



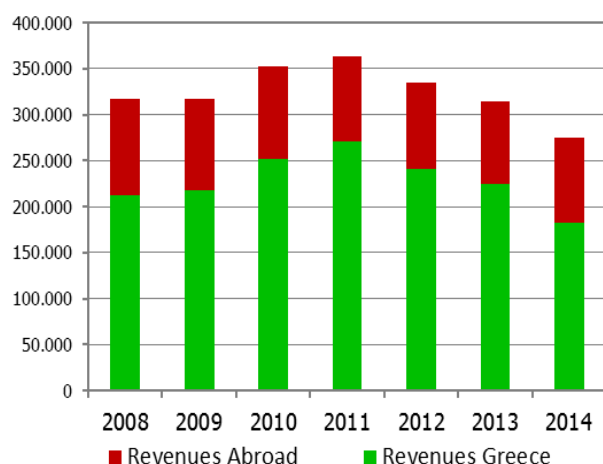
Website:	http://www.elgeka.gr
Bloomberg code:	ELGEK:GA
Reuters code:	ELGr.AT
ISIN code:	GRS329503007

COMPANY PROFILE

ELGEKA SA is a Greece-based commercial company with activities in the field of trading and distribution of consumer products (Fast Moving Consumer Goods), since 1974. The Company constitutes an integral link of the food supply chain, providing its partners, suppliers and customers with services of high added value within the frame of its trading activities and particularly as regards the following sectors: Sales/ Account Management, Marketing, Trade Marketing /Category Management and Logistics. ELGEKA's brand portfolio includes products internationally known, such as: FERRERO, ANDROS, SUNSWEET, UNITED BISCUITS (McVitie's), MELITTA, STORCK (Werther's), IMPEX (Fisherman's Friend) but also brands of Greek origin. Elgeka Group of Companies has 15 subsidiary companies and 2 joint ventures through which it expands its operations in Cyprus, Romania, Bulgaria and Moldova and is activated in the sectors of:

- third party logistics (3PL)
- production of products with vegetable fat (cheese substitutes) as well as processed cheese
- representation, distribution and marketing of food and other consumer products
- port services at Piraeus port associated with loading, unloading and handling of containers as well as their transportation
- development of private label products for third-party customers
- real estate

Revenue Analysis (in € 000)

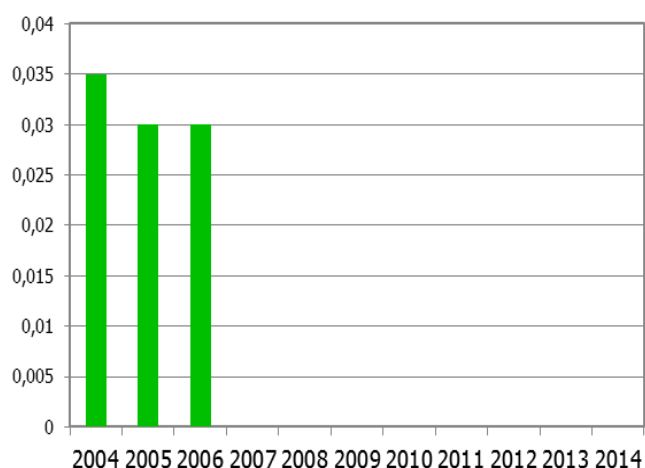


OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2014 - 31/03/2015)

Symbol:	ELGEK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2015)	9,0		
Shares Outstanding (number): (31 March 2015)	31.734.530		
Average Spread (%):	19,33%		
Market Liquidity (%):	0,859%		
Average Trading volume (no of shares):	3.953		
Total Value of transactions (€):	285.877		
Days to trade (1% of outstanding amount):	85,9		
Free Float (31 March 2015):	27,80%		
Turnover Velocity (F.F. Weighted):	10,8%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	27,26%	85,25%	104,37%

GROUP STRUCTURE**Mother Company's name: ELGEKA SA**

Subsidiaries & Joint Ventures	
DIAKINISIS SA	99,99%
ARISTA SA	99,99%
SAMBROOK PHARMACEUTICAL SA	95,87%
VIOTROS SA	90,00%
GSBG SA	98,82%
ELGEKA (CYPRUS) LTD	100,00%
ELGEKA FERFELIS ROMANIA SA	50,02%
ELGEKA FERFELIS BULGARIA LTD	37,52%
ELGEKA FERFELIS SRL	50,02%
GATEDOOR HOLDINGS LTD	50,00%
SC GATEDOOR HOLDINGS COM SRL	50,01%
GREC-ROM BUSINESS GROUP SRL	25,00%
CERA VILLA DESIGN SRL	35,01%
DIAKINISIS PORT (CY) LTD	50,01%
DIAKINISIS PORT & SIA EE	49,51%
PCDC SA	25,01%
DIAKINISIS LOGISTICS SERVICES (CY) LTD	60,00%

DIVIDEND POLICY - DPS (in €)

CURRENT PROJECTS

- On February 25th, 2014, the Board of Directors of “ELGEKA S.A. Trade - Distributions - Representations – Industry” decided to change the address of its Registered Office, and particularly the Company's relocation since March 1st, 2014, from its current premises, situated in the industrial area of Sindos of the Municipality Delta, to owned premises located in Kalochori in the Municipality of Delta. The above decision regarding the relocation of ELGEKA in these privately owned premises was taken in the context of implementation of the coordinated effort made by the Group's Management to reduce operating costs and meet the needs of Company and its subsidiaries.

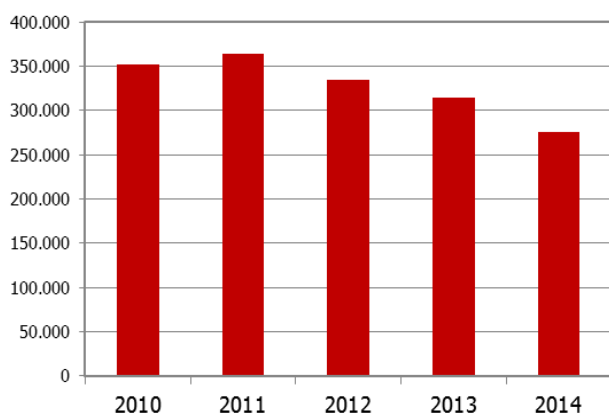
RECENT DEALS

- On June 14th, 2013, the company “MEDIHELM PHARMACEUTICALS S.A.”, subsidiary by 98,92% of “ELGEKA S.A.”, which operates in the pharmaceutical industry, proceeded to the transfer and assignment of rights to the company “VIANEX S.A.” that stemming from two existing contracts with Irish Group for the exclusive distribution of certain pharmaceutical and para-pharmaceutical products in the Greek territory. The above business development relates to the gradual implementation of the strategic decision of ELGEKA Group for disengagement from activities not included in its core business. The net consideration of these transfers and assignments of rights of MEDIHELM amounted to 1.980 thousand euro.
- On November 20th, 2013, “ELGEKA S.A.” proceeded to transfer of its shareholding (99,47% approximately) in the company “MEDIHELM PHARMACEUTICALS S.A.”, which operates in the pharmaceutical industry. This business move realized in full consistency with the already announced strategic disengagement of ELGEKA Group from this activity. In the published Financial Statements of ELGEKA Group, “MEDIHELM PHARMACEUTICALS S.A.” is presented as “Discontinued Operations” and “Non-current Asset Held for Sale” since June 30th, 2013. From the specific transfer, the sale proceeds of which amounted to 7 thousand euro, the result was loss of 147 thousand euros on Separate Financial Statements of “ELGEKA S.A.”, due to the fact that the participation was valued at cost less provision for impairment, while on the Consolidated Financial Statements of ELGEKA Group the result was a loss of 1.554 thousand euro, which affects the result of discontinued operations.
- On April 14th, 2014, the General Meeting of shareholders of “ELGEKA AG” headquartered in Hamburg, Germany, in which holds a majority shareholding of 50% plus one (1) share, i.e. 25.001 shares, the 100% subsidiary company “ELGEKA (CYPRUS) LTD”, decided to change the name from “ELGEKA AG” to “AMATO SCHREIBER Food + Retail AG”.
At the same date, after taking relevant decisions by the Management of both the Parent Company “ELGEKA S.A.” and its subsidiary, “ELGEKA (CYPRUS) LTD”, signed a contract for the sale of those 25.001 shares held by “ELGEKA (CYPRUS) LTD” in “ELGEKA AG” for a consideration of 10 thousand euro, which was completed, April 16, 2014.
It is noted that from the above transfer of shareholding of “ELGEKA (CYPRUS) LTD” to the company “ELGEKA AG”, will result to a loss that is estimated at 6 thousand euro in the Consolidated Financial Statements of ELGEKA Group on June 30, 2014, based on the latest available data of the subsidiary as at 31 March 2014.
- On September 30th, 2014, the company “C.A. PAPAELLINAS LTD”, signed with the subsidiaries “ELGEKA S.A.”, “DIAKINISIS LOGISTICS SERVICES (CY) LTD” and “ELGEKA CYPRUS LTD”, an agreement under which “C.A. PAPAELLINAS LTD” acquired the 40% of the share capital of “DIAKINISIS LOGISTICS SERVICES (CY) LTD” with the issue of 200 new ordinary shares in its name, with a nominal value of 1 euro each at a premium, with a purchase price of 208 thousand euro, while the latter recorded the amount of 208 thousand euro in its share premium account after the resignation of “ELGEKA CYPRUS LTD” of the preemptive right to acquire new shares. After the above, the new share capital of “DIAKINISIS LOGISTICS SERVICES (CY) LTD” is amounted to 500 euro divided into 500 ordinary shares of 1 euro each, while the amount recorded above par (at premium) in its share premium account totals in 937 thousand euro, while the new shareholder structure involved hereinafter the companies “ELGEKA CYPRUS LTD” and “C.A. PAPAELLINAS LTD” with participation percentages of 60% and 40% respectively.

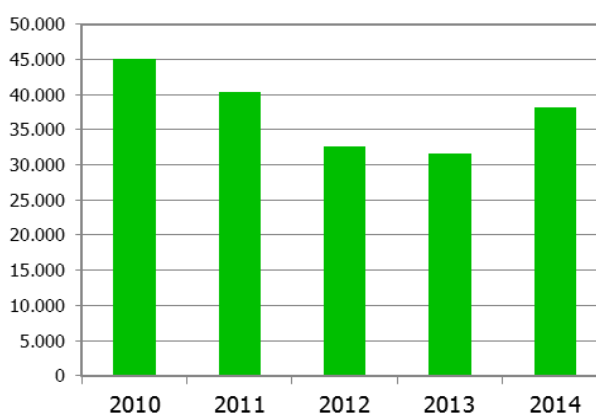
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2010	2011	2012	2013	2014
Sales	352.720	363.804	334.412	314.558	275.425
Gross profit	45.009	40.310	32.672	31.531	38.166
EBIT	6.981	756	-1.317	-8.779	2.836
EBITDA	12.813	6.850	4.517	-1.923	9.213
Earnings before tax	-416	-6.655	-11.518	-24.778	-6.541
Earnings after tax	-1.486	-7.075	-11.177	-25.223	-5.799
E.P.S.	-0,038	-0,265	-0,38	-0,8	-0,2
Total Equity	73.868	66.702	54.733	29.301	22.625
ROE	-2,01%	-10,61%	-20,42%	-86,08%	-25,63%

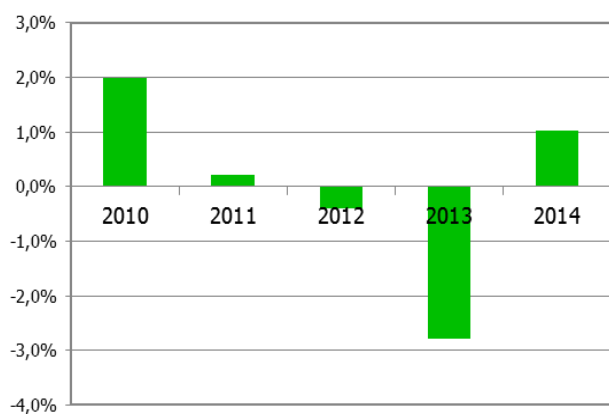
Revenues (in € 000)



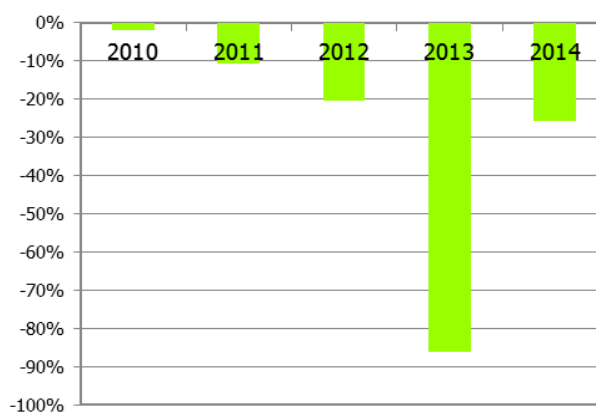
Gross profit (in € 000)



Operating Margin



ROE



Name	%
KATSIOTIS ALEXANDER	28,32%
KATSIOTI – DRAKOPOULOU ELLI	18,12%
THEOKLITOS LEONIDAS	10,00%
KATSIOTI ELENI	5,76%
DRAKOPOULOU ATHANASIA	10,00%
Total	72,20%

BOARD OF DIRECTORS	
Name	Qualification
KATSIOTIS G. ALEXANDROS	CHAIRMAN/CEO/EXECUTIVE MEMBER
DRAKOPOULOU ELLI	VICE CHAIRMAN/NON EXECUTIVE MEMBER
MISAILIDIS ANTHIMOS	DEPUTY MANAGING DIRECTOR/EXECUTIVE MEMBER
FANDRIDIS E. MICHAIL	NON EXECUTIVE MEMBER
MILIOS G. NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
STEPHANOU M. STYLIANOS	INDEPENDENT NON EXECUTIVE MEMBER
LENTSIOS ADAMANTIOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Alexandros Georgios Katsiotis is Chairman of the Board of Directors of Elgeka SA Trade Distributions Representations Industry and CEO. He is a graduate of Economics from the University of Macedonia. He joined the Company in 1979, and he had been company's Managing Director from 1988 until 27 March 2014.

Ms. Elli Georgios Katsioti-Drakopoulou is Vice Chairman/Non-Executive Member of Elgeka SA Trade Distributions Representations Industry. She joined the Company in 1981. She studied at the College of Distributive Trade of London (University of the Arts, London), United Kingdom and she obtained a Diploma in Marketing.

Mr. Anthimos Vasileios Misailidis is Deputy CEO of ELGEKA S.A. since December 1, 2014 alongside he is Chief Executive Officer of subsidiaries DIAKINISIS S.A. and VIOTROS S.A. He served as Group Chief Financial Officer, Investor Relations Officer since March 27, 2014. He previously served as Group Chief Financial Officer, Executive Director, Investor Relations Officer since September 7, 2011. Previously he was appointed Chief Financial Officer, Executive Director, Director of Investor Relations on May 31, 2010 and before that he served as Chief Financial Officer and Director of Investor Relations since December 5, 2008. He is a graduate of Business Administration from the University of Macedonia and holds an MBA with specialisation in finance from the University of Delaware, Newark, United States. He previously held positions in multinational consulting company ACCENTURE in Philadelphia, where he took part in projects with corporations operating worldwide such as Volkswagen Group and DuPont Company. He joined ELGEKA GROUP in October 2001 and he worked in the positions of Financial Planning Manager and Deputy Chief Financial Officer of subsidiary company ELGEKA FERFELIS ROMANIA SA in Romania.

Mr. Michael Emmanouil Fandridis is Non-Executive Member of the Board of Directors of Elgeka SA Trade Distributions Representations Industry. He is a graduate of Economics from Athens University of Economics and Business Administration. He started his career in PROCTER & GAMBLE, where he held several positions of increasing responsibility and gained extensive international experience in the UK and USA. For over two decades, to March 2002, he held the position of Commercial Director of PROCTER & GAMBLE Greece. He served as Secretary General of the Federation of Branded Products and he is also Chairman of ECR Hellas. In April 2002 he established a business consulting firm, EXCEED CONSULTING SA.

Mr. Nikolaos Georgios Milios is Non-Executive Independent Member of the Board of Directors of Elgeka SA Trade Distributions Representations Industry. He is graduated from the Athens College and he holds a degree in Chemistry from the Aristotle University of Thessaloniki and a Master's Degree in Business Studies from the London School of Economics. It has extensive experience in senior management positions and has

been awarded as the Best Young Entrepreneur in 2002. He was Deputy General Manager (1987-1996) and General Manager (1996-2008) of LION HELLAS S.A., Chief Executive Officer of LION RENTAL S.A. (1998-2008), Chief Executive Officer (1998-2011) and Vice-President (2008-today) of TEOMOTO S.A., Management Consultant at Post Bank (2010-2011) and Management Consultant at National Insurance S.A. (2011-2012). He has served on the Board of PAEGAE S.A. (2011-2013), of National Insurance S.A. (2012-today), of THRAKIS MILLS S.A., as well as Vice- President of LAMDA MERCENDES S.A. In addition, the last 25 years participated in various Boards, such as Hellenic American Chamber, AMVIR, Greek Union of Entrepreneurs, PRAXIS S.A., CONDOR S.A., etc.

Mr. Stylianos Markos Stephanou is Non-Executive Independent Member of the Board of Directors of Elgeka SA Trade Distributions Representations Industry. He holds a B.Sc. Honors degree in Accounting & Finance from the London School of Economics (University of London), United Kingdom and is Member of the Institute Chartered Accountants in England & Wales. He began his career as Senior Audit Manager at KPMG in London. Afterwards, he served as Financial Manager and later, as Managing Director at METAXA - IDV. Currently, he is the main shareholder and Managing Director of Optimal Supply Chain SA and the Master Franchisee of Haagen-Dazs in Cyprus.

Mr. Adamantios Athanasios Lentsios is Non-Executive Independent Member of the Board of Directors of Elgeka SA Trade Distributions Representations Industry. He holds a degree in Chemical Engineering from the University of Bologna-Italia, with postgraduate studies in Petrochemicals and Hydrocarbon Chemistry at the University of Manchester-England and holds a diploma in Management from Henley College-England. He began his professional career by the Petroleum of North Aegean Company in Kavala and then worked in DEPA and Titan Cement S.A. Group. He has extensive administrative experience, having served as chief executive of the companies VIORYL S.A. - General Manager (1999-2001) and LEVENTIS FOODS NIGERIA LTD - Operations Director (2002-2003), PLIAS Group of Companies - Managing Director (2004-2010) and HELLENIC PETROLEUM Group - Head in Management Office of the Group (2010-06/2014). He also served as Chairman of the Board in the company ASPROFOS S.A. (2012-02/2014), a subsidiary of HELLENIC PETROLEUM, in which currently holds the position of Vice President in the Board of Directors (since 03/2014), while since 07/2014 holds the position of Executive Chairman of the company SIRECLED HELLAS S.A.

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