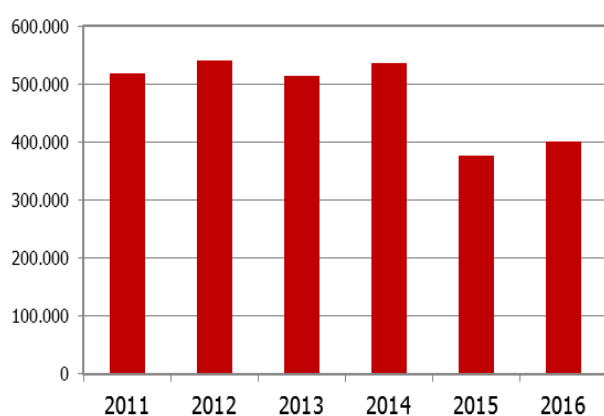


COMPANY'S PERFORMANCE

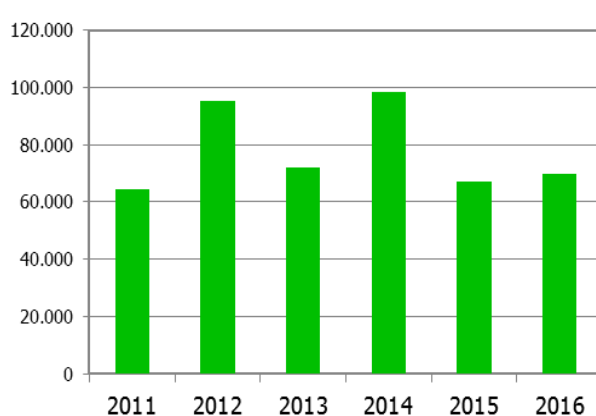
FINANCIAL OVERVIEW (consolidated)

(in € 000)	2011	2012	2013	2014	2015	2016
Revenues	519.292	541.690	513.654	535.316	377.102	401.656
Gross profit	64.271	95.156	72.125	98.250	67.236	69.757
EBIT	-28.985	1.419	-45.107	55.388	7.734	15.690
EBITDA	49.185	83.300	123.477	101.365	23.012	27.817
Earnings before tax	-60.407	-49.432	-75.844	25.522	-7.663	2.139
Earnings after tax	-59.618	-49.662	-73.238	23.896	-11.677	-3.885
E.P.S.	-0,38	-0,32	-0,49	0,15	-0,07	-0,02
Total equity	397.299	347.526	272.170	286.370	281.728	273.334
ROE	-15,01%	-14,29%	-26,91%	8,34%	-4,14%	-1,42%

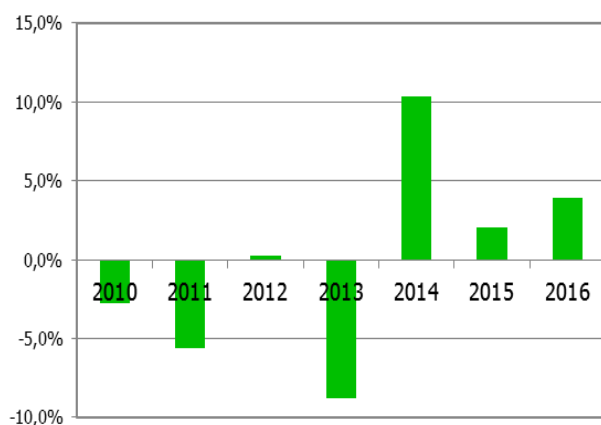
Revenues (in € 000)



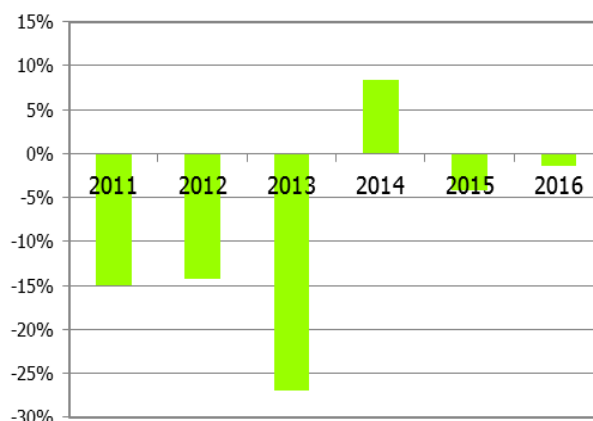
Gross profit (in € 000)



Operating Margin



ROE



MAJOR SHAREHOLDERS (>5%)

Name	%
SOCRATES P. KOKKALIS	24,17%
HORIZON GROWTH FUND NV	5,19%
CONSTANTINOS G. DIMITRIADIS	8,73%
Total	38,09%

BOARD OF DIRECTORS

Name	Qualification
DIMITRIS CH. KLONIS	PRESIDENT/CEO/EXECUTIVE MEMBER
GEORGE AR. ANINOS	SECOND VICE CHAIRMAN/ NON EXECUTIVE MEMBER
KONSTANTINOS S. KOKKALIS	FIRST VICE CHAIRMAN/NON EXECUTIVE MEMBER
CONSTANTINOS G. ANTONOPOULOS	NON EXECUTIVE MEMBER
SOTIRIOS N. FILOS	INDEPENDENT NON EXECUTIVE MEMBER
IOANNIS EM. KALLERGIS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Dr. Dimitris Klonis, President, Ceo and Executive Member holds a Ph.D. in Economics from the University of London and was a recipient of a number of educational awards and scholarships from the Greek Government, the Bank of Greece, and the "Alexander S. Onassis" Foundation. He has served as Senior Economist in the Research Department of the Bank of Greece, a Professor at Deree College and a Member of the Council of Economic Advisors to the Mayor of Athens.

He joined Intracom in 1994 and has been Intracom Group's CFO and a member of the Board of Directors since 1995. He has served as General Manager, Finance & Administration (1995-2004), Executive General Manager of the Corporate Center (2005-2006), Executive Director, Group Financial Management (2006-2011) and Vice-Chairman & Deputy CEO (2011-2013). In 2014 he was appointed Chairman of the BoD of Intracom Holdings and of most subsidiary boards as well.

Konstantinos Kokkalis, First Vice Chairman and Non-Executive Member of Intracom Holdings since January 2014, he previously served as the company's Deputy Executive Officer and Business Development Executive. Prior to becoming CEO of Intracom Holdings he served as Corporate Strategy Director, Deputy Executive Officer (2009-2013) and CEO of hellas online, a leading provider of broadband and fixed-line telephony in Greece, until November 2014 when it was acquired by Vodafone Greece. He holds a seat on the BoD of Intralot, a leading gaming supplier to state-licensed gaming organizations worldwide, and all Intracom Holdings subsidiaries. In 2014, he was elected member of the Board of Directors of the Hellenic Federation of Enterprises (SEV).

He holds a BSc degree in International Relations and Economics from Boston University and an Executive Graduate Diploma in Finance from Columbia University.

George Anninos, Second Vice Chairman and Non-Executive Member holds a degree in Telecommunications Engineering and attended graduate telecommunications studies in Germany. His work experience includes managerial positions in large telecom organizations in Greece and Germany. He joined Intracom in 1989 as Telecom Projects Manager and was appointed General Manager of the Chairman's Office in 1994. A member of Intracom's Board of Directors since 2000, he was subsequently elected to the Board of Directors of Intracom Holdings and appointed Executive Director of the BoD Office in 2006. He has been Vice Chairman of Intracom Holdings since January 2014 and also serves on the Board of Directors of several Intracom Group companies.

Constantinos Antonopoulos, Non-Executive Member is a founding member and shareholder of Intralot, which he led as CEO (1992-2013) and where he currently serves as Vice Chairman of the Board of Directors. He launched his career by joining major Greek industrial enterprises, such as the Hellenic and Eleusis Shipyards and held a succession of expert positions at the Ministry of Finance and the Ministry of Industry, before joining Intracom in 1989.

He has received numerous distinctions, including "Manager of the Year 2013", and was inducted in the Lottery Industry Hall of Fame in 2007. He participates in a number of bilateral chambers and associations, and is also a member of the General Council of the Hellenic Federation of Enterprises (SEV) and a member of the Hellenic Entrepreneurs Association.

He holds an Electrical Engineering degree from the National Technical University of Athens and an MSc in Systems Reliability from the University of Manchester (UMIST).

Sotirios Filos, Independent Non-Executive Member is an economist specializing in accounting and internal control, he was appointed to the Board of Directors of Intracom Holdings as an independent non-executive member in 2009.

Ioannis Kallergis, Independent Non-Executive Member is a Law school graduate and Political Science degree holder of Panteion University, he has over 40 years' experience in the finance and tax sector, in particular. He was chairman and founder of "Infotax Tax and Financial Enterprise Consultants" S.A. Currently, he is working as a tax consultant and he is a partner in "K.M.P Tax and Finance Consultants" Ltd.

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