



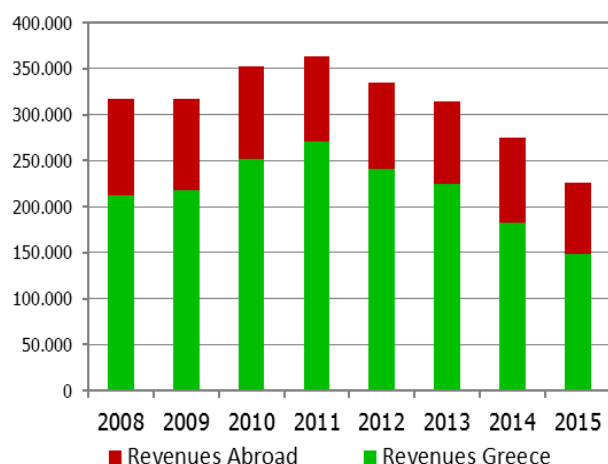
Website:	http://www.elgeka.gr
Bloomberg code:	ELGEK:GA
Reuters code:	ELGr.AT
ISIN code:	GRS329503007

COMPANY PROFILE

ELGEKA SA is a Greece-based commercial company with activities in the field of trading and distribution of consumer products (Fast Moving Consumer Goods), since 1974. The Company constitutes an integral link of the food supply chain, providing its partners, suppliers and customers with services of high added value within the frame of its trading activities and particularly as regards the following sectors: Sales/ Account Management, Marketing, Trade Marketing /Category Management and Logistics. ELGEKA's brand portfolio includes products internationally known, such as: FERRERO, ANDROS, SUNSWEET, UNITED BISCUITS (McVitie's), MELITTA, STORCK (Werther's), IMPEX (Fisherman's Friend) but also brands of Greek origin. Elgeka Group of Companies has 11 subsidiary companies and 1 joint ventures through which it expands its operations in Cyprus, Romania, Bulgaria and Moldova and is activated in the sectors of:

- third party logistics (3PL)
- production of products with vegetable fat (cheese substitutes) as well as processed cheese
- representation, distribution and marketing of food and other consumer products
- development of private label products for third-party customers
- real estate

Revenue Analysis (in € 000)

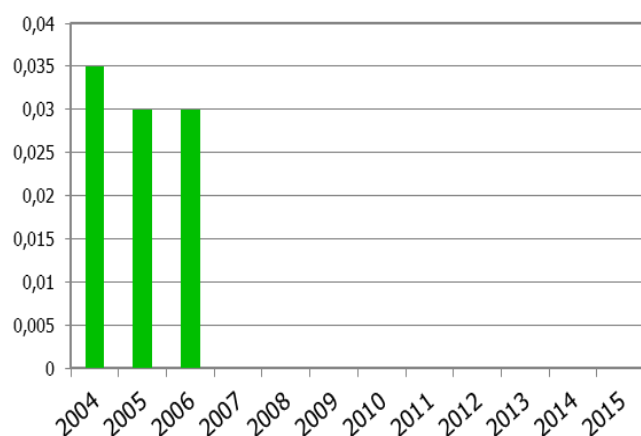


OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)

Symbol:	ELGEK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	5,7		
Shares Outstanding (number): (31 March 2016)	31.734.530		
Average Spread (%):	6,82%		
Market Liquidity (%):	0,077%		
Average Trading volume (no of shares):	394,5		
Total Value of transactions (€):	19.562		
Days to trade (1% of outstanding amount):	834,8		
Free Float (31 March 2016):	18,53%		
Turnover Velocity (F.F. Weighted):	0,0%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	53,26%	57,82%	52,71%

GROUP STRUCTURE**Mother Company's name: ELGEKA SA**

Subsidiaries & Joint Ventures	
DIAKINISIS SA	99,99%
ARIVIA SA	90,04%
SAMBROOK PHARMACEUTICAL SA	95,87%
GSBG SA	98,82%
ELGEKA (CYPRUS) LTD	100,00%
ELGEKA FERFELIS ROMANIA SA	50,02%
ELGEKA FERFELIS BULGARIA LTD	37,52%
ELGEKA FERFELIS SRL	50,02%
GATEDOOR HOLDINGS LTD	50,00%
SC GATEDOOR HOLDINGS COM SRL	50,01%
GREC-ROM BUSINESS GROUP SRL	25,00%
CERA VILLA DESIGN SRL	35,01%

DIVIDEND POLICY - DPS (in €)

CURRENT PROJECTS

- On February 24th, 2016, the Board of Directors of “ELGEKA S.A. Trade - Distributions - Representations - Industry” decided to change the address of its Registered Office, and particularly the Company's relocation since March 1st, 2016, from its current premises, situated in Kalochori in the Municipality of Delta, to premises located in the industrial area of Sindos in the Municipality of Delta. The above decision was taken in the context of fulfilling the operating needs of the Company and their subsidiaries.

RECENT DEALS

- On October 29th, 2015 the Board of Directors of the subsidiaries “ARISTA COMMERCIAL AND INDUSTRIAL S.A.” and “VIOTROS FOOD INDUSTRY - MANUFACTURING AND MILK PROCESSING - WAREHOUSING - INDUSTRIAL AND COMMERCIAL S.A.” decided the commencement of merger procedures by absorption of the second subsidiary from the first, with a transformation balance sheet date on 31/10/2015. This Merger is implemented in full consistency with the strategy of reorganizing the activities of the Group in order to: a) rationalize and optimize the productivity of its functions, b) the reduction of operating cost, c) the exploitation of the commercial pillar of “ARISTA S.A.” for the further penetration of the products of “VIOTROS S.A.” in the Greek market, the sales of which do not exceed 7% of total sales of the latter. Finally, it is noted that the above date, i.e. October 29th, 2015, the parent company “ELGEKA S.A.” acquired the remaining percentage in the share capital of its subsidiary “ARISTA COMMERCIAL AND INDUSTRIAL COMPANY S.A.” with the purchase of 3.818 registered shares that corresponding to 0,01% of its share capital, for a consideration amounting to 16 thousand euro. After this purchase, the participation percentage of “ELGEKA S.A.” in the share capital of its subsidiary “ARISTA COMMERCIAL AND INDUSTRIAL COMPANY S.A.” amounts to 100%.
- On April 28th, 2016, the merger of the company under the name “ARISTA COMMERCIAL AND INDUSTRIAL S.A.” with the distinctive name “ARISTA S.A.” and the company “VIOTROS FOOD INDUSTRY - MANUFACTURING AND MILK PROCESSING - WAREHOUSING - INDUSTRIAL AND COMMERCIAL S.A.” under the distinctive name “VIOTROS S.A.” was completed through absorption of the latter by the former. Specifically, according to the relevant announcement of the Service of General Commercial Registry (G.E.MI.) of the Thessaloniki Chamber of Commerce and Industry (T.C.C.I.), it was filed on 28.04.2016 with Listing Code Number (L.C.N.) 615075, the decision of the Governor of the Region of Central Macedonia with No. Ref. 3276/21.04.2016, with which it was approved:
 - The merger, of the company under the name “ARISTA COMMERCIAL AND INDUSTRIAL S.A.” with distinctive title “ARISTA S.A.” and the company with the name “VIOTROS FOOD INDUSTRY - MANUFACTURING AND MILK PROCESSING - WAREHOUSING - INDUSTRIAL AND COMMERCIAL S.A.” under the distinctive name “VIOTROS S.A.” by absorption of the latter by the former, in accordance with the Report by 10/01/2016 of the Auditor – Accountant Nikolaos Georgiadis of Dimitrios (SOEL Reg. No. 12941) of the auditing company “Cooperating Certified Accountants S.A.”, the relevant decisions by 15.04.2016 of Extraordinary General Meetings of the shareholders of the above companies and under the number 2.945/18.04.2016 act of notary of Thessaloniki Elizabeth Antoniadou of John.
 - The change of the name and distinctive title of the acquiring company “ARISTA COMMERCIAL AND INDUSTRIAL S.A.” with distinctive title “ARISTA S.A.” and, therefore, its new name will be “ARIVIA INDUSTRIAL AND COMMERCIAL S.A.” and its new distinctive name “ARIVIA S.A.”.

Finally, after the conclusion of the above merger, the participation of “ELGEKA S.A.” in the share capital of its subsidiary company “ARIVIA S.A.” amounts to approximately 90,04%, i.e. it will hold 12.375.185 common registered shares of a total of 13.744.500 common registered shares, with a nominal value of 1,00 euro each.

- On March 30th, 2016, “ELGEKA S.A.”, one of the largest Greek commercial companies with presence in logistics services and in the food industry since 1974, announces the implementation of its new

strategic plan. This is an important moment in its history, in which the company takes the initiative, prioritizes its urgencies from the beginning and redefines its business focus, in order to lay the foundations for a growth path. Company's main thrust and key objective of the new strategy is for ELGEKA to remain an integral link in the supply chain and with this vision will continue to upgrade the level of the commercial services it provides to its customers and guarantee the quality of products that reach the final consumers. Specifically, under the new strategic plan in the near future, the Group will focus its attention on three main axes:

- In the food sector, through the activity that traditionally developed by ELGEKA
- In traditional logistics in Greece through DIAKINISIS
- In strengthening its extroversion and footprint to niche markets, through subsidiaries with strong export activity, such as VIOTROS

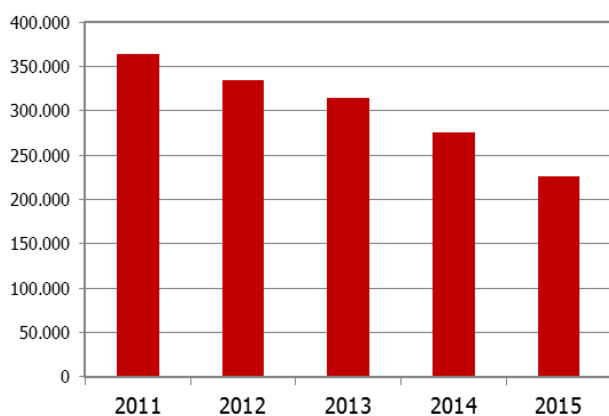
In this context, ELGEKA proceeds in a series of initiatives in comply with its strategy, which includes also the implementation of the decision to sell its stake in “DIAKINISIS PORT (CY) LTD”. The specific company, in recent years has had a successful course of business under the support and expertise of ELGEKA. Consequently, today March 30th, 2016, after taking the relevant decisions by the Management of both the Parent company “ELGEKA S.A.” and its subsidiary “ELGEKA (CYPRUS) LTD” (with a shareholding percentage 100%), and signing the relevant contract, concluded the sale of its participation of “ELGEKA (CYPRUS) LTD” in “DIAKINISIS PORT (CY) LTD”, i.e. a percentage of 50,01% for a consideration of 1.059 thousand euro, which was completely paid the same as above date. It is noted that the company “DIAKINISIS PORT (CY) LIMITED”, which is headquartered in Nicosia, Cyprus with object of activity the participation in other companies, participated in the Greek companies “DIAKINISIS PORT AND CO S.A.” and “P.C.D.C. S.A.” with 99% and 50% respectively, and therefore consolidated in the Group’s financial statements with the full method (with a percentage of 49,51%) and the equity method (with a percentage of 25,01%) respectively. It is also noted that taking into account the decisions, by December 30th, 2015, taken by Management of both the Parent company “ELGEKA S.A.” and its subsidiary “ELGEKA (CYPRUS) LTD”, regarding the intention of finding potential acquirer for the sale of subsidiary “DIAKINISIS PORT (CY) LTD”, the specific company and by extension its subsidiaries “DIAKINISIS PORT AND CO S.A.” and “P.C.D.C. S.A.” will appear in the forthcoming ELGEKA Group’s Annual Financial Statements of 31/12/2015, but also then, as “Discontinued operations” and “Non-current assets held for sale”. Based on the latest available data of the company “DIAKINISIS PORT (CY) LTD”, including holdings of companies “DIAKINISIS PORT AND CO S.A.” and “P.C.D.C. S.A.” on December 31, 2015, their fundamentals were as follows: Turnover amount of 30.182 thousand euro, “Loss before tax” amount of 1.152 thousand euro, “Loss after tax” amount of 1.194 thousand euro and “Losses before interest, taxes, depreciation and amortization – EBITDA” amount 1.283 thousand euro.

- On April 7th, 2016, after taking the relevant decisions by the Management of both the Parent company “ELGEKA S.A.” and its subsidiary “ELGEKA (CYPRUS) LTD”, and signing the relevant contract, concluded the sale of the participation of “ELGEKA (CYPRUS) LTD” in “DIAKINISIS LOGISTICS SERVICES (CY) LTD”, i.e. a percentage of 60,00% for a consideration of 320 thousand euro, which was completely paid the same as above date. The company “DIAKINISIS LOGISTICS SERVICES (CY) LTD” is headquartered in Larnaca Cyprus with main business activity the distribution, storage and packaging of all kinds, while it is consolidated in the financial statements of the Group under the full method (with a percentage of 60,00%). Based on the latest available data of the company “DIAKINISIS LOGISTICS SERVICES (CY) LTD” on December 31st, 2015, its fundamentals were as follows: Turnover amount of 3.804 thousand euro, “Profit before tax” amount of 329 thousand euro, “Profit after tax” amount of 329 thousand euro and “Earnings before interest, taxes, depreciation and amortization – EBITDA” amount 436 thousand euro. The latest developments in early 2016, with the significant decrease of turnover of “DIAKINISIS LOGISTICS SERVICES (CY) LTD” as a consequence of the interruption of a very important cooperation that represented more than 60% of its sales, resulted in a deterioration of its financials, which are estimated to overtake, in a pre-tax loss level for the first quarter of 2016, the amount of 170 thousand euro. As a result of the above, and following the strategic decision of the Management, as already announced to investing public regarding the review of the Group's strategic planning and redefining its business focus, it was taken the decision of the transfer of the Group's participation in “DIAKINISIS LOGISTICS SERVICES (CY) LTD”.

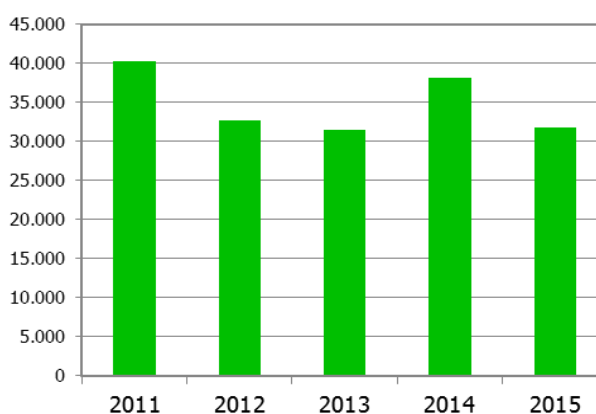
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2011	2012	2013	2014	2015
Sales	363.804	334.412	314.558	275.425	226.434
Gross profit	40.310	32.672	31.531	38.166	31.797
EBIT	756	-1.317	-8.779	2.836	-1.603
EBITDA	6.850	4.517	-1.923	9.213	4.657
Earnings before tax	-6.655	-11.518	-24.778	-6.541	-9.718
Earnings after tax	-7.075	-11.177	-25.223	-5.799	-7.169
E.P.S.	-0,265	-0,38	-0,8	-0,2	-0,21
Total Equity	66.702	54.733	29.301	22.625	15.193
ROE	-10,61%	-20,42%	-86,08%	-25,63%	-47,19%

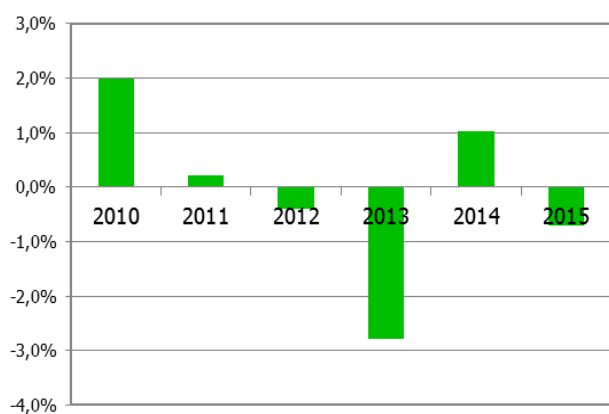
Revenues (in € 000)



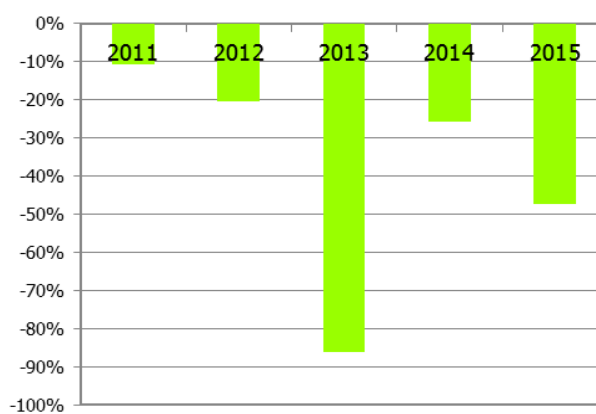
Gross profit (in € 000)



Operating Margin



ROE



MAJOR SHAREHOLDERS (>5%)	
Name	%
KATSIOTIS ALEXANDER	32,63%
KATSIOTI – DRAKOPOULOU ELLI	23,07%
THEOKLITOS LEONIDAS	10,00%
DRAKOPOULOU ATHANASIA	10,00%
KATSIOTI ELENI	5,76%
Total	81,47%

BOARD OF DIRECTORS	
Name	Qualification
KATSIOTIS G. ALEXANDROS	CHAIRMAN/CEO/EXECUTIVE MEMBER
DRAKOPOULOU ELLI	VICE CHAIRMAN/NON EXECUTIVE MEMBER
MISAILIDIS ANTHIMOS	DEPUTY MANAGING DIRECTOR/EXECUTIVE MEMBER
FANDRIDIS E. MICHAIL	NON EXECUTIVE MEMBER
MILIOS G. NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
STEPHANOU M. STYLIANOS	INDEPENDENT NON EXECUTIVE MEMBER
LENTSIOS ADAMANTIOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Alexandros Georgios Katsiotis is Chairman of the Board of Directors of Elgeka SA Trade Distributions Representations Industry and CEO. He is a graduate of Economics from the University of Macedonia. He joined the Company in 1979, and he had been company's Managing Director from 1988 until 27 March 2014.

Ms. Elli Georgios Katsioti-Drakopoulou is Vice Chairwoman/Non-Executive Member of Elgeka SA Trade Distributions Representations Industry. She joined the Company in 1981. She studied at the College of Distributive Trade of London (University of the Arts, London), United Kingdom and she obtained a Diploma in Marketing.

Mr. Anthimos Vasileios Misailidis is Deputy CEO of ELGEKA S.A. since December 1, 2014 alongside he is Chief Executive Officer of subsidiaries DIAKINISIS S.A. and VIOTROS S.A. He served as Group Chief Financial Officer, Investor Relations Officer since March 27, 2014. He previously served as Group Chief Financial Officer, Executive Director, Investor Relations Officer since September 7, 2011. Previously he was appointed Chief Financial Officer, Executive Director, Director of Investor Relations on May 31, 2010 and before that he served as Chief Financial Officer and Director of Investor Relations since December 5, 2008. He is a graduate of Business Administration from the University of Macedonia and holds an MBA with specialisation in finance from the University of Delaware, Newark, United States. He previously held positions in multinational consulting company ACCENTURE in Philadelphia, where he took part in projects with corporations operating worldwide such as Volkswagen Group and DuPont Company. He joined ELGEKA GROUP in October 2001 and he worked in the positions of Financial Planning Manager and Deputy Chief Financial Officer of subsidiary company ELGEKA FERFELIS ROMANIA SA in Romania.

Mr. Michael Emmanouil Fandridis is Non-Executive Member of the Board of Directors of Elgeka SA Trade Distributions Representations Industry. He is a graduate of Economics from Athens University of Economics and Business Administration. He started his career in PROCTER & GAMBLE, where he held several positions of increasing responsibility and gained extensive international experience in the UK and USA. For over two decades, to March 2002, he held the position of Commercial Director of PROCTER & GAMBLE Greece. He served as Secretary General of the Federation of Branded Products and he is also Chairman of ECR Hellas. In April 2002 he established a business consulting firm, EXCEED CONSULTING SA.

Mr. Nikolaos Georgios Milios is Non-Executive Independent Member of the Board of Directors of Elgeka SA Trade Distributions Representations Industry. He is graduated from the Athens College and he holds a degree in Chemistry from the Aristotle University of Thessaloniki and a Master's Degree in Business Studies from the London School of Economics. It has extensive experience in senior management positions and has been awarded as the Best Young Entrepreneur in 2002. He was Deputy General Manager (1987-1996) and

General Manager (1996-2008) of LION HELLAS S.A., Chief Executive Officer of LION RENTAL S.A. (1998-2008), Chief Executive Officer (1998-2011) and Vice-President (2008-today) of TEOMOTO S.A., Management Consultant at Post Bank (2010-2011) and Management Consultant at National Insurance S.A. (2011-2012). He has served on the Board of PAEGAE S.A. (2011-2013), of National Insurance S.A. (2012-today), of THRAKIS MILLS S.A., as well as Vice- President of LAMDA MERCENDES S.A. In addition, the last 25 years participated in various Boards, such as Hellenic American Chamber, AMVIR, Greek Union of Entrepreneurs, PRAXIS S.A., CONDOR S.A., etc.

Mr. Stylianos Markos Stephanou is Non-Executive Independent Member of the Board of Directors of Elgeka SA Trade Distributions Representations Industry. He holds a B.Sc. Honors degree in Accounting & Finance from the London School of Economics (University of London), United Kingdom and is Member of the Institute Chartered Accountants in England & Wales. He began his career as Senior Audit Manager at KPMG in London. Afterwards, he served as Financial Manager and later, as Managing Director at METAXA - IDV. Currently, he is the main shareholder and Managing Director of Optimal Supply Chain SA and the Master Franchisee of Haagen-Dazs in Cyprus.

Mr. Adamantios Athanasios Lentsios is Non-Executive Independent Member of the Board of Directors of Elgeka SA Trade Distributions Representations Industry. He holds a degree in Chemical Engineering from the University of Bologna-Italia, with postgraduate studies in Petrochemicals and Hydrocarbon Chemistry at the University of Manchester-England and holds a diploma in Management from Henley College-England. He began his professional career by the Petroleum of North Aegean Company in Kavala and then worked in DEPA and Titan Cement S.A. Group. He has extensive administrative experience, having served as chief executive of the companies VIORYL S.A. - General Manager (1999-2001) and LEVENTIS FOODS NIGERIA LTD - Operations Director (2002-2003), PLIAS Group of Companies - Managing Director (2004-2010) and HELLENIC PETROLEUM Group - Head in Management Office of the Group (2010-06/2014). He also served as Chairman of the Board in the company ASPROFOS S.A. (2012-02/2014), a subsidiary of HELLENIC PETROLEUM, in which currently holds the position of Vice President in the Board of Directors (since 03/2014), while since 07/2014 holds the position of Executive Chairman of the company SIRECLED HELLAS S.A.

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