



Website:	www.space.gr
Bloomberg code:	SPACE:GA
Reuters code:	SPAr.AT
ISIN code:	GRS402003008

COMPANY PROFILE

Space Hellas S.A. is a well-established System Integrator and Value Added Solutions/Service Provider, holding a leading position in the high technology arena since 1985. Space Hellas designs, supplies, implements and supports integrated ICT and Security solutions for the financial, enterprise, public and defense sectors.

Space Hellas Headquarters are situated in Athens, with branches in Athens, Thessaloniki, Patra, Heraklion Crete and Ioannina with subsidiaries in Cyprus, Romania, Serbia and Malta, and activities in the Balkans and the Middle East.

Space Hellas' commitment to quality and security are certified according to ISO 9001:2008 quality standard for its products and solutions and ISO/IEC 27001:2005 for its information security management system.

Space Hellas' Unique Selling Point is its diversified and extensive portfolio of ICT & Security technologies that are supported with in-house resources, with its engineers holding more than 300 leading international vendor certifications and accreditations boosting Space Hellas's technological lead.

Space Hellas SA stands out from its competitors with its exceptional nationwide technical support network. Supporting over 2,000 customers on a per-call basis, with its state-of-the-art ITILv3 conforming Service Desk / Network Operations Centre (NOC), Space Hellas serves the biggest enterprises on a 24h basis, with more than 40.000 calls yearly and a 2-hour repair time for customers with strict SLAs.

Last but not least, Space Hellas is particularly active into Research & Development both at National and European level, thus acknowledging the importance of niche scientific and technological knowledge on the one hand, and the exploitation of technological achievements and opportunities for innovation and satisfaction of new demands, on the other hand.

EXPORTS

Space Hellas is active in Cyprus, Romania, Albania, Serbia and Malta seeking to expand its business activities abroad by targeting large-scale integration projects and Service operations in the Middle East and the Balkans.

Space Hellas solutions that are being primarily offered in these markets include: Telecommunication Services and technical support to Multinational corporations, sports event management and e-ticketing solutions, physical security systems, telematics applications, disaster recovery services, IT infrastructure intelligence and monitoring (with "Space Hellas Pulse" in house developed platform). All these capabilities have been demonstrated through the implementation of relevant large-scale projects, therefore offering Space Hellas SA a significant advantage over its competitors.

The company's exports represent the 14.17% of annual turnover in 2012.

GROUP STRUCTURE

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2012 - 28/03/2013)			
Symbol:	SPACE		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 March 2013)	11,2		
Shares Outstanding (number): (28 March 2013)	6.456.530		
Average Spread (%):	12,98%		
Market Liquidity (%):	0,362%		
Average Trading volume (no of shares):	542		
Total Value of transactions (€):	202.723		
Days to trade (1% of outstanding amount):	105,8		
Free Float (28 March 2013):	17,5%		
Turnover Velocity (F.F. Weighted):	11,4%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	31,46%	39,10%	38,88%

SPACE HELLAS S.A.	Direct	Indirect
SPACE HELLAS (CYPRUS) LTD	100%	
METROLOGY HELLAS S.A. - Greece	86.42%	
SPACE CONSTRUCTING REAL ESTATE S.A - Greece	100%	
SPACE ROMANIA REAL ESTATE S.R.L. - Romania		100%
SPACE HELLAS SYSTEMS INTEGRATOR S.R.L. - Romania		99%
SPACE HELLAS Doo Beograd – Stari Grad – Serbia		100%
SPACE HELLAS (MALTA) L.T.D. – Malta		99.98%
JOINT-VENTURE "EMY" MODERNIZATION	67.5%	-
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)– SPACE HELLAS	35%	-
JOINT-VENTURE SPACE HELLAS SA-KB IMPULS HELLAS SA ("DORY")	50%	-
MOBICS L.T.D.	19.32%	-

CURRENT PROJECTS

The biggest project that Space Hellas SA currently implements is the National Visa Information System (N-VIS) that was awarded by the Greek Ministry of Foreign Affairs following a public tender with a contract price amounting to almost 9 mil. €. The National Visa Information System (N-VIS) is part of the European VIS system and aims at the efficient management of procedures for Visa issuance in European Union Member States. The VIS system allows EU member states to exchange data on visas. It includes a Central Visa Information System (C-VIS) and one National Visa Information System (N-VIS) for each Member State, which is interconnected with the central information system. Within the framework of the project, Space Hellas will supply, install and put in operation the necessary IT infrastructure for the Athens national node and the Thessaloniki backup node. In addition, Space Hellas supplies, installs and puts in operation the IT and biometric equipment of the 130 Greek consular authorities situated all over the world. Furthermore, Space Hellas will provide all the necessary installation, testing and training services during project implementation, as well as support and maintenance during system operation.

Other recent projects worth mentioning include:

Indicative Projects for Financial - Telco – Enterprise Sectors

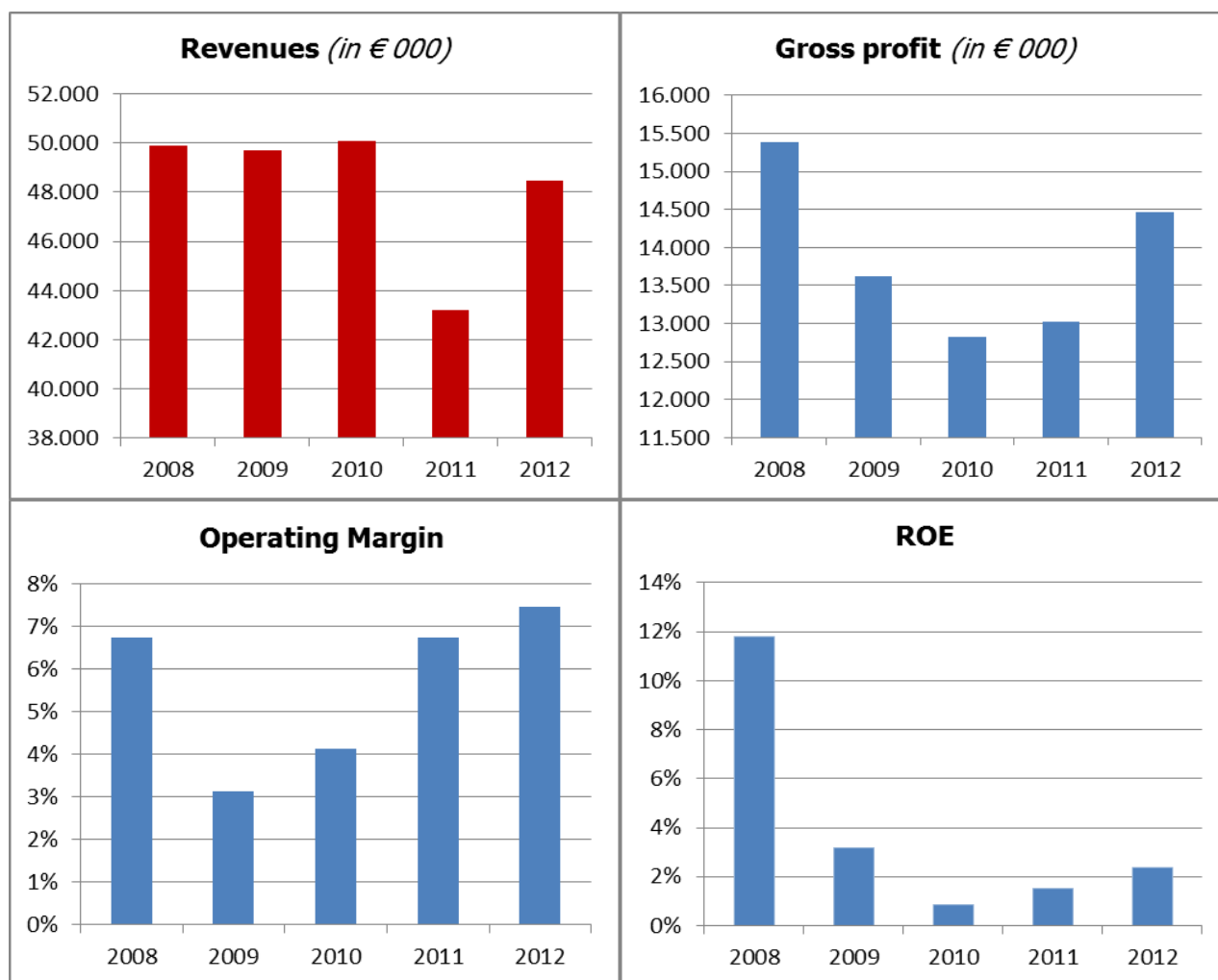
- MPLS Managed Services for more than 1300 bank branches
- Implementation and technical support of LAN/WAN and IT infrastructures for major banks in Greece
- IT Security - Implementation and technical support for major banks and private enterprises
- CCTV/Physical Security - Implementation and technical support at more than 2000 sites for major banks and private enterprises
- Implementation of Data Centre Disaster and Recovery sites for banks and enterprises
- Supply and support of core network components and OSS for large Telcos
- IP Telephony and Video Conferencing for very large banks and enterprises
- New Media and Digital Signage applications for major Telcos, hotels, shopping malls and retail shops
- Digital 3D Cinema applications for major multiplex auditoriums and independent exhibitors

Indicative Projects for Public Sector & Defense

- Integrated Sports Venues Electronic Surveillance System for the General Secretariat of Sports (4.2M€)
- Sports Facilities Access Control System, Member Card and eTicket Management for the General Secretariat of Sports (9M€)
- Fleet Management and Remote Access System for the Hellenic Police (1.7M€)
- Integrated Security System for Greek Military Bases (Price non disclosed)
- Military Hospitals Health Network «FILIPPOS» for Hellenic MoD (7M€)
- Pre-Hospital Emergency Care and Management for the Emergency Medical Service (0.5M€)
- Lab Information System & Network Infrastructure for the National Social Insurance Institute (1.9M€)
- SIZEFXIS – Public Sector's National Telecom Network Infrastructure (7.7M€)
- Integrated Civil Protection IT System and Satcom Network (3.5M€)
- DORY – Development of a satellite network for the Greek Public Sector (7.4M€)
- Development of a New Meteorological Radar Network, Remote Site Security System for HNMS (6.6M€)
- Automatic RVR Visibility Metering System for the Hellenic Civil Aviation Authority (1.3M€)
- Hellenic Coast Guard Search and Rescue Centre Modernization (0.7M€)
- Development of a Maritime GIS for the Hellenic Navy Hydrographic Service (1.5M€)

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000)	2009	2010	2011	2012
Sales	49.687	50.105	43.194	48.482
Gross profit	13.623	12.825	13.023	14.462
EBIT	1.554	2.073	2.914	3.625
EBITDA	2.420	3.000	3.744	4.635
Earnings before tax	318	414	416	450
Earnings after tax	469	127	228	317
E.P.S.	0,02	0,02	0,04	0,05
Total equity	14.750	14.884	15.073	13.272
ROE	3,18%	0,85%	1,51%	2,39%
Debt Ratio	8,32	7,47	4,64	4,04



MAJOR SHAREHOLDERS (>5%)	
Name	%
ΜΑΝΩΛΟΠΟΥΛΟΣ Σ. ΔΗΜΗΤΡΙΟΣ	31,09%
ΜΠΕΛΛΟΣ Χ. ΠΑΝΑΓΙΩΤΗΣ	17,61%
ΔΡΟΣΙΝΟΣ Δ. ΠΑΡΑΣΚΕΥΑΣ	15,03%
ALPHA ΤΡΑΠΕΖΑ Α.Ε.	19,33%
Total	83,05%
BOARD OF DIRECTORS	
Name	Qualification
ΜΑΝΟΛΟΠΟΥΛΟΣ Σ. ΔΙΜΙΤΡΙΟΣ	PRESIDENT/EXECUTIVE MEMBER
BELLOS P. CHRISTOS	VICE PRESIDENT/NON EXECUTIVE MEMBER
ΜΑΝΟΛΟΠΟΥΛΟΣ Δ. ΣΠΥΡΙΔΩΝ	VICE PRESIDENT/EXECUTIVE MEMBER
DROSINOS D. PARASKEVAS	CEO/EXECUTIVE MEMBER
DOULAVERIS A. ΙΟΑΝΝΙΣ	EXECUTIVE MEMBER
LAGOGIANNIS P. GEORGIOS	EXECUTIVE MEMBER
MERTZANIS A. ΙΟΑΝΝΙΣ	EXECUTIVE MEMBER
CHOUCHOULIS E. ΔΙΜΙΤΡΙΟΣ	INDEPENDENT NON EXECUTIVE MEMBER
ΚΑΡΟΠΟΥΛΟΣ Κ. ΛΙΣΑΝΔΡΟΣ	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Dimitrios Spyridon Manolopoulos is Executive Chairman of the Board of Directors of Space Hellas SA. He holds a degree in Electronic Engineering. He has more than thirty years of experience in sales and international business affairs. Before the foundation of Space Hellas, he served as Commercial Director in the Land-based Applications Department of Cherma Electronics, where he was responsible for the promotion of telecommunications systems and equipment in the Greek market, specifically in the field of Data Communications.

Mr. Paraskevas Dimitrios Drosinos is Chief Executive Officer and Executive Director of Space Hellas SA. He studied Electronic Engineering at the University of Brighton, graduating with honors in the fields of Telecommunications and Computer Programming. He has 33 years of experience in Marketing and Sales Management in the fields of IT technology and Telecommunications.

Mr. Spyridon Dimitrios Manolopoulos has been A' Executive Vice Chairman of the Board of Directors of Space Hellas SA since October 27, 2011. Mr. Manolopoulos holds a degree in Law from University of Athens with postgraduate studies in the field of International Commercial Law at King's College London (KCL), University of London.

Mr. Christos Panagiotis Bellos is B' Non-Executive Vice Chairman of the Board of Directors of Space Hellas SA since July 1, 2010. Previously he was appointed Executive Vice Chairman of the Board on July 28, 2009 and before that he was appointed A' Non-Executive Vice Chairman of the Board in 2008. He is a graduate of the Aircraft Engineering Department of the Hellenic Air Force Academy, and has concentrated in Telecommunications – Electronics. He also holds a postgraduate degree in Wired Communications from Fort Monmouth, New Jersey. He served as a Professor at SMA (Aircraft Engineering Academy) and Officer at the Hellenic Air Force. Mr. Bellos is one of the founders of the Hellenic Air Force Technology Research Center, where he held the position of Deputy Commander. He retired from military service with the rank of Deputy Wing Commander in 1985.

Mr. Georgios Panagiotis Lagogiannis is General Manager and Executive Member of the Board of Directors of Space Hellas SA since January 30, 2009. He previously served as Technical Director of the Company. He graduated from the Department of Electrical Engineering of the University of Patras in 1980, while he has attended a series of seminars both in Greece and abroad. Prior the foundation of the Company he worked as a VHF/UHF Systems Engineer, and later as Technical Services Manager. He has written a series of studies on Telecommunications aspects, as well as the books Telecommunications and Computer Networks and Data Communications. Mr. Lagogiannis has been working with Space Hellas since 1985.

Mr. Ioannis Anastasios Mertzanis is General Manager, Commercial & Operations and Executive member of the Board of Directors of Space Hellas since July 2, 2012. He graduated from the Department of Electrical

and Computer Engineering, National Technical University of Athens and holds MSc and PhD degrees from the University of Surrey, UK. He has extensive professional experience in Telecommunications and IT having worked in Greece and abroad. For many years he has held senior executive positions within the Space Hellas group having the responsibility of the commercial, technical and business development activities. He joined the company in 1999.

Mr. Ioannis Doulaveris is Chief Financial Officer and Executive member of the Board since July 2, 2012. He graduated from the Department of Informatics of Athens University of Economics. He holds an MSc in "International Business and Finance" from the South Bank University of London. He has been with Space Hellas since 1998.

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