



Website: <http://www.selonda.com>
 Bloomberg code: SELO:GA
 Reuters code: SELr.AT
 ISIN code: GRS201003019

COMPANY PROFILE

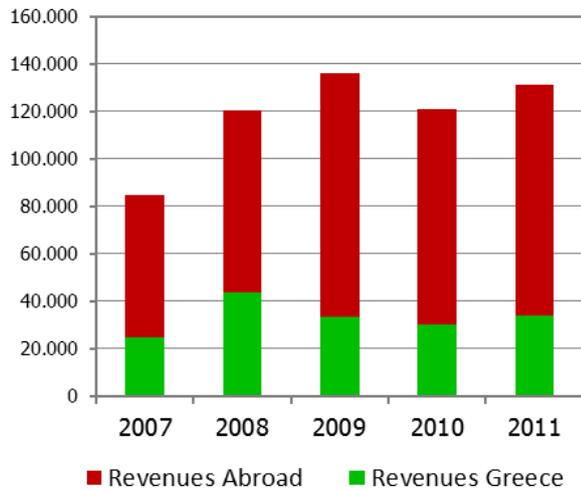
SELONDA was founded in 1981 and today, with over 30 years of experience, is a leading global producer and supplier of high-quality farmed Sea Bream and Sea Bass, the most popular Mediterranean fish in Europe, Russia and North America.

The SELONDA Group has a total annual production capacity of over 30.000 tons of Sea Bream and Sea Bass with operations in two countries employing 1.000 people:

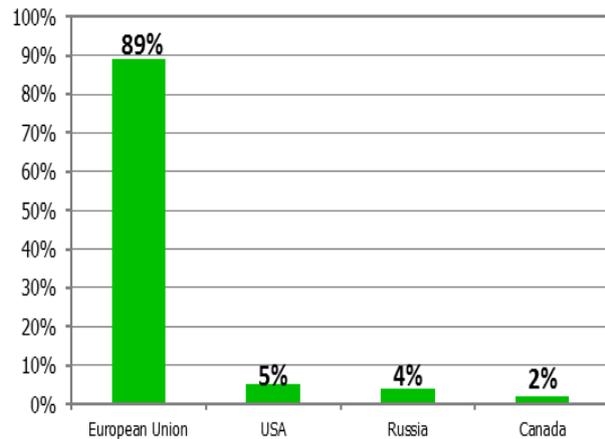
- 46 sea-cage fish farms in Greece with an annual production of over 25.000 tons of Sea Bream and Sea Bass.
- 8 sea-cage fish farms in Turkey with a yearly production of 6.000 tons of Sea Bass and Sea Bream.
- 5 hatcheries in Greece with an annual production capacity of over 120 million fry.

SELONDA is listed on the Athens Stock Exchange since 1994, when it was the first aquaculture company to gain access to capital markets.

REVENUES ANALYSIS (in € 000)



Geographic breakdown (% of 2011)

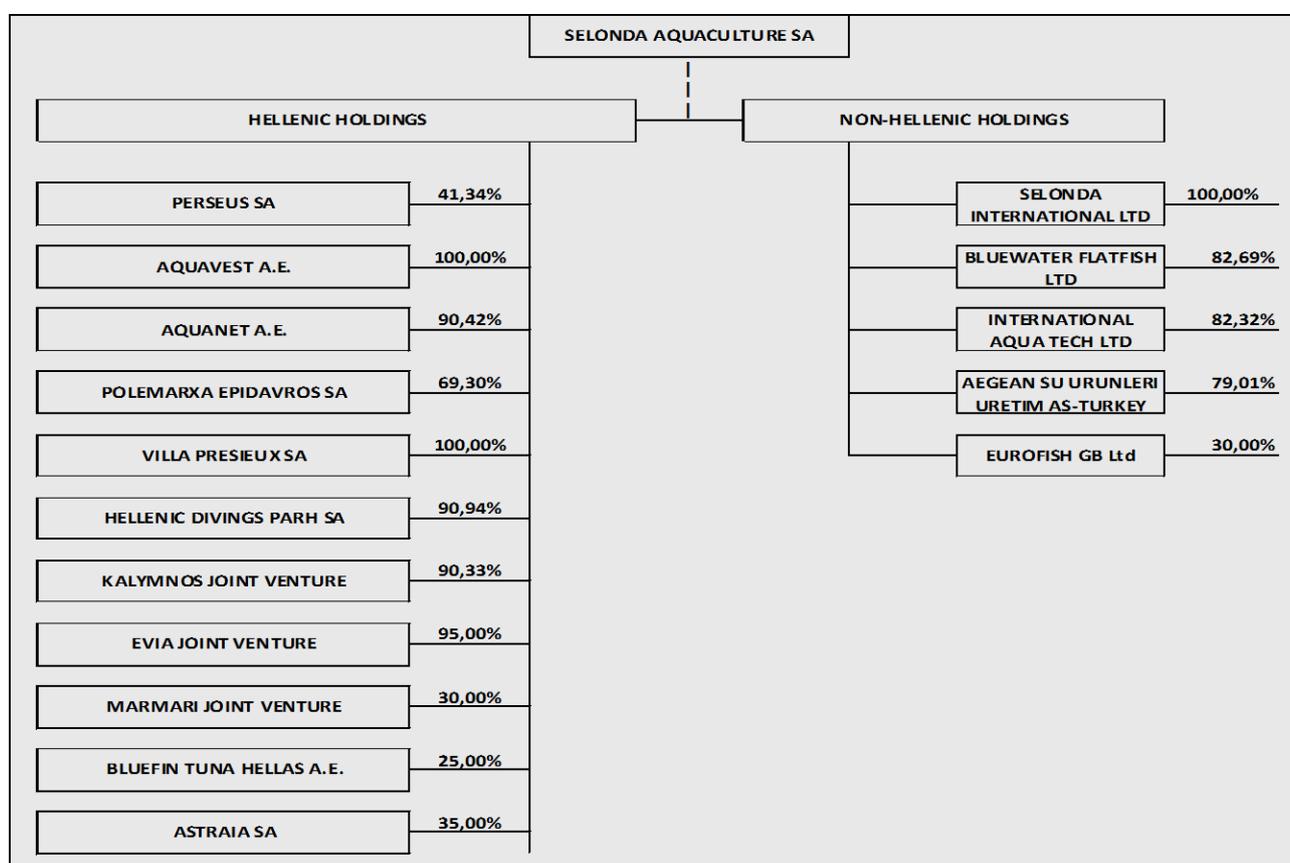


In 2011 exports to over 20 countries accounted for 86% of total sales.

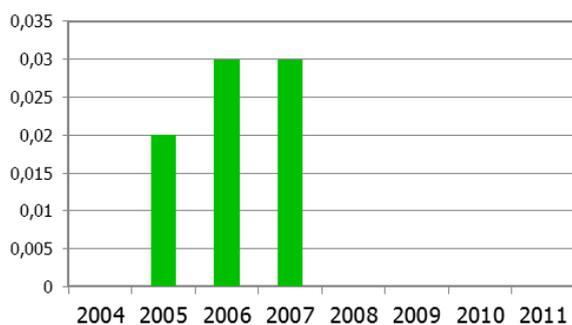
OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)

Symbol:	SELO		
Oasis Market:	MAIN MARKET		
Market Cap (Mil. €): (22 Nov. 2012)	12		
Shares Outstanding (Mil. €): (22 Nov. 2012)	36		
Average Spread (%):	10,45%		
Market Liquidity (%):	1,081%		
Trading volume (no of shares):	1.110.766		
Value of transactions (€):	311.485		
Days to trade (1% of outstanding amount):	65,4		
Turnover Velocity (Weighted):	6,818%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	72,90%	82,05%	80,05%

GROUP STRUCTURE



DIVIDEND POLICY (in €)



RECENT DEALS

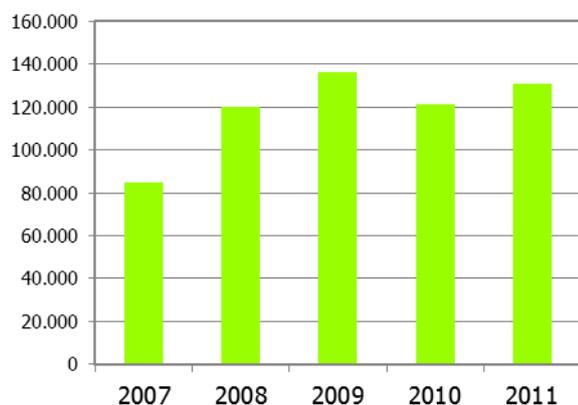
21/03/12: The General Meeting of Selonda shareholders unanimously approves the merger with Interfish S.A.

16/01/12: Selonda acquires an additional 44% of the share capital of Turkish producer Fjord Marin Turkey to reach a total holding of 79%

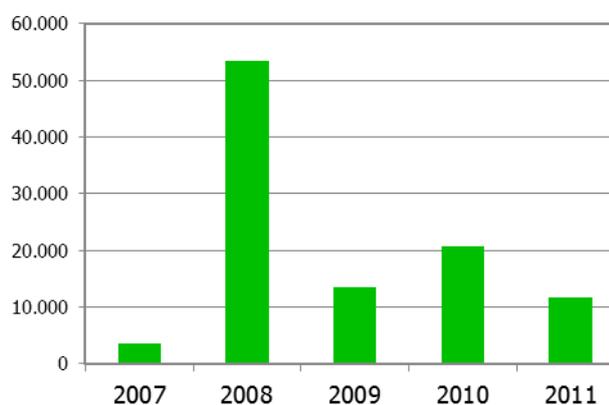
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)			
(in € 000)	2009	2010	2011
Sales	136.003	121.168	131.103
Gross profit	13.504	20.604	11.758
EBIT	15.381	11.904	-31.355
EBITDA	21.406	17.084	-22.890
Earnings before tax	3.615	-13	-55.528
Earnings after tax	1.518	-1.753	-49.688
Earnings per share	0,01	-0,06	-1,34
Total equity	89.435	88.797	38.168
ROE	1,70%	-1,97%	-130,18%

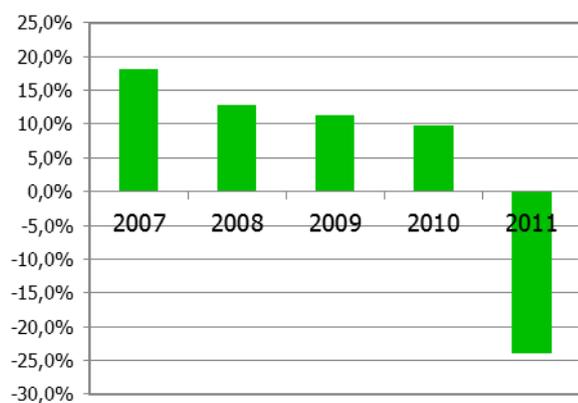
Revenues (in € 000)



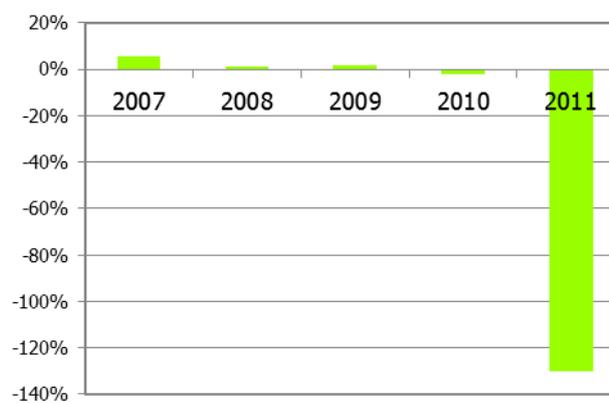
Gross profit (in € 000)



Operating Margin



ROE



MAJOR SHAREHOLDERS (>5%)	
Name	%
CORINTHOS HOLDINGS LTD	14,56%
KAHKA BENDUKIDZE	19,05%
MARVEN ENTERPRISES COMPANY LIMITED	9,25%
GRIPPIOTIS GEORGE	13,14%
Total	56,00%
BOARD OF DIRECTORS	
Name	Qualification
STEFANIS K BASIL	PRESIDENT/EXECUTIVE MEMBER
STEFANIS K JOHN	VICE PRESIDENT/CEO/EXECUTIVE MEMBER
ANDRIANOPOULOS P JOHN	EXECUTIVE MEMBER
PIPAS N EVAGGELOS	EXECUTIVE MEMBER
ZACHARIADIS C MICHAEL	EXECUTIVE MEMBER
TSOUKALAS S IOAKEIM	NON EXECUTIVE MEMBER
PINIS G DIMITRIOS	INDEPENDENT NON EXECUTIVE MEMBER
GALOUSIS G EVAGGELOS	INDEPENDENT NON EXECUTIVE MEMBER
AKRITIDIS N BASIL	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

BASIL STEPHANIS son of Konstantinos, Chairman of the Board of Directors. **Born** in 1948.

Studies: Degree in Civil Engineering National Technical University of Athens (NTUA); M.S. in Transportation Planning 1973 at the Polytechnic Institute of Brooklyn, NY; Ph.D. Transportation Planning 1976 Polytechnic Institute of Brooklyn, NY. **Career:** University Professor (Democritus University of Thrace). Chairman of the BoD since 1990.

JOHN STEPHANIS son of Konstantinos, Vice Chairman & Managing Director. **Born** in 1943.

Studies: Degree in Economics from the Economic University of Athens
MA in Economic Planning from the New School for Social Research, NY. **Career:** Founder and Manager of Spot Advertising Ltd (subsequently Spot Thompson SA) until 1975. Freelancer until 1981. Founder of Selonda in 1981 and its Managing Director since 1990. Chairman of the Federation of Greek Maricultures (1991-1995), General Secretary of F.G.M. (1997-1999), President of the Federation of European Aquaculture Producers (FEAP) (2003-2006).

JOHN ANDRIANOPOULOS son of Panagiotis, General Manager - BoD Member. **Born** in 1954.

Studies: Degree from the Business Administration Department of the Economic University of Piraeus
Career: From 1980, he was General Manager of the AVEEA Group of Companies SA. From 1988, he was Director of Finance for Selonda Aquaculture. Since 1995, he has been General Manager of Selonda Aquaculture.

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