



Website:	http://www.stelioskanakis.gr
Bloomberg code:	KANAK:GA
Reuters code:	KANr.AT
ISIN code:	GRS448003004

COMPANY PROFILE

Since 1985, STELIOS KANAKIS S.A. has been offering to the Greek Confectioners and Bakers unique and premium Confectionery, Bakery & Ice-Cream Ingredients and high level services for distinguished creations. All these years, the Company has had a long and steady course of continual growth and rapid evolution and today STELIOS KANAKIS ABEE holds the first place in the confectionery-bakery supply sector in Greece.

EXPORTS

Company's exports as 1.84% of total sales.

KEY INVESTMENT HIGHLIGHTS

Represents exclusively in Greece, Cyprus and the Balkans, 26 top quality producers of confectionery, bakery & ice cream raw materials. Its primary concern is the high quality of the products imported and distributed as well as the continuous search in the market for new products and services that fulfill the ever-growing taste needs and preferences of consumers. STELIOS KANAKIS S.A. never ceases to create, evolve and lead the market. With the distinguished Athens Center of Gastronomy, its branch in Northern Greece with ultra modern premises at Sindos Industrial Area, inside which also operates the state of the art Thessaloniki Center of Gastronomy, and with a strong distribution network in Cyprus and the Balkan countries, the Company offers innovative products, high level services and efficient technical support and training in Greece, Cyprus and the Balkan region.

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2012 - 28/03/2013)

Symbol:	KANAK		
Athex Market:	LOW DISPERSION		
Market Cap (Mil. €): (28 March 2013)	9,8		
Shares Outstanding (number): (28 March 2013)	7.500.000		
Average Spread (%):	7,14%		
Market Liquidity (%):	1,212%		
Average Trading volume (no of shares):	1.857		
Total Value of transactions (€):	503.708		
Days to trade (1% of outstanding amount):	44,0		
Free Float (28 March 2013):	19,9%		
Turnover Velocity (F.F. Weighted):	30,2%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	40,42%	38,40%	38,77%

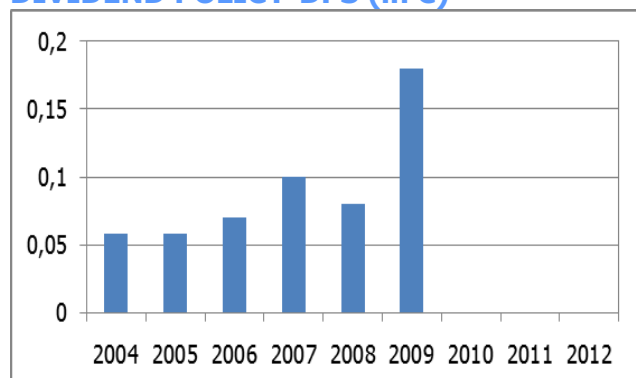
Note: As of June 3rd, 2013, the company's shares will be trading on the "Main Market" category of ATHEX, due to the results of the Semi-Annual Review.

GROUP STRUCTURE

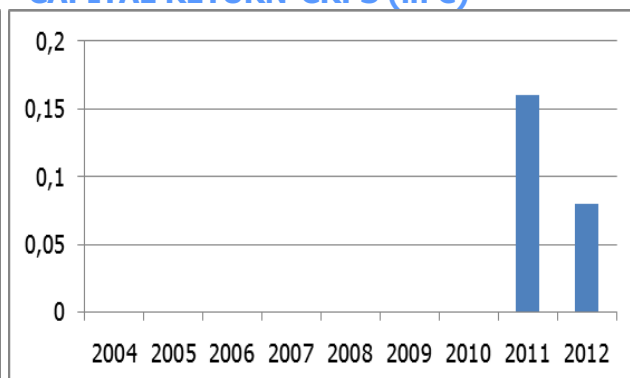
STELIOS KANAKIS S.A.

STELIOS KANAKIS S.A. has no subsidiaries

DIVIDEND POLICY-DPS (in €)

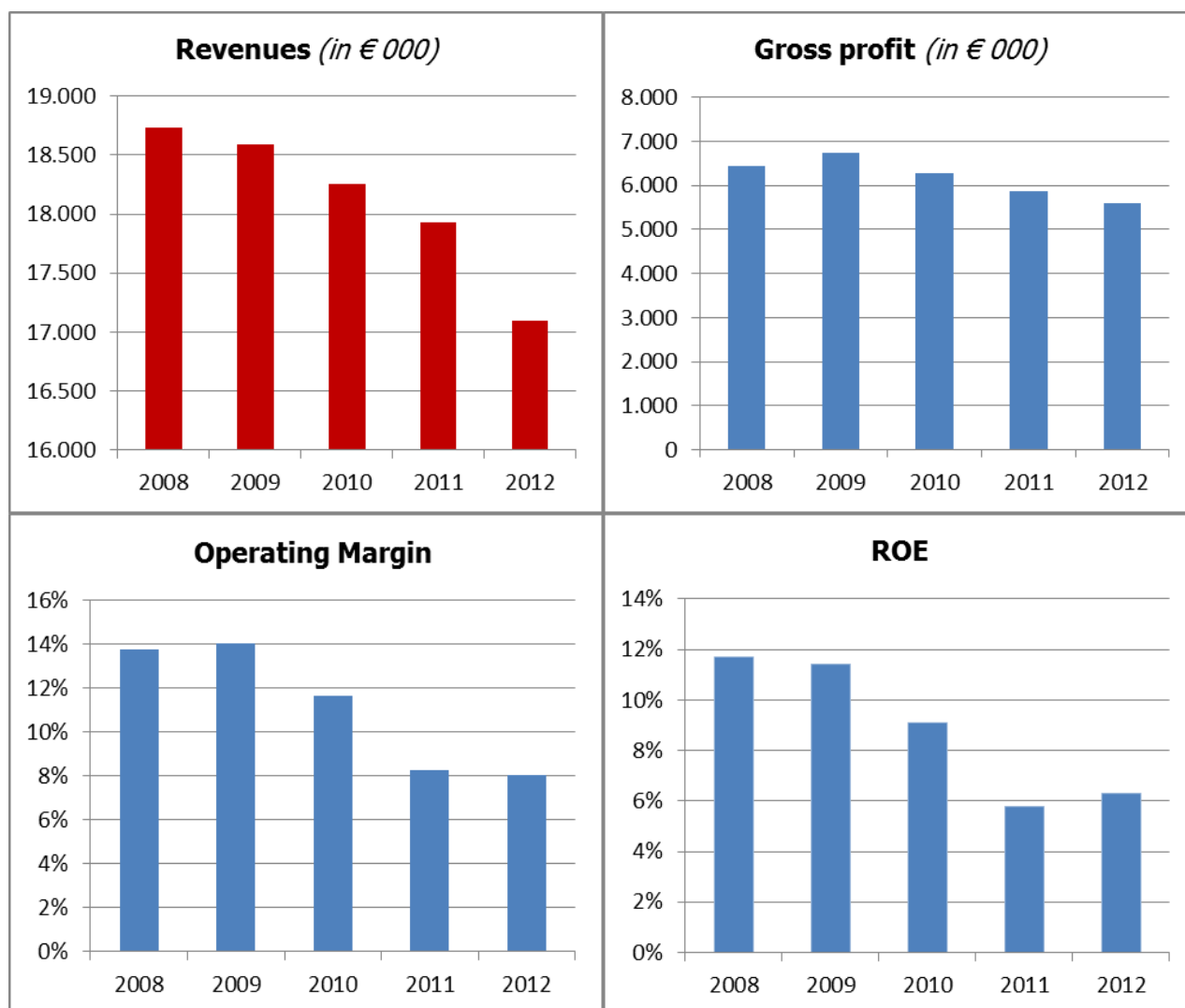


CAPITAL RETURN-CRPS (in €)



COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)				
(in € 000)	2009	2010	2011	2012
Sales	18.588	18.257	17.934	17.102
Gross profit	6.739	6.293	5.861	5.609
EBIT	2.617	2.134	1.486	1.377
EBITDA	2.851	2.370	1.716	1.578
Earnings before tax	2.590	2.123	1.401	1.375
Earnings after tax	1.885	1.400	906	1.055
E.P.S.	0,25	0,20	0,12	0,14
Total equity	16.494	15.383	15.689	16.744
ROE	11,43%	9,10%	5,78%	6,30%
Debt Ratio	-0,23	-0,22	0,21	-1,67



MAJOR SHAREHOLDERS (>5%)

Name	%
KANAKIS D. STYLIANOS	72,10%
KANAKI S. MARIA	8,00%
Total	80,10%

BOARD OF DIRECTORS

Name	Qualification
KANAKIS D. STYLIANOS	PRESIDENT/CEO
KANAKI E. MARIA	VICE PRESIDENT
KANAKI S. ELEFThERIA	DEPUTY CEO/EXECUTIVE MEMBER
KALLIANTASIS G. SERAFEIM	NON EXECUTIVE MEMBER
SIRMOS V. ATHANASSIOS	NON EXECUTIVE MEMBER
VATALIDIS P. CHRISTOS	NON EXECUTIVE MEMBER
PAPAGEORGIOY M. CHRISTOS	INDEPENDENT NON EXECUTIVE MEMBER
PILATOU T. ALEXANDRA	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Stelios Kanakis - President of the Board of Directors & Managing Director has significant experience in the food trade market and is active in the field since 1969, initially within his family business and later in independent business activities. For several years he was member of the board of the Athens Chamber of Small & Medium Sized Industries.

Mrs. Maria Kanaki - Vice President of the Board of Directors has twenty years professional experience in the confectionary, bakery, and ice cream sector. She monitors and supervises the relations with the suppliers and the communication policy of the Company.

Mrs. Eleftheria Kanaki - Deputy Managing Director, Product Selection & Development Manager, graduate of the Athens University of Economics and Business, with a degree in Business Organization & Administration and postgraduate studies in Business Administration (M.B.A) in the U.S.A, has been with the Company since 1998.

Mr. Athanassios Sirmos - Finance & Admin. Services Director, Member of the Board, graduate of the Athens University of Economics and Business, has extensive experience since he served as Asst. Financial Services Manager of C. Katselis & Sons S.A., a company listed on the Athens Stock Exchange, for 12 years. He was employed with the Company between 1993 and 1997 as a consultant and since 1997 as Financial Director. He supervises the administration support domain of the Company.

Mr. Christos Vatalidis - Purchasing & Logistics Manager, Member of the Board with studies in computers, has been employed with the Company since 1993.

Mrs. Alexandra Pilatou - Member of the Board, graduate of University of Athens Law School, member of the Athens Bar Association since 2006, practices before Athens High Court of First Instance. An Associate at D. I. Paschos Law Firm, acts in all matters arising in the area of company and commercial law, including the conduct of due diligence reviews and advises on corporate governance, company establishment and regulatory issues.

Mr. Christos Papageorgiou - Member of the Board, graduate of the Athens University of Economics and Business, Financial Director and Deputy Managing Director for many years of the company "C. Katselis & Sons S.A.". Consultant of many companies regarding financial and other economic matters, with significant experience in his area of practice.

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