



INTRAKAT

Analyst Presentation

June 2012



Agenda

1. Company Overview

2. Main Projects

3. Financial Data



Key Milestones

Established in 1987.

Member of the Intracom Holdings Group

Listed in the Athens Exchange in November 2001

Merger with and absorption of the steel constructions company Intramet in December 2005

Contracting enterprises register highest certificate (7th class) in February 2009

1987

2001

2005

2009

Highlights

- Among the top 5 Greek Construction companies.
- 550 employees.
- Operates in 7 countries.



The Group

1

International Group with
7 subsidiaries &
5 branches

2

Human Resources:
550 employees

3

Turnover 2011:
127 million euro

4

Total Equity 31/12/2011:
91 million euro

5

Total Assets 31/12/2011:
205 million euro

6

EBITDA 31/12/2011:
10.6 million euro



Main Subsidiaries



CONSTRUCTION / ENVIRONMENTAL

Company specialised in construction works, installations and waste management. Holds a **5th class** contractors' certificate and extensive experience and expertise in environmental and energy projects.



CONSTRUCTION

Construction company, active in public & private sector energy and construction projects holding a **3rd class** contractors' certificate. The company specialises in constructing and managing parking facilities.



MAINTENANCE

Facility maintenance company providing integrated management, operating and maintenance services for large buildings and electromechanical, industrial & sports facilities.



PHOTOVOLTAIC ENERGY

Photovoltaic system company, specialized in turn key construction of PV Projects with high levels of technical know-how and environmental sensitivity.



Collaboration with Italian company FRACASSO SpA

ROAD SAFETY SYSTEMS

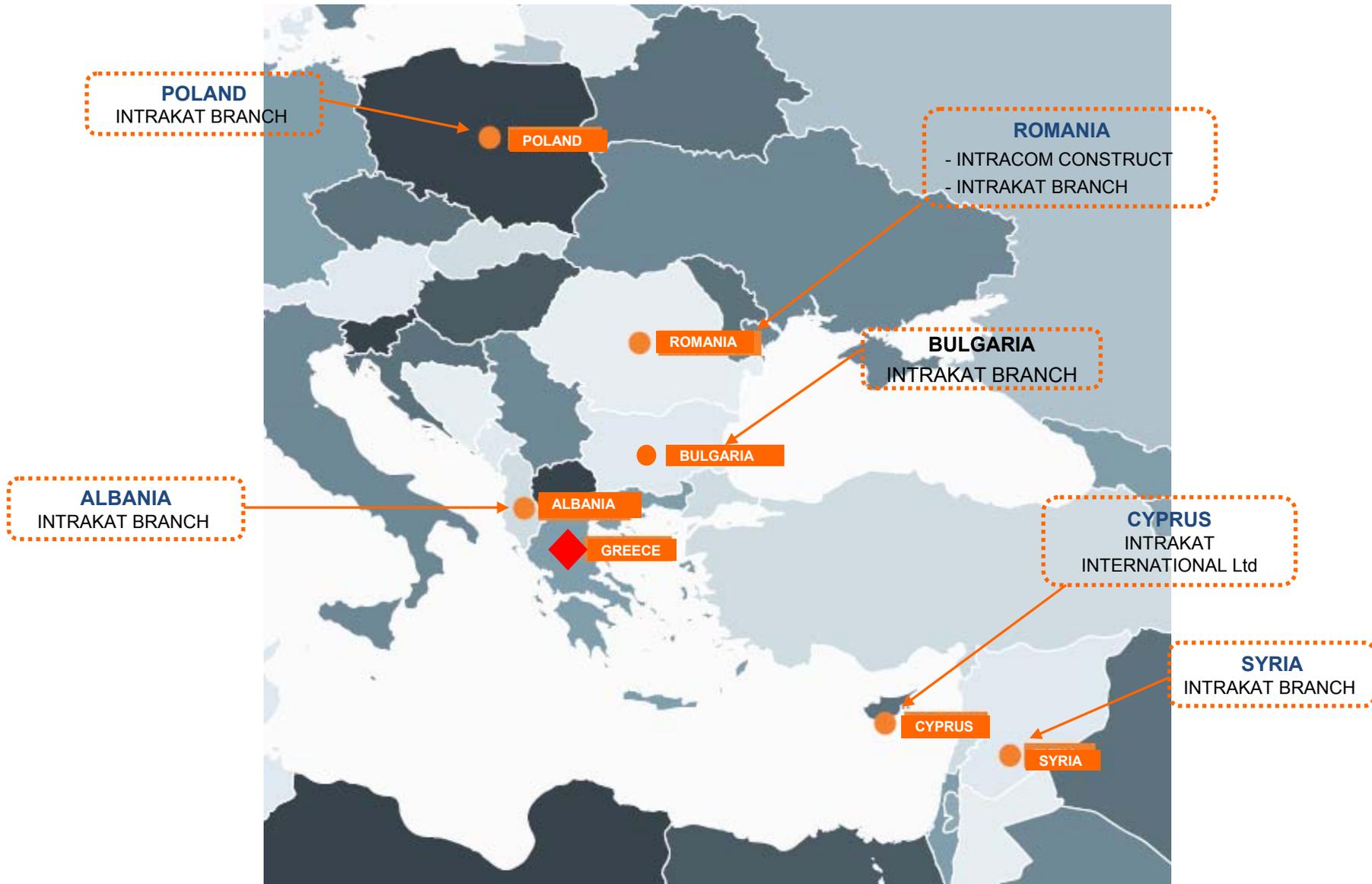
Road safety systems company that designs, manufactures and provides an entire range of road restrain systems for modern motorways fully in line with European and international safety standards such as the EN 1317 standard.

INTRAKAT



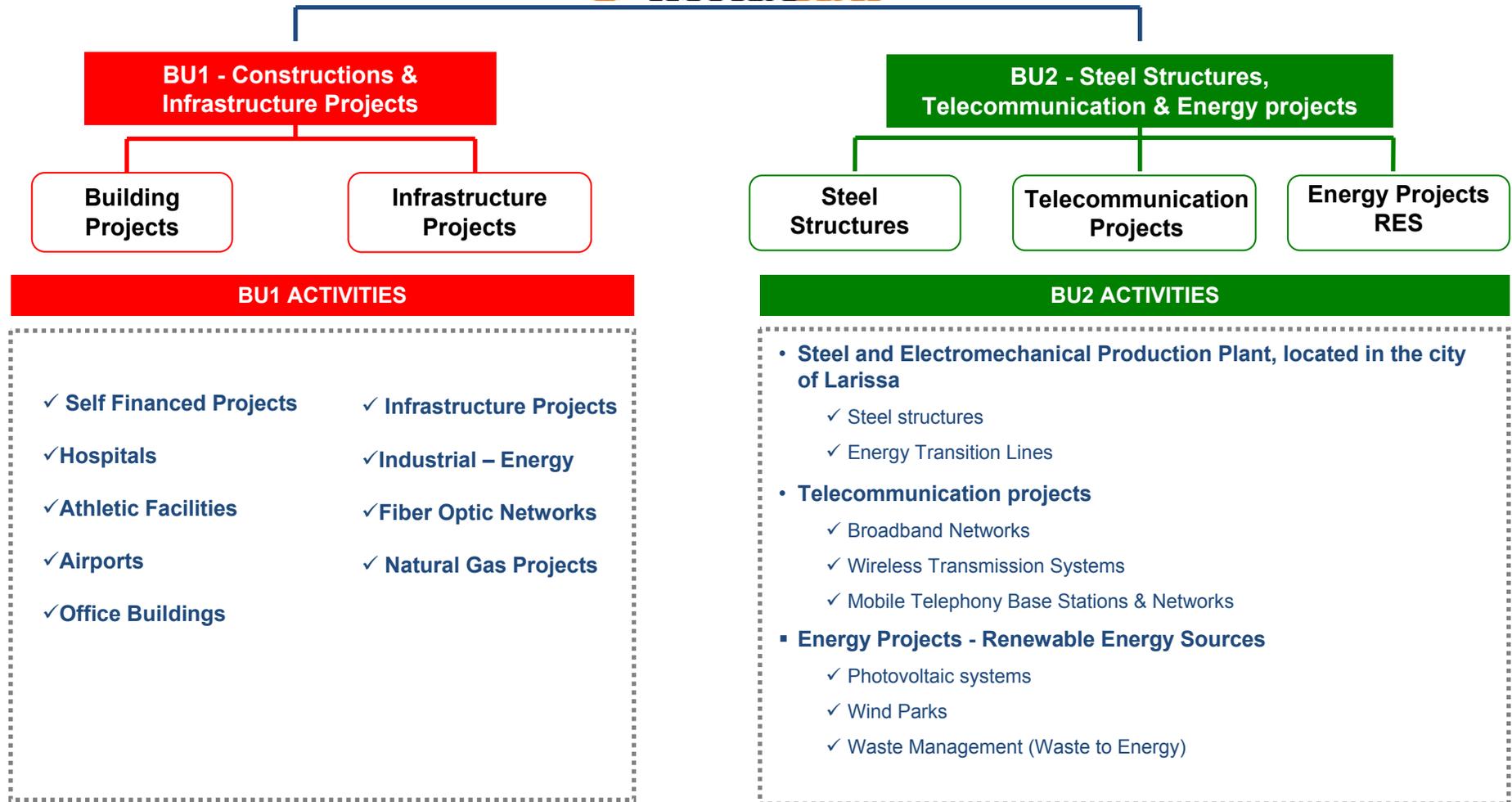
International Group Structure

• 5 Branches / • 2 Construction Companies





Company Activity





Company Goals

Focus on Market Growth Sectors

- Public Sector Infrastructure Projects
- Green Energy Projects
(Waste to Energy, Photovoltaic Systems, Wind Projects)
- Niche Markets
(Natural Gas, Fiber Optics, Special Steel Structures, Hospital Units Construction etc)

Improve Organizational Efficiency

- Process Reengineering
- Cost Optimization
- Development of Synergies

Geographical Expansion

- Central & Eastern Europe
- Middle East



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BU1- Construction & Infrastructure Projects – Main Projects by Company

		Budget	
INTRAKAT	Under Construction	➤ JV MOREAS EASTERN PELOPONNISOS HIGHWAY (AKTOR: 71,67%, J&P AVAX: 15%, INTRAKAT: 13.33%)	841 million €
		➤ ERGA OSE - CONSTRUCTION OF INFRASTRUCTURE FOR THE NEW TWIN RAILWAY LINE, RAILWAY STATIONS AND STOPS AND E&M INSTALLATIONS OF ROADWORKS IN THE KIATO-RODODAPHNI SECTION (J&P AVAX : 33,33%, AEGEK: 33,33%, INTRAKAT: 33,33%)	78 million €
		➤ CONSTRUCTION OF POTIDEA – KASSANDRIA HIGHWAY, NORTHERN GREECE	41 million €
		➤ WATER SUPPLY OF HERAKLION AND AGIOS NIKOLAOS FROM THE APOSELEMIS DAM – REINFORCEMENT WORKS IN THE APOSELEMI DAM RESERVOIR FROM THE LASSITHI PLATEAU	38 million €
		➤ CONSTRUCTION OF 21 MW CAPACITY WIND PARK IN VIOTIA, CENTRAL GREECE	31 million €
		➤ MINISTRY OF DEVELOPMENT – CONSTRUCTION OF DAM IN FILIATRINO BASIN	17 million €
		➤ DEPANOM – CONSTRUCTION OF PSYCHIATRIC CLINICS IN THE HOSPITAL UNITS OF CORFU ISLAND AND KATERINI CITY	7.8 million €
		➤ HALYPS CEMENT (SILOS)	5.5 million €
		➤ EUROMEDICA CONSTRUCTION OF REHABILITATION CENTER	5.2 million €
		➤ CONSTRUCTION OF THE ZDUŃSKA WOLA TOWN HALL INTEGRATION CENTRE, POLAND	4.65 million €
		➤ CYTA HELLAS – ATTIKI METROPOLITAN FIBER OPTIC NETWORK	3.1 million €



BU1- Construction & Infrastructure Projects – Main Projects by Company

		Budget
To be Signed	<ul style="list-style-type: none"> ➤ J/V AKTOR - J&P AVAX- INTRAKAT ERGA OSE “ RODODAFNI – PSATHOPYRGOS” (AKTOR: 50%, J&P AVAX: 25%, INTRAKAT: 25%) 	300 million €
	<ul style="list-style-type: none"> ➤ J/V AKTOR - MOCHLOS- INTRAKAT “ARRANGEMENT OF ESCHATIA STREAM 1ST PART (FROM ILIOU SQUARE UP TO EVPIRIDON PIPELINE INTERSECTION) (AKTOR: 50%, MOCHLOS: 25%, INTRAKAT: 25%) 	59 million €
Proposal Submission	<ul style="list-style-type: none"> ➤ J/V OHL – INTRAKAT “Stavros Niarchos Foundation Cultural Center in Faliro area (Greek National Opera, National Library of Greece and Stavros Niarchos Park of 170,000 m² (42 acre) surface)” (OHL: 75%, INTRAKAT: 25%) 	300 million €
	<ul style="list-style-type: none"> ➤ J/V INTRACOM TELECOM - INTRACOM IT SERVICES – INTRASOFT INTERNATIONAL – INTRAKAT “Design, Funding, Installation, Operations Support, Maintenance and Technical Administration of an integrated Automatic Fare Collection System (AFCS) for the Companies of the OASA Group with PPP” (ICOM TELECOM: 33,33%, ICOM IT: 20%, ISOFT INT: 13,4%, INTRAKAT: 33,33%) 	120 million €
	<ul style="list-style-type: none"> ➤ J/V INTRAKAT-THEMELI SA “CONSTRUCTION OF B’ OPERATIONAL PHASE OF THE THRIASIO FACILITY COMPLEX & CONSTRUCTION OF ZEFYRI RAIL STATION ” (INTRAKAT: 55%, THEMELI: 45%) 	80 million €
	<ul style="list-style-type: none"> ➤ J/V INTPAKAT-PRISMA DOMI “ COLLECTION, TRANSFER, PROCESSING AND DISPOSAL OF WASTE WATER IN THE AREAS OF KOROPI - PEANIA” (INTRAKAT: 93%, PRISMA DOMI: 7%) 	64.5 million €
	<ul style="list-style-type: none"> ➤ J/V INTRACOM IT SERVICES - INTRAKAT “Design, Financing, Setting in Operation, Maintenance and Facility Management of an Integrated Telematics System for providing information to the users of ETHEL (Thermal Bus Company) and ILPAP (Electric Buses of the Athens and Piraeus Region) and managing their fleet of vehicles with PPP” (INTRACOM IT SERVICES: 50%, INTRAKAT: 50%) 	52 million €
	<ul style="list-style-type: none"> ➤ Administration of the Hospitals and Medical services in Bucharest – Design, Construction of the Gomoiu Pediatric Hospital & Design, Supply, Installation of Medical Equipment 	41 million €
	<ul style="list-style-type: none"> ➤ ANTENNA – NEW TV STUDIOS AND OFFICES FOR THE ANT1 GROUP 	19 million €

INTPAKAT



BU1- Construction & Infrastructure Projects – Main Projects by Company

		Budget	
PRISMA DOMI	Under Construction	➤ MINISTRY OF INFRASTRUCTURE, TRANSPORT AND NETWORKS – IMPROVEMENT OF ROAD SECTION EQUESTRIAN CENTER JUNCTION – KALIVIA – LAGONISSIS - ANAVISSOS	12.9 million €
		➤ CONSTRUCTION OF RAINWATER NETWORK, PEANIA MUNICIPALITY, ATTIKI	8.7 million €
		➤ IOANNINA REGIONAL ADMINISTRATION– IMPROVEMENT OF TYRIA - SISTROUNI HIGHWAY	6.7 million €
		➤ ARTESIANO & RIZOVOUNI DETOUR AT THE KARDITSA - TRIKALA NATIONAL HIGHWAY	5.4 million €
		➤ EGNATIA – DRAINAGE WORKS AT THE EVERGETOULA MUNICIPALITY, LESVOS PREFECTURE	5.1 million €
		➤ KARDITSA REGIONAL ADMINISTRATION – SUPPORT WORKS FOR THE CENTRAL & NORTHERN SECTOR WATER NETWORK	4 million €
		➤ GENERAL DETENTION DEPARTMENT OF EASTERN MACEDONIA & THRACE	2.4 million €
		➤ CONSTRUCTION OF MUNICIPAL BUILDING AT TYANON STREET, NIKEA MUNICIPALITY	0.72 million €
	To be Signed	➤ NEW MANOEUVRE FIELD FOR THE PAROS AIRPORT	13.3 million €
		➤ MINISTRY OF INFRASTRUCTURE, TRANSPORT AND NETWORKS – EYDE AIRPORTS – FLOOR EXPANSION OF AIRCRAFT PARKING AREA & NEW PLANE CORRIDOR FOR THE SKIATHOS AIRPORT	10 million €
➤ SEWERAGE PIPELINE NETWORK WITH SUCTION SYSTEM FOR CHRISOCHORIOU, GRAVOUNAS, AND ERATEINOY AREAS		7.4 million €	
➤ DEPANOM – ADDITION OF AN INTEGRATED PSYCHIATRIC DEPARTMENT FOR ADULTS AND CHILDREN/ TEENAGERS AT THE GENERAL PANARCADIC HOSPITAL OF TRIPOLI “THE EVANGELISTRIA”		6.8 million €	
EUROKAT	Under Construction	➤ REPLACEMENT WORKS OF GRATINGS AT THE BRIDGES OF AXIOS-LOUDIAS RIVER AND FRENCH RIVER	0.3 million €
	To be Signed	➤ DEPANOM – NEW BUILDING FACILITIES FOR THE PUBLIC PERCEPTION ORGANISATION OF ZAKYNTHOS	3.5 million €



BU2 - Steel Structures, Telecommunication & Energy projects - Main Projects by Company

		Budget
INTRAKAT	➤ PPC - TRANSFER TOWERS	9.2 million €
	➤ PPC - MINE HEADS	3.0 million €
	➤ PPC - EXTENSION OF 3-year CONTRACT	2,6 million €
	➤ PPC - SUBSTATIONS SCAFFOLDS	0.3 million €
INTRAPOWER	➤ PHOTOVOLTAIC PARKS OF 7MW TOTAL POWER CAPACITY	12.8 million €
	➤ PHOTOVOLTAIC PARKS OF 2.4MW TOTAL POWER CAPACITY	8.3 million €
IN MAINT	➤ MAINTENANCE SERVICES OF HOSPITALS “KAT”, “EVANGELISMOS” & “ALEXANDRA”, BRANCHES OF VODAFONE & CITIBANK, KARAIKAKI STADIUM FACILITIES, BUILDING FACILITIES OF “NOVO NORDISK”, “MYTILINAIOS” & “INTRACOM”, AND PIRAEUS PORT ORGANISATION FACILITIES	2.6 million €
FRACASSO	➤ GREECE	1.4 million €
	➤ ALBANIA	0.3 million €
	➤ CYPRUS	0.2 million €
ICC	➤ CONSTRUCTION OF MOBILE TELEPHONY BASE STATIONS	1.5 million €
	➤ HELLASCOM - CONTRUSTCION OF FIBER OPTIC NETWORK KOROPI-EL. VENIZELOS-KIFISSIA, FOR THE HELLENIC TELECOMMUNICATIONS ORGANIZATION (OTE).	0.07 million €



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Group Financial Results 2011

	<u>31/12/2011</u>	<u>31/12/2010</u>	Change (%)	
Turnover	127.0	191.0	-33.5%	 <p>Decrease in Turnover mainly due to decrease of the construction sector (construction and fiber optics) by 31.4% and the steel structures sector by 52.3%.</p>
EBITDA	10.60	10.30	3.0%	 <p>Total Group Liabilities decreased by 24.6%</p>
EBITDA (%)	8.3%	5.4%		 <p>Group's bank borrowings present an improvement of 29.4%.</p>
Earnings before Taxes	3.40	4.60	-26.0%	 <p>The Group's net financial cost was maintained at a stable rate.</p>
EBT (%)	2.7%	2.4%		 <p>The Group's cash & cash equivalents were maintained at € 12 million compared to the previous year.</p>
Earnings after Taxes	1.40	2.10	-33.3%	
EAT (%)	1.10%	1,10%		



Group INTRAKAT BACKLOG

BACKLOG OF GROUP INTRAKAT PROJECTS 31.12.2011

CONSTRUCTION PROJECTS	129	mil. €
FIBER OPTICS PROJECTS	5	>>
STEEL STRUCTURE PROJECTS	2	>>
TELECOMMUNICATION PROJECTS	5	>>
ENERGY PROJECTS	36	>>
MAINTENANCE	3	>>
GROUP BACKLOG	180	mil. €
PROJECTS TO BE SIGNED (31.03.2012)	124	mil. €
PROJECTS TO BE SIGNED (31.05.2012)	75	mil. €
TOTAL	379	mil. €

The Group's unexecuted balance of signed projects on December 31st, 2011 amounted **€ 180 million** plus **€ 199 million** new projects, to which the Group has the lowest tender and from which up to present approximately **€ 80 million** have been contracted,

Projects to be Signed:

➤ J/V AKTOR-J&P AVAX-INTRAKAT ERGA OSE " RODODAFNI - PSATHOPYRGOS", TOTAL BUDGET € 300 million (AKTOR: 50%, J&P AVAX-: 25%, INTRAKAT: 25%)	INTRAKAT 25% € 75 million
➤ J/V AKTOR-MOCHLOS-INTRAKAT "ARRANGEMENT OF ESCHATIA STREAM 1 ST PART", TOTAL BUDGET: € 59 million (AKTOR: 50%, MOCHLOS: 25%, INTRAKAT: 25%)	INTRAKAT: 25% € 14.7 million
➤ NEW MANOEUVRE FIELD FOR THE PAROS AIRPORT	€ 13,3 million
➤ MINISTRY OF INFRASTRUCTURE, TRANSPORT AND NETWORKS – EYDE AIRPORTS – FLOOR EXPANSION OF AIRCRAFT PARKING AREA & NEW PLANE CORRIDOR FOR THE SKIATHOS AIRPORT	€ 10 million
➤ DEPANOM – NEW BUILDING FACILITIES FOR THE PUBLIC PRECEPTION ORGANISATION OF ZAKYNTHOS	€ 3,5 million
➤ PPC DMAOR – 150 – CONSTRUCTION OF CONVEYER BELTS	€ 2,5 million

€ 119 million



Thank You



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