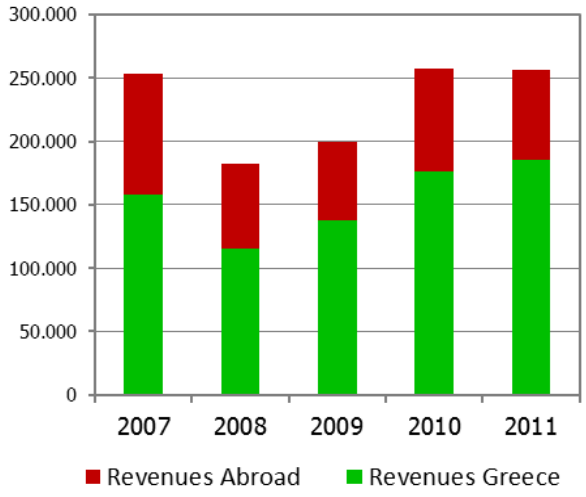
Website:	http://www.ebz.gr
Bloomberg code:	HIS:GA
Reuters code:	HSI.AT
ISIN code:	GRS181111006

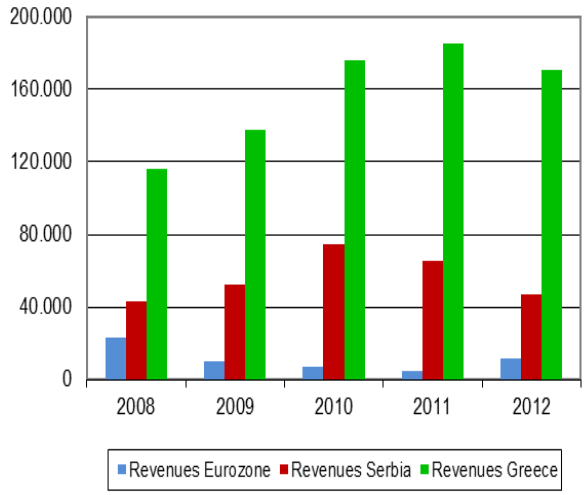
COMPANY PROFILE

Hellenic Sugar Industry SA is a Greece-based company, founded in 1960 in Thessaloniki, where its head offices are located. The company is the sole sugar producer in Greece, engaged in the production and trade of white crystal sugar and its by-products, such as molasses, sugar beet pulp pellets and fresh pulp. Its principal activities include the manufacture of all types of sweetener products and general kneading products; the production and processing of sugar beet and other plants; the production of raw materials for sugar production; the establishment, equipping and exploitation of sugar producing factories; conducting scientific research in all fields of activity of the Company; the trade and standardization of sugar products, by-products, raw materials, multiple materials, agricultural products and machinery, and carrying out agro-industrial activities in Greece and abroad. The Company's facilities include five sugar factories, two of which are used as sugar warehouses since 2006, one seed processing factory in Greece, two sugar factories in Serbia and a distribution network in Greece and Cyprus.

REVENUES ANALYSIS (in € 000)



Information about Geographical Areas (in € 000)



For the financial year from 01.07.2011 to 30.06.2012 group's sales to Serbia was 47,098,085 € and to Euro zone was 11,275,821 €, representing 27.61% and 6.61% of total sales respectively.

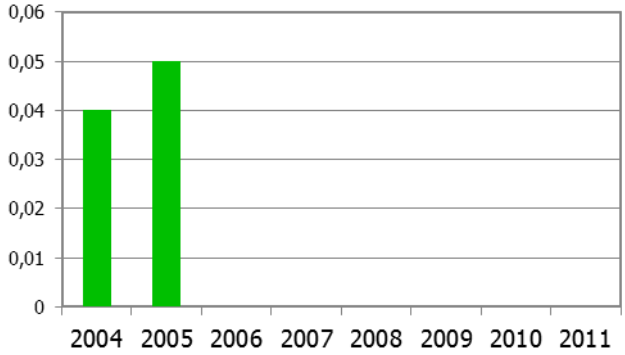
OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			HSI
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			34
Shares Outstanding (Mil. €): (22 Nov. 2012)			37
Average Spread (%):			4,32%
Market Liquidity (%):			1,784%
Trading volume (no of shares):			3.687.467
Value of transactions (€):			3.318.831
Days to trade (1% of outstanding amount):			20,1
Turnover Velocity (Weighted):			55,758%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	60,17%	56,78%	56,89%

GROUP STRUCTURE

HELLENIC SUGAR INDUSTRY S.A.

AD FABRIKA SECERA "SAJKASKA"	92.32%
AD FABRIKA SECERA "CRVENKA" 80,80%	80.80%
HSI Cyprus LTD	100%

DIVIDEND POLICY-dps (in €)

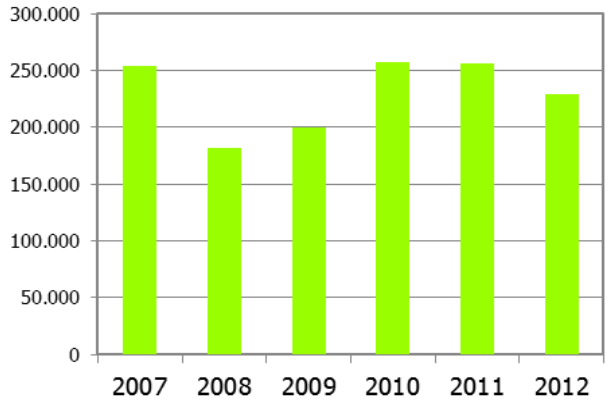


COMPANY'S PERFORMANCE

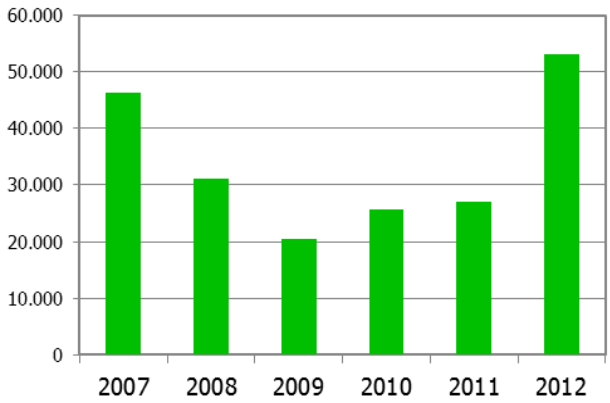
FINANCIAL OVERVIEW (consolidated)

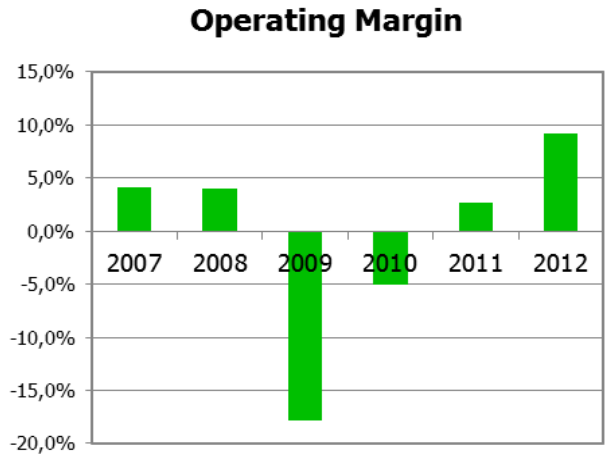
(in € 000)	2007	2008	2009	2010	2011	2012
Sales	253.583	182.196	199.867	257.353	255.964	228.966
Gross profit	46.316	31.183	20.503	25.573	27.037	53.219
EBIT	10.359	7.383	-35.712	-13.149	6.935	20.955
EBITDA	15.953	13.259	-30.242	-6.523	12.959	26.254
Earnings before tax	4.930	464	-38.346	-25.824	-9.452	232
Earnings after tax	-3.500	7.904	-41.096	-25.365	-9.343	2.957
Earnings per share	-0,17	0,15	-1,17	-0,74	-0,33	0,08
Total equity	203.031	203.037	154.422	121.574	112.658	90.239
ROE	-1,72%	3,89%	-26,61%	-20,86%	-8,29%	3,28%

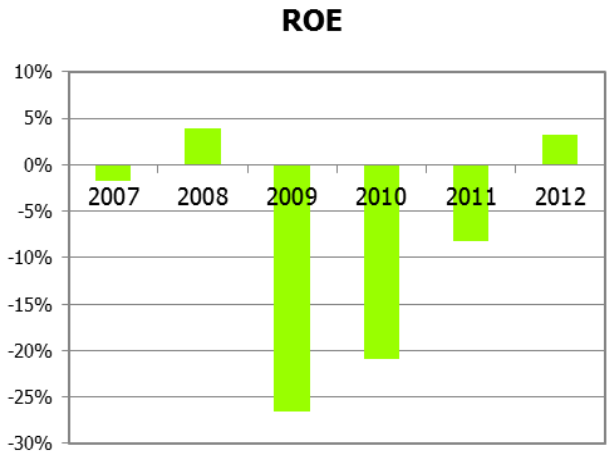
Revenues *(in € 000)*



Gross profit *(in € 000)*







MAJOR SHAREHOLDERS (>5%)	
Name	**%**
AGRICULTURAL BANK OF GREECE S.A. UNDER SPECIAL LIQUIDATION	82,33%
Total	**82,33%**

BOARD OF DIRECTORS	
Name	**Qualification**
GEROUKIS CHRISSOSTOMOS	PRESIDENT/EXECUTIVE MEMBER
LAZARI ADAMANTINI	VICE PRESIDENT/NON EXECUTIVE MEMBER
CHARALAMPOUS LAMPROS	CEO/EXECUTIVE MEMBER
TARAZAS ASTERIOS	EXECUTIVE MEMBER
KONSTANTINIDIS MANASIS	INDEPENDENT NON EXECUTIVE MEMBER
MPAROUTAS PAVLOS	INDEPENDENT NON EXECUTIVE MEMBER
KOLIATSAS SPIRIDON	NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Chrysostomos Stefanos Geroukis was appointed Executive Chairman of the Board of Hellenic Sugar Industry SA on January 29, 2010.

Ms. Adamantini Konstantinos Lazari was appointed Non-Executive Vice Chairman of the Board of Hellenic Sugar Industry SA on April 9, 2010. She previously served as Director since March 22, 2010.

Mr. Lampros Antonios Charalampous was appointed Managing Director and Executive Director of Hellenic Sugar Industry SA on November 16, 2009. He previously served as Director since November 13, 2009.

Mr. Asterios Dimitrios Tarazas was appointed Executive Director at Hellenic Sugar Industry SA on April 9, 2010. He previously served as Director since March 22, 2010.

Mr. Manasis Theodoros Konstantinidis was appointed Non-Executive Independent Director of Hellenic Sugar Industry SA on March 31, 2011.

Mr. Pavlos Mparoutas was appointed Non-Executive Independent Director of Hellenic Sugar Industry SA on February 24, 2012.

Mr. Spyridon Ilias Koliatsas was appointed Non-Executive Director of Hellenic Sugar Industry SA on April 9, 2010. He previously served as Director since March 22, 2010.

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