



Website:	<a href="http://www.nexans.gr">http://www.nexans.gr</a>
Bloomberg code:	ALKA:GA
Reuters code:	ALCr.AT
ISIN code:	GRS079103008

## COMPANY PROFILE

Nexans Hellas manufactures power and telecom cables in Greece since 1974. The company produces energy cables of low, medium and high voltage, copper and optical fiber telecommunication cables, overhead conductors made of copper, aluminum as well as aluminum alloys. In addition, the company produces industrial cables and wires, machinery cables, cables for oil and gas systems, cables for transportation, photo-voltaic systems and wind mills and land and submarine optical fiber cables.

The factory is located in Lamia (Aghia Marina). It is an important growth driver for the region and has been constantly modernized in order to meet the growing demands of international competition both in cost and quality, thus enabling the company to become a net exporter of goods.

## EXPORTS

Company's exports for the year 2012 represent 57% of total sales, to Europe, Middle East and Africa.

## KEY INVESTMENT HIGHLIGHTS

Nexans Hellas S.A. is a member of Nexans Group, based in Paris, engaged in the manufacture of a range of cables and related products.

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2012 - 28/03/2013)			
Symbol:	ALKA		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 March 2013)	15,5		
Shares Outstanding (number): (28 March 2013)	6.132.500		
Average Spread (%):	11,19%		
Market Liquidity (%):	0,492%		
Average Trading volume (no of shares):	673		
Total Value of transactions (€):	328.428		
Days to trade (1% of outstanding amount):	89,6		
Free Float (28 March 2013):	18,2%		
Turnover Velocity (F.F. Weighted):	16,4%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	54,95%	53,45%	54,97%

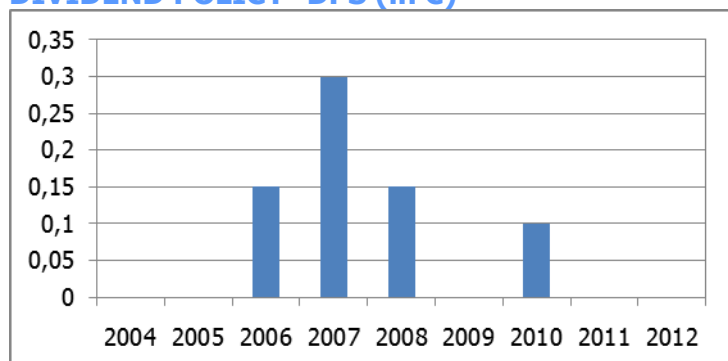
## GROUP STRUCTURE

### NEXANS HELLAS S.A.

Nexans Hellas has no subsidiaries

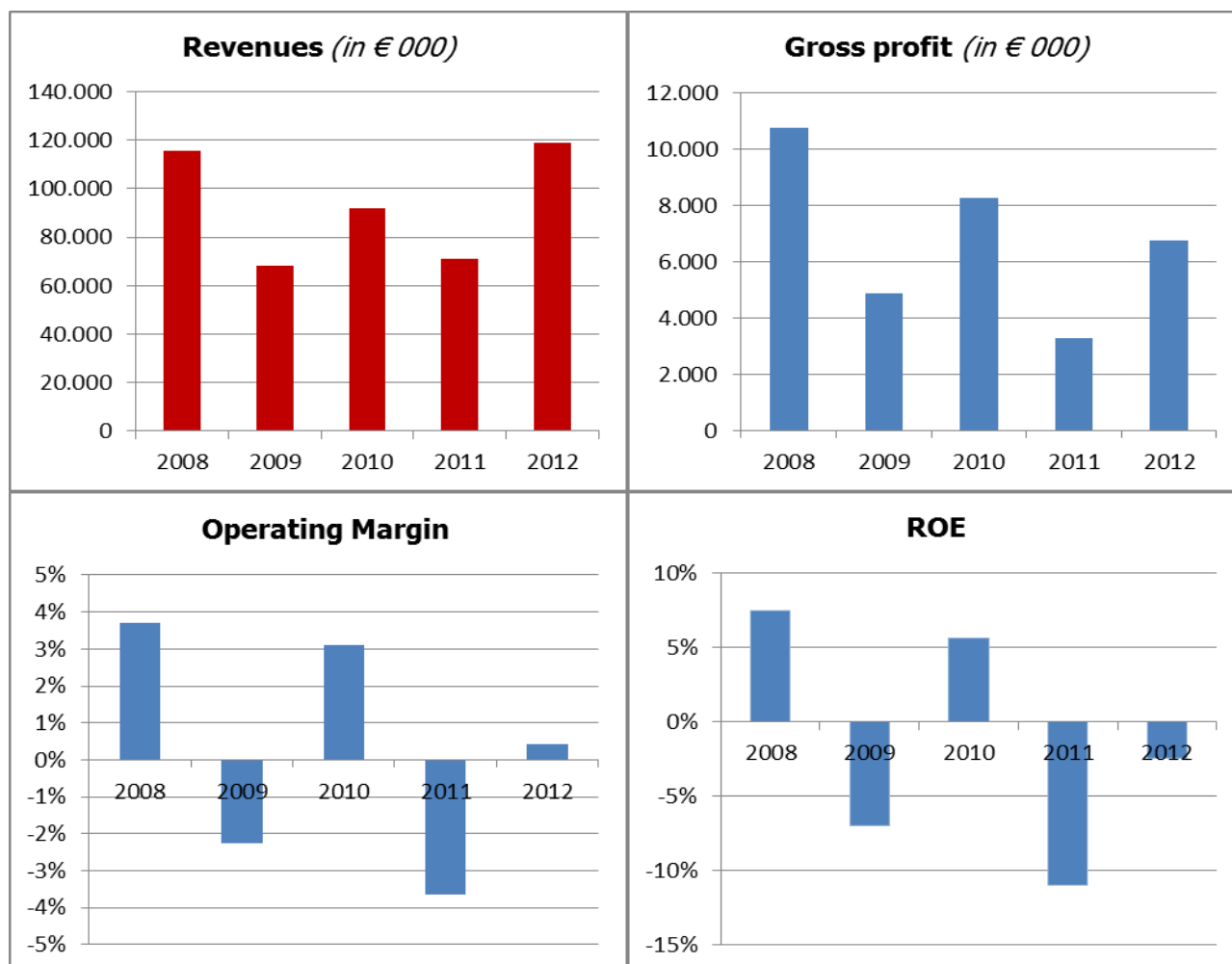
*Note: Nexans Hellas is member of Nexans Group, based in Paris.*

## DIVIDEND POLICY- DPS (in €)



## COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b>				
<b>(in € 000)</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>
Sales	68.037	91.747	71.011	118.925
Gross profit	4.895	8.297	3.296	6.750
EBIT	-1.536	2.842	-2.596	485
EBITDA	25	4.448	-1.090	1.969
Earnings before tax	-1.973	2.448	-3.402	-695
Earnings after tax	-1.999	1.718	-2.962	-627
E.P.S.	-0,33	0,28	-0,49	-0,10
Total equity	28.755	30.473	26.856	25.865
ROE	-6,95%	5,64%	-11,03%	-2,42%
Debt Ratio	202,16	3,71	-15,43	4,16



<b>MAJOR SHAREHOLDERS (&gt;5%)</b>	
<b>Name</b>	<b>%</b>
NEXANS GROUP	71,75%
DRAKAKIS SPIRIDON	5,00%
HMG GLOBETROTTER	5,01%
<b>Total</b>	<b>81,76%</b>
<b>BOARD OF DIRECTORS</b>	
<b>Name</b>	<b>Qualification</b>
BORRELLI C GIUSEPPE	PRESIDENT
KALOGERAS C DEMETRIOS	VICE PRESIDENT/ CEO
TROUVE P JEAN-MICHEL	NON EXECUTIVE MEMBER
POLITIS I DEMETRIOS	INDEPENDENT NON EXECUTIVE MEMBER
CHRYSSOMALLIS K GEORGE	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Giuseppe Borelli** is Executive Chairman of the Board of Nexans Hellas SA since May 25, 2011. Previously, he was appointed Non-Executive Director on October 22, 2009.

**Mr. Demetrios Kalogeras** is Managing Director and General Manager of Nexans Hellas SA since January 1989 and Executive Vice Chairman of the Board since July 2004.

**Mr. Athanasios Gavriil** is Chief Financial Officer, Chief Accounting Officer, Corporate Announcements and Shareholder Services Officer of Nexans Hellas SA since March 30, 2010.

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