



Website:	http://www.nakas.gr
Bloomberg code:	NAKAS:GA
Reuters code:	FINr.AT
ISIN code:	GRS387503006

COMPANY PROFILE

Philippos Nakas' company was founded in Athens by Philippos Nakas in 1937. Its initial activity was the publication of music books and the distribution of musical instruments. Additionally "Nakaspaper" activity: Distribution of the full range of books (literature, music, etc.) and a wide range of stationary products like paper, gifts, office supplies, painting sets for any age and style and computer consumables as well. Network of 4 company owned shops.

Today, the company is distributing all over Greece a huge range of musical instruments, sound and audiovisual systems, home cinema, professional applications of sound, vision and light, PC hardware, multimedia products and music books, through the very well organized sales network consisting of 27 (including the NakasPaper shops) company owned stores, 25 franchising stores and specialized dealers per product category. Also, Philippos Nakas Conservatory is presently the leader in the music education field in Greece.

EXPORTS

The analysis of Company sales reveals that international sales accounted for 2.38% of the turnover in 2011.

KEY INVESTMENT HIGHLIGHTS

The listing of the shares of the company in June 2000 in the Athens Stock Exchange gives the ability to quickly develop a network across the country and build modern facilities for use of central offices and warehouses.

The progress of the company in relation to the prevailing conditions and the existing competition is particularly welcome in view of its financial results and new partnerships with foreign companies that entered into.

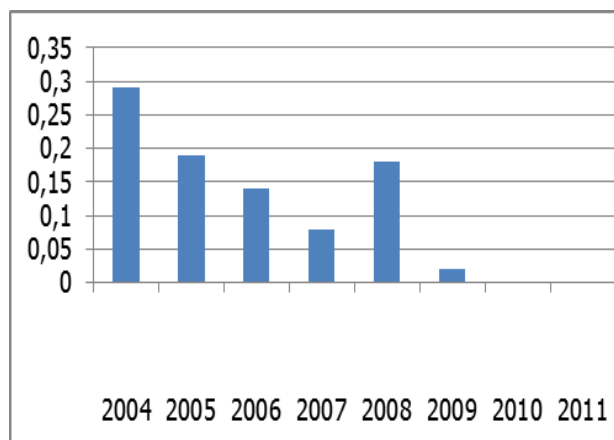
OVERVIEW - TRADING DATA (data of period 01/01 - 26/10/2012)			
Symbol:	NAKAS		
Oasis Market:	MAIN MARKET		
Market Cap (Mil. €): (26 Oct. 2012)	3		
Shares Outstanding (Mil. €): (26 Oct. 2012)	6		
Average Spread (%):	13,19%		
Market Liquidity (%):	0,077%		
Trading volume (no of shares):	19.880		
Value of transactions (€):	11.103		
Days to trade (1% of outstanding amount):	1.025,1		
Turnover Velocity (Weighted):	0,000%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	98,55%	73,45%	66,82%

GROUP STRUCTURE

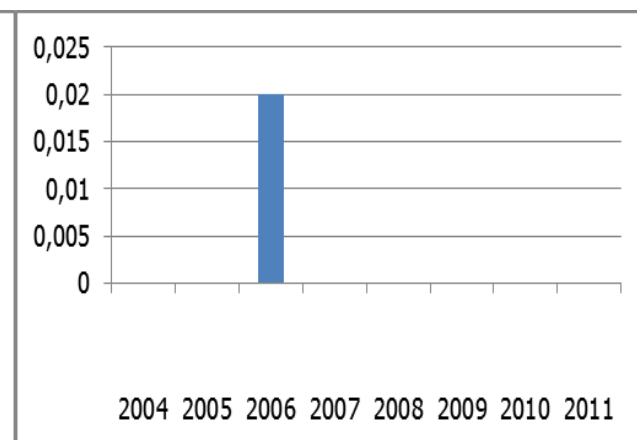
PHILIPPOS NAKAS S.A.

Nakas Music Cyprus LTD	100%
Private I.E.K Philippos Nakas	85%

DIVIDEND POLICY-dps (in €)



CAPITAL RETURN-crps (in €)

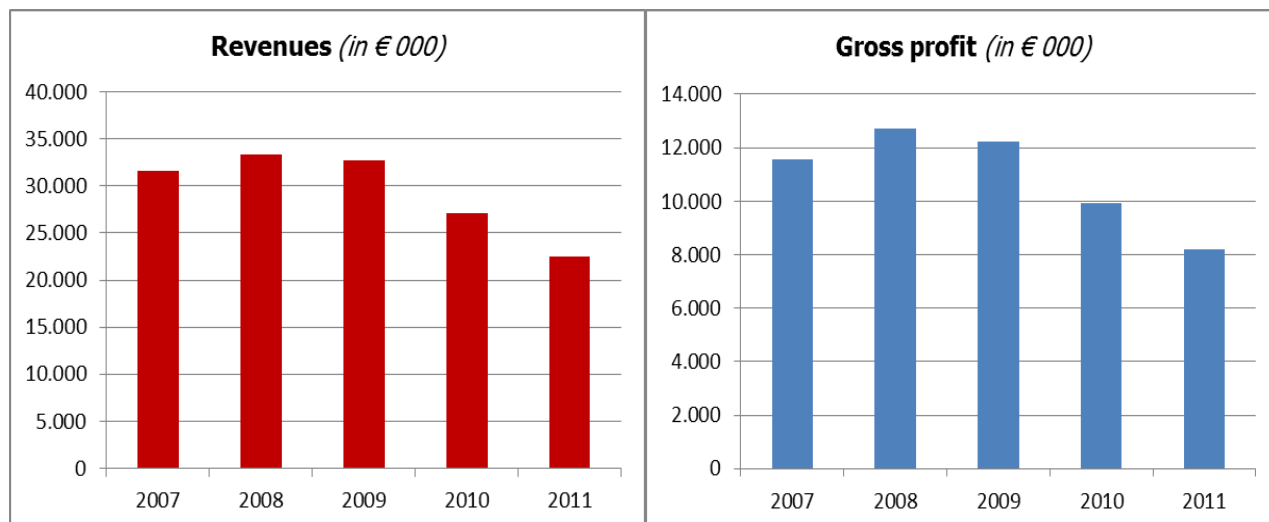


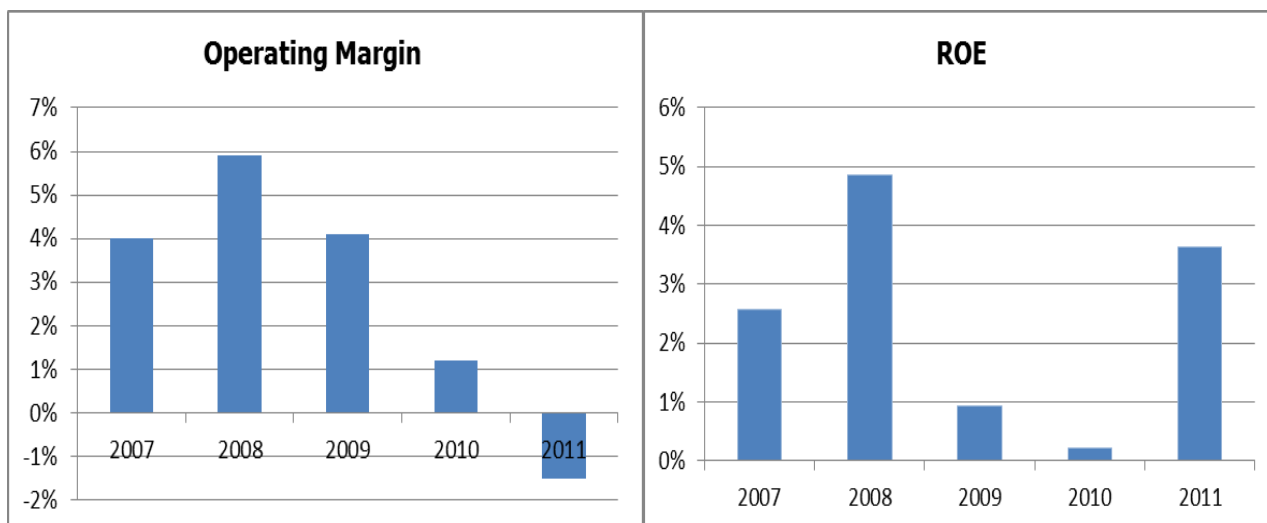
RECENT DEALS

24-04-2012 The Board of Directors announced that it has been approved the increase in the share capital of the daughter company NAKAS MUSIC (CYPRUS) LIMITED established in Cyprus, of amount 300.000,00 Euros with the issue of 10.000 shares of face value 30 Euros. The participation of the company in this increase will be at 100% with the payment of the amount of 300.000,00 Euros in cash as soon as the relative procedures are completed.

COMPANY'S PERFORMANCE

(in € 000)	2009	2010	2011
Sales	32.677	27.112	22.550
Gross profit	12.219	9.946	8.200
EBIT	1.338	326	-341
EBITDA	2.319	1.219	618
Earnings before tax	825	-29	-706
Earnings after tax	199	-45	-740
Earnings per share	0,03	-0,01	-0,12
Total equity	21.341	21.170	20.416
ROE	0,93%	-0,21%	-3,62%





MAJOR SHAREHOLDERS (>5%)

Name	%
NAKAS KONSTANTINOS	37,71%
NAKAS GEORGIOS	37,71%
Total	75,42%

BOARD OF DIRECTORS

Name	Qualification
NAKAS KONSTANTINOS	PRESIDENT/CEO
NAKAS GEORGIOS	VICE PRESIDENT
VASILAKIS STYLIANOS	EXECUTIVE MEMBER
BARBATOS A. SPIRIDON	INDEPENDENT NON EXECUTIVE MEMBER
VERGOS P. GEORGIOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Konstantinos Nakas is the Chairman of the Board of Directors and Managing Director at Philippos Nakas SA. He graduated from the Economics Department of the University of Athens. He has been engaged in commerce since 1975 and took over the management of the Company in 1988.

Mr. Georgios Nakas is Vice Chairman of the Board of Directors at Philippos Nakas SA. He graduated from the University of Piraeus and he has been active in the commerce sector since 1978.

Mr. Stylianos Vasilakis is Executive Member of the Board of Directors at Philippos Nakas SA. He previously served as Financial Manager and Executive Member of the Board from 1990 until January 4, 2011. He graduated from the Athens University of Economics and Business.

Mr. Spiridon Barbatos is Non-Executive Independent Member of the Board of Directors at Philippos Nakas SA. He holds a degree from Athens University of Economics and Business. He is a Member of the Audit and Risk Management Committee of the Company.

Mr. Georgios Vergos is Non-Executive Independent Director of Philippos Nakas SA. He has completed studies in Marketing and has attended seminars in musical instruments sales at YAMAHA CORPORATION in Japan. He is a Member of the Audit and Risk Management Committee of the Company.

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