

SPACE HELLAS

Empowering Your Digital Transformation Journey

Annual Analysts Update

Athens, Tuesday 12th 2020



 **SPACE**

Classification ISO 27001: Public

MK-12052020-3

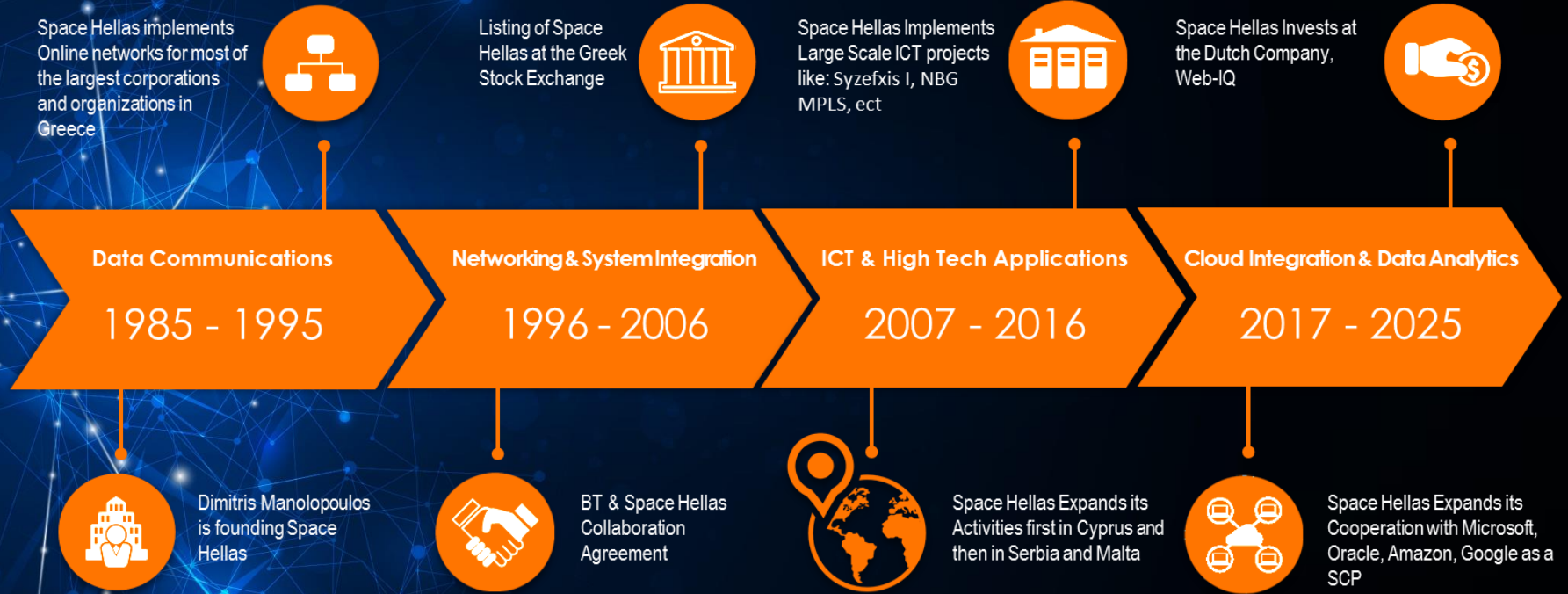


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| Space Hellas Combines:

- History and Vision
- Innovation
- International Presence
- Long-term Investment Strategy
- Significant Financial Performance and Growth
- Job Opportunities and Career Path

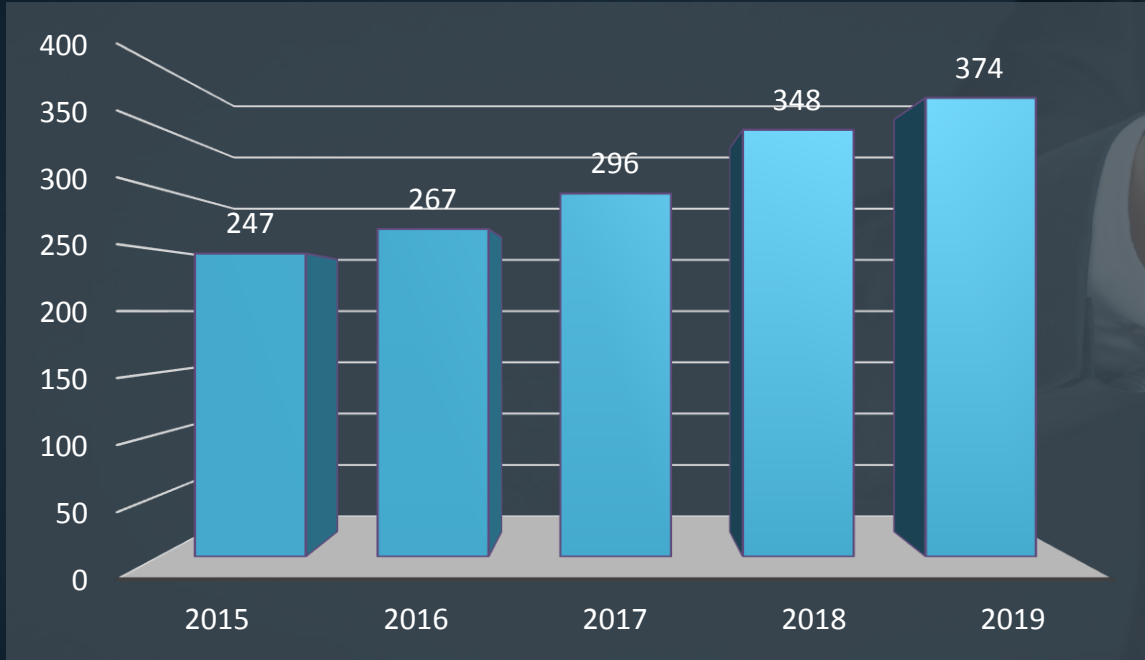
Space Hellas – Four Decades of History



Income Statement Summary 2018 - 2019

Amounts in euro thousand	Group			Company		
	01.01-31.12.2019	01.01-31.12.2018	CHANGE %	01.01-31.12.2019	01.01-31.12.2018	CHANGE %
Revenue	72.250	66.112	9,28%	69.602	62.819	10,80%
Gross profit/loss	15.884	15.887	-0,02%	14.932	14.298	4,43%
Gross profit margin	22%	24%		21%	23%	
EBITDA	6.283	5.942	5,74%	5.289	4.454	18,75%
EBIT	4.471	4.720	-5,28%	3.498	3.238	8,03%
EBT	2.151	2.081	3,36%	1.609	1.532	5,03%
EAT	1.516	1.218	24,47%	1.233	984	25,30%

Employee's Growth





Commercial Strategy & Innovation

Space Hellas Activities



Telecoms & Networking

Information Security & Compliance

Global Connectivity

Security Systems

IT and Cloud Solutions

Mobile Telephony

Apps & Systems Software

AV & Multimedia

Energy Management & Environmental Technologies

R&D

Space Hellas – The Leading Service Provider

EXPERTISE

>700

certifications and
accreditations

**Multi-Vendors
Support**

EFFICIENCY

24/7

Service-Desk
with more than
40.000 calls
yearly

RESPONSE

2 Hours

repair time for
customers with
strict SLAs

EFFECTIVENESS

>12.000

on-site visits
executed yearly

AVAILABILITY

>€2 MM

readily available
backup
equipment
spread all over
the country

Technology Trends

ECO
SMART Cities
Safe **CITIZENS**

BUSINESS **Digital**
TRANSFORMATION

INTERNET of
THINGS

Artificial
Intelligence

Mobility

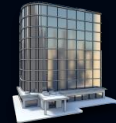
BLOCKCHAIN

Public
Cloud

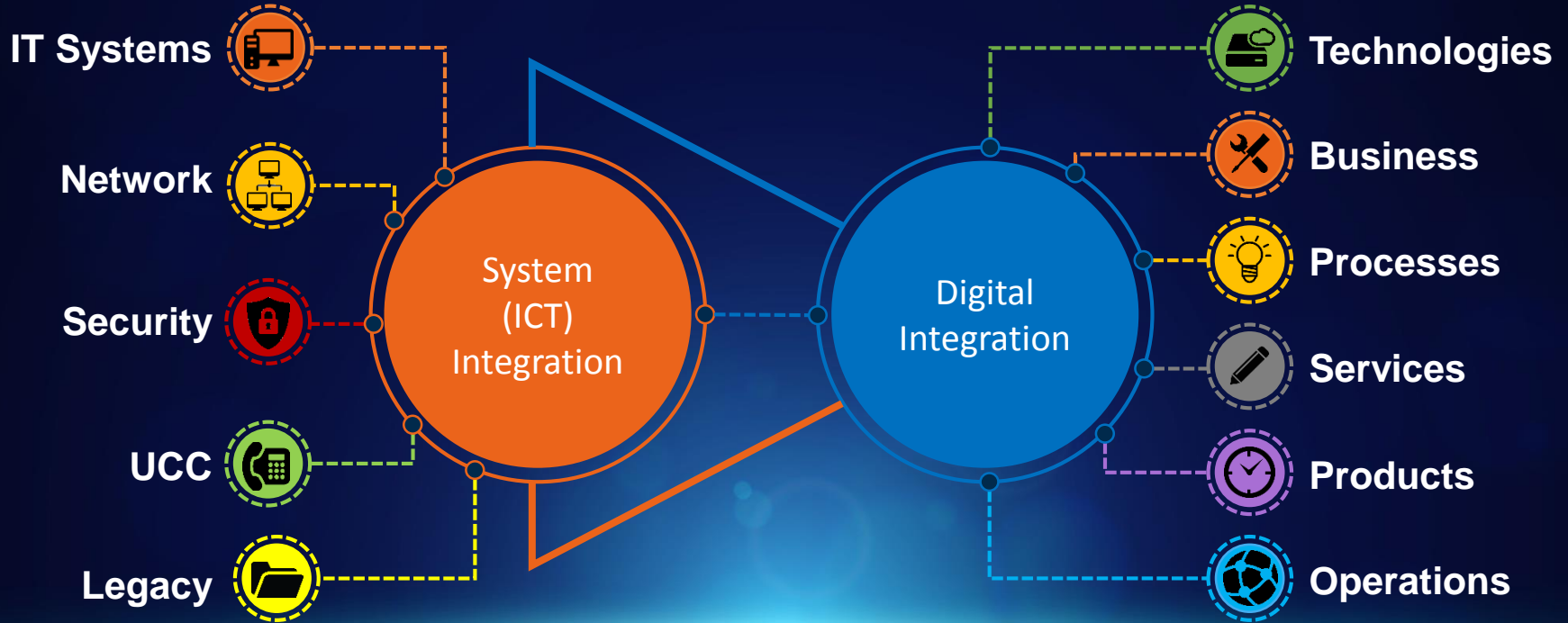
Hybrid
Cloud

Private
Cloud

BIG data
ANALYTICS



From System to Digital Integration





Hybrid Cloud Accelerator

“

Optimize and Accelerate the Transformation
of your Datacenter Infrastructure

”

- Eliminate redundancy and unify management
- Accelerate IT service delivery
- Reduce operation costs while increasing performance
- Leverage next generation data center
- Gain visibility across the hybrid enterprise infrastructure

Space Hellas Business Transformation



Space Hellas
Innovation Lab

- SD-Infrastructure
- Multicloud
- Smart-Cities/Safe Cities
- 5G
- IOT
- AI
- Blockchain



PLATFORMS

AWS
Azure
Oracle Cloud
DevNet

APPS/SERVICES

SH Guardian
Bizz-IQ
Web-IQ



PARTNERS

Amazon
BT
Cisco
DellEMC
Equinix
Google
HP
Microsoft
Oracle
vmware



PRESENCE

Greece
Cyprus
Malta
Serbia
Romania
Germany
Netherlands
Jordan

| 2019 Important milestones

- Major projects in key private sector accounts cross-selling, upselling
- Public Sector projects
- International presence – Telecoms service activation
- Telecommunication license award in Jordan and Node Activation
- EU R&D projects
- WEB- IQ Further Investment,

Major Accounts for 2019



ALPHA BANK



PIRAEUS BANK



BANK OF GREECE
EUROSYSTEM



T-Systems



Commercial Facts and Goals for 2020

Facts

- Corona Virus Impact
- Strong Sales Pipeline
- Delays in Projects
 - Private Sector
 - Public Sector
- Opportunities in ICT: Teleworking, Remote Access, Cloud Services, Cyber Security, IOT

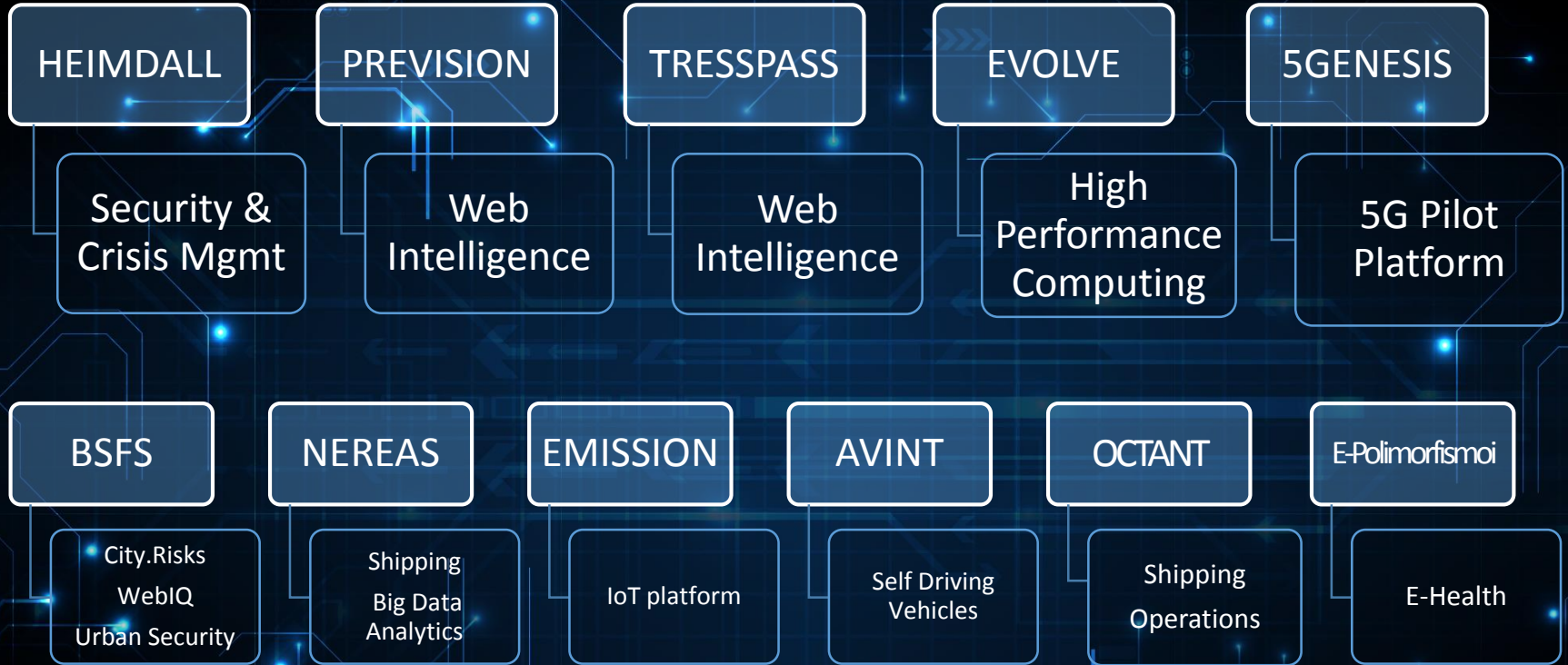
Goals

- Cyber Security Operations Center Upgrade
- New Product Development
- Software and Cloud Services Portfolio
- Targeted Solutions and Services for Vertical Markets
- International ISP Service Provisioning
- Collaboration with Web-IQ in R&D and Commercial Projects
- Space Hellas Digital Transformation

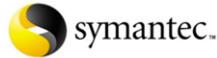
Major Projects 2020

- Syzefxis II
 - ICT/ Networking-Voice-Security
 - ISP SLA
- Hellenic Coastguard
 - Search & Rescue System Upgrade
- Hellenic Police
 - EVROS – Border Control
 - SPOC – Command Center
- HCAA (Aviation)
 - VCRS-FIR Athens
- HERMES (Cyprus Airport)
 - Network Upgrade
- Cyprus Meteorological Radars
- Service Contracts
 - MFA/NVIS
 - Hellenic Police/eTAP
 - Hellenic Police/eCrime
 - HCAA/AFTN-CIDIN-AMHS
 - EEAE/EMF
 - GSP (Cyprus)/Access Control
- Implementations
 - DEDDIE/MPLS
 - EDATHESS/Cloud Services

Ongoing R&D Projects



Indicative Technology Partners & Co-operations



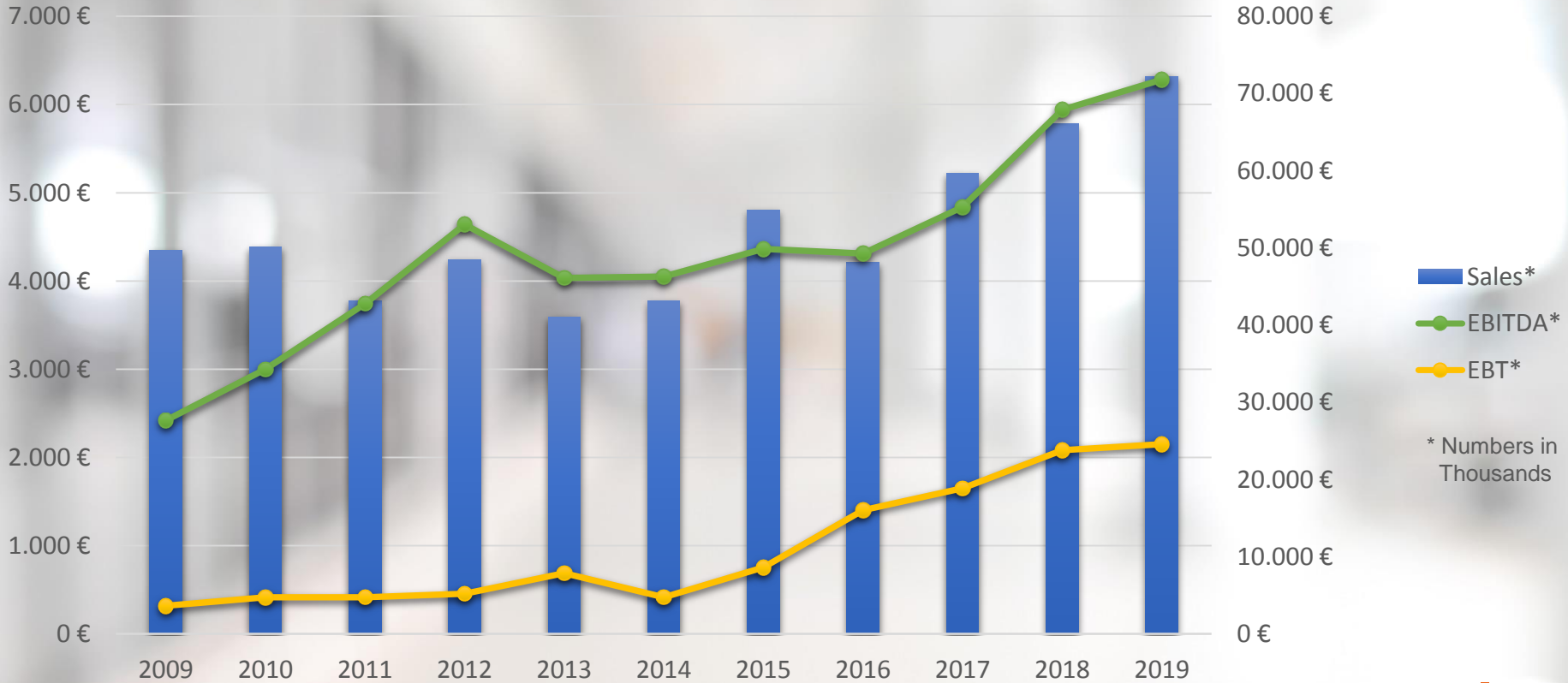


| Financial Growth Analysis

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SALES, EBITDA & EBT 2009-2019

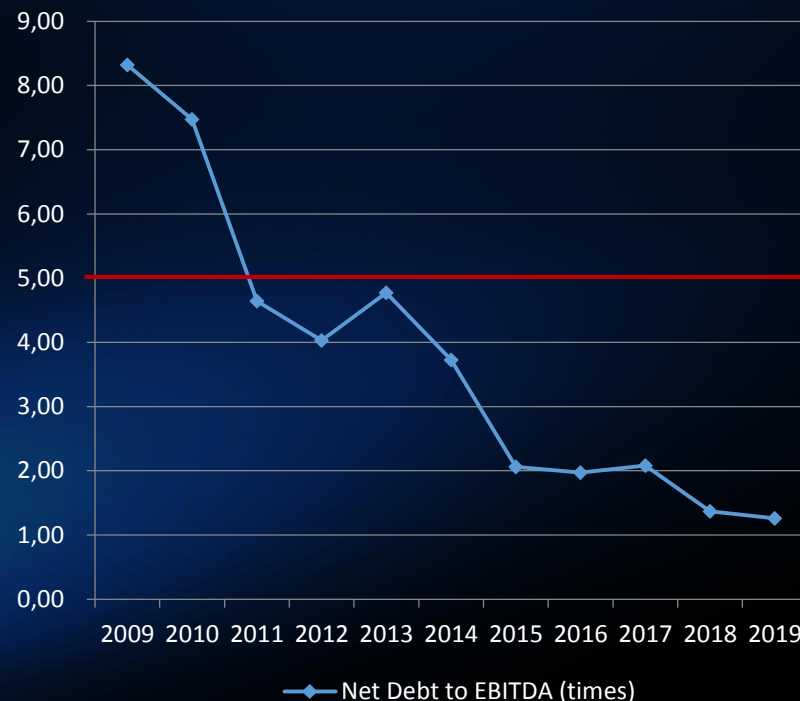


Free Cash Flow & Net Debt to EBITDA Ratio

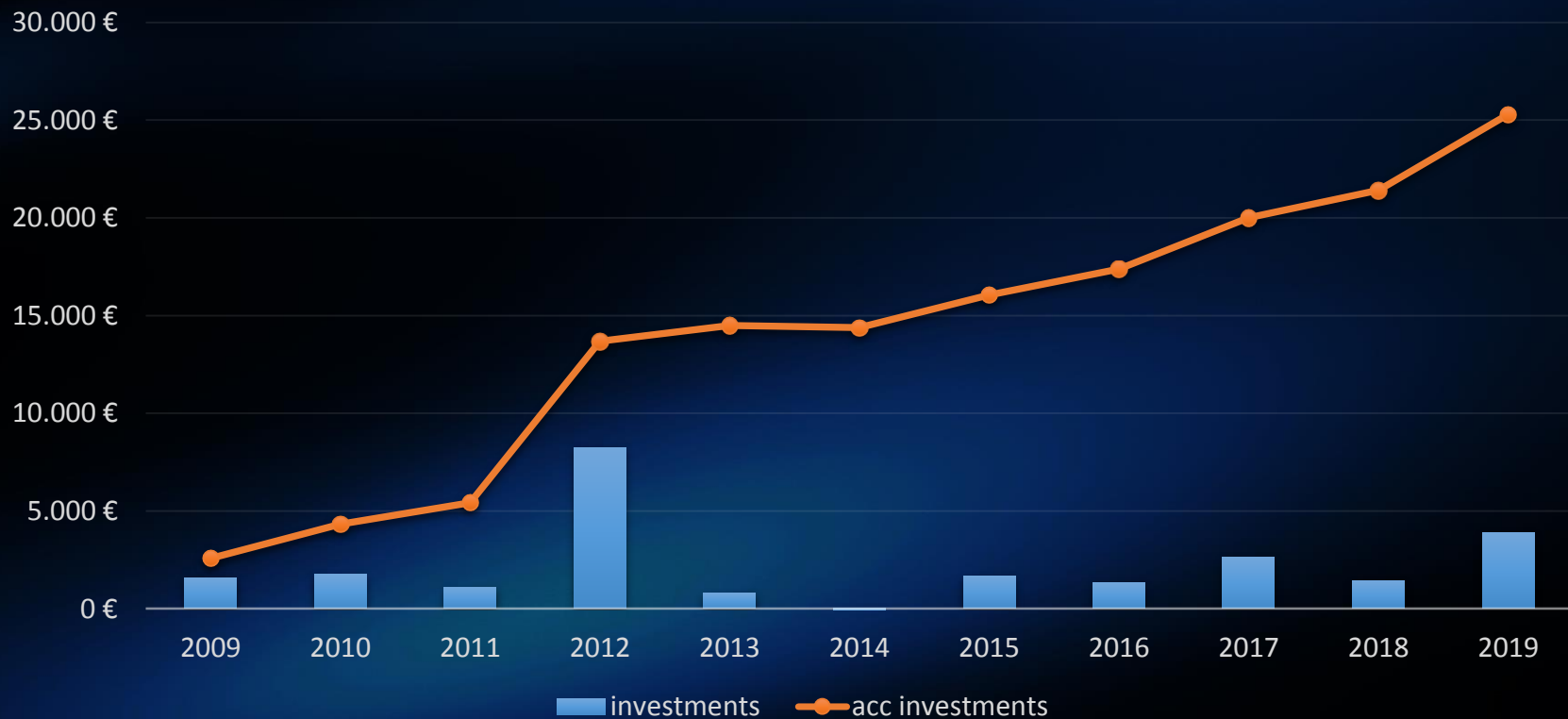
Free Cash Flow (In Thousands)



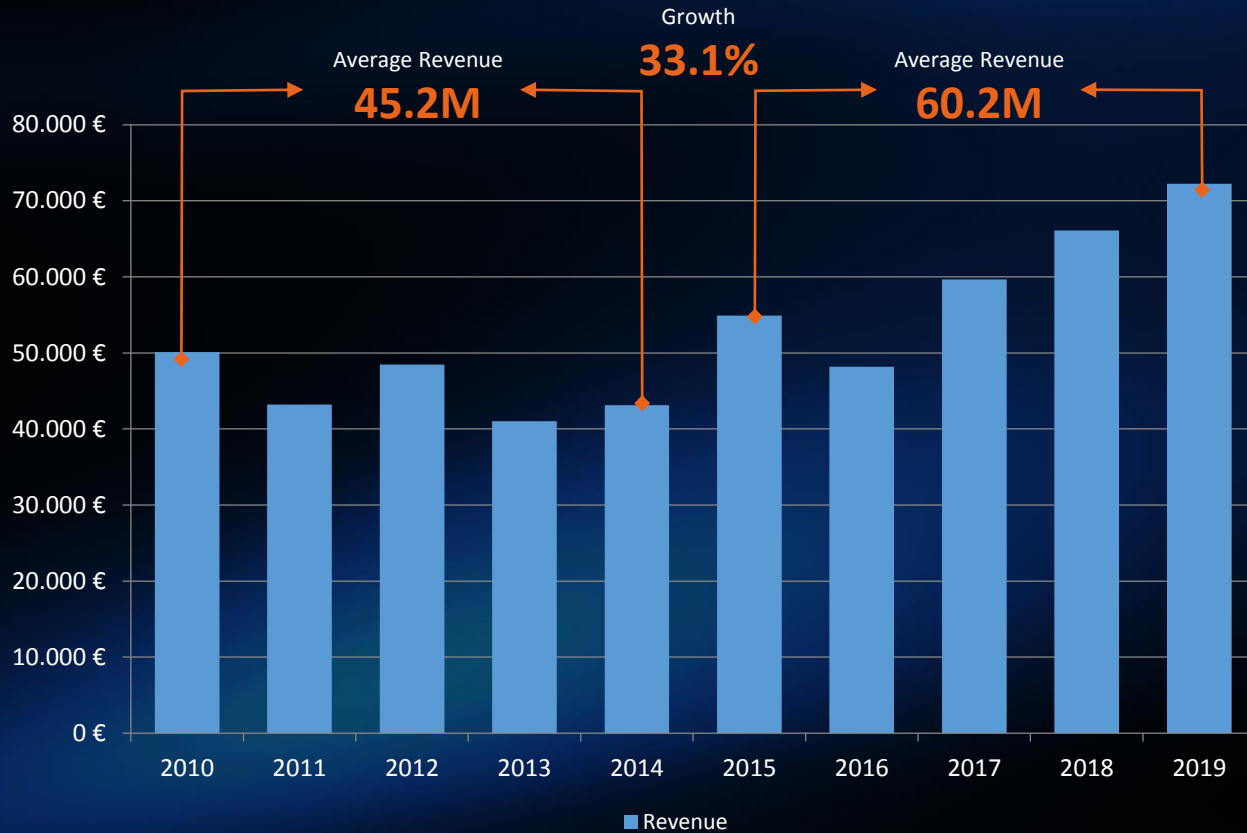
Net Debt to EBITDA Ratio



Investments 2009-2019



Revenue 2010 - 2019



Financial Indicators

CONSOLIDATED FINANCIAL STATEMENT		2015	2016	2017	2018	2019
Turnover	%	27,3%	-12,2%	23,9%	10,8%	9,3%
Gross Profit	%	5,3%	0,1%	8,3%	12,2%	0,0%
EBITDA	%	7,7%	-1,2%	12,2%	22,8%	5,8%
EBT	%	81,0%	86,1%	17,9%	26,0%	3,4%
EAT	%	6,5%	12,8%	23,8%	9,3%	24,5%
ROE	%	6,16%	6,53%	7,59%	8,05%	9,25%
ROA	%	1,81%	2,02%	2,30%	2,24%	2,22%



Stock Details

Investment Indicators

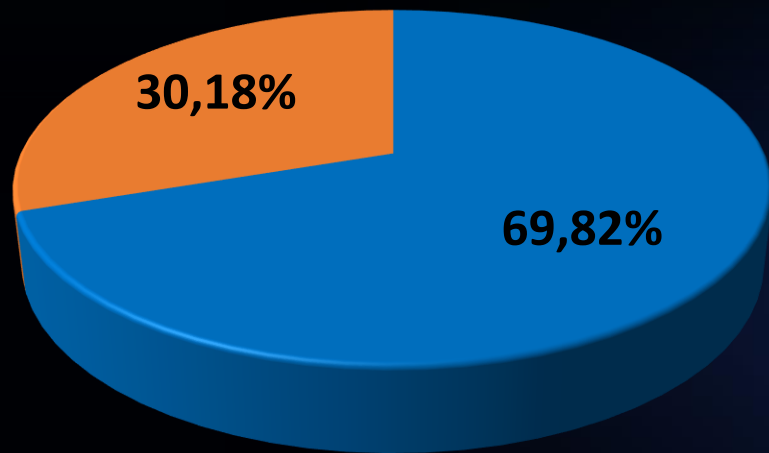
	2015	2016	2017	2018	2019
p/e	14	6	12	27	21
p/ebitda	2,6	1,3	2,8	5,6	5,1
p/sales	0,2	0,1	0,2	0,5	0,4
p/bv	0,9	0,4	0,9	2,2	2,0
ev/ebitda	4,7	3,3	4,9	7,0	6,7
number of shares	6.456.530	6.456.530	6.456.530	6.456.530	6.456.530
share price	1,77	0,88	2,08	5,15	4,94
	11.428.05				
market capitalisation	8	5.681.746	13.429.582	33.251.130	31.895.258

Space Hellas Stock Chart 2000 - 2019



- Listing price per share €18.34
- Price per share €4.40 (07/05/2020)
- Market Capitalization €28,408,732 (07/05/2020)
- DMK, FTSEMSFW, ASI, DOM, FTSEA, DTX
- Ref. Symbols: SPACE (ATHEX)
- Higher price 52 weeks €5.88
- Lower Price 52 weeks €3.02
- Sector/Subsector: Telecommunications /Telecommunications Equipment
- Market: Securities Market
- Market segment: Main Market

Shareholders' structure



■ Major Shareholders

■ Free Float



Empowering

Your Digital Transformation Journey

Thank you for your attention



 **SPACE**

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MK-23082018-1



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