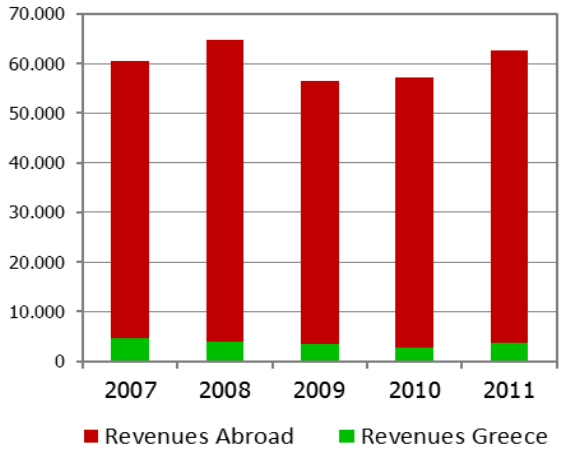
Website:	http://www.karatzis.gr
Bloomberg code:	KARATZ:GA
Reuters code:	KRTr.AT
ISIN code:	GRS399163005

COMPANY PROFILE

Karatzis SA is a Greece-based industrial enterprise. The Company's range of activities includes the production and trade of netting materials for the packaging of fresh products, for the agriculture and horticultural sector, for ham and meat processing, for sport, garden and home fencing, as well as for road-works and construction. The Company provides the agricultural sector with such products as bale net wrap, silage nets, nets protection from all weather conditions, and shade and wind shield nets. For gardening purposes it also offers pond netting. Its packaging offering includes bags on roll, display bags, pallet nets, Christmas tree netting and tubular nets, as well as packaging solutions for fresh meat, ham, sausages and chickens. The Company also produces high-density polyethylene nets used in the construction and decoration fields. The Group developed a series of solar parks with total capacity of 13.74 MW.
Moreover, it operates the five-star Nana Beach Hotel located in Heraklion, which offers accommodation in 494 rooms.

REVENUES ANALYSIS (in € 000)



Company's exports are 95% of total sales.

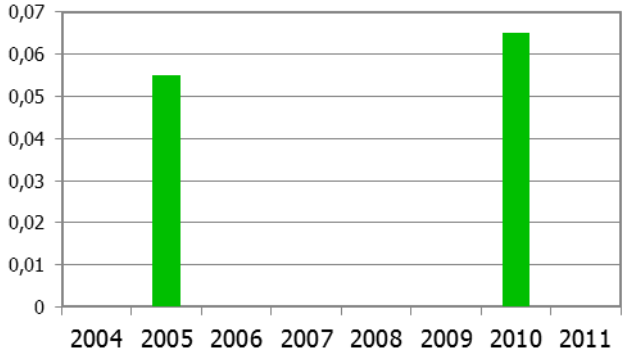
OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			KARTZ
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			34
Shares Outstanding (Mil. €): (22 Nov. 2012)			15
Average Spread (%):			7,31%
Market Liquidity (%):			0,276%
Trading volume (no of shares):			231.213
Value of transactions (€):			438.689
Days to trade (1% of outstanding amount):			141,1
Turnover Velocity (Weighted):			11,4%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	37,45%	29,08%	25,25%

GROUP STRUCTURE

KARATZIS INDUSTRIAL & HOTELIER ENTERPRISES SA

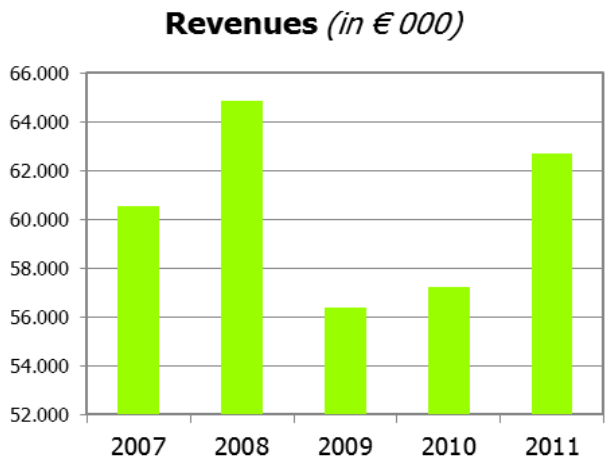
MESH PACK GMBH	100%
STELLA POLARIS CRETE SA	100%
CROPPY SOLUTIONS SL	80%
KARATZIS INDUSTRIAL & HOTELIER ENTERPRISES SA & CO	99%

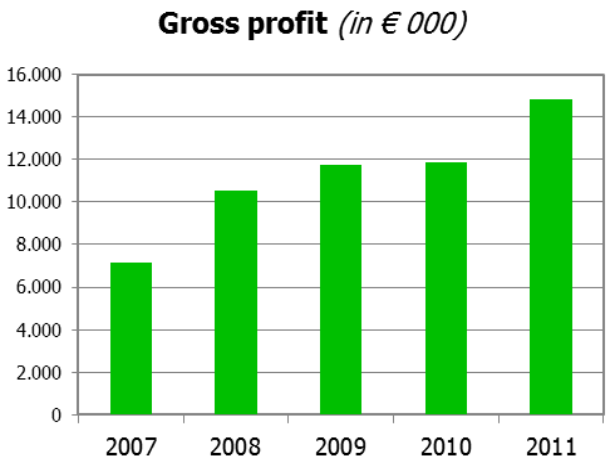
DIVIDEND POLICY-dps (in €)

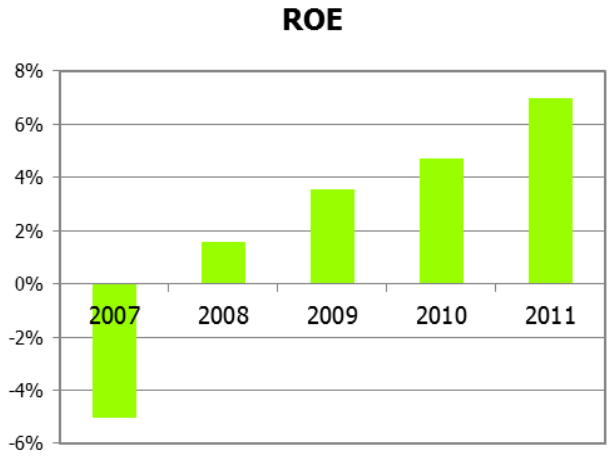


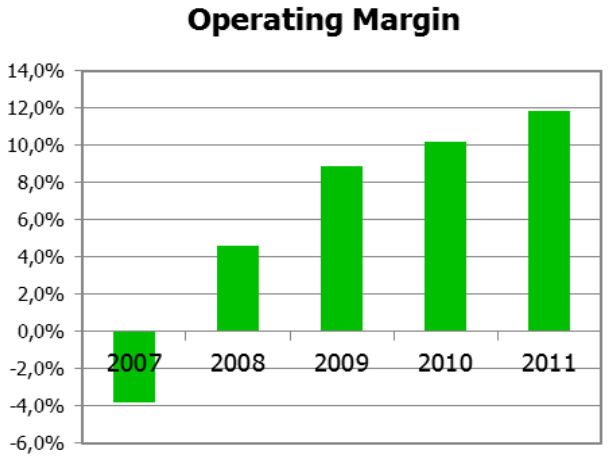
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000)	2009	2010	2011
Sales	56.382	57.230	62.681
Gross profit	11.733	11.888	14.864
EBIT	4.998	5.826	7.411
EBITDA	9.360	10.262	12.335
Earnings before tax	3.685	4.922	5.809
Earnings after tax	2.553	3.551	5.605
Earnings per share	0,17	0,24	0,38
Total equity	72.021	75.515	80.452
ROE	3,54%	4,70%	6,97%









MAJOR SHAREHOLDERS (>5%)	
Name	**%**
KARATZIS ANTONIOS	44,14%
KARATZI MARIA	38,36%
Total	**82,50%**

BOARD OF DIRECTORS	
Name	**Qualification**
KARATZIS MILTIADIS	PRESIDENT/EXECUTIVE MEMBER
KARATZI ATHINA	VICE PRESIDENT/EXECUTIVE MEMBER
KARATZIS ANTONIOS	CEO/EXECUTIVE MEMBER
KARATZI MARIA	DEPUTY CEO/EXECUTIVE MEMBER
ARCHONTAKIS KONSTANTINOS	EXECUTIVE MEMBER
KALATHAS ILIAS	EXECUTIVE MEMBER
PERANTONAKIS KONSTANTINOS	NON EXECUTIVE MEMBER
DAPOULAKIS ILIAS	INDEPENDENT NON EXECUTIVE MEMBER
PAPASTEFANAKIS IASON	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

KARATZIS MILTIADIS: The President of the Company. He has studied economics in Austria and speaks English and German. In 1974 he founded "M & A KARATZIS CO", which has later evolved into KARATZIS SA. Since March 2005 he has been Honorary Consul of the Republic of Korea on Crete.

KARATZIS ATHINA: One of the founders of the Company and Vice President on the Board of Directors ever since. Her main responsibilities are in the tourism sector and financial company matters. He speaks

English, French and Italian.

KARATZIS ANTONIOS: He is actively involved in the company since 1993 as well as participating in the Board of Directors since 1997. Since 2009 he has been the CEO of KARATZIS SA. He is a Tourism Management and Business Administration graduate in Switzerland and speaks English, French, German, Italian and Spanish.

KARATZIS MARIA: She is a graduate of the American College DEREE (Business Administration), holds an MBA from the University of London and speaks English, German and Italian. She is with the company KARATZIS SA since 1996 and a member of the Board of Directors since 2001. Following in 2009 she started performing her duties as Deputy CEO of KARATZIS SA. Also she is the Vice President in the Association of Hoteliers of Iraklion.

ARCHONTAKIS KONSTANTINOS: He is a graduate of the Department of Business Administration of the Graduate Industrial School of Thessaloniki (now University of Macedonia) and has attended annual training program in Marketing Services (Direct Marketing) Institute of Management. He speaks English. Since 1989 he has been the General Manager of KARATZIS SA and is a member of the Board of Directors of the company.

KALATHAS ILIAS: He is a graduate of Technological Educational Institute of Athens (Department of Executives in Tourist Enterprises). He speaks English, French, German and Italian. He has been in KARATZIS SA since 2006 as the Manager of Nana Beach hotel as well as a member of the Board of KARATZIS SA since 2009.

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