# Autohellas

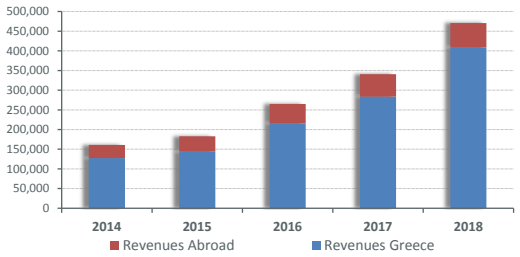
| | |
|---|---|
| Website: | https://www.autohellas.gr/ependytikes-plirofories |
| Bloomberg code: | OTOEL:GA |
| Reuters code: | AUTr.AT |
| ISIN code: | GRS337003008 |

## COMPANY PROFILE

Autohellas Group operates in 8 countries, with car rental as its main activity but with increasing presence in auto trade as well. Autohellas SA, a franchisee of Hertz International, is a Greece-based car rental company engaged in the field of vehicle renting and leasing and auto trade. Renting, deals with short term renting up to one year, serving both individuals and companies representing Hertz, Thrifty, Dollar and Firefly brands. Fleet Management, deals with long term renting and offers fleet rental and management services mainly to businesses. Its services include Hertz Leasesaver, Sale and Leaseback, Leasing Services and Hertz AdVANtage for Van renting, and is also engaged in Equipment Rental, offering rental of construction and industrial equipment. As an extension of these activities, the Company is also active in selling used cars. On top of that, since 2015, the Company became the exclusive importer of SEAT cars and spare parts in Greece.

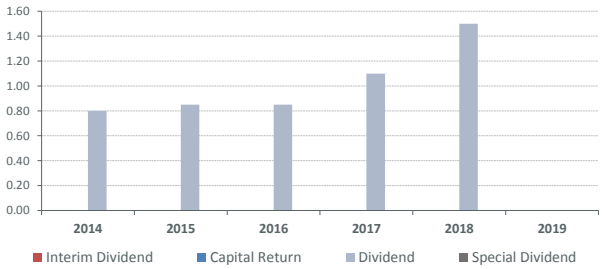
The Group also operates abroad through subsidiaries in Cyprus, Romania, Bulgaria, Serbia, Montenegro, Ukraine and Croatia, where it provides short and long term car rental services and maintains the exclusive right to use the Hertz trademark. In Bulgaria, it is also the exclusive importer of SEAT cars and spare parts. Furthermore, through its subsidiaries in Greece, the Group is involved in the auto trading new and used cars of various brands, such as FORD, OPEL, SEAT, FIAT, ALPHA ROMEO, HONDA, SAAB, ABARTH, MITSUBISHI, BMW, BMW-MOTO, MINI, HYUNDAI, KIA and VOLVO, as well as provision of related after sales support services, car maintenance and repair. At the end of 2017, the Group, through acquisitions, became the exclusive importer of HYUNDAI and KIA cars and spare parts in Greece.

### REVENUE ANALYSIS (in € 000)




Revenues from abroad represented the 13.21% of the group's annual turnover in 2018.

### DIVIDEND POLICY & CAPITAL RETURN (in €)




## OVERVIEW - TRADING DATA

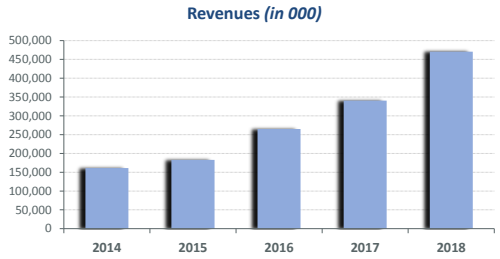
| OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2018 - 30/04/2019) | | | |
|---|---|---|---|
| Symbol: | | | OTOEL |
| Athex Market: | | | MAIN MARKET |
| Listing in Athex: | | | August 30, 1999 |
| Sector Classification: | | | Travel & Leisure |
| Subsector Classification: | | | Travel & Tourism |
| Market Cap (Mil. €): (30 April 2019) | | | 305,344 |
| Shares Outstanding (number): (30 April 2019) | | | 12,213,750 |
| Average Spread (%): | | | 1.25 |
| Market Liquidity (%): | | | 2.12% |
| Average Trading volume (no of shares): | | | 81,726.3 |
| Total Value of transactions (€): | | | 893,739 |
| Days to trade (1% of outstanding amount): | | | 33.9 |
| Free Float (30 April 2019): | | | 34.92% |
| Turnover Velocity (F.F. Weighted): | | | 17.38% |
| **Historic Volatility** | **30 days** | **60 days** | **90 days** |
| (annualised %) | 30.46% | 24.27% | 23.34% |

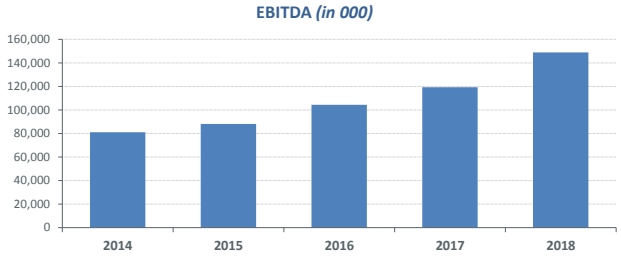
## GROUP STRUCTURE

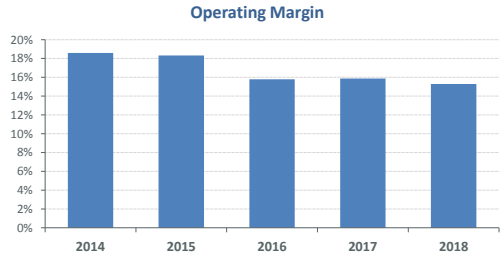
| Subsidiaries | Location | % Holding |
|---|---|---|
| AUTOHELLAS TOURISM & TRADING S.A. | Kifissia, Attica | Parent company |
| AUTOTECHNICA LTD | Sofia, Bulgaria | 100% |
| AUTOTECHNICA (CYPRUS) LIMITED | Nicosia, Cyprus | 100% |
| AUTOTECHNICA FLEET SERVICES S.R.L. | Bucharest, Romania | 100% |
| AUTOTECHNICA HELLAS SA | Kifissia, Attica | 100% |
| A.T.C. AUTOTECHNICA (CYPRUS) LTD | Nicosia, Cyprus | 100% |
| AUTOTECHNICA SERBIA DOO | Belgrade, Serbia | 100% |
| AUTOTECHNICA MONTENEGRO DOO | Podgorica, Montenegro | 100% |
| AUTOTECHNICA FLEET SERVICES LLC | Kiev, Ukraine | 100% |
| AUTOTECHNICA FLEET SERVICES DOO | Zagreb, Croatia | 100% |
| ANTERRA DOO | Zagreb, Croatia | 100% |
| HYUNDAI HELLAS SA | Mandra, Attica | 70% |
| KIA HELLAS SA | Mandra, Attica | 70% |
| DERASCO TRADING LIMITED | Nicosia, Cyprus | 100% |
| **Associates / Joint Ventures** | | |
| ELTREKKA S.A. (Joint Venture) | Nea Kifissia, Attica | 50% |
| SPORTSLAND SPORT FACILITIES – TOURISM AND HOTELS S.A (Joint Vent | Nea Kifissia, Attica | 50% |
| CRETE GOLF S.A. (Associate) | Hersonissos, Crete | 45% |

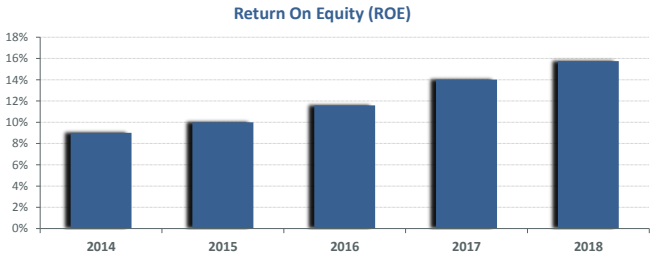
## COMPANY'S PERFORMANCE

| FINANCIAL OVERVIEW (Consolidated) (in 000) | 2014 | 2015 | 2016 | 2017 | 2018 |
|---|---|---|---|---|---|
| Revenues | 161,119 | 182,893 | 264,806 | 340,632 | 470,380 |
| Gross Profit | 45,400 | 50,502 | 65,211 | 80,692 | 102,834 |
| EBIT | 29,948 | 33,511 | 41,814 | 54,059 | 71,941 |
| EBITDA | 81,052 | 88,111 | 104,344 | 119,295 | 148,913 |
| Profit before tax | 20,792 | 27,560 | 30,318 | 41,393 | 55,193 |
| Profit after tax | 16,116 | 18,634 | 22,691 | 31,626 | 38,808 |
| Total Equity | 178,774 | 186,321 | 195,747 | 225,616 | 246,414 |
| E.P.S. | 1.330 | 1.53 | 1.87 | 2.60 | 3.15 |
| ROE | 9.01% | 10.00% | 11.59% | 14.02% | 15.75% |
| Net Debt Ratio | 1.76 | 2.44 | 2.50 | 2.82 | 1.93 |




## MAJOR SHAREHOLDERS (>5%)

| Name | % |
|---|---|
| FIDELITY INTERNATIONAL | 5.02% |
| VASSILAKIS EFTICHIOS | 60.06% |
| **Total** | **65.08%** |

## BOARD OF DIRECTORS

| Name | Qualification |
|---|---|
| VASSILAKI EMMANUELLA | PRESIDENT/EXECUTIVE MEMBER |
| VASSILAKIS EFTICHIOS | VICE PRESIDENT/CEO/EXECUTIVE MEMBER |
| VASSILAKIS GEORGIOS | EXECUTIVE MEMBER |
| MAGIOROS DIMITRIOS | EXECUTIVE MEMBER |
| PELEKANOU GARIFALIA | EXECUTIVE MEMBER |
| FLEGAS SPIRIDON | INDEPENDENT NON EXECUTIVE MEMBER |
| GIANNOPOULOS MARINOS | INDEPENDENT NON EXECUTIVE MEMBER |
| SFAKAKIS KONSTANTINOS | INDEPENDENT NON EXECUTIVE MEMBER |

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