



INTRAKAT



INTRAKAT
ANALYST PRESENTATION

FY RESULTS 2013

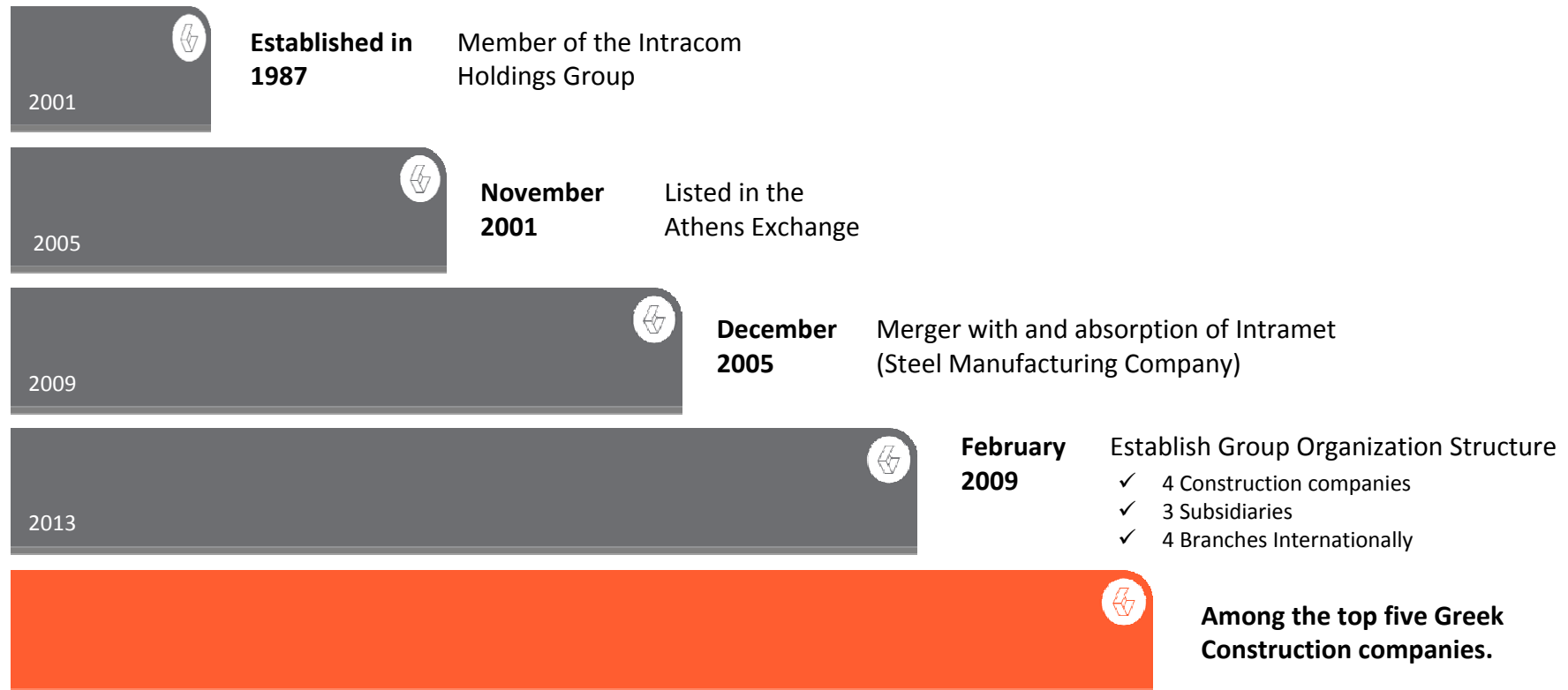


Agenda






1. Company Overview

2. Financial Data

3. Main Projects





	CONSTRUCTION / ENVIRONMENTAL	Company specialised in construction works, installations and waste management with contractors' certificate to participate in medium scale public tenders. Extensive experience and expertise in environmental and energy projects.
	CONSTRUCTION SERVICES	Construction company, active in energy and construction projects with contractors' certificate to participate in small scale public tenders. The company specialises in constructing and managing parking facilities.
	MAINTENANCE	Facility maintenance company providing integrated management, operating and maintenance services for buildings and electromechanical, industrial & sports facilities.
	ENERGY / RENEWABLES	Specialized in turn key construction of Renewable Energy Projects with high levels of technical know-how and environmental sensitivity.
	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. Collaboration with Italian company FRACASSO SpA



BU1

Building
Projects

Infrastructure
Projects

ACTIVITIES

- ✓ Self Financed Projects
- ✓ Hospitals
- ✓ Athletic Facilities
- ✓ Airports
- ✓ Office Buildings
- ✓ Infrastructure Projects
- ✓ Industrial – Energy
- ✓ Natural Gas Projects

BU2

Steel Structures
Industrial Unit

Telecommunication
Infrastructure

Energy
Projects RES

ACTIVITIES

- ✓ Steel Production Plant 125.000 m²
- ✓ Energy Transition Lines
- ✓ Telecommunication Networks (Fiber Optic – Wireless)
- ✓ Photovoltaic systems
- ✓ Wind Parks
- ✓ Waste Management (Waste to Energy)

BU3

Real Estate Development

ACTIVITIES

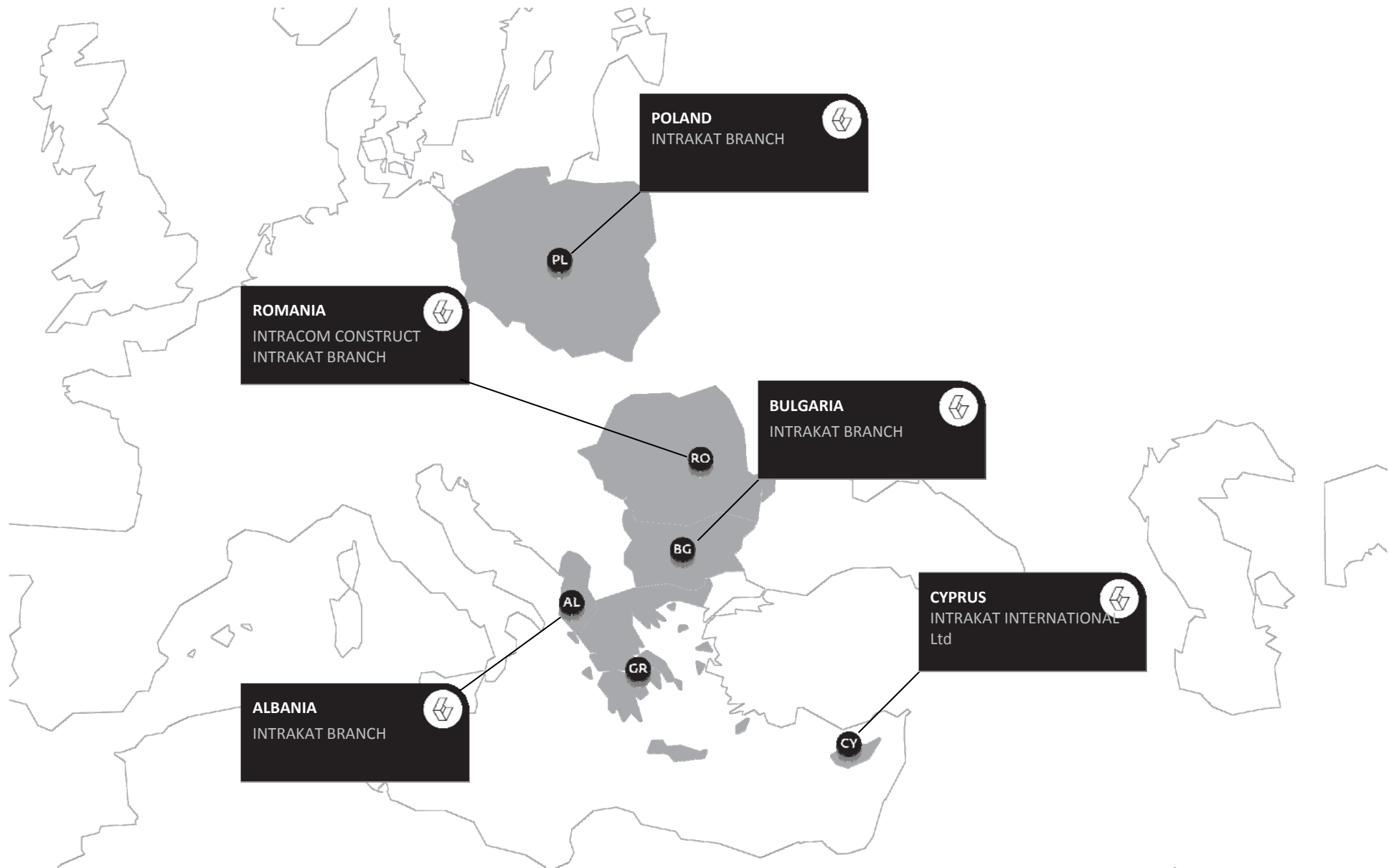
- ✓ Real Estate Market Analysis
- ✓ Project Evaluation
- ✓ Pre Development
- ✓ Funding
- ✓ Development

GEOGRAPHICAL FOOTPRINT

4 Branches-2 construction companies



INTRAKAT





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Business overview and other key data

Overview:

- INTRAKAT is among the top five construction companies in Greece, carries out modern high-technology and highly specialised projects
- 400 employees

International presence :

- INTRAKAT has also a presence in Romania, Poland, Cyprus, Albania and Bulgaria

Greek exposure and Exports

- 2013 sales breakdown: Greece (90,5%); Exports – International activities (9,5%)
- Exports – International activities: Romania, Poland, Albania, Austria, Croatia

Key Financial Information

(EUR M)	2008	2009	2010	2011	2012	2013
Sales	189,1	210,2	191,8	127,0	124,3	109,6
growth y-o-y	24,3%	11,2%	-8,7%	-33,8%	-2,2%	-11,8%
EBITDA	8,9	7,7	10,3	10,6	8,3	-15,1
EBITDA Margin	4,7%	3,6%	5,4%	8,3%	6,7%	-13,8%
CF from operations	13,2	11,5	-12,3	14,0	7,9	1,4
CF from investing	-7,9	-1,2	1,8	2,4	-1,3	-6,6
CF from financing	4,1	-3,9	-5,2	-16,7	-4,4	18,0
Net CF	9,4	6,4	-15,8	-0,3	2,2	12,9
Cash	21,2	27,9	12,4	12,2	14,4	39,2
Debt	54,4	57,4	54,7	38,6	33,9	66,0
Net Debt	33,2	29,5	42,2	26,4	19,5	26,8
Net Debt / EBITDA	3,7x	3,8x	4,1x	2,5x	2,3x	-1,8x
Equity	87,9	91,0	91,3	91,2	90,0	65,1
Net Debt/ Equity	0,4x	0,3x	0,5x	0,3x	0,2x	0,4x

Note: Amounts in EUR Millions; Group level

Source: Published accounts



Other selected Information	2011	2012	2013	A ¹ quarter 2014
New Orders (EURO M)	61,0	146,0	145,3	51,0
Backlog (EURO M)	305,0	427,0	316,0	293,0

New projects

- The works for the construction of the wind park of 21 MW in Voiotias Prefecture will be completed and the park is expected to become operational in the second half of 2014.
- INTRAKAT in cooperation with the companies Archirodon Group and Envitec participates by 40% in the association of companies that emerged as the lowest bidder for the implementation of the project "Implementation of a Waste Treatment Unit in Serres Prefecture through P.P.P." with a budget of €39,2 million, that will be implemented as to its construction in about 2 years, while its operation will last for 25 years.
- INTRAKAT participates by 50%, in collaboration with INTRASOFT INTERNATIONAL, in the association of companies that emerged as the lowest bidder for the implementation of the 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 in about 2 years, while its operation will last for 10 years.

Note: Amounts in EUR Millions; Group level

Source: Published accounts



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		Budget
INTRAKAT	Under Construction	<ul style="list-style-type: none"> J/V MOREAS EASTERN PELOPONNISOS HIGHWAY (AKTOR: 71,67%, J&P AVAX: 15%, INTRAKAT: 13.33% - TOTAL BUDGET.: 800 mil.€)
		107 mil. €
		<ul style="list-style-type: none"> ERGA OSE – CONSTRUCTION OF NEW DOUBLE RAILWAY LINE INFRASTRUCTURE IN THE SECTION RODODAFNI-PSATHOPYRGOS TO BE PERFORMED BY THE J/V "AKTOR-J&P AVAX-INTRAKAT" (AKTOR: 42%, J&P AVAX: 33%, INTRAKAT: 25% - TOTAL BUDGET: 293 mil. €)
		73,3 mil. €
		<ul style="list-style-type: none"> CONSTRUCTION OF POTIDEA – KASSANDRIA HIGHWAY, NORTHERN GREECE
		42 mil. €
		<ul style="list-style-type: none"> EGNATIA ODOS – IMPROVEMENT, UPGRADING OF WESTERN INTERNAL PERIPHERAL ROAD OF THESSALONIKI
		41,4 mil. €
		<ul style="list-style-type: none"> WATER SUPPLY OF HERAKLION AND AGIOS NIKOLAOS FROM THE APOSELEMIS DAM – REINFORCEMENT WORKS IN THE APOSELEMI DAM RESERVOIR FROM THE LASSITHI PLATEAU
		38 mil. €
		<ul style="list-style-type: none"> CONSTRUCTION OF 21 MW CAPACITY WIND PARK IN VIOTIA, CENTRAL GREECE
		31,5 mil. €
		<ul style="list-style-type: none"> 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%, AEGEK: 33%, INTRAKAT: 33% - TOTAL BUDGET: 78 mil.€)
		26 mil. €
		<ul style="list-style-type: none"> HEDNO S.A. (Hellenic Electricity Distribution Network Operator S.A.) – INSTALLATION OF TELEMETERING SYSTEM FOR MAJOR LOW VOLTAGE CUSTOMER METERS
		19,8 mil. €
		<ul style="list-style-type: none"> MINISTRY OF DEVELOPMENT – CONSTRUCTION OF DAM IN FILIATRINO BASIN
		19,3 mil. €
		<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% - TOTAL BUDGET: 59 mil. €)
		14,8 mil. €
		<ul style="list-style-type: none"> CYTA HELLAS – CONSTRUCTION OF PANHELLENIC FIBER OPTIC NETWORK
		8 mil. €
		<ul style="list-style-type: none"> HELLENIC-AMERICAN EDUCATIONAL INSTITUTE – NEW NURSERY SCHOOL WITH FLOOR AND TWO UNDERGROUND PARKING SPACES
		5,8 mil. €
		<ul style="list-style-type: none"> INTEGRATION CENTRE – RECONSTRUCTION OF THE CITY HALL BUILDING AND DEVELOPMENT OF PLAC WOLNOSCI AS PART OF THE PROJECT "REVITALISATION OF THE CITY OF ZDUNSKA WOLA" IN POLAND
		4,8 mil. €
		<ul style="list-style-type: none"> TEN BRINKE HELLAS LTD – CONSTRUCTION OF A THREEE STOREY BIOCLIMATIC BUILDING THAT WILL CONSIST OF A STORE, THREE RESIDENCES AND THREE UNDERGROUND PARKINGS
		2,9 mil. €
		<ul style="list-style-type: none"> TEN BRINKE HELLAS LTD – CONSTRUCTION OF A THREE STOREY MIXED FOOD STORE THAT WILL CONSIST OF A TWO FLOOR STORE, ONE FLOOR FOR OFFICES AND TWO UNDERGROUND PARKINGS IN KERATSINI
		2,4 mil. €
		<ul style="list-style-type: none"> DESFA S.A.- DETAILED DESIGN, SUPPLY, CONSTRUCTION, INSTALLATION AND INTEGRATION OF THE EXPANSION OF THE TELECOMS SYSTEMS AND TELE-SURVEILLANCE SYSTEM (SCADA) OF NATURAL GAS DISTRIBUTION SYSTEMS IN THE BRANCHES OF ALIVERI AND MEGALOPOLIS
		1,9 mil. €

MAIN PROJECTS UNDERTAKEN BY INTRAKAT GROUP



INTRAKAT

			Budget
PRISMA DOMI	Under Construction	➤ THEMIS CONSTRUCTION S.A. – GENERAL DETAINMENT FACILITY OF CRETE II	18,4 mil. €
		➤ MINISTRY OF INFRASTRUCTURE, TRANSPORT AND NETWORKS – IMPROVEMENT OF ROAD INTERCHANGE SECTION RIDING CENTER-KALIVIA-LAGONISI-ANAVISSOS	14 mil. €
		➤ MINISTRY OF INFRASTRUCTURE, TRANSPORT AND NETWORKS – EYDE AIRPORTS – NEW APRON OF PAROS NATIONAL AIRPORT	12 mil. €
		➤ ATTICA DISTRICT – RAINWATER DRAINAGE OF ANAVISSOS, SECTION OF EXPANSION AREA OF ANAVISSOS A' RESIDENCE	9,1 mil. €
		➤ DEPANOM – ADDITION OF PSYCHIATRIC SECTION FOR ADULTS AND PSYCHIATRIC SECTION FOR CHILDREN/ADOLESCENTS IN THE GENERAL PANACARDIAN HOSPITAL OF TRIPOLI "EVAGELISTRIA"	7,9 mil. €
		➤ PREFECTURE OF IOANNINA – IMPROVEMENT OF ROAD TIRIA - SISTROUNI	7,2 mil. €
		➤ PUBLIC WATER SUPPLY SEWERAGE OF NESTOS KAVALA – INTERNAL SEWER NETWORK'S PIPES AT CHRISOHORIO, GRAVOUNA, ERATINO WITH SUCTION SYSTEM	6 mil. €
		➤ EGNATIA – SEWAGE PROJECTS IN EVERGETOULA'S MUNICIPALITY – PREFECTURE OF LESVOS	5,6 mil. €
EUROKAT	Under Construction	➤ DEPANOM – NEW BUILDING FACILITIES OF THE ORGANIZATION OF PUBLIC PERCEPTION OF ZAKYNTHOS	2,5 mil. €

MAIN PROJECTS TO BE SIGNED BY INTRAKAT GROUP



INTRAKAT

			Budget
INTRAKAT	To be signed	➤ ESANS SA - Implementation of a Waste Treatment Unit in Serres Prefecture - Phase B.II (Association of companies ARCHIRODON GROUP N.V.-INTRAKAT-ENVITEC Total budget: €39,2 mil.)	10 mil. €
		➤ ATHENS URBAN TRANSPORT ORGANISATION - Design, Financing, Installation, Operation Support, Maintenance & Facility Management of an Integrated Passenger Information System and Fleet Management for ETHEL and ILPAP with SDIT (Subcontract)	7 mil. €
		➤ INFORMATION SOCIETY SA. - Completion of Metropolitan Networks with National Networks in various regions	1,7 mil. €
		➤ PROET SA - Creation of a Building Complex as a Pre-departure Detention Center for Third Country Nationals to be returned in Mytilene	1,3 mil. €
		➤ Independent Power Transmission Operator SA - Design, Supply & Installation of equipment for the construction, operation & maintenance of a computer room and the related infrastructure in the headquarters of IPTO SA	1 mil. €
PRISMA DOMI	To be signed	➤ PELOPONNISOS DISTRICT - Completion of works of Sparta detour, Section Skouras - Pyri	9,5 mil. €
		➤ Public Water Supply Sewerage of Nestos - Construction of sewerage projects for Keramotis and Chaidefto settlements in the Municipal District of Keramotis	3,9 mil. €

THANK YOU



INTRAKAT

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