

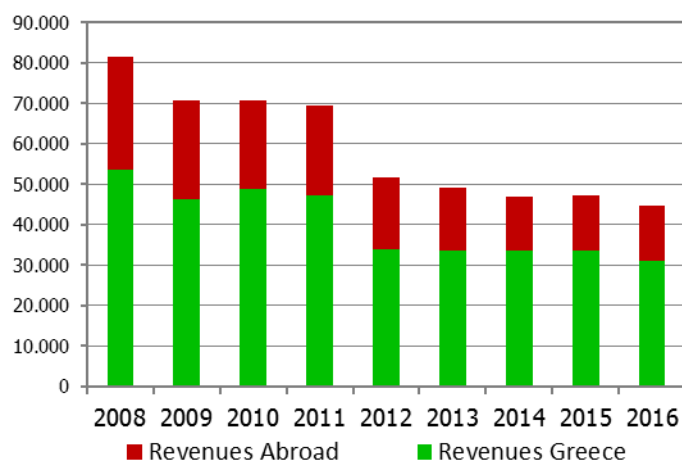


Website: <http://www.druckfarben.gr>  
 Bloomberg code: DROUK:GA  
 Reuters code: DRUr.AT  
 ISIN code: GRS308003003

## COMPANY PROFILE

Manufacture of, and trade in, architectural paints, printing inks and related chemical and printing materials.

## Revenues analysis (in € 000)



Company's exports represent 30.04% of total sales in 2016.

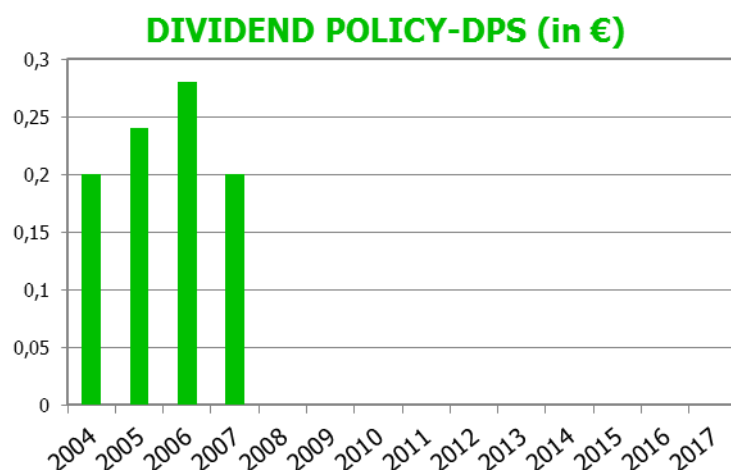
## OVERVIEW - TRADING DATA

OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2016 - 30/04/2017)			
Symbol:	DROUK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 April 2017)	3,2		
Shares Outstanding (number): (28 April 2017)	3.873.120		
Average Spread (%):	35,91%		
Market Liquidity (%):	0,071%		
Average Trading volume (no of shares):	45,9		
Total Value of transactions (€):	6.369		
Days to trade (1% of outstanding amount):	725,7		
Free Float (28 April 2017):	24,0%		
Turnover Velocity (F.F. Weighted):	0,4%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	47,77%	36,38%	45,41%

## GROUP STRUCTURE

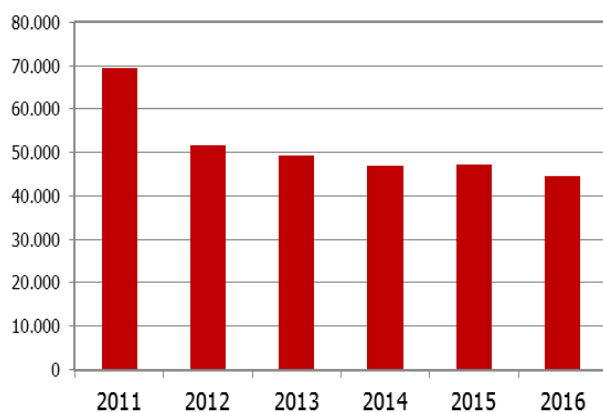
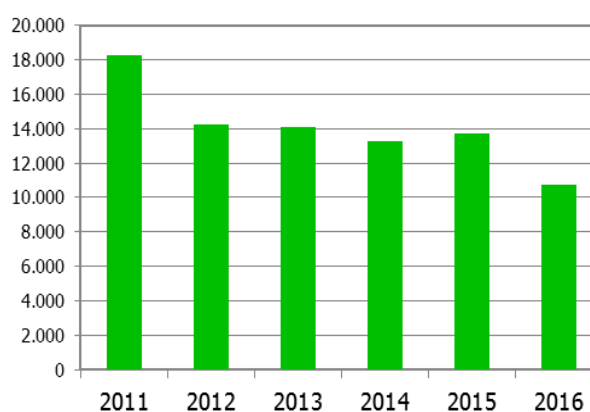
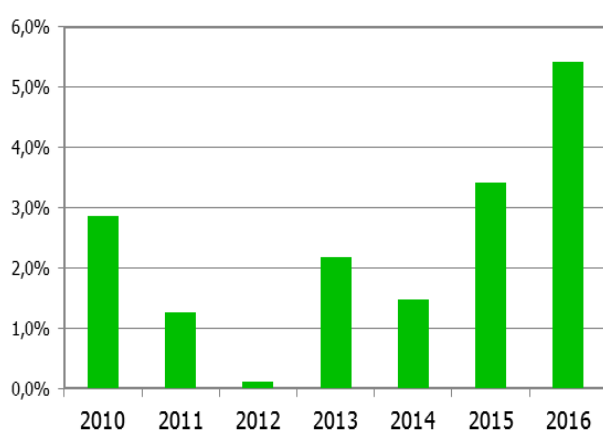
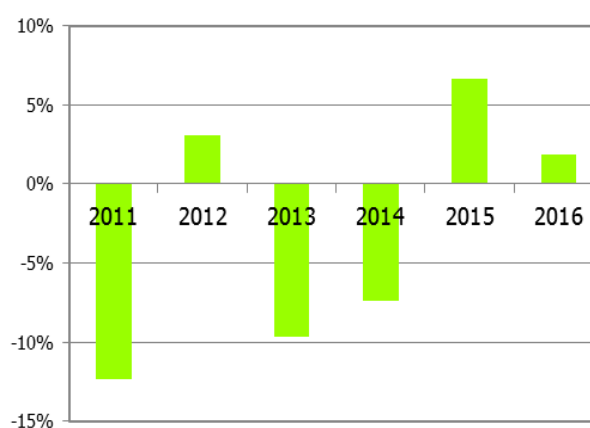
### DRUCKFARBEN HELLAS A.E.B.E.

DF CYPRUS LTD	100%
DF ROMANIA SRL (indirect)	100%
D.F.H. BULGARIA EOOD (indirect)	100%
DF DOO BELGRADE (indirect)	100%
DRUCKFARBEN NIGERIA LIMITED (indirect)	50%
SPOTCLIFF TRADING LIMITED (indirect)	100%



## COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b>						
<b>(in € 000)</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Revenues	69.515	51.654	49.170	47.028	47.258	44.585
Gross profit	18.290	14.255	14.081	13.268	13.758	10.753
EBIT	875	53	1.073	691	1.614	2.417
EBITDA	3.855	2.624	3.490	2.767	3.453	3.679
Earnings before tax	-2.225	494	-2.016	-1.591	1.315	577
Earnings after tax	-2.618	672	-1.914	-1.362	1.169	353
E.P.S.	-0,17	0,17	-0,49	-0,35	0,30	0,09
Total equity	21.253	21.779	19.835	18.411	17.636	18.921
ROE	-12,32%	3,09%	-9,65%	-7,40%	6,63%	1,86%

**Revenues (in € 000)****Gross profit (in € 000)****Operating Margin****ROE****MAJOR SHAREHOLDERS (>5%)**

Name	%
GEORGE KARAVASILIS	76.02%
<b>Total</b>	<b>76.02%</b>

**BOARD OF DIRECTORS**

Name	Qualification
KARAVASILIS GEORGIOS	PRESIDENT/CEO/EXECUTIVE MEMBER
NIKOLAOU ELISABETH	VICE PRESIDENT/EXECUTIVE MEMBER
TSANGARIS DIMOFON	EXECUTIVE MEMBER
HOUNDRIS N. DIMITRIOS	EXECUTIVE MEMBER
ARGYROS PERIKLIS	INDEPENDENT NON EXECUTIVE MEMBER
DOPOULOS F. GEORGIOS	INDEPENDENT NON EXECUTIVE MEMBER
PAPAPETROPOULOS THEODOROS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Georgios Dimitrios Karavasilis** is Executive President of the Board of Directors and CEO of Druckfarben Hellas SA. He joined the Company in 1982 and has years of experience in the particular sector. He holds a degree in Chemistry from New York University.

**Ms. Elisabeth Dimitrios Nikolaou** is Executive Vice President of the Board of Directors and Purchasing Manager of Druckfarben Hellas SA. She has been working at the Company since 1991 and has several years of experience in Supply Management. She has completed studies in Computer Programming and Analysis.

**Mr. Houndris Nikolaos Dimitrios** is Executive director and CFO of Druckfarben Hellas since 01.02.1996. He previously worked as Auditor. He studied Economics in Athens University of Economic and Business.

**Mr. Dimofon Georgios Tsangaris** is Executive Director and Supply Chain Manager of Druckfarben Hellas SA since January 27, 2011. He previously served as Supply Chain Manager. He studied Computers and Logistics. He has been working at the Company since 1991.

**Mr. George Dopoulos** is a graduate of Texas International Economic University faculty in Austin, USA. Specifically, specializing in international trade and finance and project management. He has extensive experience in the Balkans, Eastern Europe and the Middle East, offering consulting services to international organizations and multinational companies

**Mr. Periklis Argyros** holds a degree in Economics from UMIST and a Master in Business Administration from Columbia US University. He has extensive experience of over 20 years in the private sector. Today, he is the President, CEO and major shareholder of ARCHEIOTHIKI SA, a company engaged in guarding and managing physical records.

**Mr. Theodoros Papapetropoulos** holds a degree in Economics from the London School of Economics and Political Science and a Master's degree in European Economics from the University of Exeter. He has worked in many companies and organizations since 1986.

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