



Website:	http://www.newsphone.gr
Bloomberg code:	NEWS:GA
Reuters code:	NPHr.AT
ISIN code:	GRS457003002

COMPANY PROFILE

The company is active in the field of Directory Information offering a wide spectrum of enriched content through its telephone number 11880. The brand 11880 has grown to become equivalent of the precise, prompt and reliable directory information in Greece. Activities in the current business unit have developed to offering local search services through, print, WEB and mobile services. The offered services to the SMBs include WEB sites development and hosting, creation of digital search campaigns, SEO services and promotion in the social networks. The IYP site Vrisko.gr has grown to be the no 1 website for local advertisement of small and medium businesses and professionals in Greece. Additionally the company is offering modern and valuable e- government service to the citizens on behalf of public organizations utilizing applied technologies, process reengineering and alternative delivery channels like telephone, WEB, Mobile a physical Points of Service. The Services offered to the citizens are high level and cost efficient transforming the perception of the bureaucratic public sector to modern service organizations.

EXPORTS

The company is not exporting goods, but instead it generated the 0.96% of our gross sales through provision of services to international clients.

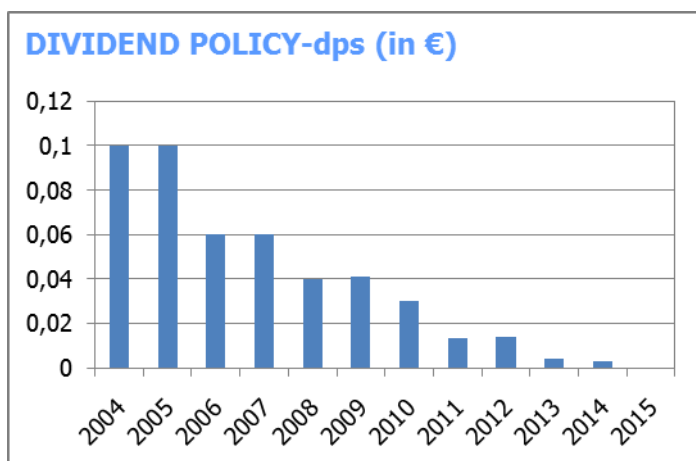
OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)

Symbol:	NEWS		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	5,6		
Shares Outstanding (number): (31 March 2016)	27.848.000		
Average Spread (%):	10,70%		
Market Liquidity (%):	1,067%		
Average Trading volume (no of shares):	2.552		
Total Value of transactions (€):	129.500		
Days to trade (1% of outstanding amount):	105,3		
Free Float (31 March 2016):	52,2%		
Turnover Velocity (F.F. Weighted):	3,8%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	53,00%	85,38%	93,72%

GROUP STRUCTURE

NESPHONE HELLAS S.A.

CALL CENTER HELLAS S.A	70%
NOETRON S.A.	99.27%
AKEP S.A.	99.86%
ERGOPHONE HOLDING B.V.	100%
ERGON HOLDING S.A.	100%
DATAFON B.V.	100%
GOTRIP S.A.	94.34%



FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

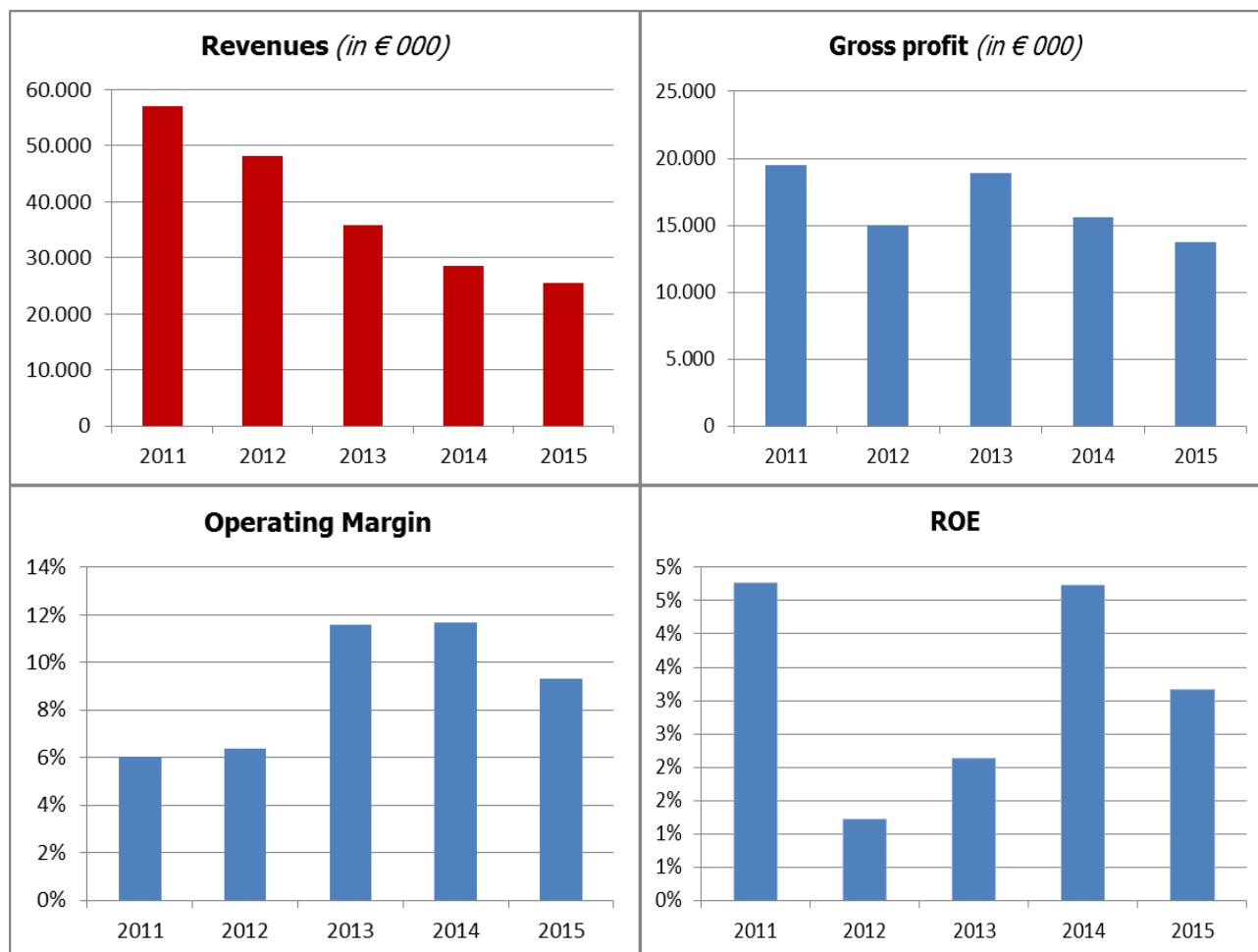
The company being for the 4rd year in the field of the local search is aiming at further extending its development of the WEB offering to the Small and Medium Enterprises in Greece. More precisely the company is investing in developing its Digital Marketing Services offering the SME market and also increase the sales force that would allow further market penetration. Currently, no extra capital is required as operations and growths are self-financed.

RECENT DEALS

In the e-government business unit, the company group was granted in August 2012 contract to operate 2 own branded services in the field of doctor appointment bookings. The members of social security organization can call these numbers in order to set up an appointment with a doctor in the public primary care clinics. The development allows the company to position itself well in the field of health booking services in Greece.

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2011	2012	2013	2014	2015
Sales	56.993	48.257	35.871	28.614	25.597
Gross profit	19.516	14.979	18.891	15.615	13.716
EBIT	3.447	3.072	4.158	3.337	2.388
EBITDA	5.828	5.312	5.560	4.647	3.586
Earnings before tax	1.700	1.006	2.062	2.027	1.595
Earnings after tax	1.121	286	506	1.176	807
E.P.S.	0,04	0,04	0,02	0,04	0,03
Total equity	23.553	23.594	23.749	24.831	25.552
ROE	4,76%	1,21%	2,13%	4,74%	3,16%
Debt Ratio	2,60	1,72	0,50	0,91	0,64



MAJOR SHAREHOLDERS (>5%)

Name	%
THEODOSIS – MALIOURIS GEORGIOS	32,44%
APERGIS EFSTRATIOS	5,07%
THEODOSI TEREZA	10,26%
Total	47,77%

BOARD OF DIRECTORS

Name	Qualification
THEODOSIS – MALIOURIS GEORGIOS	PRESIDENT/EXECUTIVE MEMBER
THEODOSI TEREZA	VICE PRESIDENT/ EXECUTIVE MEMBER
APERGIS EFSTRATIOS	CEO/EXECUTIVE MEMBER
ARGYROPOULOS ATHANASIOS	NON EXECUTIVE MEMBER
TRANAKAS DIMITRIOS	INDEPENDENT NON EXECUTIVE MEMBER
PYROMALLIS SPYRIDON	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Georgios A. Theodosis is the Executive Chairman of the Board of Newsphone Hellas SA. He is a graduate of Philosophy from Università degli Studi di Bari.

Ms. Tereza G. Theodosi is Executive Vice Chairman of the Board of Directors at Newsphone Hellas SA. She is a graduate of Philosophy from the University of Athens.

Mr. Efstratios N. Apergis is Managing Director and Executive Member of the Board of Directors at Newsphone Hellas SA. He is a graduate of Computer Engineering and Information Technology from the University of Patras.

Mr. Athanasios Th. Argyropoulos is Legal Consultant, Non-Executive Director at Newsphone Hellas SA. He holds a degree in Law from the University of Athens.

Mr. Dimitrios M. Tranakas is Non-Executive Independent Director at Newsphone Hellas SA. He studied Marketing and Advertising at BCA College, Greece.

Mr. Spyridon V. Pyromallis is Non-Executive Independent Director at Newsphone Hellas SA. He is a graduate of the University of Piraeus.

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