

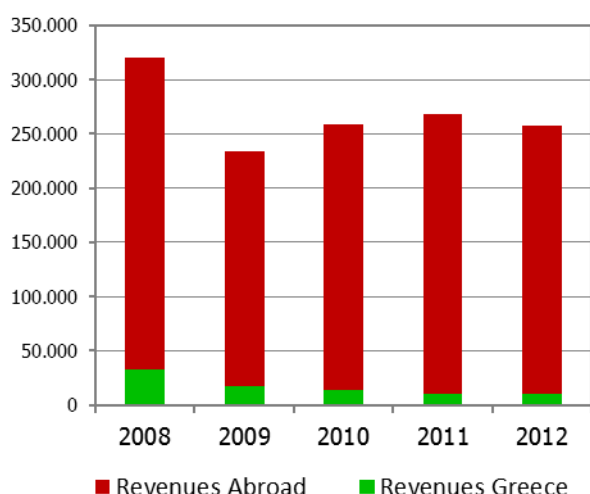


Website:	www.alco.gr
Bloomberg code:	ALCO:GA
Reuters code:	ALHr.AT
ISIN code:	GRS276003001

COMPANY PROFILE

The ALCO Group has high specification, state-of-the-art aluminium systems of high quality and aesthetic appeal covering the whole range of building applications. The Group's structure includes large aluminium profile manufacturing industries and commercial companies both in Greece and abroad.

REVENUES ANALYSIS (in € 000)



The Group exports to Germany and other European countries. From the analysis of company sales it is revealed that international sales accounted for 96.28% of the turnover in 2011.

KEY INVESTMENT HIGHLIGHTS

The Group has a solid exporting profile, with its turnover in 2011 in Germany being higher than that in 2010 despite the financial crisis in Europe. Additionally, the companies of the Group have been awarded with many quality certifications not only for their products but their state-of-the-art laboratory equipment, too.

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2012 - 28/03/2013)

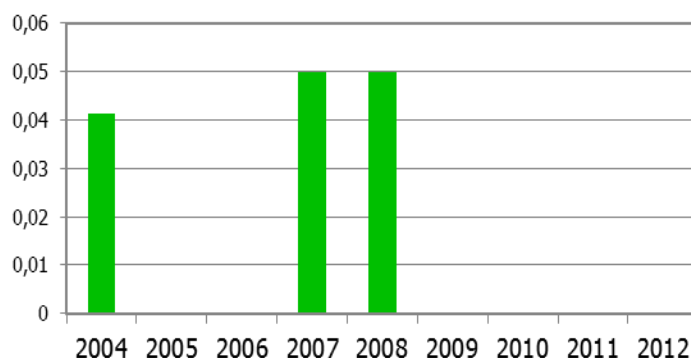
Symbol:	ALCO		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 March 2013)	6,6		
Shares Outstanding (number): (28 March 2013)	17.200.576		
Average Spread (%):	16,43%		
Market Liquidity (%):	3,399%		
Average Trading volume (no of shares):	9.818		
Total Value of transactions (€):	1.466.559		
Days to trade (1% of outstanding amount):	11,8		
Free Float (28 March 2013):	35,50%		
Turnover Velocity (F.F. Weighted):	28,2%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	78,97%	104,80%	111,29%

GROUP STRUCTURE

ALCO HELLAS SA

ALUMINIUM THRAKIS S.A	99.9%
GROUPAL GROUP ALUMINIUM HELLAS	86.43%
ALCO DEUTSCHLAND AG	45%
ALCO ROM TRADE S.R.L.	90%
VASALTIS ENERGY – GEORGIADIS K. & SONS	99%
AGISIPOLIS ENERGY – GEORGIADIS K. & SONS	99%
ANDESITIS ENERGY – GEORGIADIS K. & SONS	99%
AXIOKERASOS ENERGY – GEORGIADIS K. & SONS	99%
ERICHTHONIOS ENERGY – GEORGIADIS K. & SONS	99%
ALKITAS ENERGY – ZOUMBOULIDOU E. & SONS	99%
AKROTATOS ENERGY – GEORGIADIS K. & SONS	99%
ECHESTRATOS ENERGY – GEORGIADIS K. & SONS	99%
SANAMBARIS ENERGY – ZOUMBOULIDOU E. & SONS	99%
TILEGONOS ENERGY – ZOUMBOULIDOU E. & SONS	99%
ASVESTITIS ENERGY – GEORGIADIS K. & SONS	99%
GUTMANN AG	51%
GARTNER EXTRUSION GMBH	51%
GUTMANN ALUMINIUM DRAHT GMBH	24.99%
GUTMANN IMMOBILIEN GBR	47.94%
NORDALU GMBH	73.01%
ALTHRA ENERGY EPE	85%
GROUPAL ENERGY EPE	85%

DIVIDEND POLICY – DPS (in €)

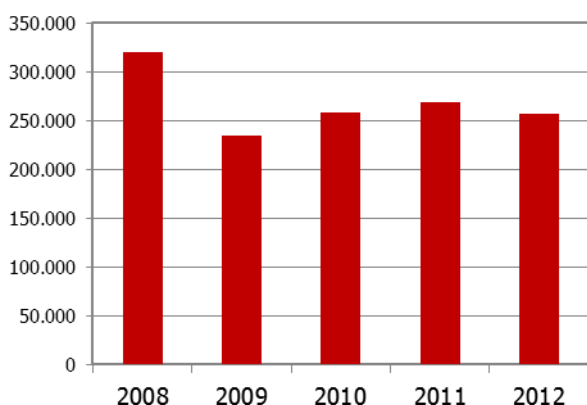
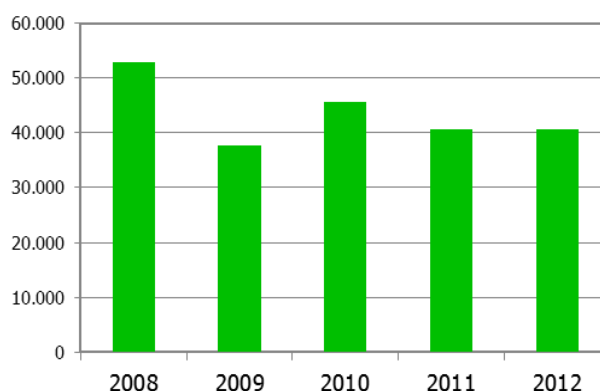
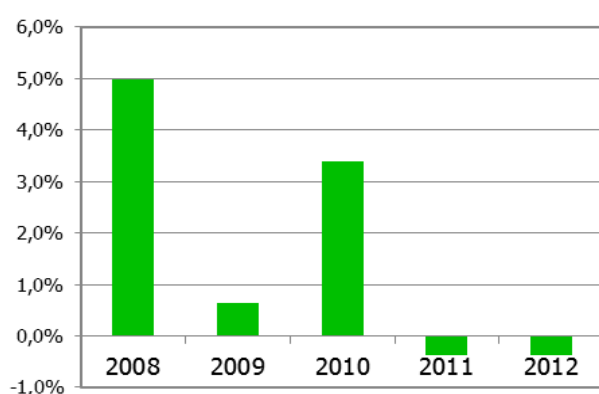
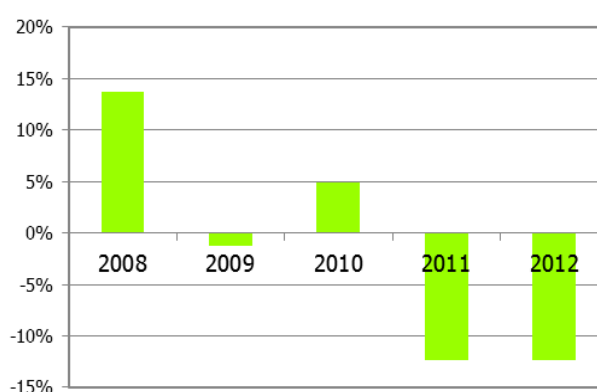


RECENT DEALS

6-6-2012: ALCO HELLAS SA announced that Angel Tourist Hotel SA, a related legal person, bought on 06/05/2012 at market 13,500 shares of total value of 2.970,00 €.

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)				
(in € 000)	2009	2010	2011	2012
Sales	234.531	258.508	268.396	257.046
Gross profit	37.730	45.688	40.767	36.653
EBIT	1.497	8.736	-1.023	-2.030
EBITDA	19.100	23.857	13.658	14.025
Earnings before tax	508	7.186	-4.177	-4.720
Earnings after tax	-830	3.282	-7.167	-6.378
E.P.S.	-0,109	-0,055	-0,58	-0,48
Total Equity	64.664	66.677	58.238	50.535
ROE	-1,28%	4,92%	-12,31%	-12,62%

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

Name	%
TZORTZIS P THEODOROS	45,66%
ANGEL HOTEL TOURIST SA-Controlled by Mr.T.Tzortzis	19,22%
Total	64,88%

BOARD OF DIRECTORS

Name	Qualification
TZORTZIS P. THEODOROS	PRESIDENT/CEO/EXECUTIVE MEMBER
SOFIANOS K. NIKOLAOS	VICE PRESIDENT/INDEPENDENT NON EXECUTIVE MEMBER
KANAKARIS P. GEORGIOS	CEO/EXECUTIVE MEMBER
MELLES D. PERIKLIS	EXECUTIVE MEMBER
STAMOGIANNOS M. PANAGIOTIS	INDEPENDENT NON EXECUTIVE MEMBER
KOUDOUNIS G. PATROKLOS	INDEPENDENT NON EXECUTIVE MEMBER
GEORGIOU D. APOSTOLOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Theodoros Tzortzis is Executive Chairman of the Board and Managing Director of Alco Hellas Aluminium Industrial and Trading Co SA. He founded the supermarkets company Prota Kai Fthina Tzortzis SA. Since 1990 he is active in the aluminium industry, as a founder of Alco Hellas, a company which invests in Greece and Germany. He manages Alco Hellas and Gutmann AG. Mr Tzortzis is an Economist.

Mr. Nikolaos Sofianos was appointed Non-Executive Independent Vice Chairman of the Board of Alco Hellas Aluminium Industrial And Trading Co SA, on November 1, 2011. In 1989 he earned a BSc in Marketing Management from DEREE - The American College of Greece and in 1991 he received a MSc in European Studies from London School of Economics and Political Science (University of London). He is engaged in the management of companies N. Sofianos – Sofianos Floors, Leto Hydra Hotel and Nasia Real Estate Development s.r.l. (Romania). He has been engaged since his student years and has served as Treasurer, Secretary and Vice-President of the student community of the Athens College (1982-1984); Treasurer and Vice-President of the student union of the Deree College (1986-1988); Member of the GM of SEV (1999 – 2005); Vice-President of foreign Romania investors (2006-2009); Member of the Board of EVEA since 1997, and Member of the Board of Invest in Greece from 2009 to 2010. In July 2006 he was elected in the Administrative Committee of EVEA in the position of Financial Supervisor. In July 2011 he was elected in the Administrative Committee of EVEA in the position of Financial Supervisor.

Mr. Georgios Kanakaris is a business professional with more than 20 years of Managerial and Commercial experience in world class organizations (Heineken, Diageo). He is an effective communicator and negotiator with strong track record on developing and implementing growth strategies and building successful business. He was a member of the Management Committee South Europe for Diageo and a board member of Heineken Greece. Georgios had studied Marketing and holds an MBA from Kingston University.

Mr. Melles D. Periklis is Executive Director of Alco Hellas Aluminium Industrial And Trading Co SA, since November 27, 2012, born in Salamina in 1949. He has graduated the Greek Military School and the Highest War School. He has worked as General Manager of Alco Hellas from 1999 until 2011.

Mr. Panagiotis Stamogiannis is an Independent Non-Executive Member of the Board of Directors, since March 1, 2013. He was born in Molai Lakonias, in 1953. He has worked as General Manager in Cars Sales agency (S.A.) and has been Member of the Board of Directors of several companies in Greece.

Mr. Patroklos Koudounis is Non-Executive Independent Director of Alco Hellas Aluminium Industrial And Trading Co SA since February 11, 2011. He holds a BSc in Economics and Business Finance from Brunel University, London. He has postgraduate studies in Political Sciences and European Integration. He worked from 1999 until 2001 as a stock market analyst and from 2001 until 2005 he was appointed Publisher-Director of the newspaper Chrimatistirio. Since 2005 he works as a business consultant and continues writing articles in newspapers. Mr Koudounis is a Member of the Association of European Journalists.

Mr. Apostolos Georgiou is Executive Director of Alco Hellas Aluminium Industrial And Trading Co SA since February 11, 2011. He is a Chemical Engineer, graduate of the National Technical University of Athens and holds an MSc in Petroleum Engineering from Imperial College of Science, Technology and Medicine, London. He also holds an MBA from Manchester Business School (University of Manchester), United Kingdom. He has attended courses of negotiations, crisis management and business administration from Harvard University. He worked as executive in international companies as Chevron, British Petroleum and Maillis SA. He operates in business development, acquisitions, strategic planning, financial and organisational restructuring and developing price strategy in the commodities market, consumer products and energy.

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