

SPACE HELLAS

Empowering Your Digital Transformation Journey

Annual Analysts Update

Athens, Friday 27th of May 2022



 **SPACE**

Classification ISO 27001: Public

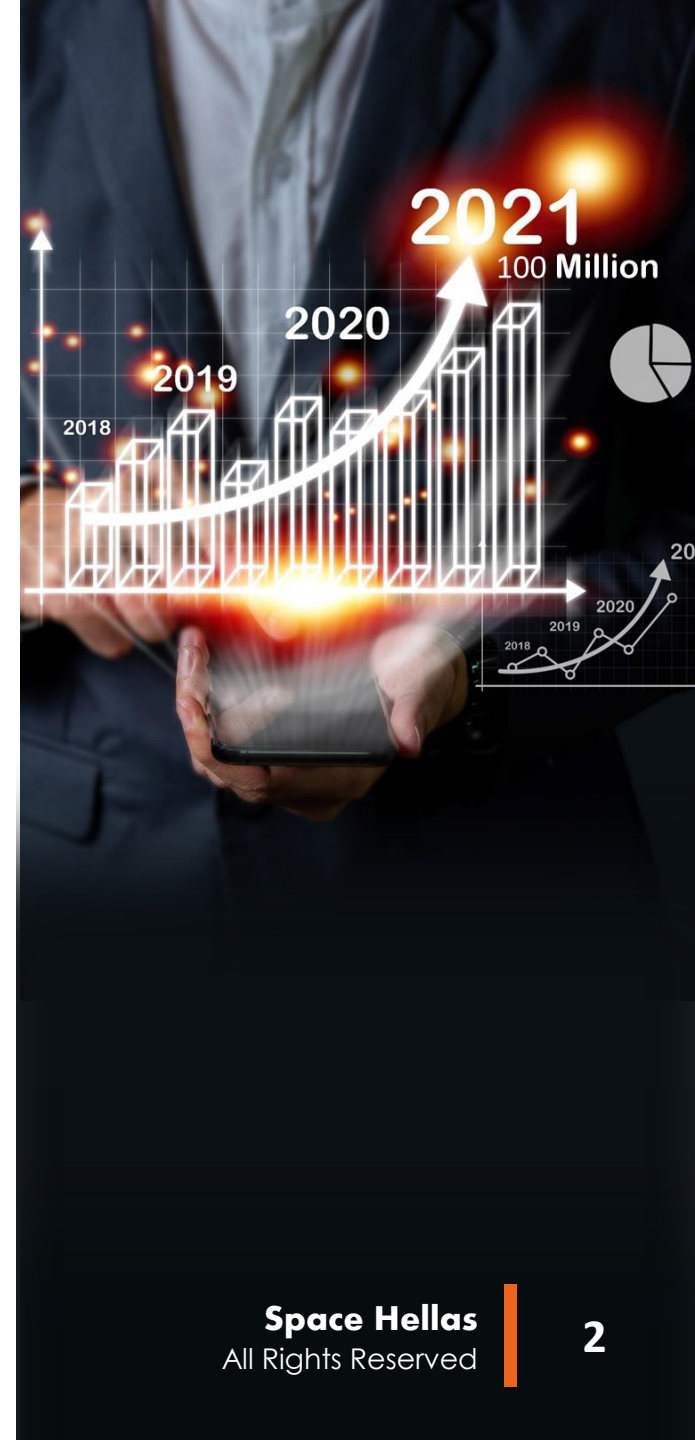
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| Space Hellas Combines:

- History and Vision
- Innovation
- International Presence
- Long-term Investment Strategy
- Significant Financial Performance and Growth
- Job Opportunities and Career Path



| Space Hellas – Four Decades of History



Data Communications

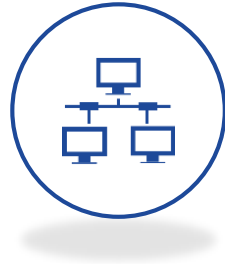
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1985

Dimitris Manolopoulos is founding Space Hellas

1988

Space Hellas implements Online networks for most of the largest corporations and organizations in Greece



Telecommunications & IT

2

1996

BT & Space Hellas Collaboration Agreement

2000

Listing of Space Hellas at the Greek Stock Exchange



ICT Systems Integration

3

2006-2016

Space Hellas Implements Large Scale ICT projects like: Syzefxis I, NBG MPLS, ect

2007

Space Hellas Expands its Activities first in Cyprus and then in Serbia and Malta



Digital Transformation & Cloud

4

2017

Space Hellas Expands its Cooperation with Microsoft, Oracle, Amazon, Google

2018-2020

Space Hellas Invests in Web-IQ, AgroApps

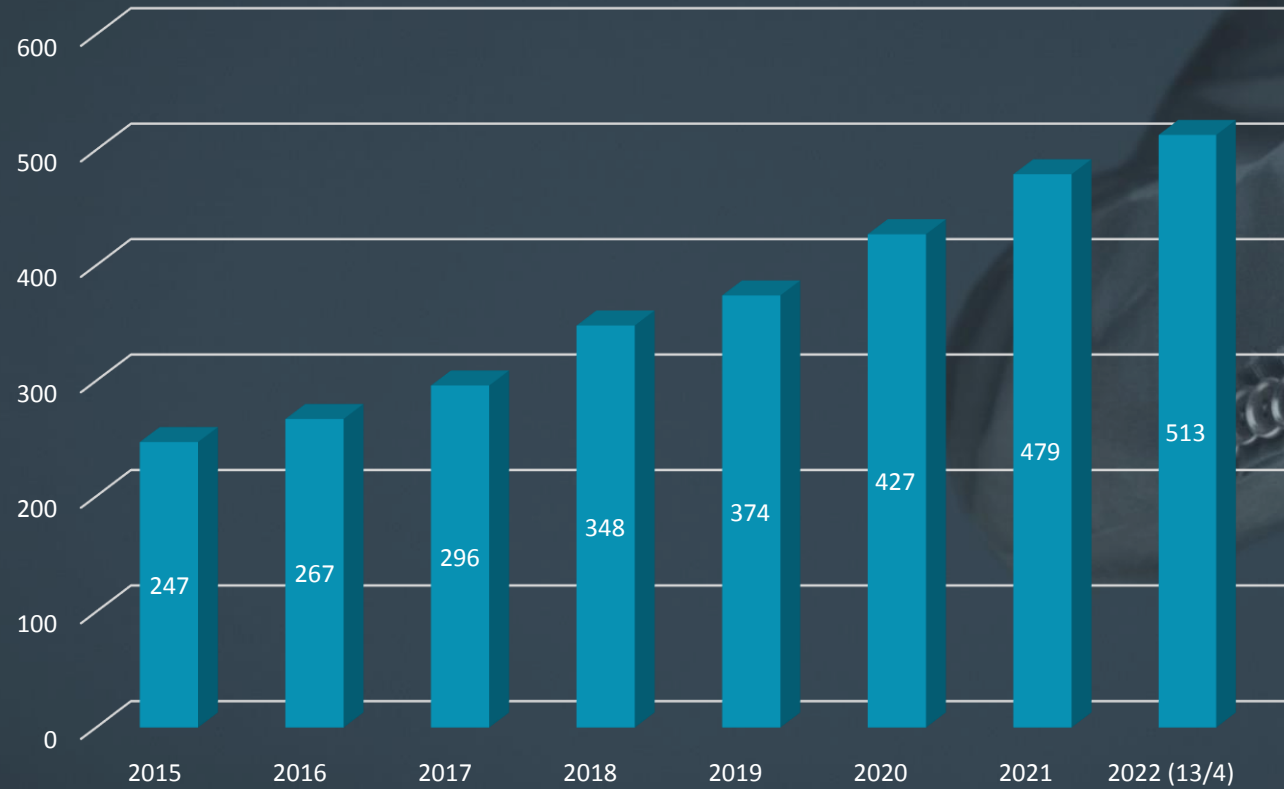
2021

Space Hellas Invests in SingularLogic, Epsilon SingularLogic & SenseOne

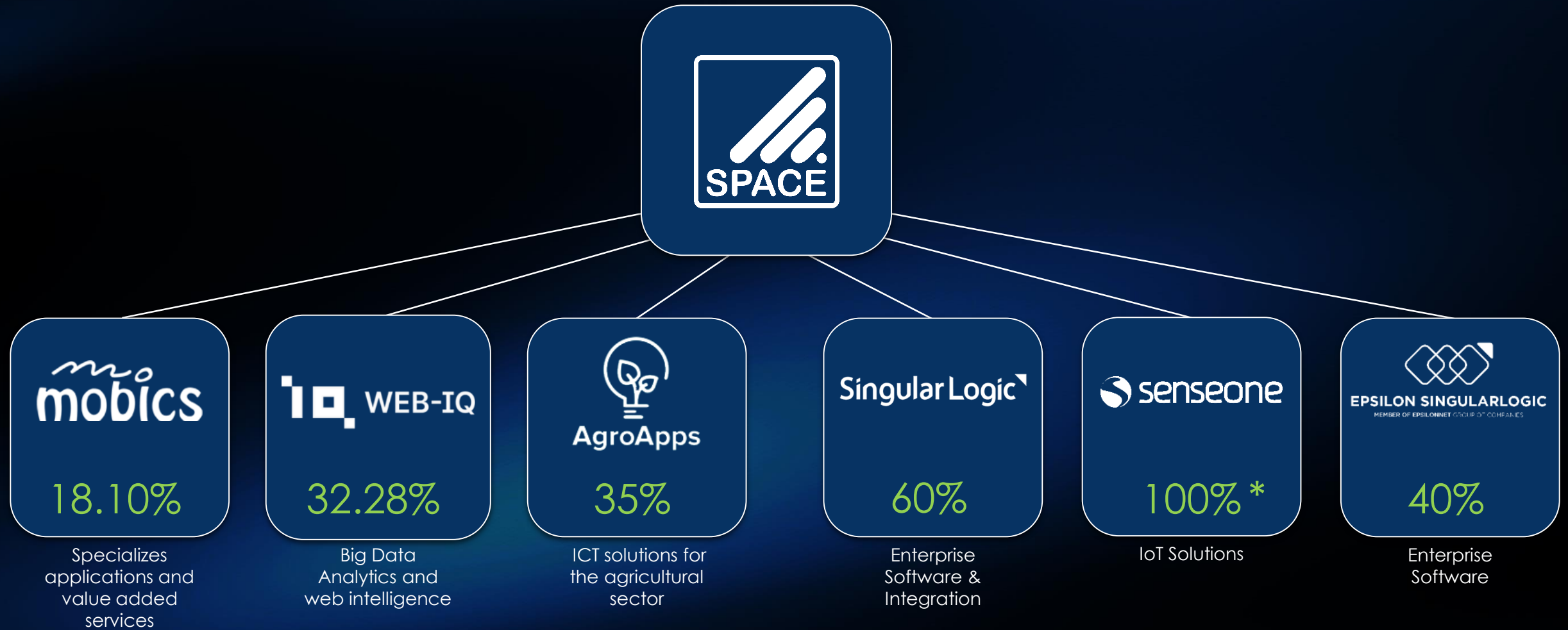
| Income Statement Summary 2020 - 2021

	Group			Company		
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Gross profit margin	20%	20%	0%	19%	20%	0%
EBITDA	9.451	6.859	37,79%	7.019	5.971	17,55%
EBIT	6.451	4.867	32,55%	4.789	4.000	19,73%
EBT	5.155	2.229	131,27%	2.724	2.120	28,49%
EAT	4.620	1.791	157,96%	2.324	1.736	33,87%

Employee's Growth



Space Hellas Group



| Subsidiaries and Branches

HQ located in Athens



Branches in:

Athens
Thessaloniki
Patra
Heraklion-Crete
Ioannina
Farsala
Nicosia-Cyprus

Subsidiaries in:

Cyprus
Romania
Serbia
Malta
Jordan



| Commercial Strategy & Innovation

ICT Integration

DataCom & Networking



- LAN & WAN Solutions
- Data Center Networking
- Software Defined Networking (SDN)
- IoT & Industrial Networking
- Application Delivery & Load Balancing
- Service Provider Networking
- Wireless LAN Solutions & Security
- Location Analytics
- Microwave Communication Solutions
- Traffic & Network Management & Monitoring

Cybersecurity



- Industrial & IoT Security
- Network Security
- Application Security
- Endpoint Security
- Content Security (DNS, Web & E-mail)
- Cloud Security (CASB)
- Multifactor Authentication (MFA)
- Security Information Event Management (SIEM) & User & Entity Behavioral Analytics (UEBA)
- Network Access Control
- Unified Endpoint Management
- Network Traffic Analysis
- Data Loss Prevention

Hybrid IT



- Core Infrastructure
- Hybrid Cloud
- Data Protection
- Application Modernization
- End-User Computing
- IT Operations
- Desktop Virtualization

UCC



- UCC: On-premises/Cloud
- Contact Centers
- Video Conferencing Solutions
- Call Recording Solutions
- Call Accounting & Billing Solutions
- IP-DECT/Wi-Fi Solutions
- SMS/GSM/IP FAX Solutions

Security Systems & Solutions



- Video Surveillance Systems
- Video Analytics & AI
- Access Control Systems
- Protection & Safety Systems
- Security Systems Management Platform
- Fire/Intrusion Alarm systems

Customer Experience – CX



- Digital Signage
- Digital Video Delivery

Infrastructure



- Data center turn key projects
- Power generators / UPS systems
- Close Control cooling systems
- Structured Cabling
- Racks and accessories

Business Solutions



- ERP as a Service
- CRM as a Service
- HCM as a Service
- BI as a service
- Analytics

Services

Professional Services



- Red Team Engagement
- Penetration testing
- Vulnerability assessment
- Phishing Readiness Audit and Security Awareness
- Network Mapping & Analysis
- WLAN Site Readiness Assessment
- Cyber Security Audit, Consulting and Roadmapping
- Compliance Audit and Remediation
- Digital Forensics
- OS & Service Hardening
- Implementation
- Project Management
- Support

Managed



- NOC
- Security Management and Monitoring
- Threat Hunting & Incident Response
- Vulnerability Management
- User, Network and Entity Behavioral Analytics

GRC



- Personal Data Protection Program – GDPR
- Information Security Management System (ISMS) – ISO 27001
- CISO Services
- DPO Services
- Business Continuity Management System (BCMS) – ISO 22301

Telecom



- Network Map
- Data Solution for Carriers
 - ✓ Capacity Solutions
 - ✓ Telecom Outsourcing Solutions
 - ✓ Colocation Solutions
 - ✓ CPE & Customers Support
- Data Solution for Corporates
 - ✓ Ethernet Connectivity L2
 - ✓ MPLS VPN L3
 - ✓ DIA & Broadband
 - ✓ SD WAN
 - ✓ Cloud Connectivity

Cloud



- Migration Assessments
- Infrastructure as a service
- Platform as a service
- Software as a service

R&D and Innovation

Research & Development

The activities of the R&D Department particularly focus on the following areas:

- Open-source Intelligence (OSINT)
- Cybersecurity
- Future networks, 5G and satellite communications
- Cloud technologies and applications
- Monitoring and Analytics
- Sensor Networks and IoT
- Intelligent Surveillance and Border Security
- Smart, Safe and Secure Cities
- Location-based and context-aware applications



Space Hellas
Innovation Lab

Indicative Technology Partners & Co-operations





Enterprise Software Solutions

Development and Distribution of ERP & CRM Systems, Business & Accounting apps, Enterprise Mobility apps, Retail, Fuel, HR & Payroll, IoT, Vertical & Specialized solutions, Cloud Services



Project Management

Monitor and Coordinate activities & resources required for the implementation of a project or service, based on customer's requirements



Custom Software Development

Development of reliable and agile software solutions, that address customer's specific business needs



Business Application Consulting

Specialized Consulting Services to optimize business operations for a wide range of requirements



System Integration

Integration Services that connect diverse software and infrastructure into systems to provide seamless data accessibility



Managed & Support Services

Comprehensive range of services to enable efficient operations from initial installation to roll out and beyond



Innovative R&D

Participation, since 1994, in Research projects financed by the EU R&D framework programs and the national programs co-funded by the EU



Elections

Project assignment for collection, process and presentation of elections' results since 1981



We develop

Flexible, Agile, Contemporary
Enterprise Software Solutions

Galaxy | PYLON

Commercial and Accounting applications
for businesses and ERP, CRM systems



We Focus on

Medium and Small Enterprises

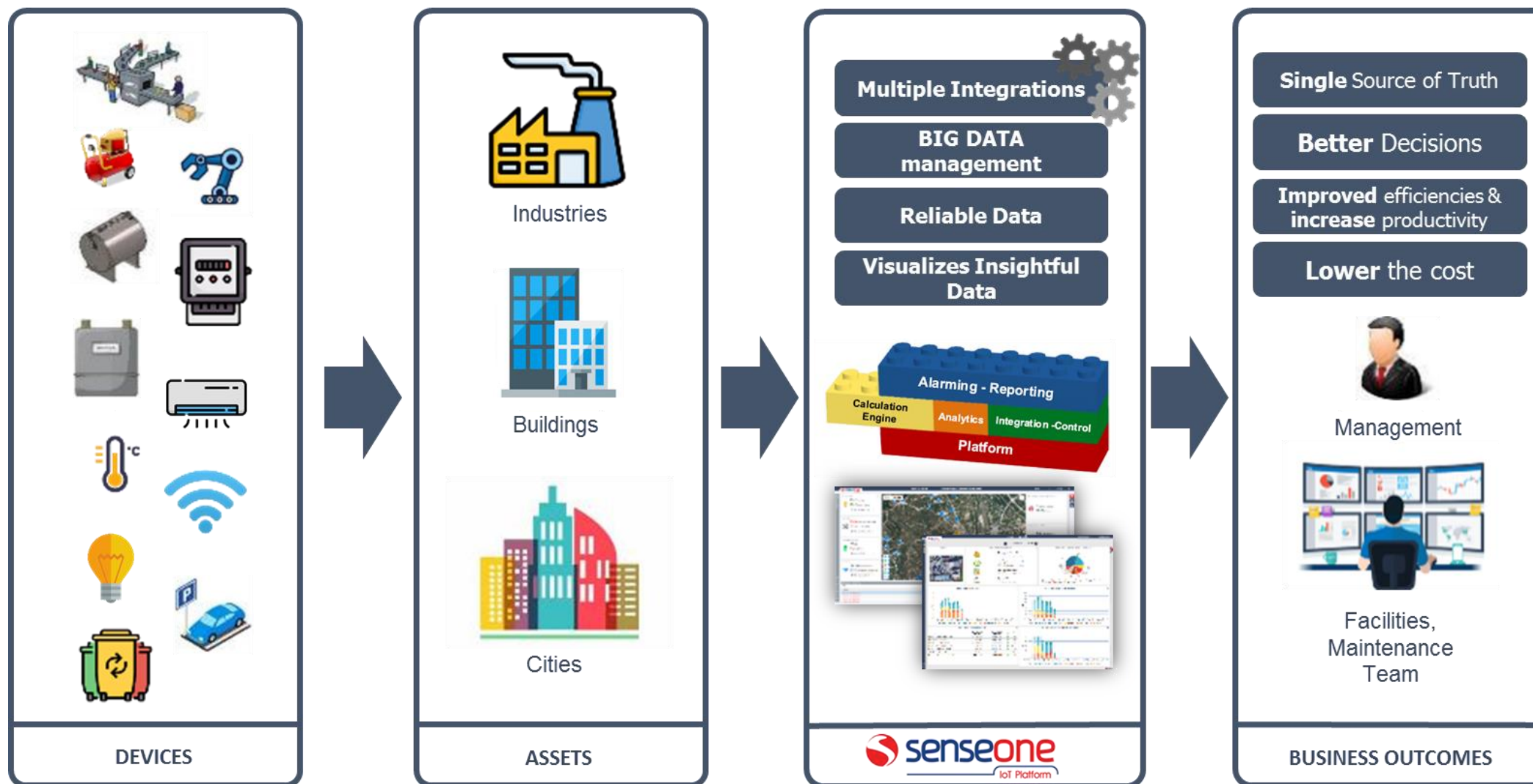
We Partner

a Dynamic national distribution network

ERP

We enable Enterprises

to excel with digital transformation software
applications





2021 Milestones & 2022 Targets

Important Milestones of 2021

Opportunities

- Signing and implementation of new public-private sector projects
- Creation of a significant amount of projects backlog for 2022
- Significant funds for ICT and preparation of new projects
- Increase in revenues from services
- Telecom Services: Stabilization of BT Contracts - New Customers in Jordan, Egypt, Awarding by T-Systems, Regional Telecom operator
- Space Phone: Compensation for a new contract with Vodafone for a non-exclusive cooperation, revenue enhancement with Protergia, Space Hub shops
- Empowerment of the company in the new ACI, SDN, Multi Cloud technologies, SOC services, security, infrastructure, etc.
- Strengthening our position in strategic vendors e.g. Cisco Webex Rising Star EMEAR, DELL, MS - new partnerships with HUAWEI, AWS
- New S / W products by SPACE HELLAS, Guardian 2.0, Asset management, PANDORA
- Development: important projects, strengthening the project implementation and claiming team
- Investments: Singular Logic, Sense One synergies in the development of new solutions, business synergies at group level.

Challenges

- Delays in equipment deliveries of key suppliers
- Increase in equipment, transport and energy costs
- Difficulties due to COVID, communication of customers, working groups, SPACEPHONE stores
- Difficulty in staffing open positions, cost increase
- Competition: New players in the field of ICT to claim large projects that change the existing balances
- New Geopolitical changes

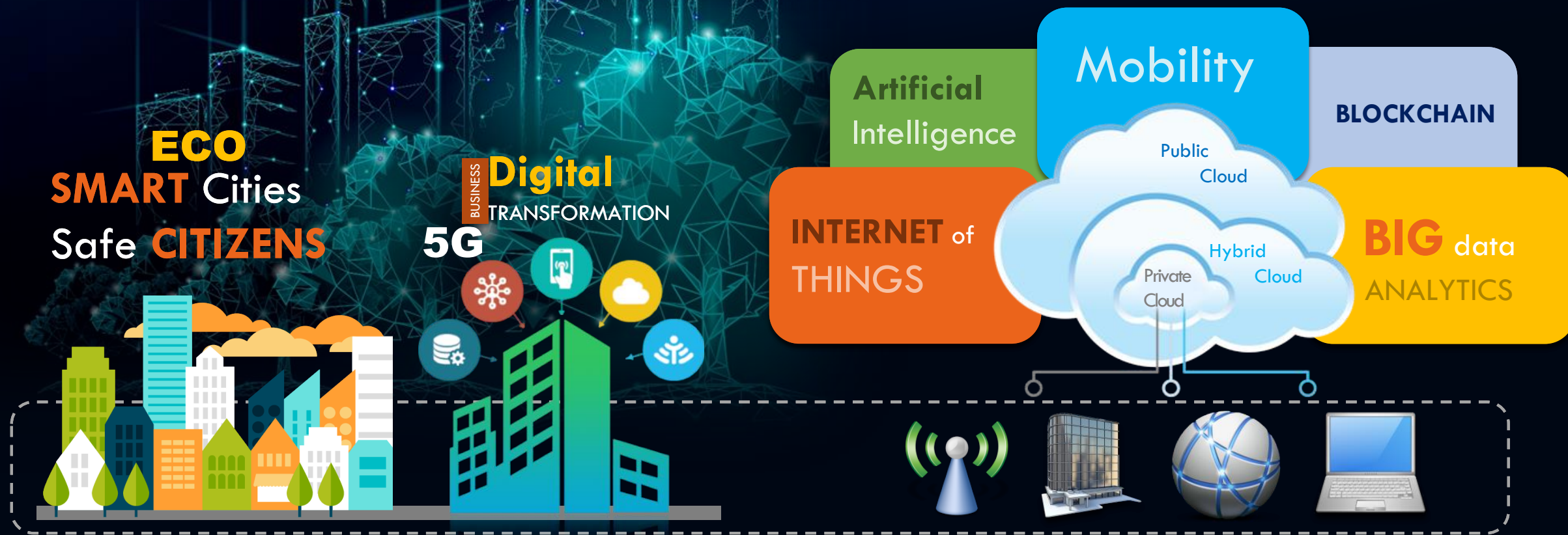
| Key Customers of 2021



PIRAEUS BANK



Technology Trends



Qualitative Objectives of 2022 – 1/2



Strategy

- Leading position in the digital transformation market
- Comprehensive solutions and services with significant added value
- Profitability enhancement
- Creation of new products and services that the market needs
- Fast integration in new technologies
- Digital Tools to improve efficiency and effectiveness
- Extroversion - international markets

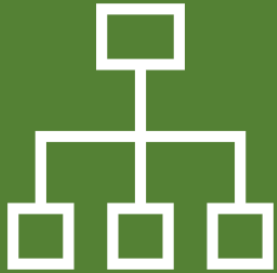


Customers

- Customer-centric approach to the market
- Cross-selling / upselling & Recurring revenues
- Better knowledge of clientele and their infrastructure
- Preparing projects that are of strategic interest to us
- Coordination of product solutions
- Organized corporate approach



Qualitative Objectives of 2022 – 2/2



New Organization chart

- Expansion of roles and positions at group level
- General Division of Sales & Systems Integration
- General Division of Technology & Customer Operations
- Security and Infrastructure Division
- Mixed working teams at group level



Human Resources

- New recruitments
- Integration of new colleagues in the company
- Emergence of new talents
- Rewarding colleagues based on team spirit and effectiveness goals
- Carrier path



Critical National Infrastructures Supported by Space Hellas Group



Projects Under Implementation

Customer	Project Title	Budget
Malta government	MITA Cloud	15.400.000 €
HEDNO	Implementation, operation and maintenance of telecom network for Hellenic Electricity Distribution Network Operator (HEDNO)	45.000.000 €
InfoSociety	"SYZEFXIS II" Central Services ISP & SLA	17.000.000 €
EDATHESS	Information System	1.500.000 €
Ministry of Foreign Affairs	N-VIS maintenance Phase 2.	2.021.935 €
Hellenic Civil Aviation Authority	VCRS	4.000.000 €
InfoSociety	"SYZEFXIS II" ICT/ Central Security Systems	2.032.000 €
InfoSociety	"SYZEFXIS II" Security/ Telephony/ Videoconference/ Cabling infrastructure- Area 1	16.818.315 €
InfoSociety	"SYZEFXIS II" Security/ Telephony/ Videoconference/ Cabling infrastructure- Area 2	11.770.567 €
InfoSociety	"SYZEFXIS II" Security/ Telephony/ Videoconference/ Cabling infrastructure- Area 3	15.187.963 €
InfoSociety	"SYZEFXIS II" Security/ Telephony/ Videoconference/ Cabling infrastructure- Area 4	17.332.966 €
InfoSociety	"SYZEFXIS II" Security/ Telephony/ Videoconference/ Cabling infrastructure- Area 5	22.322.915 €
Hellenic Telecommunications & Post Commission	Spectrum Management Integrated Information System	2.016.000 €
AVAX Terna consortium	Integrated Casino Resort Limassol Acces Control	1.500.000 €
Western Greece Region	Digital system for promotion of the cultural and historical heritage of Western Greece Region	1.589.676 €
Hellenic Police	Entry Exit System (EES)	23.000.000 €
Ministry of Education	Region of Attica/ Procurement and Installation of ICT equipment for elementary school	4.000.000 €
Independent Power Transmission Operator	Independent Power Transmission Operator Υλοποίηση/ DWDM network	9.000.000 €
Ministry for Immigration and Asylum	Integration digital management system for the support of Reception and Identification Centers (RIC)	3.500.000 €
InfoSociety	Meteorological Stations National System	9.500.000 €
Ministry of Justice	Videoconference services for courts and detention centers.	13.484.522 €
Atiica region	Equipement Supply for the new AEK Stadium	3.500.000 €
Independent Power Transmission Operator	Cybersecurity	10.500.000 €



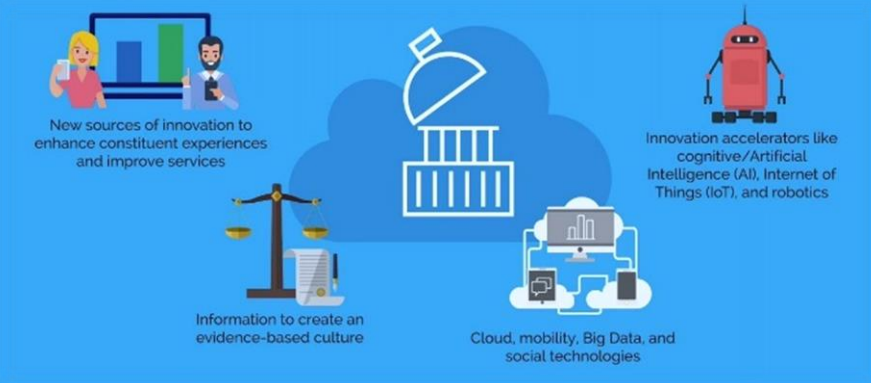
Projects Under evaluation

Customer	Project Title	Budget
Hellenic Police	Safe Documents (eID etc.) National Production System	400.000.000 €
Hellenic Coast Guard	National Integrated Maritime Surveillance System	50.000.000 €
InfoSociety	"SYZEXIS II" Upgrade of the National Network for Schools	9.787.770 €
Hellenic Civil Aviation Authority	VHF Tranceivers	5.400.000 €
Hellenic National Meteorological Service	Follow on Support equipment	1.369.360 €
Ministry of Education	Region of Eastern Macedonia and Thrace/ Procurement and Installation of ICT equipment for special education schools	806.210 €
Hellenic Coast Guard	Upgrade of Digital telecommunication, radios and navigation systems.	5.241.574 €
Hellenic Telecommunications & Post Commission	Development of fixed and mobile network of Spectrum Surveillance Radio Stations, Lot 1	16.108.548 €
Hellenic Telecommunications & Post Commission	Development of fixed and mobile network of Spectrum Surveillance Radio Stations, Lot 2	720.000 €
Hellenic Telecommunications & Post Commission	Development of fixed and mobile network of Spectrum Surveillance Radio Stations, Lot 3	4.000.000 €
Hellenic Telecommunications & Post Commission	Supply and installation of a fixed radiofinder station	4.280.765 €
Ministry of Education	Region of Western Macedonia / Procurement and Installation of ICT equipment for schools	1.693.548 €
Ministry of Education	Region of Central Macedonia / Procurement and Installation of ICT equipment for schools	1.476.250 €
Ministry of Education	Region of Eastern Macedonia and Thrace/ Procurement and Installation of ICT equipment for schools	1.612.898 €
Ministry of Foreign Affairs	Datacenter Upgrade	1.612.903 €
Hellenic Civil Aviation Authority	ATIS VOLMET	1.800.000 €



| 2022 Landscape

Public sector modernization



Digital Enterprise



Multi-Cloud environment



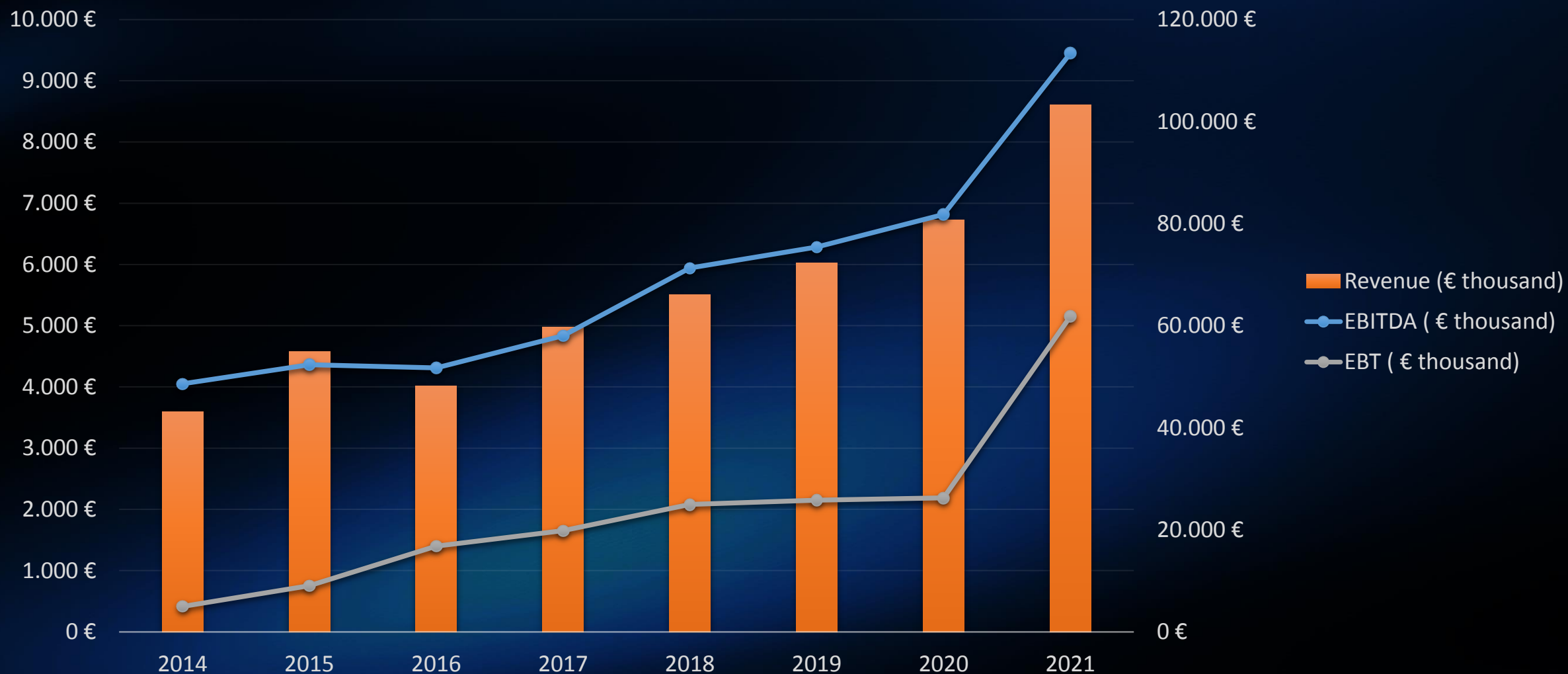


| Financial Growth Analysis

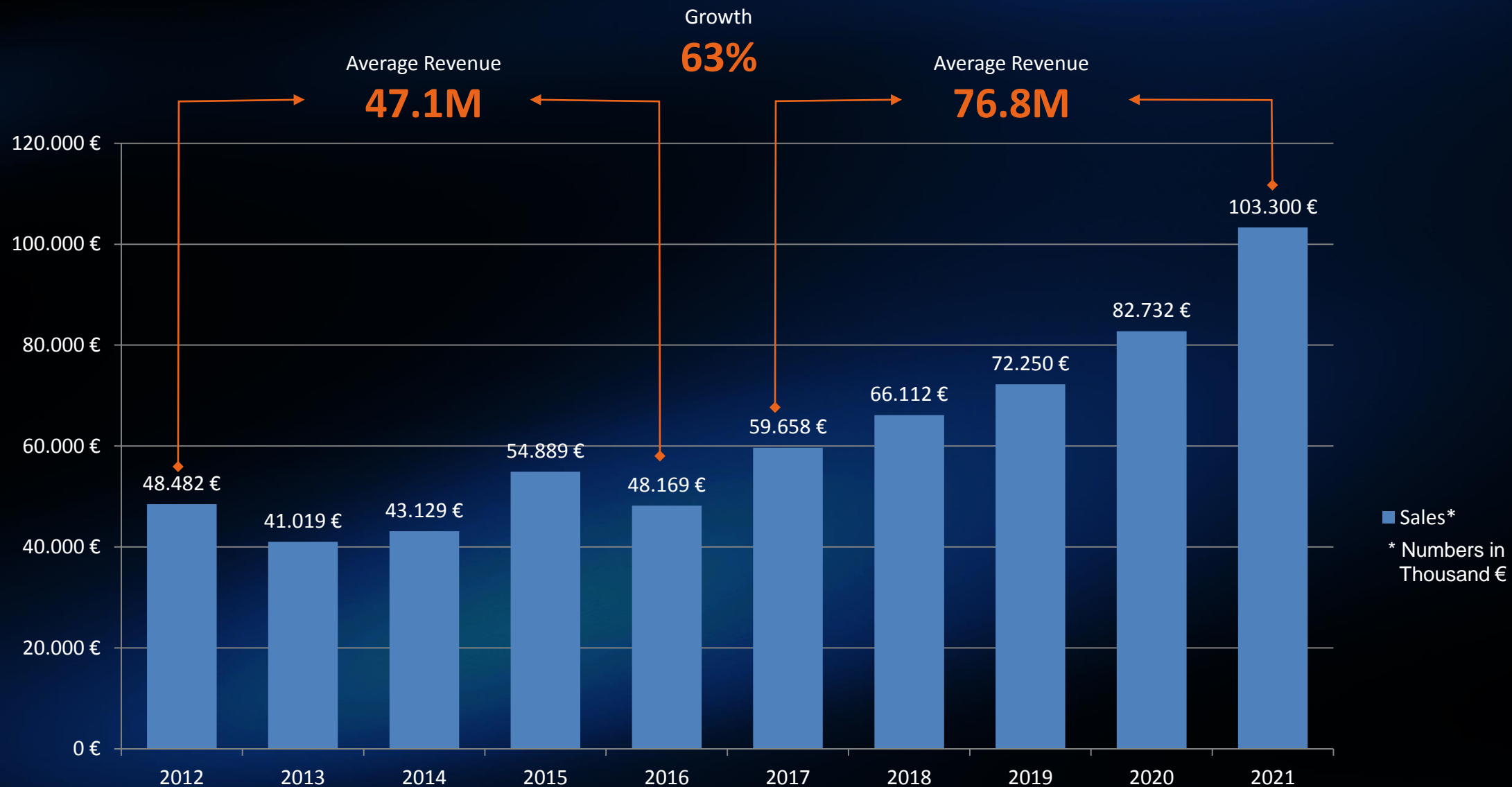
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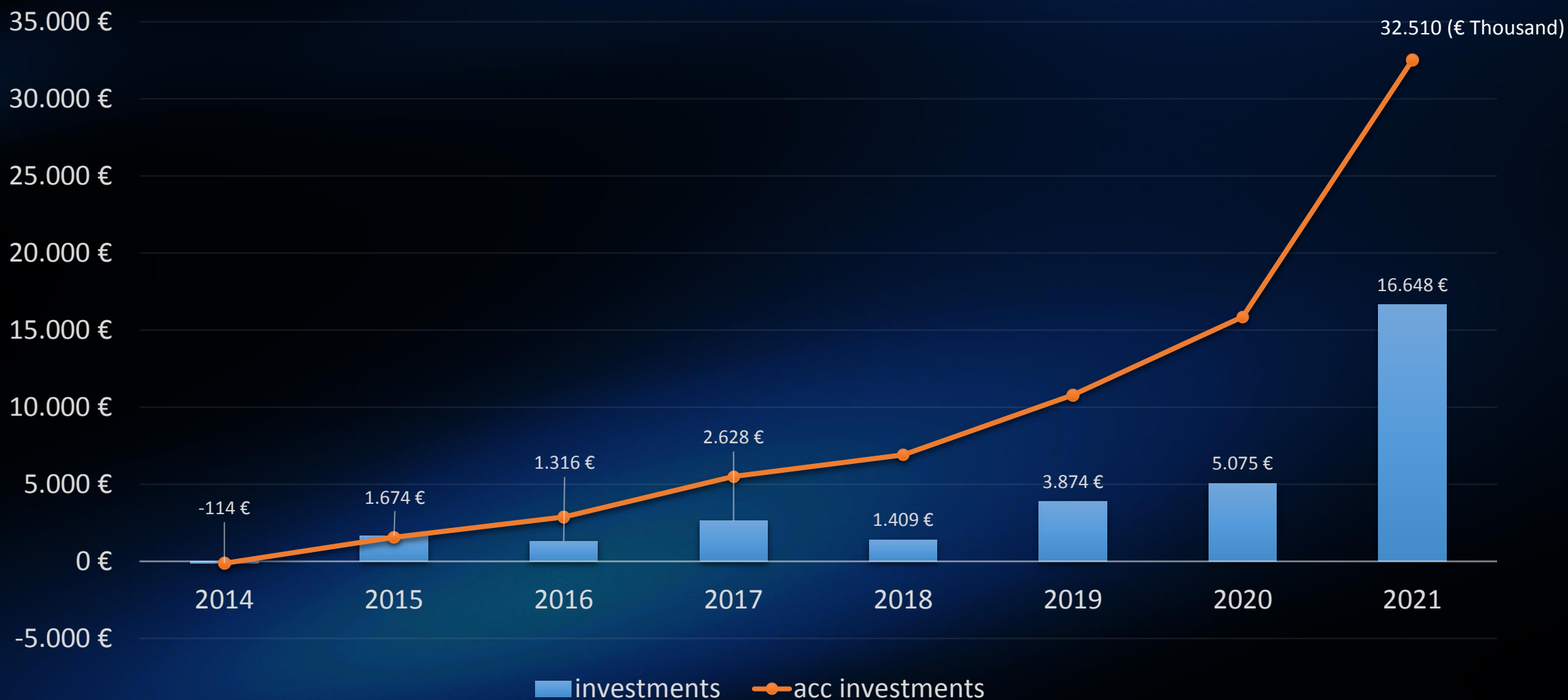
SALES, EBITDA & EBT 2014-2021



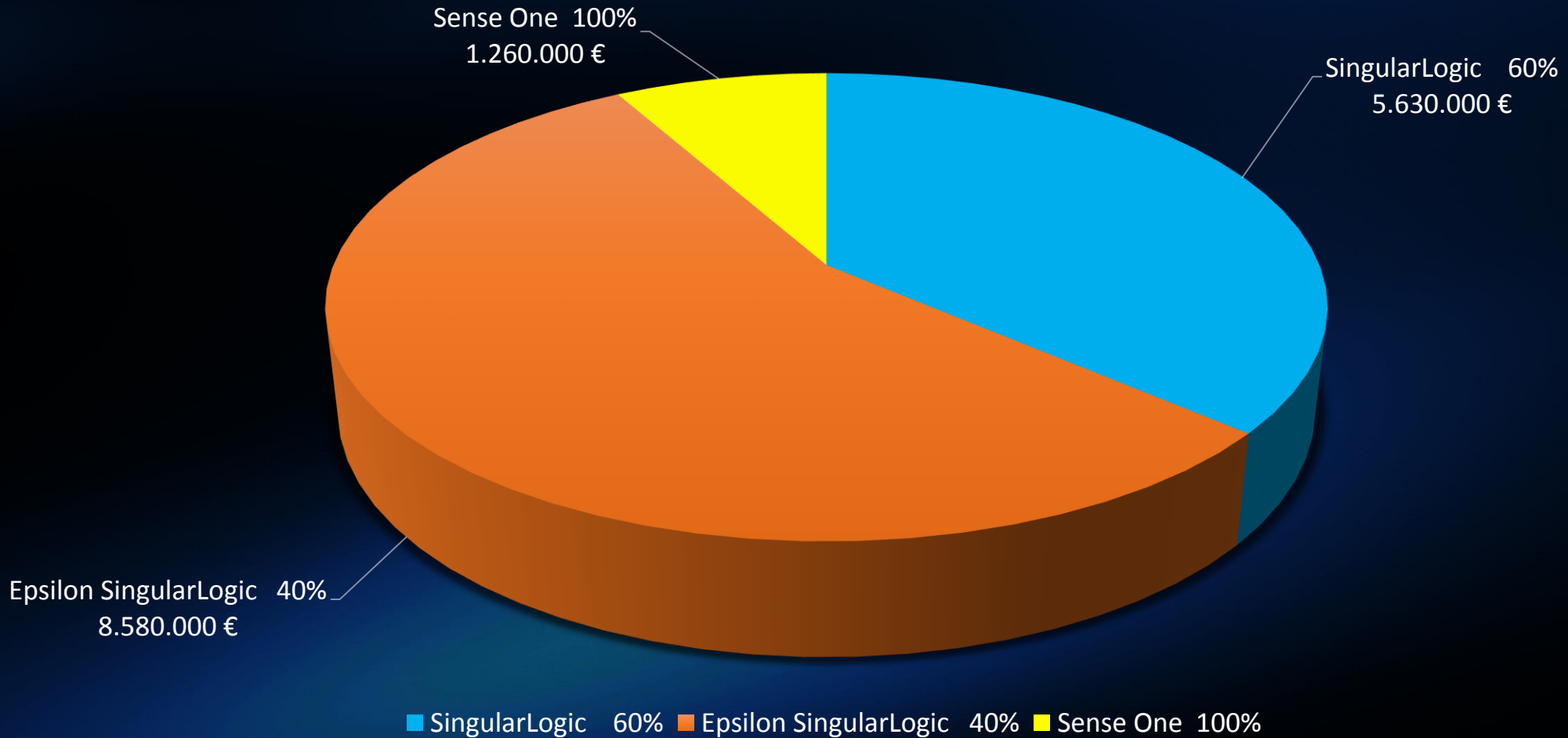
Revenue 2012 - 2021



Investments 2014-2021

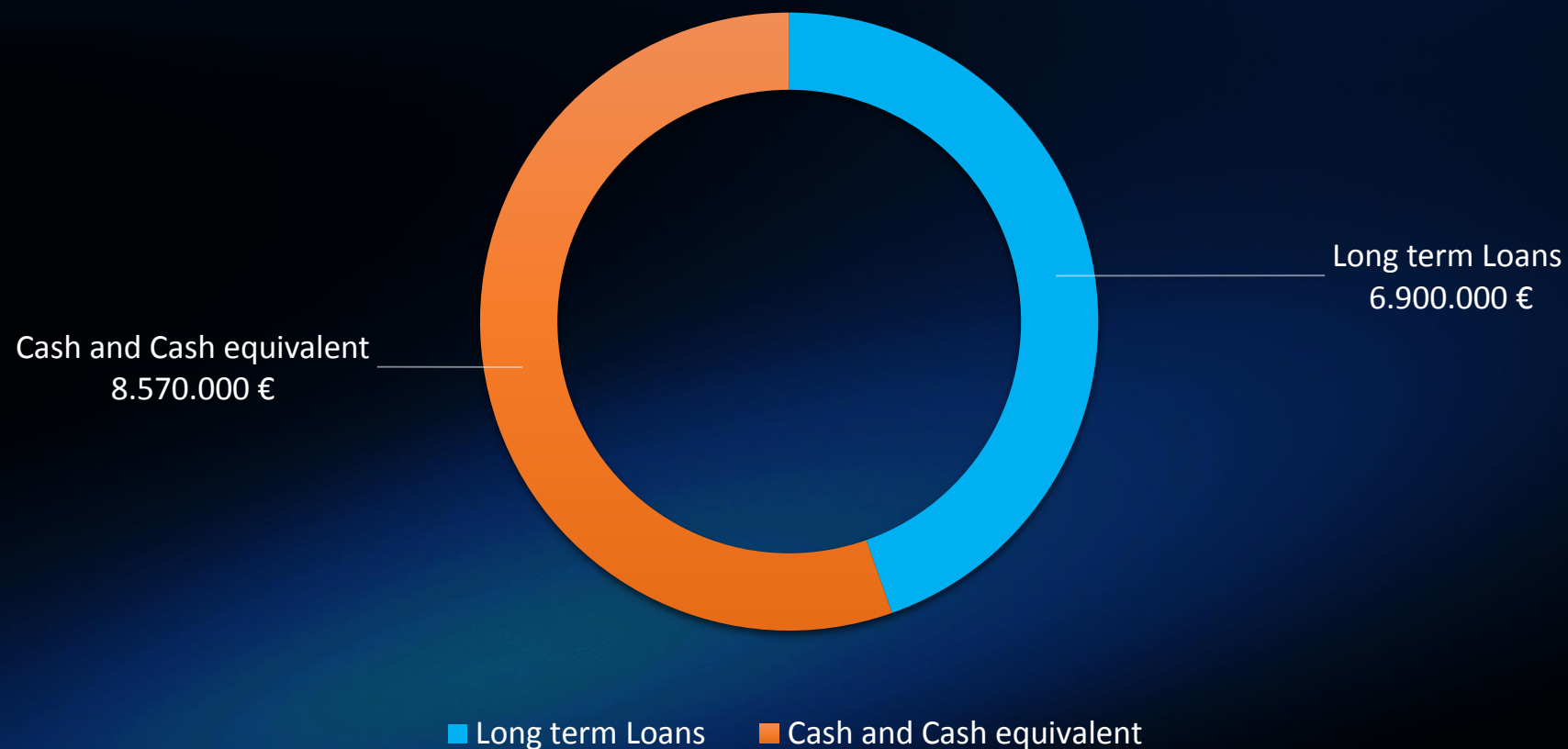


Mergers & Acquisitions 2021



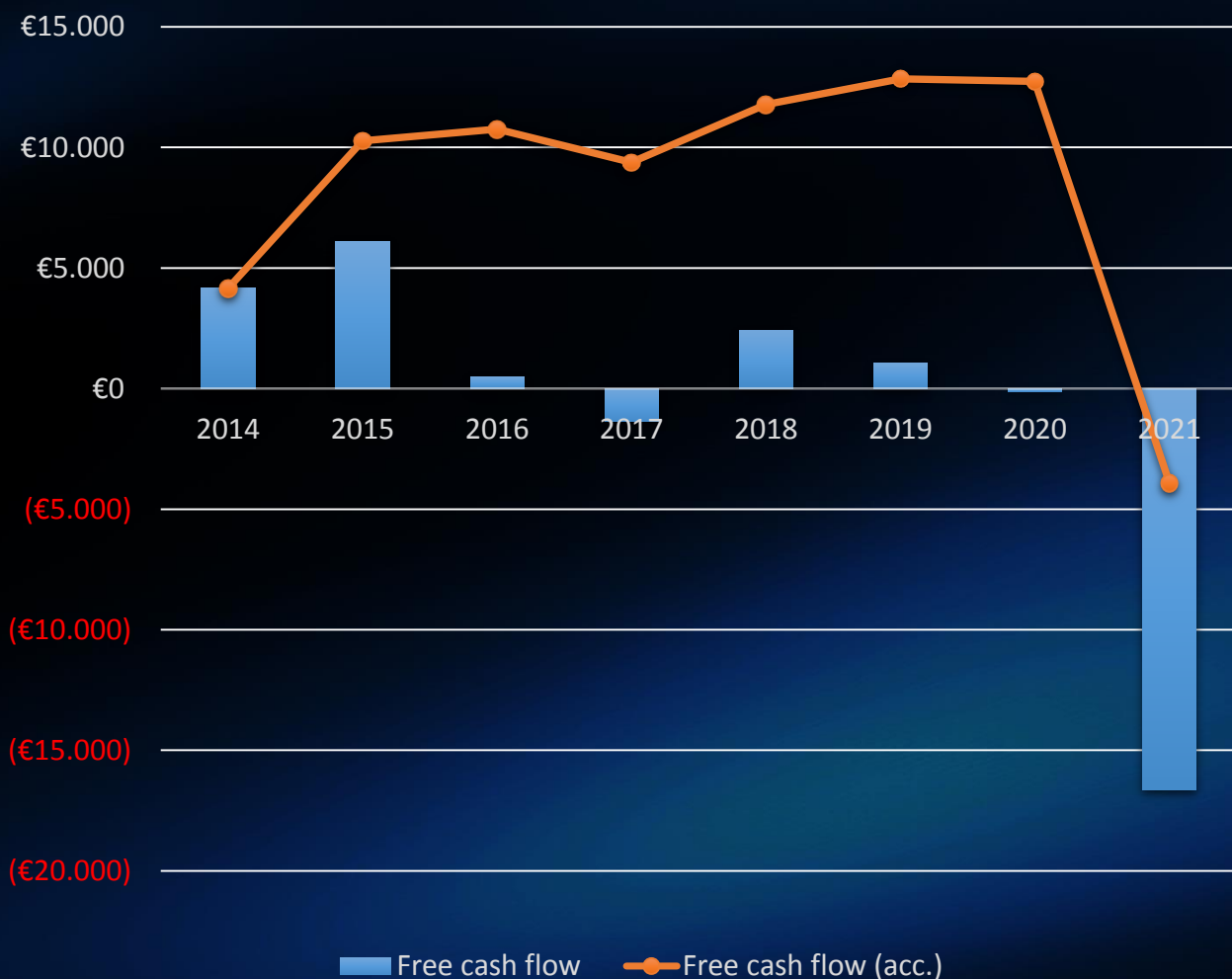
Total 15.470.000 €

| Source of Funds

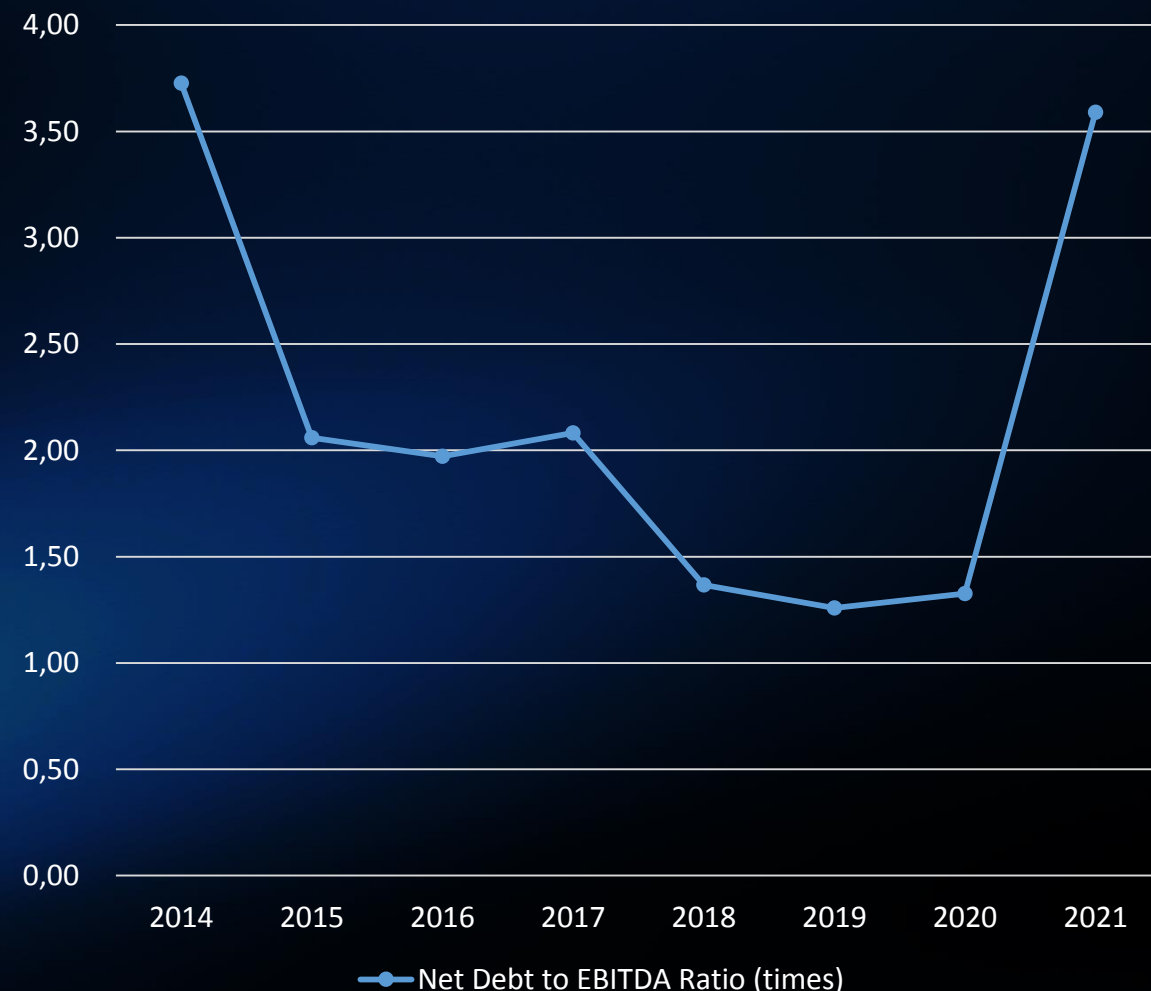


Free Cash Flow & Net Debt to EBITDA Ratio

Free Cash Flow (In Thousands)



Net Debt to EBITDA Ratio



Financial Indicators

CONSOLIDATED FINANCIAL STATEMENTS		2016	2017	2018	2019	2020	2021
Turnover	%	-12,2%	23,9%	10,8%	9,3%	11,7%	28,0%
Gross Profit	%	0,1%	8,3%	12,2%	0,0%	3,4%	25,0%
EBITDA	%	-1,2%	12,2%	22,8%	5,8%	8,5%	37,8%
EBT	%	86,1%	17,9%	26,0%	3,4%	1,7%	131,3%
EAT	%	12,8%	23,8%	9,3%	24,5%	16,1%	157,9%
ROE	%	6,53%	7,59%	8,05%	9,25%	9,75%	19,0%
ROA	%	2,02%	2,30%	2,24%	2,22%	1,80%	3,2%



| Stock Details

Investment Indicators

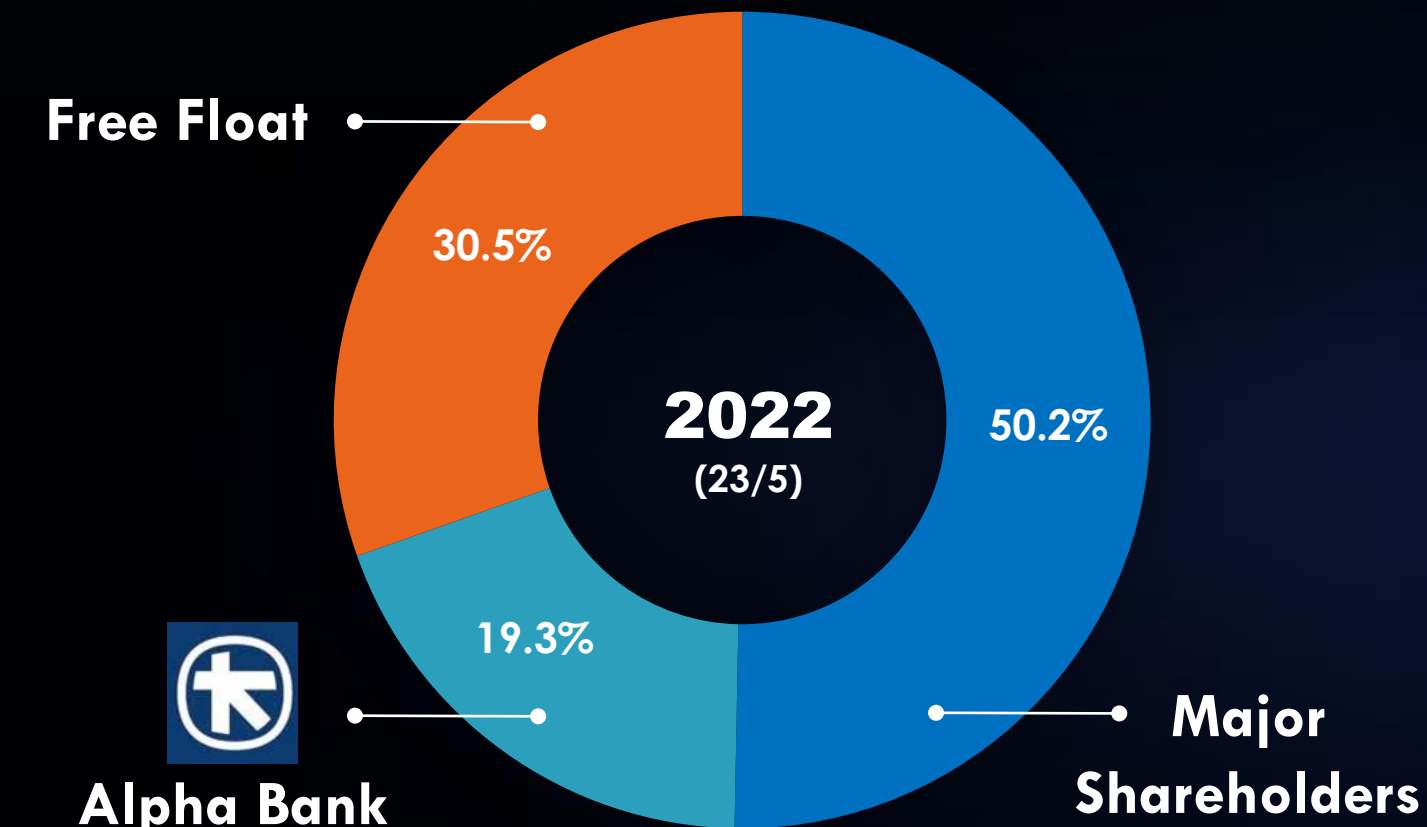
	2016	2017	2018	2019	2020	2021
p/e	6	12	27	27	16,5	13,1
p/ebitda	1,3	2,8	5,6	5,6	4,3	5,4
p/sales	0,1	0,2	0,5	0,5	0,4	0,5
p/bv	0,4	0,9	2,2	2,2	1,6	2,1
ev/ebitda	3,3	4,9	7,0	7,0	5,6	8,9
number of shares	6.456.530	6.456.530	6.456.530	6.456.530	6.456.530	6.456.530
share price	0,88	2,08	5,15	4	4,5	7,82
market capitalization	5.681.746	13.429.582	33.251.130	25.826.120	29.054.385	50.490.065

Space Hellas Stock Chart 2001 - 2022



- Ref. Symbols: SPACE (ATHEX)
- Sector/Subsector:
Telecommunications
/Telecommunications Equipment
- Market: Securities Market
- Market segment: Main Market
- Listing price per share €18.34
- Price per share €8,96 (23/5/2022)
- Market Capitalization €57,850,508.80 (23/05/2022)
- Indices : ASI, ATHEX-ESG, DTL, FTSEA, FTSEAMSFW, GD, SAGD
- Higher price 52 weeks € 10,20
- Lower Price 52 weeks € 5,22

| Shareholders' Structure



Alpha Bank Group, one of the largest financial institutions in Greece

Space Hellas founders
Manolopoulos & Bellos



Empowering

Your Digital Transformation Journey

Thank you for your attention



 **SPACE**

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