

MEMBER OF THE ATHENS EXCHANGE MEMBER OF EUREX FRANKFURT MEMBER OF THE CYPRUS EXCHANGE



#### Vision

To create the leading independent investment service firm within South East Europe, catering to ever more so rigorous investor needs.

- Ø We employ high calibre of individuals, who are specialized in their field, promoting team-work
- Ø Our expertise in capital markets helps us evolve and take advantage of new opportunities in a constantly changing market environment
- Ø We are pioneers in the Greek market, constantly investing in the latest technology



#### The management

- Ø Mr. Giuseppe Giano Chairman- (MSc Finance, CITY)
- Ø Mr. Pavlos Vranas -Vice Chairman- (MSc Finance, CITY)
- Ø Mr. Alexandros Billis -Vice Chairman- (MSc Finance, CITY)
- Ø Mr. George Polites Chief Executive Officer- (BSc Economics/BA, La VERNE)
- **Ø Mr. Aristotelis Ninios** -General Director- (MBA, KINGSTON)



## **Brief History**

- § The company was established in 1995
- § On August 1999, Euroxx acquired a member license for ADEX
- § On August 2001 we became a member of EUREX Frankfurt
- § On April 2006, the company commenced trading on commodity futures on the CBOT, IPA, LIFE and NYMEX
- § On July 2006, the foreign institutional desk was inaugurated
- § We became the first brokerage firm that was listed (May 12<sup>th,</sup> 2008) in the Greek Alternative Market on the ATHEX (EX GA/EXXr.AT)





#### Markets

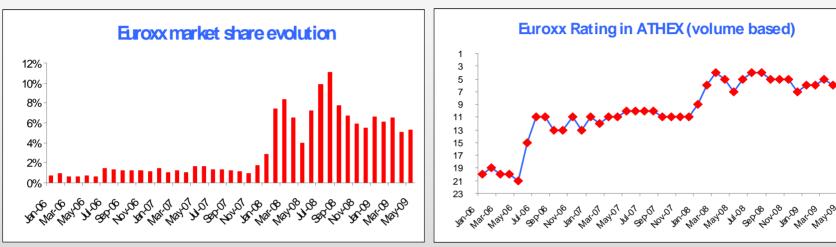
We are active in the U.S., European markets (member of EUREX Frankfurt) and Asian markets. Specifically:

- § Athens Stock and Derivatives Exchange (Direct members)
- § Cyprus Stock Exchange (Direct members)
- § EUREX Frankfurt (Direct members)
- § NYMEX
- § CME
- § NASDAQ

- § CBOT
- § NYSE
- § LSE
- **§** LIFFE
- § Deutsche Bourse
- § EURONEXT
- **§** Bucharest Stock Exchange
- § Budapest Stock Exchange



# **Market position**



Ø On May 2006, the company ranked 21<sup>st</sup> in the ATHEX in terms of trading volumes. Having shifted our focus to institutional clients, Euroxx managed to reach 4th position in the ATHEX on March 2008 and on a yearly basis to settle at 5<sup>th</sup> position.

ØOn May 2009, our market share reached 5.24% of the total trading volumes of the ATHEX vs 3.98% on May 2008 and 1.67% on May 2007.

Ø Currently, we are the top independent brokerage firm, compared mainly to banking institutions.



#### TRANSACTIONS VALUE OF ATHENS EXCHANGE MEMBERS (SHARE & BOND MARKETS) (PERIOD 01.01.2008 - 31.12.2008)

(figures in Euros)

RANK	Euroxx, rank MEMBER NAME 5 <sup>th</sup> in 2008	ed SHARES TRANSACTIONS VALUE	% ON TOTAL VALUE	BONDS TRANSACTIONS VALUE	NOTES
1	INVESTMENT BANK OF GREECE S.A.	31,902,777,547.39	20.41	40,462,273.23	
2	EUROBANK EFG SECURITIES Investment Firm S.A	24,532,532,438.07	15.70	791,358.90	
3	NATIONAL P&K SECURITIES	23,067,717,239.28	14.76	1,324,119.39	
4	PIRAEUS SECURITIES S.A.	12,543,783,741.69	8.03	16,210.34	
5	EUROXX SECURITIES S.A.	10,046,347,653.26	6.43	0.00	
6	ALPHA FINANCE INVESTMENT SERVICES S.A.	9,809,894,105.31	6.28	1,203,097.39	
7	KAPPA SECURITIES S.A.	6,925,890,716.19	4.43	0.00	
8	EUROCORP SECURITIES S.A.	6,005,952,790.37	3.84	0.00	
9	PROTON BANK S.A.	5,083,190,828.86	3.25	557,614.85	
10	HSBC-PANTELAKIS SEC. S.A.	4,018,391,657.95	2.57	0.00	
11	EMPORIKI BANK OF GREECE S.A.	986,473,025.75	0.63	0.00	
12	BETA SECURITIES S.A.	979,774,112.54	0.63	875,344.80	
13	ATE SECURITIES S.A.	952,567,857.37	0.61	200,000.20	
14	DYNAMIC SECURITIES	815,325,604.49	0.52	0.00	
15	PEGASUS BROKERAGE FIRM S.A	775,967,558.39	0.50	570.17	
16	SOLIDUS SECURITY S.A	736,062,773.51	0.47	0.00	
17	MEGATRUST- OLYMPIC SECURITIES S.A	703,025,171.64	0.45	357,661.58	
18	ASPIS BANK S.A.	690,473,151.47	0.44	0.00	



#### TRANSACTIONS VALUE OF ATHENS EXCHANGE MEMBERS (SHARE & BOND MARKETS) (PERIOD 01.05.2009 - 31.05.2009)

(figures in Euros)

RANK	MEMBER NAME Euroxx, 6 <sup>th</sup> y-t-d		SHARES TRANSACTIONS VALUE	% ON TOTAL VALUE	BONDS TRANSACTIONS VALUE	NOTES
1	INVESTMENT BANK OF GREECE S.A.		1,517,506,626.07	14.56	13,411.39	
2	EUROBANK EFG SECURITIES Investment Firm S.A		1,456,295,841.08	13.97	322.00	
3	NATIONAL P&K SECURITIES		1,274,958,009.23	12.23	67,740.00	
4	PIRAEUS SECURITIES S.A.		744,123,246.90	7.14	0.00	
5	ALPHA FINANCE INVESTMENT SERVICES S.A.		725,308,556.95	6.96	113,476.29	
6	EUROXX SECURITIES S.A.		545,945,145.16	5.24	0.00	
7	HSBC-PANTELAKIS SEC. S.A.		292,467,043.47	2.81	0.00	
8	UBS LIMITED		255,912,755.62	2.46	0.00	1
9	CHEUVREUX S.A.		237,128,123.46	2.28	0.00	1
10	PROTON BANK S.A.		154,098,645.39	1.48	0.00	
11	MARFIN - CLR		149,197,269.07	1.43	335,723.12	1
12	MEGA EQUITY SECURITIES & FINANCIAL SERVICES L	TD	148,787,301.83	1.43	99,251.40	1
13	SOLIDUS SECURITY S.A		134,138,014.35	1.29	0.00	
14	KYPROU SECURITIES S.A.		130,842,338.26	1.26	1,238,558.37	
15	MERRILL LYNCH		130,827,934.00	1.26	0.00	1
16	BETA SECURITIES S.A.		128,651,263.85	1.23	0.00	
17	EMPORIKI BANK OF GREECE S.A.		111,340,116.43	1.07	0.00	
18	AXIA VENTURES GROUP LTD		105,049,073.14	1.01	0.00	1



Ø Sales department Ø Derivatives department Ø Research department Ø Asset management Ø Investment Banking



#### ØSales department

- § This is the most important business unit in terms of contribution to company's revenues. The sales department is divided into two sub-units; the Retail Sales and the Institutional Sales
- § The first unit focuses on retail clients (over 42k retail accounts) and offers them the opportunity to trade both in the ATHEX and Cyprus Stock Exchange.
- § The second sub-unit focuses on Greek and Foreign Institutional investors and provides services of high quality, backed by experienced sales professionals and our high calibre research department.



#### **ØDerivatives department**

- § This business unit ranked second in terms of revenue contribution to the company.
- **§** We transact on the ADEX, EUREX, CBOT.
- § We have managed to capture a high net worth investors niche.



#### ØResearch department

- § The research department is characterized by the quality of its staff and its product commitment.
- § Equity research analysts provide insightful, objective and decisive research that is designed to enable clients to make informed investment decisions.
- § Currently, the analysts conduct fundamental analysis on 31 companies that operate in Greece and provide institutional and retail clients with industry-specific and in-depth research on 9 different domestic industries.
- **§** The research department aims at expanding its coverage list to 45-50 domestic companies, as well to gradually cover firms of the wider SEE region.



#### ØAsset Management

- § The asset management department is Euroxx's newly established business unit that wishes to evolve into a new source of revenues stream for the company.
- § Its main target is to serve clients' needs in the field of wealth management and help them achieve consistent, risk-adjusted performance and solid, consistent returns over time.
- § Asset management's highly qualified advisors help investors understand the intricacies of their particular needs and can identify sound investment solutions according to each client's specific need for asset allocation, diversification, risk exposure, tax efficiency and liquidity.



#### **ØCorporate Finance**

Ø Advisory services to corporate clients:

üM&A's

ü Public offerings (IPOs, Secondary Offerings)

ü Private placements

ü Equity linked and bond issues structuring and syndication

ü Financial structuring and restructuring

ü Private equity financing

ü Corporate valuations and business plans

Ø Underwriting

Ø Advisory services to private equity fund



## **Competitive advantage**

- Ø As an independent firm, our company is characterized by flexibility in terms of management decision making.
- Ø All our internal operations and customer relationships are characterized by discretion and confidentiality.
- Ø We have highly skilled/experienced employees that have all the necessary certifications under the MiFID legislative framework.
- Ø Euroxx is specialized in the Greek Market, but also active in foreign countries via strategic alliances and partnerships abroad.
- Ø Euroxx offers access to a number of financial markets and instruments providing essential investment opportunities and portfolio diversification.
- Ø Internet based trading platform providing access to all major markets.

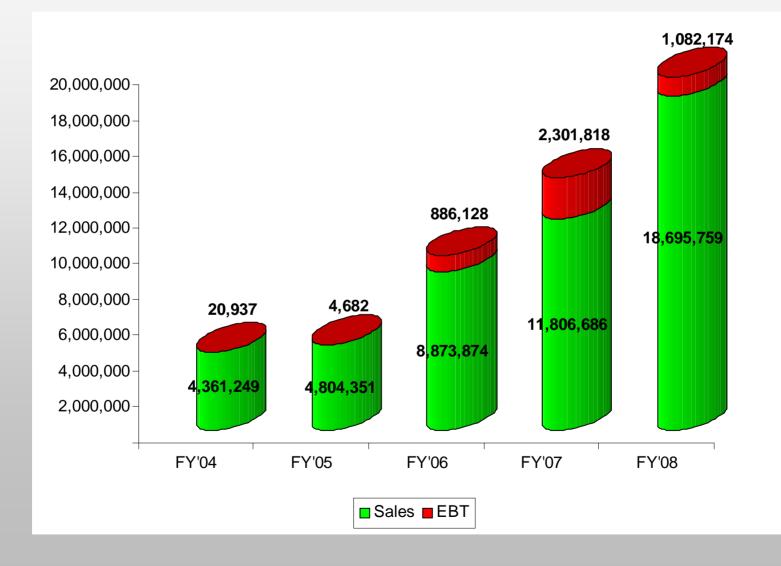


## **Financial results**

(in €mil)	FY'07	FY'08				
P/L key figures						
Turnover	11.81	18.70				
EBIT	2.21	1.52				
Net profits after tax	1.68	0.71				
Balance sheet key figures						
Equity	7.58	8.40				

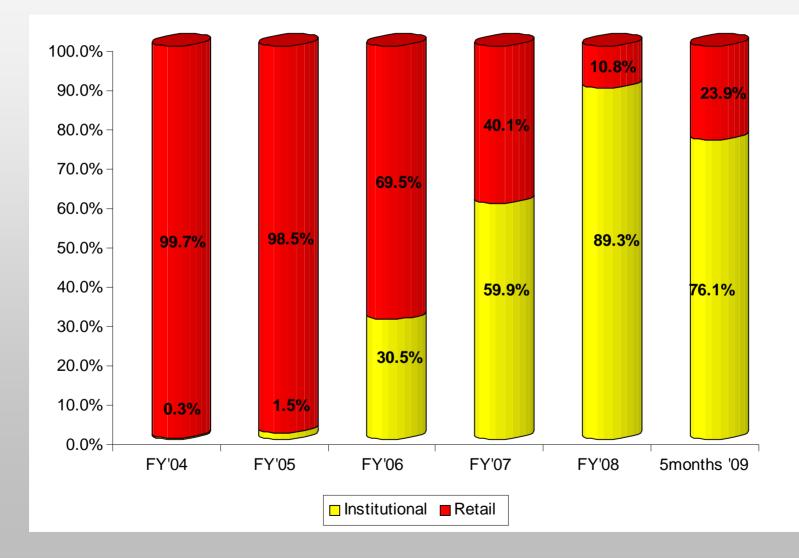


#### **Revenues & Profitability Evolution**



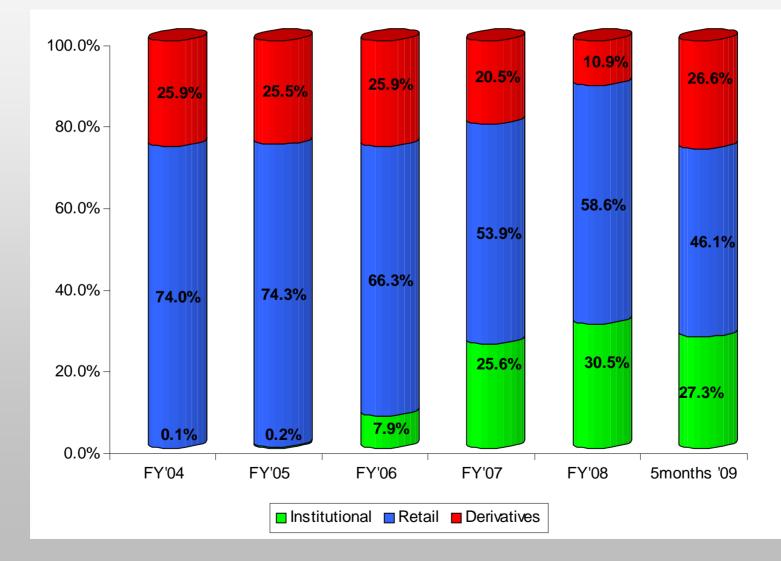


#### **Market Share Breakdown**





#### **Commission Breakdown**





# **Initial Public Offering**

- Ø Understanding the challenging environment in financial markets, Euroxx Securities chose to strengthen its position by raising funds from the ATHEX.
- Ø Its investment program will strengthen its position against competition, diversify its product mix.

#### Ø Brief data regarding Euroxx' IPO

- Shares issued through capital increase: 979,000
- Total number of shares (post the IPO): 9,784,000
- Issuance price: €1.45 per share
- Capital raised: €1.42m



## **Euroxx Graph**



