



Website:	<a href="http://www.ekter.gr">http://www.ekter.gr</a>
Bloomberg code:	EKTER:GA
Reuters code:	EKTr.AT
ISIN code:	GRS222213001

## COMPANY PROFILE

Ekter Technical Construction Real Estate Hotel Commercial Industrial SA is a Greece-based company active in the construction sector and undertakes construction projects in both the private and public sectors. Its projects include the construction of office buildings, residences, commercial centers and sport facilities, restoration and reconstruction of existing old and historical buildings, construction of airport buildings, hospitals, bridges, highways, electromechanical, energy, environmental, industrial, refinery, hydraulic and marine works, and the aesthetic and functional reformation and pedestrianization of roads, as well as other similar works. The Company is also active in the real estate sector. It purchases real estate in order to resell them and purchase in exchange plots of land or structures. Then, it builds upon them all kinds of buildings such as apartments, offices and stores, and it resells them or exploits them by leasing them out.

## EXPORTS

EKTER S.A.'s works at this moment are exclusively in Greece and due to the nature of the works (contractor) does not make any exports.

## KEY INVESTMENT HIGHLIGHTS

EKTER was established in 1959 and in 1973 it turned into an incorporated company (S.A.). The company entered the Athens stock market in 1994, as a result of healthy development over the years. The company has experienced management team and skilled personnel in the field of its activities and has strong financial structure. Constant pursuit of EKTER is the participation in projects funded by the FTA 2016-2020, public or self-financed and undertakes private projects.

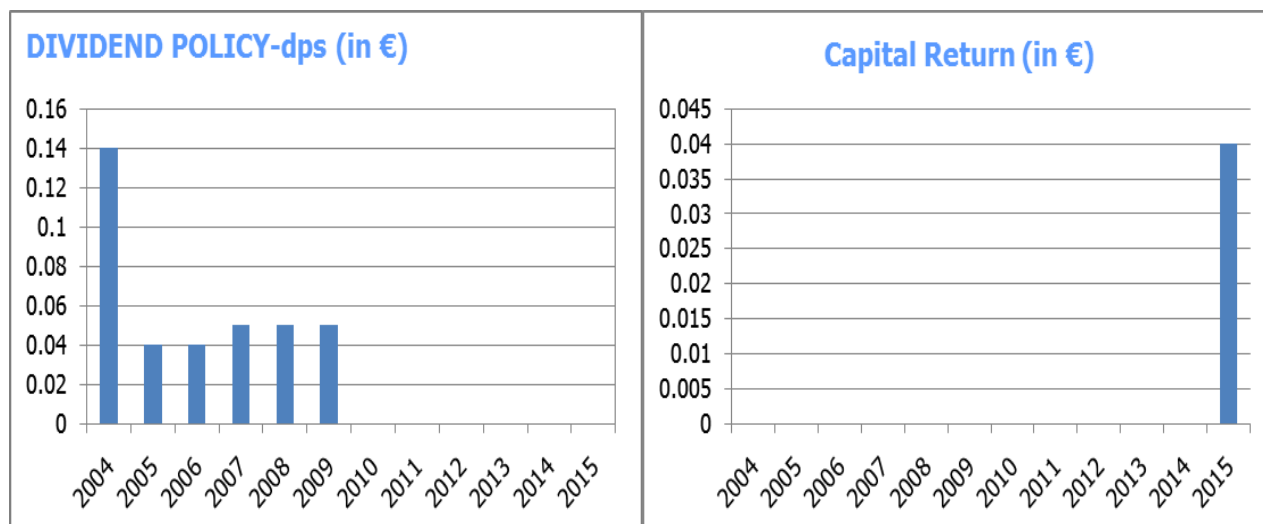
## OVERVIEW - TRADING DATA

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)			
Symbol:	EKTER		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	4.4		
Shares Outstanding (number): (31 March 2016)	11,250,000		
Average Spread (%):	20.26%		
Market Liquidity (%):	1.936%		
Average Trading volume (no of shares):	1,984		
Total Value of transactions (€):	170,728		
Days to trade (1% of outstanding amount):	61.3		
Free Float (31 March 2016):	49.2%		
Turnover Velocity (F.F. Weighted):	8.1%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	88.45%	151.81%	152.96%

## GROUP STRUCTURE

EKTER has a subsidiary company, IFIKLIS S.A., which owns the 100% of the shares.

IFIKLIS S.A.	100%
J/V EKTER SA – ERTEKA SA – THEMELI SA - INTRAKAT	24%
J/V DOMIKH KRITIS SA – EKTER SA – ERETBO SA	33.33%
J/V AEGEK SA – VIOTER SA – AKTOR SA – EKTER SA	20%
J/V IFIKLIS SA – TALOS A.T.E.	37.49%



## CURRENT PROJECTS

The main under construction projects of EKTER S.A. are:

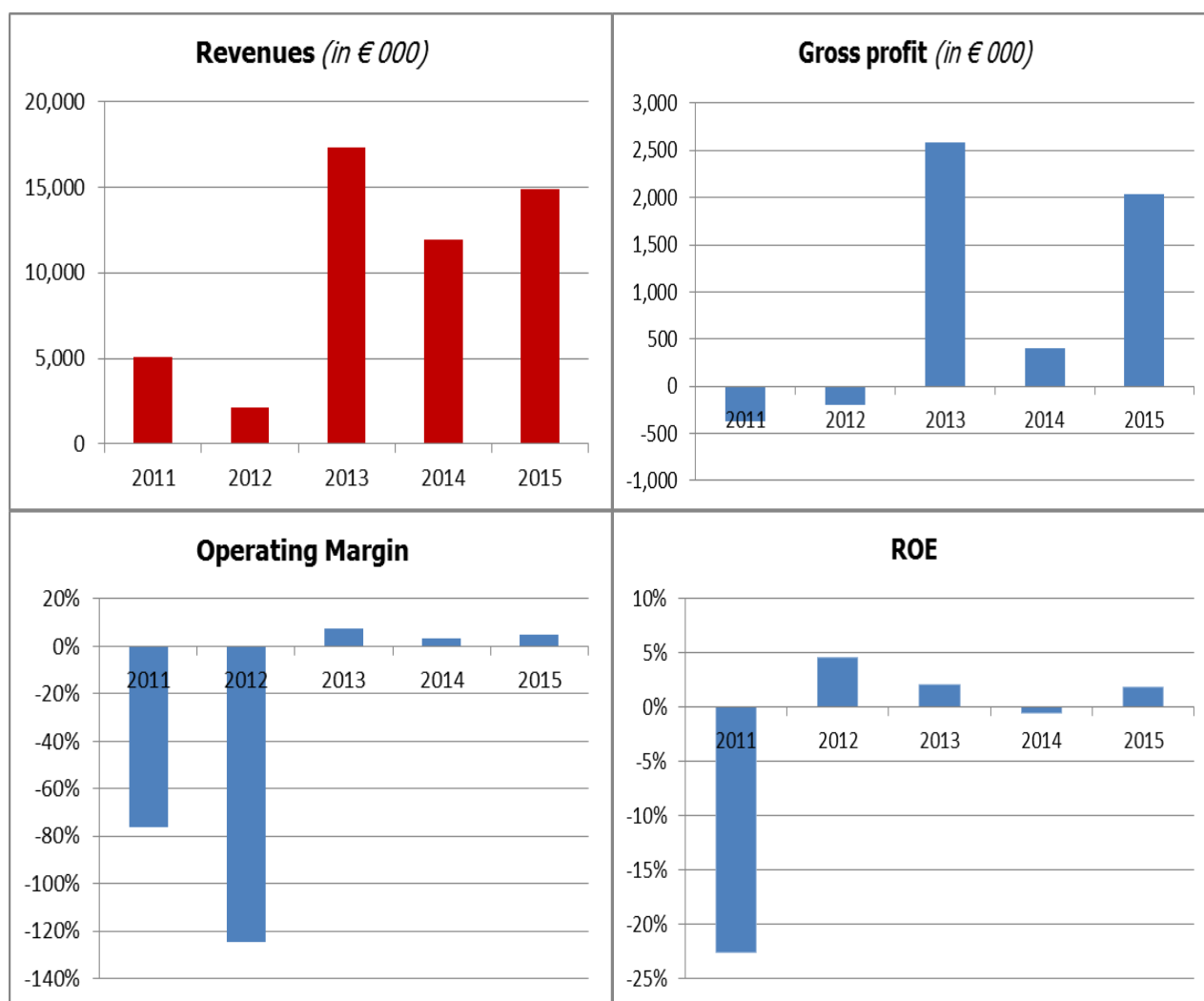
- **“Rearrangement, extensions, supply and installation of medical equipment of General Hospital at Lesvos Island "Vostanio",** contract amount 14,1 millions €, participation rate in construction 100%.
- **“Supply of medical and technological equipment of General Hospital at Patra “Agios Andreas”,** 12,1 millions €, participation rate in construction 100%.
- **“Design, construction, equipment procurement of General Hospital at Halkida”,** contract amount 13,6 millions€, participation rate in construction 100%.
- **“Gournes - Hersonisos - road construction at Crete Island”,** contract amount 46,3 millions €, participation rate in construction 25%.
- **“Electric networks at Filothei – Kifisia suburbs”** contract amount 27.3 million €, participation rate in construction 24%.
- **“New building warehouse, office and exhibition, space and arrangements surrounding area”,** located at 19th kml Av. Peania – Markopoulos, Paiania, contract amount 2.5 million €, participation rate in construction 100%.

## FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

The company aims at enhancing the value of its shareholders. To this end, EKTER S.A. focuses on large – scale construction projects and specialized works. All bids are placed under strict investment and construction return criteria, with the emphasis on the creation of medium-term value than securing new business at any price. Also the company is exploring supply project abroad, especially in Asia and the Middle East.

## COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2011	2012	2013	2014	2015
Sales	5,076	2,102	17,280	11,927	14,896
Gross profit	-373	-192	2,578	398	2,032
EBIT	-3,878	-2,617	1,312	391	696
EBITDA	-3,831	-2,570	1,364	441	740
Earnings before tax	-5,017	642	1,150	146	354
Earnings after tax	-4,637	981	451	-117	404
E.P.S.	-0.41	0.09	0.04	-0.01	0.04
Total equity	20,505	21,486	21,937	21,820	21,775
ROE	-22.62%	4.57%	2.06%	-0.54%	1.86%
Debt Ratio	2.32	2.48	-8.12	-23.01	-13.47



## MAJOR SHAREHOLDERS (>5%)

Name	%
POLYKRATIS S.A.	13.18%
CAPDARE OVERSEAS L.T.D.	6.00%
NIKIAS S.A.	21.744% ΣΥΜΠΕΡΙΛΑΜΒΑΝΕΤΑΙ ΣΕ ΑΥΤΟ ΤΟΥ ΜΕΤΟΧΟΥ ΣΙΨΑ ΑΘΑΝΑΣΙΟΥ
PAPAGEORGIOU AGGELOS	5.85%
ΣΙΨΑΣ ΑΘΑΝΑΣΙΟΣ	25.74%
<b>Total</b>	<b>50.78%</b>

## BOARD OF DIRECTORS

Name	Qualification
SIPSAS K. ATHANASIOS	PRESIDENT/EXECUTIVE MEMBER
STOUBOS I. KONSTANTINOS	VICE PRESIDENT/CEO
IOANNIDOU ANDRONIKI	NON EXECUTIVE MEMBER
ALEXANDRIS IOANNIS	INDEPENDENT NON EXECUTIVE MEMBER
PAPADOPOULOS ARISTEIDIS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Athanasios Sipsas** was appointed Executive Chairman of the Board of Ekter SA on October 12, 2012. He previously served as Chairman of the Board and Chief Executive Officer of Ekter SA since September 7, 2012 and before that he served as Executive Chairman of the Board of Directors at Ekter SA since 2002. Prior to that he was Chief Executive Officer since 1999. He is a Mechanical Engineer and he holds a Class IV Diploma. From 1972 until 1983 he worked in a number of technical projects in Greece. From 1983 until 1999 he was General Manager of I.G. Korontzis SA. In 2008 he was appointed Chairman of Ifiklis SA.

**Mr. Konstantinos Ioannis Stoumpos** was appointed Executive Vice Chairman of the Board and Managing Director of Ekter SA on October 12, 2012. He previously served as Vice Chairman of the Board, General and Technical Manager and Executive Director of Ekter SA since September 7, 2012. Prior to that, he served as General and Technical Manager and Executive Director at Ekter SA. He holds a degree in Electrical Engineering from the National Technical University of Athens and a Class IV Diploma. He is responsible for the supervision of public and private projects. Since 2008 he has been a Director of Ifiklis SA.

**Ms. Androniki Emmanouil Ioannidou** is Non-Executive Director of Ekter SA since October 12, 2012. She previously served as Non-Executive Independent Director since June 26, 2009. She is an Architect Engineer graduate of the National Technical University of Athens and she is also a graduate of Economics and Law from the University of Athens. She has been working as an Architect since 1991. She is a Member of the Technical Chamber of Greece and the Hellenic Association of Architects.

**Mr. Ioannis Athanasios Alexandris** is Non-Executive Independent Director at Ekter SA since June 26, 2009. He is a graduate of Economics from Athens University of Economics and Business. He holds an A' Class Certificate and he is a Member of the Economic Chamber of Greece. He has been working as an Accountant since 1976.

**Mr. Aristeidis Papadopoulos** is Non-Executive Independent Director at EKTER S.A. since January 31, 2014. He began his professional career in 1990 in technical accounting company. From 1993 to 1998 he worked in the accounting department of company listed in Athens Stock Market. Since 1998 up to now he is working as an Insurance Advisor in Insurance Company.

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