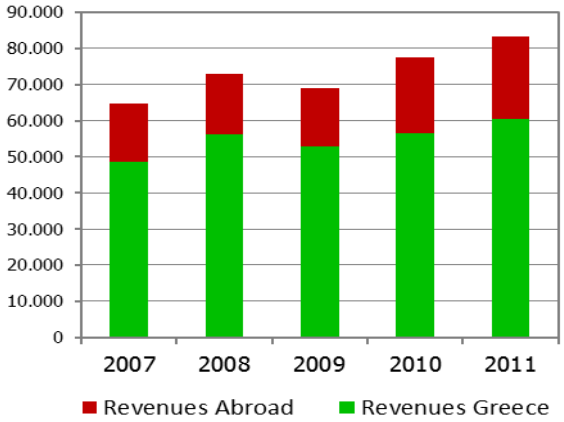
Website:	http://www.elton.gr
Bloomberg code:	ELTON:GA
Reuters code:	ELNr.AT
ISIN code:	GRS397003005

COMPANY PROFILE

ELTON CHEMICAS S.A, has been established in 1981 by converting the pre-existing company ELTON INDUSTRIAL CHEMICALS LTD. Initially, the company engages in the trading of chemical raw materials for the production of medicine and cosmetics. Main activity of the company is the import, export, representation and marketing of chemicals and other specialty products, which serve mainly as raw materials in various industries.

REVENUES ANALYSIS (in € 000)



All activities of ELTON S.A. are indentified by extraversion and clear orientation towards the Balkan market, mainly through her affiliated companies but also through direct exports. This strategy gives to the company, expanded prospects of development and also the possibility to reap financial and business advantages. In Romania, Bulgaria and Serbia the company has affiliated companies, while customers of Albania and Macedonia are served through direct exports. The exports of the company are accomplished through the two distribution centers in Athens and Thessaloniki and directed mainly to the Balkans, Cyprus and Middle East.

KEY INVESTMENT HIGHLIGHTS

Despite the dificult conditions in industrial production as a consequence of the general economic situation, the company manage to strengthen its market position and to expand into new markets (like Ukraine).

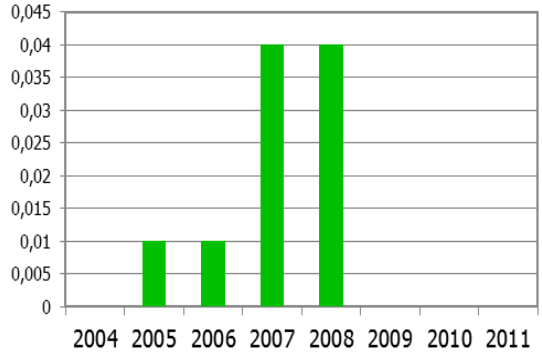
OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			ELTON
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			18
Shares Outstanding (Mil. €): (22 Nov. 2012)			27
Average Spread (%):			7,36%
Market Liquidity (%):			0,595%
Trading volume (no of shares):			536.579
Value of transactions (€):			311.208
Days to trade (1% of outstanding amount):			123,4
Turnover Velocity (Weighted):			6,753%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	43,77%	38,83%	37,30%

GROUP STRUCTURE

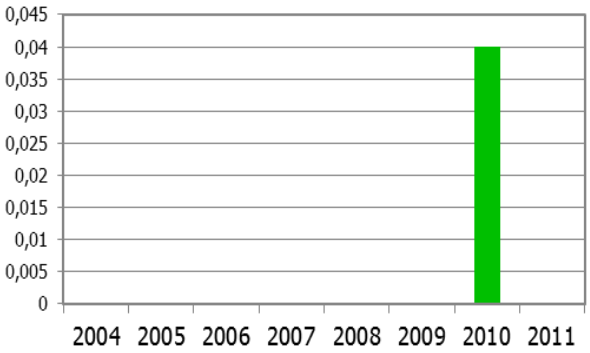
ELTON S.A.

ELTON CORPORATION S.A.	100%
ELTON CORPORATION LTD	100%
ELTON CORPORATION DOO	100%
ELTON PLC	70%
ELTON CORPORATION O.O.O.	100%

DIVIDEND POLICY – dps (in €)



CAPITAL RETURN (in €)



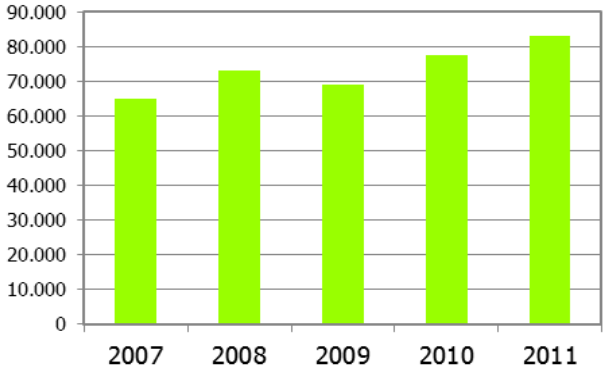
CURRENT PROJECTS

Maintaining liquidity at high levels, cost containment and improve of company's operations.

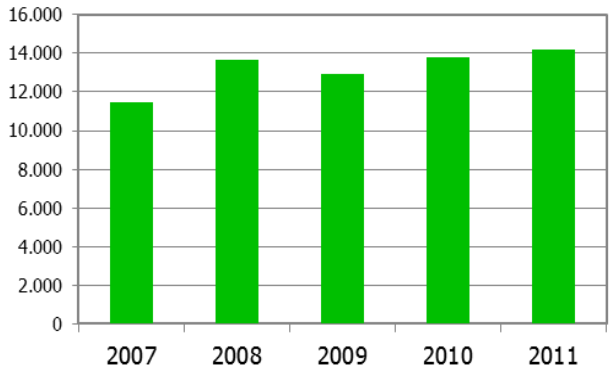
COMPANY'S PERFORMANCE

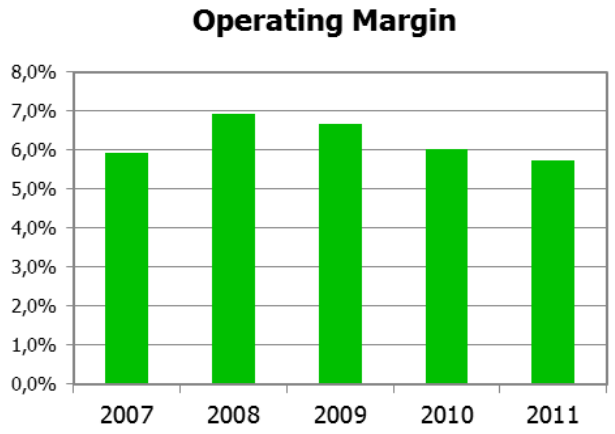
FINANCIAL OVERVIEW (consolidated)			
(in € 000)	**2009**	**2010**	**2011**
Sales	69.040	77.470	83.139
Gross profit	12.911	13.796	14.210
EBIT	4.608	4.663	4.782
EBITDA	5.324	5.439	5.509
Earnings before tax	3.889	4.116	3.852
Earnings after tax	2.851	2.757	2.994
Earnings per share	0,1	0,1	0,11
Total equity	31.579	33.276	36.239
ROE	9,03%	8,29%	8,26%

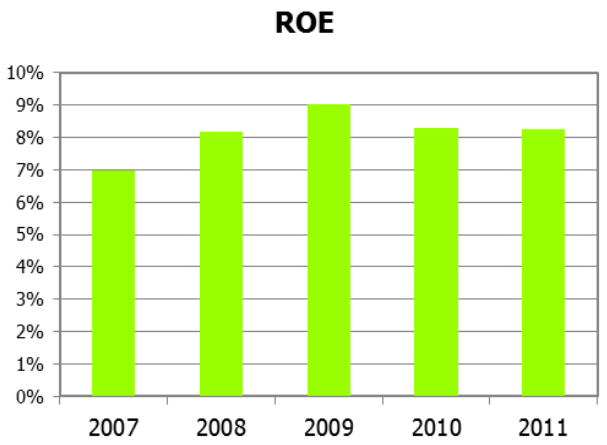
Revenues *(in € 000)*



Gross profit *(in € 000)*







MAJOR SHAREHOLDERS (>5%)

Name	%
PAPATHANASIOU D. NESTORAS	35,27%
PAPATHANASIOU ELENI	17,60%
PAPATHANASIOU PANAGIOTA	10,38%
PAPATHANASIOU N. ALKISTI	7,13%
Total	**70,38%**

BOARD OF DIRECTORS

Name	Qualification
PAPATHANASIOU D. NESTORAS	PRESIDENT/CEO
PAPATHANASIOU N. ALKISTI	EXECUTIVE MEMBER
ANDREOU I. KETI	EXECUTIVE MEMBER
PAPATHANASIOU N. ELEKTRA	NON EXECUTIVE MEMBER
CHATZIS G. MICHAIL	INDEPENDENT NON EXECUTIVE MEMBER
POULIS K. CHRISTOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Nestor Dimitris Papathanasiou is President and Director Manager. Founder of the company. Born in 1941.Graduate of the Chemistry University of Athens, holder of the two years' postgraduate in the Economy University of Business Administration and business.(A.S.O.E.E.). He has many years of professional experience in the area of production, sales and marketing, working experience in the selling of chemicals products since 1978.

Ms. Alkistis Nestor Papathanasiou is Executive member. Born in 1969. Graduate of the Chemistry University of Thessaloniki.

Ms. Electra Nestor Papathanasiou Non-Executive member. Born in 1975. Graduate of the English college with many years of professional experience in Logistics and customer's service.

Ms. Kaiti Ioanni Andreou Executive member. Sales manager at the department of Colors, Adhesive, Building. Born in 1967. Graduate of the Chemistry University of Athens.

Mr. Michalis Georgios Chatzis is Independent – Non Executive member. Born in 1952. Chemical engineer with Post graduate studies (M.S.C.) in operations research – Aston University of Birmingham, American Purchasing & Inventory control society Certificate. He has many years of professional experience as a director of Logistics, Property manager and operations manager of major Greek and multinational companies.

Mr. Christos Constantinos Poulis Independent –Non Executive member. Born in 1948. Graduate of Panteion University. Director of human resources on a large multinational company and member of its Board of Directors for 25 years.

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