



Website:	http://www.ideal.gr
Bloomberg code:	INTEK:GA
Reuters code:	IDEr.AT
ISIN code:	GRS148003015

COMPANY PROFILE

The Company's main activities are representation, distribution and support of high technology products and the provision of IT security solutions and software. IDEAL Group S.A. has two main subsidiaries: IDEAL ELECTRONICS, which represents, distributes and supports IT products and peripherals; ADACOM is a provider of digital security solutions and software.

OVERVIEW - TRADING DATA (data of period 01/01 - 26/10/2012)

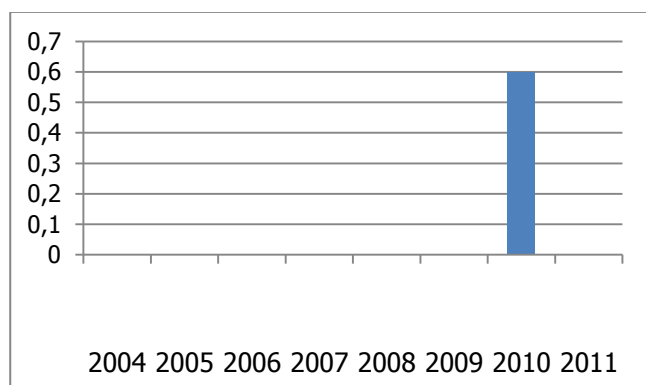
Symbol:	INTEK		
Oasis Market:	MAIN MARKET		
Market Cap (Mil. €): (26 Oct. 2012)	2		
Shares Outstanding (Mil. €): (26 Oct. 2012)	8		
Average Spread (%):	13,74%		
Market Liquidity (%):	0,181%		
Trading volume (no of shares):	41.632		
Value of transactions (€):	20.156		
Days to trade (1% of outstanding amount):	388,0		
Turnover Velocity (Weighted):	0,000%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	71,85%	73,77%	66,34%

GROUP STRUCTURE

IDEAL DROUP S.A.

IDEAL ELECTRONIC S.A.	100%
ADACOM S.A.	99.76%
ADACOM SYSTEMS Ltd	100%

CAPITAL RETURN-cps (in €)



CURRENT PROJECTS

Compliance Management Project for Multinational Bank in Switzerland

ADACOM S.A., a leader in PKI and IT Security, has been awarded a Compliance Management Project from a Multinational Bank in Switzerland. This project includes expert advice and knowledge transfer for Symantec's Control Compliance Suite, as a residency service, targeting the preparation of a massive roll out of the CCS solution to thousands of servers across the globe. ADACOM, the only Symantec's Master Specialized Partner in IT Compliance in the MED Region, has delivered a large number of similar engagements for Multinational Companies in Europe, will undertake solution design, extensive tests, solution documentation, module and methods comparison as well as knowledge transfer of the solution to the Bank's personnel.

Strong Authentication Solution for Leading Transaction Security Company in Israel

ADACOM Systems Ltd (www.adacom.co.il), has completed successfully a large Symantec VIP for a worldwide leader of transaction security provider. Being a multinational company with presence around the globe, the organization wanted to replace the existing in-premise solution in order to centralize the Strong Authentication management process, making it as simple, robust and secure as possible, while fully integrated with the corporate VPN infrastructure. ADACOM's integration of Symantec's VIP solution has been done within less than two weeks, including extensive scenario-based testing, thus enabling the Organization to immediately use this cloud-based OTP and Intelligence Authentication. By this solution, the Organization extends the use of Username and Password for accessing sensitive information, protects its users from Identity theft, while mitigating risk and maintaining compliance. Symantec's VeriSign Identity Protection (VIP) is a leading cloud-based strong authentication service that enables enterprises to secure online access and transactions, help enabling compliance and reducing fraud risk. As a fully hosted SaaS solution, VIP offers a cost-effective way to give authorized users secure access to business resources, enterprise applications and online websites.

Strong Authentication Solution for Major Satellite Company in Israel

ADACOM Systems Ltd (www.adacom.co.il), has recently completed the implementation of Symantec's VIP solution for a major Israel-based telecommunication company with more than 20 offices worldwide. By enabling Symantec's VIP, the Organization has adopted the most efficient and innovative cloud-based strong authentication solution available today, securing online access and transactions for its employees around the globe. The solution designed and implemented included the use of hardware OTP tokens as well as Mobile OTP application which enables the usage of employees existing smart phones for accessing the corporate network. On top of that, intelligence authentication, an additional flavor within Symantec's VIP measures risk based on transactional and behavioral patterns so that to inform the Organization's administrators about possible fraud risk from un-authorized access to their network. ADACOM Systems Ltd, Symantec's VIP partner, used its substantial experience from several VIP implementations in Israel and Eastern Europe and successfully integrated the solution into Organization infrastructure within less than a week.

Hadassah Medical Centre and VIP

ADACOM Systems Ltd (www.adacom.co.il), has recently announced its collaboration with Hadassah Medical Centre for implementing Symantec's VIP Strong Authentication solution. ADACOM's integration of Symantec's VIP solution will enable Hadassah Medical Centre Information Department to adopt Strong Authentication that extends the use of Username and Password to access sensitive information. Symantec's VeriSign Identity Protection (VIP) is a leading cloud-based strong authentication service that enables enterprises to secure online access and transactions to help enable compliance and reduce fraud risk. A fully hosted SaaS solution, VIP offers a cost-effective way to give authorized users access to business resources, enterprise applications and online websites while protecting from Identity theft, while mitigating risk and maintaining compliance with a scalable, reliable Two-Factor Authentication platform delivered without the high cost of infrastructure and operations. With VIP, Hadassah Medical Centre users can remotely access Hadassah Systems and Data with various credentials like SMS messages, Tokens, Smart Cards and Smartphones. Every OATH compliant device is supported, thus allowing Hadassah to be vendor independent. VIP ensures the highest security standards compliance and at the same time reduces costs, allows scalability and improves significantly the usability of One Time Password devices by allowing users to carry only one Token for all authentications.

PCI Security Assessment & Penetration Testing

ADACOM has successfully delivered a PCI DSS security assessment and Penetration Test for the largest payment processor in Bulgaria. The scope of the project included black box external penetration testing and white-box application assessment. ADACOM managed to penetrate successfully in a large number of systems and applications and worked together with the organization Teams to effectively address the security issues raised, confirmed so by retesting of the findings. Finally, ADACOM delivered a detailed and comprehensive technical report.

DLP Project for Major Multinational Telco in Albania

ADACOM has successfully delivered a large scale Data Leakage Prevention project for a Major Multinational Telco in Albania. Using Symantec's DLP, ADACOM has identified and classified the organization's confidential data through a series of workshops, developed accurate detection policies to monitor the use of this confidential data while also enforced related response policies to stop data leakage.

SOX Vulnerability and Compliance Management

ADACOM has successfully delivered one of the most complex and large scale vulnerability and compliance management projects in the region, for a NYSE-Listed FMCG Company. Using Symantec's Control Compliance Suite and its vast consulting experience ADACOM has successfully managed to align SOX and corporate policies and technical standards, check and report on compliance, check for vulnerabilities and misconfigurations in a set of approximately 1500 servers of different platforms, dispersed geographically in multiple countries. Moreover, ADACOM has produced a large set of custom reports and dashboards that can report on specific vulnerability and compliance requests in real time.

DLP & Encryption Project for Multinational Bank

ADACOM has successfully delivered a large scale Data Leakage Prevention and Encryption Project for a Multinational Bank (5 countries in Southeastern Europe). Following a diverse set of requirements and using Symantec's DLP solution in a very large set of data, ADACOM has identified and classified the Bank's confidential data through a series of workshops, developed accurate detection policies to monitor the use of this confidential data, while also enforced response policies to stop data leakage. Finally, ADACOM has created transparent and flexible encryption scenarios that facilitate secure information exchange between authorized users and trusted business partners

Web Application Security Assessment

ADACOM has successfully delivered a web application security assessment project for a large Private Bank in Greece. The majority of the findings discovered were successfully mitigated with ADACOM's assistance and the overall security level of the Bank was significantly raised.

Internal, External and Web Application Security Assessment

ADACOM has successfully delivered an internal, external and web application assessment project for Energy Company in Greece. The project included black box testing for the Authority's internet-facing systems, black box testing of the internal systems and white-box testing on selected web applications. ADACOM managed to successfully penetrate the Company's network, systems and applications, also going undetected during the period of performance. Finally, ADACOM compiled a series of executive and technical reports, while worked in close cooperation with the Company to address the security issues that were discovered during the test.

Blackberry Security Assessment and Configuration Audit

ADACOM has successfully delivered a Blackberry security assessment and configuration audit for a Multinational Bank in Greece. ADACOM has followed a scenario-based approach and has successfully penetrated to the infrastructure and mobile handsets. Following these scenarios, ADACOM produced a detailed technical report and helped the Bank mitigate the associated risks by securely configuring the BlackBerry Enterprise Server.

PCI Vulnerability and Compliance Management

ADACOM has successfully delivered a complex vulnerability and compliance management project for a multinational Bank in Greece. Using Symantec's Control Compliance Suite and its vast consulting experience ADACOM has successfully managed to align PCI DSS requirements with corporate policies and technical standards, check and report on compliance, check for vulnerabilities and misconfigurations in a set of approximately 300 servers of different platforms. Moreover, ADACOM has produced a large set of custom reports and dashboards that can report on specific vulnerability and compliance requests in real time.

Web Application Security Assessment

ADACOM has successfully delivered a web application security assessment project for an international and well-recognized Non-Profit Organization (offices in the USA, France and Greece). The majority of the findings discovered were successfully mitigated with ADACOM's assistance and the overall security level of the Bank was significantly raised.

DLP Project for Major Oil Company

ADACOM has been successfully awarded a Data Leakage Prevention Project for a major Oil company in Greece and Egypt. The project, already in progress, will use Symantec's DLP solution to effectively identify and protect confidential data in motion, in use and at rest.

Large Scale Secure Remote Access

ADACOM has successfully delivered a large scale and complex secure remote access project for some thousand users of a NYSE-Listed FMCG Company. ADACOM has examined in detail the functional requirements of the solution, worked on the network design, tested a large number of authentication and provisioning scenarios and developed very flexible access scenarios through the use of strong authentication mechanisms.

PCI DSS Readiness Assessment Project

ADACOM has successfully delivered a PCI DSS readiness assessment for a Large Payment Processor in Greece. ADACOM conducted a detailed gap analysis with PCI DSS and developed policies and technical standards, while the organization has been successfully accredited by both VISA and MasterCard PCI DSS.

Endpoint Protection Project

ADACOM has successfully delivered a large scale endpoint migration project for a Public Organization in Greece. Using Symantec's Endpoint Protection, ADACOM has managed to successfully uninstall the existing solution from a variety of endpoints, install SEP and then measure -in detail- and improve performance and endpoint protection efficiency.

Penetration Test for Large Private Bank

ADACOM has successfully delivered a black box penetration test for a Large Private Bank in Greece. Through a series of well-defined scenarios, ADACOM has successfully penetrated in the Bank's systems without being detected. The majority of the findings discovered were successfully mitigated with ADACOM's assistance and the overall security level of the organization was significantly raised.

Internal, External and Web Application Security Assessment

ADACOM has successfully delivered an internal, external and web application assessment project for a Greek Regulatory Authority. The project included black box testing for the Authority's internet-facing systems, black box testing of the internal systems and white-box testing on selected web applications. ADACOM managed to successfully penetrate the Authority's network, systems and applications, also going undetected during the period of performance. Finally, ADACOM compiled a series of executive and technical reports, while worked in close cooperation with the Authority to address the security issues that were discovered during the test.

External, Internal and Wi-Fi Security Assessment

ADACOM has successfully delivered an external, internal and Wi-Fi Security Assessment project for a NYSE-Listed FMCG Company. The project involved a very large set of associated systems and applications in the production environment that serves approx. 40,000 users and was performed in very strict time schedules to avoid possible performance degradation. The entire project was executed very smoothly, while ADACOM has successfully penetrated to a large number of systems. Finally, ADACOM has produced a detailed technical report that included custom vulnerability classification and scoring and created the roadmap for mitigating the identified risks in this very demanding environment.

Ipad and MDM Security Assessment

ADACOM has successfully delivered a platform and application assessment for Ipad1, Ipad2 and the new Ipad for a NYSE-Listed FMCG Company. The platforms serve specific closed-groups of C-Level executives in multiple countries, while they are managed and protected via a cloud-based MDM solution. ADACOM has successfully penetrated all levels of security mechanisms enforced at the platform, operating and the application level and has produced a detailed technical report on how these security flaws should be effectively addressed.

Web Application Security Assessment for Insurance Organization

ADACOM has successfully delivered a web application security assessment project for a large Insurance Organization in Greece. The web application tested by ADACOM serves approximately thousands of internet users that conduct daily operational transactions with the organization. The majority of the findings discovered were successfully mitigated with ADACOM's assistance and the overall security level of the organization was significantly raised.

PKI project for ADACOM in FYROM

Athens, February 2010. ADACOM, a VeriSign affiliate and main Certification Service Provider (CSP) for Greece, Cyprus and the Balkans, has begun the implementation of a large PKI project for the company KIBS, a clearing house in Skopje, FYROM. KIBS selected ADACOM to create and host both the intermediate and issuing Certification Authorities (CAs) which will issue digital certificates to clients and end users of services that KIBS offers. The CAs that was created is also signed by VeriSign's Public Certification Authority and therefore the issued digital certificates are trusted across the world by all computers and applications, without any user intervention. Through this project, KIBS increases the security level of the electronic transactions. In

this project, ADACOM was responsible to design, implement and host the entire Public Key Infrastructure and provide the required interfaces which the Registration Authority of KIBS will use to manage the lifecycle of the issued digital certificates.

ADACOM delivers vulnerability assessment project in Cyprus

Athens, November 2009. ADACOM successfully completed a vulnerability assessment project for one of the largest shipping companies in Cyprus. ADACOM's consultants, by reviewing the security requirements of the organization, defined the exact scope of the assessment and performed a thorough security examination for the organization's critical infrastructure. After the end of the testing process, ADACOM consultants delivered a detailed technical report to the customer, including all identified findings and a number of recommended actions that mitigate the identified risks.

ADACOM deploys VIP authentication service in Greek Cooperative banks

The Cooperative Bank of the Dodecanese, the Pan Cretan Cooperative Bank and the Cooperative Bank of Chania build members' confidence through deployment of VeriSign Identity Protection authentication service

ADACOM delivers web application security assessment in Serbian bank.

Athens, September 2009. ADACOM successfully completed a web application security assessment for one of the largest private Banks in Serbia. The scope of the assessment included a strong authentication internet application offering services to the Bank's clients. During the testing period, a number of different scenarios were performed, examining the security level of the authentication mechanisms that protect the web application and the corresponding services. ADACOM's team discovered a series of vulnerabilities that could be potentially exploited and proposed a wide variety of mitigation actions to the Bank, to eliminate the aforementioned vulnerabilities and strengthen the overall web application security level. After the Bank has completed the mitigation actions, ADACOM retested the web application and documented the timeline of findings and the associated corrective actions.

ADACOM delivered security assessment of the Active Directory infrastructure for major Greek private bank

Athens, July 2009. ADACOM successfully performed a security assessment on the Active Directory infrastructure of one of the largest private Banks in Greece. The scope of the engagement included the assessment of the overall security level of the Bank's AD infrastructure and compliance with the Bank's security policy. To achieve this, ADACOM consultants performed a thorough review of the Bank's security policies, developed a set of technical standards and performed a number of technical and procedural audit tasks. Furthermore, ADACOM performed a vulnerability assessment on the Bank's internal network, implementing various Penetration Testing scenarios, examining security issues on the infrastructure. After completing the assessment tasks, ADACOM documented the entire set of findings identified, along with a list of suggestions and workarounds for technical vulnerabilities and non-compliance issues, respectively.

ADACOM deploys Unified Authentication Solution to Alpha Bank

Alpha Bank Maintains Market Leadership by Deploying VeriSign® Unified Authentication to Boost Customer Trust.

ADACOM enables dispute resolution for .eu domains

May 2007, ADACOM has been listed as the first Certification Service Provider in Europe, with products that have been successfully tested for compliance with the on-line platform of the Czech Arbitration Court.

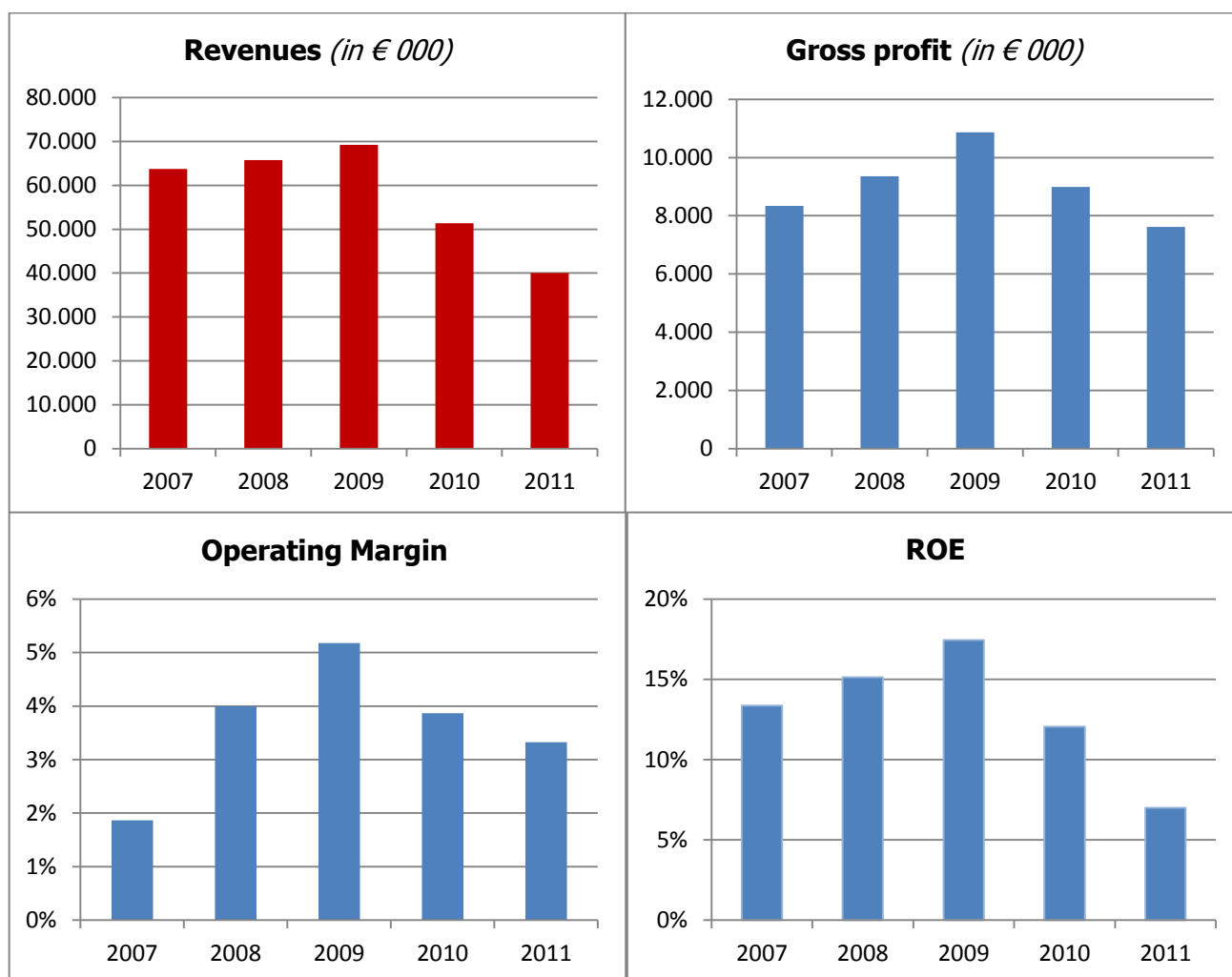
ADACOM implements Unified Authentication Solution for Alpha Bank Cyprus

April 2007, ADACOM expands its co-operation with ALPHA BANK by installing VeriSign Unified Authentication solution at ALPHA BANK Cyprus.

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2007	2008	2009	2010	2011
Sales	63.738	65.752	69.219	51.381	40.009
Gross profit	8.345	9.353	10.867	8.987	7.613
EBIT	1.189	2.629	3.584	1.987	1.330
EBITDA	1.354	2.905	3.864	2.260	1.751
Earnings before tax	750	2.331	3.385	1.871	1.070
Earnings after tax	601	2.206	3.080	1.724	1.070
Earnings per share	0,25	0,570	0,360	0,180	0,130
Total equity	4.495	14.577	17.657	14.301*	15.300
ROE	13,37%	15,13%	17,44%	12,06%	6,99%

* On 2010, Ideal Group proceeded with a share capital decrease of € 4.9 m, which were returned to the shareholders (€0,60 per share).



MAJOR SHAREHOLDERS (>5%)

Name	%
LAVONOS ANSTALT *	57,92%
DAVID SAMUEL	5,93%
Total	63,85%

*The percentage of the companies THRUSH INVESTMENTS & BOVAL S.A. is included in the LAVONOS ANSTALT

BOARD OF DIRECTORS

Name	Qualification
KOMIS D. LOUKAS	PRESIDENT/NON-EXECUTIVE MEMBER
SOTIRAKOPOULOS ALEXIOS	VICE PRESIDENT/NON EXECUTIVE MEMBER
SAMUEL DAVID	MEMBER/CEO
ASIMIADIS SAVAS	EXECUTIVE MEMBER
DAVID ANASTASSIOS	NON EXECUTIVE MEMBER
DAVID CHARALABOS	NON EXECUTIVE MEMBER
VASSILAKIS EFTICHIOS	INDEPENDENT NON EXECUTIVE MEMBER
ZYMNIS THOMAS - ALEXANDROS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. David Samuel is managing Director of Ideal Group since 2003. Outside the group he also serves as a board member of Kerur Holdings (public company in TASE). In the past David Samuel served as a director in Softbrands and Infoquest and worked for Compugen Inc (public company in Nasdaq), Waste Management (public in NYSE) and Scitex (now part of HP and Kodak). He is a graduate of the Technion Israel Institute of Technology (Electrical Engineering 1985) and INSEAD (MBA 1991). He speaks English, Greek, Hebrew, French and Italian.

Mr. Savvas Asimiadis is Chief Financial Officer, Secretary and Executive Director at Ideal Group SA. He joined the Group as Finance Director of IDEAL Electronics in December 2002. Previously he served at the audit, tax and consulting department of Arthur Andersen for a period of 10 years. He holds a degree in Economics. He speaks Greek, English, Turkish.

Mr. Theodoros Moulos is General Manager of Software division at Ideal Group SA since 2007. He served as Chief Information Officer of Ideal Group. He previously worked at Praktiker Hellas and Singular International, among others, and participated in corporate projects of a number of companies, such as Attica Metro, Nereus, ELBO, Ericsson, Plias, Venetis, Whitehall, Gallaher Hellas and Stet Hellas. He joined the Company in January 2002, as Senior Solution Architect. He holds a degree in Economics, an MSc degree in Information Science and an MBA degree in Business Administration. He speaks English, Greek and French.

Mr. Panos Vasiliadis is the General Manager of IT Security division at Ideal Group SA. He joined the Company in 1993 and he has served for a number of years in executive positions at other companies of the Group, such as Ideal Systems and Ideal Group S.A. He holds a Chemical Engineering degree and an MBA degree in Business Administration from Athens University of Economics and Business. He speaks English, Greek and German.

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