



Company Profile

Ideal Group SA is a Greece-based company engaged in the trade of high technology products and services.

The three activities of the IDEAL Group are:

1. **Distribution of White goods, IT products and integrated IT solutions**

The subsidiary **IDEAL ELECTRONICS** represents, distributes and supports in Greece the following products:

White electrical appliances (refrigerators, cookers, wine coolers, washing machines, dishwashers, hoods etc)

IT products (Laptops, tablets, digital security products, networking products, call centers and telecommunications equipment, network management equipment, batteries etc)

2. **Software Customer Communication Manager (CCM)**

The software CCM handles documents and data that businesses use to communicate to their customers.

3. **Digital Security Services**

ADACOM S.A, subsidiary of Ideal with offices in Greece, Israel and United Kingdom, is a leading IT Security Integrator and Enterprise Software Vendor.

Group Structure

IDEAL GROUP S.A.

IDEAL GROUP S.A. Ownership

100% of IDEAL ELEKTRONIKI S.A. (Greece)

99.76% of ADACOM S.A. (Greece)

100% of ADACOM SYSTEMS LTD. (Israel)

100% of ADACOM LIMITED (UK)

100% of ADACOM CYBER SECURITY LTD (Cyprus)

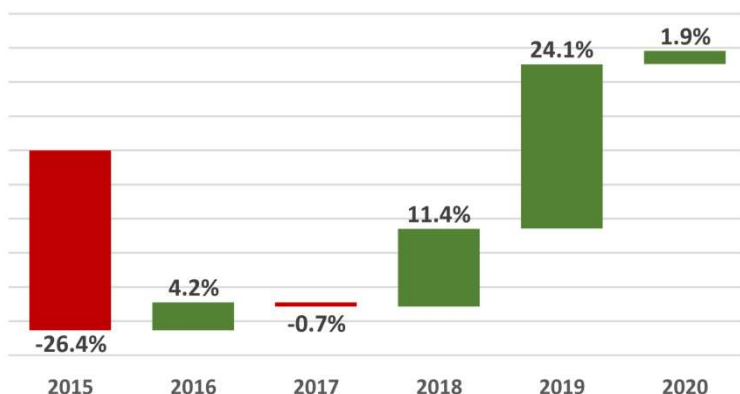
100% of I-DOCS ENTERPRISE SOFTWARE LTD (UK)

IDEAL GROUP S.A. Affiliates

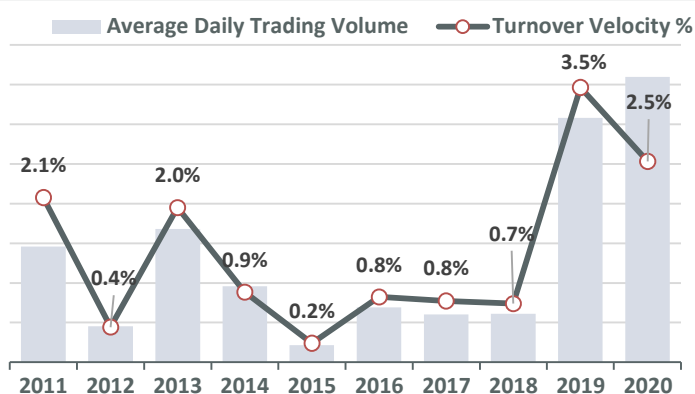
50% of IDEAL GLOBAL LTD (Cyprus)

50% of EPSILON SUPPORT CENTER S.A. (Cyprus)

Share Performance



Share Liquidity



Yearly Performance

2015	2016	2017	2018	2019	2020	CAGR* 2020-11
-26.4%	4.2%	-0.7%	11.4%	24.1%	1.9%	5.7%

*Compound Annual Growth Rate

Trailing Performance

1 Month	3 Months	6 Months	9 Months	1 Year	3 Years	5 Years
-10.3%	-4.5%	-19.8%	14.1%	-9.5%	24.3%	1.0%

Source: ATHEXGROUP, Trade Data 29/07/2020

Recent Developments - 2020

27 July Ordinary General Assembly

1 June Election of new CEO

6 February Establishment of new Board of Directors

6 February Extraordinary General Assembly

Financial Calendar

	H1 2020 Results	To be Determined
Dividend	Record Date	No Distribution
	Payment Date	No Distribution
Capital Return 2020	Record Date	N/A
	Payment Date	N/A
	9M 2020 Results	To be Determined

Key Information

Mkt Capitalization (€)	8,713,390
Number of Shares Outstanding	8,298,467
ICB Sector Classification (ICB)	Technology
Listing Market	Main Market
Main Market	Medium Activity
Fiscal Year End	December
Listing Date	09 August 1990

Source: ATHEXGROUP, Data 29/07/2020



Financials (€ thous, consolidated)

Fiscal Year	2015	2016	2017	2018	2019
Revenues	38,046	22,804	23,297	18,519	18,416
Gross Profit	8,451	8,288	8,457	6,110	5,752
EBITDA	1,941	1,274	1,047	800	-1,691
Debt	0	0	0	0	0
EBT	1,020	702	-551	-2,048	-2,329
Net Earnings	1,020	702	-588	-2,048	-2,329
Assets	22,625	21,425	20,973	18,893	16,327
Equity	16,557	17,411	17,262	13,683	11,511
CAPEX	136	711	290	74	71
Operating Cash Flow	9,400	-1,450	-788	1,929	-317
Cash	5,061	2,940	1,862	3,717	3,031
EBITDA Margin	5.1%	5.6%	4.5%	4.3%	-9.2%
Head count	103	115	119	107	118

Cash Distributions (per share)

Year Paid	2016	2017	2018	2019	2020
Ordinary Dividend	0.000	0.000	0.000	0.000	0.000
Special Dividend	0.000	0.000	0.000	0.000	0.000
Total Distributions	0.000	0.000	0.000	0.000	0.000

Board of Directors

Alysandratos Dionysios
(Chairman/Non Executive Member)

Sotirakopoulos Alexios
(Vice President/Non Executive Member)

Basileiadis Panagiotis
(CEO/Executive Member)

Asimiadis Sabbas
(Executive Member)

David Charalabos
(Non Executive Member)

Diakaris Georgios
(Non Executive Member)

Theodorou Andreas
(Independent Non Executive Member)

Latest Financial Results

Ideal Group During FY2019:

Slightly decreased revenues year-on-year (18.4 in 2019 vs. 18.5 in 2018)

FY 2019 **net loss** slightly increased from previous period

Cash reached 3 mil Euro and company's equity was 11.5 mil Euro

Products

Computer
Laptops
Tablets
Hard Disks
Security
Call Centers
Appliances
Network & Security B2B

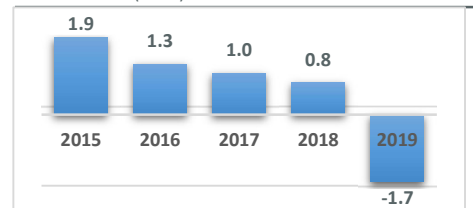
Operating Cash Flow (€ mil)



Total Cash (€ mil)



EBITDA (€ mil)



Shareholder Structure

Shareholders

Truad Verwaltungs AG	67.6%
Free Float	32.4%

Source: ATHEXGROUP, Data 29/07/2020, published according to Law 3556/2007

Index Participation

DTX - FTSE/Athex Technology
DOM - Athex All Share Index
Source: ATHEXGROUP, Data 29/07/2020

Identification

Bloomberg:	INTEKGA	ISIN Code:	GRS148003015
Reuters:	IDEr.AT	FISN:	IDEAL GROUP/REG SHS
ATHEX Symbol:	INTEK	LEI:	2138005HALN2BC9VUD41

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IDEAL GROUP S.A.

July 2020

Group FactSheet

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