



Website: <http://www.hertz.gr>
 Bloomberg code: OTOEL:GA
 Reuters code: AUTr.AT
 ISIN code: GRS337003008

COMPANY PROFILE

Autohellas SA, a franchisee of Hertz International, is a Greece-based car rental company engaged in the field of vehicle renting and operating leasing. Vehicle renting refers mainly to short term renting, serving both individuals and companies for rentals of up to one year, and Fleet Management, that deals mainly with long term renting and offers fleet rental and fleet management services to businesses. The Group is also engaged in Equipment Rental, offering rental of construction and industrial equipment, such as mini excavators, generators and forklifts. Equipment rental currently represents a very small part of the company's activities. In addition to Greece, Autohellas operates in 7 foreign countries: Bulgaria, Romania, Serbia, Cyprus, Montenegro and as of 2015 Croatia and Ukraine. Foreign operations include both renting and leasing. With more than 115 stations in Greece, 27 of which in airports, Autohellas ATEE continues to innovate, constantly offering new services with a fleet size of over 35,000 cars at Group level.

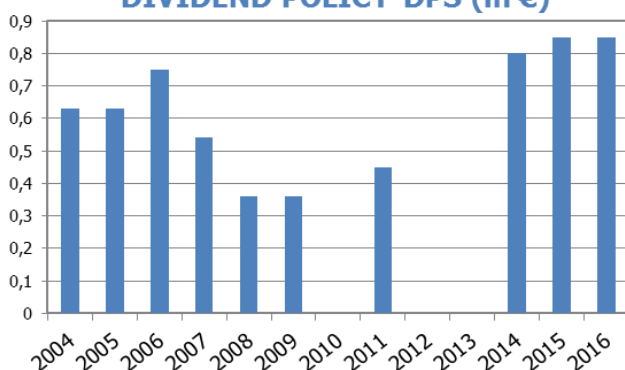
EXPORTS

Foreign subsidiaries represented 18.54% of the group's turnover in 2016.

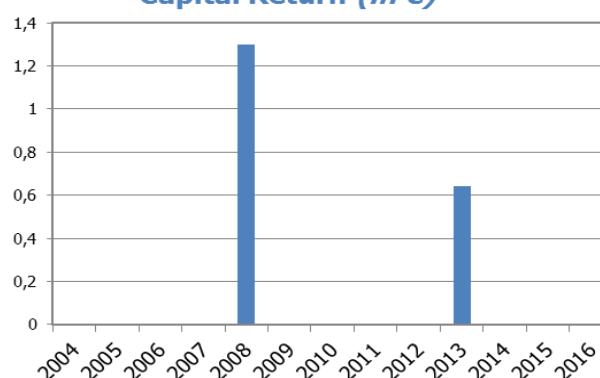
OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2016 - 30/04/2017)

Symbol:	OTOEL
Athex Market:	MAIN MARKET
Market Cap (Mil. €): (28 April 2017)	188,1
Shares Outstanding (number): (28 April 2017)	12.213.750
Average Spread (%):	4,61%
Market Liquidity (%):	0,722%
Average Trading volume (no of shares):	1.578,9
Total Value of transactions (€):	4.952.064
Days to trade (1% of outstanding amount):	74,8
Free Float (28 April 2017):	20,7%
Turnover Velocity (F.F. Weighted):	5,3%
Historic Volatility	30 days 60 days 90 days
(annualised %)	24,86% 41,28% 36,32%

DIVIDEND POLICY-DPS (in €)



Capital Return (in €)



GROUP STRUCTURE

AUTOHELLAS TOURIST & TRADING ANONYMOUS	Kifissia, Attica	Parent
Subsidiaries		
AUTOTECHNICA LTD	Sofia, Bulgaria	99,99%

AUTOTECHNICA (CYPRUS) LIMITED	Lefkosia, Cyprus	100%
AUTOTECHNICA FLEET SERVICES S.R.L.	Bucharest, Romania	100%
AUTOTECHNICA HELLAS SA	Kifissia, Attica	100%
A.T.C. AUTOTECHNICA (CYPRUS) LTD	Lefkosia, Cyprus	100%
AUTOTECHNICA SERBIA DOO	Belgrade, Serbia	100%
AUTOTECHNICA MONTENEGRO DOO	Podgorica, Montenegro	100%
AUTOTECHNICA FLEET SERVICES LLC	Kiev, Ukraine	100%
AUTOTECHNICA FLEET SERVICES DOO	Zagreb, Croatia	100%
ANTERRA DOO	Zagreb, Croatia	100%

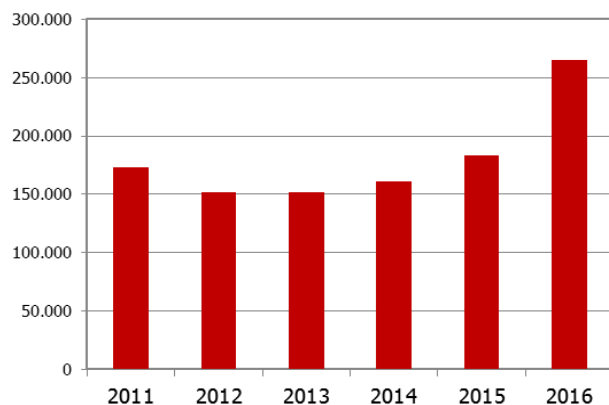
Associates / Joint Ventures

ELTREKKA S.A.	Nea Kifissia, Attica	50%
SPORTSLAND S.A	Nea Kifissia, Attica	50%
CRETAN GOLF S.A.	Chersonissos, Crete	47.446%

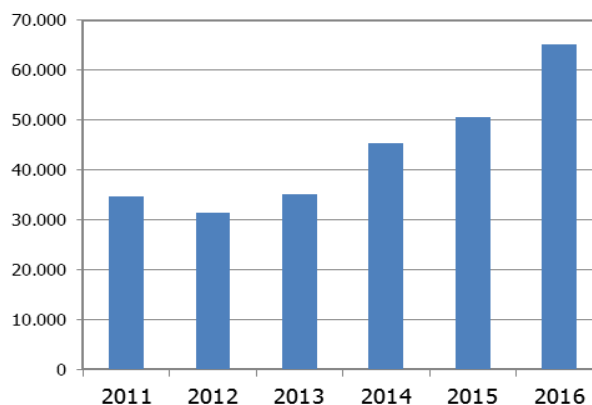
COMPANY'S PERFORMANCE

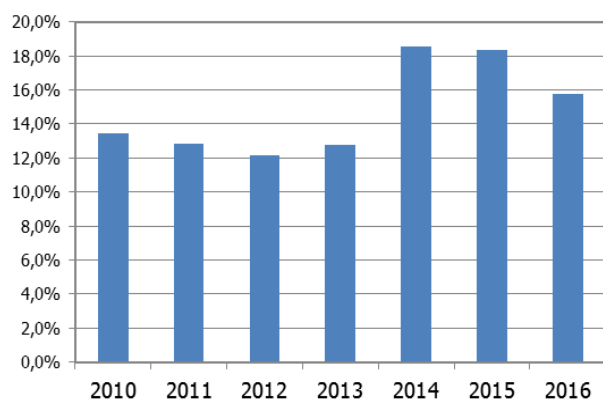
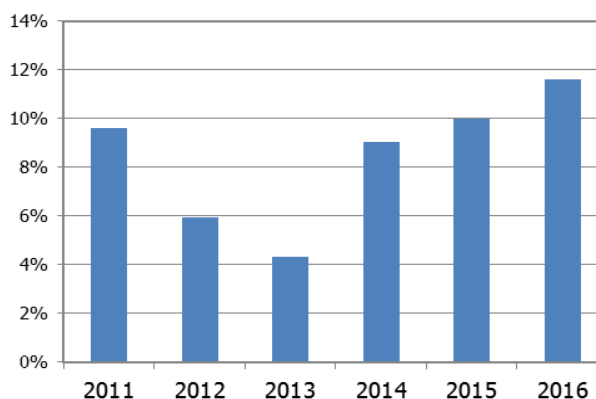
FINANCIAL OVERVIEW (consolidated)						
(in € 000)	2011	2012	2013	2014	2015	2016
Sales	172.712	151.982	151.380	161.119	182.893	264.806
Gross profit	34.590	31.513	35.185	45.400	50.502	65.211
EBIT	22.177	18.493	19.343	29.948	33.511	41.814
EBITDA	76.825	71.064	68.701	81.052	88.111	104.344
Earnings before tax	14.334	11.488	13.091	20.792	27.560	30.318
Earnings after tax	13.365	8.099	6.495	16.116	18.634	22.691
E.P.S.	0,37	0,22	0,54	1,33	1,53	1,87
Total equity	139.418	136.549	151.104	178.774	186.321	195.747
ROE	9,59%	5,93%	4,30%	9,01%	10,00%	11,59%
Debt Ratio	1,93	1,65	1,67	1,76	2,44	2,50

Revenues (in € 000)



Gross profit (in € 000)



Operating Margin**ROE****MAJOR SHAREHOLDERS (>5%)**

Name	%
VASILAKIS THEODOROS	74,26%
FIDELITY INTERNATIONAL	5,02%
Total	79,28%

BOARD OF DIRECTORS

Name	Qualification
VASILAKIS THEODOROS	PRESIDENT/EXECUTIVE MEMBER
VASILAKIS T. EFTICHIOS	VICE PRESIDENT/CEO/EXECUTIVE MEMBER
DIMITRAKOPOYLOY ANTONIA	EXECUTIVE MEMBER
MAGIOROS DIMITRIOS	EXECUTIVE MEMBER
PELEKANOU GARIFALIA	EXECUTIVE MEMBER
VASILAKI EMMANOUELLA	EXECUTIVE MEMBER
VASSILAKIS GEORGIOS	NON EXECUTIVE MEMBER
FLEGAS SPIRIDON	INDEPENDENT NON EXECUTIVE MEMBER
KOTSOLIS STEFANOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Theodore Vassilakis: Chairman of the Board of Directors. Born in 1940 in Herakleion, Crete. Established T.Vassilakis S.A. in 1963, trading products under the TEXACO brand. In 1966 he was appointed licensee for the Hertz brand in Crete and in 1972 in Rhodes. In 1974 he bought Hertz Hellas and renamed the company to Autohellas ATEE becoming the exclusive franchisee for the Hertz brand in Greece.

Eftichios Vassilakis: Vice chairman of the Board of Directors and Managing Director. Born in 1967. Holds an MBA from Columba University, USA and a BA degree in Economics from Yale University USA. He has been with Autohellas since 1990.

Emmanouella Vassilakis: Member of the Board of Directors and General Manager. Born in 1946 in Herakleion, Crete. She has been a member of the company's management since 1974.

Dimitrios Mangioros: Member of the Board of Directors and deputy General Manager. Born in 1956. Holds a postgraduate degree in Economics from Salford University, UK. He has been with Autohellas since 1986

Antonia Dimitrakopoulou: Member of the board of directors and Financial Manager. Born in 1967. She holds a degree in Economics from National and Kapodistrian University of Athens. Has been with Autohellas since September 2013.

Garyfalia Pelekanou: Member of the Board of Directors and Chief Financial Officer. Born in 1966. Holds an MBA from Duke University USA, and a degree in management studies from the University of Piraeus.

Georgios Vassilakis: Non-executive member of the Board of Directors. Born in 1972. Holds a degree in Business Management and modern History from Georgetown University, USA and is currently the Vice chairman and Managing director of TECHNOCAR SA, VELMAR SA, VACAR SA.

Spyridon Flegas: Independent, non-executive member of the Board of Directors. Born in 1939. Degree in Mechanical engineering from NTUA Athens. Holds a Master's degree from M.I.T, USA in Mechanical Engineering and Industrial Management. Was, for many years General Manager and co-managing Director in Keranis SA tobacco company as well as the General Manager and General Secretary of the Hellenic Federation of Enterprises (SEV).

Stefanos Kotsolis: Independent, non-executive member of the Board of Directors. Born in 1962. Holds an MBA from Yale University, USA, and also a degree in Mechanical engineering from NTUA Athens. He is president and managing Director of the construction company "Techniki Kotsolis AE".

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