



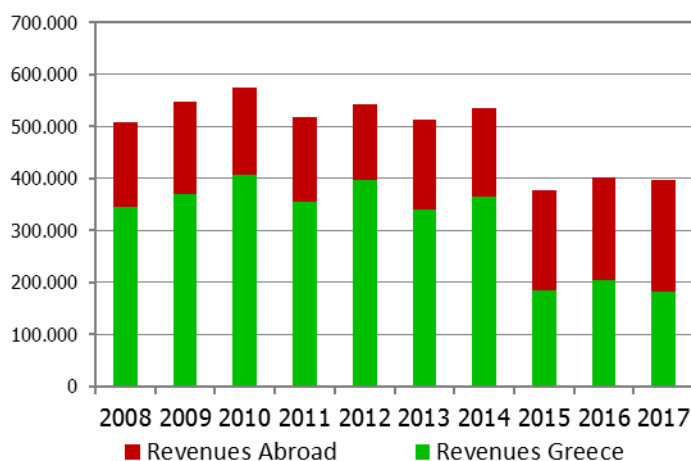
Website:	<a href="http://www.intracom.com">http://www.intracom.com</a>
Bloomberg code:	INTRK:GA
Reuters code:	INRr.AT
ISIN code:	GRS087103008

## 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 2017 represents 53.91% of total sales from continuing activities.

## OVERVIEW - TRADING DATA

### OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2017 - 30/04/2018)

Symbol:	INTRK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (30 April 2018)	114,4		
Shares Outstanding (number): (30 April 2018)	133.025.996		
Average Spread (%):	0,66%		
Market Liquidity (%):	27,152%		
Average Trading volume (no of shares):	169.288,0		
Total Value of transactions (€):	39.281.253		
Days to trade (1% of outstanding amount):	5,5		
Free Float (30 April 2018):	67,10%		
Turnover Velocity (F.F. Weighted):	59,6%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	34,59%	41,84%	43,43%

### GROUP STRUCTURE

Name	Country of incorporation	Direct % interest held	Consolidation method	Unaudited tax years
Intracom S.A Defence Electronic Systems	Greece	100,00%	Full	2014-2017
Intracom Holdings International Ltd	Cyprus	100,00%	Full	2012-2017
- Intracom Technologies Ltd	Cyprus	100,00%	Full	2012-2017
- Intracom Operations Ltd	Cyprus	100,00%	Full	2012-2017
- Intracom Group USA	USA	100,00%	Full	Από ιδρύσεως μέχρι 2017
- Duckelco Holdings Ltd	Cyprus	100,00%	Full	2012-2017
- Ingrelenco Trading Co. Ltd	Cyprus	100,00%	Full	2012-2017
- Athens Tech Sa	Greece	35,41%	Equity	2014-2017
Intrasoft International S.A.	Luxemburg	99,99%	Full	2015-2017
- Intrasoft SA	Greece	99,00%	Full	2012-2017
- Intrasoft International Belgium	Belgium	100,00%	Full	2012-2017
- Intrasoft International Bulgaria	Bulgaria	100,00%	Full	2012-2017
- Global Net Solutions Ltd	Bulgaria	100,00%	Full	2009-2017
- Intrasoft International Scandinavia (πρώην IT Services Denmark AS)	Denmark	100,00%	Full	2007-2017
- Intracom Exports Ltd	Cyprus	100,00%	Full	2012-2017
- Intracom Cyprus Ltd	Cyprus	100,00%	Full	2012-2017
- Intrasoft Information Technology UK Ltd	Great Britain	100,00%	Full	2011-2017
- Intrasoft International USA Inc	USA	100,00%	Full	2014-2017
- Intrasoft International ME FZC	UAE	80,00%	Full	-
- Intracom IT Services Middle East & Africa	Jordan	100,00%	Full	2010-2017
- Intrasoft International East Africa	Kenya	88,00%	Full	2015-2017
- Valeu Consulting	Belgium	50,00%	Full	2017
Advanced Transport Telematics SA	Greece	89,78% (note 1)	Full	2014-2017
Rural Connect SA	Greece	87,73% (note 2)	Full	2014-2017
- Intradevelopment SA Estate Development & Management	Greece	92,31% (note 3)	Full	2011-2017
- Anaptyxiaki Kykladon SA Estate Development	Greece	100,00%	Full	2014-2017
- Intrakyklades Estate Development	Greece	100,00%	Full	2014-2017
- Inestia Touristiki SA	Greece	50% (note 4)	Full	2015-2017
- Intra-hospitality SA Hotel and Tourism business	Greece	100,00%	Full	2015-2017
- Alpha Anaptyxiaki Kykladon SA	Greece	100,00%	Full	2016-2017
- Beta Anaptyxiaki Kykladon SA	Greece	100,00%	Full	2016-2017
- Intrapar SA**	Greece	100,00%	Full	2010-2017
- Kekrops SA**	Greece	34,06%	Equity	2010-2012, 2016-2017
- Devenetco Ltd.	Cyprus	50,00%	Equity	2017
- Grayalfa Holdings Ltd.**	Cyprus	100,00%	Equity	2017
- B.L. Bluepro Holdings Ltd.	Cyprus	100,00%	Equity	2016-2017
- Beneciolo Co Ltd**	Cyprus	100,00%	Equity	2017
- Stuerza Properties Ltd**	Cyprus	100,00%	Equity	2017

Note 1: The total indirect shareholding in Advanced Transport Telematics (89,78%) results from the participation of the subsidiaries Intrasoft International SA (direct shareholding 50%) and Intrakat SA (direct shareholding 50%).  
Note 2: The total indirect shareholding in Rural Connect SA (87,73%) results from the interests held by the Company (direct shareholding 30%) and the subsidiaries Intrakat SA (direct shareholding 60%) and Intrasoft International SA (direct shareholding 10%).

Note 3: The total indirect shareholding in Intradevelopment (92,31%) results from the interests held by the Company (direct shareholding 62,39%) and the subsidiary Intrakat (direct shareholding 37,61%).

Note

4: The control on Inestia Touristiki SA is exercised through the majority of the members of the Board of Directors.

Note 5: The total shareholding in Rominplot SRL is 100% through the participation of another subsidiary.

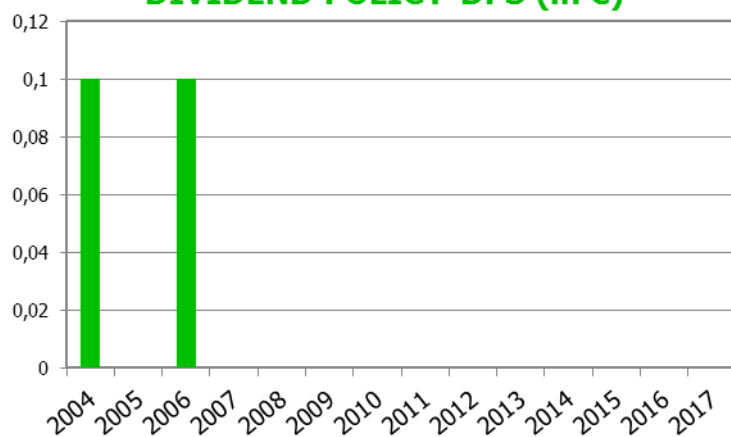
Note 6: The total shareholding in BWIND Power is 100% through the shareholding of the subsidiary Intrapower which is 70%.

(\*) Direct shareholding

(\*\*) These companies have been included in the Group for the first time in the current year but were not included in the corresponding period of 2016.

Name	Country of incorporation	Direct % interest held	Consolidation method	Unaudited tax years
Intrakat SA	Greece	79,56%	Full	2013-2017
- Intracom Construct SA	Romania	97,17%	Full	2009-2017
- Oikos Properties SRL	Romania	100,00%	Full	2009-2017
- Rominplot SRL	Romania	99,99% (note 5)	Full	2009-2017
- J/V Aktor ATE - Lobbe Tzilalis - Eurokat ATE (Total administration of ooze KEL)	Greece	33,33%	Proportional	2011-2017
- Intrakat International Ltd	Cyprus	100,00%	Full	2008-2017
- Alpha Mogilany Development SP Z.O.O.	Poland	25,00%	Proportional	2008-2017
- K-Wind Kithaironas SAA( former A. Katselis Energeiaki SA)	Greece	80,00%	Full	2011-2017
- A.K. Energeiaki SA	Greece	60,00%	Full	2011-2017
- System of Controllable Parking of Thessaloniki SA (STELSTATH)**	Greece	95,00%	Full	2017
- Company of special purpose "System of Controllable Parking of Thessaloniki SA**"	Greece	60,00%	Full	2017
- Company Operating the Unit of Urban Solid Waste Treatment Facility of Serres SA (ELMEAS SA)**	Greece	40,00%	Equity	2017
- Company Managing the Urban Solid Waste in the Municipality of Serres SA (SIRRA SA)**	Greece	40,00%	Equity	2017
- Intrablue Hotel and Tourist Enterprises	Greece	68,81%	Full	2014-2017
- Fracasso Hellas AE Design & construction of road safety systems	Greece	80,00%	Full	2016-2017
- Fracasso Holdings D.O.O	Croatia	40,00%	Equity	2015-2017
- J/V Intrakat. - "J/V Archirodon Hellas ATE - Prisma Domi ATE" (General Detainment Facility of Eastern Macedonia & Thrace)	Greece	80,00%	Full	2011-2017
- J/V Intrakat - Proteas (Ombria Anavisou)	Greece	50,00%	Proportional	2014-2017
- J/V Intrakat - Proteas (Project for completion of Xiria stream)	Greece	50,00%	Proportional	2014-2017
- Intrapower SA Energy Projects	Greece	100,00%	Full	2016-2017
- B-WIND Power SA	Greece	30,00% (note 6)	Full	2015-2017
- Mobile Composting S.A.	Greece	24,00%	Καθαρή θέση	2012-2017
J/V Mohlos - Intrakat (Swimming pool)	Greece	50,00%	Καθαρή θέση	2011-2017
J/V Panthessaliko Stadium	Greece	15,00%	Καθαρή θέση	2011-2017
J/V Intrakat - ATTIKAT (Egnatia Road)	Greece	50,00%	Proportional	2011-2017
J/V Intrakat - Elter (Natural gas school installation project)	Greece	30,00%	Proportional	2011-2017
J/Vintrakat - Elter (Gas distribution network expansion Xanthi, Serres, Komotini)	Greece	50,00%	Proportional	2011-2017
J/V AKTOR ATE - J&P Avax - Intrakat (J/V Moreas)	Greece	13,33%	Proportional	2011-2017
J/V Intrakat- Elter (EPA 7 - Natural gas pipeline distribution network Attica South Region)	Greece	49,00%	Proportional	2011-2017
J/V Anastilotiki - Getem - Eteth - Intrakat (Museum of Patras)	Greece	25,00%	Proportional	2011-2017
J/V Anastilotiki - Getem - Intrakat (Peiros-Parapeiros Dam)	Greece	33,30%	Proportional	2011-2017
J/V Intrakat - K.Panagiotidis & Co (Project of transfer line 1)	Greece	60,00%	Proportional	2011-2017
J/V Intrakat - K.Panagiotidis & Co (Project of transfer line 1)	Greece	46,90%	Proportional	2011-2017
J/V Ekter SA - Erteka SA - Themeli SA - Intrakat (Networks of Filothei region in Kifisia)	Greece	24,00%	Proportional	2011-2017
J/V Intrakat - G.D.K. Texniki E.P.E. "J/V for the construction of Filiatrinou Dam"	Greece	70,00%	Proportional	2011-2017
J/V Intrakat - G.D.K. Texniki E.P.E. "J/V for the construction of Filiatrinou Dam"	Greece	33,33%	Proportional	2012-2017
J/V AKTOR ATE - Porto Karras AE - Intrakat (Eschatias Dam)	Greece	25,00%	Proportional	2013-2017
J/V Intrakat - Proteas (Xiria Corinth)	Greece	50,00%	Proportional	2012-2017
J/V AKTOR ATE - J&P AVAX - Intrakat (Panagopoulos Tunnel)	Greece	25,00%	Proportional	2014-2017
J/V AKTOR ATE - INTRAKAT (Tracking Payment Aposelemis reservoir)	Greece	50,00%	Proportional	2014-2017
J/V ATERMON ATE - INTPAKAT (Supply of materials & construction of transmission line 400 KV KIT-Lagada KIT Philipon and change of transmission line 400 KIT Thessalonikis - KIT Lagada KYT Philipon)	Greece	50,00%	Proportional	2014-2017
J/V TERNA - AKTOR (Votanikos Mosque)**	Greece	25,00%	Proportional	2016-2017
J/V INTRAKAT - ERGO ATE (Construction of distribution network & and gas pipelines in Attiki)	Greece	50,00%	Proportional	2014-2017
J/V INTPAKAT - Archirodon-Envitec (Construction of Unit of Urban Solid Waste Treatment Facility Of Serres S.A.) **	Greece	40,00%	Proportional	2017
J/V INTRAKAT - Watt S.A. (Construction of Unit of Waste Treatment Facility 2nd D.E. S.Voiotias)**	Greece	50,00%	Proportional	2017

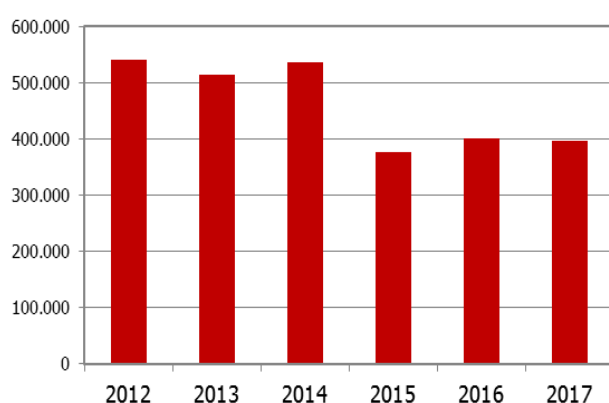
## DIVIDEND POLICY-DPS (in €)



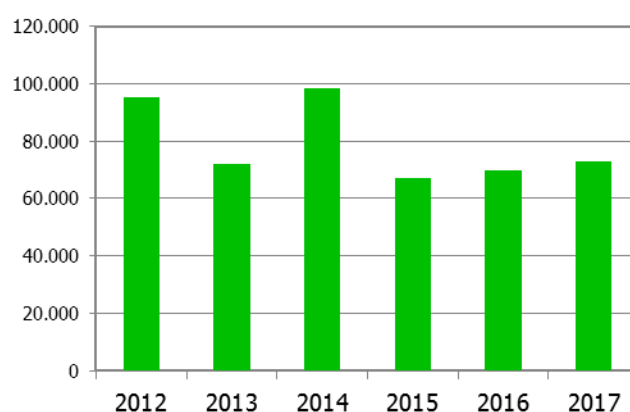
## COMPANY'S PERFORMANCE

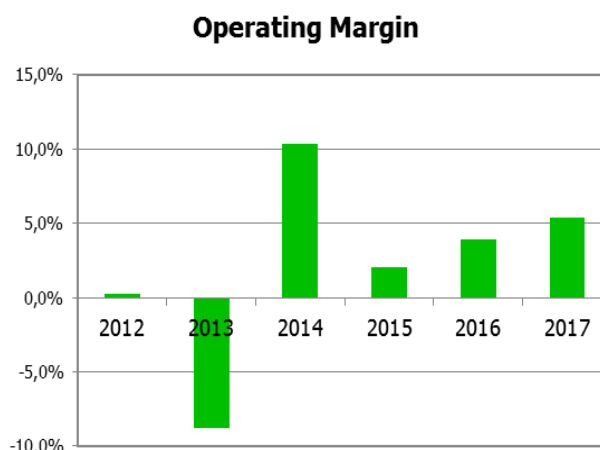
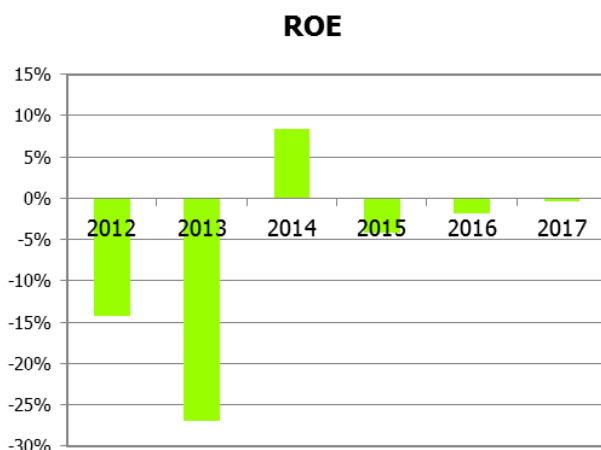
FINANCIAL OVERVIEW (consolidated)						
(in € 000)	2012	2013	2014	2015	2016	2017
Sales	541.690	513.654	535.316	377.102	401.656	397.129
Gross profit	95.156	72.125	98.250	67.236	69.757	73.110
EBIT	1.419	-45.107	55.388	7.734	15.690	21.217
EBITDA	83.300	123.477	101.365	23.012	27.817	29.301
Earnings before tax	-49.432	-75.844	25.522	-7.663	1.001	4.166
Earnings after tax	-49.662	-73.238	23.896	-11.677	-5.023	-1.107
E.P.S.	-0,322	-0,490	0,15	-0,0744	-0,0226	0,007
Total Equity	347.526	272.170	286.370	281.728	272.196	270.295
ROE	-14,29%	-26,91%	8,34%	-4,14%	-1,85%	-0,41%

### Revenues (in € 000)



### Gross profit (in € 000)





## MAJOR SHAREHOLDERS (>5%)

Name	%
SOCRATES P. KOKKALIS	24,17%
CONSTANTINOS G. DIMITRIADIS	8,73%
<b>Total</b>	<b>32,90%</b>

## BOARD OF DIRECTORS

Name	Qualification
DIMITRIOS 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. Dimitrios 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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