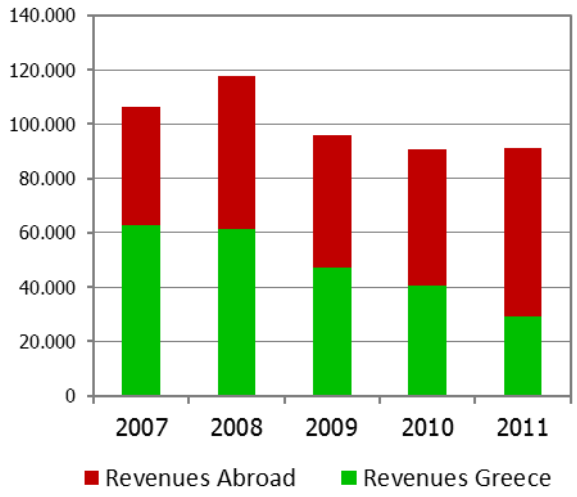
Website:	http://www.kleemann.gr
Bloomberg code:	KLEM:GA
Reuters code:	KLEr.AT
ISIN code:	GRS324253004

COMPANY PROFILE

KLEEMANN HELLAS is a Greek company and was founded in 1983, based on the know-how and licence of one of the biggest German lift companies KLEEMANN HUBTECHNIK GmbH. The head office of the company is based in the Industrial Area of Kilkis in Northern Greece, and office locations and showrooms located in Athens and Thessaloniki as well.
KLEEMANN company's activities concern both the manufacturing and trading of Complete Lift Systems (elevators and escalators).

REVENUES ANALYSIS (in € 000)



Kleemann as one of the largest lift companies offering products in the UK and Europe in general has formed a group of eight subsidiaries: KLEFER, a manufacturing company of automatic lift doors, with head offices in the industrial Area of Kilkis, KLEEMANN ASANSOR, a trading lift company located in Istanbul, Turkey, KLEEMANN LIFTOVI, a Serbian trading and manufacturing lift company, KLEEMANN LIFTRO a Romanian trading lift company and MODALIFT, a trading and manufacturing lift company located in the industrial area of Kilkis. The Group also has a newly established trading subsidiary in UK named KLEEMANN LIFTS UK LTD. In addition, it has created a holding subsidiary in Hong Kong named HONG KONG ELEVATOR SYSTEMS LTS that has invested in the Chinese market through its subsidiary KUNSHAN HK ELEVATOR SYSTEMS LTD.

The Group is also present through representative offices in Poland, Germany and Moscow.
Export sales comprise 65% of the company's total turnover and cover more than 75 countries, with the UK, Germany, Belgium, Ireland, Holland, Russia, New Zealand, Turkey and Cyprus being the main markets.

KEY INVESTMENT HIGHLIGHTS

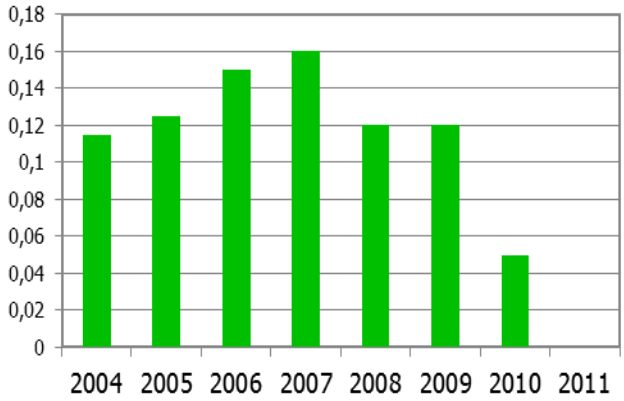
The Group of Kleemann presented profitability and increase in its turnover in the fiscal year 2011 and was recently rated by ICAP GROUP and classified as one of the "Strongest Companies in Greece". More specifically, based on the ICAP score, KLEEMANN HELLAS S.A. is ranked amongst a group of companies with the lowest credit risk in Greece.
Kleemann was awarded the second place in the Best Workplace in Greece 2012 competition, especially for its work environment as well as the relation between the workers and the management.
Also as regards 2012, penetrating new markets will continue to be the Group's main objective, in order to balance the losses of the domestic market, as it successfully achieved in 2011.

OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			KLEM
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			27
Shares Outstanding (Mil. €): (22 Nov. 2012)			24
Average Spread (%):			8,43%
Market Liquidity (%):			1,176%
Trading volume (no of shares):			873.070
Value of transactions (€):			693.191
Days to trade (1% of outstanding amount):			59,5
Turnover Velocity (Weighted):			12,553%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	52,23%	49,60%	55,20%

GROUP STRUCTURE

KLEEMANN S.A.	
KLEFER S.A.	50%
KLEEMANN ASANSOR S.A.	70%
KLEEMANN LIFTOVI D.O.O.	100%
KLEEMANN LIFT RO S.R.L.	100%
MODA LIFT S.A.	100%
HONG KONG ELEVATOR SYSTEMS LIMITED	100%
KLEEMANN LIFTS U.K. LTD	100%
KLEEMANN INTERNATIONAL HOLDINGS LIMITED	100%

DIVIDEND POLICY - dps (in €)



CURRENT PROJECTS

KLEEMANN HELLAS S.A. is launching its innovative iPhone application, named LIFT TESTER at the 19th "Elevcon 2012" International Congress on Vertical Transportation Technologies, to be held by the International Association of Elevator Engineers in Miami, Florida from May 22 to 24, 2012. The Company has designed this application in order to provide sector experts, as well as the end users of lifts, with the possibility of acquiring a comprehensive picture of the quality of motion, measuring data such as speed, acceleration, minor vibrations, and noise using their mobile phones. It should be noted that LIFT TESTER is

a global innovation from KLEEMANN HELLAS S.A., which is opening out to mobile marketing and the provision of services through smart phones.
Furthermore, another innovative application was created by KLEEMANN HELLAS S.A., named "Design Your Lift". It concerns a virtual showroom that provides users with the ability to design their own lift cabin, selecting products from all of the Company's models, in every possible combination of materials. The application allows users to experiment with materials, colours and design options offered, in order to create the lift that best meets their needs and aesthetic.

FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

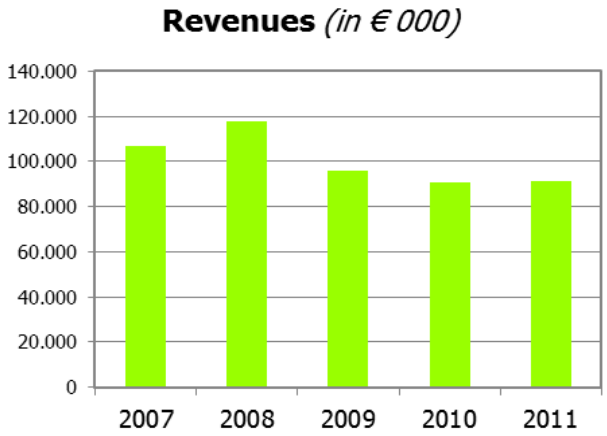
Penetrating in new markets will continue to be the principal goal of the Company in 2012, in order to cover its domestic losses due to the Greek financial crisis, as it has been done successfully in 2011. In this context, the strategic plan includes promotional activities, such as the establishment of new representation offices abroad, as well as the development of new products and services. Naturally, significant importance is given constantly, to projects concerning the finding and implementation of activities that reduce costs even further, in order to adapt to new the economic conditions and to improve the efficiency of procedures, mainly in production and administrative departments.
At the same time, it is estimated that liquidity will continue to be maintained in high levels giving the Group the required flexibility and the ability to proceed in new investments. The Group cover its operational needs and additionally fund its geographic and product growth.

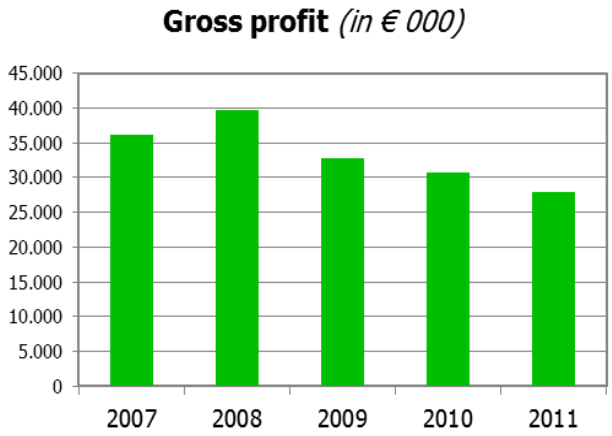
RECENT DEALS

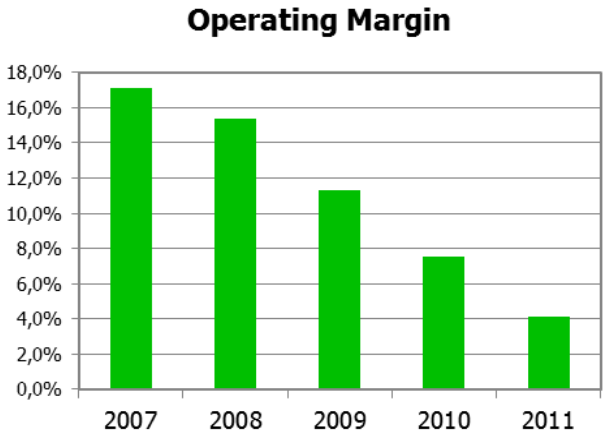
23.05.2012: Kleemann announced that it proceeded with the establishment of a 100% owned subsidiary under the trade name "KLEEMANN INTERNATIONAL HOLDINGS LIMITED", based in Cyprus. The initial share capital of the new Subsidiary amounts to € 1.000,00 (one thousand) and the participation of KLEEMANN HELLAS S.A. is 100%.
13.06.2011: The General Assembly of the subsidiary MODA LIFT S.A. decided to increase the share capital by 923.000 euros, which was covered entirely by the Parent capital KLEEMANN HELLAS S.A. The aforementioned capital increase has taken place through cash contribution, similarly affecting the cash flow of the parent company KLEEMANN HELLAS S.A. and was completed in the third semester of 2011.
22.03.2011: Establishment of subsidiary in the United Kingdom in purpose to promote modernization solutions and further enhance the overall product range of the parent company. The initial share capital of the new Subsidiary amounts to € 200.000,00 and was covered 100% by KLEEMANN HELLAS S.A.
27.06.2011: Acquisition of 40% of KLEEMANN LIFTOVI at the price of 1,090,000 euros. The aforementioned amount of shares was owned by the subsidiary "Kleemann Liftovi D.O.O" after being acquired from its partner "Grossi Engineering" on the 7th of March 2011. Therefore, the participation of KLEEMANN HELLAS S.A. in the Serbian subsidiary now amounts to 100%.
17.03.2011: Establishment of subsidiary company of HONG KONG ELEVATORS SYSTEMS LIMITED in China acquired by the authorities of the China Republic with the business license to proceed with the establishment of a Wholly Foreign Owned Enterprise (WFOE) owning 100%.

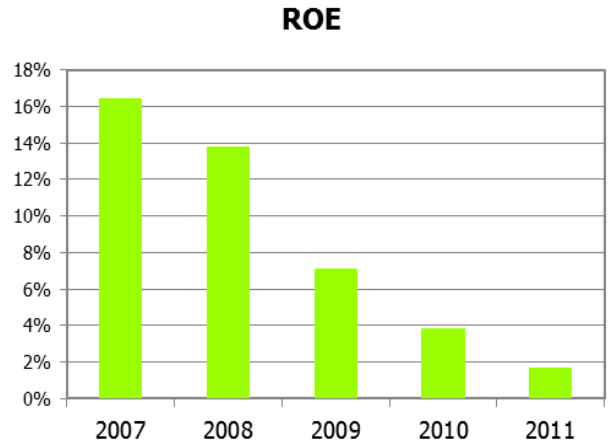
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	**2007**	**2008**	**2009**	**2010**	**2011**
Sales	106.572	117.497	95.848	90.943	91.187
Gross profit	36.151	39.806	32.797	30.741	27.910
EBIT	18.241	18.090	10.868	6.838	3.764
EBITDA	19.967	20.068	12.894	8.945	6.050
Earnings before tax	16.942	15.434	9.703	5.798	2.402
Earnings after tax	13.342	12.190	6.565	3.568	1.540
Earnings per share	0,51	0,44	0,22	0,10	0,00
Total equity	81.053	88.104	91.940	92.614	89.829
ROE	16,46%	13,84%	7,14%	3,85%	1,71%









MAJOR SHAREHOLDERS (>5%)

Name	%
KOUKOUNTZOS K NIKOLAOS	17,28%
KOUKOUNTZOS K MENELAOS	16,83%
KOUKOUNTZOS N NIKOLAOS	11,51%
KOUKOUNTZOS N KONSTANTINOS	12,41%
KOUKOUNTZOU N EKATERINI	10,11%
Total	**68,14%**

BOARD OF DIRECTORS

Name	Qualification
KOUKOUNTZOS K NIKOLAOS	PRESIDENT/ EXECUTIVE MEMBER
KOUKOUNTZOS K MENELAOS	VICE PRECIDENT
KOUKOUNTZOS N KONSTANTINOS	MANAGING DIRECTOR/EXECUTIVE MEMBER
KOUKOUNTZOS N NIKOLAOS	GENERAL MANAGER/EXECUTIVE MEMBER
GEORGALIS N STERGIOS	INDEPENDENT NON EXECUTIVE MEMBER
ZIOGAS T VASILIOS	INDEPENDENT NON EXECUTIVE MEMBER
KARADELOGLOU D MARIA	NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Nikolaos K. Koukountzos, Chairman, Executive Member, was born in 1944 and is the founder and majority holder of the Company. Since the foundation of the Company he serves as Chairman of the Board of Directors. He is engaged with the strategic development of the Company and the supervision of the technological developments of the field, regarding matters of mechanical equipment and manufacturing process. His main target is the preservation and the expansion of the competitive position of the Company in a global level.

Mr. Menelaos K. Koukountzos, Vice Chairman, Executive Member, was born in 1942 and is the vice-president of the Board. He has a long experience in the field of the lifts and of financial activities as well. Since 1988 he holds the position of Managing Director and is in charge of the financial administration of the Company and the supervision of the developments in the financial field.

Mr. Konstantinos N. Koukountzos, Managing Director, Executive Member, was born in 1973 in Thessaloniki. He holds a degree in Mechanical Engineering from the Polytechnic school of Aristotle University of Thessaloniki. He also holds a Master's Degree in Business Administration (MBA), from Boston University, USA.

Mr. Nikolaos N. Koukountzos, General Manager. Executive Member, Member of Nomination and Remuneration Committee, was born in 1977 in Thessaloniki. He holds a BSc degree in Electronic Engineering, an MSc in Mechanical Engineering from King's College, London and a Master's Degree in Business Administration (MBA), from Boston University, USA.

Mr. Vasilios T. Ziogas, Independent non-Executive Member, (President of Audit Committee), was born in 1956 in Fitia, Veria. He graduated from High Industrial School of Thessaloniki at 1979. He is a freelancer in Veria and works as an Economist at Companies. He has an extensive experience in accounting, tax and financial matters as well as in matters of Stock Market (IFRS, Legal Obligations S.A., C.M.C etc.).

Mr. Stergios N. Georgalis, Independent non-Executive Member, (President of Nomination and Remuneration Committee, Member of Audit Committee), was born in 1960 in Keramidi, Volos. He graduated from the Law School from the Aristotle University of Thessaloniki, and has attended courses to the MA department in Law of the Aristotle University of Thessaloniki. He is a lawyer in Thessaloniki since 1981, handling civil, trading and administrative cases.

Ms. Maria D. Karadedoglou, non-Executive Member, (Member of Audit Committee & Nomination and Remuneration Committee), was born in 1974 in Thessaloniki. Graduate of the Faculty of Law of the Aristotle University of Thessaloniki, speaks English and French. She is an active lawyer at Kilkis since 1999, handling mainly cases of public, civil and commercial law. She is the Company's legal consultant since 2007.

The information contained in this report is supplied by ATHEX and by the listed companies. While all reasonable efforts have been taken to ensure the accuracy of the information contained in the report, it cannot be guaranteed. No liability is accepted by ATHEX and/or any listed company. This report does not constitute financial or investment advice.
The present document is property of Athens Exchange S.A. (ATHEX) and the rights over it are protected under the stipulations about intellectual property rights. Copyright © 2012 Athens Exchange S.A.