

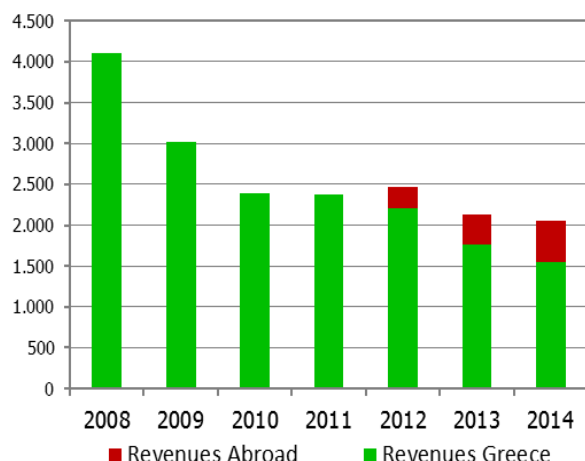


Website: <http://www.logismos.gr>  
 Bloomberg code: LOGISMOS:GA  
 Reuters code: MCLr.AT  
 ISIN code: GRS461003006

## COMPANY PROFILE

Logismos Information Systems SA is a Greece-based company active in the information technology (IT) sector. The Company is mainly engaged in the development of business software applications and providing integration system services. Software applications include the Momentum enterprise resource planning applications with management systems for such business fields as human resources, payroll budget, customer relationship, retail, e-orders and information administration, as well as Nemo Supply Chain Management applications with management applications covering manufacturing, warehouse, product and project management, orders, procurements, demand planning, assets and supplies and information administration. Integration system services include services for business software development and also for the supply, configuration and installation of software from third parties. It has a number of deals for offering its system services, such as the optical system notices of Macedonia airport.

## Revenues Analysis (in € 000)



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

Symbol:	LOGISMOS		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2015)	1,4		
Shares Outstanding (number): (31 March 2015)	4.740.000		
Average Spread (%):	19,45%		
Market Liquidity (%):	0,992%		
Average Trading volume (no of shares):	514		
Total Value of transactions (€):	47.565		
Days to trade (1% of outstanding amount):	107,0		
Free Float (31 March 2015):	36,88%		
Turnover Velocity (F.F. Weighted):	8,1%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	59,73%	63,29%	53,15%

## CURRENT PROJECTS

Logismos, utilizing the most recent technologies, develops and supports:

1. Business Software based on its ERP backbone “Momentum ERP”.
2. Software Applications for Casino Management Systems (CMS).
3. Software Applications for an Enterprise Relationship Management (ERM) System.

The Company is also active in the field of Systems Integration.

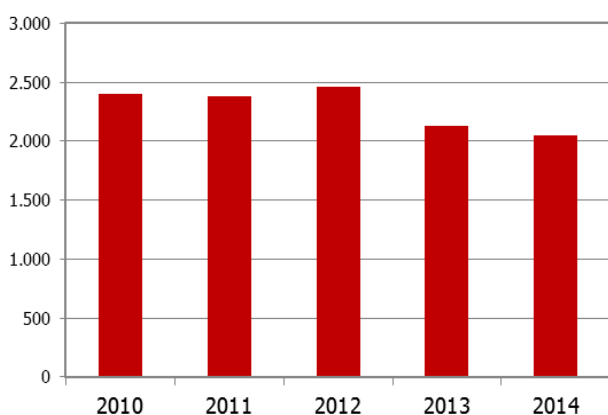
## RECENT DEALS

Following a successful decade of developing and supporting software applications for Casino operations in the Greek market, the Company is expanding to casino markets abroad, with its new Casino Management System and strategic cooperation with leading suppliers of the Casino Market.

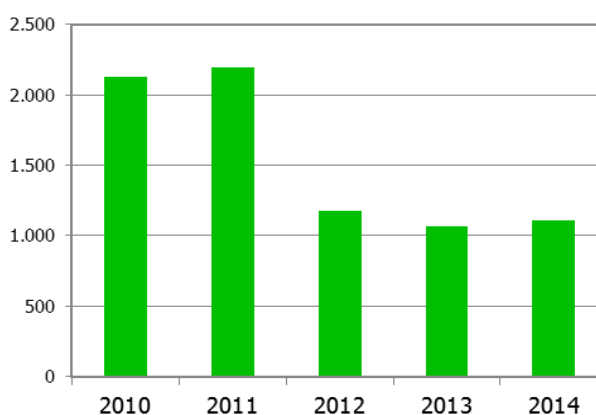
## COMPANY'S PERFORMANCE

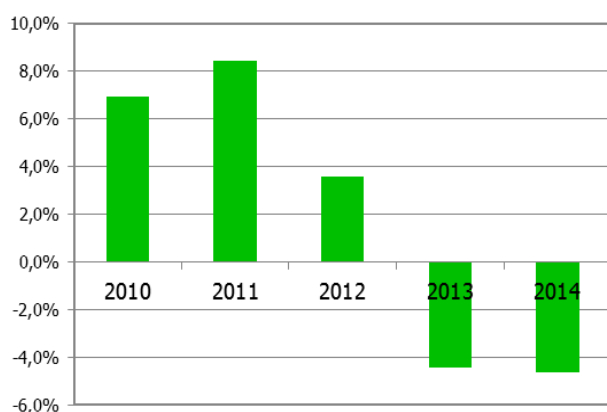
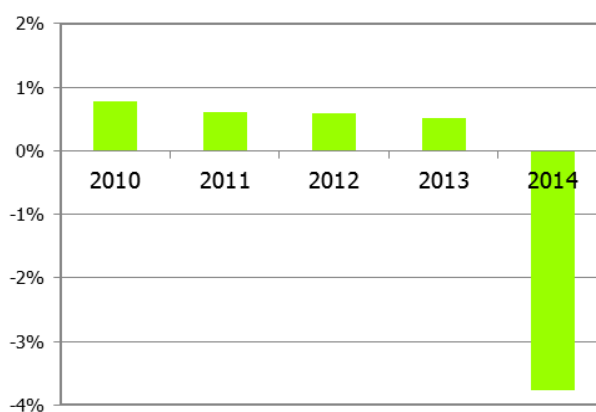
<b>FINANCIAL OVERVIEW (company)</b>					
<b>(in € 000)</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
Sales	2.397	2.382	2.465	2.125	2.051
Gross profit	2.131	2.195	1.179	1.066	1.112
EBIT	166	201	88	-94	-95
EBITDA	1.532	1.515	1.371	947	791
Earnings before tax	88	89	5	-172	-144
Earnings after tax	53	41	40	35	-250
E.P.S.	0,011	0,009	0,013	0,01	-0,05
Total Equity	6.769	6.810	6.850	6.886	6.626
ROE	0,78%	0,60%	0,58%	0,51%	-3,77%

**Revenues (in € 000)**



**Gross profit (in € 000)**



**Operating Margin****ROE****MAJOR SHAREHOLDERS (>5%)**

Name	%
DOUFOU IVONI - ELENI	10,06%
DOUFOS ALEXANDROS	23,04%
DOUFOS IOANNIS	23,05%
NICOLAS VAN ORTON AD	6,96%
<b>Total</b>	<b>63,12%</b>

**BOARD OF DIRECTORS**

Name	Qualification
DOUFOS M. IOANNIS	PRESIDENT/EXECUTIVE MEMBER
DOUFOS ALEXANDROS	VICE PRESIDENT/CEO/EXECUTIVE MEMBER
PAPPAS NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
STAVROU IOANNIS	INDEPENDENT NON EXECUTIVE MEMBER
KAFATOS VASILEIOS	INDEPENDENT NON EXECUTIVE MEMBER

**MANAGEMENT TEAM PROFILE**

**Mr. Ioannis Markos Doufos** is Executive Chairman of the Board of Directors and General Manager at Logismos Information Systems SA since July 7, 2010. He previously served as Executive Vice Chairman of the Board and General Manager. He is Member in the board of directors of Federation of Industries of Northern Greece. He graduated from Anatolia American College in 1985 and holds a degree in Mechanical and Electrical Engineering from Aristotle University of Thessaloniki. He is a Doctor of Philosophy candidate in Industrial Management at the Aristotle University of Thessaloniki. He served as Member of the Marketing Financial Services Team at Hewlett Packard SA, England from 1990 to 1991. He has been working at the Company since 1986.

**Mr. Alexandros Markos Doufos** is Executive Vice Chairman of the Board of Directors and Managing Director at Logismos Information Systems SA since July 7, 2010. He previously served as Executive Director. He is Member in the Board of Directors of SEVE (Greek International Business Association). He graduated from Anatolia American College in 1989 and holds a degree from the School of Civil Engineering of Aristotle University of Thessaloniki. He has a specialization in Hydraulic - Environmental Techniques and Water Resources Management from the Institut National Polytechnique de Toulouse, France and the Universitaet Hannover, Germany. He served as Commercial Director at Printing North Greece Ltd from 1996 to 1998 and as Head of Development at E.B.E. SA from 1998 to 2003. He joined the Company in 2003.

**Dr. Nikolaos F. Pappas** is Non-Executive Independent Director at Logismos Information Systems SA since June 2006. He holds a Doctorate degree and is a non-compensated Honorary Associate Professor at the University of Macedonia (formerly Industrial School of Thessaloniki) since 1979. He was one of the founders of the restaurant chain Goody's, where he served for over a decade as a Vice Chairman of its Board. His entrepreneurial activity also involves working in companies with various activities, such as catering,

financial services and trade. Dr. Pappas participates at the Board of Directors at Cereal Company Northern Greece SA, Intersalonica AEGAZ, Hellenic Catering SA, Intersale SA, SANS SA, among others.

**Mr. Ioannis Stavrou** is Non-Executive Independent Director at Logismos Information Systems SA since June 2006. He studied Management at Universite de Lyon II, France and had postgraduate studies in European Integration at the College of Europe, Bruges-Belgium and at London School of Economics and Political Science (University of London). From 1983 to 1985 he served as an Assistant Professor at the College of Europe and taught courses on European Policy and Administration. He is currently Executive Vice-Chairman of Federation of Industries of Northern Greece, where he works from 1987; General Director of Northern Greek Agency for the Development of Private Infrastructure; Vice-president of IMESE Business School, and Member of the Board of Directors in the Thessaloniki International Trade Fair.

**Mr. Vasileios Kafatos** was appointed Non-Executive Independent Director of Logismos Information Systems SA on June 20, 2012. He is a Partner of Deloitte, established and leads the Thessaloniki consulting branch and is in charge of Strategy & Operations Consulting Services in Greece. He has served as Vice President, Chief Executive Officer and Member of the Board of Directors of Deloitte Business Solutions SA and member of Deloitte's Global Committee for Strategy Development. He has supervised various projects in the fields of strategic and business planning, corporate finance & restructuring, mergers & acquisitions, operational improvement and performance management for various companies and organizations in the private and public sectors. He has consulting experience in various sectors including consumer business & manufacturing, tourism & leisure, technology & media and financial services. He serves as member of the Board of Trustees of Anatolia College, member of the Northern Greece Committee of the American-Hellenic Chamber of Commerce, member of the Board of the Propeller Club (International Port of Thessaloniki) and member of the Finance Committee of the YMCA in Greece. He holds a degree in Economic Science from the Aristotle University of Thessaloniki, a Masters of Business Administration (MBA) from the University of Texas at Austin, in Corporate Strategy and postgraduate diplomas in Management & Leadership from the Institute for Management Development (IMD) – Lausanne and Harvard, United States.

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