



Website:	<a href="http://www.nakas.gr">http://www.nakas.gr</a>
Bloomberg code:	NAKAS:GA
Reuters code:	FINr.AT
ISIN code:	GRS387503006

## COMPANY PROFILE

Philippos Nakas S.A. Music House is the oldest in Greece, founded in 1937 by Philippos Nakas. The main activity of the company was the publication of works by the most famous Greek composers and the distribution of musical instruments like Gr. Steinweg pianos and Curcianelli and Hohner accordions. All these activities were operated in a small shop in the center of Athens, at 2 Harilaou Trikoupi str.

## EXPORTS

The Company's exports for 2016 representing 3,74% of the total sales of the Company.

## OVERVIEW - TRADING DATA

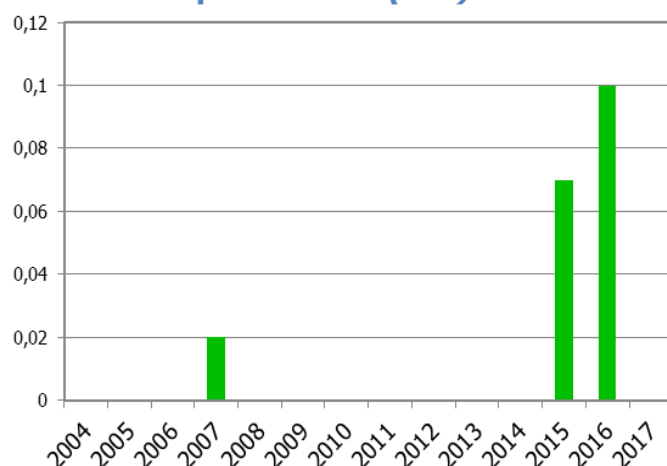
### OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2016 - 30/04/2017)

Symbol:	NAKAS		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 April 2017)	7,6		
Shares Outstanding (number): (28 April 2017)	6.340.000		
Average Spread (%):	11,47%		
Market Liquidity (%):	0,584%		
Average Trading volume (no of shares):	603,0		
Total Value of transactions (€):	133.811		
Days to trade (1% of outstanding amount):	100,6		
Free Float (28 April 2017):	24,6%		
Turnover Velocity (F.F. Weighted):	4,9%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	91,52%	128,31%	112,11%

## GROUP STRUCTURE

Philippos Nakas SA	Parent	
Nakas Music Cyprus LTD	Full consolidation	100%

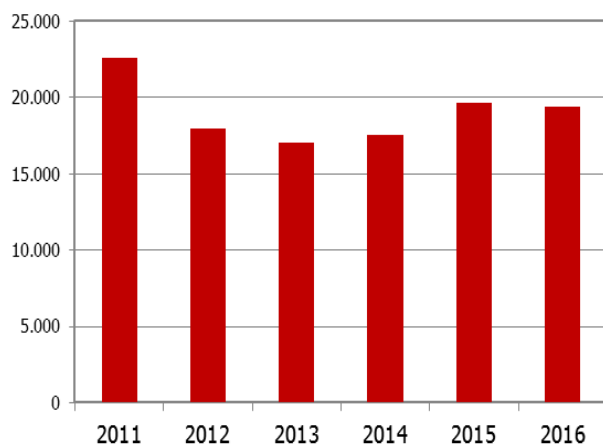
### Capital Return (in €)



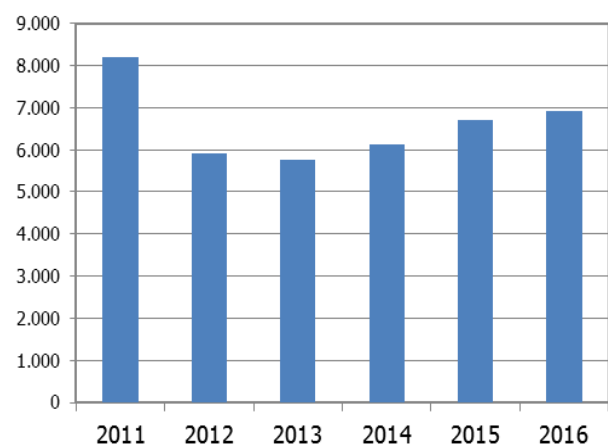
## COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)						
(in € 000)	2011	2012	2013	2014	2015	2016
Sales	22.550	17.995	17.008	17.553	19.624	19.351
Gross profit	8.200	5.920	5.761	6.133	6.708	6.910
EBIT	-341	-1.507	-144	700	1.122	1.763
EBITDA	618	-583	584	1.311	1.765	2.410
Earnings before tax	-706	-1.940	-573	301	736	1.400
Earnings after tax	-740	-2.075	-635	199	620	1.066
E.P.S.	-0,12	-0,33	-0,10	0,03	0,10	0,17
Total equity	20.416	17.502	16.510	16.689	17.385	17.900
ROE	-3,62%	-11,86%	-3,84%	1,19%	3,57%	5,95%
Debt Ratio	6,54	-9,16	7,51	3,55	2,77	1,34

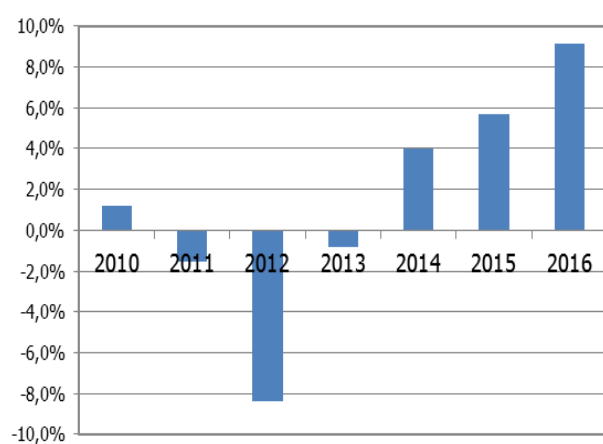
Revenues (in € 000)



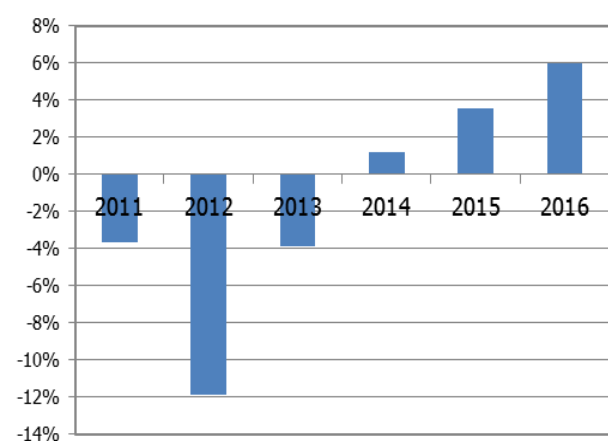
Gross profit (in € 000)



Operating Margin



ROE



## MAJOR SHAREHOLDERS (>5%)

Name	%
NAKAS KONSTANTINOS	37.71%
NAKAS GEORGIOS	37.71%
<b>Total</b>	<b>75.42%</b>

## BOARD OF DIRECTORS

Name	Qualification
NAKAS KONSTANTINOS	PRESIDENT/CEO
NAKAS GEORGIOS	VICE PRESIDENT
VASILAKIS STYLIANOS	EXECUTIVE MEMBER
BARBATOS A. SPIRIDON	INDEPENDENT NON EXECUTIVE MEMBER
VERGOS P. GEORGIOS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Konstantinos Filippos Nakas** is Chairman of the Board of Directors and Managing Director at Philippos Nakas SA since 1988. He graduated from the Economics Department of the University of Athens. He has been engaged in commerce since 1975 and took over the management of the Company in 1988.

**Mr. Georgios Filippos Nakas** is Vice Chairman of the Board at Philippos Nakas SA since 2008. He previously served as Vice Chairman of the Board and Managing Director since 1988. He graduated from the University of Piraeus and he has been active in the commerce sector since 1978.

**Mr. Stylianos Dimitrios Vasilakis** is Executive Director at Philippos Nakas SA since January 4, 2011. He previously served as Financial Manager and Executive Director from 1990 until January 4, 2011. He is a graduate of the Athens University of Economics and Business.

**Mr. Spyridon Antonios Barbatos** is Non-Executive Independent Director at Philippos Nakas SA. He holds a degree from Athens University of Economics and Business. He is a Member of the Audit and Risk Management Committee of the Company.

**Mr. Georgios Panagiotis Vergos** is Non-Executive Independent Director of Philippos Nakas SA since December 15, 2010. He has completed studies in Marketing and has attended seminars in musical instruments sales at YAMAHA CORPORATION in Japan. He joined the Company in 1978 and he served as Pianos Sales Manager until 2009. He is a Member of the Audit and Risk Management Committee of the Company.

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