

Website: Bloomberg code: Reuters code: ISIN code: http://www.gmf-sa.gr GMF:GA GLXr.AT GRS442003000

### **COMPANY PROFILE**

Galaxidi Marine Farm SA is a Greece-based fish farming business. The Company's activities include the creation and exploitation of fish farming stations, trade and export of fish and other related products and provision of technical support and consultancy services in the fish farming sector. Its major products are table size fishes, mainly sea bream and sea bass, as well as red porgy, pandora, sharp-snout sea bream and dentex in smaller quantities. The majority of its production is exported to European Union countries, mainly to Italy, Germany, Austria and Spain.

The firm's annual production capacity exceeds the 7.000 tons of fresh fish. It is based in three production sites, carefully selected for their appropriate biological conditions for rearing and farming superb marine species. The footstone of company's production capacity is located nearby the traditional town of Galaxidi. Two hatcheries, five major growth units, one modern packaging station set the foundation of a solid business activity. It curved and smoothened its experience, it trained its people and optimized its production over a period of more than twenty years of accumulated knowledge and experience.

# **EXPORTS**

Exported products are Sea Bass, Sea Bream and in small quantities Red Porgy and Sharp – Snout Sea bream. Countries to which export mainly are Spain, Italy, France, Austria and Germany. Company exports are 96.3% of its total sales.

# OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2016 - 30/04/2017)

| Symbol:                                      |         |         | GMF         |
|--|---------|---------|-------------|
| Athex Market:                                |         |         | MAIN MARKET |
| Market Cap (Mil. €): (28 April 2017)         |         |         | 4,6         |
| Shares Outstanding (number): (28 April 2017) |         |         | 14.076.360  |
| Average Spread (%):                          |         |         | 10,39%      |
| Market Liquidity (%):                        |         |         | 2,370%      |
| Average Trading volume (no of shares):       |         |         | 3.781,3     |
| Total Value of transactions (€):             |         |         | 275.403     |
| Days to trade (1% of outstanding amount):    |         |         | 41,1        |
| Free Float (28 April 2017):                  |         |         | 35,3%       |
| Turnover Velocity (F.F. Weighted):           |         |         | 15,3%       |
| Historic Volatility                          | 30 days | 60 days | 90 days     |
| (annualised %)                               | 74,47%  | 64,23%  | 74,22%      |



# **COMPANY'S PERFORMANCE**

| FINANCIAL OVERVIEW (consolidated) |        |        |        |        |        |        |
|-----------------------------------|--------|--------|--------|--------|--------|--------|
| (in € 000)                        | 2011   | 2012   | 2013   | 2014   | 2015   | 2016   |
| Sales                             | 29.099 | 29.964 | 29.466 | 42.503 | 44.657 | 51.456 |
| Gross profit                      | 4.283  | 4.764  | 4.561  | 4.448  | 4.325  | 4.569  |
| EBIT                              | 2.246  | 2.450  | 1.579  | 2.138  | 1.831  | 2.392  |
| EBITDA                            | 3.452  | 3.598  | 2.668  | 3.341  | 3.250  | 3.947  |
| Earnings before tax               | 806    | 748    | 134    | 860    | 628    | 1.205  |
| Earnings after tax                | 847    | 386    | -556   | 678    | 144    | 1.012  |
| E.P.S.                            | 0,06   | 0,03   | -0,04  | 0,05   | 0,01   | 0,07   |
| Total equity                      | 15.863 | 16.257 | 15.652 | 16.308 | 16.435 | 17.428 |
| ROE                               | 5,34%  | 2,38%  | -3,56% | 4,16%  | 0,87%  | 5,81%  |
| Debt Ratio                        | 5,68   | 4,93   | 6,88   | 5,14   | 6,07   | 4,61   |



#### Gross profit (in € 000)







| MAJOR SHAREHOLDERS (>5%)  |                                 |
|---------------------------|---------------------------------|
| Name                      | %                               |
| PANTELEIMONITOU ATHANASIA | 58,90%                          |
| KONTELI ALEXANDRA         | 5,81%                           |
| Total                     | 64,71%                          |
|                           |                                 |
| BOARD OF DIRECTORS        |                                 |
| Name                      | Qualification                   |
| PANTELEIMONITOU ATHANASIA | PRESIDENT/CEO/EXECUTIVE MEMBER  |
| VARDIS ALKIS - ALKIVIADIS | VICE PRESIDENT/EXECUTIVE MEMBER |
|                           |                                 |

|                   | VICE I RESIDENT/EXECOTIVE HEIDER |  |  |
|-------------------|----------------------------------|--|--|
| KONTELI ALEXANDRA | NON EXECUTIVE MEMBER             |  |  |
| TSIARA CHRISTINA  | INDEPENDENT NON EXECUTIVE MEMBER |  |  |
| CHIOTI ANTHIPI    | INDEPENDENT NON EXECUTIVE MEMBER |  |  |

# **MANAGEMENT TEAM PROFILE**

Ms. Panteleimonitou Athanasia is Executive Chairman of the Board of Directors and Managing Director of Galaxidi Marine Farm SA. She is a businesswoman, major shareholder and founding member of the Company.

**Mr. Vardis Alkis-Alkiviadis** is Executive Vice Chairman of the Board of Directors Galaxidi Marine Farm SA. He is an Economist and a graduate of the Athens University of Economics and Business. He served as Chief Financial Officer of Esso Pappas and Keranis SA. He joined the Company in 1991.

Ms. Kontelli Alexandra is Non-Executive Director of Galaxidi Marine Farm SA. She is a Lawyer.

Ms. Tsiara Christina is Non-Executive Independent Director of Galaxidi Marine Farm SA. She is an Economist.

Ms. Chioti Anthipi is Non-Executive Independent Director of Galaxidi Marine Farm SA. She is a Lawyer.

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