

SPACE HELLAS

Empowering Your Digital Transformation Journey

Analysts Annual Report 2019



 **SPACE**

Classification ISO 27001: Public

MK-01042019-1

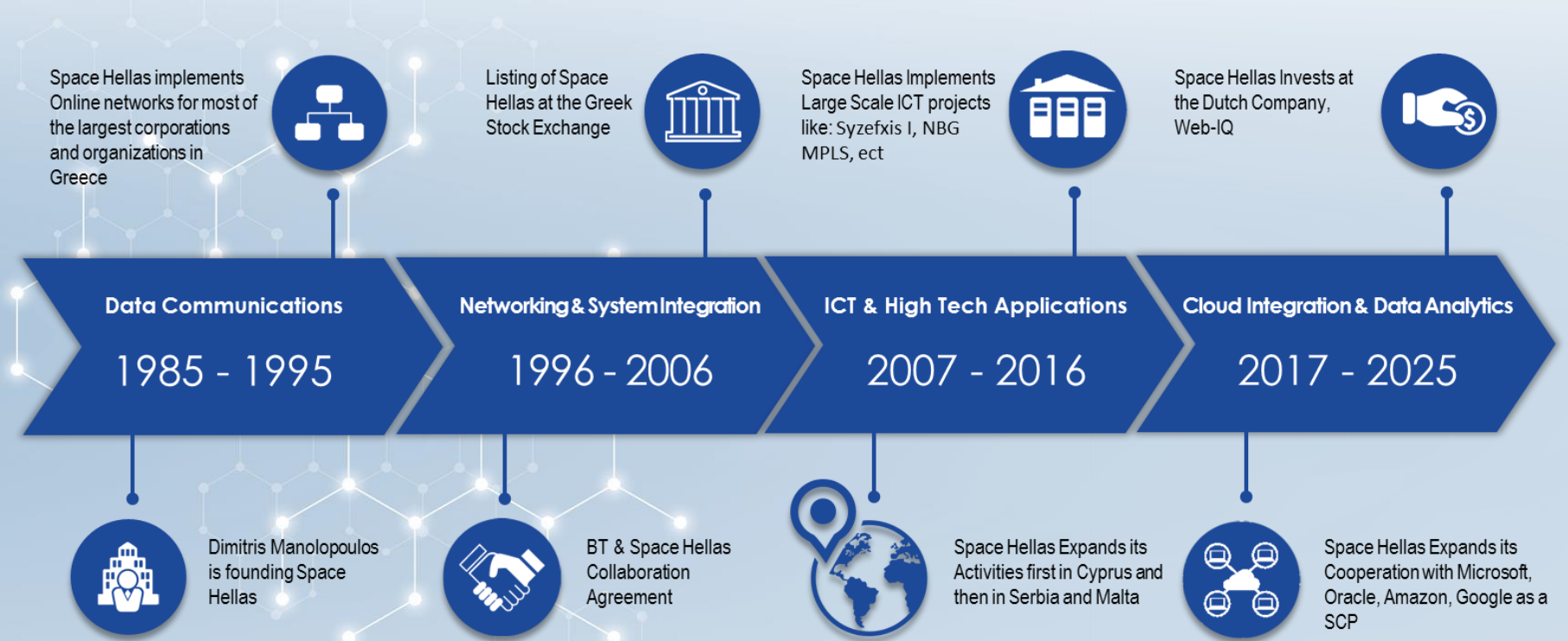


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Space Hellas Combines:

- History and Vision
- Innovation
- International Presence
- Long-term Investment Strategy
- Significant Financial Performance and Growth
- Job Opportunities and Career Path

Space Hellas – Four Decades of History

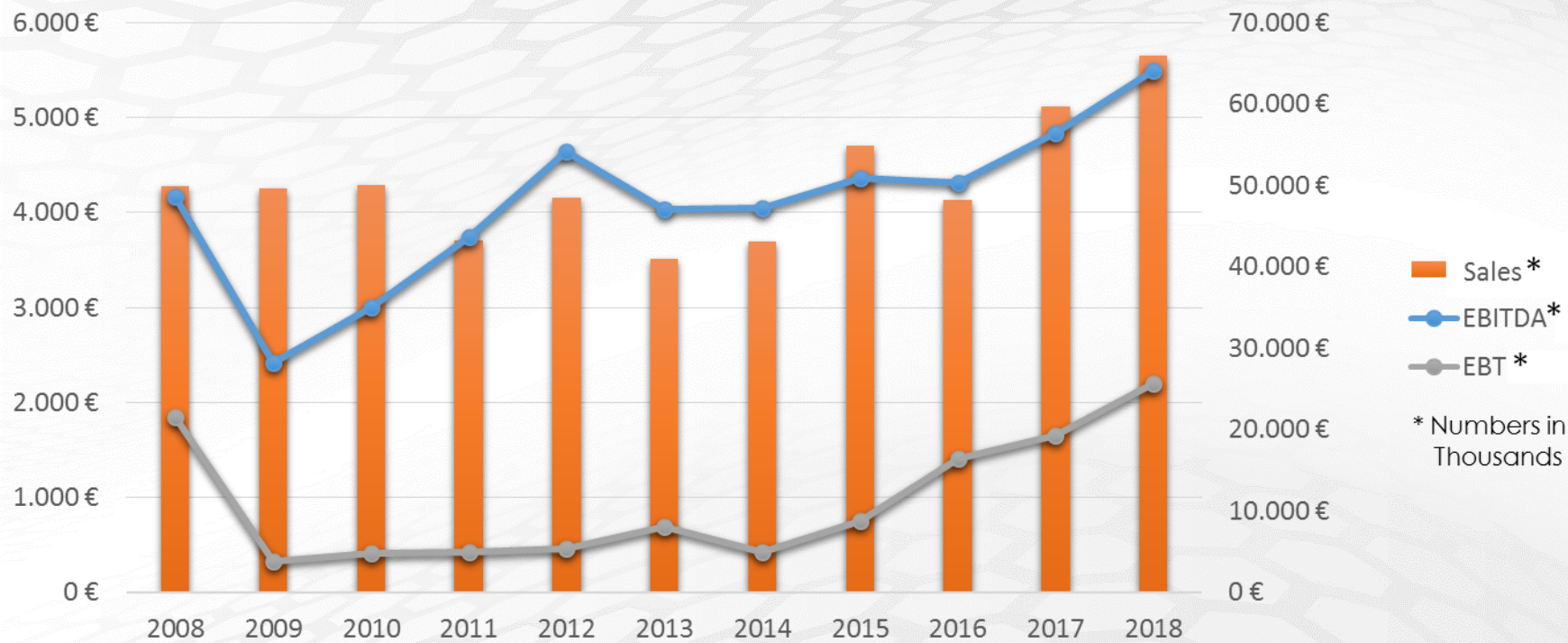


Financial Growth Analysis

Income Statement Summary 2017 - 2018

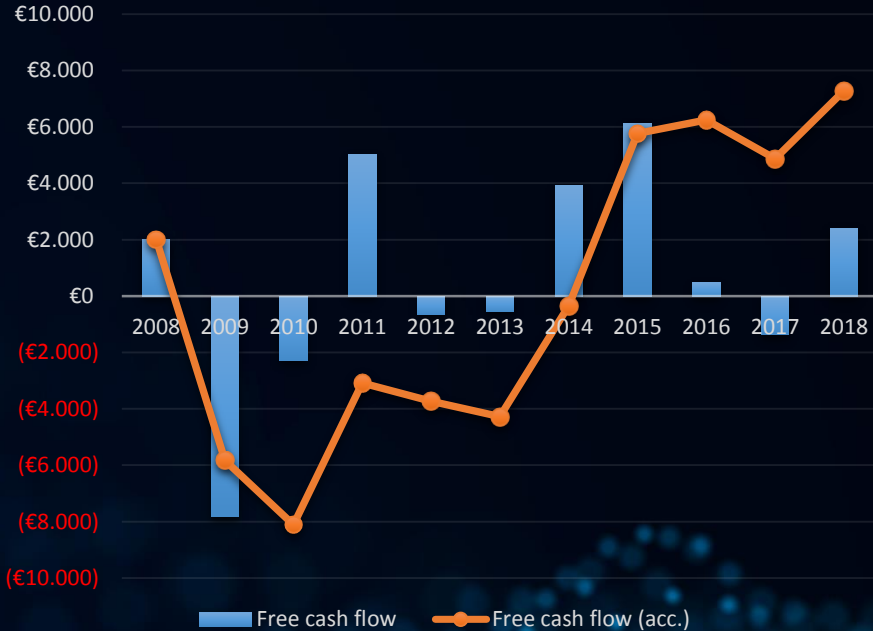
Amounts in euro thousand	Group			Company		
	01.01-31.12.2018	01.01-31.12.2017	CHANGE %	01.01-31.12.2018	01.01-31.12.2017	CHANGE %
Revenue	66.112	59.658	10,8%	62.819	56.559	11,1%
Gross Profit	15.887	14.155	12,2%	14.298	12.933	10,6%
Gross Profit margin %	24%	24%	0,0%	23%	23%	0,0%
EBITDA	5.942	4.838	22,8%	4.454	3.610	23,4%
EBIT	4.720	3.772	25,1%	3.238	2.548	27,1%
EBT	2.081	1.652	26,0%	1.532	1.257	21,9%
EAT	1.218	1.114	9,3%	984	1.006	-2,2%

SALES, EBITDA & EBT 2008-2018



Free Cash Flow & Net Debt to EBITDA Ratio

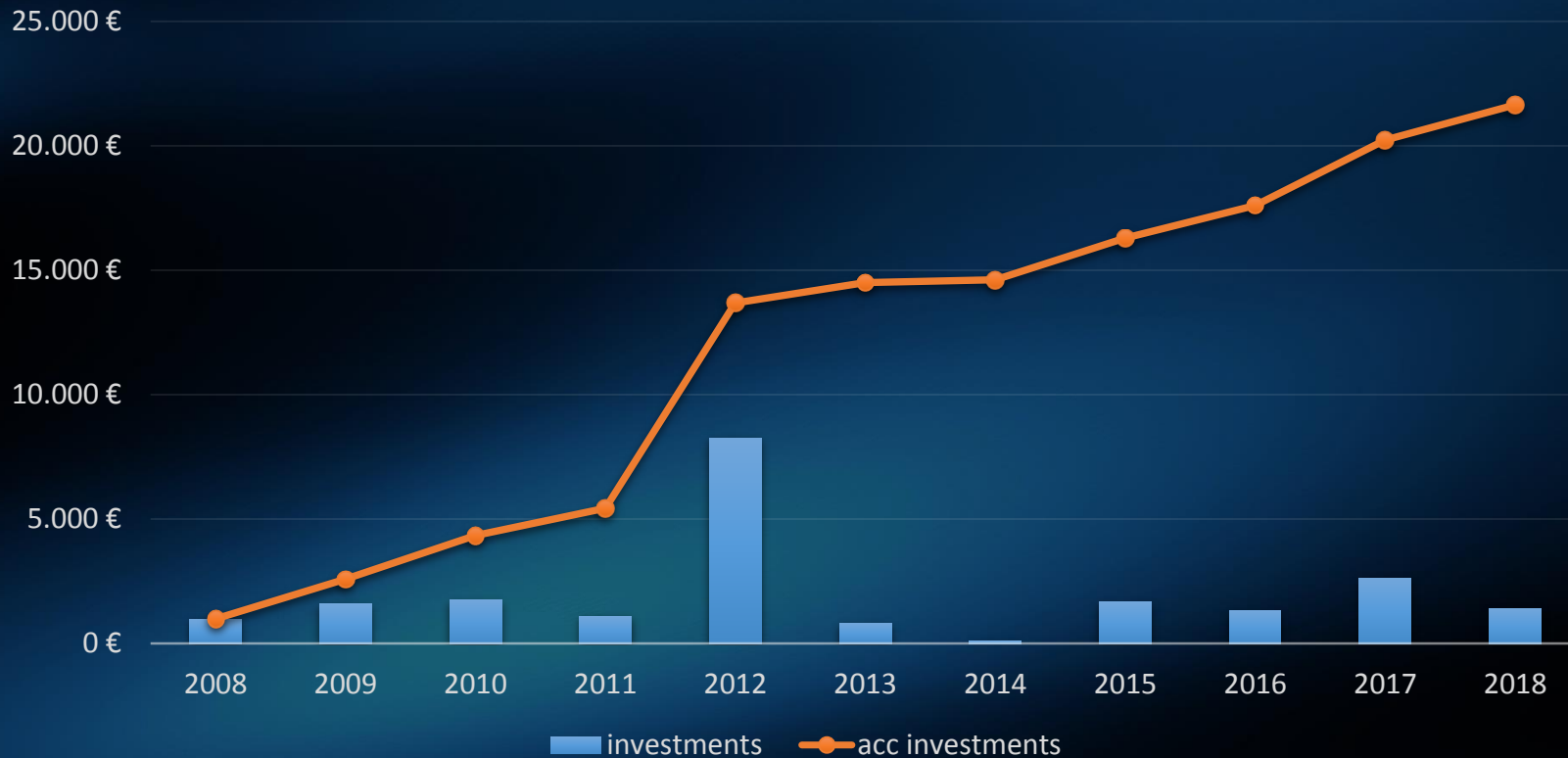
Free Cash Flow (In Thousands)



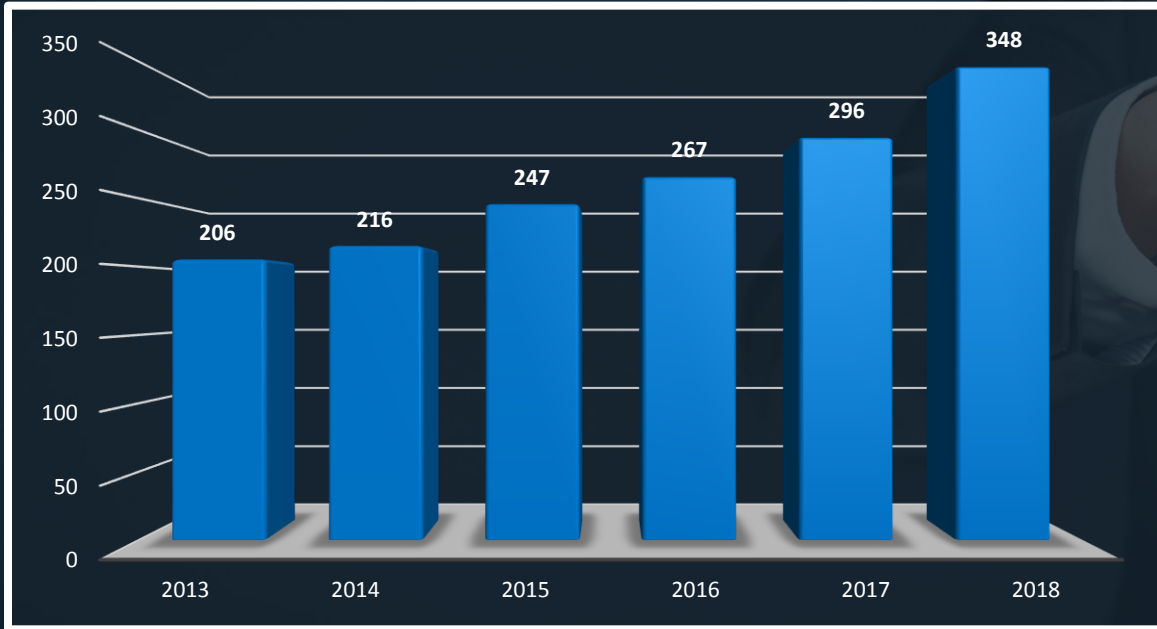
Net Debt to EBITDA Ratio



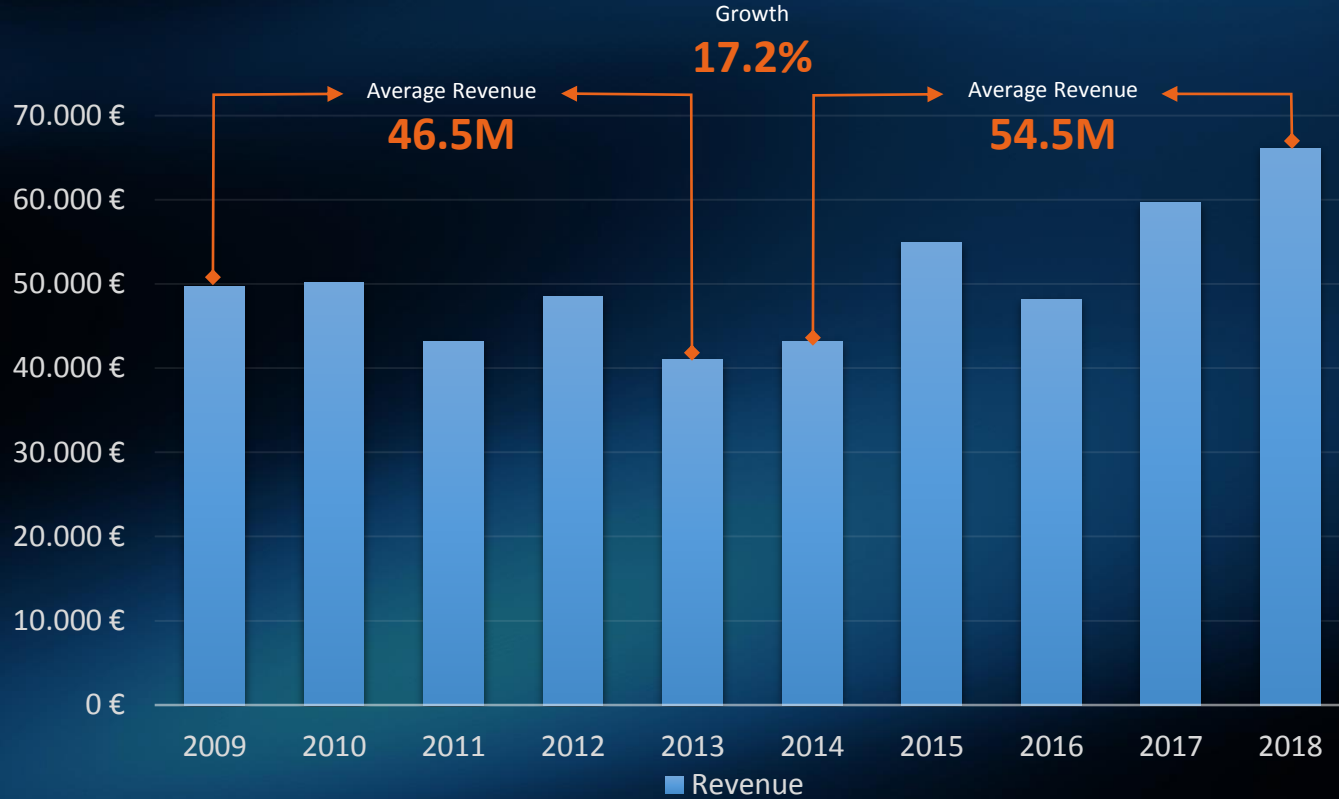
Investments 2008-2018



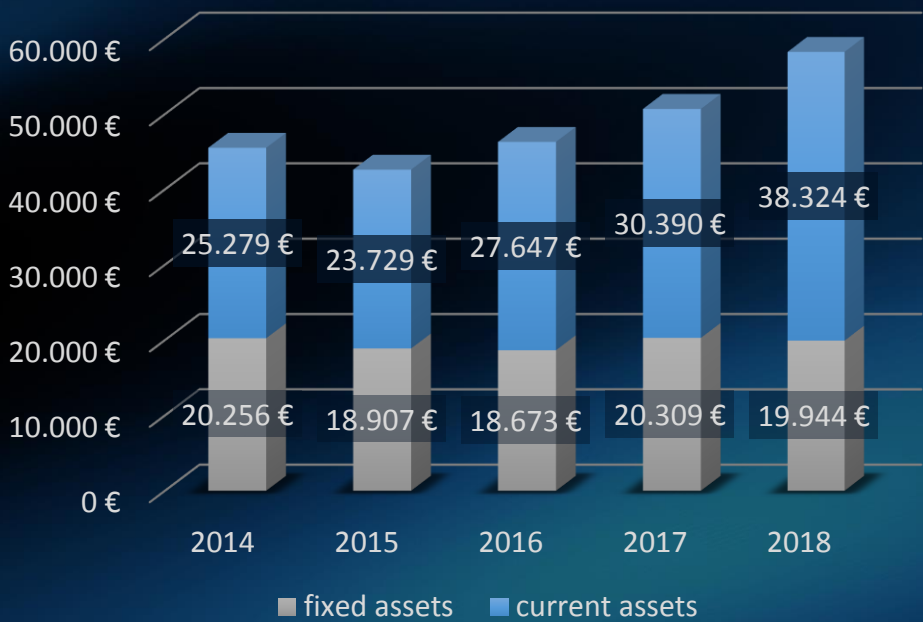
Employee's Growth



Revenue 2009 - 2018



Assets vs Equity Liabilities 2014 – 2018



Financial Indicators

<i>Consolidated Financial Statement</i>		2014	2015	2016	2017	2018
Revenue	%	5,1%	27,3%	-12,2%	23,9%	10,8%
Gross Profit	%	-6,5%	5,3%	0,1%	8,3%	12,2%
EBITDA	%	0,4%	7,7%	-1,2%	12,2%	22,8%
EBT	%	-4,9%	81,0%	86,1%	17,9%	26,0%
EAT	%	2316,1%	6,5%	12,8%	23,8%	9,3%
ROE	%	5,49%	6,16%	6,53%	7,59%	8,05%
ROA	%	1,66%	1,81%	2,02%	2,30%	2,24%



Commercial Strategy & Innovation

Technology Trends

SMART Cities
Safe **CITIZENS**

BUSINESS Digital
TRANSFORMATION

Artificial
Intelligence

Mobility

BLOCKCHAIN

INTERNET of
THINGS

Public
Cloud

Hybrid
Cloud

Private
Cloud

BIG data
ANALYTICS



Our Offering



Telecoms &
Networking



IT Solutions



Global
Connectivity



Security
Systems



Information Security
& Compliance



Mobile
Telephony



Apps & Systems
Software



AV &
Multimedia



Infrastructure &
Energy Management



R&D

Competitive Advantages



EXPERTISE

>700
certifications and
accreditations



EFFICIENCY

24/7
Service-Desk
with more than
60.000 calls
yearly



RESPONSE

2 Hours
repair time for
customers with
stringent SLA



EFFECTIVENESS

>40.000
on-site calls
executed yearly



AVAILABILITY

>€3 MM
readily available
backup
equipment
spread all over
the country



Hybrid Cloud Accelerator

“

Optimize and Accelerate the Transformation
of your Datacenter Infrastructure

”

- Eliminate redundancy and unify management
- Accelerate IT service delivery
- Reduce operation costs while increasing performance
- Leverage next generation data center
- Gain visibility across the hybrid enterprise infrastructure

Space Hellas Business Transformation



Space Hellas
Innovation Lab

- SD-Infrastructure
- Multicloud
- Smart-Cities/Safe Cities
- 5G
- IOT
- AI
- Blockchain



PLATFORMS

AWS
Azure
Oracle Cloud
DevNet

APPS/SERVICES

SH Guardian
Bizz-IQ
Web-IQ



PARTNERS

Amazon
BT
Cisco
DellEMC
Equinix
Google
HP
Microsoft
Oracle
vmware



PRESENCE

Greece
Cyprus
Malta
Serbia
Romania
Germany
Netherlands
Jordan

Ongoing R&D Projects

HEIMDALL

Security &
Crisis Mgmt

SHIELD

Network
Security

TRESSPASS

Web
Intelligence

EVOLVE

High
Performance
Computing

5GENESIS

5G Pilot
Platform

Satcom PSS

SatCom
Pooling and
Sharing

NEREAS

Shipping
Big Data
Analytics

EMISSION

IoT platform

AVINT

Self Driving
Vehicles

E-Polimorfismo

E-Health

Commercial key points 2019

- Large and Loyal Customer Base in the Private sector
- “Game Changing” Public sector Projects i.e Syzeyxis II, MPLS network for the Hellenic Electricity Distribution Network Operator, Border Control and Security for the Hellenic Police, Communication systems for the Hellenic Civil Aviation Authority
- NOC & SOC Service Center Upgrade
- Software and Cloud Services portfolio Expansion
- Energy Management solutions and services
- Telecom Services - Global ISP service provisioning
- Opportunities for projects abroad

Stock Details

Investment Indicators

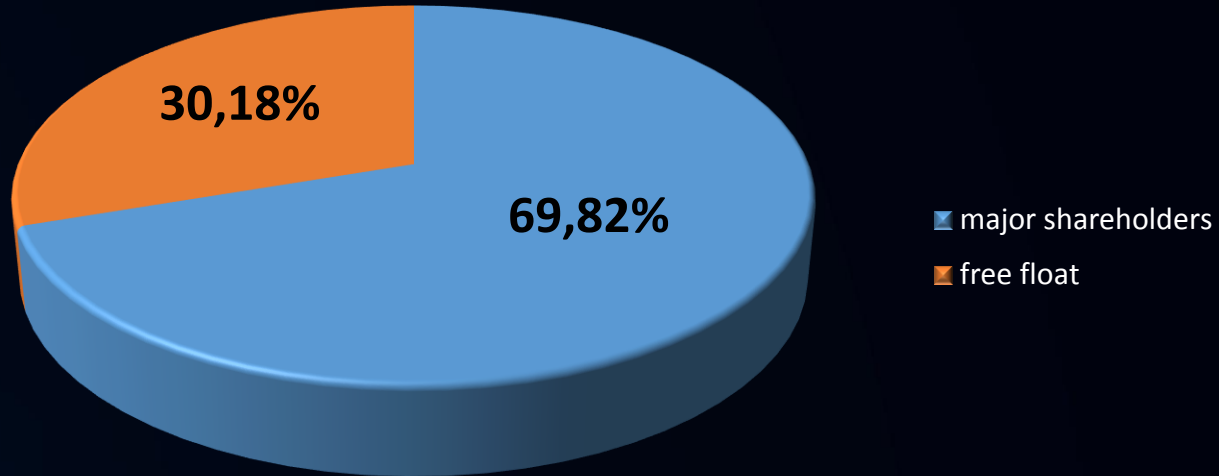
	2014	2015	2016	2017	2018
p/e	14	14	6	12	27
p/ebitda	2,6	2,6	1,3	2,8	5,6
p/sales	0,2	0,2	0,1	0,2	0,5
p/bv	0,8	0,9	0,4	0,9	2,2
ev/ebitda	6,3	4,7	3,3	4,9	7,0
number of shares	6.456.530	6.456.530	6.456.530	6.456.530	6.456.530
share price	1,61	1,77	0,88	2,08	5,15
market capitalisation	10.395.013	11.428.058	5.681.746	13.429.582	33.251.130

Space Hellas Stock Chart 2000 - 2019



- Listing price per share €18.34
- Price per share €5.20 (29/03/2019)
- Market Capitalization €33.573.956 (29/03/2019)
- GD, DOM, FTSEM, SAGD, FTSEA, DTX, FTSEMSFW
- Ref. Symbols: SPACE (ATHEX)
- Higher price 52 weeks 7.25
- Lower Price 52 weeks 4.56

Shareholders' structure



Empowering

Your Digital Transformation Journey

Thank you for your attention

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SPACE

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