

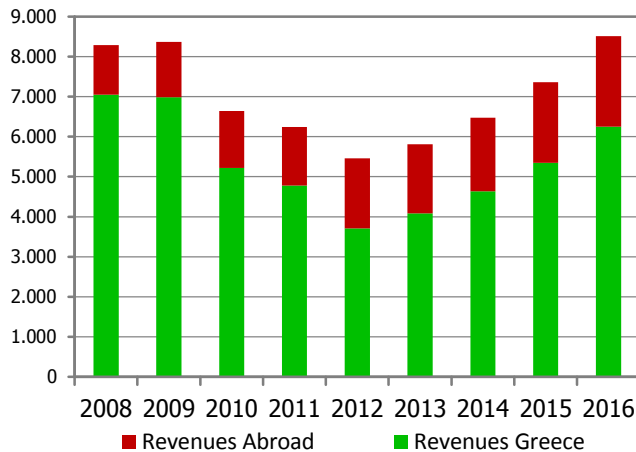


Website: <http://www.domaine-lazaridi.gr>
 Bloomberg code: KTILA:GA
 Reuters code: LAZr.AT
 ISIN code: GRS354003006

COMPANY PROFILE

Ktima Kosta Lazaridi SA was established in Drama, Northern Greece in 1992. Today the company product portfolio includes, a wide selection of wines (Amethystos, Chateau Julia, Oenotria Land), grape spirits and balsamic vinegars. The company owns 200 hectares of vineyards a 15.000 sq.m. winery with the most modern equipment, and co-operates with world known consultants such as Michel Roland. The products are exported to Germany, the United States, Canada, China, Australia, France, Switzerland, Denmark, Sweden and several other countries. In Kapandriti Attica, the company owns "Oenotria Gi Costa Lazaridi" a building complex of 10,500 sq.m. consisting of a winery, a wine museum, ageing cellars as well as halls and outdoor areas which can host any professional or social function up to 1800 people. Ktima Kosta Lazaridi SA is certified with ISO 9001 and HACCP for health and safety in the food sector.

REVENUE ANALYSIS (in € 000)

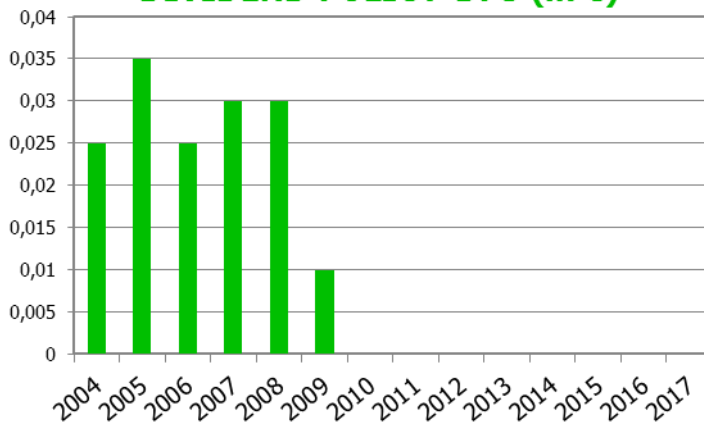


Company's exports account 26.52 % of total sales in 2016.

OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2016 - 30/04/2017)

| | | | |
|----------------------------------------------|----------------|----------------|----------------|
| Symbol: | KTILA | | |
| Athex Market: | MAIN MARKET | | |
| Market Cap (Mil. €): (28 April 2017) | 5,7 | | |
| Shares Outstanding (number): (28 April 2017) | 15.804.800 | | |
| Average Spread (%): | 27,42% | | |
| Market Liquidity (%): | 0,694% | | |
| Average Trading volume (no of shares): | 2.149,4 | | |
| Total Value of transactions (€): | 173.833 | | |
| Days to trade (1% of outstanding amount): | 72,8 | | |
| Free Float (28 April 2017): | 20,42% | | |
| Turnover Velocity (F.F. Weighted): | 2,9% | | |
| Historic Volatility (annualised %) | 30 days | 60 days | 90 days |
| | 96,45% | 163,34% | 162,65% |

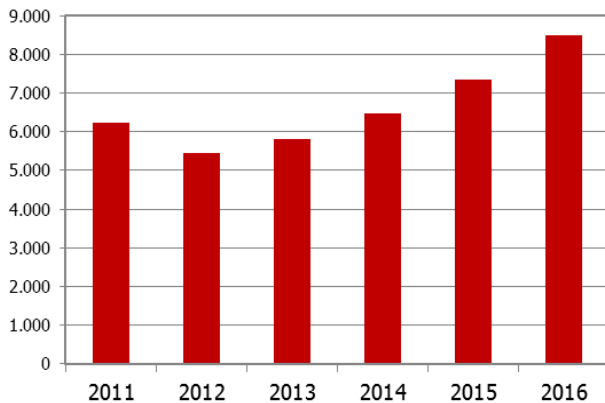
DIVIDEND POLICY-DPS (in €)



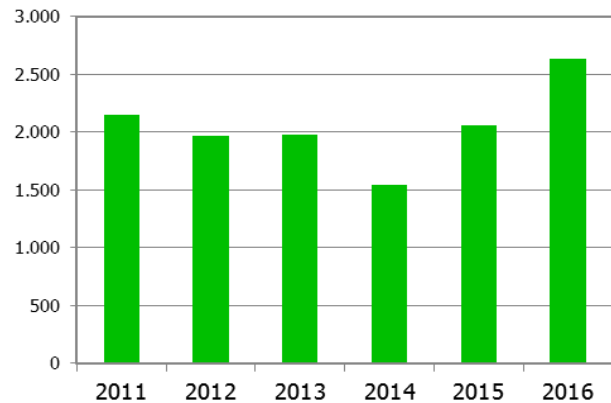
COMPANY'S PERFORMANCE

| FINANCIAL OVERVIEW (company) | | | | | | |
|------------------------------|--------|--------|--------|--------|---------|---------|
| (in € 000) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
| Sales | 6.240 | 5.460 | 5.807 | 6.475 | 7.361 | 8.507 |
| Gross profit | 2.151 | 1.970 | 1.976 | 1.545 | 2.059 | 2.636 |
| EBIT | 23 | -348 | -297 | -99 | 234 | 577 |
| EBITDA | 1.028 | 582 | 272 | 526 | 1.058 | 1.419 |
| Earnings before tax | -775 | -1.138 | -1.103 | -943 | -1.053 | -3 |
| Earnings after tax | -671 | -925 | -944 | -1.722 | -1.190 | -148 |
| E.P.S. | -0,042 | -0,06 | -0,060 | -0,11 | -0,0753 | -0,0093 |
| Total Equity | 26.953 | 26.013 | 25.070 | 23.353 | 22.167 | 22.023 |
| ROE | -2,49% | -3,56% | -3,77% | -7,37% | -5,37% | -0,67% |

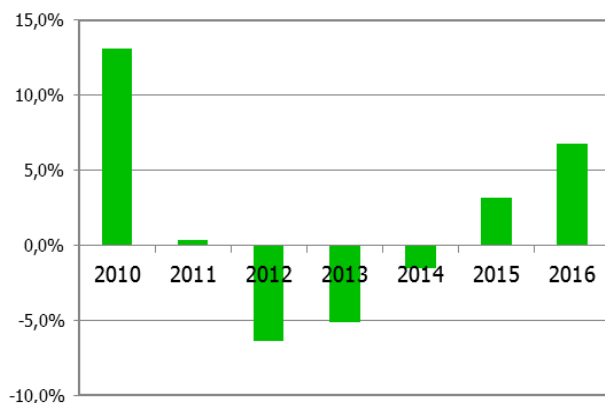
Revenues (in € 000)



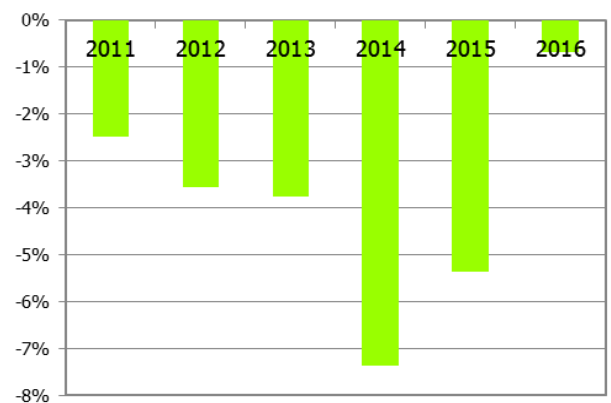
Gross profit (in € 000)



Operating Margin



ROE



| MAJOR SHAREHOLDERS (>5%) | |
|------------------------------------|---------------|
| Name | % |
| LAZARIDIS KONSTANTINOS | 37,60% |
| LAZARIDIS GERASIMOS | 16,83% |
| LAZARIDIS GIORGOS | 10,51% |
| LAZARIDI IOULIA | 14,64% |
| Total | 79,58% |

| BOARD OF DIRECTORS | |
|---------------------------|-------------------------------------|
| Name | Qualification |
| LAZARIDI IOULIA | PRESIDENT/CEO/EXECUTIVE MEMBER |
| ZACHARIS GEORGIOS | VICE PRESIDENT/CEO/EXECUTIVE MEMBER |
| OXYZIDIS IOANNIS | EXECUTIVE MEMBER |
| LAZARIDIS GERASIMOS | EXECUTIVE MEMBER |
| GIALIDIS DIMITRIOS | NON EXECUTIVE MEMBER |
| PAPPAS ATHANASIOS | NON EXECUTIVE MEMBER |
| NTINAKIS PETROS | INDEPENDENT NON EXECUTIVE MEMBER |

MANAGEMENT TEAM PROFILE

Ms. Ioulia Lazaridi is Chairman of the Board of Directors and Managing Director of Ktima Kostas Lazaridis SA. Ms. Lazaridi holds a degree in French Literature from Aristotle University of Thessaloniki. She also deals with the public relations of the Company.

Mr. Georgios Zacharis is Vice Chairman of the Board of Directors, Commercial Manager and Executive Director of Ktima Kostas Lazaridis SA. He is co-founder of the Company. In the past, he has worked for Marmara Dramas SA. He holds a degree in Economics from Aristotle University of Thessaloniki and has also studied Computer Sciences.

Mr. Ioannis Oxyzidis is Executive Director and Production Manager of Ktima Kostas Lazaridis SA. He holds a degree in Chemical Engineering from the Aristotle University of Thessaloniki and has a Masters from Universite de Bordeaux. He joined the Company in 2001.

Mr. Gerasimos Lazaridis was appointed Executive Director of Ktima Kostas Lazaridis SA on November 15, 2011. He joined the Company in 2007. He holds a degree in Management Science & Technology from the Athens University of Economics and Business.

Mr. Dimitrios Gialidis was appointed Non – Executive Director of Ktima Kostas Lazaridis SA on February 9, 2015.

Mr. Petros Ntinakis was appointed Non-Executive Independent Director of Ktima Kostas Lazaridis SA on June 4, 2010.

Mr. Athanasios Pappas was appointed Non – Executive Director of Ktima Kostas Lazaridis SA on December 1, 2016.

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