

INTRACOM HOLDINGS Group:

Significant sales growth, consistently high backlog, and return to after tax profitability.

- Consolidated turnover of € 522,8 mn., increased by 11%.
- EBITDA of € 37,1 mn.
- New contracts signed: € 394 mn.
- Order Backlog as at 31/12/2019: € 900 mn., plus € 208 mn. of new projects in signing procedure

Paiania, June 22nd 2020 - INTRACOM HOLDINGS (ATHEX: INTKA) announces financial results for year 2019, according to IFRS.

Commenting on the financial results of 2019, Mr. Dimitris Klonis, Group CEO, INTRACOM HOLDINGS stated:

«The guidance regarding the targets set for the Group's main figures has been confirmed. INTRACOM Group's performance for 2019 comprises significantly increased sales, constantly high backlog and after tax profitability. Significant new contracts signing prevailed this year too, confirming the dynamics of the Group companies in claiming new projects.

We handled the COVID-19 challenge and continue to do so, professionally and with consistency. Our estimation is that our subsidiaries' main figures will not be affected significantly, and in any case, potential lag in 2020 will be recovered in the following year. The Group's aim is to shield the companies with necessary liquidity, and safeguard long term strategic planning»

Group Headline Figures	2019	2018
Turnover	€ 522,8 mn.	€ 470,7 mn.
EBITDA	€ 37,1 mn.	€ 32,3 mn.
EBIT	€ 23,2 mn.	€ 22,9 mn.
EBT	€ 4,9 mn.	€ 6,8 mn.
Taxes	-€4,3 mn.	-€9,1 mn.
EAT	€0,5 mn.	- €2,3 mn.
Distributed to:		
-Equity holders of the Company	€ 0,6 mn.	-€ 0,7 mn.
-Non-controlling Interest	-€ 0,1 mn.	-€ 1,6 mn.

Consolidated turnover sum up to € 522,8 mn., increased by 11,1 % in comparison to 2018 (Sales 2018: €470,7 mn.). Sales growth is mainly driven by INTRAKAT which reports increase in sales of 23%

Group EBITDA amounts to € 37,1 mn.

Group EBT summed up to € 4,9 mn. versus € 6,8 mn. in 2018.

Group EAT summed up to € 0,5 mn. in comparison to losses of -€ 2,3 mn. in 2018.

INTRAKAT Group reported increased sales of € 54 mn. and increased profitability. Group turnover summed up to € 286 mn. in comparison to € 232,1 mn. in 2018, increased by 23,2%, enhanced by the full deployment of the company's construction projects.

INTRAKAT Group reported increase in **EBITDA** from € 9,9 mn. in 2018 to € 15,7 mn. in 2019. Significant increase in EBT profitability with **EBT** of € 2,3 mn., versus € 0,6 mn. in 2018.

In 2019 INTRAKAT Group signed new contracts of € 80 mn. **Order backlog** at 31/12/2019 summed up to € 375 mn. On top of the abovementioned backlog, the Group is the winning bidder for new projects of € 208 mn., that are expected to be signed upon completion of the required procedures.

INTRAKAT Group	2019	2018
Turnover	€ 286,0 mn.	€ 232,1 mn.
Adjusted EBITDA	€ 15,7 mn.	€ 9,9 mn.
EBT	€ 2,3 mn.	€ 0,6 mn.

INTRASOFT INTERNATIONAL Group reports consolidated turnover of € 178,1 mn. versus € 169,9 mn. in 2018 and EBT of € 3,2 mn.

INTRASOFT INTERNATIONAL Group has entered a most successful course of project generation/of claiming new projects. **New contracts** signed during the year summed up to € 238 mn., concluding to **order backlog** as at 31/12/2019 of € 417 mn.

INTRASOFT INTERNATIONAL Group	2019	2018
Turnover	€ 178,1 mn.	€ 169,9 mn.
EBITDA	€ 14,5 mn.	€ 12,0 mn.
EBT	€ 3,2 mn.	€ 5,6 mn.

IDE reports sales of € 46,2 mn., in comparison to € 59,8 mn. in 2018. Nevertheless, the company strengthens its EBITDA margin (as percentage over sales), moderating decrease in profitability.

It should be reminded that in H1 2019 IDE had recorded low sales volume and losses. As stated then already, the company recovered both sales volume and losses.

The company's backlog amounts to € 111 mn., while new contracts signed amounted to € 76 mn.

IDE	2019	2018
Turnover	€ 46,2 mn.	€ 59,8 mn.
EBITDA	€ 3,2 mn.	€ 4,2 mn.
EBT	€ 1,4 mn.	€ 3,3 mn.

INTRADEVELOPMENT is the group's real estate development arm. In 2019 the Group reports turnover of € 6,2 mn., EBITDA of € 0,3 mn. versus € 1,7 in 2018 and EBT of -€ 1,2 mn. versus - € 0,8 mn. in 2018

INTRADEVELOPMENT - Group	2019	2018
Turnover	€ 6,2 mn.	€ 4,5 mn.
EBITDA	€ 0,3 mn.	€ 1,7 mn.
EBT	- € 1,2 mn.	- € 0,8 mn.

As stated in our Press Release for H1 2019, K-WIND due to extreme weather conditions during the first quarter of the year, did not outperformed as in relevant period of 2018. However, in the period that followed, sales lag was significantly reduced. Sales resulted to € 5,0 mn. in comparison to € 6,7 mn. in 2018, EBITDA to 3,6 mn. and EBT to € 0,7 mn.

K-WIND	2019	2018
Turnover	€ 5,0 mn.	€ 6,7 mn.
EBITDA	€ 3,6 mn.	€ 5,4 mn.
EBT	€ 0,7 mn.	€ 2,1 mn.

Parent company's sales remained at the levels of 2018. The result of INTRACOM HOLDINGS amounted to - €10,8 mn. and was determined mainly by impairment on subsidiary, which does not affect Group's consolidated result.

INTRACOM HOLDINGS - Parent	2019	2018
Turnover	€ 2,7 mn.	€ 2,5 mn.
EBITDA	€ 0,3 mn.	-€ 0,2 mn.
EBT	- € 10,8 mn.	- € 1,9 mn.
Adjusted EBT (for intragroup eliminations)	- € 1,6 mn.	- € 1,9 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, telecom, and environmental projects, IDE: the leading defense electronics supplier in Greece, K-WIND (energy) and INTRADEVELOPMENT (real estate).

INTRACOM HOLDINGS, as a group, has 2,800 employees and operates subsidiaries in 16 countries.

For more information

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