



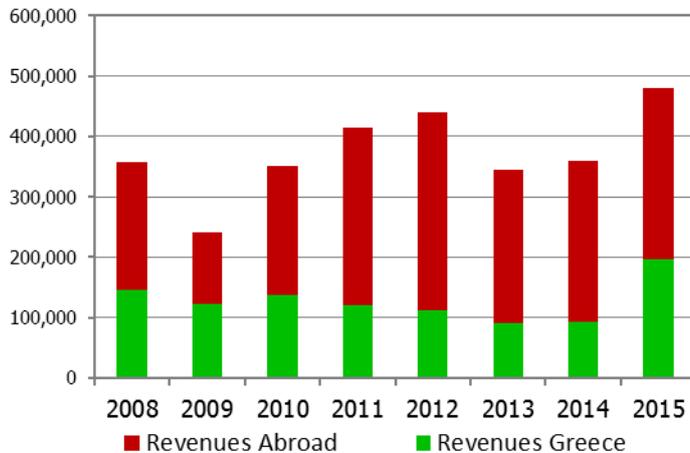
Website:	HTTP://WWW.CABLEL.GR
Bloomberg code:	ELKA:GA
Reuters code:	HCAr.AT
ISIN code:	GRS221103005

COMPANY PROFILE

HELLENIC CABLES Group of Companies is one of the largest cable industries in Greece and owns four production plants, three in Greece and one abroad.

The company started its activities in 1950 as a cable production plant of VIOHALCO. In 1973 the company was established under the name HELLENIC CABLES as an independent subsidiary of VIOHALCO and proceeded to expand its production and trade operations. Since its establishment, the company has focused on integrating state-of-the-art technologies and its goal has been to manufacture products for the international market.

REVENUES ANALYSIS (in € 000)



Company's exports represent 74.56% of total sales, in Europe, Asia and Africa.

KEY INVESTMENT HIGHLIGHTS

The acquisition of Fulgor is expected to bolster the export orientation of HELLENIC CABLES Group while also enriching the portfolio of products with high added value cables such as energy submarine cables. In addition, the synergies that will arise among the sales networks, supply chain, production as well as research and development of new products are expected to have a positive effect on the Group's financial results. By acquiring FULGOR, HELLENIC CABLES Group becomes one of the largest cable groups in Europe.

OVERVIEW - TRADING DATA

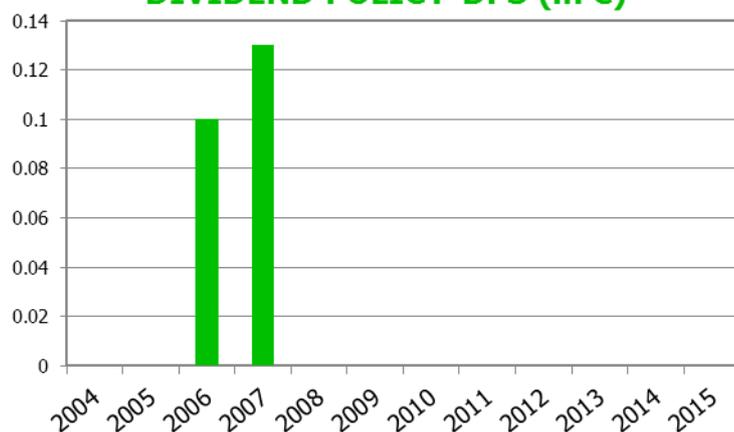
OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)			
Symbol:	ELKA		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	18.8		
Shares Outstanding (number): (31 March 2016)	29,546,360		
Average Spread (%):	8.26%		
Market Liquidity (%):	0.309%		
Average Trading volume (no of shares):	2,175.5		
Total Value of transactions (€):	375,851		
Days to trade (1% of outstanding amount):	136.9		
Free Float (31 March 2016):	18.82%		
Turnover Velocity (F.F. Weighted):	10.6%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	64.51%	63.35%	61.48%

GROUP STRUCTURE

HELLENIC CABLES S.A.

ICME-ECAB S.A.	98.59%
FULGOR SA	100%
LESCO OOD	100%
LESCO ROMANIA	65%
DELAIRE	100%
EDE S.A.	99.99%
SYMM. EP. S.A.	100%

DIVIDEND POLICY-DPS (in €)



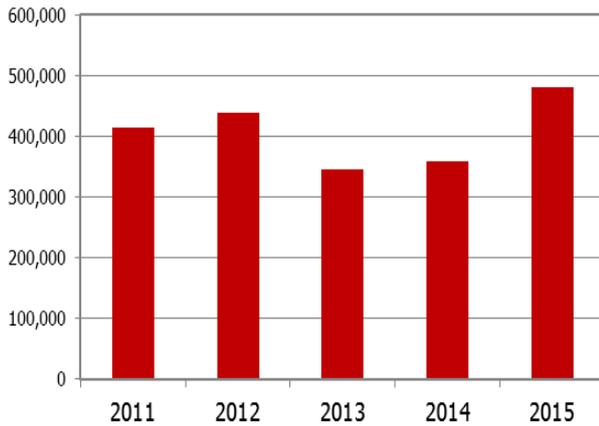
RECENT DEALS

01-08-2012: acquisition of 100% of the share capital of FULGOR S.A. The acquisition will strengthen the export orientation of the HELLENIC CABLES Group, while enriching its product portfolio. Moreover, a positive impact in the Group's future results is expected from the synergies that will result in sales & distribution, supply chain, production and research & development of new products. By acquiring FULGOR HELLENIC CABLES Group grows into one of the largest cable groups in Europe.

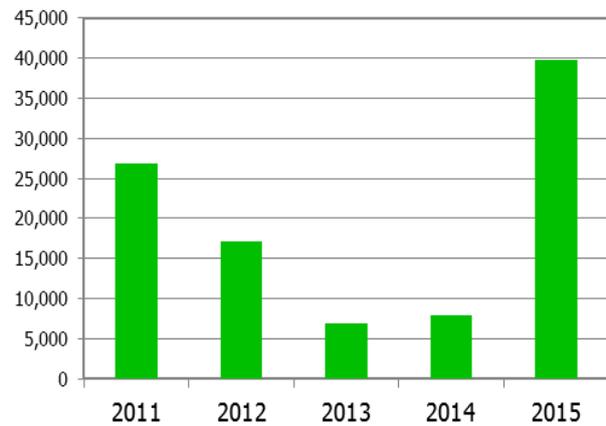
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000)	2011	2012	2013	2014	2015
Sales	414,593	439,343	345,345	359,418	479,747
Gross profit	26,888	17,168	6,914	7,864	39,685
EBIT	11,816	2,119	-7,067	-20,033	23,590
EBITDA	20,850	10,706	1,104	-10,670	37,031
Earnings before tax	3,609	-13,296	-19,611	-37,927	644
Earnings after tax	3,331	-11,193	-21,054	-30,338	-1,847
E.P.S.	0.117	-0.2387	-0.71	-1.03	-0.06
Total Equity	116,115	103,832	82,914	88,441	85,705
ROE	2.87%	-10.78%	-25.39%	-34.30%	-2.16%

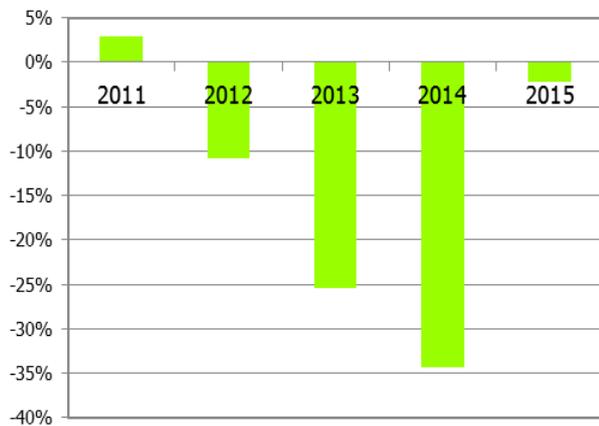
Revenues (in € 000)



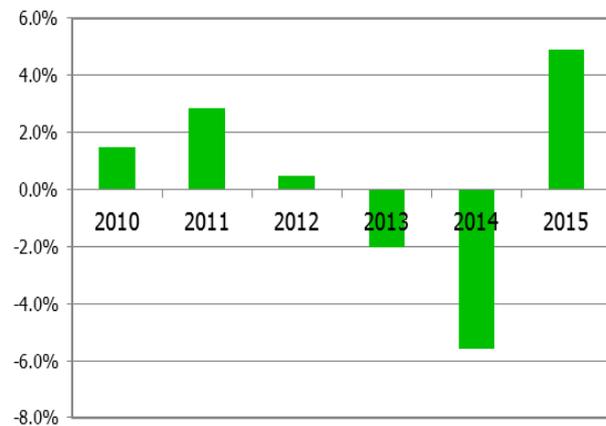
Gross profit (in € 000)



ROE



Operating Margin



MAJOR SHAREHOLDERS (>5%)

Name	%
VIOCHALCO SA/NV	74.48%
HFSF (through Piraeus Bank S.A.)	6.70%
Total	81.18%

BOARD OF DIRECTORS

Name	Qualification
BATSOLAS IOANNIS	PRESIDENT/EXECUTIVE MEMBER
LAIOS KONSTANTINOS	VICE PRESIDENT/NON EXECUTIVE MEMBER
ALEXIOU ALEXIOS	EXECUTIVE MEMBER
PASSAS GEORGIOS	EXECUTIVE MEMBER
STAVROPOULOS P. IOANNIS	EXECUTIVE MEMBER
DIAKOGIANNIS MICHAEL	NON EXECUTIVE MEMBER
GEORGANAS IAKOVOS	NON EXECUTIVE MEMBER
KATSANOS ANDREAS	NON EXECUTIVE MEMBER
NIKOLAIDIS EMMANOYIL	NON EXECUTIVE MEMBER
GALETAS NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
IRAOLA MANUEL	INDEPENDENT NON EXECUTIVE MEMBER
KYRIAZIS ANDREAS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Alexios Alexiou is General Manager. He's an Economist, holder of a degree from the University of Piraeus & an M.Sc. in Finance from Strathclyde University. He joined the Group in 1996.

Mr. Ioannis Theonas is Financial Manager. He's an Economist, holder of a degree from Athens University (ASOEE). He joined the Group in 1984.

Mr. Demetrios Hadjakis is Enamelled Wires Sales Manager. He's an Economist, holder of a degree from the Athens School of Economics & Business. He joined the Group in 1969.

Mr. Christos Siaperas is Cables Sales Manager. He's a Mechanical- Electrical Engineer, holder of a degree from the Athens Technical University. He joined the company in 2004.

Mr. Ioannis Papaioannou is Manager of Cables plant (Thebes). He's a Mechanical Engineer, holder of a degree from the Patras Technical University. He joined the group in 1991.

Mr. Haralabos Voulgaris is Manager of Compounds Plant. He's a Chemist, holder of a degree from the Aristotle University of Thessaloniki. He joined the Group in 2008.

Mr. Ioannis Skondras is Manager of Livadia Plant. He's a Mechanical Engineer, holder of a degree from the University of Naples. He joined the company in 1993.

Mr. Constantinos Constantinou is Quality Manager. He's an Electrical Engineer, holder of a degree from the Democritus University of Thrace. He joined the company in 1995.

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