



Website: <http://www.druckfarben.gr>

Bloomberg code: DROUK:GA

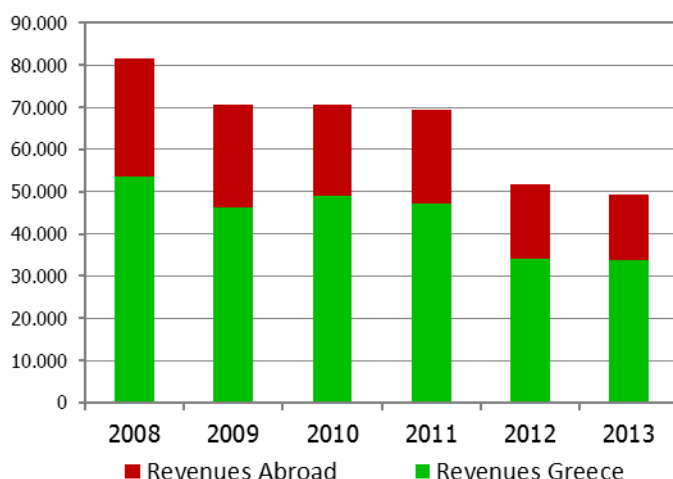
Reuters code: DRUr.AT

ISIN code: GRS308003003

COMPANY PROFILE

Manufacture of, and trade in, architectural paints, printing inks and related chemical and printing materials.

REVENUES ANALYSIS (in € 000)

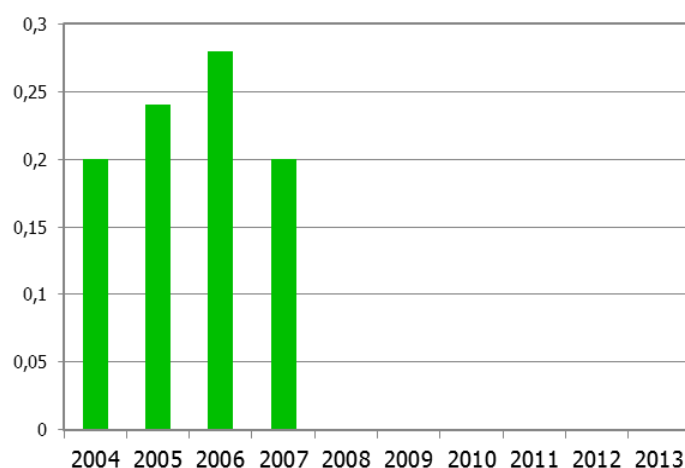


KEY INVESTMENT HIGHLIGHTS

- Company vision is the strengthening in the ink market
- Gain leading position in the coatings market in Greece and SE Europe and make KRAFT a major brand in the region
- Strategy for Ink Sector is to penetrate New Markets
- Introduction of high specification ink series
- Constant capital expenditure
- Strategy for Paint Sector is to increase market share through new the production plants in Greece and Romania
- Introduction of innovative products
- Exploitation of existing network in SE Europe
- Exploitation of Nova Club know how

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2013 - 31/03/2014)

Symbol:	DROUK		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2014)	4,4		
Shares Outstanding (number): (31 March 2014)	3.873.120		
Average Spread (%):	21,81%		
Market Liquidity (%):	1,087%		
Average Trading volume (no of shares):	635		
Total Value of transactions (€):	212.665		
Days to trade (1% of outstanding amount):	66,2		
Free Float (31 March 2014):	26,97%		
Turnover Velocity (F.F. Weighted):	14,8%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	29,77%	81,84%	75,35%

DIVIDEND POLICY – DPS (in €)**GROUP STRUCTURE****DRUCKFARBEN HELLAS A.E.B.E.**

DF CYPRUS LTD	100%
DF ROMANIA SRL (indirect)	100%
D.F.H. BULGARIA EOOD (indirect)	100%
DF DOO BELGRADE (indirect)	100%
DRUCKFARBEN NIGERIA LIMITED (indirect)	50%
SPOTCLIFF TRADING LIMITED (indirect)	100%
DF HOLDING NV (indirect)	100%
SUN CHEMICAL DELTA BV (indirect)	49%
SUN CHEMICAL PUPLICATION HELLAS S.A. (indirect)	49%
SUN CHEMICAL PUPLICATION BULGARIA EAD (indirect)	49%
SUN CHEMICAL PUPLICATION ROMANIA S.R.L (indirect)	49%
SUN CHEMICAL PUPLICATIONS SERBIA d.o.o. (indirect)	49%
SUN CHEMICAL d.o.o. (indirect)	49%

RECENT DEALS

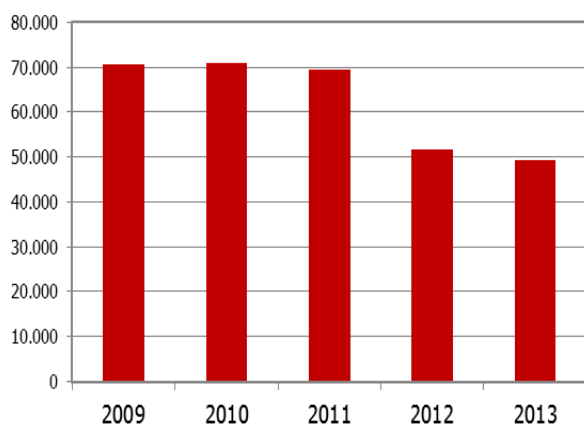
- 30-08-2012: Absorption of subsidiary company
- 06-03-2012: Joint venture with Sun Chemical
- 23-03-2011: Joint Venture with AG Leventis in Nigeria

COMPANY'S PERFORMANCE

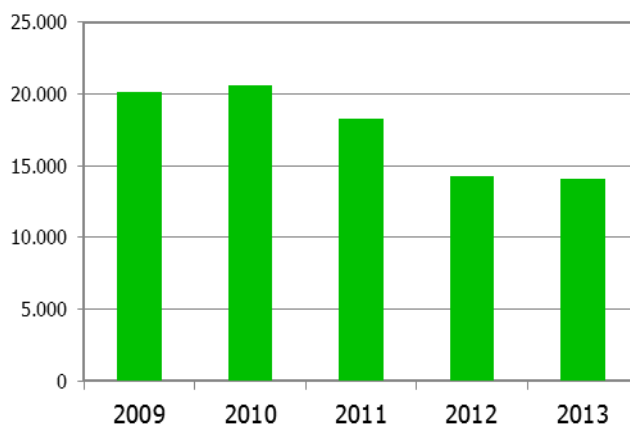
FINANCIAL OVERVIEW (consolidated)

(in € 000)	2009	2010	2011	2012	2013
Sales	70.687	70.774	69.515	51.654	49.170
Gross profit	20.180	20.642	18.290	14.261	14.081
EBIT	2.330	2.019	875	111	1.073
EBITDA	5.285	5.534	3.855	2.683	3.490
Earnings before tax	-731	-807	-2.225	552	-2.016
Earnings after tax	-158	-1.283	-2.618	719	-1.914
E.P.S.	-0,008	-0,083	-0,169	-0,458	-0,49
Total Equity	25.508	23.915	21.253	21.873	19.835
ROE	-0,62%	-5,37%	-12,32%	3,29%	-9,65%

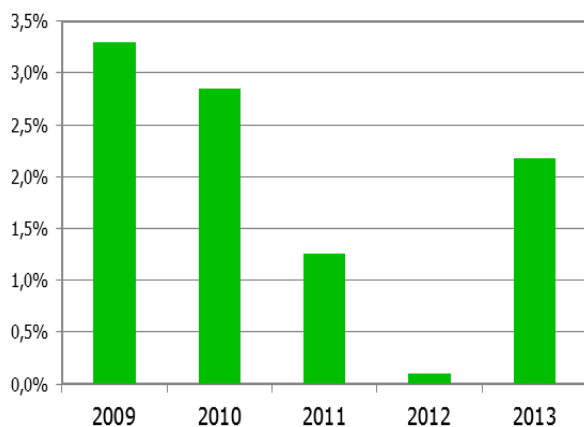
Revenues (in € 000)



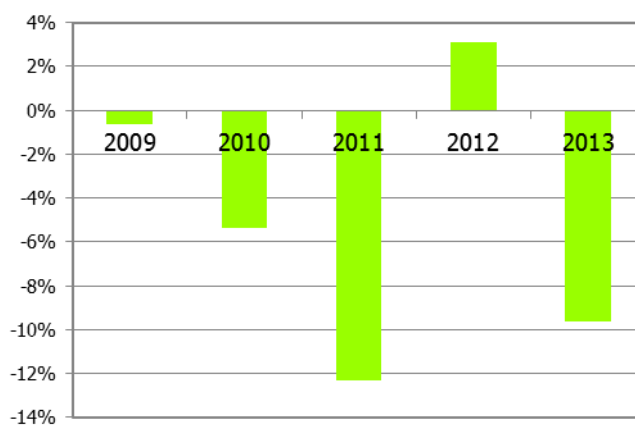
Gross profit (in € 000)



Operating Margin



ROE



MAJOR SHAREHOLDERS (>5%)

Name	%
GEORGE KARAVAILIS	73,03%
Total	73,03%

BOARD OF DIRECTORS

Name	Qualification
GEORGE CARAVASILIS	PRESIDENT/CEO/EXECUTIVE MEMBER
ELISSABETH NIKOLAOU	VICE PRESIDENT/EXECUTIVE MEMBER
DIMOFON TSAGARIS	EXECUTIVE MEMBER
LEONIDAS MARAVELIS	EXECUTIVE MEMBER
GEORGE DOPOULOS	INDEPENDENT NON-EXECUTIVE MEMBER
PERIKLIS ARGYROS	INDEPENDENT NON-EXECUTIVE MEMBER
THEODOROS PAPAPETROPOULOS	INDEPENDENT NON-EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Georgios Dimitrios Karavasilis is Executive President of the Board of Directors and CEO of Druckfarben Hellas SA. He joined the Company in 1982 and has years of experience in the particular sector. He holds a degree in Chemistry from New York University.

Ms. Elisabeth Dimitrios Nikolaou is Executive Vice President of the Board of Directors and Purchasing Manager of Druckfarben Hellas SA. She has been working at the Company since 1991 and has several years of experience in Supply Management. She has completed studies in Computer Programming and Analysis.

Mr. Dimitrios Choundris is Financial Manager of Druckfarben Hellas SA since January 27, 2011. He previously served as Financial Manager and Executive Director of the Company. He worked as Certified Auditor for seven years. He joined the Company in 1996. He holds a Business Administration degree from the Athens University of Economics and Business. He joined the Company in 1996.

Mr. Leonidas Georgios Maravelis is Executive Director of Druckfarben Hellas SA. He is a graduate of the Law School of the University of Athens and holds a postgraduate degree from the Civil Law Department from the same university. He has years of experience in commercial law. He joined the Company in 1994 as Legal Advisor.

Mr. Dimofon Georgios Tsangaris is Executive Director and Supply Chain Manager of Druckfarben Hellas SA since January 27, 2011. He previously served as Supply Chain Manager. He studied Computers and Logistics. He has been working at the Company since 1991.

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