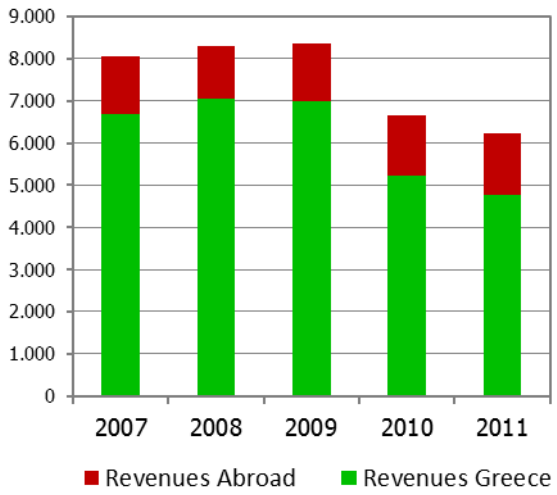
Website:	http://www.domaine-lazaridi.gr
Bloomberg code:	KTILA:GA
Reuters code:	LAZr.AT
ISIN code:	GRS354003006

COMPANY PROFILE

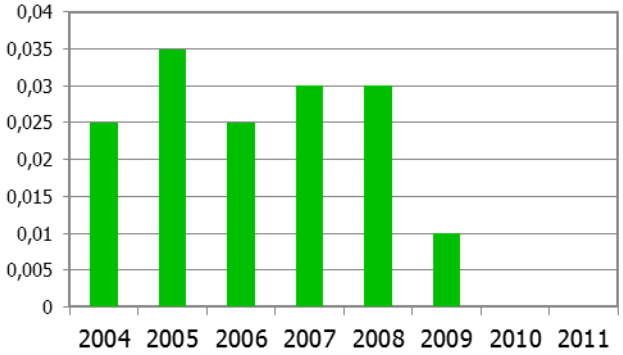
Ktima Kosta Lazaridi SA was established in Drama, Northern Greece in 1992. Today the company product portfolio includes, a wide selection of wines (Amethystos, Chateau Julia, Oenotria Land), grape spirits and balsamic vinegars. The company owns 200 hectares of vineyards a 15.000 sq.m. winery with the 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.

REVENUES ANALYSIS (in € 000)



OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			KTILA
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			3
Shares Outstanding (Mil. €): (22 Nov. 2012)			16
Average Spread (%):			13,10%
Market Liquidity (%):			0,232%
Trading volume (no of shares):			179.307
Value of transactions (€):			38.739
Days to trade (1% of outstanding amount):			212,5
Turnover Velocity (Weighted):			4,897%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	66,10%	78,65%	71,36%

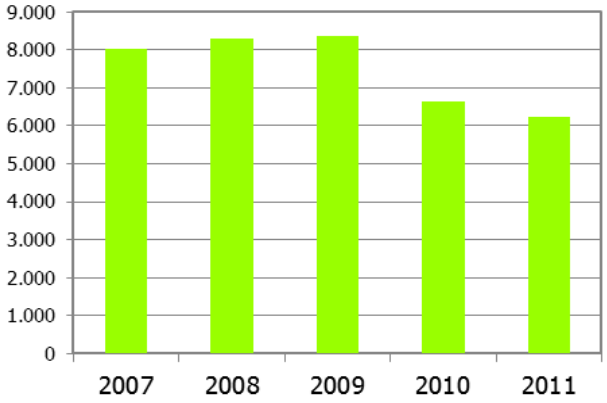
DIVIDEND POLICY-dps (in €)



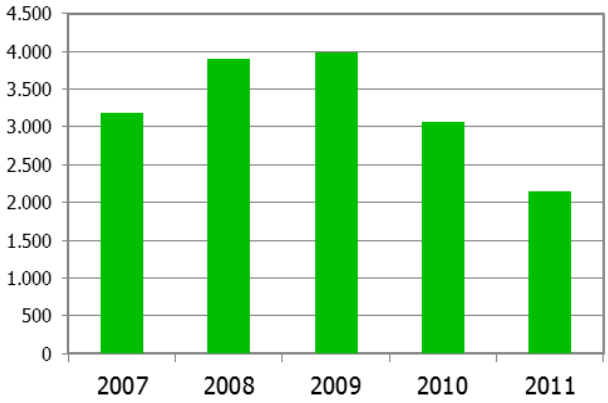
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (company) (in € 000)	2009	2010	2011
Sales	8.369	6.645	6.240
Gross profit	3.992	3.064	2.151
EBIT	2.031	872	23
EBITDA	2.884	1.925	1.028
Earnings before tax	1.752	396	-775
Earnings after tax	1.499	153	-671
Earnings per share	0,09	0,01	-0,04
Total equity	27.694	27.651	26.953
ROE	5,41%	0,55%	-2,49%

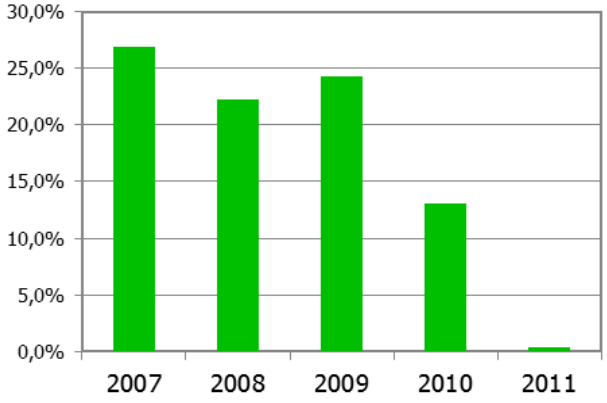
Revenues *(in € 000)*



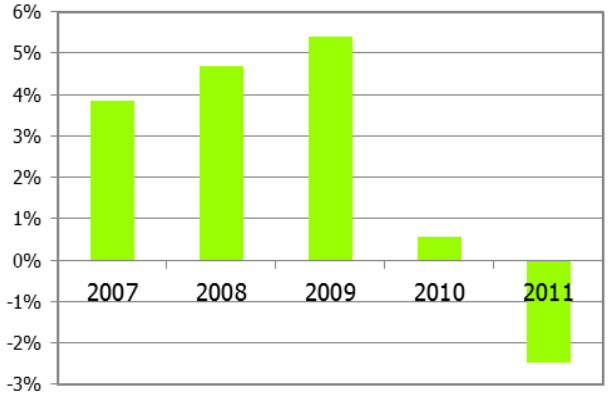
Gross profit *(in € 000)*



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**
LAZARIDIS KONSTANTINOS	PRESIDENT/CEO/EXECUTIVE MEMBER
LAZARIDI IOULIA	VICE PRESIDENT/CEO/EXECUTIVE MEMBER
ZACHARIS GEORGIOS	CEO/EXECUTIVE MEMBER
OXYZIDIS IOANNIS	EXECUTIVE MEMBER
LAZARIDIS GERASIMOS	EXECUTIVE MEMBER
LAZARIDIS GIORGOS	EXECUTIVE MEMBER
CHRONOPOULOS PANAGIOTIS	NON EXECUTIVE MEMBER
NTINAKIS PETROS	INDEPENDENT NON EXECUTIVE MEMBER
CHARISKOS GEORGIOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Konstantinos Lazaridis is Chairman of the Board of Directors and Managing Director of Ktima Kostas Lazaridis SA. He held managerial positions in Greece and Germany from 1967 until 1992 in the marble field. He is the founder and main shareholder of the Company.

Ms. Ioulia Lazaridi is Vice Chairman of the Board of Directors and Managing Director of Ktima Kostas Lazaridis SA. She has worked in Germany in Marmara Dramas 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 Managing Director, 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. Georgios Lazaridis was appointed Executive Director of Ktima Kostas Lazaridis SA on November 15, 2011. He holds a degree in Oenology and Beverage Technology from the Technological Educational Institute of Athens.

Mr. Panagiotis Chronopoulos was appointed Non-Executive Director of Ktima Kostas Lazaridis SA on June 17, 2008.

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

Mr. Georgios Chariskou was appointed Non-Executive Independent Director at Ktima Kostas Lazaridis SA in June 2006.

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