



Website:	http://www.eltrak.gr
Bloomberg code:	ELTRK:GA
Reuters code:	ELTr.AT
ISIN code:	GRS142003003

COMPANY PROFILE

ELTRAK Group consists of 6 companies: ELTRAK, ELASTRAK, CHRISSAFIS, ELTREKKA, FASTTRAK and ELTRAK Bulgaria. ELTRAK was established in 1982 as the Caterpillar Dealer for Greece and has developed into a diversified distributor of some of the world's leading brands of equipment, tires and automobile parts. What characterizes the company is the quality of the goods it sells and the high level of service provided to its customers.

ELTRAK S.A. is responsible for the full line of Caterpillar equipment in Greece and Bulgaria and provides top quality after-sales support to its customers with excellent parts availability and professional service. Caterpillar is the world's premier manufacturer of equipment for the earthmoving, power generating, lifting equipment and marine industries and is recognized throughout the world as a leader in terms of performance and reliability. In 2012, ELTRAK acquired **CHRISSAFIS S.A.**, the official representative of PALFINGER machinery in Greece. PALFINGER is an internationally acclaimed manufacturer of cranes, hydraulic lifting, loading and handling systems. ELTRAK S.A. has fully absorbed the company's operations by providing technical and commercial support of PALFINGER products in Greece.

ELASTRAK S.A. was established in 2001 as the exclusive distributor for Bridgestone, Firestone and Dayton tires in Greece. Bridgestone is the world's largest manufacturer of tires. Bridgestone and Firestone are recognized as quality and performance leaders both on and off the track.

ELTREKKA S.A. is Greece's largest supplier of automobile parts for the aftermarket. Eltrekka carries the broadest range of parts from over 40 of the world's top manufacturers including Ferodo, Brembo, Champion, Kayaba, Sachs, Delphi and Valeo.

FASTTRAK S.A., a transportation company, is a 100% subsidiary of ELTREKKA S.A. The company was established in 2013, and began its operations in September 2014, fulfilling ELTREKKA's transportation needs.

EXPORTS

The Company's exports for 2017 representing 18.70% of the total sales of the Company.

OVERVIEW - TRADING DATA

OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2017 - 30/04/2018)			
Symbol:	ELTRK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (30 April 2018)	46.9		
Shares Outstanding (number): (30 April 2018)	14,050,971		
Average Spread (%):	6.47%		
Market Liquidity (%):	0.699%		
Average Trading volume (no of shares):	1,323.8		
Total Value of transactions (€):	934,542		
Days to trade (1% of outstanding amount):	100.9		
Free Float (30 April 2018):	29.7%		
Turnover Velocity (F.F. Weighted):	6.7%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	21.04%	38.62%	39.99%

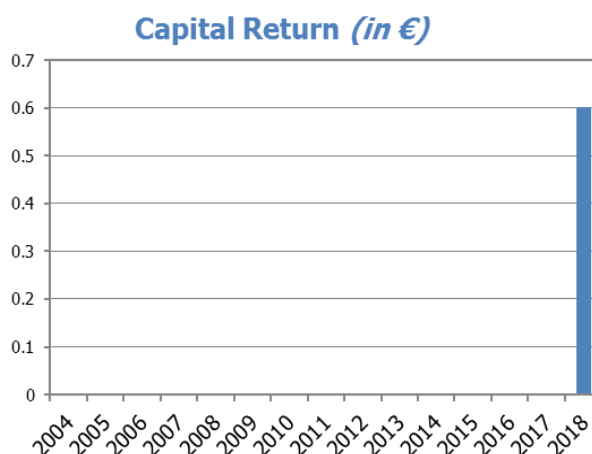
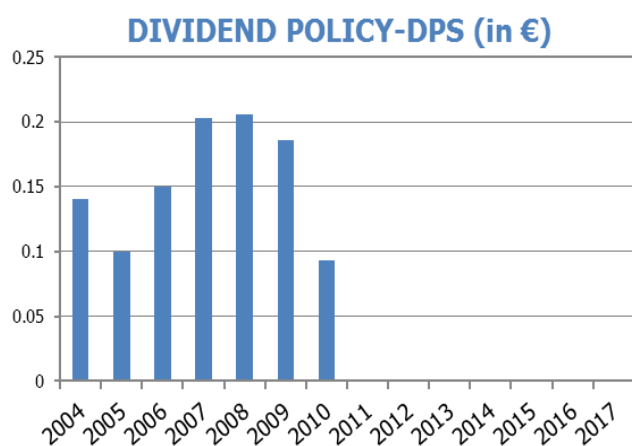
GROUP STRUCTURE

Company	Country of Residence	Consolidation Method	% Participation	
ELTRAK S.A.	Greece	Parent		
ELASTRAK S.A.	Greece	Full consolidation	100,00%	(1)
CHRISSAFIS S.A.	Greece	Full consolidation	100,00%	(1)
ELTRAK BULGARIA EOOD	Bulgaria	Full consolidation	100,00%	(1)
ELTREKKA S.A.	Greece	Equity Method	50,00%	(2)
FASTTRAK S.A.	Greece	Equity Method	50,00%	(3)

(1) Direct participation – Full Consolidation

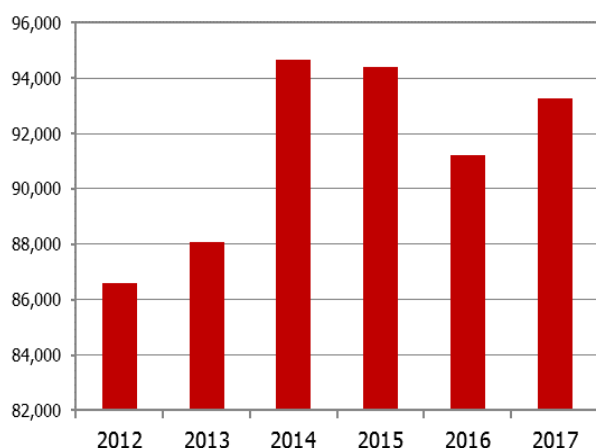
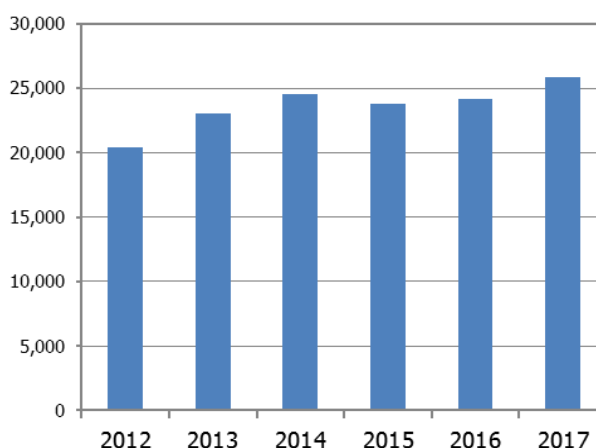
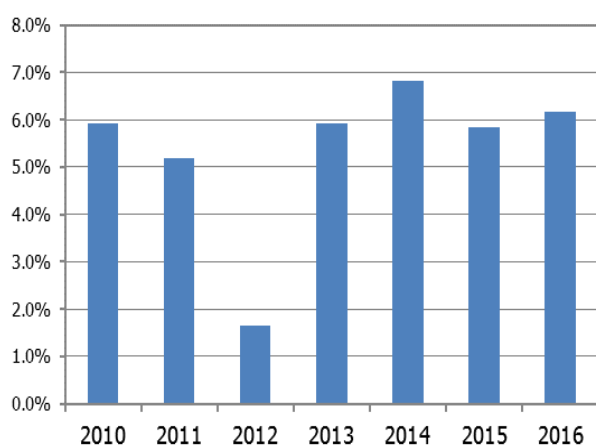
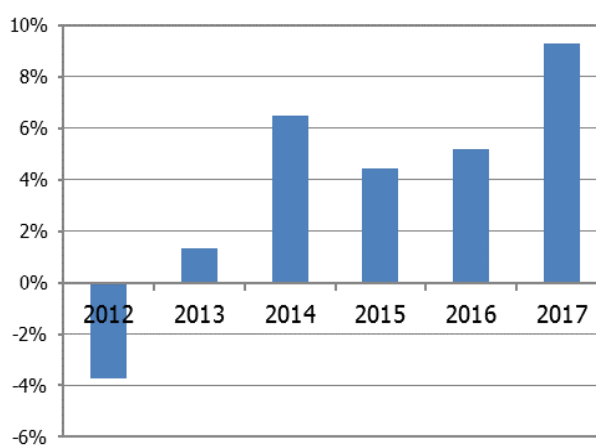
(2) Affiliated company with direct participation – Consolidation through Equity Method

(3) Indirect participation – The company is fully consolidated with its parent ELTREKKA S.A.



COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)						
(in € 000)	2012	2013	2014	2015	2016	2017
Sales	86,616	88,071	94,641	94,413	91,223	93,281
Gross profit	20,375	23,064	24,535	23,782	24,155	25,834
EBIT	1,422	5,219	6,445	5,512	5,627	6,662
EBITDA	3,497	6,952	8,219	7,244	7,600	9,043
Earnings before tax	-1,956	2,767	4,346	3,975	3,922	5,585
Earnings after tax	-2,132	766	4,031	2,866	3,534	4,937
E.P.S.	-0.15	0.05	0.29	0.20	0.25	0.35
Total equity	57,557	58,166	62,003	64,963	68,455	53,292
ROE	-3.70%	1.32%	6.50%	4.41%	5.16%	9.26%
Debt Ratio	6.55	2.44	2.05	2.53	1.75	1.37

Revenues (in € 000)**Gross profit (in € 000)****Operating Margin****ROE**

Name	%
POLITIS ANASTASIOS	10.23%
KOVAS GEORGIOS	7.51%
COVAS-KNEISS ANASTASIA	10.10%
COVA ISABELLA	10.10%
EFG BANK EUROPEAN FINANCIAL GROUP S.A.	32.39%
Total	70.33%

BOARD OF DIRECTORS

Name	Qualification
POLITIS ANASTASIOS	PRESIDENT/NON-EXECUTIVE MEMBER
KOLLIAS X. GEORGIOS	VICE PRESIDENT/CEO/EXECUTIVE MEMBER
COVAS-KNEISS NATASHA	EXECUTIVE MEMBER
DOUKERIS FRAGKISKOS	EXECUTIVE MEMBER
HATZIDAKIS CHARALAMBOS	NON EXECUTIVE MEMBER
HERRON STEPHAN	INDEPENDENT NON EXECUTIVE MEMBER
POLITI PARASKEVI	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Anastasios Politis: President/Executive Member, ELTRAK SA. Graduate of Harvard University (Bachelor of Arts 1965, Juris Doctoris 1968) and Philips Academy, Massachusetts, 1962. He was President and CEO of Viorex-Bic S.A from 1973 to 1999. In 1986 he founded and directed until 1994 the Trans Tec Services Inc. based in New York. He is President of ELTRAK SA since June 1999.

Mr Georgios Kollias: Vice President and Managing Director/Executive Member of ELTRAK SA. Graduate of Preston Institute of Technology Business Administration, Melbourne, Australia specializing in computer science. Holder of postgraduate degree in computer science from the Caulfield University Institute of Technology. Employed by the Australian Government as computer analyst for 4 years. IT Manager for Violex-Bic SA from 1982 until 1997, when he moved to ELTRAK SA.

Mrs Natasha Covas: Executive Member, ELTRAK SA. Managing Director and CEO of ELTREKKA SA. Graduate of the University of Harvard (Bachelor of Arts 1996) and Athens College, 1992. She has worked for Deloitte & Touche Management Consulting as a Business Analyst for a period of 1.5 years and then for Violex-Bic SA as Group Product Manager for 3 years. In 2000, she moved to ELTRAK Group.

Mr Charalambos Hatzidakis: Non-Executive Member, ELTRAK SA Group's financial and tax advisor. Graduate of Athens University of Economics and Business, worked as an assistant accountant and financial manager in the company AKRON-ILION-CRYSTAL and BIC VIOLEX SA as financial manager. In 1998, he moved to ELTRAK.

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