

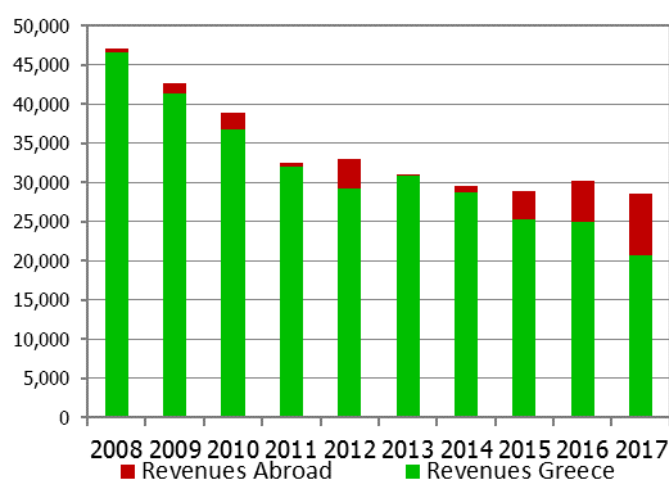


Website: <http://www.intertech.gr>
 Bloomberg code: INTET:GA
 Reuters code: ITTr.AT
 ISIN code: GRS247183007

COMPANY PROFILE

Intertech SA is a Greece-based commercial enterprise that operates mainly as the representative of Panasonic products in Greece. The Company has four main product categories: telecommunication equipment, including mobile, wireless and landline telephony devices; office automation applications, such as copy machines, fax and laser fax machines, and digital televisions; computer peripherals, including multimedia devices, pan boards, monitors, camera networks and printers, and audiovisual devices, such as professional video cameras, video and audio mixers, projectors and plasma displays, switchers, multiplexers and controllers. It also offers after sale technical support and services for its products. The company was founded on April 25, 1988 and is headquartered in Athens, Greece.

Revenue Analysis (in € 000)

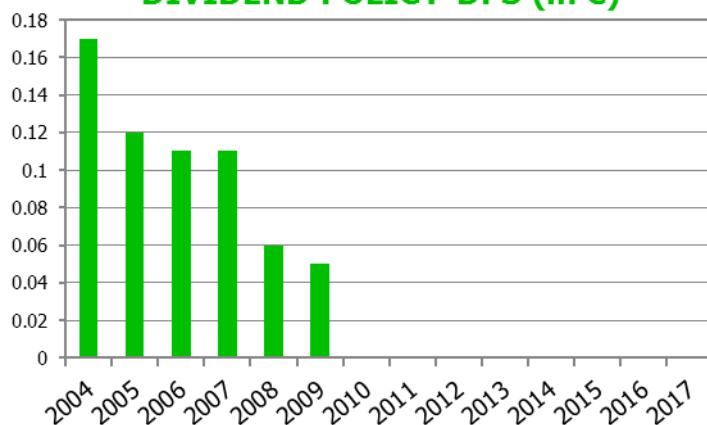


Company's exports amounted to 27.49% of total sales in 2017.

OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2017 - 30/04/2018)

Symbol:	INTET		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (30 April 2018)	4.6		
Shares Outstanding (number): (30 April 2018)	11,233,200		
Average Spread (%):	22.54%		
Market Liquidity (%):	4.381%		
Average Trading volume (no of shares):	2,000.0		
Total Value of transactions (€):	280,916		
Days to trade (1% of outstanding amount):	32.9		
Free Float (30 April 2018):	48.35%		
Turnover Velocity (F.F. Weighted):	16.5%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	105.68%	135.93%	119.56%

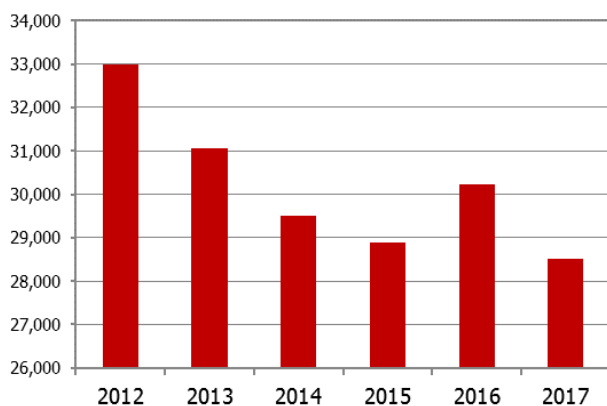
DIVIDEND POLICY-DPS (in €)



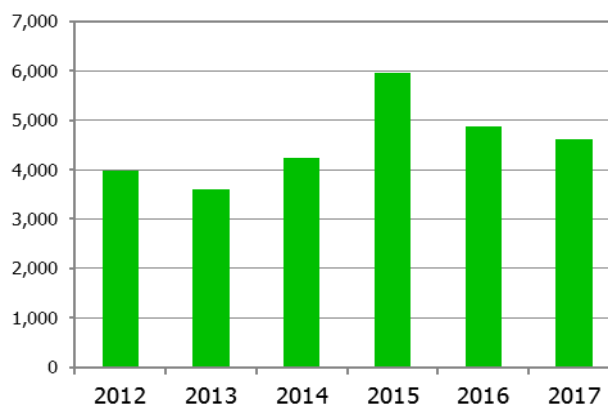
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (company)						
(in € 000)	2012	2013	2014	2015	2016	2017
Sales	33,001	31,059	29,518	28,877	30,230	28,512
Gross profit	3,970	3,596	4,234	5,949	4,881	4,605
EBIT	-2,894	-2,792	-2,238	-94	-1,362	-332
EBITDA	-2,569	-2,373	-1,851	26	-1,163	-94
Earnings before tax	-3,908	-3,583	-3,856	-898	-2,587	-1,186
Earnings after tax	-3,721	-3,327	-3,908	-867	-2,643	-1,143
E.P.S.	-0.266	-0.300	-0.35	-0.0772	-0.2353	-0.1018
Total Equity	16,998	13,694	9,759	13,210	10,556	9,423
ROE	-21.89%	-24.30%	-40.05%	-6.56%	-25.04%	-12.13%

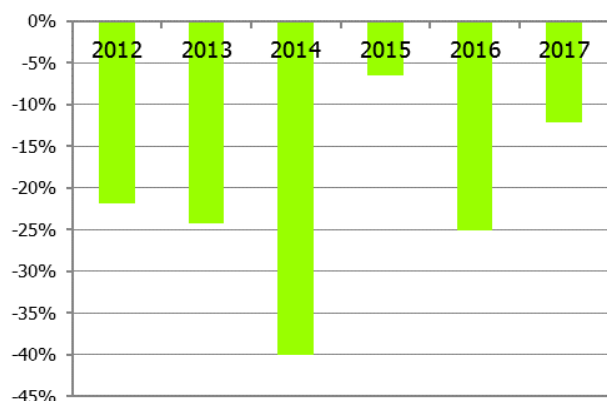
Revenues (in € 000)



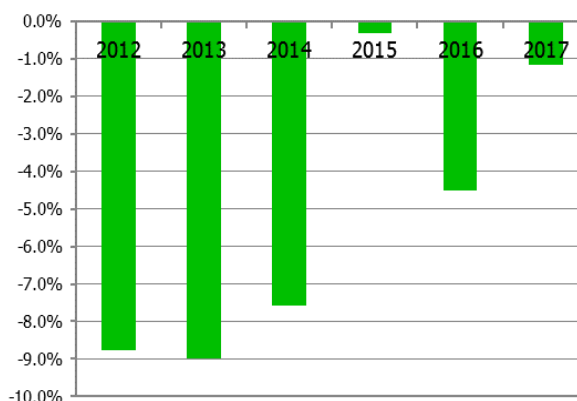
Gross profit (in € 000)



ROE



Operating Margin



MAJOR SHAREHOLDERS (>5%)	
Name	%
AMIRIDIS KONSTANTINOS	7.29%
KONTOMINAS DIMITRIOS	44.36%
Total	51.65%
BOARD OF DIRECTORS	
Name	Qualification
KONTOMINAS P DIMITRIOS	PRESIDENT/NON EXECUTIVE MEMBER
ALEXANDRATOS S DIONYSIOS	VICE PRESIDENT/EXECUTIVE MEMBER
POLITOPOULOS I DIMITRIOS	CEO/EXECUTIVE MEMBER
NINOS N EYAGGELOS	NON EXECUTIVE MEMBER
VASILAKOS K GEORGIOS	INDEPENDENT NON EXECUTIVE MEMBER
KLEIDIS A EMMANOUIL	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Dimitrios P. Kontominas is Non-Executive Chairman of the Board of Intertech SA since December 20, 2007. He previously served as Chairman of the Board since February 14, 2007. He is a graduate of the American University of Beirut. In 1963 he founded in Greece ALICO and later he established the life insurance company INTERAMERICAN SA. In 2001 after the strategic combination of INTERAMERICAN SA with EUREKO, Mr. Kontominas continued serving as Chairman of INTERAMERICAN SA for four more years until his resignation. Mr. Kontominas founded INTERBANK in 1987 and in 1999 he founded Nova Bank (now Millenium Bank) in partnership with BCP Portugal. He has been awarded various prizes and titles, among them the Great Benefactor Title from the Orthodox Patriarchate of Constantinople and the Comedo do Infante dom Henrique from the Republic of Portugal. Mr. Kontominas' Group of companies operates under the holding company DEMKO SA and is active in the Financial, Services, Telecommunications, Entertainment Services and Technology sectors.

Mr. Dionysios Alexandratos is Vice President/executive member of the Board of Intertech SA. He studied Business Administration at Southbank University of London and Ms.Sc Marketing Management at Middlesex University. In 1997 he was Marketing Manager at the company Mobitel SA (S.P Wind-Vodafone), 2001 Product Manager at the insurance company Interamerican SA, completing the ICHOS course (Institute Financial Studies). Since August 2002 he has been employed by Cosmoline SA, from various positions (Director of Sales - General Manager), in which, from February 2010 is President and Managing Director. He served as Chief Executive Officer at Cosmoline Skopje Dooel (FYROM) from October 2007 to December 2012. It performs member of the Board of Directors of DEMKO since 2010.

Mr. Ninos, Evangelos is Non-Executive Director of Intertech SA. He graduated of the Athens University of Economics and Business, in the Department of Business Administration. He worked for the Group of Argirou Textile (Spinach of Attica - Spores of Preveza etc.) for 21 years, where he gained great experience in Economics and Management. He later worked as Chief Financial Officer at the "Platis" Catering Club and today is Finance Director of DEMKO SA.

Mr. Dimitrios Ioannis Politopoulos is Managing Director and Executive Director of Intertech SA since January 14, 2011. He has 25 years of experience in the telecommunications sector. He started his career at Toshiba (today Intel Group) in 1984 as Sales and Marketing Manager and in 1990 he was appointed Managing Director. In 1995 he established the operations of Motorola in the sector of mobile telephony in Greece and he served as Managing Director and Vice Chairman of the Motorola branch in Greece and as General Manager of Motorola for Central Europe and the Balkans. In the summer of 2008 he was appointed Managing Director of Cosmoline Telecommunications SA.

Mr. Vasilakos, Georgios is Independent Non-Executive Director of Intertech SA. He studied Economics University of Athens (ASOEE) - Department of Business Administration, from which he graduated 1986. He gained professional experience in the business HELLENIC LINES LTD, P.M.NOMIKOS LTD, AEGEUS SHIPPING LTD, INTERSOFT SA and INTERTECH SA (the Company itself) in which he has been Chief Financial Officer for many years.

Mr. Kleidis, Emmanouil is Independent Non-Executive Director of Intertech SA. He studied at the Department of Business Administration of the High School Economic and Commercial Sciences (ASOEE). He worked from 1972 to 1979 in the company ATLANTIC ASSOCIATION AEGA and later "passed" gradually in the Automotive, Transport and Crew Sectors Ships. After leaving the insurance business he worked in the industry until 1983, when he founded the "MICHAÑOLOGISTIKI EPE" which in 2000 turned into E.KLEIDIS.PITTAS OE.

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