



Website:	<a href="http://www.intrakat.gr">http://www.intrakat.gr</a>
Bloomberg code:	INKAT:GA
Reuters code:	INCr.AT
ISIN code:	GRS432003010

## COMPANY PROFILE

INTRAKAT was founded in 1987 and is a member of the INTRACOM HOLDINGS Group of companies.

The Group's activity is focused mainly into two fields: construction (including telecommunications and optical fiber networks) and steel structures. The construction activity is expanding in all contemporary fields of public and private projects and until today the Parent company as well as the joint-ventures/joint operations in which it participates have materialized significant projects such as office buildings, industrial buildings, hospitals, airport expansions, motorway infrastructures, athletic projects, railway projects, hotels, telecommunication projects and natural gas infrastructure projects. INTRAKAT holds the upper (7th) grade Contractors Certificate of the Registry of Contractors' Enterprises (Ministry of Infrastructure, Transport and Networks) for all categories of projects. Development in the field of steel structures is realized through the Company's factory unit, situated on a privately owned plot in Larissa, Yannouli, measuring 125.000 m<sup>2</sup> (25.000 m<sup>2</sup> indoor space), that provides a series of services including the design, study, development, industrialization and installation (erection) of complex steel and electromechanical structures. At the same time INTRAKAT Group expands its activity in the fields of environmental projects (administration of natural resources and green development projects) and renewable energy sources (integrated solutions of study, installation and maintenance of solar and wind parks), while significant is its presence abroad, where through its subsidiaries in Romania and Cyprus and through its branch offices in Albania, Syria, Poland, Bulgaria, Kourdistan and Cameroon it implements various building projects and telecommunication infrastructure projects.

## EXPORTS

The company's exports accounted in 2014 to 4% of the group turnover.

## KEY INVESTMENT HIGHLIGHTS

Acquisition of 490,500 normal nominal shares, equal to 32,57% of the total capital share, of the subsidiary PRISMA DOMI ANONYME TECHNICAL COMPANY. The total consideration amounts to 1.35 million euros and the transaction is dated on Aug. 25, 2014. As a result of this acquisition, INTRAKAT owns the 100% of the capital share of PRISMA DOMI. Decided a merger by absorption of the wholly owned subsidiary PRISMA DOMI ANONYME TECHNICAL COMPANY, with its Transformation Balance Sheet's date on Aug. 31, 2014.

## OVERVIEW - TRADING DATA

### OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2014 - 31/03/2015)

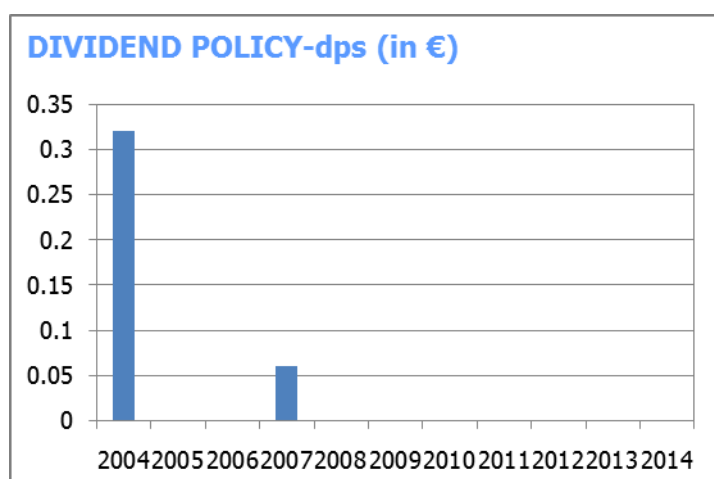
Symbol:	INKAT		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2015)	11,0		
Shares Outstanding (number): (31 March 2015)	23.154.250		
Average Spread (%):	8,74%		
Market Liquidity (%):	3,252%		
Average Trading volume (no of shares):	7.940		
Total Value of transactions (€):	1.616.097		
Days to trade (1% of outstanding amount):	26,0		
Free Float (31 March 2015):	38,2%		
Turnover Velocity (F.F. Weighted):	23,5%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	75,21%	74,45%	81,15%

## GROUP STRUCTURE

### Mother Company: Intracom Constructions Technical and Steel Constructions S.A.

#### Subsidiaries:

INTRABULE S.A (Hotels and truism business)	50,000%
ANAPTIXIAKI CYCLADES S.A (REAL ESTATE DEVELOPMENT)	100,000%
INTRA-CYCLADES REAL ESTATE DEVELOPMENT COMPANY S.A	100,000%
RULAL CONNECT S.A	60,000%
ICMH HEALTH SERVICES S.A	50,000%
J/V AKTOR ATE-NTRAKAT (Monitoring Aposelemis's Reservoir Filling Process)	50,000%
J/V ATERMON ATE-NTRAKAT (ADMHE Project)	50,000%
J/V INTRAKAT-ERGO ATE (Construction of distribution network & natural gas pipes in Attica)	50,000%
J/V PRISMA DOMI ATE-PROTEAS (Drainage of Rainwater in Anavyssos)	50,000%
J/V PRISMA DOMI ATE-PROTEAS ( Completion works for settling Xirias torrent)	50,000%



## CURRENT PROJECTS

	Description	Budget (INTRAKAT Group's share)
CONSTRUCTION PROJECTS	Ministry of Infrastructure, Transport and Networks - Peloponnese Motorway (Corinth-Tripoli-Kalamata) performed by the Joint venture "Moreas" (AKTOR: 71,67%, J&P AVAX: 15%, INTRAKAT: 13,3% - Total budget: € 800 million)	€ 119 mil.
	Construction of Road Section Potidea-Kassandria - Prefecture of Chalkidiki	€ 42 mil.
	EGNATIA ODOS - Improvement, Upgrading of Western Internal Peripheral Road of Thessaloniki (District of PAPAGEORGIOU Hospital)	€ 41,4 mil.
	Ministry of Infrastructure, Transport and Networks - Reinforcement of the Reservoir at the Dam Aposelemis from the plateau of Lasithi	€ 38 mil.
	Construction of Wind Park 21 MW - Prefecture of Viotia	€ 31,5 mil.
	ERGA OSE - Construction of New Railway Line Infrastructure Kiato-Rododafni performed by the Joint venture "J&P AVAX-AEGEK-INTRAKAT" (J&P AVAX: 33%, AEGEK: 33%, INTRAKAT: 33% - Total budget: € 78 million)	€ 26 mil.
	HEDNO S.A (Hellenic Electricity Distribution Network Operator S.A.) Installation of Telemetering System for Major Low Voltage Customer Meters"	€ 22,2 mil.
	ERGA OSE - Construction of New Double Railway Line Infrastructure in the Section Rododafni-Psathopyrgos to be performed by the Joint venture "AKTOR-J&P AVAX-INTRAKAT" (AKTOR: 42%, J&P AVAX: 33%, INTRAKAT: 25% - Total budget: € 293 million)	€ 20,6 mil.
	MINISTRY OF DEVELOPMENT - Construction of the Dam at the Filiatrinou Basin in the Prefecture of Messinia	€ 17,6 mil.
	Settlement of Eshatia Stream to be performed by the Joint venture "AKTOR ATE-MOHLOS SA-INTRAKAT" (AKTOR: 50%, MOHLOS: 25%, INTRAKAT: 25% - Total budget: € 59 million)	€ 14,8 mil.
	AGGEMAR S.A. - Construction of Geothermal-Waterproof Basin-Bearing Structure and basic Electromechanical Infrastructure of a new building for AGGEMAR S.A., in Kalithea	€ 7,4 mil.
	J/V ATERMON-INTRAKAT - Supply of materials & Construction of the Transmission Line 400kV Substation Lagada-Filippon and of the Variant of the Transmission Line of Thessaloniki-Substation Fillipon	€ 7 mil.
	HELLENIC-AMERICAN EDUCATIONAL INSTITUTE - New Nursery School with floor and two underground parking spaces	€ 6,3 mil.
	J/V THRIASION ERGOSE - Construction of the B' Operational Phase of Thriasion Complex and construction of S.S. Zefiriou	€ 5 mil.
	TEN BRINKE HELLAS LTD - Construction of a three storey bioclimatic building that will consist of a store, three residences and three underground parkings in Marousi	€ 2,9 mil.
	TEN BRINKE HELLAS LTD - Construction of a three storey mixed food store that will consist of a two floors store, one floor for offices and two underground parkings in Keratsini	€ 2,4 mil.
	CRETE DEVELOPMENT ORGANIZATION S.A. - Construction of A/K Amari of Rethymnon bypass	€ 2,2 mil.
	DESFA S.A.- Detailed design, supply, construction, installation and integration of the expansion of the telecommunications systems and tele-surveillance System (Scada) of natural gas distribution systems in the branches of Aliveri and Megalopolis	€ 1,9 mil.
	THEMIS CONSTRUCTION S.A. - General Detainment Facility of Crete II	€ 18,2 mil.
	Ministry of Infrastructure, Transport and Networks - Improvement of Road Interchange Section Riding Center-Kalivia-Lagonisi-Anavissos	€ 14 mil.
	Ministry of Infrastructure, Transport and Networks-EYDE AIRPORTS - New Apron of Paros National Airport	€ 13 mil.
	PELOPONNISOS DISTRICT - Completion of works of Sparta detour, Section Skouras - Pyri	€ 9,5 mil.
	DEPANOM - Addition of Psychiatric Section for Adults and Psychiatric Section for Children/Adolescents in the General Panarcadian Hospital of Tripoli "EVAGELISTRIA"	€ 7,9 mil.
	Prefecture of Ioannina - Improvement of Road Tiria-Sistrouri	€ 7,2 mil.
	Public Water Supply Sewerage of Nestos Kavala - Internal Sewer Network's Pipes at Chrisohorio, Gravouna, Eratino with Suction System	€ 5,8 mil.
	Ministry of Infrastructure, Transport and Networks - Completion works for the arrangement of Xria's torrent in Corinth	€ 5 mil.
	EGNATIA - Sewage Projects in Evergetoula's Municipality - Prefecture of Lesvos	€ 5,6 mil.
	ATTICA DISTRICT - Rainwater Drainage of Anavissos, Section of expansion area of Anavissos A' Residence (PRISMA DOMI: 50%, PROTEAS: 50% - Total budget: € 9,1 million))	€ 4,5 mil.
	DEPANOM - New Building Facilities of the Organization of Public Perception of Zakynthos	€ 2,5 mil.

## FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

INTRAKAT as one of the five best Greek construction companies, despite the difficult economic situation, is able to participate competitively in the tendering procedures of construction projects whether in relation to the public or the private sector in Greece and abroad.

The Group is currently running major construction projects, regarding road constructions, dams and hydraulic projects, telecommunication projects, airports, building infrastructure, hospitals, renewable energy projects and environmental projects. Equally significant is the involvement in the field of

developing holiday residences and tourism investments while the Group plans to become more intensively active in the field of electricity production from Renewable Energy Sources (R.E.S.).

## RECENT DEALS

At the end of 2014 the construction of a wind park of 21 MW in Voiotias Prefecture was completed and was put into operation.

Furthermore, in 2014, INTRAKAT in collaboration with INTRASOFT INTERNATIONAL signed the Partnership Agreement of the PPP project “Design, Financing, Installation, Operation Support, Maintenance and Facility Management of an Integrated Passenger Information System and Fleet Management for O.SY. SA” with a budget of € 48,2 million, which will be completed within 2016 and its operation will last for the next 10 years.

INTRAKAT, at the end of 2014, in collaboration with INTRACOM HOLDINGS and HELLAS ONLINE signed the Partnership Agreement of the PPP project “Development of Broadband Infrastructure in Rural ‘White’ Areas of the Greek territory and Services for the Exploitation-Development of the Infrastructure” with a budget of € 60 million, of which the construction period will be two years and INTRAKAT will be the main constructor.

INTRAKAT in collaboration with the companies ARCHIRODON GROUP N.V. and ENVITEC emerged as the temporary contractor for the implementation of the projects:

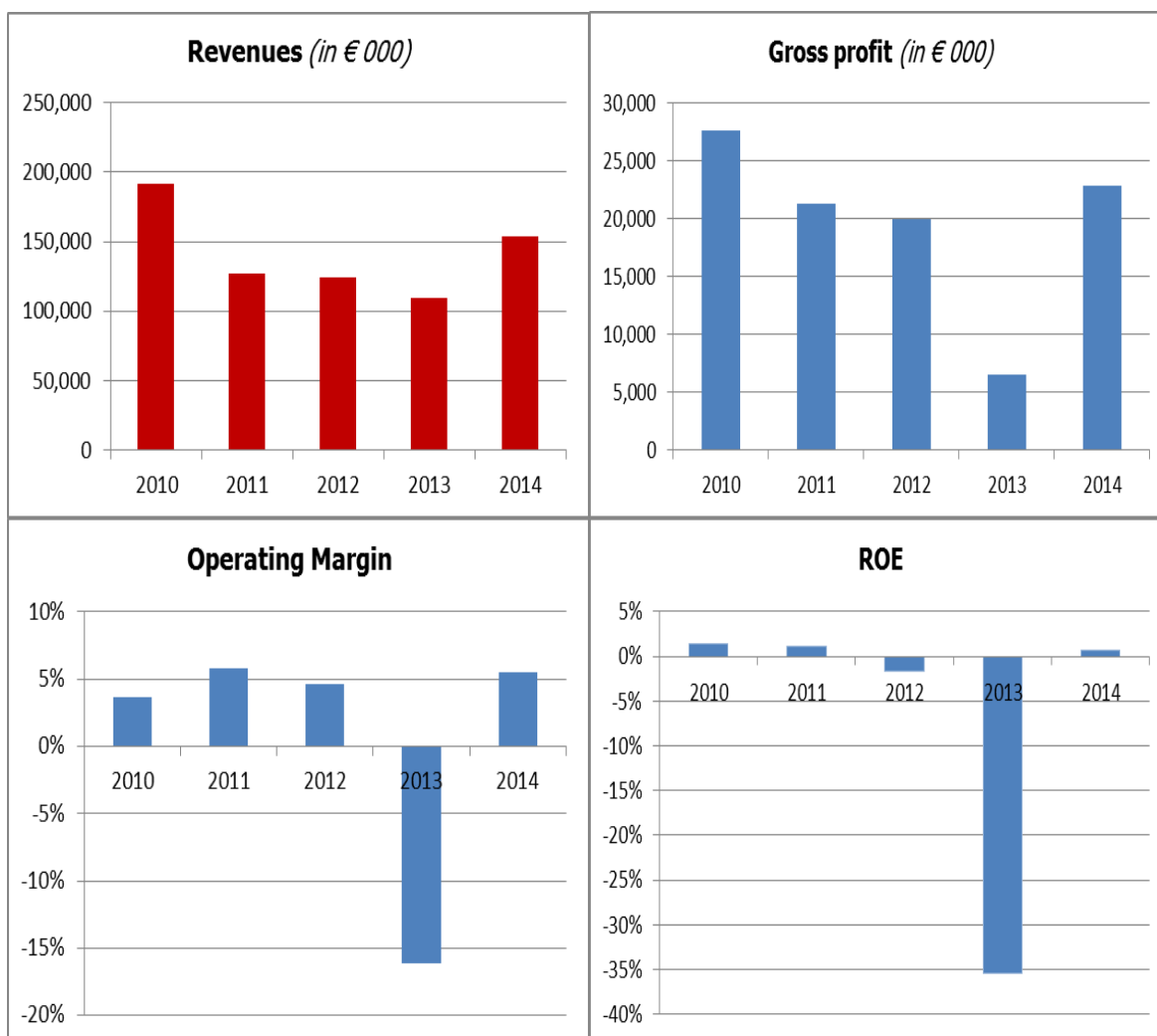
- PPP project “Implementation of a Waste Treatment Unit in Serres Prefecture –Phase B.II” with a budget of € 39,2 million, the construction of which will last for two years, while its operation will last for 25 years.
- PPP project “Treatment Facility of Municipal Solid Waste in the Prefecture of Epirus” with a budget of € 49,6 million, the construction of which will last for 20 months, while its operation will last for 25 years.

The participation of the companies in both projects is INTRAKAT: 40%, ARCHIRODON GROUP N.V.: 40% and ENVITEC: 20% and the procedures for signing the relevant partnership agreements have already been initiated.

INTRAKAT Group has signed within 2014 new projects amounting € 180,5 million while the backlog of signed projects as of 31.12.2014 exceeds € 300 million.

## COMPANY’S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b>					
<b>(in € 000)</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
Sales	191,833	127,044	124,254	109,565	153,394
Gross profit	27,635	21,302	19,962	6,512	22,905
EBIT	6,947	7,431	5,734	-17,645	8,404
EBITDA	10,288	10,573	8,371	-15,125	11,086
Earnings before tax	4,150	3,405	-702	-24,680	1,008
Earnings after tax	1,239	998	-1,489	-23,040	441
E.P.S.	0.09	0.06	-0.08	-0.99	0.02
Total equity	91,327	91,215	89,799	65,081	62,104
ROE	1.36%	1.09%	-1.66%	-35.40%	0.71%
Debt Ratio	3.91	2.40	2.26	-1.74	4.33



### MAJOR SHAREHOLDERS (>5%)

Name	%
INTRAKOM HOLDINGS	61.73%
<b>Total</b>	<b>61.73%</b>

### BOARD OF DIRECTORS

Name	Qualification
KLONIS DIMITRIOS	CHAIRMAN/ EXECUTIVE MEMBER
SOURETIS PETROS	A' VICE PRESIDENT/CEO/EXECUTIVE MEMBER
TEODORIDIS DIMITRIOS	B' VICE CHAIRMAN/EXECUTIVE MEMBER
KOKKALIS KONSTANTINOS	EXECUTIVE MEMBER
KALLIS CHARALABOS	EXECUTIVE MEMBER
PAPPAS DIMITRIOS	EXECUTIVE MEMBER
KOLIASTASIS GEORGIOS	EXECUTIVE MEMBER
KOKKALIS SOKRATIS	NON EXECUTIVE MEMBER
MISTRIOTIS CHRISTOS	NON EXECUTIVE MEMBER
FILOS SOTIRIOS	INDEPENDENT NON EXECUTIVE MEMBER
TSOUFIS ANASTASIOS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

### **Dr. Dimitris Ch. Klonis, Chairman of the B.o.D., Executive Member**

Mr. Klonis holds a Ph.D. degree in Economics from the University of London and has received a number of educational awards and scholarships from the Greek Government, the Bank of Greece, and the “Alexander S. Onassis” Foundation. Mr. Klonis served as a Senior Economist in the Research Department of the Bank of Greece until March 1994, a Professor at Deree College (1987-1997) and a Member of the Council of Economic Advisors to the Mayor of Athens (1990 to 1992).

Mr. Klonis joined INTRACOM in April 1994 and has been INTRACOM Group’s Chief Financial Officer and Member of the Board of Directors since October 1995. He has served as General Manager, Finance & Administration (1995-2004), as Executive General Manager of the Corporate Center (2005-2006), as Executive Director, Group Financial Management (2006-2011) as well as, Vice-Chairman of the B.o.D. and Deputy CEO (2011-2013).

Since January 2014, he holds the position of Chairman of the B.o.D. of all INTRACOM HOLDINGS companies (INTRACOM HOLDINGS, INTRASOFT INTERNATIONAL, INTRAKAT, INTRACOM DEFENSE ELECTRONICS, HELLAS ONLINE) and he is also a Member of the B.o.D. of INTRALOT since 1995.

Furthermore, Mr. Klonis is the Chairman of the B.o.D. of KEKROPS SA since 1999.

### **Petros K. Souretis, A’ Vice-Chairman of the B.o.D., Chief Executive Officer, Executive Member**

Mr. Souretis was born in 1969. He holds a civil engineer degree from Aristotelio University of Thessaloniki, an MSc in “Structures of Hazards” from CITY University of London and an International MBA degree from the University of Economics of Athens. From 1997 until the end of 2003 he held executive positions in Elliniki Technodomiki group – TEV. In December 2003 he joins the INTRACOM HOLDINGS group of companies and since then he holds the position of Managing Director of INTRAKAT. In January 2005 he was appointed as Managing Director of INTRAMET and held the position until the merger with absorption of INTRAMET by INTRAKAT in December 2005. Since March 2012 he is also Managing Director of KEKROPS SA. Furthermore, Mr Souretis holds executive positions in subsidiary companies of the INTRAKAT Group.

### **Dimitrios S. Theodoridis, B’ Vice-Chairman of the B.o.D., Executive Member**

Mr Theodoridis is an Athens College graduate and holds a degree (B.A.) in Economics from Tufts University in Boston. He served as Athletic Manager of PAE OLYMPIACOS and in the Business Development Division of INTRALOT. He has been a Non-Executive Member of the BoD of INTRAKAT since March 2012 and he was elected Second Vice Chairman of the company’s BoD in January 2014.

### **Konstantinos S. Kokkalis, Executive Member**

Konstantinos Kokkalis is the Chief Executive Officer of Intracom Holdings, the largest ICT solutions group of companies in Southeastern Europe, as well as, CEO of hellas online, a telephony and broadband services provider in Greece with over 500,000 subscribers. Since 2009 he has been Deputy Executive Officer of hellas online, while since 2006 he has held the position of Corporate Strategy Director of the company. In July 2013 he became Deputy Executive officer of Intracom Holdings, where he began his professional career as Business Development Executive.

Mr Kokkalis is also an Executive Member of the Board of Directors of Intracom Holdings subsidiaries: Intrasoft International, Intrakat and Intracom Defense Electronics, as well as, member of the BoD of Intralot.

He holds a degree of BSc in International Relations and Economics from Boston University and an Executive Graduate Diploma in Finance from Columbia University.

### **Charalambos K. Kallis, Executive Member**

Mr. Kallis holds a degree in Mechanical Engineering from the National Technical University of Athens and an MSc degree in Mechanical Design and Engineering from Cranfield University (U.K.). General Manager of INTRAMET ( 2005-2006), Tender Manager in the ATHOC “Athens 2004” ( 2001-2004) , Manager of Contracts and Technical Procurement of the Athens International Airport “Eleftherios Venizelos” (1999-2001), Technical Manager of Petroleum Terminals of TEXACO S.A. (1993-1999) General Manager of INTRAKAT since January 2006 and Executive Member of INTRAKAT’s B.O.D since June 2008.

#### **Dimitrios Ar. Pappas, Executive Member**

Mr. Pappas is a graduate Civil Engineer from the AUTH, holds an MSc in Construction Management from the Heriot-Watt University and an MBA from the AUEB. Since February 2008 he assumed his duties as General Manager of Constructions and Infrastructure Projects and as of February 2009 he was elected as an Executive Member of the BoD. He joined the INTRAKAT group in 2004, having served as Deputy Technical Director / International Activities Director. Up to 2004 he worked for the Elliniki Technodomiki group of companies.

#### **George S. Koliastasis, Executive Member**

Mr. Koliastasis is currently CFO of INTRACOM HOLDINGS. He holds a BSc. in Business Administration from Athens University of Economics and Business and an MBA in Finance from Warwick Business School. Mr. Koliastasis was formerly CFO and member of the BoD of Vodafone Greece from 2008 to 2013, participating in strategy formulation – including cooperation with or participation in other companies of the industry- and heading major projects. He has more than 15 years' experience in multinational companies of consumer products (Bacardi Hellas, Misko) as Finance Director, as well as in the financial sector (Xios Bank / Piraeus Bank).

#### **Sokrates S. Kokkalis, Non Executive Member**

Mr Kokkalis was born in Milan in 1984. He is an Athens College graduate (2001). He holds a degree (B.A.) in International Relations from the Boston University (2005). He served in the Commercial Division of INTRALOT (2007) and since December 2008 he serves in the Commercial Department of PAE OLYMPIACOS. In February 2009 he was elected as Non-Executive Member of the BoD of INTRAKAT.

#### **Christos D. Mistriotis, Non-Executive Member**

Mr. Christos Mistriotis has assumed the duties of Chief Investment Officer to the company Intracom Holdings since the 1st of November 2013, with the responsibility to manage the Group's investments, and the development of strategic growth for new activities and investments of the Group's companies. Mr. Mistriotis was a member of the Intralot Group where he held the position of Group Treasurer since 2006 and has more than 10 years of experience in Treasury & Finance. He holds a Bachelor of Arts (Hons) in Economics and Econometrics from the University of Kent and a Master Degree from Imperial College of Science and Technology, London. Since June 2014, he is a Non-Executive Member of the BoD of INTRAKAT.

#### **Sotirios N. Filos, Independent non-Executive Member**

He was born in Diavolitsi Messinias in 1936. Economist with considerable experience in accounting and internal control.

#### **Anastasios M. Tsoufis, Independent non-Executive Member**

Mr. Tsoufis studied Law at the University of Athens. He is lawyer at the Supreme Court and member of the Athens Bar Association. Since December 2003 he is a member of the INTRAKAT BoD.

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