INTRACOM HOLDINGS

Friday, November 30, 2012

INTRACOM HOLDINGS GROUP
9M 2012 FINANCIAL RESULTS

Consolidated turnover € 394,9 mn.(9M 2011: € 386,1 mn.)
EBITDA € 57,9 mn. (9M 2011: € 43,2 mn.)
EBT - € 25,9 mn. (9M 2011: - € 42,8 mn.)
EATAM - € 21,0 mn. (9M 2011: - € 39,2 mn.)

- **INTRACOM HOLDINGS GROUP reported increase in turnover by 2,3%, increase in operating profitability (EBITDA) per 34%, positive EBIT and decrease of losses after tax and minority rights per 46%.**
- **INTRAKAT Group reported decrease in turnover per 13%, while maintains the higher Backlog among the Group's companies (€ 250 mn.)**
- **Hellas Online keeps reporting increase in turnover (7,3%), managing to withhold losses at € 12,2 mn.**
- **INTRASOFT INTERNATIONAL Group remains in operating profitability (EBITDA € 4,7 mn.) and significantly reduces losses in comparison to 9M 2011, even without taking into account the extraordinary events that determined the results of the previous year.**
- **INTRACOM DEFENSE ELECTRONICS, reporting increased turnover by 18%, remains in operational profitability, even marginal, and significantly reduces losses before tax.**

Group Headline Figures	9M 2012	9M 2011
Turnover	**€ 394,9 mn.**	**€ 386,1 mn.**
EBITDA	**€ 57,9 mn.**	**€ 43,2 mn.**
EBIT	**€ 1,6 mn.**	**- € 15,6 mn.**
Earnings/Losses from associated companies	**- € 5,5 mn.**	**- € 4,9 mn.**
Earnings/Losses before Taxes	**- € 25,9 mn.**	**- € 42,8 mn.**
Taxes	**€ 0,0 mn.**	**- € 2,1 mn.**
Earnings/Losses after Taxes	**- € 25,9 mn.**	**- € 44,9 mn.**
Distributed to: **-Parent** **-Minorities**	**- € 21,0 mn.** **- € 4,9 mn.**	**- € 39,2 mn.** **- € 5,7 mn.**

Headline Figures of consolidated companies/groups

INTRACOM HOLDINGS - PARENT	9M 2012	9M 2011
Turnover	**€ 1,6 mn.**	**€ 1,7 mn.**
EBITDA	**- € 0,4 mn.**	**- € 1,3 mn.**
EBT	**- € 3,4 mn.**	**- € 3,7 mn.**

INTRAKAT - GROUP	9M 2012	9M 2011
Turnover	**€ 83,2 mn.**	**€ 95,7 mn.**
EBITDA	**€ 4,1 mn.**	**€ 7,4 mn.**
EBT	**€ 0,0 mn.**	**€ 2,1 mn.**

New contracts signed 9M 2012	**€ 116,3 mn.**
Backlog as at 9/2012*	**€ 250,0 mn.**

* Beyond the Backlog, the Group is the underbidder in new projects of € 102,0 mn. worth, that are expected to be signed upon completion of required procedures.

INTRACOM DEFENSE ELECTRONICS	9M 2012	9M 2011
Turnover	**€ 38,7 mn.**	**€ 32,8 mn.**
EBITDA	**€ 0,7 mn.**	**- € 0,7 mn.**
EBT	**-€ 0,9 mn.**	**- € 2,5 mn.**

New contracts signed 9M 2012	**€ 11,1 mn.**
Backlog as at 9/2012	**€ 107,2 mn.**

HELLAS ONLINE*	9M 2012	9M 2011
Turnover	**€ 178,1 mn.**	**€ 166,0 mn.**
EBITDA	**€ 49,5 mn.**	**€ 48,4 mn.**
EBT	**- € 12,2 mn.**	**- € 14,2 mn.**

* On 12/2011 Attica Telecommunications SA (by 100% subsidiary of Hellas Online SA) was merged with Hellas Online SA, therefore the Group ceased to exist. Comparative figures of 9M 2011 are consolidated financial figures of hellas online and Attica Telecommunications SA. Current financial figures of 9M 2012 refer to the deriving company after the merger of hellas online with Attica Telecommunications SA.

INTRASOFT INTERNATIONAL - GROUP	9M 2012	9M 2011
Turnover	**€ 97,6 mn.**	**€ 95,7 mn.**
EBITDA	**€ 4,7 mn.**	**- € 11,0 mn.**
EBT	**- € 2,5 mn.**	**- € 19,4 mn.**

New contracts signed 9M 2012	**€ 94,2 mn.**
Backlog as at 9/2012	**€ 209,1 mn.**

INTRACOM HOLDINGS INTERNATIONAL LTD- GROUP	9M 2012	9M 2011
Turnover	**€ 0,5 mn.**	**€ 0,0 mn.**
EBITDA	**- € 0,2 mn.**	**€ 0,0 mn.**
EBT	**- € 0,2 mn.**	**- € 0,1 mn.**

INTRACOM TELECOM – GROUP (Consolidated under net equity method)	9M 2012	9M 2011
Turnover	**€ 131,3 mn.**	**€ 171,2 mn.**
EBITDA	**€ 3,9 mn.**	**€ 12,2 mn.**
EAT and after minorities (49% of the results in the consolidation)	**- € 4,6 mn.**	**- € 5,1 mn.**

New contracts signed 9M 2012	**€ 95,2 mn.**
Backlog as at 9/2012	**€ 67,4 mn.**