

***INTRACOM HOLDINGS Group:***

***Significant sales growth, with € 1 bn. backlog, increased EBITDA and after tax profits.***

- Consolidated turnover of € 470,7 mn., increased by 18,5%.
- EBITDA of € 32,3 mn. versus € 29,3 mn. in 2017.
- New contracts signed: € 408 mn.
- Order Backlog as at 31/12/2018: € 875 mn., plus € 120 mn. of new projects in signing procedure

**Paiania, 23 April 2019** - INTRACOM HOLDINGS (ATHEX: INTKA) announces financial results for year 2018, according to IFRS.

Commenting on the financial results of 2018, **Mr. Dimitris Klonis, CEO, INTRACOM HOLDINGS** stated:

«Significant increase in turnover, signing of important new contracts and enhanced profitability, summarize our financial results. The performance of INTRACOM HOLDINGS Group in 2018 marks the commencement of a new growth cycle for our Group. Pursuant to its strategic planning and following AGM Resolutions, INTRACOM HOLDINGS Group redefined its assets' structure, organizing its activities in four main pillars: technology, constructions/infrastructure, real estate and energy. This year constitutes the springboard for further growth, via an integrated strategy of enhancing our competitive advantage on innovation, expanding our portfolio and capitalizing on our experience and know-how in the implementation of complex projects. Our leading drivers, constituting our values over time, are the emphasis on extroversion, strategic partnerships and commitment to long-term strategic planning.»

Group Headline Figures	2018	2017
Turnover	€ 470,7 mn.	€ 397,1 mn.
EBITDA	€ 32,3 mn.	€ 29,3 mn.
EBIT	€ 22,9 mn.	€ 21,2 mn.
EBT	€ 6,8 mn.	€ 4,2 mn.
Taxes	-€9,1 mn.	-€ 5,3 mn.
EAT	- €2,3 mn.	-€ 1,1 mn.
Distributed to:		
-Equity holders of the Company	-€ 0,7 mn.	€ 0,9 mn.
-Non-controlling Interest	-€ 1,6 mn.	- € 2,0 mn.

**Consolidated turnover** sum up to **€ 470,7 mn.**, increased by 18,5 % in comparison to 2017 (Sales 2017: €397,1 mn.). Sales growth is mainly driven by INTRAKAT which overperformed with increase in sales of 58%

**Group EBITDA** amounts to **€ 32,3 mn.** versus € 29,3 mn. in 2017, increase of 10%. All subsidiaries, increased EBITDA profitability, including those with no increase in sales in comparison to 2017.

**Group EBT** summed up to **€ 6,8 mn.** increased by 64% (EBT 2017: € 4,2 mn.)

Following the restructuring of the Group's participations, INTRAKAT focuses on construction, PPPs and concessions sectors having transferred its Energy and Real Estate activities to INTRACOM HOLDINGS. **INTRAKAT Group consolidated turnover** sums up to **€ 232,1 mn.** (2017: € 147,2 mn.), enhanced by the full

deployment of the company's new projects and in particular the project of the 14 Regional Airports.

INTRAKAT Group reported increase in **EBITDA** from € 9,6 mn. in 2017 to **€ 10,3 mn.** in 2018. The Group returned to profitability with **EBT of € 0,6 mn.**, versus losses of € 3,4 mn. in 2017.

Following new signed contracts of **€ 150 mn.**, order backlog at 31/12/2018, amounted to **€ 440 mn.** On top of the above mentioned backlog, the Group is the winning bidder for new projects of **€ 120 mn.**, that are expected to be signed upon completion of the required procedures.

INTRAKAT Group	2018	2017
Turnover	€ 232,1 mn.	€ 147,2 mn.
Adjusted EBITDA	€ 10,3 mn.	€ 9,6 mn.
EBT	€ 0,6 mn.	-€ 3,4 mn.

**INTRASOFT INTERNATIONAL** Group reports consolidated turnover of **€ 169,9 mn.** from € 173 mn. in 2017. Despite the marginal decrease in sales, the Group increased EBITDA profitability by 15,4% and EBT profitability by 35%.

**Order Backlog** as at 31/12/2018 reaches **€ 355 mn.**, while **new contracts** signed in 2018 amounts to **€ 195 mn.**

INTRASOFT INTERNATIONAL Group	2018	2017
Turnover	€ 169,9 mn.	€ 173,0 mn.
EBITDA	€ 12,0 mn.	€ 10,4 mn.
EBT	€ 5,6 mn.	€ 4,2 mn.

**IDE** (Intracom Defense Electronics) reports **sales of € 59,8 mn.**, decreased by 9,2% in comparison to 2017. Nevertheless, the company strengthens its EBITDA profitability by 10%, with EBITDA of € 4,2 mn. compared to € 3,8 mn. in 2017. The company's backlog amounts to € 80 mn., and the new contracts signed amounts to € 63 mn.

IDE (Intracom Defense Electronics)	2018	2017
Turnover	€ 59,8 mn.	€ 65,9 mn.
EBITDA	€ 4,2 mn.	€ 3,8 mn.
EBT	€ 3,3 mn.	€ 3,2 mn.

**INTRADEVELOPMENT** is the group's real estate development arm. In 2018 the Group reports turnover of € 4,5 mn., EBITDA of € 1,7 mn. versus losses of € 2,7 in 2017 and decreased losses before tax to € 0,8 mn. in comparison to losses of € 4,2 mn. in 2017.

INTRADEVELOPMENT - Group	2018	2017
Turnover	€ 4,5 mn.	€ 4,7 mn.
EBITDA	€ 1,7 mn.	- € 2,7 mn.
EBT	- € 0,8 mn.	- € 4,2 mn.

**K-WIND** with sales of € 6,7 mn. increased by 18,2% in comparison to 2017, reports EBITDA 5,4 mn. (increase of 13,6%) and EBT of € 2,1 mn. increased by 62%.

K-WIND	2018	2017
Turnover	€ 6,7 mn.	€ 5,7 mn.
EBITDA	€ 5,4 mn.	€ 4,8 mn.
EBT	€ 2,1 mn.	€ 1,3 mn.

INTRACOM HOLDINGS - Parent	2018	2017
Turnover	€ 2,5 mn.	€ 2,6 mn.
EBITDA	-€ 0,2 mn.	€ 1,1 mn.
EBT	- € 1,9 mn.	- € 0,0 mn.

#### About INTRACOM HOLDINGS

Founded in 1977, INTRACOM SA is listed on the Athens Stock Exchange since 1990. In December 2005 INTRACOM was transformed to a holding company under the name INTRACOM HOLDINGS, being one of the largest multinational technology groups in South-Eastern Europe. The main core companies of the Group are: INTRASOFT INTERNATIONAL: a leading European IT solutions and services group to governments, public organizations and private enterprises. INTRAKAT: one of the top five construction companies in Greece in advanced technology infrastructure, telecom, and environmental projects, IDE (INTRACOM DEFENSE ELECTRONICS): the leading defense electronics supplier in Greece, K-WIND (energy) and INTRADEVELOPMENT ( real estate). INTRACOM HOLDINGS, as a group, has 2,800 employees and operates subsidiaries in 16 countries. For more information please visit: [www.intracom.com](http://www.intracom.com)

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