



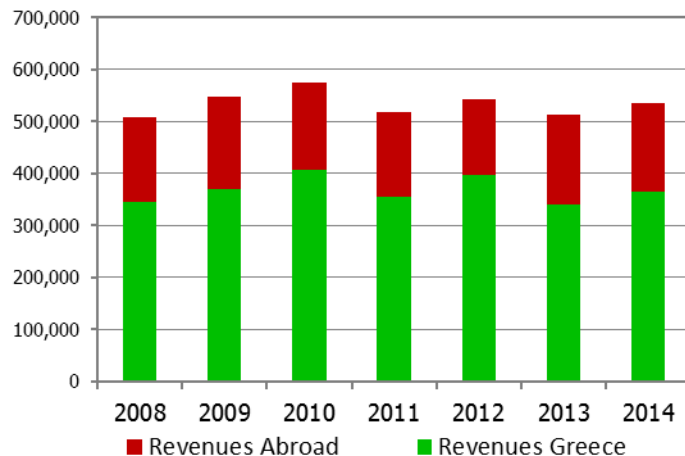
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Bloomberg code:	INTRK:GA
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COMPANY PROFILE

Intracom Holdings is the main shareholder of a group of leading multinational companies specializing in high tech IT solutions and services, complex construction projects and advanced defence electronic systems. Intracom Holdings key assets are:

- ✓ INTRASOFT INTERNATIONAL: a leading European provider of advanced IT solutions and services to EU institutions, national public-sector bodies, financial institutions and large private enterprises in 70 countries worldwide.
- ✓ INTRAKAT: one of the top five construction companies in Greece with a steadily growing international presence undertakes advanced technology infrastructure, renewable energy, telecom, real estate and environmental projects.
- ✓ INTRACOM DEFENSE ELECTRONICS -IDE: a leading supplier of defense electronics, advanced communication systems and defense applications software, participating in development and production programs in partnership with major international contractors, currently expanding into the design and manufacturing of hybrid energy systems.

REVENUE ANALYSIS (in € 000)



Intracom Holdings Group international activity represents 48% of total sales from continuing activities.

KEY INVESTMENT HIGHLIGHTS

Intracom Holdings Group has a strong international activity with subsidiaries in 22 countries and exports to over 70 countries. The Group's strategic focus lies on the markets of Western Europe, Central and Southeast Europe, the Middle East and North Africa. The Group's backlog is over € 850 mn and is basically comprised by INTRASOFT INTERNATIONAL Group, INTRAKAT Group and INTRACOM Defense Electronics.

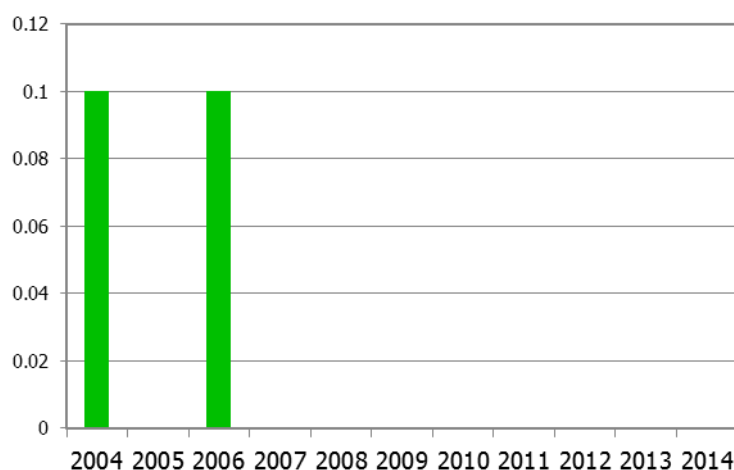
OVERVIEW - TRADING DATA

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2014 - 31/03/2015)			
Symbol:	INTRK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2015)	55,6		
Shares Outstanding (number): (31 March 2015)	133.025.996		
Average Spread (%):	9,29%		
Market Liquidity (%):	16,649%		
Average Trading volume (no of shares):	145.873		
Total Value of transactions (€):	20.611.238		
Days to trade (1% of outstanding amount):	9,0		
Free Float (31 March 2015):	61,91%		
Turnover Velocity (F.F. Weighted):	43,6%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	56,55%	76,96%	84,20%

GROUP STRUCTURE

INTRASOFT INTERNATIONAL	99.9984%
INTRAKAT	61.76%
INTRACOM DEFENSE ELECTRONICS - IDE	100%
INTRACOM HOLDINGS INTERNATIONAL LTD	100%

DIVIDEND POLICY - DPS (IN €)



FORTHCOMING PROJECTS / INVESTMENTS - BUSINESS PLAN HIGHLIGHTS

The Group aims to:

- Improvement of financial results through operational restructuring
- Sustainable operating profitability, through focus on core activities for organic growth, synergies among subsidiaries, penetration to high-margin markets.
- Evaluation of new investments with high returns and strong positive cashflows.

- Optimizing cost structure and maximize free cash flow.
- Further reduce leverage by reducing bank debt.
- Diminish downsizing risks arising either from its structure or, mainly, by risks of the international markets in which it operates.
- Finally, committed to its main strategic direction, the Group will enhance the extroversion of all subsidiaries.

RECENT DEALS

INTRAKAT Group, apart from the significant construction projects is involved in the area of developing holiday residences and tourism investments.

In the sector of electricity production from Renewable Energy Sources (R.E.S.) the Group has completed the construction and set in operation a wind park of 21 MW in Voiotias Prefecture.

In the area of waste management, INTRAKAT in collaboration with the companies ARCHIRODON GROUP N.V. and ENVITEC emerged as the temporary contractor for the implementation of the projects:

- PPP project "Implementation of a Waste Treatment Unit in Serres Prefecture –Phase B.II" with a budget of € 39,2 million, the construction of which will last for two years, while its operation will last for 25 years.
- PPP project "Treatment Facility of Municipal Solid Waste in the Prefecture of Epirus" with a budget of € 49,6 million, the construction of which will last for 20 months, while its operation will last for 25 years.

Furthermore, in 2014, INTRAKAT in collaboration with INTRASOFT INTERNATIONAL signed the Partnership Agreement of the PPP project "Design, Financing, Installation, Operation Support, Maintenance and Facility Management of an Integrated Passenger Information System and Fleet Management for O.SY. SA" with a budget of € 48,2 million, which will be completed within 2016 and its operation will last for the next 10 years.

Finally, INTRAKAT, at the end of 2014, in collaboration with INTRACOM HOLDINGS and HELLAS ONLINE signed the Partnership Agreement of the PPP project "Development of Broadband Infrastructure in Rural 'White' Areas of the Greek territory and Services for the Exploitation-Development of the Infrastructure" with a budget of € 60 million, of which the construction period will be two years and INTRAKAT will be the main constructor.

In February 2014, a consortium led by **INTRASOFT International** has been awarded a framework contract of € 83 mn. value by the European Commission - Directorate General Taxation and Customs Union (DG TAXUD). The contract (CUST-DEV3) represents one of the most important contracts within the European Commission, as it concerns the implementation of the new EU Customs policy (Union Customs Code) and the development of the respective customs-related software applications for the next 8 years, highlighting INTRASOFT's International prominent position as a leading provider of IT services for Tax and Customs. INTRASOFT's International participation is estimated at € 31.5 mn. of the total budget.

In June 2014, INTRASOFT International successfully completed the 1st phase of the design and implementation of the integrated campaign management project through the use of ORACLE SIEBEL CRM platform for the Piraeus Bank Group. This project covers the entire life-cycle of the promotional campaigns

The 1st phase of the project was awarded to INTRASOFT International through an open tender in April 2013. The 2nd phase is already underway and involves the addition of channels, such as electronic banking Winbank, SMS, call center, and ATMs.

In September 2014, INTRASOFT International successfully completed the \$ 3 mn. project for the new Core Social Security & Pension Administration System of the National Social Security Fund of Kenya (NSSF).

Finally, as stated before INTRASOFT International in cooperation with INTRAKAT have undertaken the PPP project for O.SY.SA Telematics.

In January 2014, a new \$3.7 mn contract has been awarded to **INTRACOM Defense Electronics (IDE)** by Northrop Grumman for defense avionics for the global market to be implemented by June 2015.

In March 2014 another successful firing of the Ground Based Air Defence System IRIS-T SLM was demonstrated by Diehl Defence at the Overberg Test Range in South Africa. This achievement has also revealed the superior performance of the Data Link system that has been designed by INTRACOM Defense Electronics (IDE) for the IRIS-T SLM.

In September 2014, IDE won an international tender to design a new digital data processor for Raytheon Missile System's Evolved SeaSparrow Missile. IDE's multi-year involvement in the project, including forecasted ESSM Block 1 series production lots, is estimated to reach \$20 mn.

Continuing its long and successful participation in the PATRIOT air defense systems, IDE has undertaken two new export contracts in the USA amounting to \$3 mn.

The first concerns subsystems of PATRIOT with consignee the US Army, which will be gradually completed until September 2015. The second contract is for the production of electronic units of PHALANX of RAYTHEON company, will be gradually completed until March 2016 and fulfills global market requirements.

Finally, IDE participates in the Consortium developing the Hellenic Civil Unmanned Air Vehicle (HCUAV), whose mission is to support civil protection and public safety services in Greece and abroad. The HCUAV project is co-financed by the General Secretariat for Research and Technology (GSRT) and the consortium includes highly expertized and technologically advanced domestic research institutes and other Hellenic companies.

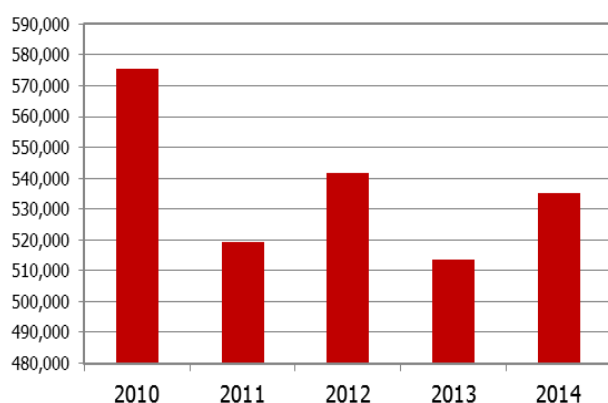
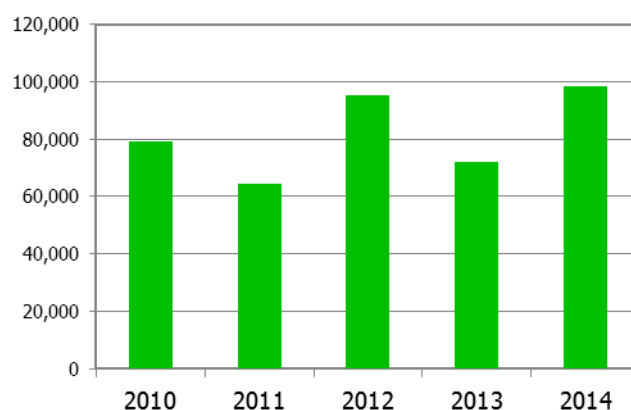
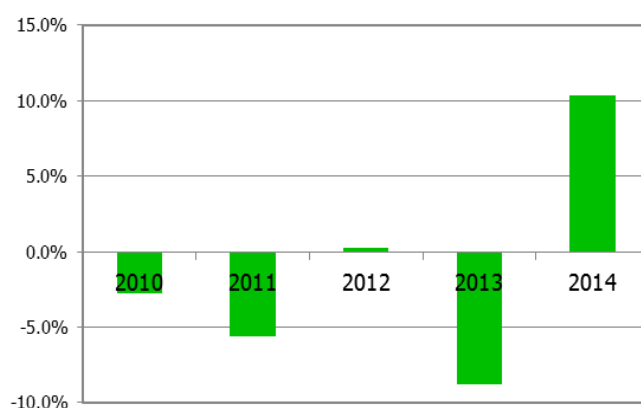
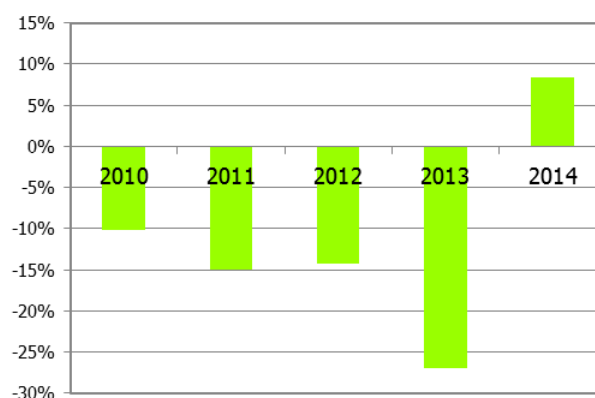
IDE's participation in the HCUAV project is the result of the company's investment in cutting-edge technologies in order to meet security needs, especially for the protection of critical infrastructures as well as for land and maritime borders and regions surveillance.

Furthermore, on an entrepreneurial level, two major deals have been completed in 2014. Specifically:

- a) The disposal of Hellas Online to VODAFONE for €67 mn., in November 2014, and
- b) The disposal of our 49% stake in **Intracom Telecom** with an overall benefit of € 47 mn., in December 2014.

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000)	2010	2011	2012	2013	2014
Sales	575.384	519.292	541.690	513.654	535.316
Gross profit	79.220	64.271	95.156	72.125	98.250
EBIT	-16.069	-28.985	1.419	-45.107	55.388
EBITDA	63.154	49.185	83.300	123.477	101.365
Earnings before tax	-38.804	-60.407	-49.432	-75.844	25.522
Earnings after tax	-45.881	-59.618	-49.662	-73.238	23.896
E.P.S.	-0,231	-0,381	-0,322	-0,49	0,15
Total Equity	452.817	397.299	347.526	272.170	286.370
ROE	-10,13%	-15,01%	-14,29%	-26,91%	8,34%

Revenues (in € 000)**Gross profit (in € 000)****Operating Margin****ROE****MAJOR SHAREHOLDERS (>5%)**

Name	%
SOCRATES P. KOKKALIS	24.17%
CONSTANTINOS G. DIMITRIADIS	8.73%
HORIZON GROWTH FUND NV	5.19%
Total	38.09%

BOARD OF DIRECTORS

Name	Qualification
DIMITRIOS CH. KLONIS	PRESIDENT/EXECUTIVE MEMBER
GEORGIOS AR. ANNINOS	VICE PRESIDENT/NON EXECUTIVE MEMBER
KONSTANTINOS S. KOKKALIS	CEO/EXECUTIVE MEMBER
GEORGE SP. KOLIASTASIS	EXECUTIVE MEMBER
CONSTANTINOS G.ANTONOPOULOS	NON EXECUTIVE MEMBER
SOTIRIOS N.FILOS	INDEPENDENT NON EXECUTIVE MEMBER
DIMITRIOS K. CHATZIGRIGORIADIS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Dr. Dimitris Klonis, Chairman and Executive Member holds a Ph.D. in Economics from the University of London and was a recipient of a number of educational awards and scholarships from the Greek Government, the Bank of Greece, and the "Alexander S. Onassis" Foundation. He has served as Senior Economist in the Research Department of the Bank of Greece, a Professor at Deree College and a Member of the Council of Economic Advisors to the Mayor of Athens.

He joined INTRACOM in 1994 and has been INTRACOM Group's CFO and a member of the Board of Directors since 1995. He has served as General Manager, Finance & Administration (1995-2004), Executive General Manager of the Corporate Center (2005-2006), Executive Director, Group Financial Management (2006-2011) and Vice-Chairman & Deputy CEO (2011-2013). In 2014 he was appointed Chairman of the BoD of INTRACOM HOLDINGS and of most subsidiary boards as well.

Konstantinos Kokkalis, is the Chief Executive Officer of INTRACOM HOLDINGS since January 2014, he previously served as the company's Deputy Executive Officer and Business Development Executive. Prior to becoming CEO of INTRACOM HOLDINGS he served as Corporate Strategy Director, Deputy Executive Officer (2009-2013) and CEO of hellas online, a leading provider of broadband and fixed-line telephony in Greece, until November 2014 when it was acquired by Vodafone Greece. He holds a seat on the BoD of Intralot, a leading gaming supplier to state-licensed gaming organizations worldwide, and all INTRACOM HOLDINGS subsidiaries. In 2014, he was elected member of the Board of Directors of the Hellenic Federation of Enterprises (SEV).

He holds a BSc degree in International Relations and Economics from Boston University and an Executive Graduate Diploma in Finance from Columbia University.

George Anninos, Vice Chairman, Non-Executive Member holds a degree in Telecommunications Engineering and attended graduate telecommunications studies in Germany. His work experience includes managerial positions in large telecom organizations in Greece and Germany. He joined INTRACOM in 1989 as Telecom Projects Manager and was appointed General Manager of the Chairman's Office in 1994. A member of INTRACOM's Board of Directors since 2000, he was subsequently elected to the Board of Directors of INTRACOM HOLDINGS and appointed Executive Director of the BoD Office in 2006. He has been Vice Chairman of INTRACOM HOLDINGS since January 2014 and also serves on the Board of Directors of several INTRACOM Group companies.

George Koliastasis, Executive Member, is the Chief Financial Officer of INTRACOM HOLDINGS since April 2014, he is also an Executive Member of the BoD of all company subsidiaries. Prior to that he served as CFO and member of the Board of Directors of Vodafone Greece (2008 -2013), with more than 15 years of experience as Finance Director in consumer products multinationals (Bacardi Hellas, Misko), and financial institutions (Xiosbank, PiraeusBank). He holds a BSc in Business Administration and an MBA in Finance from the Warwick Business School.

Constantinos Antonopoulos, Non-Executive Member is a founding member and shareholder of Intralot, which he led as CEO (1992-2013) and where he currently serves as Vice Chairman of the Board of Directors. He launched his career by joining major Greek industrial enterprises, such as the Hellenic and Eleusis Shipyards and held a succession of expert positions at the Ministry of Finance and the Ministry of Industry, before joining INTRACOM in 1989.

He has received numerous distinctions, including "Manager of the Year 2013", and was inducted in the Lottery Industry Hall of Fame in 2007. He participates in a number of bilateral chambers and associations, and is also a member of the General Council of the Hellenic Federation of Enterprises (SEV) and a member of the Hellenic Entrepreneurs Association.

He holds an Electrical Engineering degree from the National Technical University of Athens and an MSc in Systems Reliability from the University of Manchester (UMIST).

Sotirios Filas, Independent Non-Executive Member is an economist specializing in accounting and internal control, he was appointed to the Board of Directors of INTRACOM HOLDINGS as an independent non-executive member in 2009.

Dimitris Hatzigrigoriadis, Independent Non-Executive Member, following law studies at Athens University and in London, he has served as an Athens Stock Market Committee member (1994-1998) and as a consultant of the Athens Concert Hall Organization since 1988. A member of INTRACOM's Board of Directors since 2003, he was elected to the Board of Directors of INTRACOM HOLDINGS as an independent non-executive member in 2006.

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