

## COMPANY PROFILE

Iktinos Hellas which is listed in ASE since 2000, was founded in 1974 by the Architect Mr. Evaggelos Chaidas whose main activity is extracting marble blocks, cutting, processing, and applications in architecture and sculpture, mostly for the exports. Iktinos Hellas excavates from four quarries in northern Greece, processes and exports the famous and highest quality marbles, Thassos, Volakas, Nestos and the unique marble "Golden Spider" from Mountain Pangeo, which has been registered as a brand name. Iktinos Hellas has offices in Athens and Drama, two cutting and processing factories in Athens, warehouses and showrooms and complete sales network. The turnover for 2015 amounted to € 34.07 million, instead of € 27.3 of 2014, the exports amounted to € 29.01 million represented 85.1% of turnover

Iktinos Hellas has the following subsidiaries companies:

1. In The Marble Sector, is activated via the subsidiary company IKTINOS MARMARION SA (100%) and via the subsidiary company Feidias Hellas SA (90%).

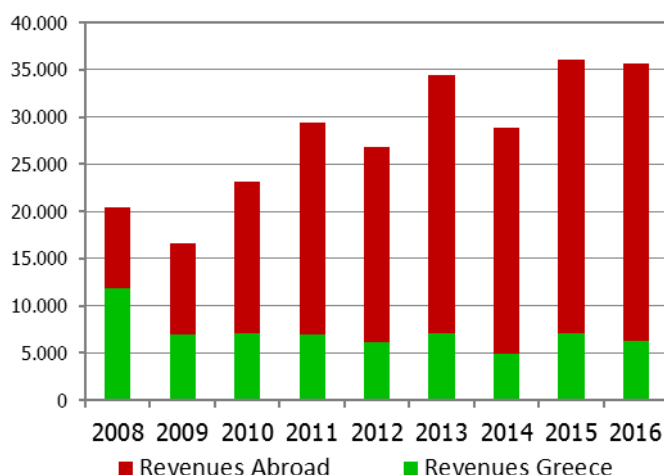
In The Marble Sector, is activated via the subsidiary company Feidias Hellas SA (90%).

2. In the Wind Energy Sector is activated via the subsidiary company IDEH S.A. (100%). IDEH S.A. has constructed and operates a wind farm of 22MW and has already under construction another one of 8MW. Also, it has set up four other companies in order to operate respectively the wind farms. These wind farms are in the process of licensing. The total capacity of the new wind farms are 86MW.

3. In the Real Estate Sector, is activated via the company Latirus Enterprises Ltd (20,34%). It is a tourist and residential development of 2.800 acres in coastal area of Faneromenis Bay in Crete, comprising of a hotel, a spa, a conference center, a golf course, a leisure craft marina and two residential areas.

4. Finally in the Agricultural Sector, is activated, in trading and exporting Greek agricultural products of high quality, with emphasis on the marketing of olive oil and wines.

## REVENUE ANALYSIS (in € 000)



Company exports in all over the world and more specifically:

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

Symbol:	IKTIN		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 April 2017)	26,8		
Shares Outstanding (number): (28 April 2017)	28.580.100		
Average Spread (%):	4,59%		
Market Liquidity (%):	2,434%		
Average Trading volume (no of shares):	8.349,9		
Total Value of transactions (€):	1.769.974		
Days to trade (1% of outstanding amount):	36,5		
Free Float (28 April 2017):	33,33%		
Turnover Velocity (F.F. Weighted):	11,1%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	20,28%	29,80%	36,15%

## GROUP STRUCTURE

### Iktinos Hellas SA

#### Subsidiaries

IKTINOS MARMARON SA	100%
FIDIAS HELLAS SA	90%

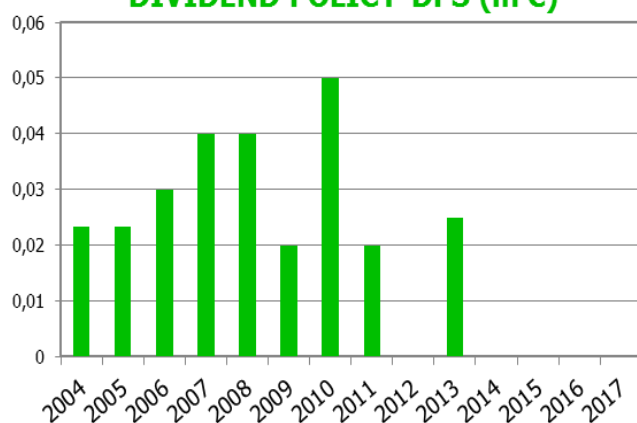
#### Wind Energy Sector

IDEI S.A.	100%
EOLIKI SYNORA S.A.	100%
EOLIKI PROFITIS ILIAS S.A.	100%
EOLIKI MEGA ISOMA S.A.	100%

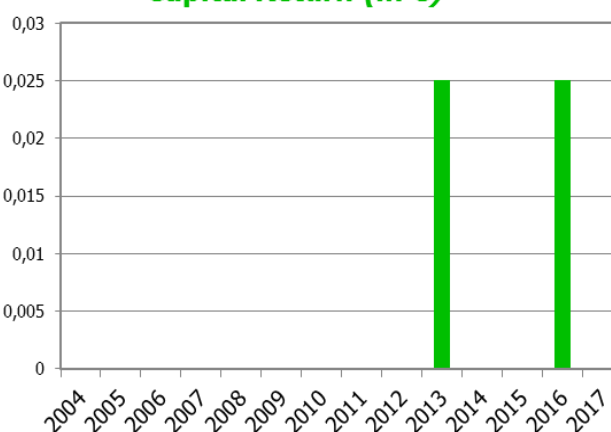
#### Real Estate Sector

LATIRUS ENTERPRISES LTD	20.344%
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### DIVIDEND POLICY-DPS (in €)



### Capital Return (in €)

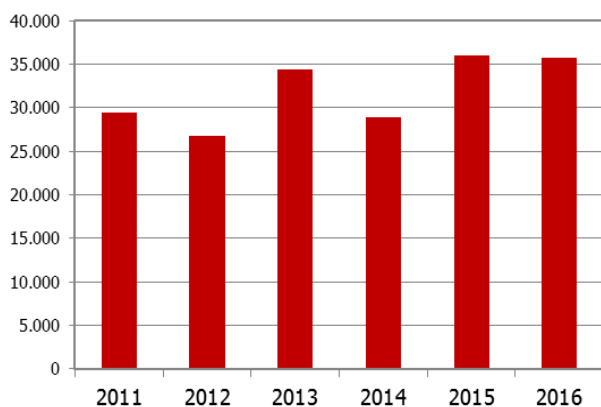


\* In the Annual General Meeting of Shareholders on June 30th 2017 will be proposed dividend €0.04 for FY 2016. (Ex-dividend date: September 9<sup>th</sup> 2017)

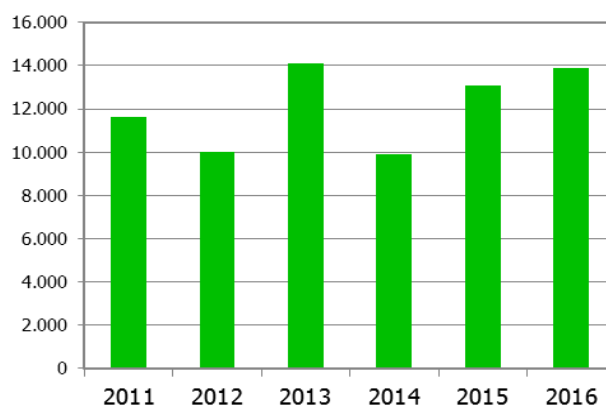
## COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)						
(in € 000)	2011	2012	2013	2014	2015	2016
Sales	29.486	26.791	34.467	28.877	36.084	35.701
Gross profit	11.643	9.993	14.110	9.907	13.083	13.884
EBIT	6.262	4.781	7.480	4.389	5.672	6.304
EBITDA	9.201	7.834	9.882	6.847	8.227	8.695
Earnings before tax	2.818	2.419	5.750	2.738	4.359	3.698
Earnings after tax	1.492	1.646	3.949	1.165	2.020	838
E.P.S.	0,053	0,035	0,140	0,004	0,0711	0,0279
Total Equity	25.872	26.302	29.665	29.911	31.780	31.036
ROE	5,77%	6,26%	13,31%	3,90%	6,36%	2,70%

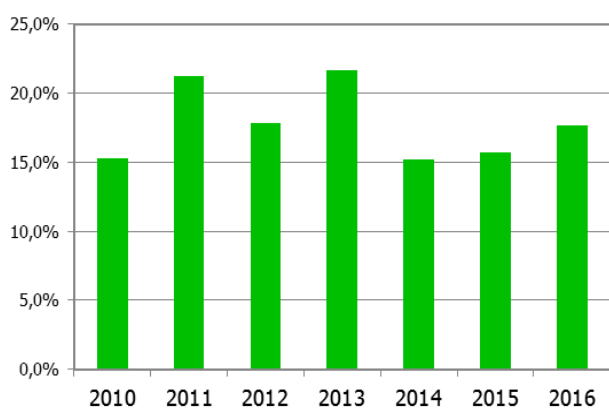
**Revenues (in € 000)**



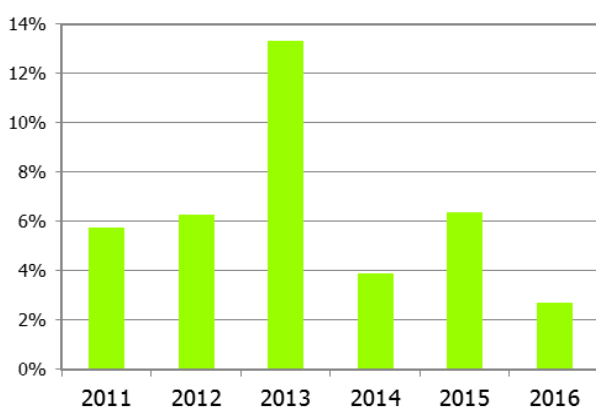
**Gross profit (in € 000)**



**Operating Margin**



**ROE**



<b>MAJOR SHAREHOLDERS (&gt;5%)</b>	
<b>Name</b>	<b>%</b>
CHAIDAS N EVAGELOS	50,95%
CHAIDA IOULIA	5,24%
CHAIDA ANASTASIA IOULIA	5,24%
CHAIDA LIDIA	5,24%
<b>Total</b>	<b>66,67%</b>

<b>BOARD OF DIRECTORS</b>	
<b>Name</b>	<b>Qualification</b>
CHAIDAS N EVAGELOS	PRESIDENT/CEO/EXECUTIVE MEMBER
CHAIDA E IOULIA	VICE PRESIDENT/EXECUTIVE MEMBER
CHAIDA E ANASTASIA	EXECUTIVE MEMBER
CHAIDA E LIDIA	EXECUTIVE MEMBER
CHATZISTEFANIDIS S EFTHIMIOS	INDEPENDENT NON EXECUTIVE MEMBER
TAMAREISIS D IOANNIS	INDEPENDENT NON EXECUTIVE MEMBER
KATSIKAKIS PERISTERIS	NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Evangelos Nikolaos Chaidas** is Chairman of the Board of Directors and Chief Executive Officer of Iktinos Hellas SA Greek Marble Industry since 1974 when he founded the Company. He holds a degree in Architectural Engineering from Università degli Studi di Roma la Sapienza.

**Ms. Ioulia Evangelos Chaida** is Executive Vice Chairman of the Board, Investor Relations Officer of Iktinos Hellas SA Greek Marble Industry. She has a degree in Business Administration from the Athens University of Economics and Business.

**Ms. Anastasia Evangelos Chaida** is Executive Director of Iktinos Hellas SA Greek Marble Industry since 2010. She holds a degree in Economics from St. Georges College, Weybridge. She joined the Company 1987 and in 1995, she became Director of the Human Resources Department. In 2002, she also became Executive Director, Director of Human Resources, Supervisor of Press Release Department.

**Ms. Lydia Evangelos Chaida** is Executive Director of Iktinos Hellas SA Greek Marble Industry since 2009. She previously served as Executive Director, Supervisor of the IT Department. She holds a diploma in Interior Design and Decoration as well as an Architectural Engineering degree from Università degli Studi di Roma La Sapienza.

**Mr. Efthimios Stavros Chatzistefanidis** is Non-Executive Independent Member of the Board of Directors of Iktinos Hellas SA Greek Marble Industry. He is a graduate from the National Technical University of Athens.

**Mr. Ioannis Dionysios Tamareisis** is Non-Executive Independent Director of Iktinos Hellas SA Greek Marble Industry since June 2007. He is a Business Administration graduate from the University of Macedonia, and also holds a degree in Finance from the University of Exeter, United Kingdom.

**Mr. Katsikakis Peristeris** was appointed Non-Executive Member of Iktinos Hellas SA Greek Marble Industry on April 2013. He is the Financial Director of the company.

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