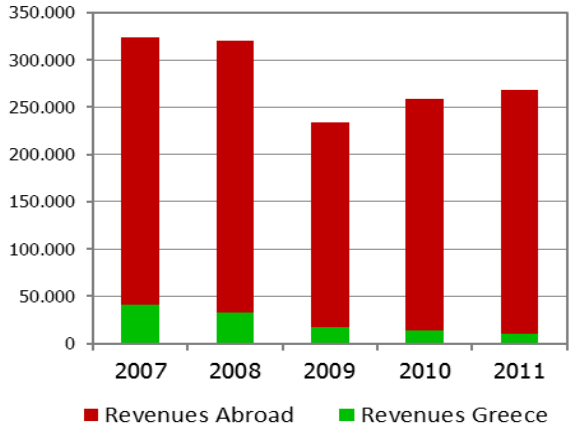
| | |
|---|---|
| Website: | www.alco.gr |
| Bloomberg code: | ALCO:GA |
| Reuters code: | ALHr.AT |
| ISIN code: | GRS276003001 |

## COMPANY PROFILE

The ALCO Group has high specification, state-of-the-art aluminium systems of high quality and aesthetic appeal covering the whole range of building applications. The Group's structure includes large aluminium profile manufacturing industries and commercial companies both in Greece and abroad.

## REVENUES ANALYSIS (in € 000)




The Group exports to Germany and other European countries. From the analysis of company sales it is revealed that international sales accounted for 96.28% of the turnover in 2011.

## KEY INVESTMENT HIGHLIGHTS

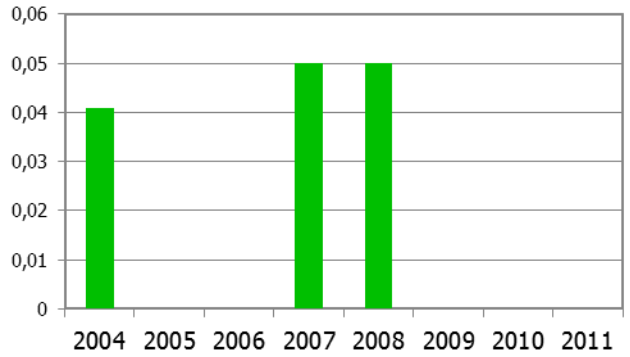
The Group has a solid exporting profile, with its turnover in 2011 in Germany being higher than that in 2010 despite the financial crisis in Europe. Additionally, the companies of the Group have been awarded with many quality certifications not only for their products but their state-of-the-art laboratory equipment, too.

| **OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)** | | | |
|---|---|---|---|
| Symbol: | | | ALCO |
| Oasis Market: | | | MAIN MARKET |
| Market Cap (Mil. €): (22 Nov. 2012) | | | 5 |
| Shares Outstanding (Mil. €): (22 Nov. 2012) | | | 17 |
| Average Spread (%): | | | 20,94% |
| Market Liquidity (%): | | | 1,075% |
| Trading volume (no of shares): | | | 520.612 |
| Value of transactions (€): | | | 150.467 |
| Days to trade (1% of outstanding amount): | | | 78,1 |
| Turnover Velocity (Weighted): | | | 8,450% |
| **Historic Volatility** | **30 days** | **60 days** | **90 days** |
| (annualised %) | 60,06% | 74,72% | 86,69% |

## GROUP STRUCTURE

| ALCO HELLAS SA | |
|---|---|
| GUTMANN AG | 51% |
| ALUMINIUM THRAKIS S.A | 99.9% |
| GROUPAL GROUP ALUMINIUM HELLAS | 86.43% |
| ALCO ROM TRADE S.R.L. | 90% |
| GARTNER EXTRUSION GMBH | 51% |
| GUTMANN ALUMINIUM DRAHT GMBH | 24.99% |
| GUTMANN IMMOBILIEN GBR | 47.94% |
| NORDALU GMBH | 73.005% |
| ALTHRA ENERGY EPE | 84.92% |
| GROUPAL ENERGY EPE | 73.46% |

## DIVIDEND POLICY – dps (in €)

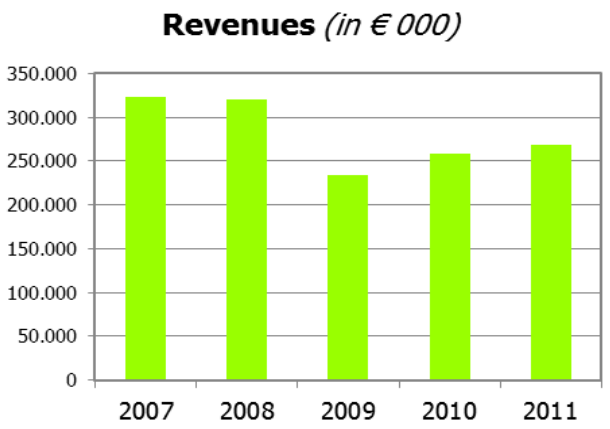


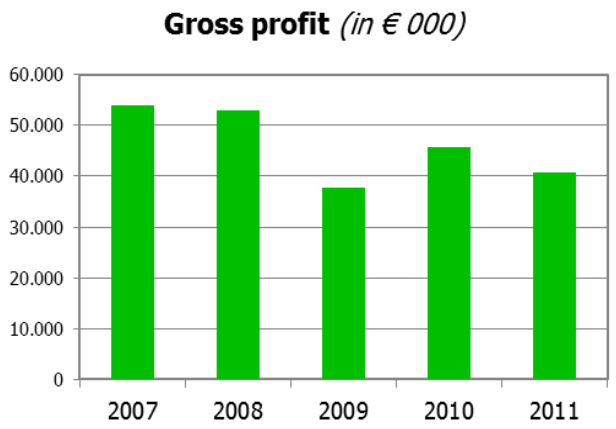

## RECENT DEALS

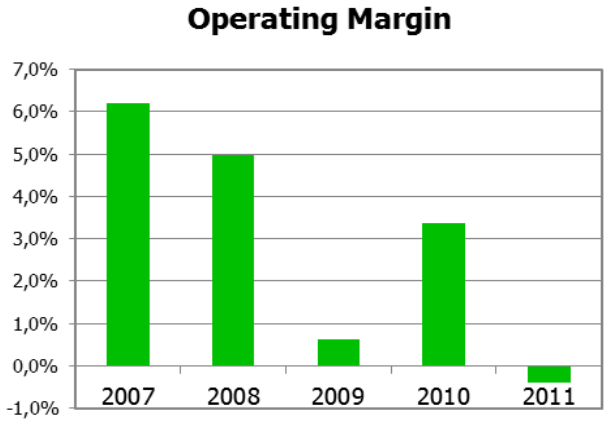
**6-6-2012**: ALCO HELLAS SA announced that Angel Tourist Hotel SA, a related legal person, bought on 06/05/2012 at market 13,500 shares of total value of 2.970,00 €.

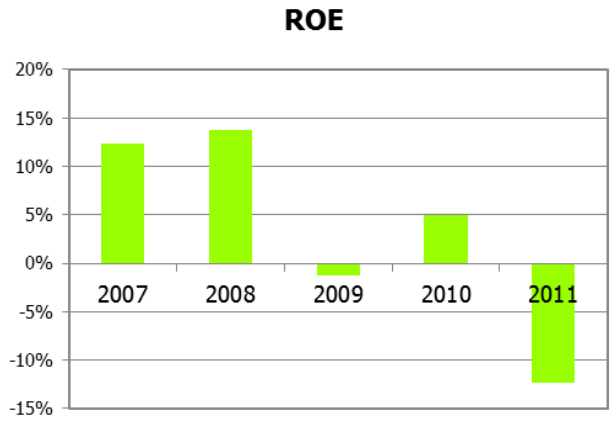
## COMPANY'S PERFORMANCE

| FINANCIAL OVERVIEW (consolidated) (in € 000) | 2009 | 2010 | 2011 |
|---|---|---|---|
| Sales | 234.531 | 258.508 | 268.396 |
| Gross profit | 37.730 | 45.688 | 40.767 |
| EBIT | 1.497 | 8.736 | -1.023 |
| EBITDA | 19.100 | 23.857 | 13.658 |
| Earnings before tax | 508 | 7.186 | -4.177 |
| Earnings after tax | -830 | 3.282 | -7.167 |
| Earnings per share | -0,11 | -0,06 | -0,58 |
| Total equity | 64.664 | 66.677 | 58.238 |
| ROE | -1.28% | 4.92% | -12.31% |




| MAJOR SHAREHOLDERS (>5%) | |
|---|---|
| **Name** | **%** |
| TZORTZIS P THEODOROS | 53,81% |
| ANGEL HOTEL TOURIST SA | 10,69% |
| **Total** | **64,50%** |

| BOARD OF DIRECTORS | |
|---|---|
| **Name** | **Qualification** |
| TZORTZIS P. THEODOROS | PRESIDENT/CEO/EXECUTIVE MEMBER |
| KANAKARIS P. GEORGIOS | EXECUTIVE MEMBER |
| MPOYTOS I. KONSTANTINOS | EXECUTIVE MEMBER |
| SOFIANOS K. NIKOLAOS | VICE PRESIDENT/INDEPENDENT NON EXECUTIVE MEMBER |
| LAIOS GEORGIOS | INDEPENDENT NON EXECUTIVE MEMBER |
| KOUDOUNIS G. PATROKLOS | INDEPENDENT NON EXECUTIVE MEMBER |
| GEORGIOU D. APOSTOLOS | EXECUTIVE MEMBER - DIRECTOR |

## MANAGEMENT TEAM PROFILE

**Mr. Theodoros Tzortzis** is Executive Chairman of the Board and Managing Director of Alco Hellas Aluminium Industrial and Trading Co SA. He founded the supermarkets company Prota Kai Fthina Tzortzis SA. Since 1990 he is active in the aluminium industry, as a founder of Alco Hellas, a company which invests in Greece and Germany. He manages Alco Hellas and Gutmann AG. Mr Tzortzis is an Economist.

**Mr. Georgios Kanakaris** is a business professional with more than 20 years of Managerial and Commercial experience in world class organizations (Heineken, Diageo). He is an effective communicator and negotiator with strong track record on developing and implementing growth strategies and building successful business.

He was a member of the Management Committee South Europe for Diageo and a board member of Heineken Greece. Georgios had studied Marketing and holds an MBA from Kingston University.

**Mr. Konstantinos Mpoytos** was appointed Executive Director of Alco Hellas Aluminium Industrial And Trading Co SA on May 4, 2012.

**Mr. Nikolaos Sofianos** was appointed Non-Executive Independent Vice Chairman of the Board of Alco Hellas Aluminium Industrial And Trading Co SA, on November 1, 2011. In 1989 he earned a BSc in Marketing Management from DEREE - The American College of Greece and in 1991 he received a MSc in European Studies from London School of Economics and Political Science (University of London). He is engaged in the management of companies N. Sofianos – Sofianos Floors, Leto Hydra Hotel and Nasia Real Estate Development s.r.l. (Romania). He has been engaged since his student years and has served as Treasurer, Secretary and Vice-President of the student community of the Athens College (1982-1984); Treasurer and Vice-President of the student union of the Deree College (1986-1988); Member of the GM of SEV (1999 – 2005); Vice-President of foreign Romania investors (2006-2009); Member of the Board of EVEA since 1997, and Member of the Board of Invest in Greece from 2009 to 2010. In July 2006 he was elected in the Administrative Committee of EVEA in the position of Financial Supervisor. In July 2011 he was elected in the Administrative Committee of EVEA in the position of Financial Supervisor.

**Mr. Georgios Laios** is Non-Executive Independent Director of Alco Hellas Aluminium Industrial And Trading Co SA since May 22, 2009. He is a graduate of Shipping from the University of the Aegean and has an MSc degree from the University of Wales, United Kingdom. He has worked at Gemcat SA and since 2002 he works as Director of Ship Finance at Royal Bank of Scotland in Piraeus.

**Mr. Patroklos Koudounis** is Non-Executive Independent Director of Alco Hellas Aluminium Industrial And Trading Co SA since February 11, 2011. He holds a BSc in Economics and Business Finance from Brunel University, London. He has postgraduate studies in Political Sciences and European Integration. He worked from 1999 until 2001 as a stock market analyst and from 2001 until 2005 he was appointed Publisher-Director of the newspaper Chrimatistirio. Since 2005 he works as a business consultant and continues writing articles in newspapers. Mr Koudounis is a Member of the Association of European Journalists.

**Mr. Apostolos Georgiou** is Executive Director of Alco Hellas Aluminium Industrial And Trading Co SA since February 11, 2011. He is a Chemical Engineer, graduate of the National Technical University of Athens and holds an MSc in Petroleum Engineering from Imperial College of Science, Technology and Medicine, London. He also holds an MBA from Manchester Business School (University of Manchester), United Kingdom. He has attended courses of negotiations, crisis management and business administration from Harvard University. He worked as executive in international companies as Chevron, British Petroleum and Maillis SA. He operates in business development, acquisitions, strategic planning, financial and organisational restructuring and developing price strategy in the commodities market, consumer products and energy.

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