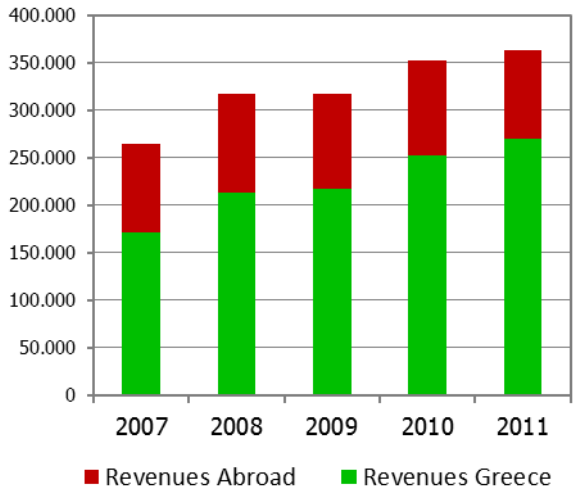
Website:	http://www.elgeka.gr
Bloomberg code:	ELGEK:GA
Reuters code:	ELGr.AT
ISIN code:	GRS329503007

COMPANY PROFILE

ELGEKA SA is a Greece-based commercial company with activities in the field of trading and distribution of consumer products (Fast Moving Consumer Goods), since 1974. The Company constitutes an integral link of the food supply chain, providing its partners, suppliers and customers with services of high added value within the frame of its trading activities and particularly as regards the following sectors: Sales/ Account Management, Marketing, Trade Marketing /Category Management and Logistics. ELGEKA's brand portfolio includes products internationally known, such as: FERRERO, ANDROS, SUNSWEET, UNITED BISCUITS (McVities), PROCTER & GAMBLE (Pringles), CRAFT, STORCK (Werthers), DANONE, but also brands of Greek origin. The Company has 17 subsidiary companies through which it expands its operations in Cyprus, Romania, Bulgaria and Moldova and is activated in the sectors of:

- third party logistics (3PL)
- production of products with vegetable fat (cheese substitutes) as well as processed cheese
- representation, distribution and marketing of food and other consumer products
- pharmaceutical and parapharmaceutical sector
- port services at Piraeus port associated with loading, unloading and handling of containers as well as their transportation
- development of private label products for third-party customers
- real estate

REVENUES ANALYSIS (in € 000)



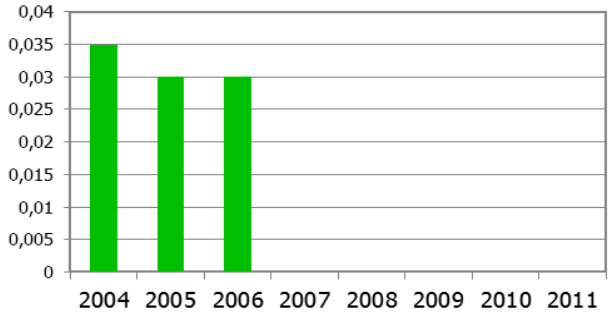
OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			ELGEK
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			14
Shares Outstanding (Mil. €): (22 Nov. 2012)			32
Average Spread (%):			12,34%
Market Liquidity (%):			1,080%
Trading volume (no of shares):			1.220.969
Value of transactions (€):			378.517
Days to trade (1% of outstanding amount):			63,6
Turnover Velocity (Weighted):			14,2%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	100,53%	95,11%	88,26%

GROUP STRUCTURE

Mother Company's name: **ELGEKA SA**

Subsidiaries	
DIAKINISIS SA	99,99%
VITA PI SA	99,92%
MEDIHELM PHARMACEUTICAL SA	98,83%
SAMBROOK PHARMACEUTICAL SA	95,87%
VIOTROS SA	80,00%
GSBG SA	70,00%
ELGEKA (CYPRUS) LTD	100,00%
ELGEKA FERFELIS ROMANIA SA	50,02%
ELGEKA FERFELIS BULGARIA LTD	37,52%
ELGEKA FERFELIS SRL	50,02%
GATEDOOR HOLDINGS LTD	50,00%
SC GATEDOOR HOLDINGS COM SRL	50,01%
GREC-ROM BUSINESS GROUP SRL	25,00%
CERA VILLA DESIGN SRL	35,01%
DIAKINISIS PORT (CY) LTD	50,01%
DIAKINISIS PORT & SIA EE	49,51%
PCDS SA	25,01%

DIVIDEND POLICY-dps (in €)



CURRENT PROJECTS

PCDC: On July 2011, the subsidiary, by 50,01% percentage, company DIAKINISIS PORT (CY) LIMITED, participated in the formation of a new company under the name PIRAEUS CONSOLIDATION AND DISTRIBUTION CENTER SA with distinctive title PCDC SA. The formation of the aforementioned company derives as a consequence of the Memorandum of Cooperation which was signed between ELGEKA Group and Cosco Pacific Limited on October 2010, with the presence of the Prime Ministers of Greece and China. The company DIAKINISIS PORT (CY) LIMITED participates with 50% in the share capital of the newly created company "PCDC S.A.", while the remaining 50% will be owned by the company COSCO PORTS (GREECE) S.a.r.l. The sole purpose of the new company is the construction, development and operation of a CONSOLIDATION AND DISTRIBUTION CENTER on the premises of the NEW CONTAINER TERMINAL of Piraeus Port, through which it will provide handling services for incoming and intended for export goods, as well as for incoming and intended for the Greek domestic market containers, and, in general, services related to emptying, filling, storage and handling of containers and goods contained within them.

GSBG: On October 2011, ELGEKA SA participated in the formation of a new limited company under the name GLOBAL SYNERGY BUYING GROUP SA TRADE-DISTRIBUTIONS-REPRESENTATIONS with a distinctive title GSBG SA. ELGEKA SA participates with 70% in the share capital of the newly established company. The establishment of the above company is part of the Group's activities in the area of development of private label products («private label») for third-party customers, while in the objectives of this activity is included, inter alia, the internationalization of quality Greek products, through its trading in foreign markets.

RECENT DEALS

- ELGEKA has concluded a significant agreement with the Swiss company «PROCTER AND GAMBLE INTERNATIONAL OPERATIONS S.A.» regarding the sale and distribution of products Pringles (chips) in all channels of the Greek market. The duration of contract is 18 months with effect from February 1, 2012 and ending on July 31, 2013.
- ELGEKA has concluded an important agreement with the company DANONE S.A. regarding the following activities:

a) Rendering of ordering, merchandising and distribution services for the portfolio of products that DANONE S.A. sells in the Greek market in all stores of large chains except the region of Attica. The work will be done "at the behest and on behalf" of DANONE S.A.,

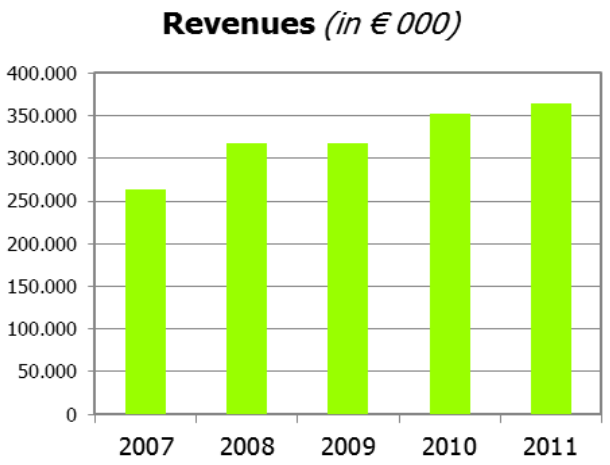
b) Undertaking by ELGEKA of all commercial activity (sale and distribution) throughout the purchasing groups and independent medium and small retail outlets.

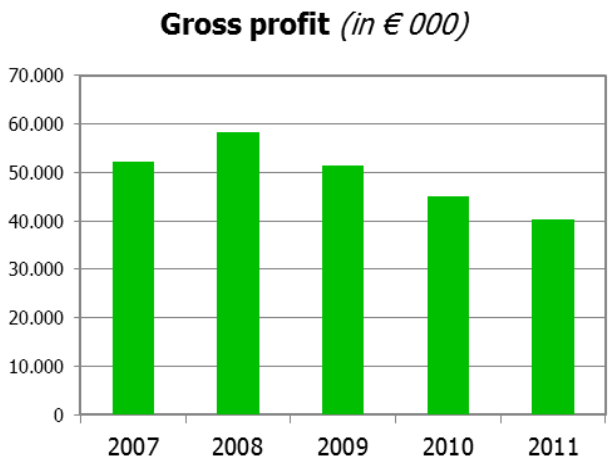
The contract is two years with effect from 01 November 2011 and expiring on December 31, 2013. The estimated annual contribution to the total turnover of ELGEKA and Group will be 5 million euro.

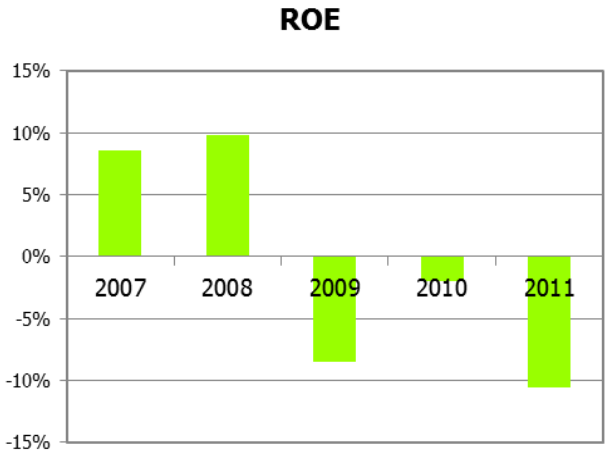
- DIAKINISIS PORT AND CO E.E.", which is controlled by ELGEKA Group, signed a contract regarding the extension of cooperation duration with the company "PIRAEUS CONTAINER TERMINAL S.A." up on January 1, 2017. It is reminded that the initial 2-year cooperation agreement with the company "PIRAEUS CONTAINER TERMINAL S.A." was signed on April 27, 2010 for the provision of services that relate to loading, unloading and handling of containers as well as other services at the Pier II of the New Container Terminal of the Port of Piraeus.

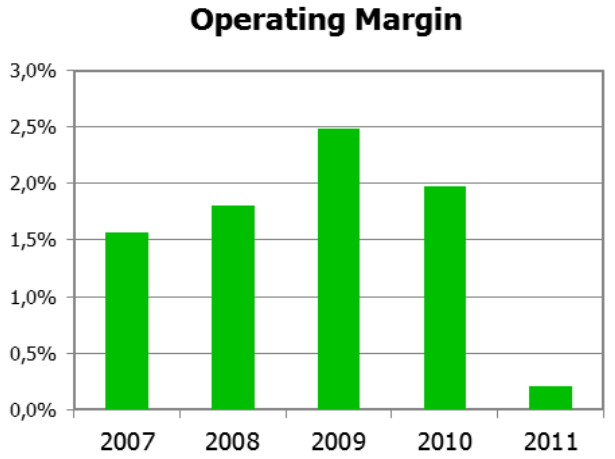
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)			
(in € 000)	**2009**	**2010**	**2011**
Sales	317.620	352.720	363.804
Gross profit	51.509	45.009	40.310
EBIT	7.899	6.981	756
EBITDA	13.795	12.813	6.850
Earnings before tax	-7.169	-416	-6.655
Earnings after tax	-6.671	-1.486	-7.075
Earnings per share	-0,09	-0,04	-0,27
Total equity	78.359	73.868	66.702
ROE	-8,51%	-2,01%	-10,61%









MAJOR SHAREHOLDERS (>5%)	
Name	**%**
KATSIOTIS ALEXANDER	33,20%
KATSIOTI – DRAKOPOULOU ELLI	32,79%
KATSIOTI ELENI	5,76%
Total	**71,75%**

BOARD OF DIRECTORS	
Name	**Qualification**
KATSIOTIS ALEXANDER	PRESIDENT/CEO/EXECUTIVE MEMBER
KATSIOTI - DRAKOPOULOU ELLI	VICE PRESIDENT/EXECUTIVE MEMBER
MISAILIDIS ANTHIMOS	EXECUTIVE MEMBER
FANDRIDIS MICHAEL	NON EXECUTIVE MEMBER
STEPHANOU STYLIANOS	INDEPENDENT NON EXECUTIVE MEMBER
SACHANIDIS KYRIAKOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

KATSIOTIS ALEXANDER: Mr. Alexandros Georgios Katsiotis has served as Chairman of the Board of Directors and Managing Director of Elgeka SA Trade Distributions Representations Industry since 1988. He is a graduate of Economics from the University of Macedonia. He joined the Company in 1979.

KATSIOTI - DRAKOPOULOU ELLI: Ms. Elli Georgios Katsioti-Drakopoulou is Executive Vice Chairman of the Board of Elgeka SA Trade Distributions Representations Industry. She joined the Company in 1981. She studied at the College of Distributive Trade of London (University of the Arts, London), United Kingdom and she obtained a Diploma in Marketing.

MISAILIDIS ANTHIMOS: Mr. Anthimos Vasileios Misailidis is Group Chief Financial Officer, Executive Director, Investor Relations Officer at Elgeka SA Trade Distributions Representations Industry since September 7, 2011. Previously he was appointed Chief Financial Officer, Executive Director, Director of Investor Relations on May 31, 2010 and before that he served as Chief Financial Officer and Director of Investor Relations since December 5, 2008. He is a graduate of Business Administration from the University of Macedonia and holds an MBA with specialisation in finance from the University of Delaware, Newark, United States. He previously held positions in multinational consulting company ACCENTURE in Philadelphia, where he took part in projects with corporations operating worldwide such as Volkswagen Group and DuPont Company. He joined ELGEKA GROUP in October 2001and he worked in the positions of Financial Planning Manager and Deputy Chief Financial Officer of subsidiary company ELGEKA FERFELIS ROMANIA SA in Romania.

FANDRIDIS MICHAEL: Mr. Michail Emmanouil Fandridis is Non-Executive Director of Elgeka SA Trade Distributions Representations Industry. He is a graduate of Economics from Athens University of Economics and Business. He started his career in PROCTER & GAMBLE, where he held several positions. For over two decades, to March 2002, he held the position of Commercial Director of PROCTER & GAMBLE Greece. He served as Secretary General of the Federation of Branded Products and he is also Chairman of ECR Hellas. In April 2002 he established a business consulting firm, EXCEED CONSULTING SA.

STEPHANOU STYLIANOS: Mr. Stylianos Markos Stefanou was appointed Non-Executive Independent Director of Elgeka SA Trade Distributions Representations Industry in 2006. He holds a B.Sc. Honors degree in Accounting & Finance from the London School of Economics (University of London), United Kingdom and is Member of the Institute Chartered Accountants in England & Wales. He began his career as Senior Audit Manager at KPMG in London. Afterwards, he served as Financial Manager and later, as Managing Director at METAXA - IDV. Currently, he is the main shareholder and Managing Director of Optimal Supply Chain SA and the Master Franchisee of Haagen-Dazs in Cyprus.

SACHANIDIS KYRIAKOS: Mr. Kyriakos Sokratis Sachanidis is Non-Executive Independent Director of Elgeka SA Trade Distributions Representations Industry since 2004. He is a graduate of Business Administration from the University of Macedonia. Mr. Sachanidis established and maintains a business consulting company, EUROCONSULT Ltd. He has served as Managing Director at Suppliers Cooperative Union; as a Board Member at a petroleum company, the Hellenic Organization of Small and Medium-Sized Enterprises, and Handicraft SA; as an Executive Managing Director at Hellenic Arms Industry, and as President of the Auditors' Council for Football and Basketball Companies.

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