

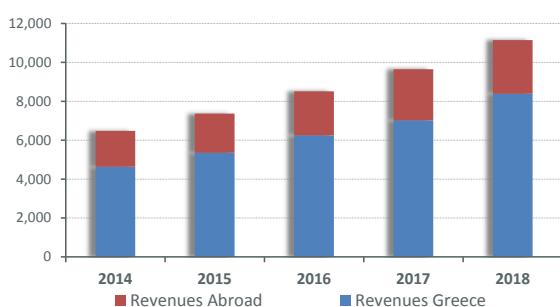


Website: <http://www.domaine-lazaridi.gr>
 Bloomberg code: KTILA:GA
 Reuters code: LAZr.AT
 ISIN code: GRS354003006

COMPANY PROFILE

Ktima Kosta Lazaridi SA was established in Drama, Northern Greece in 1992. Today the company product portfolio includes, a wide selection of wines (Amethystos, Chateau Julia, Oenotria Land), grape spirits and balsamic vinegars. The company owns 200 hectares of vineyards a 15.000 sq.m. winery with the most modern equipment, and co-operates with world known consultants such as Michel Roland. The products are exported to Germany, the United States, Canada, China, Australia, France, Switzerland, Denmark, Sweden and several other countries. In Kapandriti Attica, the company owns "Oenotria Gi Costa Lazaridi" a building complex of 10,500 sq.m. consisting of a winery, a wine museum, ageing cellars as well as halls and outdoor areas which can host any professional or social function up to 1800 people. Ktima Kosta Lazaridi SA is certified with ISO 9001 and HACCP for health and safety in the food sector.

REVENUE ANALYSIS (in € 000)



Revenues from abroad represented the 24.79% 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)

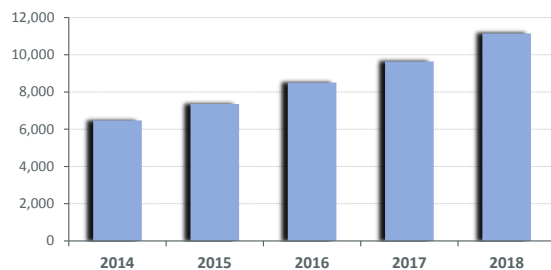
Symbol:	KTILA		
Athex Market:	MAIN MARKET		
Listing in Athex:	January 14, 2000		
Sector Classification:	Food & Beverage		
Subsector Classification:	Distillers & Vintners		
Market Cap (Mil. €): (30 April 2019)	20,720		
Shares Outstanding (number): (30 April 2019)	18,017,472		
Average Spread (%):	11.24		
Market Liquidity (%):	0.23%		
Average Trading volume (no of shares):	676.5		
Total Value of transactions (€):	204,371		
Days to trade (1% of outstanding amount):	206.0		
Free Float (30 April 2019):	20.42%		
Turnover Velocity (F.F. Weighted):	5.47%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	29.29%	35.78%	39.11%

COMPANY'S PERFORMANCE

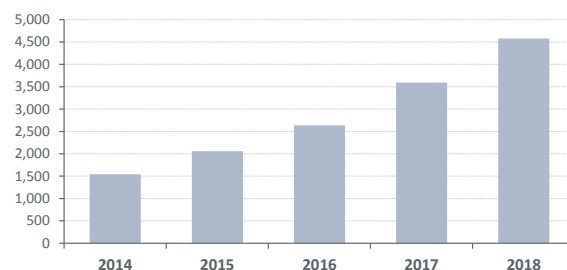
FINANCIAL OVERVIEW (Company)

(in 000)	2014	2015	2016	2017	2018
Revenues	6,475	7,361	8,507	9,647	11,147
Gross Profit	1,545	2,059	2,636	3,596	4,578
EBIT	-99	234	577	791	1,861
EBITDA	526	1,058	1,419	1,612	2,514
Profit before tax	-943	-1,053	-3	285	1,467
Profit after tax	-1,722	-1,190	-148	375	1,812
Total Equity	23,353	22,167	22,023	22,301	24,113
E.P.S.	-0.110	-0.08	-0.01	0.02	0.11
ROE	-7.37%	-5.37%	-0.67%	1.68%	7.51%

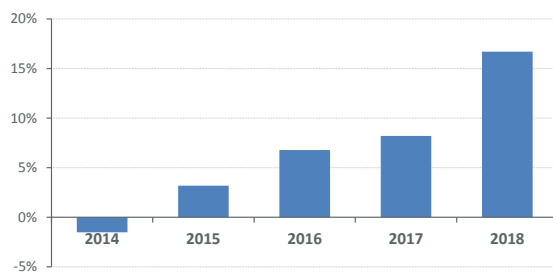
Revenues (in 000)



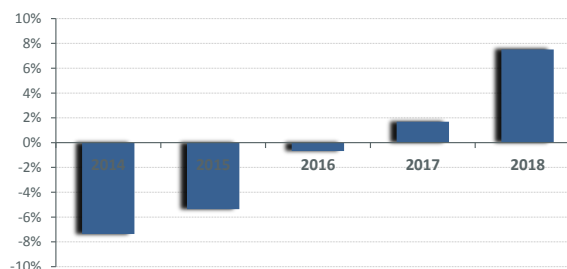
GROSS PROFIT (in 000)



Operating Margin



Return On Equity (ROE)



MAJOR SHAREHOLDERS (>5%)

Name	%
LAZARIDIS KON/NOS	37.60%
LAZARIDIS GERASIMOS	16.83%
LAZARIDI IOULIA	14.64%
LAZARIDIS GEORGIOS	10.51%
Total	79.58%

BOARD OF DIRECTORS [?](#)

Name	Qualification
LAZARIDIOY IOYLIA	PRESIDENT/CEO/EXECUTIVE MEMBER
ZACHARIS GEORGIOS	VICE PRESIDENT/CEO/EXECUTIVE MEMBER
LAZARIDIS GERASIMOS	SECOND VICE CHAIRMAN/EXECUTIVE MEMBER
OXYZIDIS IOANNIS	EXECUTIVE MEMBER
TSAMANTANIS TRIANTAFYLLOS	INDEPENDENT NON EXECUTIVE MEMBER
NTINAKIS PETROS	INDEPENDENT NON EXECUTIVE MEMBER
PAPPAS ATHANASIOS	INDEPENDENT NON EXECUTIVE MEMBER

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