



Website:	http://www.logismos.gr
Bloomberg code:	LOGISMOS:GA
Reuters code:	MCLr.AT
ISIN code:	GRS461003006

COMPANY PROFILE

The company is active in the production, distribution and support of products and services in the IT area. Since its foundation in 1970, Logismos has supported a significant number of customers such as Banks, Public Organizations, Industrial Companies, Commercial Companies and Casinos.

EXPORTS

Company's exports as 11,61% of total sales.

KEY INVESTMENT HIGHLIGHTS

The company has successfully gained the lead in Greece in the sector of Casino Management Systems, winning over all the casinos of Greece to become customers, and now enjoys a significant increasing trend in international export sales.

As for the sector of domestic industrial and commercial business software, Logismos company offers the comparative advantage of providing a complete solution that can cover business companies overall in their software needs, and also it has a complete team of experts that provide specialised consultation on best use of software in subjects like cost accounting, payroll, etc, and this is making a difference in gaining big new customers when economic times are difficult. The combination of new products and high level of services yield to an increase of the market share in both the domestic business and the international casino markets.

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2012 - 28/03/2013)

Symbol:	LOGISMOS		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 March 2013)	2,2		
Shares Outstanding (number): (28 March 2013)	4.740.000		
Average Spread (%):	28,63%		
Market Liquidity (%):	1,155%		
Average Trading volume (no of shares):	583		
Total Value of transactions (€):	54.712		
Days to trade (1% of outstanding amount):	98,5		
Free Float (28 March 2013):	38,2%		
Turnover Velocity (F.F. Weighted):	10,5%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	75,26%	138,30%	115,34%

GROUP STRUCTURE

LOGISMOS SA

Logismos Information Systems SA	100%
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CURRENT PROJECTS

Logismos, utilizing the most recent technologies, develops and supports:

1. Business Software based on its ERP backbone "Momentum ERP".
2. Software Applications for Casino Management Systems (CMS).
3. Software Applications for an Enterprise Relationship Management (ERM) System.

The Company is also active in the field of Systems Integration.

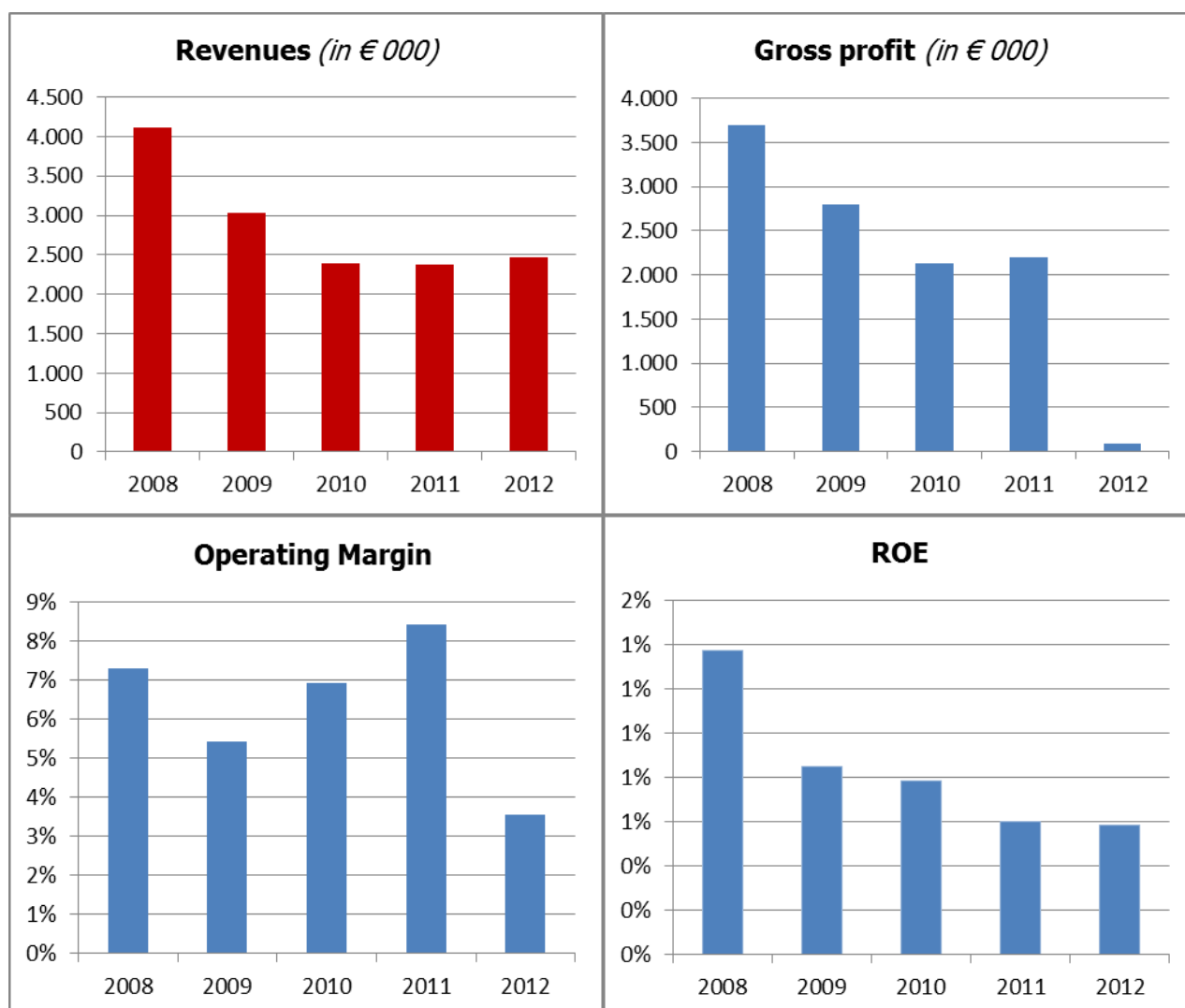
FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

Following a successful decade of developing and supporting software applications for Casino operations in the Greek market, the Company has examine the perspectives to expand to casino markets abroad, with a fully new system which will:

- cover the entire spectrum of casino management procedures, contrary to the individual, “isolated” procedures, supported by the majority of existing software.
- support international interoperability standards, like S2S (System to System) and G2S (Game to System) for connection to third party applications and slot machine hardware.

COMPANY’S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)				
(in € 000)	2009	2010	2011	2012
Sales	3.023	2.397	2.382	2.465
Gross profit	2.806	2.131	2.195	88
EBIT	164	166	201	88
EBITDA	1.492	1.532	1.515	1.360
Earnings before tax	109	88	89	5
Earnings after tax	57	53	41	40
E.P.S.	0,01	0,01	0,01	0,01
Total equity	6.716	6.769	6.810	6.850
ROE	0,85%	0,78%	0,60%	0,58%
Debt Ratio	1,61	1,15	0,77	0,84



MAJOR SHAREHOLDERS (>5%)	
Name	%
DOUFOU IVONI -HELEN	10,06%
DOUFOS ALEXANDROS	23,04%
DOUFOS IOANNIS	23,05%
PARISIAN DUSK LIMITED	5,68%
Total	61,83%
BOARD OF DIRECTORS	
Name	Qualification
DOUFOS M. IOANNIS	PRESIDENT/EXECUTIVE MEMBER
DOUFOS ALEXANDROS	VICE PRESIDENT/CEO/EXECUTIVE MEMBER
KAFATOS VASSILIOS	INDEPENDENT NON EXECUTIVE MEMBER
PAPPAS NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
STAVROU IOANNIS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Doufos M. Ioannis, Mr. Ioannis Markos Doufos is Executive Chairman of the Board of Directors at Logismos Information Systems SA since July 7, 2010. He previously served as Executive Vice Chairman of the Board and General Manager. He graduated from Anatolia American College in 1985 and holds a degree in Mechanical and Electrical Engineering from Aristotle University of Thessaloniki. He is a Doctor of Philosophy candidate in Industrial Management at the Aristotle University of Thessaloniki. He served as Member of the Marketing Financial Services Team at Hewlett Packard SA, England from 1990 to 1991. He has been working at the Company since 1986.

Mr. Doufos Alexandros, Mr. Alexandros Markos Doufos is Executive Vice Chairman of the Board of Directors and Managing Director at Logismos Information Systems SA since July 7, 2010. He previously served as Executive Director. He graduated from Anatolia American College in 1989 and holds a degree from the School of Civil Engineering of Aristotle University of Thessaloniki. He has a specialization in Hydraulic - Environmental Techniques and Water Resources Management from the Institut National Polytechnique de Toulouse, France and the Universitaet Hannover, Germany. He served as Commercial Director at Printing North Greece Ltd from 1996 to 1998 and as Head of Development at E.B.E. SA from 1998 to 2003. He joined the Company in 2003.

Mr. Kafatos Vassilios, Mr. Kafatos is Non-Executive Independent Director at Logismos Information Systems SA since June 2012. He is a Partner of Deloitte, established and leads the Thessaloniki consulting branch and is in charge of Strategy & Operations Consulting Services in Greece. He has served as Vice President, Chief Executive Officer and Member of the Board of Directors of Deloitte Business Solutions S.A. and member of Deloitte's Global Committee for Strategy Development. He has supervised major projects in the fields of strategic and business planning, corporate finance & restructuring, mergers & acquisitions, operational improvement and performance management for various companies and organizations in the private and public sectors. He has extensive consulting experience in various sectors including consumer business & manufacturing, tourism & leisure, technology & media and financial services. He serves as member of the Board of Trustees of Anatolia College, member of the Northern Greece Committee of the American-Hellenic Chamber of Commerce, member of the Board of the Propeller Club (International Port of Thessaloniki) and member of the Finance Committee of the YMCA in Greece. He holds a degree in Economic Science from the Aristotelion University of Thessaloniki, a Masters of Business Administration (MBA) from the University of Texas at Austin, USA in Corporate Strategy and postgraduate diplomas in Management & Leadership from the Institute for Management Development (IMD) – Lausanne and Harvard, USA.

Mr. Pappas Nikolaos, Mr. Nikolaos F. Pappas is Non-Executive Independent Director at Logismos Information Systems SA since June 2006. He holds a Doctorate degree and is a non-compensated Honorary Associate Professor at the University of Macedonia (formerly Industrial School of Thessaloniki) since 1979. He was one of the founders of the restaurant chain Goody's, where he served for over a decade as a Vice Chairman of its Board. His entrepreneurial activity also involves working in companies with various activities, such as catering, financial services and trade. Mr. Pappas participates at the Board of Directors at Cereal Company Northern Greece SA, Intersalonica AEGAZ, Hellenic Catering SA, Intersale SA, SANS SA, among others.

Mr. Stavrou Ioannis, Mr. Ioannis Stavrou is Non-Executive Independent Director at Logismos Information Systems SA since June 2006. He studied Management at Universite de Lyon II, France and had postgraduate

studies in European Integration at the College of Europe, Bruges-Belgium and at London School of Economics and Political Science (University of London). From 1983 to 1985 he served as an Assistant Professor at the College of Europe and taught courses on European Policy and Administration. He is currently Executive Vice-Chairman of Federation of Industries of Northern Greece, where he works from 1987; General Director of Northern Greek Agency for the Development of Private Infrastructure; Vice-president of IMESE Business School, and Member of the Board of Directors in the Thessaloniki International Trade Fair.

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