

Valuation & Research Specialists (VRS)
Equity Research Team
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Share Price (15/10/2012) € 0.87

of Shares (,000) 28,580
Market Cap (in € mn) 24.92
A.D. Volume (p) 8,306
Beta Co-efficient 0.38

Statistical Data

Max 52 week 0.89 €
Min 52 week 0.66 €
1-M Rtn 16.27%
6-M Rtn 19.13%
12-M Rtn 3.81%

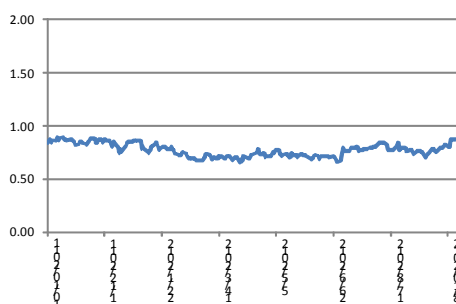
Shareholders' Structure

(Source: Athens Exchange, The Company)

Ev. Haidas 50.95%
I. Haida 5.24%
A. I. Haida 5.24%
L. Haida 5.24%
Other Investors 33.33%

Source: The Company, Reuters, VRS.

Stock Price Performance (1 year, in €)



IKTINOS HELLAS S.A. [Bloomberg Ticker: IKTIN:GA, Reuters Ticker: IKTr.AT]

Business Sector: Mining, Cutting and Trading of Marbles - Stones

Business Profile – Growth Drivers

- Iktinos Hellas SA (the Company or the Group) is a marble production and trading company with a leading presence in the Greek market. It deals with the mining, cutting and trading of marble, granite and decorative stones.
- The Company was established in 1974 and was listed on Athens Exchange in 2000. It employed 225 and 238 persons on parent and group level respectively as of end June 2012. Iktinos is based in Athens, Greece.
- The Group consists of 6 major companies (the parent company and 5 subsidiaries). Iktinos Group generates revenues from marble production and trading, wind energy production and real estate activities.
- In the marble sector, the Company owns 8 quarries (Northeastern Greece) and 2 production plants (broader Athens area). Iktinos also activates as dealer of international marble houses.
- In the energy sector, the Group completed an investment of EUR 38 million (of which EUR 10.9 million were subsidized) for the construction and operation of a 19.8MW capacity wind park in Northern Greece (Megalovouni, Drama County). 2012 is expected to be the first full year of operations. Furthermore, Iktinos established two new subsidiaries which hold production licenses for new wind parks in Greece. There are 4 subsidiaries in total activating in the energy sector with a prospective planned capacity of 91.8 MW.
- In the real estate sector, Iktinos participates with 20% in Latirus Ltd (the remaining stake is held by the AIM listed Dolphin Capital Investors Ltd). Latirus is owner of a 2.8 million m2 land in Crete (Southern Greece), where it targets to develop a real estate project in the tourism sector.

Corporate Strategy

- Iktinos' growth strategy is based on the following components: (1) Consolidation of the traditional marble activity via stronger export orientation; (2) Ownership of alternative quarries that ensure flexibility in supplies; (3) Strategic partnership with international marble houses; (4) Diversification of activities by adding new sectors such as energy production and real estate; (5) Given the tough economic conditions in Greece, constant improvement of capital structure through the generation of stable cash flows from marble exports and the operation of wind energy parks.

Important Note:

Valuation & Research Specialists (VRS) have based the aggregate information contained in this report on Iktinos' corporate and IR website, www.iktinos.gr. VRS have also contacted the Management for factual verifications. VRS have compiled this report solely for information purposes.

Valuation & Research Specialists (VRS) do not intend to express any views or judgments about the covered company, Iktinos, via this report.

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BASIC FINANCIAL INDICATORS

(in € mn)	Sales	EBITDA	EBT	EATAM	P/E (x)	P/BV (x)	EV/EBITDA (x)	DEBT / EQUITY (x)	ROE %
2009	16.6	3.2	0.6	0.2	126.5	1.0	22.2	1.8	1%
2010	23.2	4.7	1.6	0.6	44.3	1.0	13.2	1.5	2%
2011	29.5	9.0	2.8	1.5	16.7	1.0	5.9	1.1	6%

Notes: (1) EATAM and equity are calculated excluding minorities. (2) P/E, P/BV and EV/EBITDA are based on current share price. Source: Official Consolidated Financial Statements (based on IFRS), VRS Calculations.

Company Report

FLASH NOTE
October 2012

Group's Major Subsidiaries

SUBSIDIARY (PARENT'S % STAKE)	BUSINESS
IKTINOS HELLAS SA (Parent Company)	MARBLES
FEIDIAS HELLAS SA (90%)	MARBLES
VIS LAPIS LTD (99.70%)	MARBLES - CONSTRUCTION
IDEI SA (100%)	ENERGY
MEGA ISOMA SA (100%)	WIND ENERGY
LATIRUS LTD (20.34%)	TOURISM PROJECT DEVELOPMENT

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Financial Highlights 2011 (Consolidated)

- In 2011, the marble, energy and real estate sectors contributed revenues (and EBT) of EUR 28.48 (5.11), 1.79 (-1.60) and 0 (-0.7) million respectively on consolidated basis. The geographic breakdown on group level was the following (in EUR million): Asia 20.62, Greece 6.90, Eurozone 0.85, Americas 0.79, with remaining sales generated from other Europe, Australia and Africa. On parent level (marble business), exports represented 86% of total sales in 2011.
- As of 31 December 2011, the Group's equity settled at EUR 25.83 million with its outstanding long-term and short-term bank debt at EUR 29.63 million. Cash and cash equivalents amounted to EUR 0.97 million. Net cash flows from operating activities stood at EUR 6.39 million in year end 2011 versus EUR 4.54 million in year-end 2010.
- Group investments in tangible and intangible assets accounted for 2.32 million in 2011 (EUR 1.86 million on parent level) based on the cash flow statement. The parent company completed an investment plan of EUR 1.39 mn in 2011.

First Half 2012 Results (Consolidated)

- In 1H 2012, sales and gross profit accounted for EUR 13.26 million (from EUR 14.30 million in 1H 2011) and EUR 5.11 million (from EUR 5.79 million in 1H 2011) respectively, with net profit settling at EUR 1.59 million versus EUR 1.64 million in 1H 2011.
- As of 30 June 2012, the Group's equity accounted for EUR 26.85 million with its outstanding long-term and short-term bank debt at EUR 29.18 million. Cash and cash equivalents amounted to EUR 0.61 million. Net cash flows from operating activities stood at EUR 0.62 million in 1H 2012 versus 2.66 million in 1H 2011.

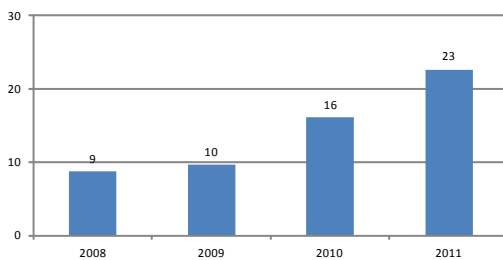
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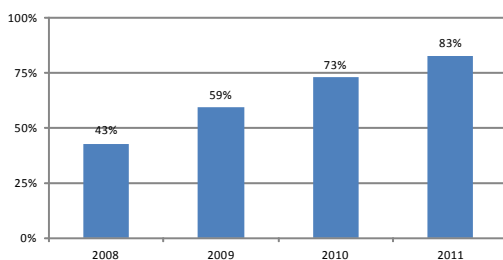
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Parent Company Exports (in EUR mn)



Exports as % of Parent Sales



Source: The Company.

Working Capital Ratios

in EUR million	2009	2010	2011
Sales	16.60	23.21	29.49
Cost of Sales	9.51	13.52	15.08
Net Income / Profit	0.20	0.56	1.49
Cash & Cash Equivalents	1.62	2.03	0.97

Stock Days

	Days	2009	2010	2011
Stock Inventory		12.65	10.35	10.53

Debtors Days

	Days	2009	2010	2011
Debtors - Receivables		7.39	5.51	3.92

Creditors Days

	Days	2009	2010	2011
Creditors - Suppliers		2.83	7.61	8.07

Operating Cycle (Days)

	Days	2009	2010	2011
Operating Cycle		648	366	303

Cash Cycle (Days)

	Days	2009	2010	2011
Cash Cycle		539	160	108

Source: Official Consolidated Financial Statements, VRS Calculations.

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Covered Company	Bloomberg	Reuters	Stock Price	Date	Disclosure
IKTINOS HELLAS S.A.	IKTIN:GA	IKTr.AT	€ 0.87	October 15, 2012	2, 3

1. VRS has acted as financial consultant for the covered company within the past 24 months.
2. VRS has sent the research report to the covered company, prior to publication or dissemination, for factual verification.
3. VRS has changed the contents of the initially sent report, with respect to: factual changes have been made.
4. VRS has received compensation from the covered company for the preparation of this research report.
5. VRS produces research reports for this company on systematic basis.
6. VRS produces research reports for this company on demand basis.
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