

Annual Analyst Presentation

May 25th, 2018



Timeline



1987

Establishment,
a member of



2001

Listed in the



2009

7th (highest) class
certificate of the
Greek contracting
enterprises register

2012

Among the
top 5 Greek
Construction
companies

2017

14 Regional Airports



Leading company in
telecommunications
infrastructure

1995

Merger with



2005

Development
in Renewable Energy
Sources

2010

Real Estate
Energy
PPP & BOT

2015



Tourist-residential real estate development



Maintenance, operation, management



Design and production of road safety systems

At a glance

Intrakat Group ranks among the top 5 construction companies of Greece

Focused on EU-funded and PPP financed national and regional public works



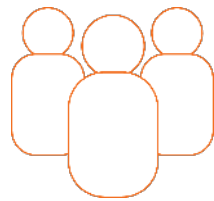
Subsidiaries

7



Rep offices

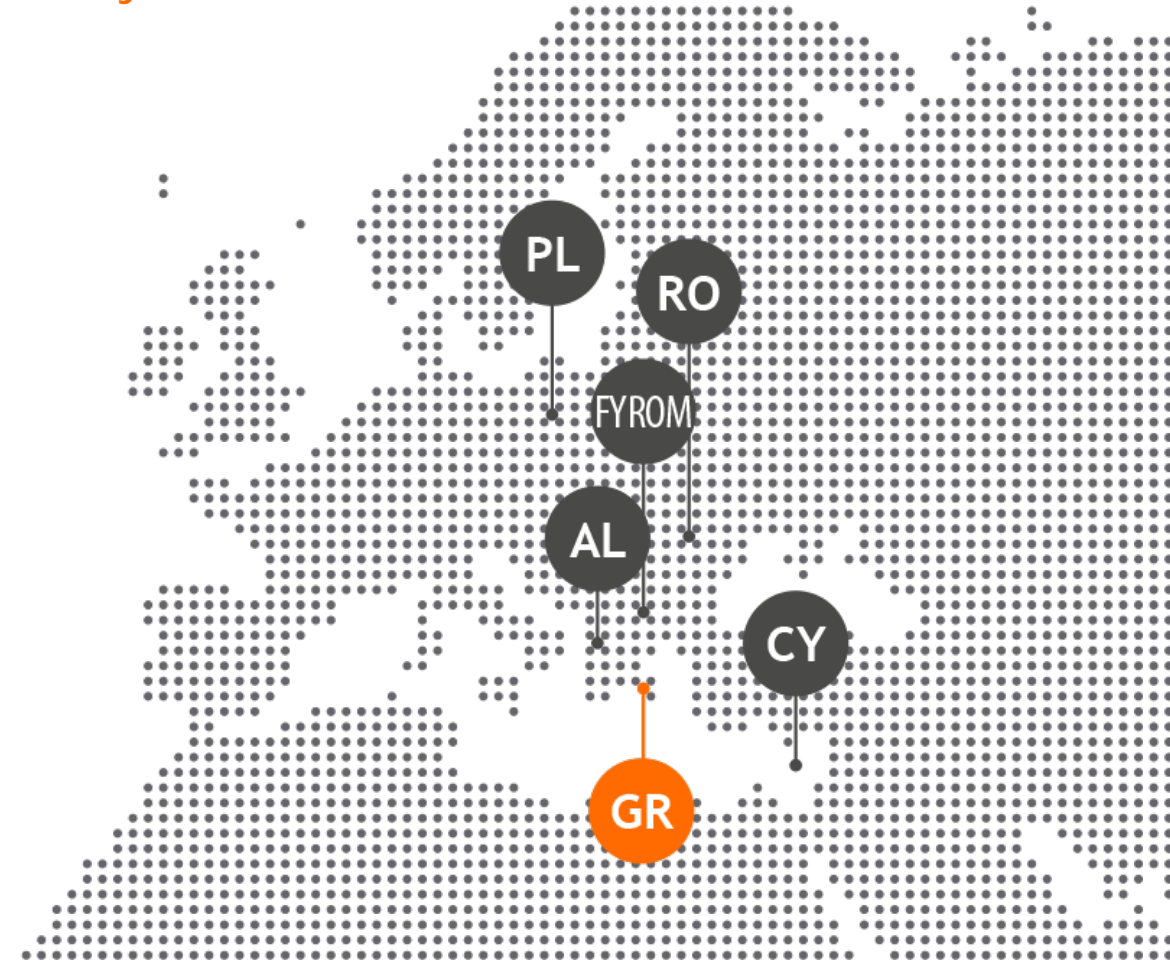
5



Employees

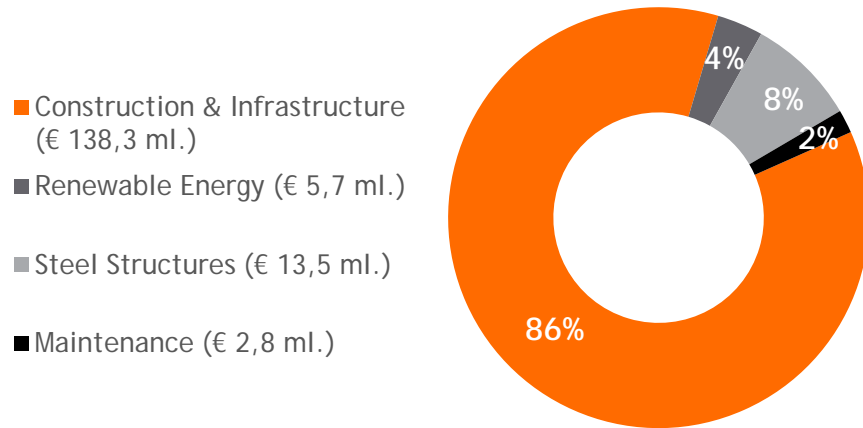
600

Activity

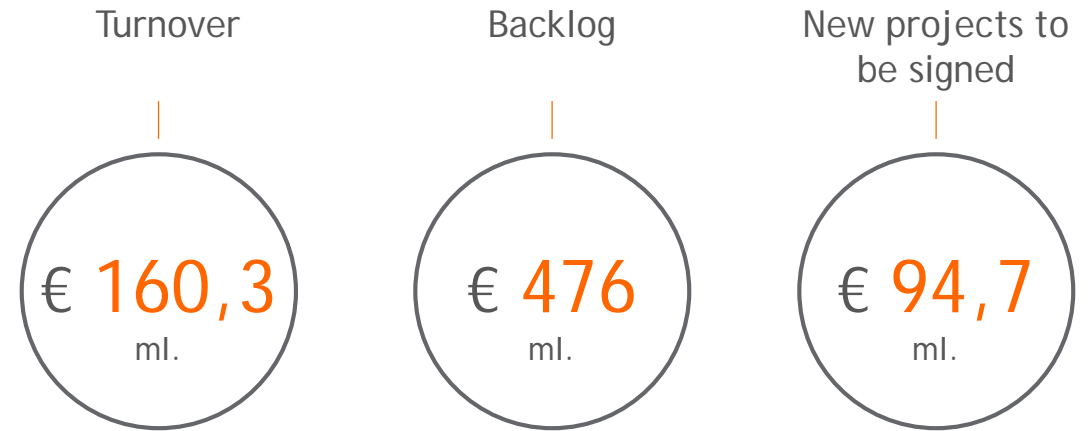


International Presence: Greece Poland Romania FYROM Albania Cyprus

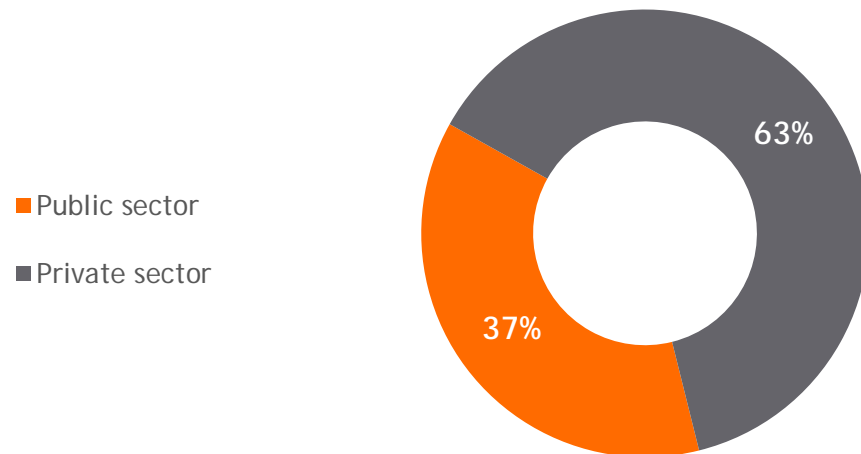
Sales per activity 2017



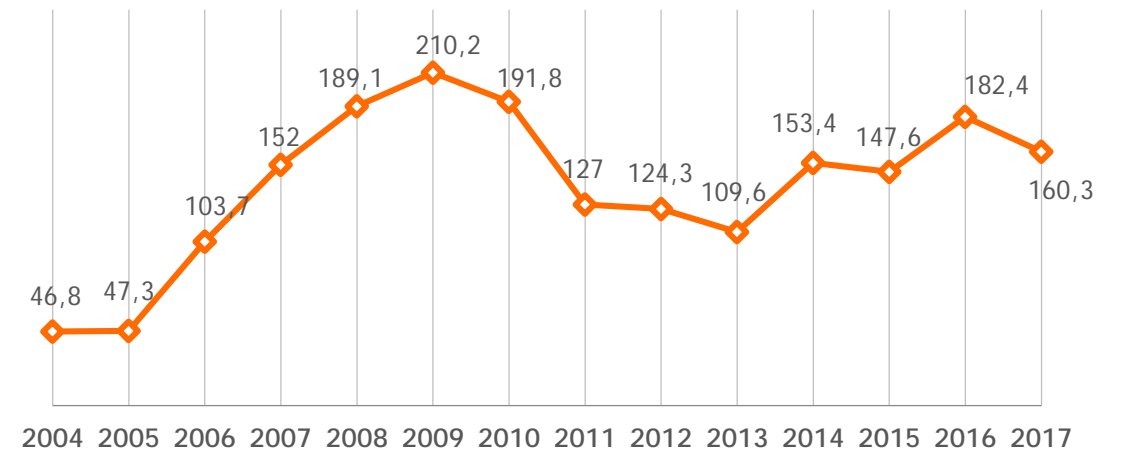
Financial data 2017



Public vs. Private sector contracts 2017



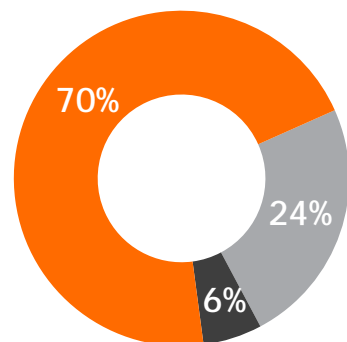
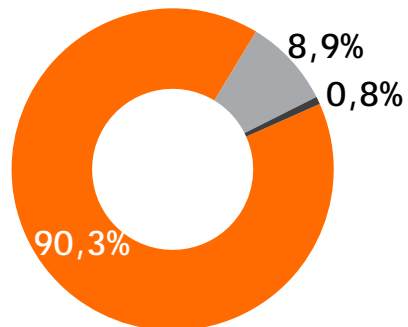
Turnover 2004 - 2017



Breakdown of Backlog 31.12.2017

Per activity

- Construction (€ 429,6 ml.)
- Telecoms (€ 42,4 ml.)
- Metal (€ 3,6 ml.)

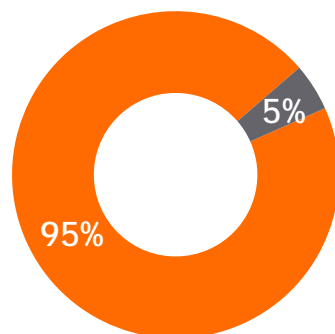


Public vs Private sector contracts

- Public sector
- Private sector
- FRAPORT - 14 Regional Airports

Domestic vs Foreign Sales

- Domestic Sales
- Foreign Sales



Key Financial Figures

(mil. €)	2016	2017
Sales	182,4	160,3
<i>Growth y-o-y</i>	<i>23,6%</i>	<i>-12,1%</i>
Adjusted EBITDA	16,7	11,3
EBITDA	12,4	9,9
<i>EBITDA Margin</i>	<i>6,8%</i>	<i>6,2%</i>
CF from operations	8,2	28,5
CF from investing	-16,1	-19,3
CF from financing	-9,4	18,5
Net CF	-17,3	27,7
Cash	14,0	41,7
Borrowings	99,0	106,5
Net Borrowings	85,0	64,8
<i>Net Borrowings / EBITDA</i>	<i>6,9x</i>	<i>6,5x</i>
Equity	49,9	64,3
<i>Net Borrowings / Equity</i>	<i>1,7x</i>	<i>1,0x</i>

Net Borrowings

(mil. €)	2016	2017
Total borrowings	99,0	106,5
Less: Cash and cash equivalents	14,0	41,7
Net borrowings	85,0	64,8
Equity attributed to the Company's shareholders	48,1	56,3
Total capital employed	133,1	121,1
<i>Leverage factor</i>	<i>63,85%</i>	<i>53,50%</i>

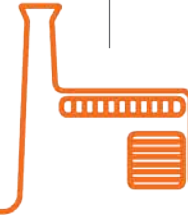
Infrastructure



Real Estate
- Tourism



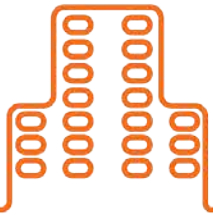
Industrial & Steel
structures



Telecom



Building



Energy - RES



Waste & water
treatment



PPP & BOT



Key projects under construction



- FRAPORT GREECE S.A. - Refurbishment and Upgrading of Existing Infrastructures, Design and Construction of Expansions at 14 Regional Airports (Cluster A + Cluster B). Project duration 4 years
- Construction of Road Section Potidea-Kassandria - Prefecture of Chalkidiki
- EGNATIA ODOS - Improvement, Upgrading of Western Internal Peripheral Road of Thessaloniki
- Ministry of Infrastructure, Transport and Networks - Reinforcement of the Reservoir at the Dam Aposelemis from the plateau of Lasithi
- AGGEMAR S.A. - New building in Kalithea. Works of Phase B (Completion)
- SCOPJE - Construction works on the Clinical Hospital in Shtip
- MINISTRY OF DEVELOPMENT - Construction of the Dam at the Filiatrinou Basin in the Prefecture of Messinia
- ERGA OSE - Construction of New Double Railway Line Infrastructure in the Section Rododafni-Psathopyrgos to be performed by the Joint venture "AKTOR-J&P AVAX-INTRAKAT" (AKTOR: 42%, J&P AVAX: 33%, INTRAKAT: 25% - Total budget: € 293 mil.)
- THEMIS CONSTRUCTION S.A. - General Detainment Facility of Crete II
- OTE SA - Development of a New Generation Access Network (NGA) in areas of the Greek territory
- Municipality of Thessaloniki - Provision of Services for the Implementation and Operation of a Controlled Parking System in Municipal Communities (A', C' & E') of the Municipality of Thessaloniki (INTRAKAT: 95%, INTRASOFT INTERNATIONAL: 5% - Total budget: € 17,3 mil.). Project duration 5 years
- ALBANIA - Works for construction of Vlora Waterfront Project - Phase 1
- Prefecture of Ioannina - Improvement of Road Tiria-Sistrouni
- OTE SA - Construction and maintenance technical works
- FODSA CENTRAL GREECE S.A. - Construction of a Waste Treatment Unit in Viotia Prefecture - (J/V INTRAKAT-WATT S.A. Total budget € 16,3 mil.)
- KTIRIAKES YPODOMES - Design, construction and equipment of Karpathos General Hospital
- COSMOTE - Construction and maintenance technical works
- Ministry of Infrastructure, Transport and Networks - 1st Supplementary Contract for the project "Settlement of Eshatia Stream" (Total budget € 11,3 mil.)
- ADMIE - Steel Towers Transmission Lines 150KW

Budget
(Intrakat Group's share)

343 ml. €
54,3 ml. €
41,4 ml. €
37,1 ml. €
36,7 ml. €
29,2 ml. €
25,6 ml. €
18,6 ml. €
18,2 ml. €
18 ml. €
16,4 ml. €
12 ml. €
10,2 ml. €
10 ml. €
8,1 ml. €
4,9 ml. €
4,2 ml. €
2,8 ml. €
2,2 ml. €



Broadband

€ 60 ml.

Broadband Infrastructure in Rural "White" Areas of the Greek territory, association of companies, (Intrakat participation 60%, group participation 100%)

Telematics

€ 48 ml.

Integrated Passenger Information System and Fleet Management for ETHEL and ILPAP, association of companies, (Intrakat participation 50%, group participation 100%)

Waste Management

€ 25,4 ml.

Implementation of a Waste Treatment Plant in Serres Prefecture - Phase B.II, duration of operation 25 years (Intrakat participation 40%)

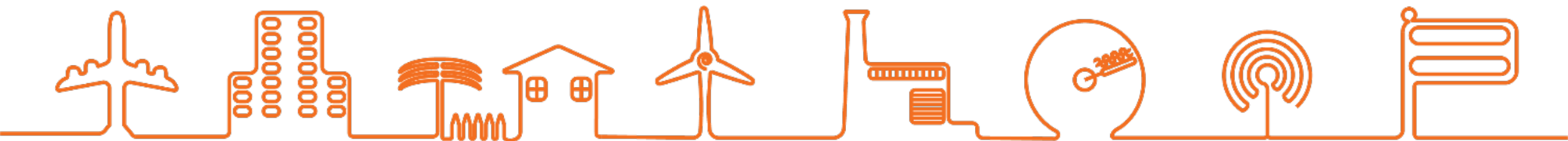
Motorways

€ 844 ml.

Eastern Peloponnese Motorway, Corinth-Tripoli-Kalamata and Lefktro-Sparta Section, J/V Moreas, (Intrakat participation 13.3%)



Thank you!



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