

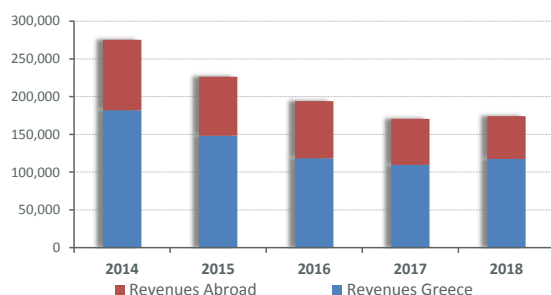
## COMPANY PROFILE

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 10 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)
- 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)



Revenues from abroad represented the 32.64% of the group's annual turnover in 2018.

## OVERVIEW - TRADING DATA

### OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2018 - 30/04/2019)

Symbol:	ELGEK		
Athex Market:	MAIN MARKET		
Listing in Athex:	August 16, 1999		
Sector Classification:	Food & Beverage		
Subsector Classification:	Food Products		
Market Cap (Mil. €): (30 April 2019)	6,664		
Shares Outstanding (number): (30 April 2019)	31,734,530		
Average Spread (%):	11.15		
Market Liquidity (%):	4.59%		
Average Trading volume (no of shares):	118,203.4		
Total Value of transactions (€):	244,629		
Days to trade (1% of outstanding amount):	12.2		
Free Float (30 April 2019):	28.53%		
Turnover Velocity (F.F. Weighted):	58.48%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	25.12%	29.10%	45.25%

## GROUP STRUCTURE

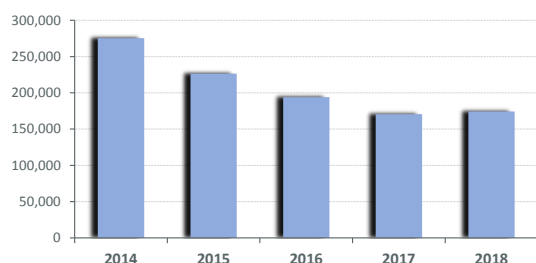
ELGEKA SA - Parent	Location	% Holding
DIAKINISIS SA	Greece	99.99%
SAMBROOK PHARMACEUTICAL SA	Greece	95.88%
GSBG SA	Greece	99.99%
ELGEKA (CYPRUS) LTD	Cypus	100.00%
ELGEKA FERFELIS ROMANIA SA	Romania	50.02%
ELGEKA FERFELIS BULGARIA LTD	Bulgaria	24.51%
ELGEKA FERFELIS SRL	Moldavia	50.02%
GATEDOOR HOLDINGS LTD	Cypus	50.01%
SC GATEDOOR HOLDINGS COM SRL	Romania	50.00%
GREC-ROM BUSINESS GROUP SRL	Romania	25.00%

## COMPANY'S PERFORMANCE

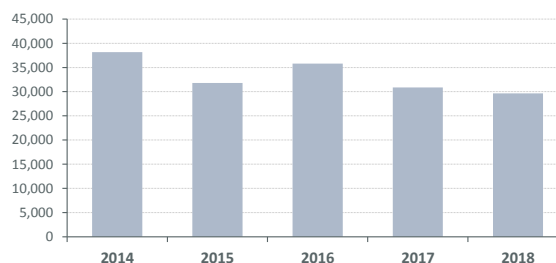
### FINANCIAL OVERVIEW (Consolidated)

(in 000)	2014	2015	2016	2017	2018
Revenues	275,425	226,434	194,148	170,645	174,195
Gross Profit	38,166	31,799	35,798	30,875	29,654
EBIT	2,836	-1,601	-1,884	3,934	2,634
EBITDA	9,213	4,657	5,162	8,070	6,590
Profit before tax	-6,541	-9,716	-9,828	2,833	-3,055
Profit after tax	-5,799	-7,169	-9,017	2,458	-2,604
Total Equity	22,625	15,193	5,946	6,662	3,406
E.P.S.	-0.200	-0.21	-0.28	0.05	-0.08
ROE	-25.63%	-47.19%	-151.65%	36.90%	-76.45%

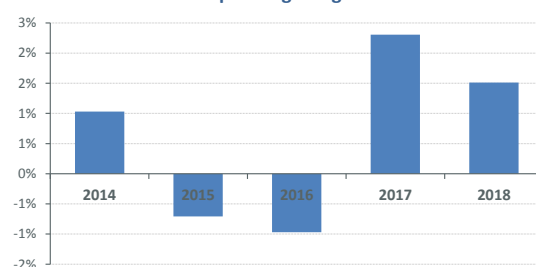
Revenues (in 000)



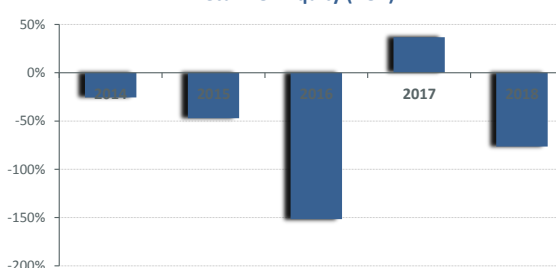
GROSS PROFIT (in 000)



Operating Margin



Return On Equity (ROE)



### MAJOR SHAREHOLDERS (>5%)

Name	%
KATSIOTIS ALEXANDROS	32.63%
KATSIOTI ELENI	5.76%
DRAKOPOULOU ATHANASIA	10.00%
KATSIOTI - DRAKOPOULOU ELLI	13.07%
DRAKOPOULOU AIKATERINI	10.00%
<b>Total</b>	<b>71.47%</b>

### BOARD OF DIRECTORS

Name	Qualification
KATSIOTIS G. ALEXANDROS	PRESIDENT/CEO/EXECUTIVE MEMBER
DRAKOPOULOU ELLI	VICE CHAIRMAN/NON EXECUTIVE MEMBER
STEFANOU M. STYLIANOS	INDEPENDENT NON EXECUTIVE MEMBER
MILIOS G. NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
MISAILIDIS V. ANTHIMOS	NON EXECUTIVE MEMBER
FANDRIDIS E. MICHAEL	NON EXECUTIVE MEMBER
LENTSIOS A. ADAMANTIOS	NON EXECUTIVE MEMBER

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