



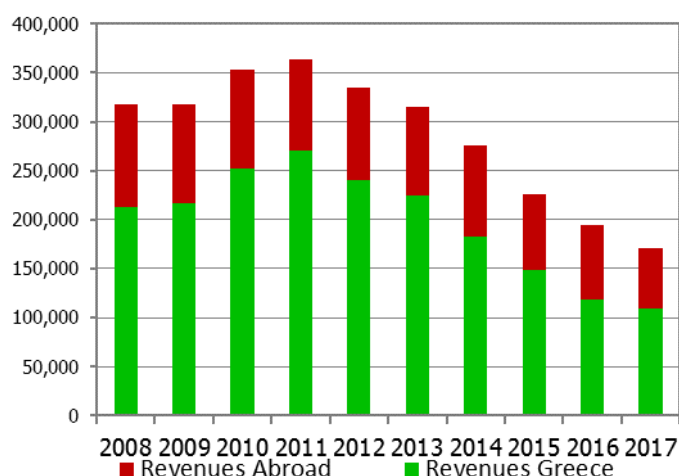
Website:	http://www.elgeka.gr
Bloomberg code:	ELGEK:GA
Reuters code:	ELGr.AT
ISIN code:	GRS329503007

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 01/05/2017 - 30/04/2018)

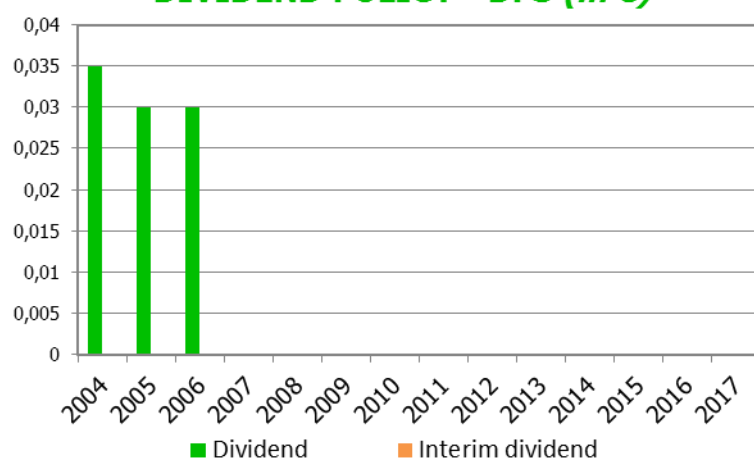
Symbol:	ELGEK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (30 April 2018)	6.6		
Shares Outstanding (number): (30 April 2018)	31,734,530		
Average Spread (%):	10.28%		
Market Liquidity (%):	0.470%		
Average Trading volume (no of shares):	0.0		
Total Value of transactions (€):	94,781		
Days to trade (1% of outstanding amount):	156.1		
Free Float (30 April 2018):	28.53%		
Turnover Velocity (F.F. Weighted):	7.0%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	70.72%	60.09%	59.78%

GROUP STRUCTURE

Mother Company's name: ELGEKA SA

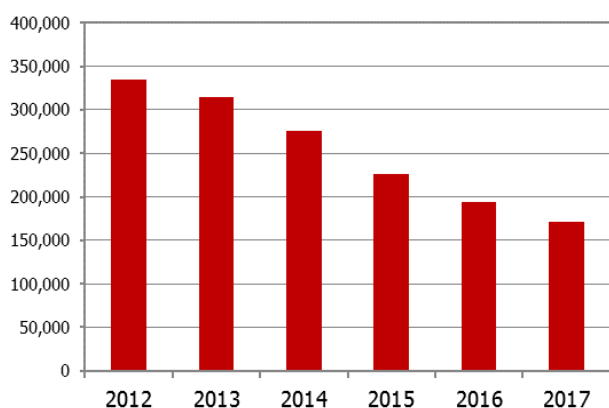
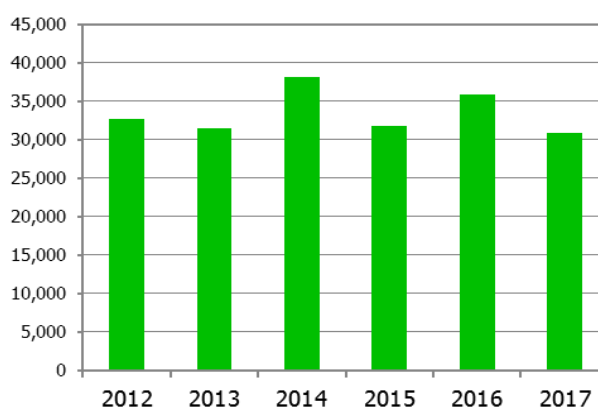
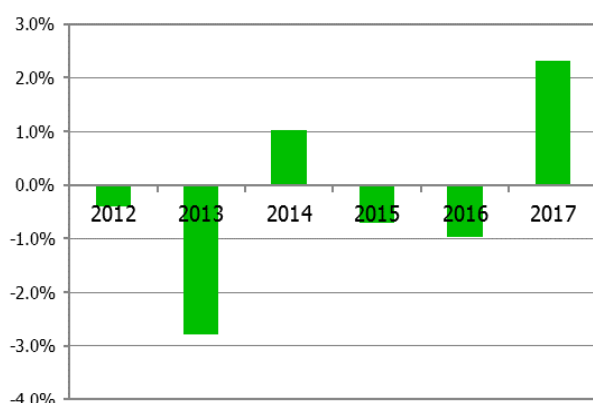
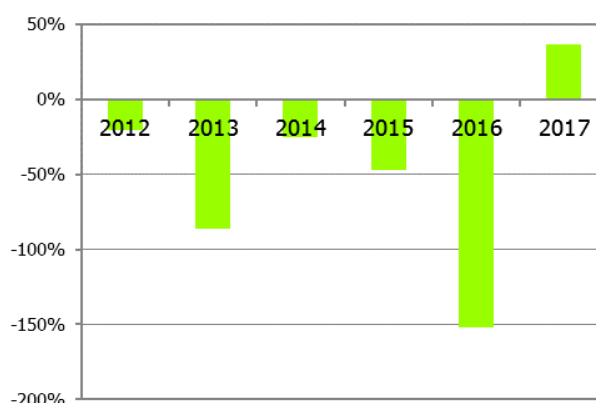
Subsidiaries & Joint Ventures	
DIAKINISIS SA	99,99%
ARIVIA SA	90,04%
SAMBROOK PHARMACEUTICAL SA	95,87%
GSBG SA	99,99%
ELGEKA (CYPRUS) LTD	100,00%
ELGEKA FERFELIS ROMANIA SA	50,02%
ELGEKA FERFELIS BULGARIA LTD	24,51%
ELGEKA FERFELIS SRL	50,02%
GATEDOOR HOLDINGS LTD	50,00%
SC GATEDOOR HOLDINGS COM SRL	50,01%
GREC-ROM BUSINESS GROUP SRL	25,00%
CERA VILLA DESIGN SRL	35,01%

DIVIDEND POLICY - DPS (in €)



COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)						
(in € 000)	2012	2013	2014	2015	2016	2017
Sales	334,412	314,558	275,425	226,434	194,148	170,645
Gross profit	32,672	31,531	38,166	31,799	35,798	30,875
EBIT	-1,317	-8,779	2,836	-1,601	-1,884	3,934
EBITDA	4,517	-1,923	9,213	4,657	5,162	8,070
Earnings before tax	-11,518	-24,778	-6,541	-9,716	-9,828	2,833
Earnings after tax	-11,177	-25,223	-5,799	-7,169	-9,017	2,458
E.P.S.	-0.38	-0.800	-0.2	-0.2089	-0.2755	0.0517
Total Equity	54,733	29,301	22,625	15,193	5,946	6,662
ROE	-20.42%	-86.08%	-25.63%	-47.19%	-151.65%	36.90%

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

Name	%
KATSIOTIS ALEXANDER	32.63%
KATSIOTI – DRAKOPOULOU ELLI	23.07%
DRAKOPOULOU ATHANASIA	10.00%
KATSIOTI ELENi	5.76%
Total	71.47%

BOARD OF DIRECTORS

Name	Qualification
KATSIOTIS G. ALEXANDROS	CHAIRMAN/CEO/EXECUTIVE MEMBER
DRAKOPOULOU ELLI	VICE CHAIRMAN/NON EXECUTIVE MEMBER
MISAILIDIS ANTHIMOS	NON EXECUTIVE MEMBER
FANDRIDIS E. MICHAIL	NON EXECUTIVE MEMBER
LENTSIOS ADAMANTIOS	NON EXECUTIVE MEMBER
MILIOS G. NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
STEPHANOU M. STYLIANOS	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. Adamantios Athanasios Lentsios is Non-Executive 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.

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.

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