

***INTRACOM HOLDINGS Group:  
INTRASOFT INTERNATIONAL and INTRACOM DEFENSE outstanding performance, partly absorbed the impact of the pandemic in construction sector.***

- Consolidated turnover of € 436 mn.
- EBITDA of € 15,6 mn.
- EAT of -€ 10,2 mn.
- New contracts signed: € 811 mn.
- Order Backlog as at 31/12/2020: € 1,2 bn., plus € 225 mn. of new projects in signing procedure

Paiania, April 29<sup>th</sup> 2021 - INTRACOM HOLDINGS (ATHEX: INTKA) announces financial results for year 2020, according to IFRS. The activity of K-WIND, as well as the gain of the sale transaction, are presented in the financial statements of the Group and the Company as discontinued operation. For comparability reasons, the consolidated figures for 2019 have been adjusted accordingly.

Commenting on the financial results of 2020, **Mr. Dimitris Klonis, Group CEO**, stated:

« 2020 has been a year of unprecedented challenges in every aspect, impacting all communities worldwide. INTRACOM Group partly absorbed the effect of the pandemic thanks to the improvement in fundamental figures of INTRASOFT INTERNATIONAL and IDE. Focusing on the next day, INTRACOM Group will contribute to the recovery of the Greek economy, capitalising on the potential of the Group's subsidiaries and on technological excellence gained throughout its long-standing presence.»

INTRACOM Group Key Consolidated figures	2020	2019 (revised)
*Turnover	€ 436,5 mn.	€ 517,8 mn.
* EBITDA	€ 15,6 mn.	€ 33,4 mn.
* EBIT	€ 1,5 mn.	€ 21,2 mn.
* EBT	-€ 16,2 mn.	€ 4,2 mn.
Taxes	-€ 2,9 mn.	-€ 4,2 mn.
EAT from continuing operations	-€ 19,1 mn.	€ 0,0 mn.
EAT from discontinued operations	€ 8,9 mn.	€ 0,5 mn.
EAT from continuing and discontinued operations	-€ 10,2 mn.	€ 0,5 mn.
Distributed to:		
- Equity holders of the Company	-€ 4,9 mn.	€ 0,6 mn.
- -Non-controlling Interest	-€ 5,3 mn.	-€ 0,1 mn.

\* *From continuing operations*

As already stated in the Press Release for 9M 2020 financial results, COVID-19 pandemic had an adverse impact both on sales but mainly on the profitability of the Group's construction activity. The significant improvement in the technology sector figures absorbed only part of the losses.

Consequently, consolidated turnover for financial year 2020 from continuing operations summed up to € 436,5 mn., in comparison to € 517,8 mn., revised turnover, for 2019. Group EBITDA from continuing operations summed up to € 15,6 mn. in comparison to € 33,4 mn. in 2019. Group EBT amounted to -€16,2 mn. in comparison to € 4,2 mn. in 2019.

On June 26, the company announced the sale of its subsidiary K-WIND. The transaction resulted to gain of € 8,4 mn for the Group, recorded in discontinued operations. EAT from continuing and discontinued operations summed up to -€ 10,2 mn.

1. In 2020, INTRASOFT INTERNATIONAL had an outstanding performance, and recorded increase in sales and profitability, as well as in bookings. Group turnover amounted to € 197,3 mn, increased by 10,8% in comparison to 2019. EBITDA amounted at € 18 mn., increased by 24,3% while EBT amounted to € 5,2 mn. versus € 3,2 mn. in 2019 (increase of 62,5%).

In this respect, it is also worth noting that new contracts signed during the year summed up to € 514 mn., concluding to order backlog at 31/12/2020 of € 702 mn.

INTRASOFT INTERNATIONAL Group	2020	2019
Turnover	€ 197,3 mn.	€ 178,1 mn.
EBITDA	€ 18,0 mn.	€ 14,5 mn.
EBT	€ 5,2 mn.	€ 3,2 mn.

2. IDE, a company of significant export activity, was proved resilient to the pandemic effect, reporting sales of €58,9 mn., increased by 28% and EBITDA profitability of € 4,4 mn. The company reports for 2020, order Backlog of € 114,6 mn. while new contracts signed reached € 67,3 mn.

IDE	2020	2019
Turnover	€ 58,9 mn.	€ 46,2 mn.
EBITDA	€ 4,4 mn.	€ 3,2 mn.
EBT	€ 1,4 mn.	€ 1,4 mn.

3. The consequences of the pandemic became apparent in the Group's construction activity, leading to sales and profitability decrease. However, despite the unfavorable circumstances, the funds from the Recovery Fund and the new NSRF program are expected to drive the recovery in size and fundamentals.

In 2020, INTRAKAT Group consolidated turnover amounted to € 174,5 mn. versus € 286,0 mn. in 2019, decreased by 39%. EBITDA amounted to € 1,7 mn. in comparison to € 15,7 mn. in 2019.

In 2020 INTRAKAT Group signed new contracts of € 230 mn. Order backlog at 31/12/2020 summed up to € 381 mn. On top of the abovementioned backlog, the Group is the winning bidder for new projects of € 225 mn., that are expected to be signed upon completion of the required procedures.

INTRAKAT Group	2020	2019
Turnover	€ 174,5 mn.	€ 286,0 mn.
EBITDA	€ 1,7 mn.	€ 15,7 mn.
EBT	-€ 12,8 mn.	€ 2,3 mn.

4. **INTRADEVELOPMENT**, is the group's real estate development arm. In 2019 the company had already completed the sale of the projects already developed, and is currently in the phase of developing a new portfolio.

INTRADEVELOPMENT-Group	2020	2019
Turnover	€ 0,7 mn.	€ 6,1 mn.
Adjusted EBITDA	-€ 4,8 mn.	€ 0,0 mn.
EBT	- € 5,4 mn.	- € 1,2 mn.

5. The parent company recorded a gain from the sale of K-WIND amounting to € 3,3 mn., presented as discontinued operation. EAT for continuing and discontinued operations for the parent company amounted to -€7,4 mn..

INTRACOM HOLDINGS - Parent company	2020	2019
Turnover	€ 2,8 mn.	€ 2,7 mn.
EBITDA	-€ 1,4 mn.	€ 0,3 mn.
EBT	- € 10,6 mn.	- € 10,8 mn.
EBT (adjusted for intragroup eliminations)	- € 3,4 mn.	- € 1,6 mn.
EAT from discontinued operations	€ 3,3 mn.	
EAT From continuing and discontinued	-€ 7,4 mn.	- € 10,8 mn.



## About INTRACOM HOLDINGS

Founded in 1977, INTRACOM SA is listed on the Athens Stock Exchange since 1990. In December 2005 INTRACOM was transformed to a holding company under the name INTRACOM HOLDINGS, being one of the largest multinational technology groups in South-Eastern Europe. The main core companies of the Group are: INTRASOFT INTERNATIONAL: a leading European IT solutions and services group to governments, public organizations and private enterprises. INTRAKAT: one of the top five construction companies in Greece in advanced technology infrastructure, IDE (INTRACOM DEFENSE): the leading defense electronics supplier in Greece, and INTRADEVELOPMENT: the Group's real estate arm.

INTRACOM HOLDINGS, as a group, has over 3.000 employees and operates subsidiaries and/or representation offices in 16 countries. For more information please visit: [www.intracom.com](http://www.intracom.com)

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