

A night-time aerial view of a city skyline, likely Singapore, with the Singapore Flyer on the left. The image is overlaid with a glowing blue digital network of lines and nodes, symbolizing connectivity and digital transformation.

EMPOWERING

YOUR DIGITAL TRANSFORMATION JOURNEY

Innovation | Agility | Commitment

Analysts Annual Report

Athens – May 10, 2018

MK-06052018-1

Classification ISO 27001: Public



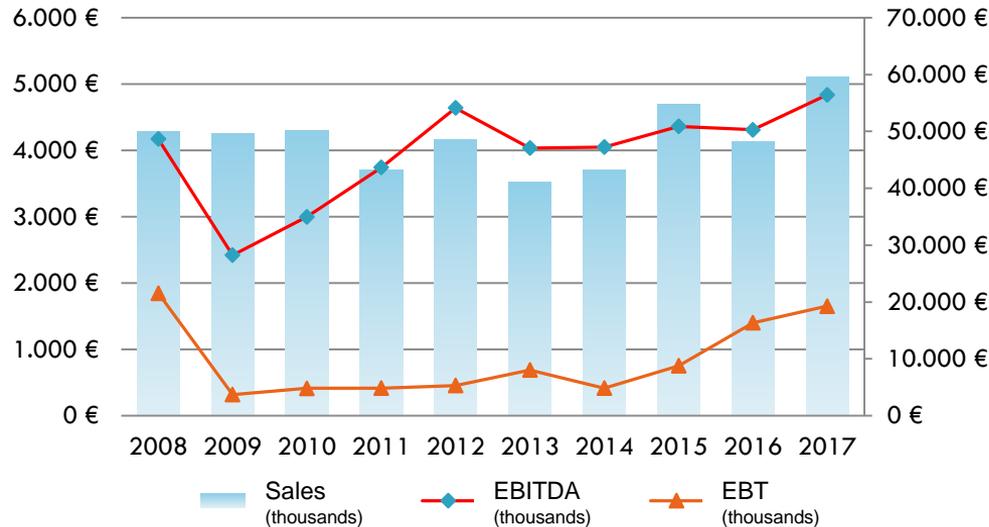
Financial Data

Balance Sheet Summary 2016 - 2017

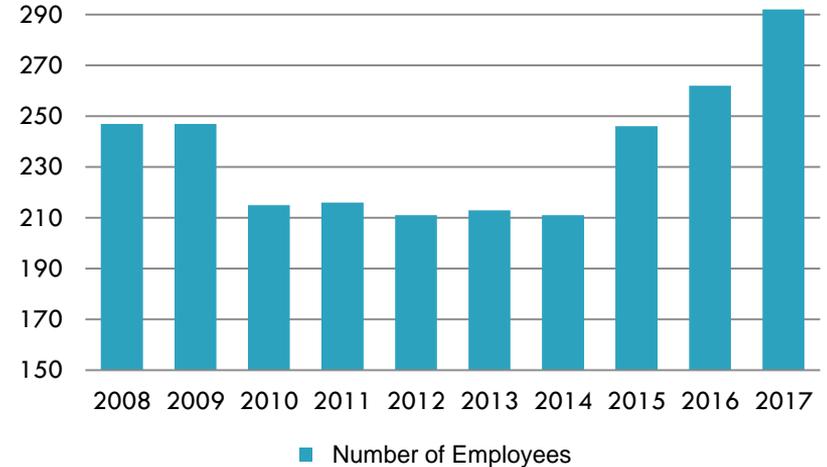
<u>Amounts in € thousand €</u>	Group			Company		
	01.01- 31.12.2017	01.01- 31.12.2016	Change %	01.01- 31.12.2017	01.01- 31.12.2016	Change %
Revenue	59.658	48.169	23,85%	56.559	44.906	25,95%
Gross profit/loss	14.155	13.069	8,31%	12.933	11.886	8,81%
Gross profit margin	24%	27%		23%	26%	
EBITDA	4.838	4.312	12,20%	3.610	3.133	15,23%
EBIT	3.772	3.218	17,22%	2.548	2.044	24,66%
Earnings before taxes	1.652	1.401	17,92%	1.257	1.012	24,21%
Earnings after taxes	1.114	900	23,78%	1.006	791	27,18%

Group's Fundamentals 2008 - 2017

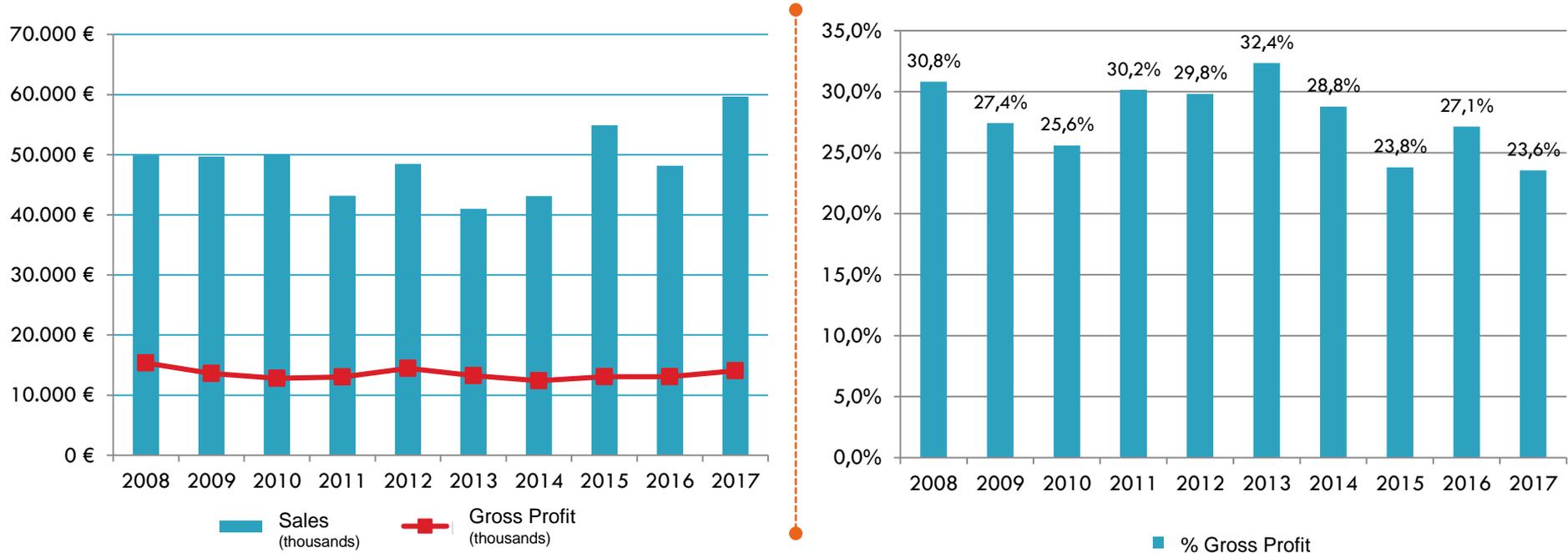
SALES - EBITDA - EBT



Number of Employees

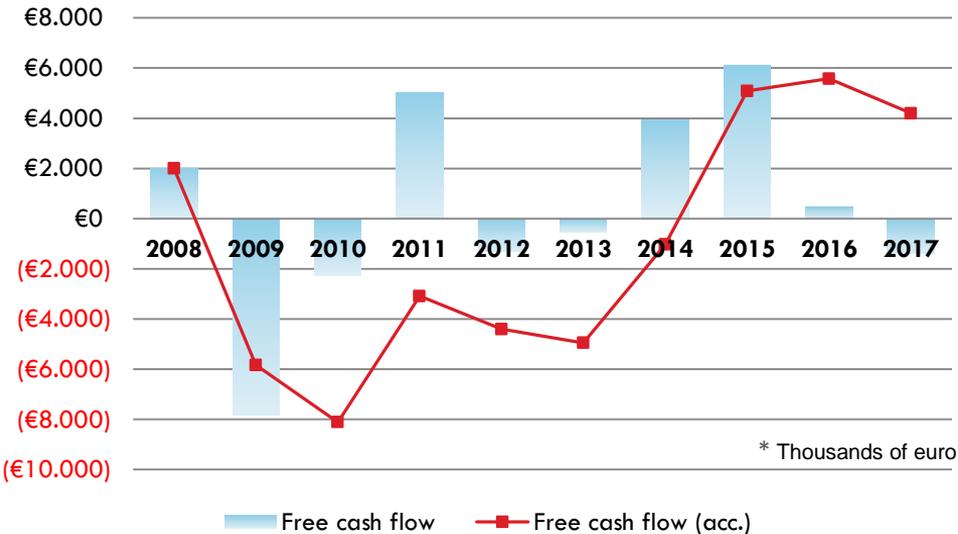


Sales and Gross Profit 2008-2017

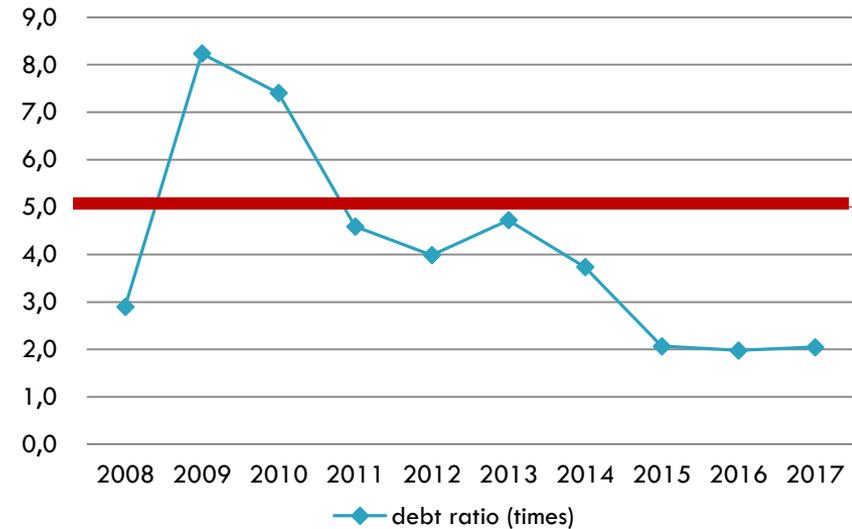


Free Cash Flow & Debt Ratio 2008-2017

FREE CASH FLOW



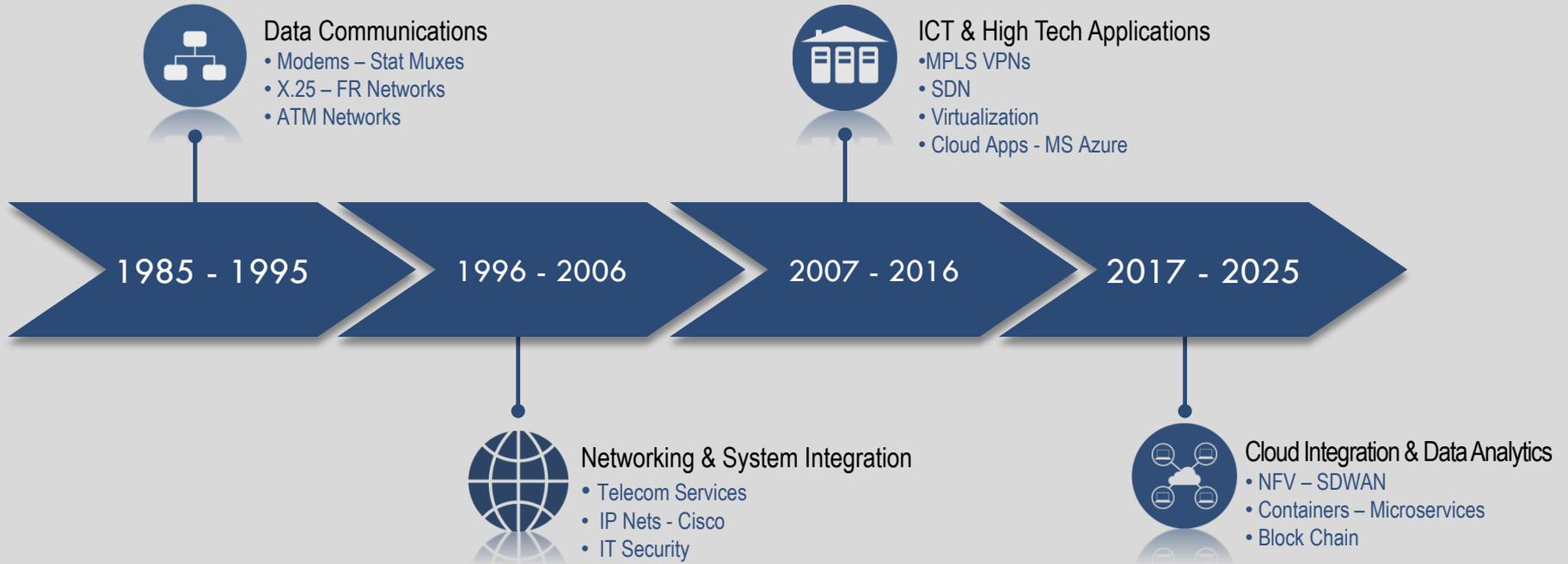
DEBT RATIO (net debt / ebitda)





Commercial Data

From DataCom to Cloud Integration



Space Hellas Offering



Space Hellas Telecom Services Footprint

Multi-vendor Support

As a Service

- Design & Implementation
- Technical Support & Maintenance
- Managed Services & Outsourcing
- Advanced & Professional services
- 24/7 NOC & SOC
- Hybrid network accelerator
- Fully Redundant solutions and Strict SLAs
- Big Data Analytics
- Digital Risk Monitoring

Space Hellas Telecom Network

As a Service



Space Hellas Powered



Target Markets

Industry & Utilities



Industry & Enterprises



Telco



Energy



Media

Financial Services



Banking



Insurance

Public Sector



Government



Defense



Homeland Security

Indicative Customers

Financial Sector



Enterprise & Telco



Public Sector & Defense

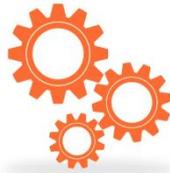


Competitive Advantages



EXPERTISE

>600
certifications and
accreditations



EFFICIENCY

24/7
Service-Desk
with more than
40.000 calls
yearly



RESPONSE

2 Hours
repair time for
customers with
stringent SLA



EFFECTIVENESS

>12.000
on-site calls
executed yearly



AVAILABILITY

>€2 MM
readily available
backup
equipment
spread all over
the country

Commercial Strategy - System Integration

- Company's strategy for growth is based on a strong and healthy customer base that comes mainly from the private sector as well as from participation in complex public projects both in Greece and abroad.
- A high percentage (more than 80%) of total revenues comes from private sector's projects
- In the last years more than 30 offers in Greece and 10 abroad were submitted for projects related to Public Sector. Some of them that are under evaluation and could contribute significantly to company's revenues are: Sizefxis II, Ministry of Foreign Affairs VAC Zone 3, HCAA (VCS KEPATHM's Relocation and Central VCS) Hellenic Police (Mapping, SPOC, UMF and Border Control), HEDNO-MPLS Cyprus (GUN, API, GEEF Frame Agreement) etc. *

*More details can be found in Company's Annual Financial Report 2017

2018 Targets – Prospects

- ❑ Stronger presence in targeted customers
- ❑ Activities expansion abroad
- ❑ Activation of new telecommunication node in Jordan
- ❑ Increase of Support & Maintenance Contracts
- ❑ Positive P&L of all product solutions
- ❑ Strengthening of Product and Service teams in IT, IT security & Telephony
- ❑ Enhancement of Service desk and Managed services offering, Introduction of new tools to NOC and SOC
- ❑ Increase of involvement in S/W projects and Software development

Indicative Technology Partners & Co-operations



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