



GENERAL COMMERCIAL & INDUSTRIAL S.A.

Website:	http://www.geb.gr
Bloomberg code:	GEBKA:GA
Reuters code:	0
ISIN code:	GRS137003000

COMPANY PROFILE

General Commercial & Industrial SA is a Greece-based company active in the field of industrial and hydraulic equipment trade. Its product range includes carbon steel welded and seamless pipes, stainless steel welded and seamless pipes, pipes for construction purposes, valves, fittings, flanges, firefighting equipment, sprinklers, manhole covers, power tools, hand tools and more. General Commercial and Industrial's products are installed in all kinds of energy and environmental projects (refineries, biological treatment facilities, water supply-irrigation-sewerage-steam networks, land improving projects, power generation), construction projects, maintenance and repair of industrial units, shipbuilding and repair. Group's products are also sold to hardware-diy stores across Greece.

EXPORTS

Group's exports are increasing both in volume and value during the past years. Our products are exported in Eastern Europe, Middle East and Africa.

KEY INVESTMENT HIGHLIGHTS

- State of the art warehouse facilities in Athens and Thessaloniki
- Excellent long term business cooperation with leading manufacturers and suppliers such as AMRI, AVK, KSB, METALFAR, NORINCO, RAFAEL-TYCO, VALLOUREC-MANNESMANN, VIRAX, MAKITA, KARCHER, 3M, DEN BRAVEN and more.
- Advanced management information systems in all group's companies (ERP, WMS, CRM, MIS, Sales Force Automation).

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2012 - 28/03/2013)

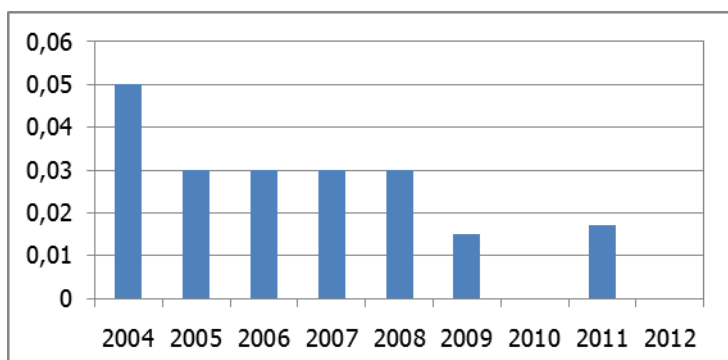
Symbol:	GEBKA		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 March 2013)	8,9		
Shares Outstanding (number): (28 March 2013)	24.060.000		
Average Spread (%):	12,39%		
Market Liquidity (%):	2,133%		
Average Trading volume (no of shares):	4.839		
Total Value of transactions (€):	449.007		
Days to trade (1% of outstanding amount):	48,3		
Free Float (28 March 2013):	38,6%		
Turnover Velocity (F.F. Weighted):	18,6%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	59,35%	65,75%	62,75%

GROUP STRUCTURE

General Commercial & Industrial S.A.

General Commercial Northern Greece SA	75%
Geb Green Energy SA	100%

DIVIDEND POLICY-DPS (in €)

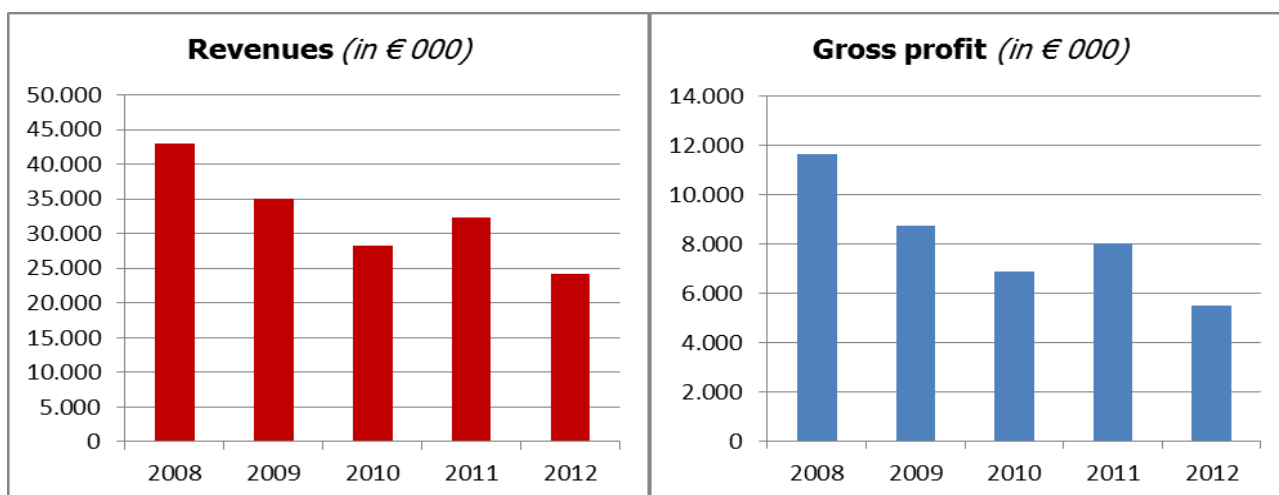


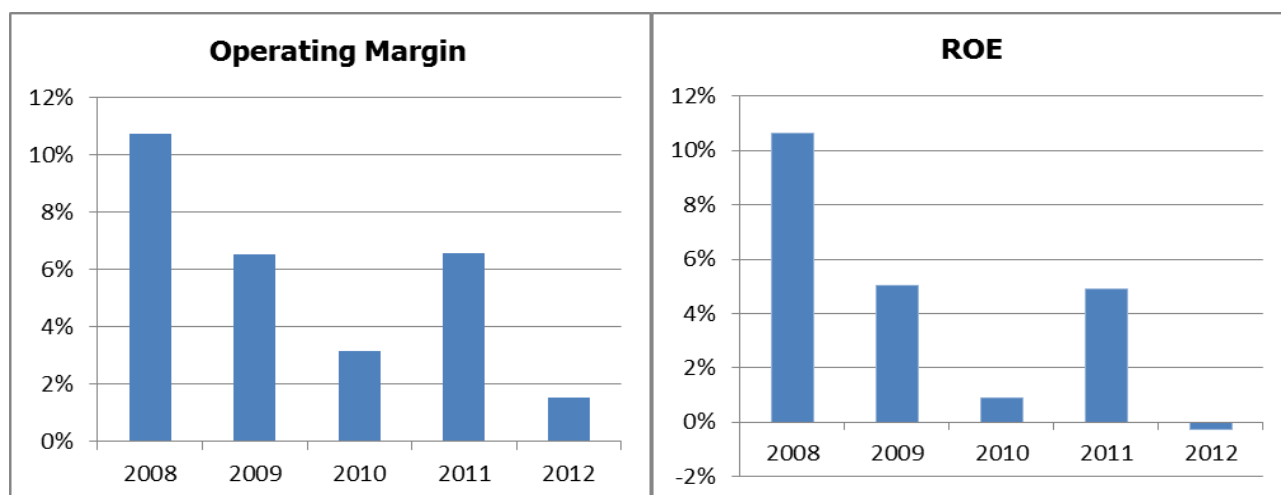
RECENT DEALS

2012: Start of operation of two photovoltaic parks (1MW total energy power).

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)				
(in € 000)	2009	2010	2011	2012
Sales	34.966	28.329	32.340	24.143
Gross profit	8.753	6.896	8.038	5.513
EBIT	2.286	891	2.124	370
EBITDA	2.789	1.332	2.512	756
Earnings before tax	1.739	582	1.550	-72
Earnings after tax	1.132	197	1.149	-64
E.P.S.	0,04	0,00	0,04	-0,01
Total equity	22.538	22.324	23.429	22.893
ROE	5,02%	0,88%	4,91%	-0,28%
Debt Ratio	5,25	8,44	3,36	9,23





MAJOR SHAREHOLDERS (>5%)

Name	%
KREMIDAS GEORGIOS	20,67%
KREMIDAS KONSTANTINOS	12,68%
KREMIDAS PANAGIOTIS	12,85%
MPAMIS FILIPPOS	10,24%
CHRYSSAFIDIS S.A. (MAKRIDIS ALEXANDROS	5,01%
Total	61,45%

BOARD OF DIRECTORS

Name	Qualification
KREMIDAS K. GEORGIOS	PRESIDENT/CEO/EXECUTIVE MEMBER
KREMIDAS G. KONSTANTINOS	VICE PRESIDENT/EXECUTIVE MEMBER
GLABAS M. AHILLEAS	EXECUTIVE MEMBER
KONIDARIS V. THEODOROS	EXECUTIVE MEMBER
KOURVAS A. MILTIADIS	EXECUTIVE MEMBER
KREMIDAS G. PANAGIOTIS	EXECUTIVE MEMBER
KORONIS N. PAVLOS-SPYRIDON	NON EXECUTIVE MEMBER
DIAMANTOPOULOS T. NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
GEORGANAS S. PANAGIOTIS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. KREMIDAS K. GEORGIOS, Mr. Georgios Konstantinos Kremidas is Chairman of the Board of Directors and Managing Director of General Commercial and Industrial SA. He graduated from Athens University of Economics and Business with a degree in Economics. He has market experience and oversees administration and management of the Company.

Mr. KREMIDAS G. KONSTANTINOS, Mr. Konstantinos Georgios Kremidas is Executive Vice Chairman of the Board of Directors of General Commercial and Industrial SA. He holds an MBA degree from Pace University of New York and a Bachelor degree in Economics from Athens University of Economics and Business. He collaborates in the business development strategy of the Company.

Mr. GLABAS M. AHILLEAS, Mr. Achilleas Michail Glavas is Executive Director and Sales Manager of Big Accounts and Projects of General Commercial and Industrial SA. He is a Mechanical engineer and joined the Company in 1995.

Mr. KONIDARIS V. THEODOROS, Mr. Theodoros Vasileios Konidaris is Chief Financial Officer and Executive Member of the Board of Directors of General Commercial and Industrial SA. He graduated from Athens University of Economics and Business with a Bachelor degree in Business Administration. He has professional experience in various industrial and commercial companies. He joined the Company in 1997.

Mr. KOURVAS A. MILTIADIS, Mr. Miltiadis Alexandros Kourvas is Executive Director and Director of Sales of General Commercial and Industrial SA. He joined the Company in 1971.

Mr. KREMIDAS G. PANAGIOTIS, Mr. Panagiotis Georgios Kremydas Operations Manager, Executive Director of General Commercial and Industrial SA. He holds a M.Sc. in Management from Brunel University of London and a B.Sc. in Economics from Athens University of Economics and Business.

Mr. KORONIS N. PAVLOS-SPYRIDON, Mr. Pavlos-Spyridon Nikolaos Koronis was appointed Non-Executive Director of General Commercial and Industrial SA in 2007. He is a graduate of Law from the University of Southampton, United Kingdom. He is General Manager of Chemnav Shipmanagement Ltd.

Mr. DIAMANTOPOULOS T. NIKOLAOS, Mr. Nikolaos Theodoros Diamantopoulos was appointed Non-Executive Independent Director of General Commercial and Industrial SA on June 24, 2009. He is a graduate of the University of Piraeus. He has experience in Auditing, Accounting and Finance.

Mr. GEORGANAS S. PANAGIOTIS, Mr. Panagiotis Stefanos Georganas is Non-Executive Independent Director of General Commercial and Industrial SA. He is an architect.

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