Website:	http://www.iktinos.gr
Bloomberg code:	IKTIN:GA
Reuters code:	IKTr.AT
ISIN code:	GRS372003004

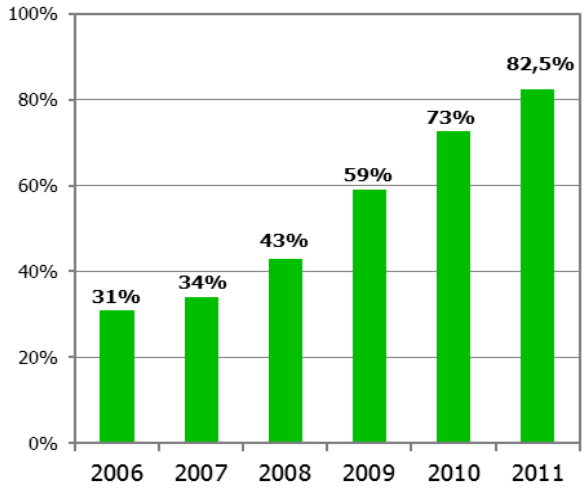
COMPANY PROFILE

Mining of marble and granite.
Iktinos Hellas which is listed in ASE since 2000, was founded in 1974 by the Architect Mr. Evaggelos Chaidas whose main activity is extracting marble blocks, cutting, processing, and applications in architecture and sculpture, mostly for the exports. Iktinos Hellas excavates from four quarries in northern Greece, processes and exports the famous and highest quality marbles, Thassos, Volakas, Nestos and the unique marble "Golden Spider" from Mountain Pangeo, which has been registered as a brand name. Iktinos Hellas has offices in Athens and Drama, two cutting and processing factories in Athens, warehouses and showrooms and complete sales network. The turnover for 2011 amounted to € 27.4 million, the exports amounted to € 22.6 million and increased from 31% of turnover in 2006 to 82.5% in 2011.
Iktinos Hellas has the following subsidiaries companies:
–In the Marble Sector, is activated via the subsidiary company Feidias Hellas SA (90%).
-In the Wind Energy Sector is activated via the subsidiary company IDEH S.A. (100%). IDEH S.A. has constructed and operates a wind farm of 19,8MW and has already under construction another one of 8MW. Also, it has set up four other companies in order to operate respectively the wind farms. These wind farms are in the process of licensing. The total capacity of the new wind farms are 61,8MW.
-In the Real Estate Sector, is activated via the company Latirus Enterprises ltd (20.34%). It is a tourist and residential development of 2.800 acres in coastal area of Faneromenis Bay in Crete, comprising of a hotel, a spa, a conference center, a golf course, a leisure craft marina and two residential areas.

Finally in the Agricultural Sector, is activated since 2012, in trading and exporting Greek agricultural products of high quality, with emphasis on the marketing of olive oil and wines.

REVENUES ANALYSIS (in € 000)

Company's Exports % of turnover



Products / services that are exported.

- Blocks of marbles
- Semi-processed marbles in slabs
- Processed marbles in standard dimensions - tiles
- Marbles in special dimensions
- Marbles with special artistic processing
- Artificial marbles and decorative stones

Company's exports 82.5% of its turnover and amounted to € 22.6 million. Company exports all over the world and more specifically:

Main countries		Other countries 6.5%	
China	70%	France	Poland
Saudi Arabia	10%	Germany	Armenia
UAE	3%	Russia	Belgium
Italy	2%	Bahrain	Hong Kong
Mexico	2%	Indonesia	Lebanon
Panama	1.5%	Holland	Cyprus
India	1%	Great Britain	Oman
Spain	1%	Malaysia	Egypt
Singapore	1%	Argentina	Bulgaria
Korea	1%	Australia	Romania
Qatar	1%	Turkey	Pakistan
		Israel	Bahamas
Total 93.5%		Morocco	Iran
		Portugal	Malta
		Slovakia	S. Africa
		Ukraine	Kuwait
		Japan	Monaco
		Taiwan	Iraq
		USA	Peru
		Brazil	Tunisia

KEY INVESTMENT HIGHLIGHTS

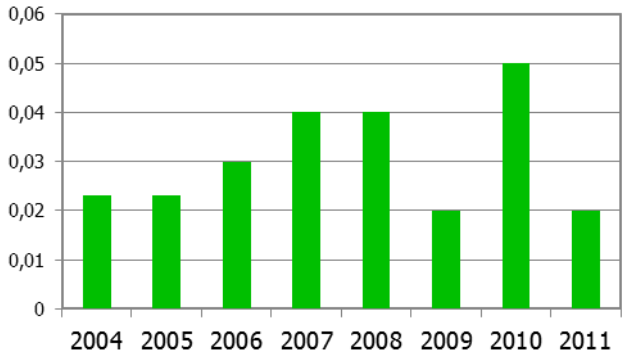
- One of the 3 leading Greek marble industries in the export market
- Its strength is the quality of the marbles extracted from its quarries
- All activities are fully vertically integrated (quarrying, elaboration, marketing and applications, exclusivity, uniqueness).
- Exports and imports marbles, granites and decorative stones from all around the world, which are processed and then distributed to the internal customer network using six warehouse facilities (four warehouses are in Athens, in Drama and in Thiva and the rest two are showrooms located in Athens).
- Boasts a strong know-how, the appropriate technology and a high performance special research and construction department for constructions such as villas, luxurious buildings, cruise ships etc.

OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			IKTIN
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			26
Shares Outstanding (Mil. €): (22 Nov. 2012)			29
Average Spread (%):			5,27%
Market Liquidity (%):			2,300%
Trading volume (no of shares):			1.972.811
Value of transactions (€):			1.524.355
Days to trade (1% of outstanding amount):			31,4
Turnover Velocity (Weighted):			21,002%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	38,28%	42,67%	43,45%

GROUP STRUCTURE

Iktinos Hellas SA (listed in ASE)	
Subsidiaries	
FIDIAS HELLAS S.A.	90%
Wind Energy Sector	
IDEI S.A.	100%
EOLIKI MEGA ISOMA S.A.	100%
EOLIKI MAYROLITHARO S.A.	100%
EOLIKI LYKOFOLIA S.A.	100%
Real Estate Sector	
LATIRUS ENTERPRISES LTD	20.344%
LATIRUS ENTERPRISES LIMITED	20.344%

DIVIDEND POLICY-dps (in €)



CURRENT PROJECTS

Marble Sector

-Development of new quarries in Stenopos, Imathias and Vamvakofytos.
-Upgrading of the quarries and plants machinery equipment.
From the above new quarries the Imathias quarry will start the production in 2013. For the first year and for mechanical equipment must invested approximately 500.000€. For the years 2013-2015 and for the development of the quarries must invested approximately 3.000.000 €.

Wind Energy Business Plan

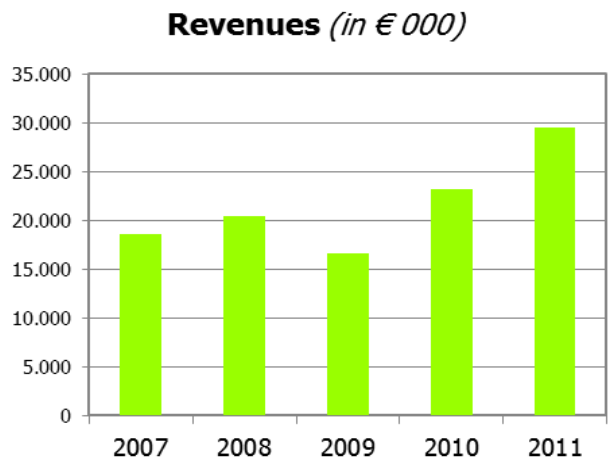
IKTINOS HELLAS S.A. enhancing its dynamic presence in the Renewable Energy has 19.8MW in operation, 8MW with installation license and 61,8MW with production license.
The wind farm of 8MW expected to be completed within 2013 and approximately 5.000.000€ must invested. According to favorable economic conditions in Greece, we will invest in the years 2013-2018 approximately 40.000.000 €.

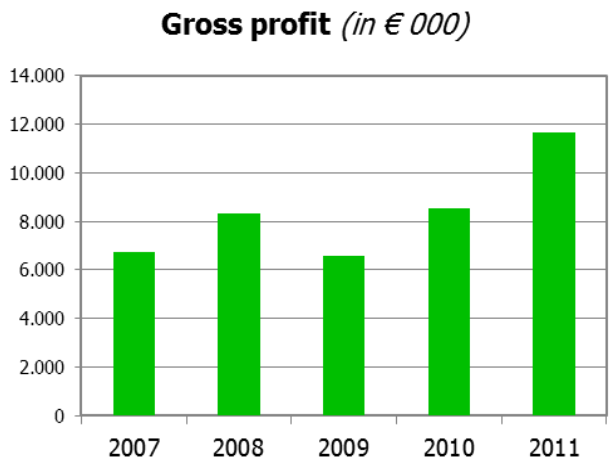
Real Estate Business Plan

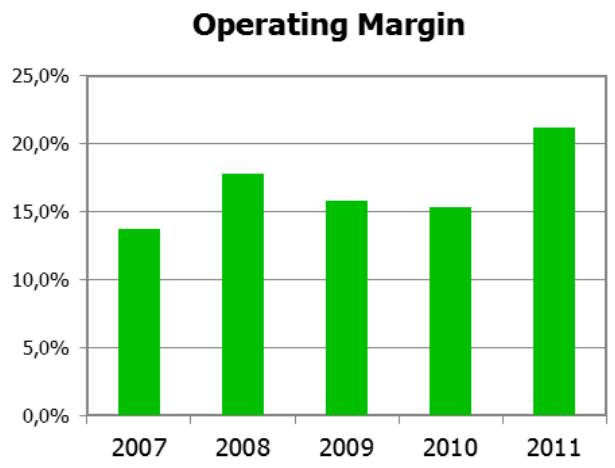
-Owns more than 2.800 acres in Sitia, Crete
-Construction of a 5 star, 405-bed hotel complex
-200-seat conference Center and a 100-people
-Thalassotherapy Center
-Construction of a marina for 85 leisure crafts
-Construction of the 1st residential area with 100 luxury residences & shopping center
-Construction of an 18-hole golf course
-Construction of a 2nd residential area with 200 luxury residences and shopping center.
Due to minority participation (20,34%) the investment will follow the program of the majority to execute progressively and according to market conditions.

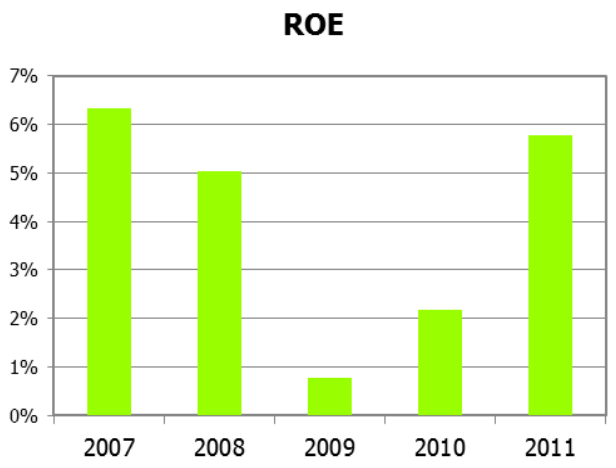
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000)	2009	2010	2011
Sales	16.597	23.212	29.486
Gross profit	6.554	8.537	11.643
EBIT	2.629	3.550	6.262
EBITDA	3.256	4.816	9.201
Earnings before tax	638	1.582	2.818
Earnings after tax	197	562	1.492
Earnings per share	0,01	0,02	0,05
Total equity	25.818	25.809	25.872
ROE	0,76%	2,18%	5,77%









MAJOR SHAREHOLDERS (>5%)	
Name	**%**
CHAIDAS N EVAGELOS	50,95%
CHAIDA IOULIA	5,24%
CHAIDA ANASTASIA IOULIA	5,24%
CHAIDA LIDIA	5,24%
Total	**66,67%**

BOARD OF DIRECTORS	
Name	**Qualification**
CHAIDAS N EVAGELOS	PRESIDENT/CEO/EXECUTIVE MEMBER
CHAIDA E IOULIA	VICE PRESIDENT/EXECUTIVE MEMBER
CHAIDA E ANASTASIA	EXECUTIVE MEMBER
CHAIDA E LIDIA	EXECUTIVE MEMBER
CHATZISTEFANIDIS S EFTHIMIOS	INDEPENDENT NON EXECUTIVE MEMBER
TAMARESIS D IOANNIS	INDEPENDENT NON EXECUTIVE MEMBER
KITSIOU S KLEOPATRA	NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Evangelos Nikolaos Chaidas is Chairman of the Board of Directors and Chief Executive Officer of Iktinos Hellas SA Greek Marble Industry since 1974 when he founded the Company. He holds a degree in Architectural Engineering from Universita degli Studi di Roma la Sapienza.

Ms. Ioulia Evangelos Chaida is Executive Vice Chairman of the Board, Investor Relations Officer of Iktinos Hellas SA Greek Marble Industry. She has a degree in Business Administration from the Athens University of Economics and Business.

Ms. Anastasia Evangelos Chaida is Executive Director of Iktinos Hellas SA Greek Marble Industry since 2010. She holds a degree in Economics from St. Georges College, Weybridge. She joined the Company 1987 and in 1995, she became Director of the Human Resources Department. In 2002, she also became Executive Director, Director of Human Resources, Supervisor of Press Release Department.

Ms. Lydia Evangelos Chaida is Executive Director of Iktinos Hellas SA Greek Marble Industry since 2009. She previously served as Executive Director, Supervisor of the IT Department. She holds a diploma in Interior Design and Decoration as well as an Architectural Engineering degree from Universita degli Studi di Roma La Sapienza.

Mr. Efthimios Stavros Chatzistefanidis is Non-Executive Independent Member of the Board of Directors of Iktinos Hellas SA Greek Marble Industry. He is a graduate from the National Technical University of Athens.

Mr. Ioannis Dionysios Tamaresis is Non-Executive Independent Director of Iktinos Hellas SA Greek Marble Industry since June 2007. He is a Business Administration graduate from the University of Macedonia, and also holds a degree in Finance from the University of Exeter, United Kingdom.

Ms. Kleopatra Stefanos Kitsiou was appointed Non-Executive Director of Iktinos Hellas SA Greek Marble Industry on June 2007.

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