



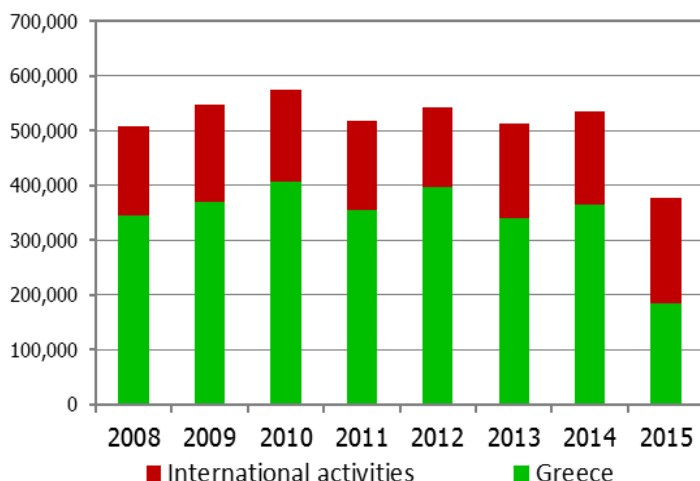
Website:	http://www.intracom.com
Bloomberg code:	INTRK:GA
Reuters code:	INRr.AT
ISIN code:	GRS087103008

COMPANY PROFILE

Intracom Holdings is the main shareholder of a group of leading multinational companies specializing in high tech IT solutions and services, complex construction projects and advanced defence electronic systems. Intracom Holdings key assets are:

- ✓ INTRASOFT INTERNATIONAL: a leading European IT Solutions and Services Group with strong international presence, offering innovative and added-value solutions of the highest quality to a wide range of international and national public and private organisations. With headquarters in Luxembourg, INTRASOFT International operates through its operational branches, subsidiaries and offices in 13 countries.
- ✓ INTRAKAT: one of the top five construction companies in Greece with a steadily growing international presence undertakes advanced technology infrastructure, renewable energy, telecom, real estate and environmental projects.
- ✓ INTRACOM DEFENSE ELECTRONICS - IDE: a leading supplier of defense electronics, advanced communication systems and defense applications software, participating in development and production programs in partnership with major international contractors, currently expanding into the design and manufacturing of hybrid energy systems.

REVENUES ANALYSIS (in € 000)



Intracom Holdings Group international activity for 2015 represents 51% of total sales from continuing activities.

KEY INVESTMENT HIGHLIGHTS

Intracom Holdings Group has a strong international activity with subsidiaries and offices in 16 countries. The Group's strategic focus lies on the markets of Europe, the Middle East and North Africa. The Group's backlog as at 31/12/2015 is over € 820 mn.

OVERVIEW - TRADING DATA

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)

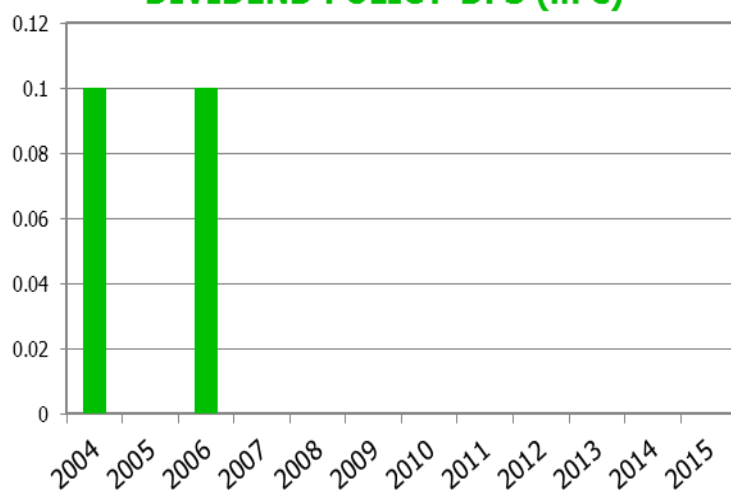
Symbol:	INTRK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	46.7		
Shares Outstanding (number): (31 March 2016)	133,025,996		
Average Spread (%):	2.11%		
Market Liquidity (%):	4.955%		
Average Trading volume (no of shares):	47,744.9		
Total Value of transactions (€):	3,650,956		
Days to trade (1% of outstanding amount):	28.1		
Free Float (31 March 2016):	61.91%		
Turnover Velocity (F.F. Weighted):	12.9%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	53.32%	66.89%	59.10%

GROUP STRUCTURE

INTRASOFT INTERNATIONAL	99.9984%
INTRAKAT	61.76%
INTRACOM DEFENSE ELECTRONICS	100%
HELLAS ONLINE	53.28% ⁽¹⁾
INTRACOM HOLDINGS INTERNATIONAL LTD	100%
INTRACOM TELECOM	49%

(1) in total (direct+ indirect) : 57,24% of the voting rights

DIVIDEND POLICY-DPS (in €)



FORTHCOMING PROJECTS / INVESTMENTS - BUSINESS PLAN HIGHLIGHTS

The Group's strategy comprises of 4 main pillars:

- Top line Growth through organic and inorganic initiatives under a flexible lean structure that will be able to absorb short term market abnormalities
- Operational Margin Improvement through an operational redesign (focused on process simplification), through exploitation of synergies among different Business unit and by capitalizing on its extroversion to penetrate high-margin developing markets.
- Free Cashflow Enhancement through efficient cash management and debt restructuring
- Evaluation of new investments with high returns and strong positive cashflows.

RECENT DEALS

INTRAKAT Group traditionally focuses on the fields of Construction/Infrastructures, Renewable Energy & Environmental projects and recently expanded its activities in the Real Estate Development mainly for complex tourist, hotel and residential infrastructure.

- Construction
- Telecom, Energy & Environmental Projects
 - In 2014 Intrakat completed the construction of its first investment in Wind Energy and successfully launched operation of a 21MW Park with returns that exceeded initial estimates.
 - Intrakat participates in two major PPP Projects:
 - "Design, Financing, Installation, Operation Support, Maintenance and Facility Management of an Integrated Passenger Information System and Fleet Management for O.SY. SA"
 - "Development of Broadband Infrastructure on Rural "White" Areas of Greek Territory"
 - In the Waste Management area INTRAKAT through an SPV is the lowest bidder for the PPP Project of a Waste Treatment Unit in Serres Prefecture
- International Expansion
 - In the context of expanding its activities in international markets, Intrakat is evaluating a number of projects in Albania, Iraq and Central Africa

INTRASOFT International Group operates mainly in the EMEA region, showing controlled exposure to the Greek market.

Indicative project highlight for 2015 are listed below:

- Framework contract valued €196 mn. by the European Parliament for the external provision of IT Services – development and maintenance of production Information Systems.
- € 3 mn. contract for the implementation of the ASEAN Customs Transit System (ACTS) for the Association of Southeast Asian Nations (ASEAN).

- A 6,5 years contract with Centenary Rural Development Bank Limited, based in Kampala, Uganda, for the supply, installation and maintenance of PROFITS[®],
- A 7 years contract through a JV with Zambia Electronic Clearing House Limited for the supply and installation of the National Financial Switch project.
- Consortium led by INTRASOFT International has been selected by the European Commission to be the first priority contractor in a cascading framework contract of a total estimated value of €21,9 mn. for the provision of external services for the development, study and support of IT systems. INTRASOFT International's participation is estimated to reach up to €8,5 mn.
- Consortium that includes INTRASOFT International Bulgaria Ltd. has been selected by the Municipality of Varna in Bulgaria to implement the Integrated Urban Transport project, of a 2.5-year maximum duration. The total budget is € 7,4 mn, while INTRASOFT International's Bulgaria participation is € 3,9 mn.
- INTRASOFT's International ESKORT Solution, has been selected by the Swedish Customs (Tullverket) as a key part of the Authority's wider technology upgrade program. The project has a 3-year duration. The budget estimation by client for the entire period is €1,9 mn.
- Framework contract of an announced value between €3 and €5 mn. by the European Investment Bank (EIB) for the provision of IT services in relation to the maintenance, support, and development of databases.

IDE continuing its intensively extroverted activities,

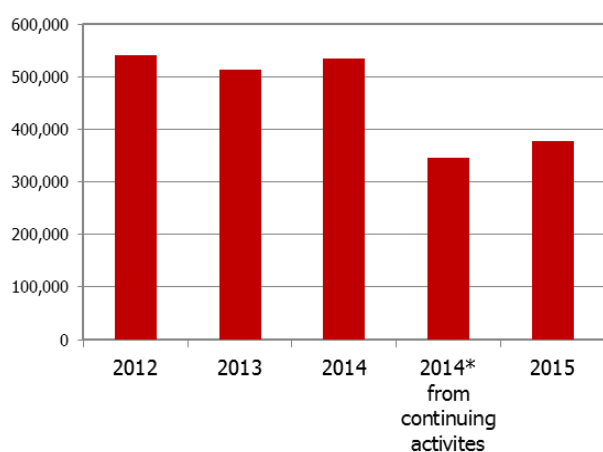
- signed an agreement with BOEING for participating in the upgrade program of NATO Airborne Warning & Control System (AWACS) aircraft which amounts to \$2,5 mn.
- extended its cooperation with Raytheon by signing a new contract worth USD 63m to manufacture subsystems for the PATRIOT defense system, scheduled to be completed by February 2017.
- was selected to equip Leopard2-A6 fleet of the Finnish Army with its WiSPR System that is designed, developed and produced by IDE in its facilities in Greece, as its intercommunications platform.
- extended the existing agreement with Boeing, within the frame of the upgrade program CNS/ATM (Communication, Navigation, Surveillance/ Air Traffic Management) of NATO Airborne Warning & Control System (AWACS) aircraft.

COMPANY'S PERFORMANCE

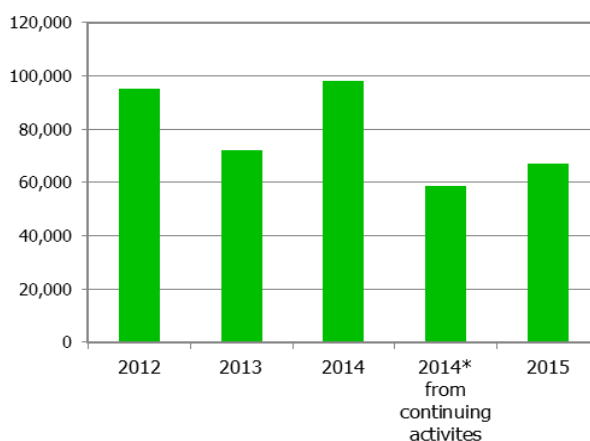
FINANCIAL OVERVIEW (consolidated)

(in € 000)	2012	2013	2014	2014* from continuing activities	2015
Sales	541,690	513,654	535,316	346,147	377,102
Gross profit	95,156	72,125	98,250	58,487	67,236
EBIT	1,419	-45,107	55,388	-1,064	7,734
EBITDA	83,300	123,477	101,365	14,007	23,012
Earnings before tax	-49,432	-75,844	25,522	-14,278	-7,663
Earnings after tax	-49,662	-73,238	23,896	-16,156	-11,677
E.P.S.	-0.322	-0.49	0.15	-0.12	-0.07
Total Equity	347,526	272,170	286,370	286,370	281,728
ROE	-14.29%	-26.91%	8.34%	-5.64%	-4.14%

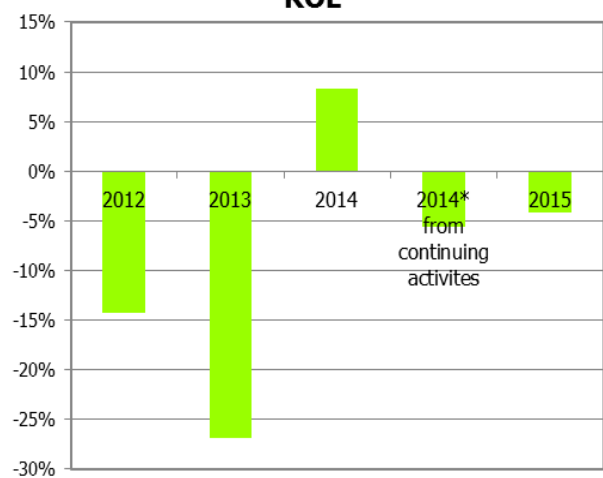
Revenues (in € 000)



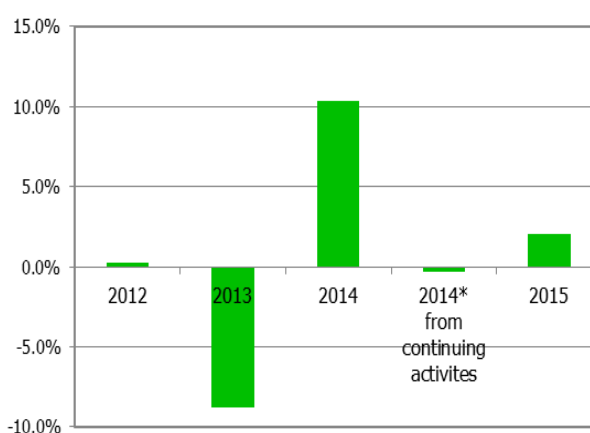
Gross profit (in € 000)



ROE



Operating Margin



MAJOR SHAREHOLDERS (>5%)

Name	%
SOCRATES P. KOKKALIS	24.17%
HORIZON GROWTH FUND NV	5.19%
CONSTANTINOS G. DIMITRIADIS	8.73%
Total	38.09%

BOARD OF DIRECTORS

Name	Qualification
DIMITRIS CH. KLONIS	CHAIRMAN/ EXECUTIVE MEMBER
GEORGE AR. ANINOS	VICE CHAIRMAN/ NON EXECUTIVE MEMBER
KONSTANTINOS S. KOKKALIS	CEO/EXECUTIVE MEMBER
GEORGE SP. KOLIASTASIS	NON EXECUTIVE MEMBER
CONSTANTINOS G. ANTONOPOULOS	NON EXECUTIVE MEMBER
SOTIRIOS N. FILOS	INDEPENDENT NON EXECUTIVE MEMBER
IOANNIS EM. KALLERGIS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Dr. Dimitris Klonis, Chairman and Executive Member holds a Ph.D. in Economics from the University of London and was a recipient of a number of educational awards and scholarships from the Greek Government, the Bank of Greece, and the "Alexander S. Onassis" Foundation. He has served as Senior Economist in the Research Department of the Bank of Greece, a Professor at Deree College and a Member of the Council of Economic Advisors to the Mayor of Athens.

He joined Intracom in 1994 and has been Intracom Group's CFO and a member of the Board of Directors since 1995. He has served as General Manager, Finance & Administration (1995-2004), Executive General Manager of the Corporate Center (2005-2006), Executive Director, Group Financial Management (2006-2011) and Vice-Chairman & Deputy CEO (2011-2013). In 2014 he was appointed Chairman of the BoD of Intracom Holdings and of most subsidiary boards as well.

Konstantinos Kokkalis, is the **Chief Executive Officer** of Intracom Holdings since January 2014, he previously served as the company's Deputy Executive Officer and Business Development Executive. Prior to becoming CEO of Intracom Holdings he served as Corporate Strategy Director, Deputy Executive Officer (2009-2013) and CEO of hellas online, a leading provider of broadband and fixed-line telephony in Greece, until November 2014 when it was acquired by Vodafone Greece. He holds a seat on the BoD of Intralot, a leading gaming supplier to state-licensed gaming organizations worldwide, and all Intracom Holdings subsidiaries. In 2014, he was elected member of the Board of Directors of the Hellenic Federation of Enterprises (SEV).

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

George Anninos, Vice Chairman, Non-Executive Member holds a degree in Telecommunications Engineering and attended graduate telecommunications studies in Germany. His work experience includes managerial positions in large telecom organizations in Greece and Germany. He joined Intracom in 1989 as Telecom Projects Manager and was appointed General Manager of the Chairman's Office in 1994. A member of Intracom's Board of Directors since 2000, he was subsequently elected to the Board of Directors of Intracom Holdings and appointed Executive Director of the BoD Office in 2006. He has been Vice Chairman of Intracom Holdings since January 2014 and also serves on the Board of Directors of several Intracom Group companies.

George Koliastasis, Non Executive Member, is the Chief Financial Officer of Intralot since March 2016, was Intracom Holdings CFO from April 2014 to February 2016. Prior to that he served as CFO and member of the Board of Directors of Vodafone Greece (2008 -2013), with more than 15 years of experience as Finance Director in consumer products multinationals (Bacardi Hellas, Misko), and financial institutions (Xiosbank,

PiraeusBank). He holds a BSc in Business Administration and an MBA in Finance from the Warwick Business School.

Constantinos Antonopoulos, Non-Executive Member is a founding member and shareholder of Intralot, which he led as CEO (1992-2013) and where he currently serves as Vice Chairman of the Board of Directors. He launched his career by joining major Greek industrial enterprises, such as the Hellenic and Eleusis Shipyards and held a succession of expert positions at the Ministry of Finance and the Ministry of Industry, before joining Intracom in 1989.

He has received numerous distinctions, including "Manager of the Year 2013", and was inducted in the Lottery Industry Hall of Fame in 2007. He participates in a number of bilateral chambers and associations, and is also a member of the General Council of the Hellenic Federation of Enterprises (SEV) and a member of the Hellenic Entrepreneurs Association.

He holds an Electrical Engineering degree from the National Technical University of Athens and an MSc in Systems Reliability from the University of Manchester (UMIST).

Sotirios Filos, Independent Non-Executive Member is an economist specializing in accounting and internal control, he was appointed to the Board of Directors of Intracom Holdings as an independent non-executive member in 2009.

Ioannis Kallergis, Independent Non-Executive Member is a Law school graduate and Political Science degree holder of Panteion University, he has over 40 years' experience in the finance and tax sector, in particular. He was chairman and founder of "Infotax Tax and Financial Enterprise Consultants" S.A. Currently, he is working as a tax consultant and he is a partner in "K.M.P Tax and Finance Consultants" Ltd.

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