

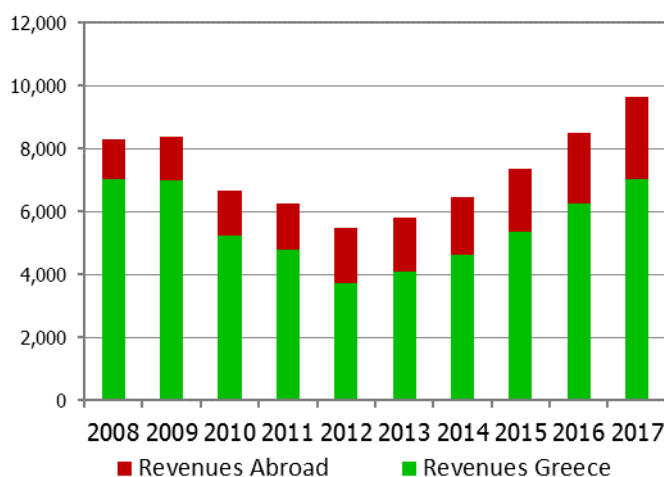


Website: <http://www.domaine-lazaridi.gr>
 Bloomberg code: KTLA:GA
 Reuters code: LAZr.AT
 ISIN code: GRS354003006

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)

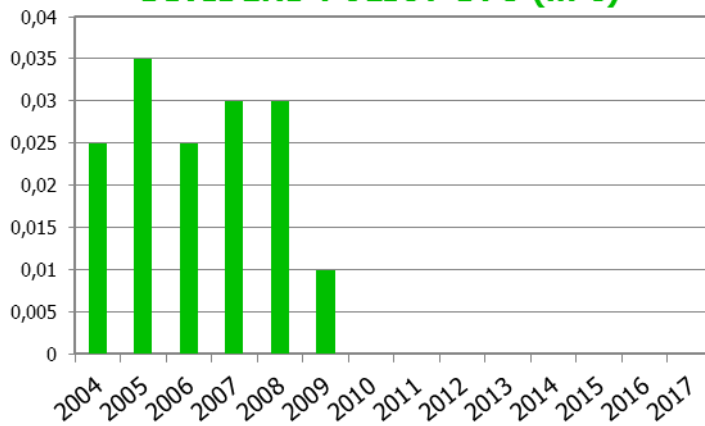


Company's exports account 27.21 % of total sales in 2017.

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

Symbol:	KTLA		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (30 April 2018)	13.1		
Shares Outstanding (number): (30 April 2018)	18,017,472		
Average Spread (%):	12.97%		
Market Liquidity (%):	0.350%		
Average Trading volume (no of shares):	0.0		
Total Value of transactions (€):	148,617		
Days to trade (1% of outstanding amount):	145.8		
Free Float (30 April 2018):	20.42%		
Turnover Velocity (F.F. Weighted):	9.8%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	57.27%	51.94%	49.98%

DIVIDEND POLICY-DPS (in €)

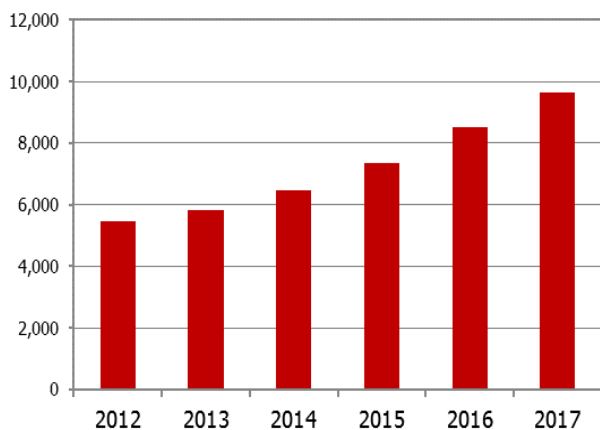


COMPANY'S PERFORMANCE

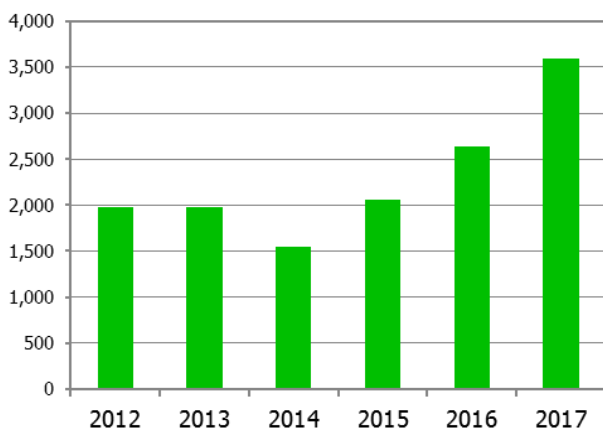
FINANCIAL OVERVIEW (company)

(in € 000)	2012	2013	2014	2015	2016	2017
Sales	5,460	5,807	6,475	7,361	8,507	9,647
Gross profit	1,970	1,976	1,545	2,059	2,636	3,596
EBIT	-348	-297	-99	234	577	791
EBITDA	582	272	526	1,058	1,419	1,612
Earnings before tax	-1,138	-1,103	-943	-1,053	-3	285
Earnings after tax	-925	-944	-1,722	-1,190	-148	375
E.P.S.	-0.06	-0.060	-0.11	-0.0753	-0.0093	0.0237
Total Equity	26,013	25,070	23,353	22,167	22,023	22,341
ROE	-3.56%	-3.77%	-7.37%	-5.37%	-0.67%	1.68%

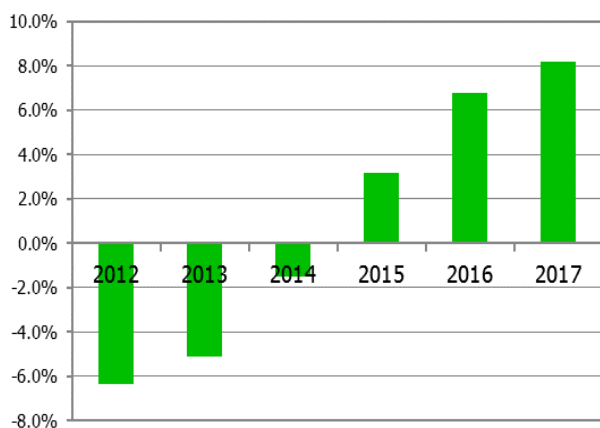
Revenues (in € 000)



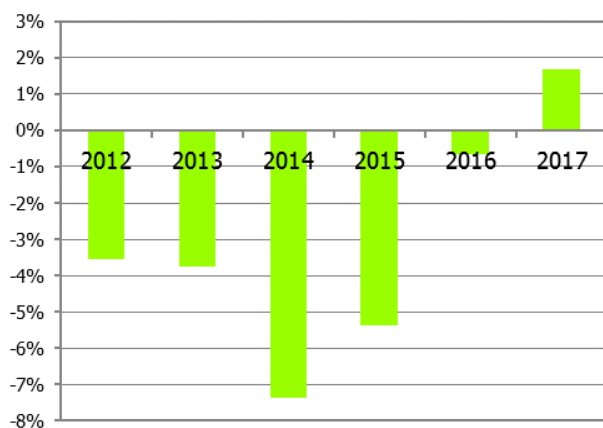
Gross profit (in € 000)



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
LAZARIDIS GERASIMOS	SECOND VICE CHAIRMAN/EXECUTIVE MEMBER
OXYZIDIS IOANNIS	EXECUTIVE MEMBER
GIALIDIS DIMITRIOS	NON EXECUTIVE MEMBER
PAPPAS ATHANASIOS	INDEPENDENT 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 1st 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. Gerasimos Lazaridis is 2nd Vice Chairman of the Board of Directors of Ktima Kostas Lazaridis SA. He joined the Company in 2007. He holds a degree in Management Science & Technology from the Athens University of Economics and Business.

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. 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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