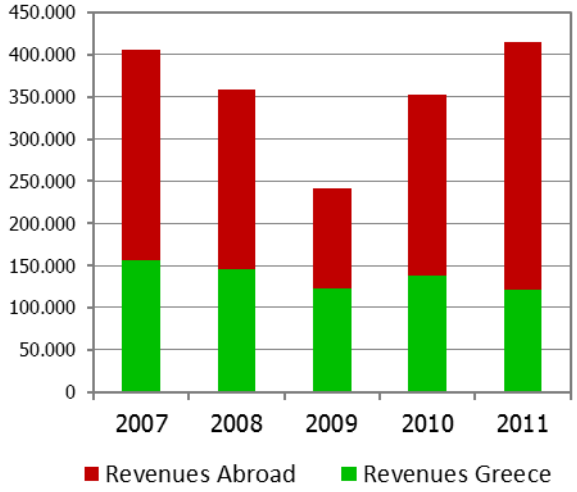
Website:	HTTP://WWW.CABLEL.GR
Bloomberg code:	ELKA:GA
Reuters code:	HCAr.AT
ISIN code:	GRS221103005

COMPANY PROFILE

The HELLENIC CABLES Group of Companies is one of the largest cable industries in Greece and owns four production plants, three in Greece and one abroad.
The company started its activities in 1950 as a cable production plant of VIOHALCO. In 1973 the company was established under the name HELLENIC CABLES as an independent subsidiary of VIOHALCO and proceeded to expand its production and trade operations. Since its establishment, the company has focused on integrating state-of-the-art technologies and its goal has been to manufacture products for the international market.

REVENUES ANALYSIS (in € 000)



Company's exports represent 29% of total sales, in Europe, Asia and Africa.

KEY INVESTMENT HIGHLIGHTS

The acquisition of Fulgor is expected to bolster the export orientation of HELLENIC CABLES Group while also enriching the portfolio of products with high added value cables such as energy submarine cables. In addition, the synergies that will arise among the sales networks, supply chain, production as well as research and development of new products are expected to have a positive effect on the Group's financial results. By acquiring FULGOR, HELLENIC CABLES Group becomes one of the largest cable groups in Europe.

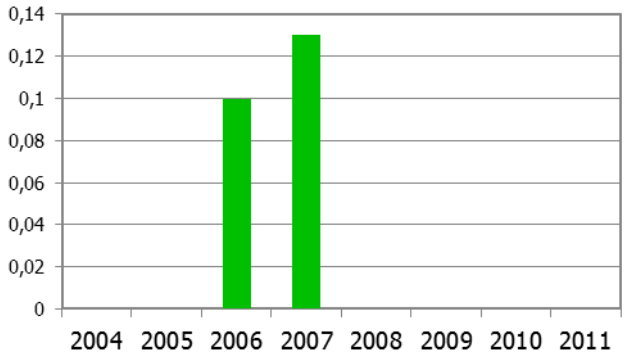
OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			ELKA
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			48
Shares Outstanding (Mil. €): (22 Nov. 2012)			30
Average Spread (%):			2,89%
Market Liquidity (%):			3,376%
Trading volume (no of shares):			3.906.716
Value of transactions (€):			5.368.448
Days to trade (1% of outstanding amount):			15,3
Turnover Velocity (Weighted):			50,920%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	61,32%	71,32%	66,63%

GROUP STRUCTURE

HELLENIC CABLES S.A.

ICME-ECAB S.A.	98.59%
FULGOR SA	100%
LESCO OOD	100%
GENECOS S.A.	60%
LESCO ROMANIA	65%
DELAIRE	100%
ELECTRIC CABLE AGENCIES	100%
EDE S.A.	99.99%

DIVIDEND POLICY - dps *(in €)*

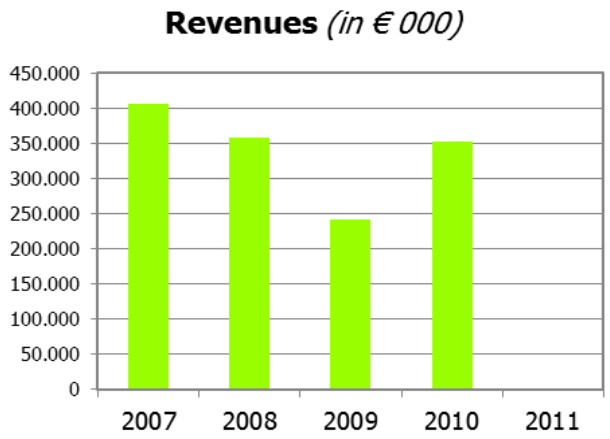


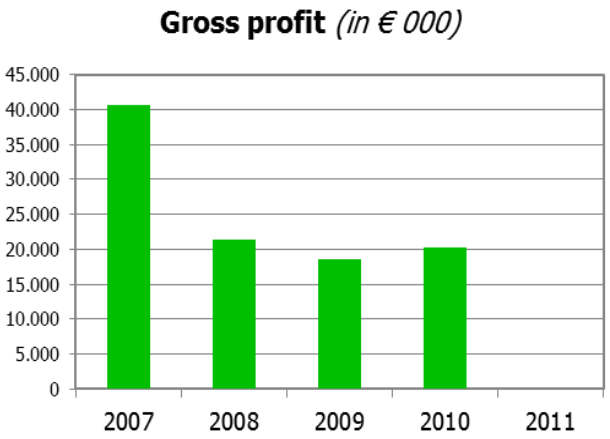
RECENT DEALS

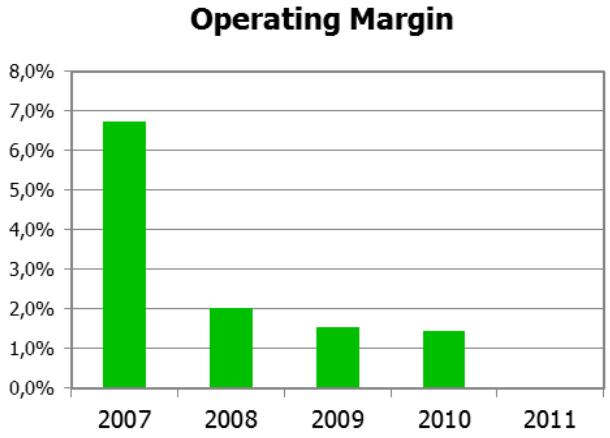
01-08-2012: acquisition of 100% of the share capital of FULGOR S.A. The acquisition will strengthen the export orientation of the HELLENIC CABLES Group, while enriching its product portfolio. Moreover, a positive impact in the Group's future results is expected from the synergies that will result in sales & distribution, supply chain, production and research & development of new products. By acquiring FULGOR HELLENIC CABLES Group grows into one of the largest cable groups in Europe.

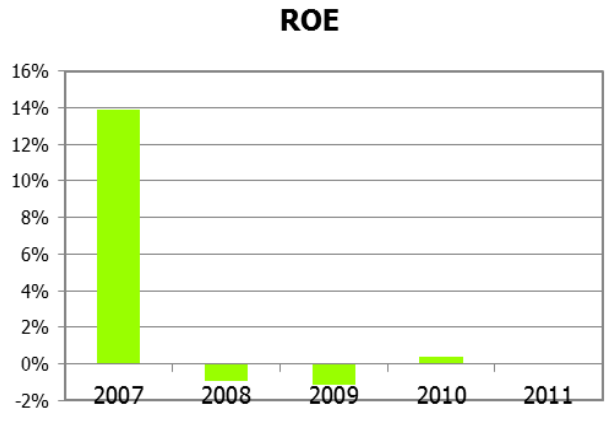
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000)	2009	2010	2011
Sales	241.636	351.884	414.593
Gross profit	18.679	20.269	26.888
EBIT	3.751	5.140	11.816
EBITDA	11.066	13.224	20.850
Earnings before tax	-179	568	3.609
Earnings after tax	-1.230	394	1.822
Earnings per share	-0,05	0,01	0,12
Total equity	104.595	104.698	116.115
ROE	-1,18%	0,38%	1,57%









MAJOR SHAREHOLDERS (>5%)	
Name	**%**
VIOCHALCO S.A. – CHALKOU & ALOUMINIOU with subsidiaries companies	74,47%
Total	**74,47%**

BOARD OF DIRECTORS	
Name	**Qualification**
BATSOLAS IOANNIS	PRESIDENT/EXECUTIVE MEMBER
LAIOS KONSTANTINOS	VICE PRESIDENT/NON EXECUTIVE MEMBER
ALEXIOU ALEXIOS	EXECUTIVE MEMBER
DIAKOGIANNIS MICHAIL	NON EXECUTIVE MEMBER
GALETAS NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
GEE RONALD	NON EXECUTIVE MEMBER
GEORGANAS IAKOVOS	NON EXECUTIVE MEMBER
KATSANOS ANDREAS	NON EXECUTIVE MEMBER
KYRIAZIS ANDREAS	INDEPENDENT NON EXECUTIVE MEMBER
STAVROPOULOS IOANNIS	EXECUTIVE MEMBER
STERGIOPOULOS GEORGE	EXECUTIVE MEMBER
WIEDENMANN RUDOLF	NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Alexios Alexiou is General Manager. He's an Economist, holder of a degree from the University of Piraeus & an M.Sc. in Finance from Strathclyde University. He joined the Group in 1984.

Mr. Ioannis Theonas is Financial Manager. He's an Economist, holder of a degree from Athens University (ASOEE). He joined the Group in 1984.

Mr. Demetrios Hadjakis is Enamelled Wires Sales Manager. He's an Economist, holder of a degree from the Athens School of Economics & Business. He joined the Group in 1969.

Mr. Christos Siaperas is Cables Sales Manager. He's a Mechanical- Electrical Engineer, holder of a degree from the Athens Technical University. He joined the company in 2004.

Mr. Ioannis Papaioannou is Manager of Cables plant (Thebes). He's a Mechanical Engineer, holder of a degree from the Patras Technical University. He joined the group in 1991.

Mr. Haralabos Voulgaris is Manager of Compounds Plant. He's a Chemist, holder of a degree from the Aristotle University of Thessaloniki. He joined the Group in 2008.

Mr. Ioannis Skondras is Manager of Livadia Plant. He's a Mechanical Engineer, holder of a degree from the University of Naples. He joined the company in 1993.

Mr. Constantinos Constantinou is Quality Manager. He's an Electrical Engineer, holder of a degree from the Democritus University of Thrace. He joined the company in 1995.

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