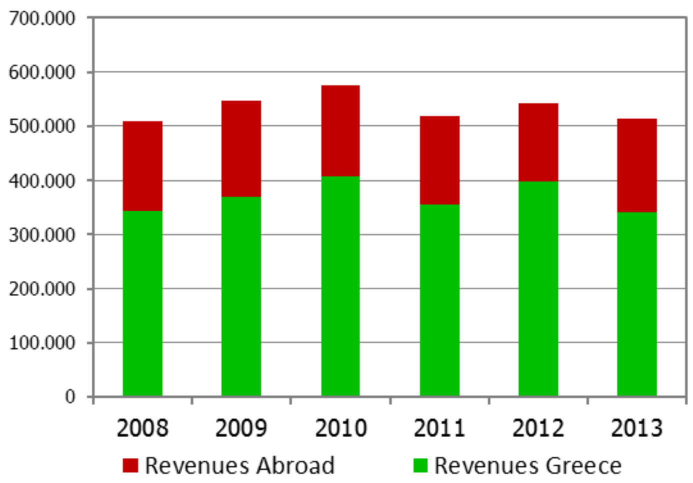
Website:	http://www.intracom.com
Bloomberg code:	INTRK:GA
Reuters code:	INRr.AT
ISIN code:	GRS087103008

COMPANY PROFILE

Intracom Holdings Group is one of the largest multinational technology groups in Greece. The Group's main activities are:

- ✓ HELLAS ONLINE:Telephony and Broadband Telecommunications Service provision;
- ✓ INTRASOFT INTERNATIONAL : IT systems and solutions;
- ✓ INTRAKAT : Construction ;
- ✓ INTRACOM DEFENSE ELECTRONICS : Defense Electronics Systems;
- ✓ INTRACOM TELECOM: (Afilliate-51% controlled by Sitronics Telecom Solutions) Telecommunications solutions and products.

REVENUES ANALYSIS (in € 000)



Intracom Holdings Group international activity represents 26.55 % of total sales.

KEY INVESTMENT HIGHLIGHTS

Intracom Holdings Group has a strong international activity with subsidiaries in 27 countries and export to over 80 countries. The Group's strategic focus lies on the markets of Western Europe, Central and Southeast Europe, the Middle East and North Africa. The Group's backlog is over € 700 mn. and is basically is comprised by by INTRASOFT INTERNATIONAL Group, INTRAKAT Group and INTRACOM Defense Electronics. Hellas Online, the group's arm in the Broadband Telecommunications Service market, has invested in equipment/infrastructure more than €441mn. Since 2006, and possesses the second largest fiber optics network of 5.200 km nationwide.

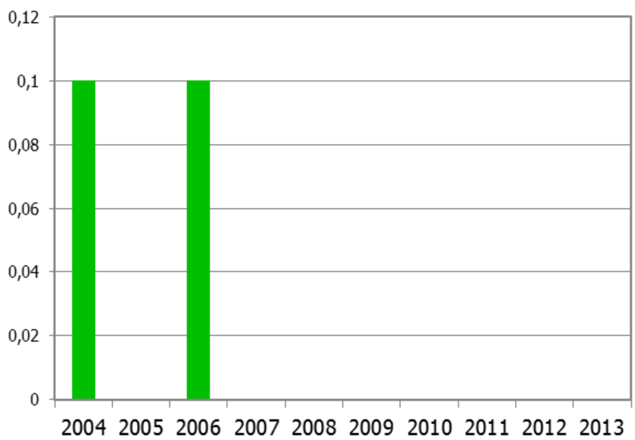
OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2013 - 31/03/2014)			
Symbol:			INTRK
Athex Market:			MAIN MARKET
Market Cap (Mil. €): (31 March 2014)			108,0
Shares Outstanding (number): (31 March 2014)			133.025.996
Average Spread (%):			0,66%
Market Liquidity (%):			40,562%
Average Trading volume (no of shares):			354.340
Total Value of transactions (€):			51.516.521
Days to trade (1% of outstanding amount):			3,5
Free Float (31 March 2014):			61,91%
Turnover Velocity (F.F. Weighted):			105,0%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	39,33%	51,89%	47,24%

GROUP STRUCTURE

INTRASOFT INTERNATIONAL	99.9984%
INTRAKAT	61.76%
INTRACOM DEFENSE ELECTRONICS	100%
HELLAS ONLINE	53.28%(1)
INTRACOM HOLDINGS INTERNATIONAL LTD	100%
INTRACOM TELECOM	49%

(1) in total (direct+ indirect) : 57,24% of the voting rights

DIVIDEND POLICY - DPS (in €)



CURRENT PROJECTS

In 2011-2012 INTRAKAT constructs an energy producing Wind Park in Boeotia's Prefecture with a € 33 mn budget. The company's strategy includes the enhancement of its position in the construction market, focusing on sectors with high growth potential. These sectors primarily include Niche Markets where the INTRAKAT Group has specialization (Natural Gas, Fiber Optics, Special Steel Structures etc), Green Energy Projects through its specialized Subsidiaries (Photovoltaic Systems, Wind Projects, Waste to Energy), Public Sector Infrastructure Projects and Self-financed Projects & PPPs in Infrastructure, Telecommunication, Real Estate & Energy Projects

INTRASOFT International has been awarded a four year contract worth € 9 mn. to develop software for the Council of the European Union. The contract is INTRASOFT's International first with the Council of the EU. Furthermore, the company was chosen to provide the European Commission with a broad range of information technology (IT) services with a potential estimated value of € 30 mn. over the next 4 years. The work will be carried out under the ESP DESIS II Framework Contract, the European Commission's biggest framework contract in the IT area. Finally, INTRASOFT International has been awarded a new contract to provide services to the Romanian Ministry of Finance over the next 3 years. This new 3-year contract is worth € 3 mn, of which INTRASOFT International will receive € 1 mn for the implementation of the next phase of EMCS (Excise Movement Control System).

On June 2011, INTRACOM DEFENSE ELECTRONICS has undertaken from RAYTHEON a $30,1 mn. project for the manufacturing of PATRIOT subsystems. The contract, awarded after international competition, is expected to be completed by the end of 2014.

On May 2011, INTRACOM TELECOM announced its collaboration with Magyar Telekom, the largest telecommunications services provider in Hungary for the provision of Intracom Telecom's innovative Point-to-Multipoint wireless system, WiBAS. Furthermore, the company through its subsidiary Intracom Svyaz in Russia signed two new contracts of equal value with MTS for a total of $60 mn. The first contract is for the supply of INTRACOM TELECOM's OmniBAS Native Ethernet Radio platform and INTRALINK Radio Relay systems. The second contract is for the supply and build-out of MTS's next generation Mobile Backhaul network in two macro regions, based on Tellabs equipment.

HELLAS ONLINE is introducing Cloud Services for the first time in Greek market.

RECENT DEALS

In February 2013 **INTRASOFT International** announced that following an open public tender procedure, the grouping in which it was participating as a strategic partner in the tax and public revenues sector, and as a subcontractor to implement the tax applications system, was chosen by the Ministry of Economy & Finance of the Government of Qatar to undertake the Tax Administration System project. This project will last 18 months with an additional 5-year maintenance period, and the company's share of the project amounts to $ 6.2 mn.

In March 2013 INTRASOFT International was chosen by the European Statistical Office (EUROSTAT) to implement a new software development project in the field of standardising and electronically sharing statistical data and metadata. INTRASOFT International's share in this project is estimated at € 3.85 mn. (42% of the total budget).

In addition, in April a joint venture in which INTRASOFT International was participating was selected by the European Commission's DG DIGIT as the first contractor in a scalable framework agreement to provide support and advisory services to technical IT staff (STIS III). The contract has a potential estimated value of € 10 mn. and maximum duration of 4 years, while INTRASOFT International's share is estimated at € 6 mn. (60% of the total joint venture budget). Following an international tender procedure, the European Commission also assigned the INTRASOFT International – European Service Network (ESN) joint venture the task of implementing a framework agreement to provide ICT services with an estimated potential value of € 30 mn. INTRASOFT International's share is estimated at € 13.5 mn. (45% of the total joint venture budget). The contract with DG Research & Innovation will be for a maximum term of 4 years and is one of the most important framework agreements relating to ICT activities in the EU's research and technological development sectors.

In the customs sector, the company took part in a joint venture which signed a framework agreement estimated at € 26 mn. INTRASOFT International's share though is expected to be 67% of that figure. In addition, again in the customs sector a joint venture, which INTRASOFT International is a member of; was chosen by the European Commission's DG TAXUD to implement a framework agreement worth € 37.8 mn. for a maximum term of 8 years, relating to the provision of taxation IT services and an excise duty audit system. Finally the Company also signed 5 new contracts worth a total of € 1.8 mn. in Lithuania, Slovenia, Latvia, Hungary and Malta.

In March 2013 **INTRAKAT** signed a new contract with HEDNO S.A (Hellenic Electricity Distribution Network Operator S.A.) for the "Installation of Telemetering System for Major Low Voltage Customer Meters" with a total contractual price of € 20 mn. This contract is a turnkey solution and it involves the engineering, design and construction of the total Measurement Data Telemetering and Processing System (Primary and Back-up) offered, with a capacity to communicate with 100.000 meters, its supply and installation, its testing, commissioning and delivery to HEDNO S. The project is expected to be completed within 26 months.

At the end of the half-year INTRAKAT announced that a contract had been signed between ERGA OSE S.A. and the joint venture comprising AKTOR CONSTRUCTION S.A. – J&P AVAX – INTRAKAT, in which INTRAKAT has a 25% stake. This project with a total budget of € 293.1 mn. is for construction of infrastructure for the new double railway line in the Rhododafni – Psathopyrgos section and the Panagopoula Tunnel. The contract sets a 36-month deadline for completion of works.

In the waste management sector, INTRAKAT has developed a partnership with the Archirodon Group and Envitec, and has a 40% stake in the joint venture declared the lowest bidder for the project 'Development of waste treatment plants in the Prefecture of Serres via Public Private Partnership' with a budget of € 39.2 mn.. Construction will be completed within about 2 years and the project will be operated for 25 years.

INTRAKAT also signed a new contract with EGNATIA ROAD S.A. with a budget of € 41.43 mn. to improve and upgrade the Thessaloniki western inner ring road.

The deadline for project completion is 28 months from the contract signing date.

In 2013 **INTRACOM Defense Electronics** undertook new projects with a total budget of € 18.4 mn., the most important of which are listed below:

- Contracts with NORTHROP GRUMMAN (USA) worth $ 3.9 mn. to produce electronic parts for the Autoprotection Warning Receiver and the fire control radar for F-16 aircraft belonging to other countries.
- A contract worth € 3.3 mn. with the German firm Diehl BGT Defense (DBD) to build electronic systems and parts for the IRIS-T missile intended to be sold to international customers.
- A contract worth € 3.6 mn. with the German firm RAM SYS to produce electronic systems for the surface-to-air anti-missile systems ESSM.
- Contracts worth € 9.4 mn. with RAYTHEON (USA). These contracts relate to production of PATRIOT anti-aircraft system parts to meet the needs of other countries, and the production of electronic systems for the surface-to-air anti-missile systems RAM, PHALANX and ESSM.

Intracom Telecom has launched new products and solutions in the field of wireless access and backhaul networks, and made major innovations in the field of telecom software which were presented at the Mobile World Congress held in Barcelona in February 2013. In addition at the Packet Microwave & Mobile Backhaul event held in September in Dusseldorf, Germany, the company presented its solution that integrates the 4096 QAM modulation into the OmniBAS microwave solution, thereby allowing telecom providers to increase backhaul network capacity when putting LTE networks in place.

In February, Intracom Telecom announced its partnership with Communication Solutions (Comsol Ltd), an integrated solutions provider and wireless broadband infrastructure agent in South Africa, to supply PtMP wireless equipment to Internet Solutions (IS), the country's leading broadband service provider. The innovative PtMP WiBAS system from Intracom Telecom will be used in one of the largest next generation LMDS networks on the continent. The company is looking to further expand its close partnership with Comsol.

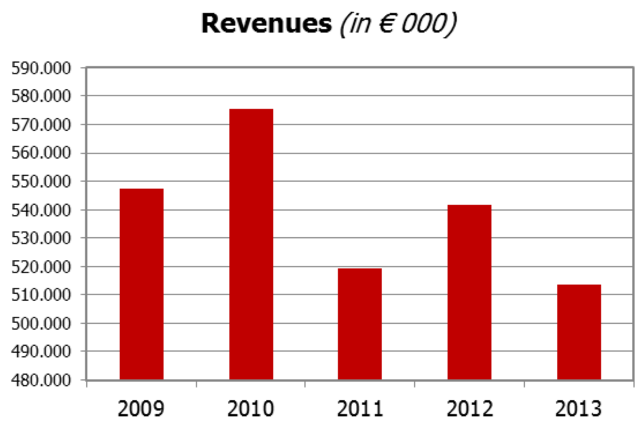
In addition, the company received the first certification in Greece for running systems using cloud technology. Intracom Telecom received certification in line with the internationally recognised information security standard ISO 27001:2005 for operating the Hellas Online cloud system, hol cloud. The information security management system procedures were audited by TUV Hellas.

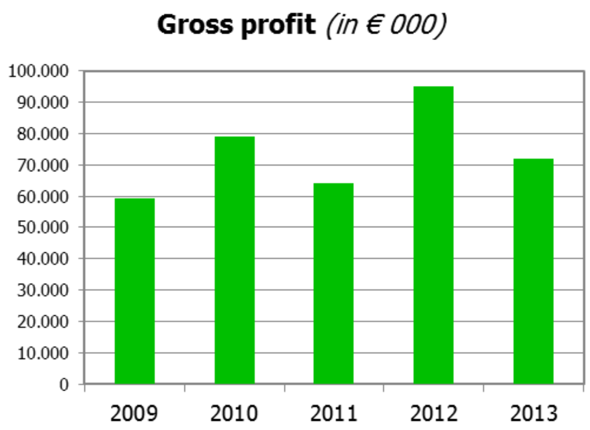
In June 2013 Intracom Telecom received an award as the Genesys Best Partner for 2012 for the wider SE Europe area at the Genesys G-Force 2013 customers and partners conference held in Vienna, Austria.

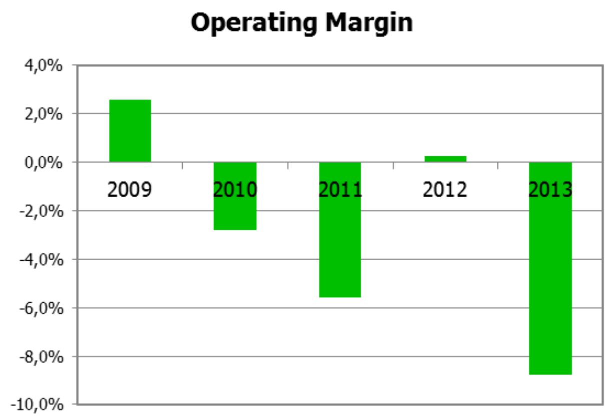
In November 2013, the company announced that a framework agreement had been signed with MTN (a leading telecom provider operating in 22 countries in Africa, the Middle East and Asia) to supply the innovative PtMP wireless WiBAS system.

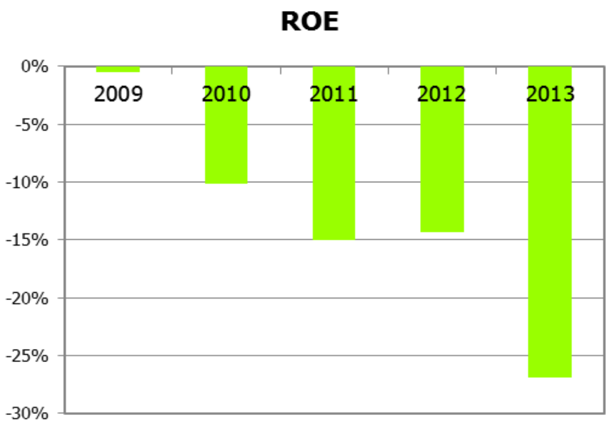
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000)	2009	2010	2011	2012	2013
Sales	547.414	575.384	519.292	541.690	513.654
Gross profit	59.393	79.220	64.271	95.131	72.125
EBIT	14.061	-16.069	-28.985	1.373	-45.108
EBITDA	77.223	63.154	49.185	76.162	55.213
Earnings before tax	-5.311	-38.804	-60.407	-49.485	-75.844
Earnings after tax	-2.577	-45.881	-59.618	-49.715	-73.237
E.P.S.	0,08	-0,23	-0,38	-0,32	-0,49
Total Equity	500.495	452.817	397.299	347.969	272.170
ROE	-0,51%	-10,13%	-15,01%	-14,29%	-26,91%









MAJOR SHAREHOLDERS (>5%)	
Name	**%**
SOCRATES P. KOKKALIS	24,17%
HORIZON GROWTH FUND NV	5,19%
CONSTANTINOS G. DIMITRIADIS	8,73%
Total	**38,09%**

BOARD OF DIRECTORS	
Name	**Qualification**
KONSTANTINOS S. KOKKALIS	CEO/EXECUTIVE MEMBER
DIMITRIOS CH. KLONIS	PRESIDENT/EXECUTIVE MEMBER
GEORGIOS AR. ANNINOS	VICE PRESIDENT/NON EXECUTIVE MEMBER
CONSTANTINOS G.ANTONOPOULOS	NON EXECUTIVE MEMBER
SOTIRIOS N.FILOS	INDEPENDENT NON EXECUTIVE MEMBER
DIMITRIOS K. CHATZIGRIGORIADIS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Konstantinos Kokkalis is Chief Executive Officer of Intracom Holdings, the largest ICT solutions group of companies in Southeastern Europe, as well as, CEO of hellas online, a telephony and broadband services provider in Greece with over 500,000 subscribers. Since 2009 he has been Deputy Executive Officer of hellas online, while since 2006 he has held the position of Corporate Strategy Director of the company. In July 2013 he became Deputy Executive officer of Intracom Holdings, where he began his professional career as Business Development Executive.

Mr Kokkalis is also an Executive Member of the Board of Directors of Intracom Holdings subsidiaries: Intrasoft International, Intracom Defense Electronics, and INTRAKAT, as well as, member of the BoD of Intralot.
He holds a degree of BSc in International Relations and Economics from Boston University and an Executive Graduate Diploma in Finance from Columbia University.

Dr. Dimitrios Klonis holds a Ph.D. degree in Economics from the University of London and has received a number of educational awards and scholarships from the Greek Government, the Bank of Greece, and the "Alexander S. Onassis" Foundation. Dr. Klonis served as a Senior Economist in the Research Department of the Bank of Greece until March 1994, a Professor at Deree College (1987-1997) and a Member of the Council of Economic Advisors to the Mayor of Athens (1990 to 1992).
Dr. Klonis joined INTRACOM in April 1994 and has been INTRACOM Group's Chief Financial Officer and Member of the Board of Directors since October 1995. He has served as General Manager, Finance & Administration (1995-2004), as Executive General Manager of the Corporate Center (2005-2006), as Executive Director, Group Financial Management (2006-2011) and as Vice-Chairman & Deputy CEO (2011-2013).
In January 2014 he was appointed Chairman of the B.o.D. of INTRACOM HOLDINGS and Chairman of the BoD of INTRACOM HOLDINGS' subsidiaries (namely INTRASOFT INTERNATIONAL, INTRAKAT, INTRACOM DEFENSE ELECTRONICS and HELLAS ONLINE) as well. He is also a Member of the B.o.D. of INTRALOT since 1995.
Dr. Klonis is also Chairman of the B.o.D. of KEKROPS S.A. since 1999.
Mr. George Anninos holds a degree in Telecommunications Engineering and attended post-graduate studies in Germany in the field of Telecommunications. His previous working experience includes managerial positions in large telecom organizations in Greece and Germany. Mr. Anninos joined INTRACOM in 1989 as a Telecom Projects Manager. Since 1994 Mr. Anninos has served as General Manager of the Chairman's Office. Mr. Anninos has been a member of INTRACOM's Board of Directors since 2000 and consequently he had been elected member of the Board of Directors of INTRACOM HOLDINGS in February 2006, Executive Director of INTRACOM HOLDINGS Board of Directors Office in November 2006 and since January 2014 has been Vice Chairman of INTRACOM HOLDINGS. Mr. Anninos is also participating in the Board of Directors of several companies of the INTRACOM Group.

Mr. Constantinos Antonopoulos is a founding member and shareholder of INTRALOT. In 1992, the year that the company was established, he assumed his current position as Chief Executive Officer. He is the Chairman of many companies of the Group and a non - executive member of the Board of Directors of INTRACOM Holdings. He launched his career by joining major Greek industrial enterprises, such as the Hellenic and Eleusis Shipyards and held a succession of expert positions at the Ministry of Finance and the Ministry of Industry. In 1989 he entered INTRACOM S.A., one of the leading telecom and electronics companies in SE Europe. Constantinos Antonopoulos was honored with numerous significant distinctions; among others he was distinguished internationally in the "Lottery industry Hall of Fame", as one of the most important professionals in the lottery industry, he was awarded with the "Manager of the Year 2004" distinction, as well as the "Best Innovative Manager" and the "Best Global Oriented Manager" awards of the year 2005 and "Best Manager FTSE/ASE 20" for 2006. An essential initiative that Constantinos Antonopoulos took was INTRALOT's becoming a founding member of the Global Growth Companies community, the "New Champions of the World Economic Forum". As an active member of the business community, Constantinos Antonopoulos participates in a number of chambers and associations. He is the President of the Greek – Latin American Business Council and the Hellenic-Vietnamese Business Council. He was elected Vice-president of the Greek-Serbian Business Council and is a member of the BOD of the Greek-Turkish Business Council.
Moreover, he is a member of the Board of Directors of the Federation of Greek Industries (SEV) and participates in Foreign Affairs Executive Committee of the Federation (SEV International). He is also a member of the Hellenic Entrepreneurs Association. Born in the city of Patras, Constantinos Antonopoulos graduated in 1976 from the National Technical University of Athens with a degree in Electrical Engineering. He continued his studies at the University of Manchester (UMIST), England and received a Master of Science (M.Sc.) degree in Systems Reliability. He is married and father of three children
Mr. Sotirios Filos was appointed Independent Non-Executive member of the Board of Directors of Intracom Holdings SA on June 4, 2009. He is an Economist with experience in accounting & internal control.

Mr. Dimitrios Chatzigrigoriadis has been Non-Executive Independent Member of the Board of Directors of Intracom Holdings SA since February 2006. He studied law at the Athens University and in London. From 1994 to 1998, he served as Member of the Stock Market Committee and has been Consultant to the Athens Megaro Mousikis Organization since 1988.