



Website:	<a href="http://www.intrakat.gr">http://www.intrakat.gr</a>
Bloomberg code:	INKAT:GA
Reuters code:	INCr.AT
ISIN code:	GRS432003010

## COMPANY PROFILE

INTRAKAT was founded in 1987 and is a member of the INTRACOM HOLDINGS Group of companies. The company is classified in the Register of Contractor Companies as a holder of a seventh class contractor's certificate. In 2005 it merged with Intramet, a steel construction company. Backed by its lengthy experience, INTRAKAT executes high technology, specialized projects in the technical area (construction – infrastructure) and in the areas of the environment, renewable energy sources, technology and telecommunications infrastructures, energy, industrial plants, metal constructions, real estate development and natural gas in Greece and abroad.

## EXPORTS

Company's exports represent 3.34% of total sales.

## KEY INVESTMENT HIGHLIGHTS

The INTRAKAT Group despite the particularly adverse business environment that has pertained over the past years has managed to maintain its rank among the top five construction companies in Greece and to avoid significant losses, whereas it is expected that this course will be similar during the year 2012.

By exploiting its 3 contractors' licenses (INTRAKAT 7th grade, PRISMA DOMI ATE 5th grade and EUROKAT 3rd grade) the Group participates competitively in tendering procedures for new construction projects while it maintains stable its backlog to the amount of € 240 million.

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2012 - 28/03/2013)			
Symbol:	INKAT		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 March 2013)	16,2		
Shares Outstanding (number): (28 March 2013)	23.154.250		
Average Spread (%):	2,67%		
Market Liquidity (%):	9,040%		
Average Trading volume (no of shares):	22.253		
Total Value of transactions (€):	4.401.471		
Days to trade (1% of outstanding amount):	8,8		
Free Float (28 March 2013):	38,2%		
Turnover Velocity (F.F. Weighted):	83,7%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	58,93%	60,46%	62,37%

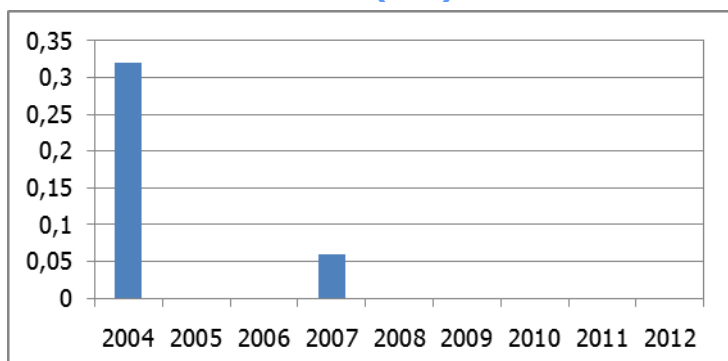
## GROUP STRUCTURE

### INTRAKAT S.A.

IN MAIN S.A., Greece	62%
EUROKAT (Group), Greece	54.89%
INTRACOM CONSTRUCT S.A., Romania	96.54%
INTRADEVELOPMENT S.A., Greece	100%
INTRAKAT INTERNATIONAL LTD, Cyprus	100%
PRISMA DOMI ATE GROUP, Greece	50%
FRACASSO HELLAS S.A. DESIGN & CONSTRUCTION OF ROAD SAFETY SYSTEMS, Greece	55%
INTRAPOWER SOCIETE ANONYME ENERGY PROJECTS, Greece	75%
INTRA-PHOS SOCIETE ANONYME RENEWABLE ENERGY SOURCES, Greece	42%
I.C.C. ATE TECHNICAL-ELECTRONIC-ELECTROLOGICAL AND TELECOMUNICATIONS PROJECTS, Greece	50%
IV DEVELOPMENT FACILITY MANAGEMENT COMPANY LIMITED, Cyprus	33%
J/V MOHLOS - INTRACOM CONSTRUCTIONS (TENNIS),Greece	50%
J/V MOHLOS - INTRACOM CONSTRUCTIONS (SWIMMING POOL),Greece	50%
J/V PANTHESSALIKO STADIUM, Greece	15%
J/V ELTER - INTRACOM CONSTRUCTIONS (EPA GAS), Greece	45%
J/V ELTER - INTRACOM CONSTRUCTIONS - GANTZOULAS, Greece	50%
J/V "ATH. TECHNIKI – PRISMA DOMI" – INTRAKAT, Greece	57.50%
J/V INTRAKAT – ERGAS – ALGAS, Greece	33.33%
J/V INTRAKAT – ELTER (MAINTENANCE OF N. SECTOR), Greece	50%
J/V INTRAKAT – ATTIKAT (EGNATIA ROAD), Greece	50%
J/V INTRAKAT – ELTER (ALEXANDROUPOLI's PIPE LINE), Greece	50%
J/V INTRAKAT – ELTER (XIRIAS PROJECT), Greece	50%
J/V INTRAKAT – ELTER (ARTA's DETOUR PROJECT), Greece	30%
J/N INTRAKAT – ELTER (PROJECT OF NATURAL GAS SCHOOL INSTALLATION), Greece	30%
J/V INTRAKAT – INTRACOM TELECOM (DEPA's TELECOMMUNICATION NETWORKS), Greece	70%
J/V ELTER – INTRAKAT (BROADBAND NETWORKS), Greece	50%
J/V INTRAKAT – ELTER (EXPANSION OF NATURAL GAS DISTRIBUTION NETWORKS XANTHI, SERRES, KOMOTINI), Greece	50%
J/V AKTOR – ATE - J&P AVAX – INTRAKAT (J/V MORREAS), Greece	13.33%
J/V INTRAKAT – ELTER (KATERINI HOSPITAL), Greece	50%
J/V INTRAKAT – ELTER (CORFU HOSPITAL), Greece	50%
J/V INTRAKAT – ELTER (NATURAL GAS PIPELINES DISTRIBUTION AND SUPPLY NETWORK IN SOUTH ATTICA REGION – EPA 7), Greece	49%
J/V INTRAKAT – ELTER (NATURAL GAS – DISTRIBUTION NETWORK LAMIA – THIVA – HALKIDA), Greece	50%
J/V EUROKAT – INTRAKAT (IONIOS GENERAL CLINIC), Greece	77.19%
J/V INTRAKAT – ETVO (CONSTRUCTION OF THE CENTRAL LIBRARY FACILITIES OF THE ATHENS SCHOOL OF FINE ARTS), Greece	70%
J/V ANASTILOTIKI – INTRAKAT – GETEM – ETETH (CONSTRUCTION, ELECTROMECHANICAL WORKS & SHAPING OF SURROUNDINGS OF THE NEW MUSEUM IN PATRA), Greece	25%
J/V ANASTILOTIKI – GETEM – INTRAKAT (CONSTRUCTION OF REFINERY & WATER PIPELINES IN PATRA & ITS INDUSTRIAL DISTRICT FROM PEIROS – PAPAPEIROS DAM), Greece	33.30%
J/V ALTEK S.A. – INTRAKAT – ANASTILOTIKI (EXPANSION OF THE TERMINAL OF THESSALONIKI's PUBLIC AIRPORT "MACEDONIA" NORTHWEST UNTIL THE CONTROL TOWER), Greece	46.90%
J/V INTRAKAT – ELTER (CONSTRUCTION OF DAM AT THE FILIATRINOU BASIN), Greece	50%
J/V INTRAKAT – K. PANAGIOTIDIS UNLIMITED CO. (PROJECT OF TRANSPORT LINES 'ONE'), Greece	60%
J/V ELTER ATE – INTRAKAT (NEW MESIMVRIA PROJECT) GREECE	50%
J/V INTRAKAT – FILIPPOS S.A. (AMFIPOLIS PROJECT), Greece	50%
J/V EKTER S.A. – ERTEKA S.A. – THEMELI S.A. – INTRAKAT (NETWORKS OF FILOTHEI REGION IN KIFISIA), Greece	24%

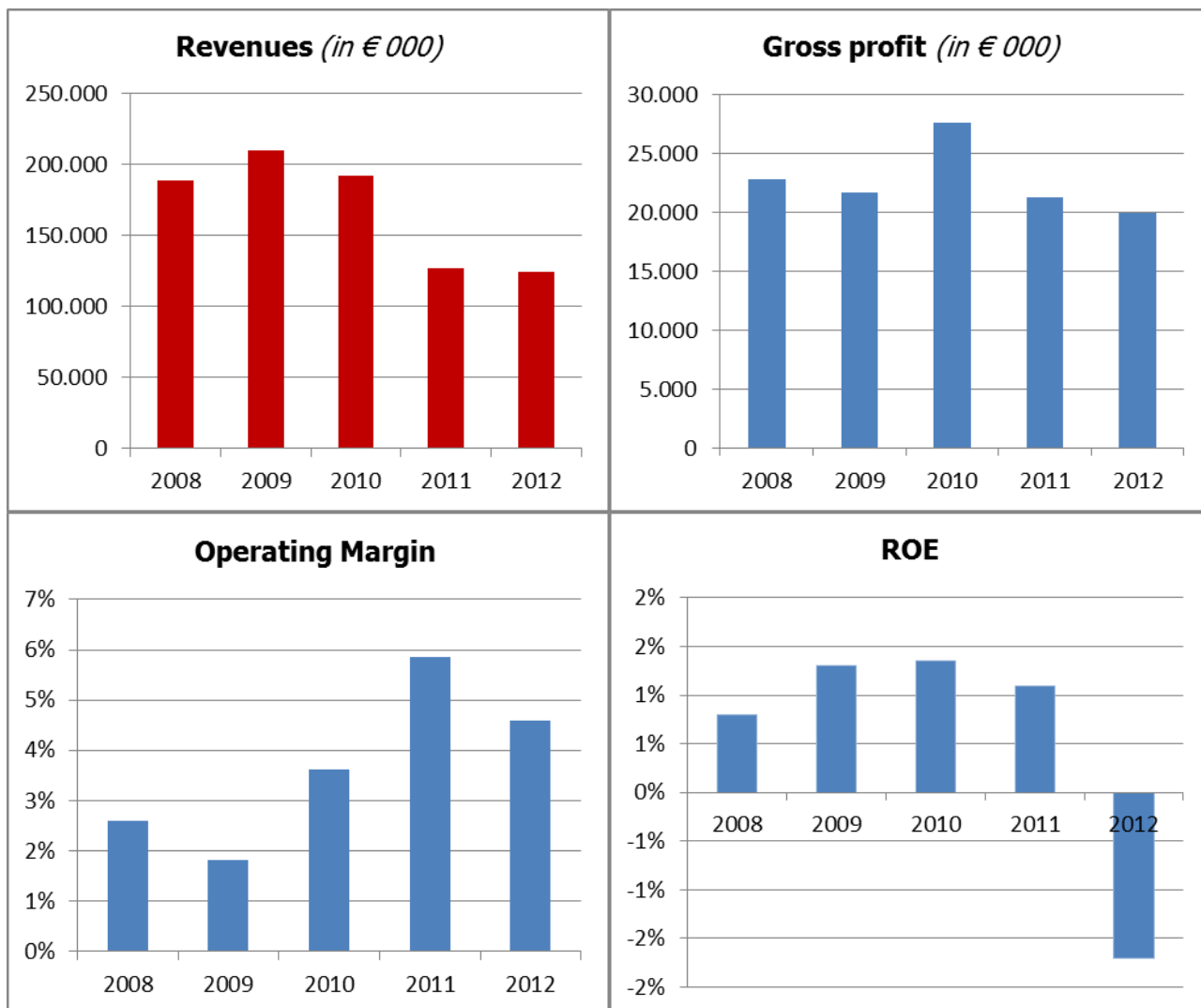
J/V INTRAKAT – MAVRIDIS (CONSTRUCTION OF CARREFOUR SUPERMARKET IN HALKIDIKI), Greece	99%
J/V INTRAKAT – G.D.K. TECHNIKI EPE “J/V FOR THE CONSTRUCTION OF THE FILIATRINOU DAM PROJECT”, Greece	70%
J/V J&P AVAX-AEGEK-INTRAKAT (INFRASTRUCTURE OF THE DOUBLE RAIL LINE KIATO-RODODAFNI), Greece	33.33%
J/V AKTOR ATE – PORTO KARRAS S.A. –INTRAKAT (SETTLEMENT OF ESHATIA STREAM), Greece	25%
J/V INTRAKAT-PROTEAS (SETTLEMENT OF XIRIAS TORRENT), Greece	50%

### DIVIDEND POLICY- DPS (in €)



### COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b>				
<b>(in € 000)</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>
Sales	210.162	191.833	127.044	124.254
Gross profit	21.668	27.635	21.302	19.939
EBIT	3.806	6.947	7.431	5.693
EBITDA	7.671	10.288	10.573	8.329
Earnings before tax	2.156	4.150	3.405	-744
Earnings after tax	1.181	1.239	998	-1.530
E.P.S.	0,02	0,09	0,06	-0,08
Total equity	90.958	91.327	91.215	89.976
ROE	1,30%	1,36%	1,09%	-1,70%
Debt Ratio	3,40	3,91	2,40	2,27



#### MAJOR SHAREHOLDERS (>5%)

Name	%
INTRAKOM ΑΕ-ΕΛΛΗΝΙΚΗ ΒΙΟΜΗΧΑΝΙΑ ΤΗΛΕΠΙΚΟΙΝΩΝΙΩΝ ΚΑΙ ΣΥΣΤΗΜΑΤΩΝ ΠΛΗΡΟΦΟΡΙΚΗΣ	61,76%
<b>Total</b>	<b>61,76%</b>

#### BOARD OF DIRECTORS

Name	Qualification
KOKKALIS P. SOKRATES	PRESIDENT/NON EXECUTIVE MEMBER
KLONIS CH. DIMITRIOS	VICE PRESIDENT/EXECUTIVE MEMBER
SOURETIS K. PETROS	CEO/EXECUTIVE MEMBER
KALLIS K. CHARALAMBOS	EXECUTIVE MEMBER
PAPPAS AR. DIMITRIOS	EXECUTIVE MEMBER
KOKKALIS S. SOKRATES	NON EXECUTIVE MEMBER
THEODORIDIS S. DIMITRIS	NON EXECUTIVE MEMBER
FILOS N. SOTIRIOS	INDEPENDENT NON EXECUTIVE MEMBER
MYLONAKIS EM. ALEXANDROS	INDEPENDENT NON EXECUTIVE MEMBER
TSOUFIS M. ANASTASIOS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Sokrates P. Kokkalis, President, Non Executive Member**, founder, and majority shareholder of the INTRACOM Group of Companies, was born in Athens and holds a degree in Physics and Electronics. An active sponsor of leading educational, cultural, athletic and business events in Southeast Europe, Mr. Kokkalis became a John Harvard Fellow in 1997 after establishing the Kokkalis Program at the Kennedy School of Government, Harvard University. In 1998 Mr. Kokkalis founded the Kokkalis Foundation, a non-profit organization with a focus on educational and regional development issues. A fluent speaker of English, German and Russian, Mr. Kokkalis also speaks Romanian, Italian, Bulgarian and conversational Serbian and French. Mr. Kokkalis was for many years the major shareholder of "Olympiacos", the most famous and popular Greek soccer team and sports club.

**Dr. Dimitris Ch. Klonis, Vice-President, Executive Member** holds a Ph.D. degree in Economics from the University of London and has received a number of educational awards and scholarships from the Greek Government, the Bank of Greece, and the "Alexander S. Onassis" Foundation. Mr. Klonis served as a Senior Economist in the Research Department of the Bank of Greece until March 1994, a Professor at Deree College (1987-1997) and a Member of the Council of Economic Advisors to the Mayor of Athens (1990 to 1992). Mr. Klonis joined INTRACOM in April 1994 as Deputy General Manager of Corporate Finance and Administration and has been the INTRACOM Group's Chief Financial Officer since October 1995. In January 2005 he was elected Executive General Manager of the Corporate Centre and in November 2006 Executive Director, Group Financial Management. He is serving as member of the B.o.D. of INTRACOM HOLDINGS since October 1995 and during a two-year period from March 2004 until February 2006, he held the position of Vice Chairman. Since June 2001, he holds the position of Vice-Chairman of the B.o.D. of INTRAKAT.

Furthermore, Mr. Klonis is Vice Chairman and Deputy C.E.O. of INTRACOM HOLDINGS and a member of the B.o.D. of several other companies of the INTRACOM GROUP, as well as of INTRACOM TELECOM and INTRALOT. He is also Vice-Chairman of INTRACOM DEFENSE ELECTRONICS, INTRACOM IT SERVICES and Chairman of the B.o.D. of KEKROPS S.A.

**Mr. Petros K. Souretis, CEO, Executive Member** was born in 1969. He holds a civil engineer degree from Aristotelio University of Thessaloniki, an MSc in "Structures of Hazards" from CITY University of London and an International MBA degree from the University of Economics of Athens. From 1997 until the end of 2003 he held executive positions in Elliniki Technodomiki group - TEV. In December 2003 he joins the INTRACOM HOLDINGS group of companies and since then he holds the position of Managing Director of INTRAKAT. In January 2005 he was appointed as Managing Director of INTRAMET and held the position until the merger with absorption of INTRAMET by INTRAKAT in December 2005. Since March 2012 he is also Managing Director of KEKROPS SA.

Furthermore, Mr Souretis holds executive positions in subsidiary companies of the INTRAKAT Group.

**Mr. Charalambos K. Kallis, Executive Member** holds a degree in Mechanical Engineering from the National Technical University of Athens and an MSc degree in Mechanical Design and Engineering from Cranfield University (U.K.). General Manager of INTRAMET ( 2005-2006), Tender Manager in the ATHOC "Athens 2004" ( 2001-2004) , Manager of Contracts and Technical Procurement of the Athens International Airport "Eleftherios Venizelos" (1999-2001), Technical Manager of Petroleum Terminals of TEXACO S.A. (1993-1999) General Manager of INTRAKAT since January 2006 and Executive Member of INTRAKAT's B.O.D since June 2008.

**Mr. Dimitris Ar. Pappas, Executive Member** is a graduate Civil Engineer from the AUTH, holds an MSc in Construction Management from the Heriot-Watt University and an MBA from the AUEB. Since February 2008 he assumed his duties as General Manager of Constructions and Infrastructure Projects and as of February 2009 he was elected as an Executive Member of the BoD. He joined the INTRAKAT group in 2004, having served as Deputy Technical Director / International Activities Director. Up to 2004 he worked for the Elliniki Technodomiki group of companies.

**Mr. Sokrates S. Kokkalis, Non Executive Member** was born in Milan in 1984. He is an Athens College graduate (2001). He holds a degree (B.A.) in International Relations from the Boston University (2005). He served in the Commercial Division of INTRALOT (2007) and since December 2008 he serves in the Commercial Department of PAE OLYMPIACOS. In February 2009 he was elected as Non Executive Member of the BoD of INTRAKAT.

**Mr. Dimitris S. Theodoridis, Non Executive Member** is an Athens College graduate and holds a degree (B.A.) in Economics from Tufts University in Boston. He served as Athletic Manager of PAE OLYMPIACOS and in the Business Development Division of INTRALOT. In March 2012 he was elected as Non Executive Member of the BoD of INTRAKAT.

**Mr. Alexandros Em. Mylonakis, Independent non Executive Member** holds a degree in Mechanical Engineering (Technische Universität BRAUNSCHWEIG Germany). He has worked as a Lecturer in the Thermal Turbo-machines Chair of T.U. BRAUNSCHWEIG, as well as an associate in D.FL (North Germany professors' group for the study of Interplanetary voyage problems) and a member of the Study and Evaluation Steam Turbine team of BROWN, BOVERI today ABB (in BADEN - Switzerland). Mr Mylonakis has substantial experience in the Public Sector since he held Executive positions in the Public Power Corporation (D.E.H.) over a long period of time and from 1986 to 1989 he served as General Manager of Production and transfer of Electric Power. Furthermore, since 1995 he was a Consultant in INTRACOM specialized in energy issues and a member of INTRAMET's BoD. Since February 2005, he serves as member of INTRAKAT's BoD.

**Mr. Sotirios N. Filos, Independent non Executive Member** was born in Diavolitsi Messinias in 1936. Economist with considerable experience in accounting and internal control.

**Mr. Anastasios M. Tsoufis, Independent non Executive Member** studied Law at the University of Athens. He is lawyer at the Supreme Court and member of the Athens Bar Association. Since December 2003 he is a member on INTRAKAT's BoD.

The information contained in this report is supplied by ATHEX and by the listed companies. While all reasonable efforts have been taken to ensure the accuracy of the information contained in the report, it cannot be guaranteed. No liability is accepted by ATHEX and/or any listed company. This report does not constitute financial or investment advice. The present document is property of Athens Exchange S.A. (ATHEX) and the rights over it are protected under the stipulations about intellectual property rights. Copyright © 2013 Athens Exchange S.A.