

SPACE HELLAS

Empowering Your Digital Transformation Journey

Annual Analysts Update

Athens, Tuesday 18th of May 2021

80 Million



 **SPACE**

Classification ISO 27001: Public

MK-12052020-3



www.space.gr

| Space Hellas Combines:

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

80 Million



| Space Hellas – Four Decades of History



Data Communications

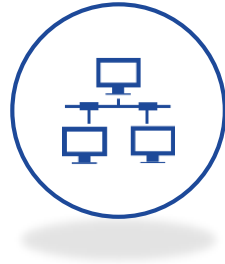
1

1985

Dimitris Manolopoulos is founding Space Hellas

1988

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



Networking & System Integration

2

2000

Listing of Space Hellas at the Greek Stock Exchange

2001

BT & Space Hellas Collaboration Agreement



ICT & High Tech Applications

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



Cloud Integration & Data Analytics

4

2017

Space Hellas Expands its Cooperation with Microsoft, Oracle, Amazon, Google as a CSP

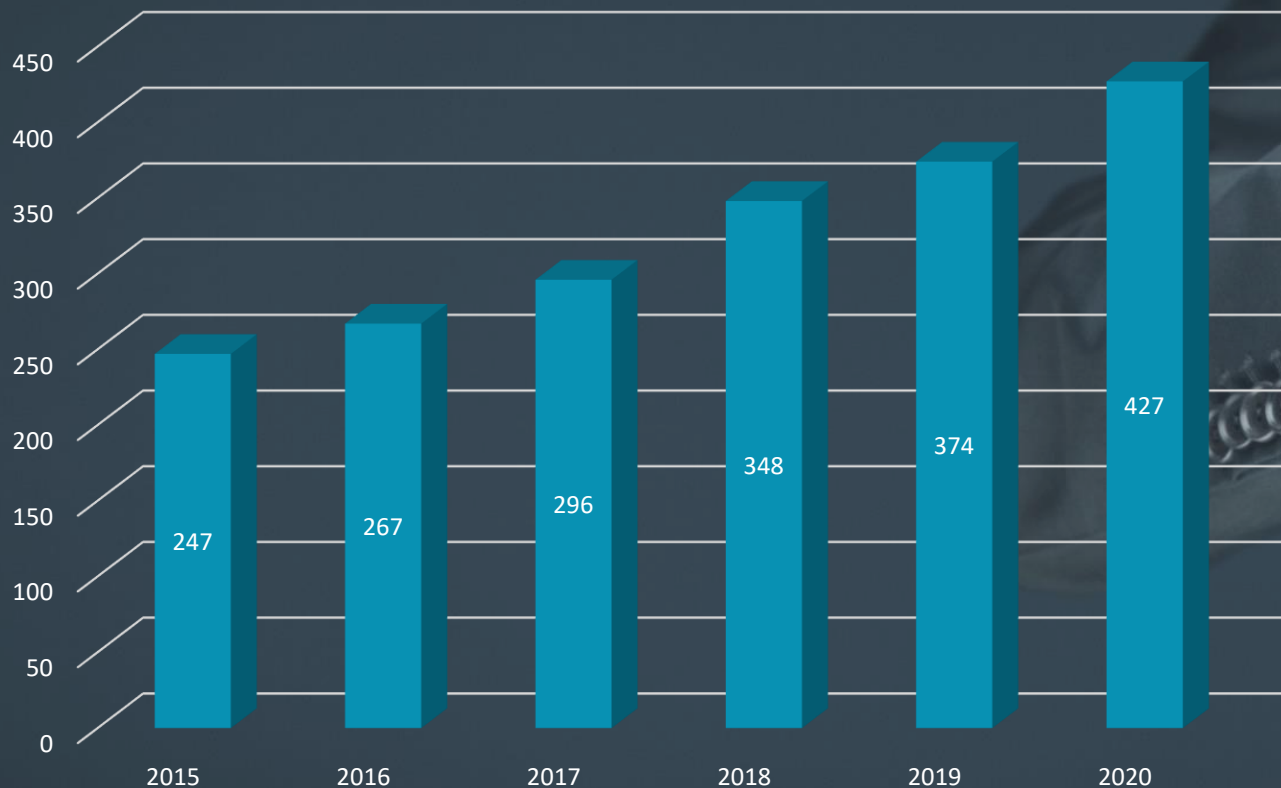
2017-2021

Space Hellas Invests in Web-IQ, AgroApps and SingularLogic

| Income Statement Summary 2019 - 2020

| | Group | | | Company | | |
|--------------------------|------------------|------------------|----------|------------------|------------------|----------|
| Amounts in euro thousand | 01.01-31.12.2020 | 01.01-31.12.2019 | CHANGE % | 01.01-31.12.2020 | 01.01-31.12.2019 | CHANGE % |
| Revenue | 80.732 | 72.250 | 11,74% | 78.170 | 69.602 | 10,96% |
| Gross profit/loss | 16.418 | 15.884 | 3,25% | 15.563 | 14.932 | 4,05% |
| Gross profit margin | 20% | 22% | -10,78% | 20% | 21% | -7,76% |
| EBITDA | 6.818 | 6.283 | 7,85% | 5.930 | 5.289 | 10,81% |
| EBIT | 4.826 | 4.471 | 7,36% | 3.959 | 3.498 | 11,64% |
| EBT | 2.188 | 2.151 | 1,69% | 2.079 | 1.609 | 22,61% |
| EAT | 1.760 | 1.516 | 13,86% | 1.705 | 1.233 | 27,68% |

Employee's Growth





| Commercial Strategy & Innovation

| Line of Business



ICT

- DataCom & Networking
- Hybrid IT
- Security Systems & Solutions
- Infrastructure
- Cybersecurity
- UCC
- Customer Experience – CX
- Business Solutions



Services

- Cloud
- Managed
- Professional
- GRC
- Telecom



R&D and Innovation

- R&D Projects
- Innovation Lab

Digital Expertise

Enterprise workload

Achieve agility, scale, and cost savings by Integrating with on-premise or cloud-based software suites: Supported platforms include SAP S/4 HANA, Oracle, Microsoft and many more.



Technology Landscape

We have experience deploying cloud solutions across DBs and our team is certified in cutting-edge technologies. Additionally, We have deep expertise designing and deploying cloud solutions across operating systems, including Linux, Unix and Windows, etc.



Multi-Cloud environment

Our relationship with leaders in the cloud space such as Google Cloud Platform, Azure, ORACLE, etc. will power your cloud transformation.



| Customer Operations & Support

NOC & SOC

- IT Infrastructure Monitoring and Management
- Network Monitoring
- Server Monitoring
- Application Performance Monitoring
- Public Sites and Services Monitoring
- 24x7x365 Proactive Monitoring & Incident Management
- 3rd Party Trouble Ticket Management
- Inventory & Asset Management
- Security Management and Monitoring
- Threat Hunting & Incident Response
- Vulnerability Management
- User, Network and Entity Behavioral Analytics



24/7/365 Tech Support

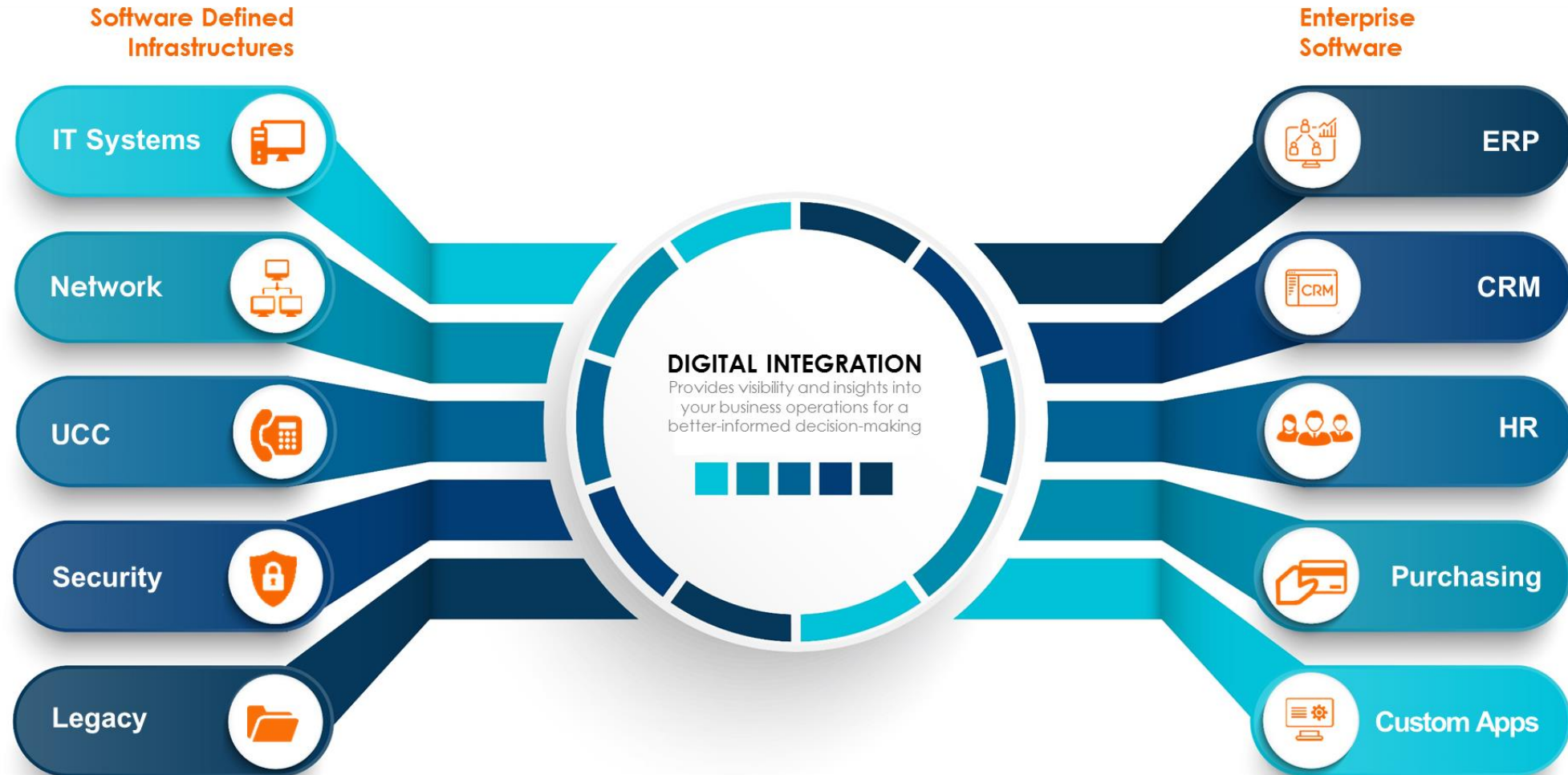
Whether you have a minor request or a mission-critical issue, our agents are skilled enough to manage the situation. We can assign a team to your business that has the appropriate educational and professional experience to manage any level of technical complexity

Project Management

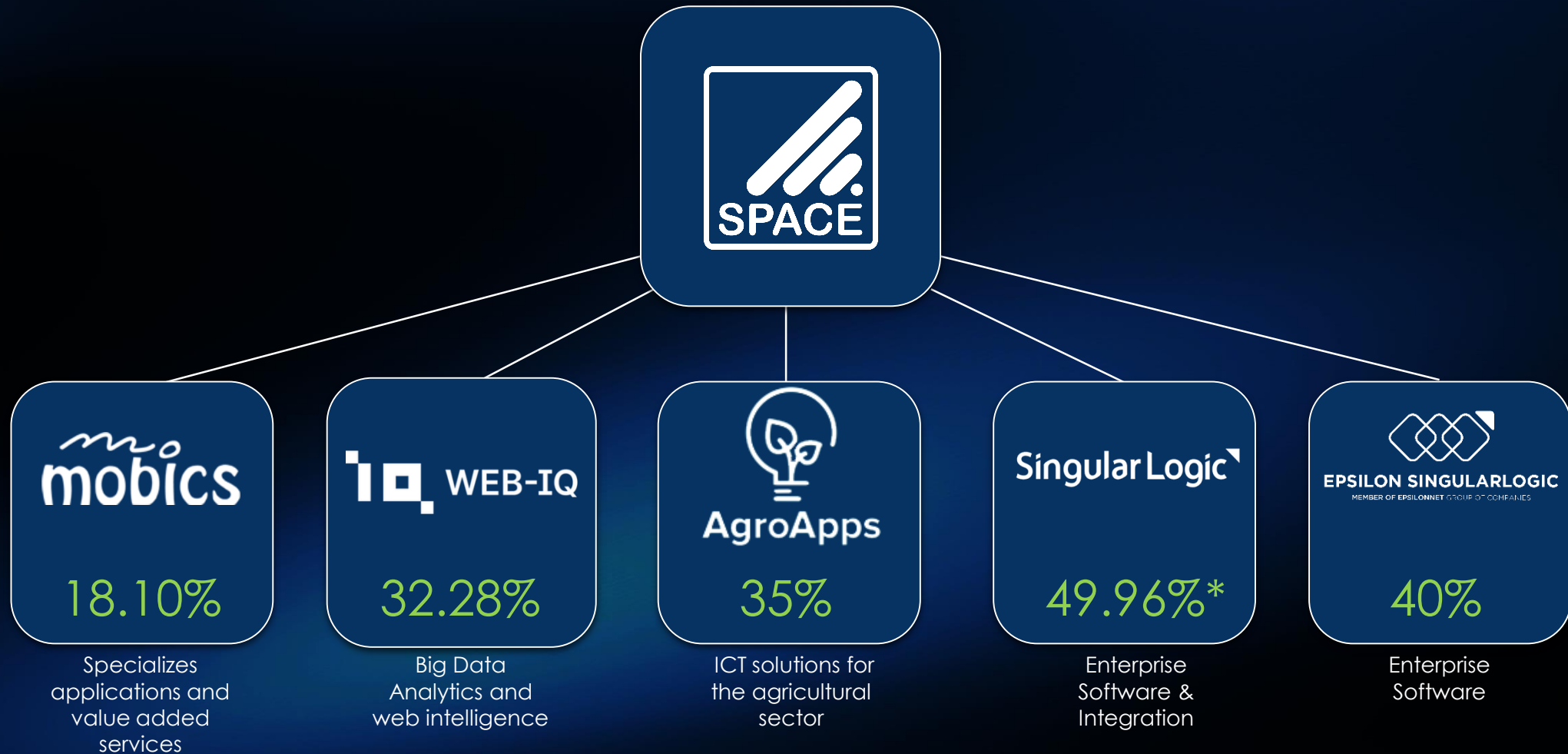
- Consulting
- Bid Management
- Site Surveys / Acquisitions Management/
Licensing
- Solution Design
- Project Management Logistics
- Procurement Management
- Commissioning / Testing
- Final Acceptance Services
- Operations and Support Services
- Training & Knowledge Transfer



Our Digital Integration Model



Subsidiaries and Participations



*Raised to 60% upon completion of ERP division's spin-off

| 2020 Important milestones

Strong Sales Pipeline in Private Sector: remote working, security, cloud services, Data Center etc.

Strong Sales pipeline Public Sector - New project proposals

Increase in technical support services: Advanced and Professional services, New technologies, Vendor certifications

Telecom Services: Support contracts, 7 POP's, multiple connections in 27 countries, collaborations with 74 Telecom Providers

Space Phone – Indirect Sales Network: Reselling Contracts with Vodafone, Protergia etc.

| Major Accounts for 2020



ALPHA BANK

PIRAEUS BANK



forthnet



HELLENIC REPUBLIC
MINISTRY OF MARITIME
AFFAIRS & INSULAR POLICY



IONIAN
UNIVERSITY



European
Commission



National Technical
University of Athens



ΚΟΙΝΩΝΙΑ ΤΗΣ
ΠΛΗΡΟΦΟΡΙΑΣ Α.Ε.



80 Million

| Major Projects of 2021

CITIZEN'S PROTECTION MINISTRY

COAST GUARD

DIGITAL TRANSFORMATION

MINISTRY OF FOREIGN AFFAIRS

MINISTRY OF EDUCATION

LOCAL GOVERNEMENT

DIGITAL CULTURE

SMART CITIES

SMART OPEN MALL

MINISTRY OF DEFENCE

NATIONAL METEOROLOGICAL SERVICE

GENERAL SECRETARIAT OF IT SYSTEMS

MINISTRY OF JUSTICE

MINISTRY OF AGRICULTURE

NATO

EUMETSAT

Ongoing R&D Projects



Indicative Technology Partners & Co-operations



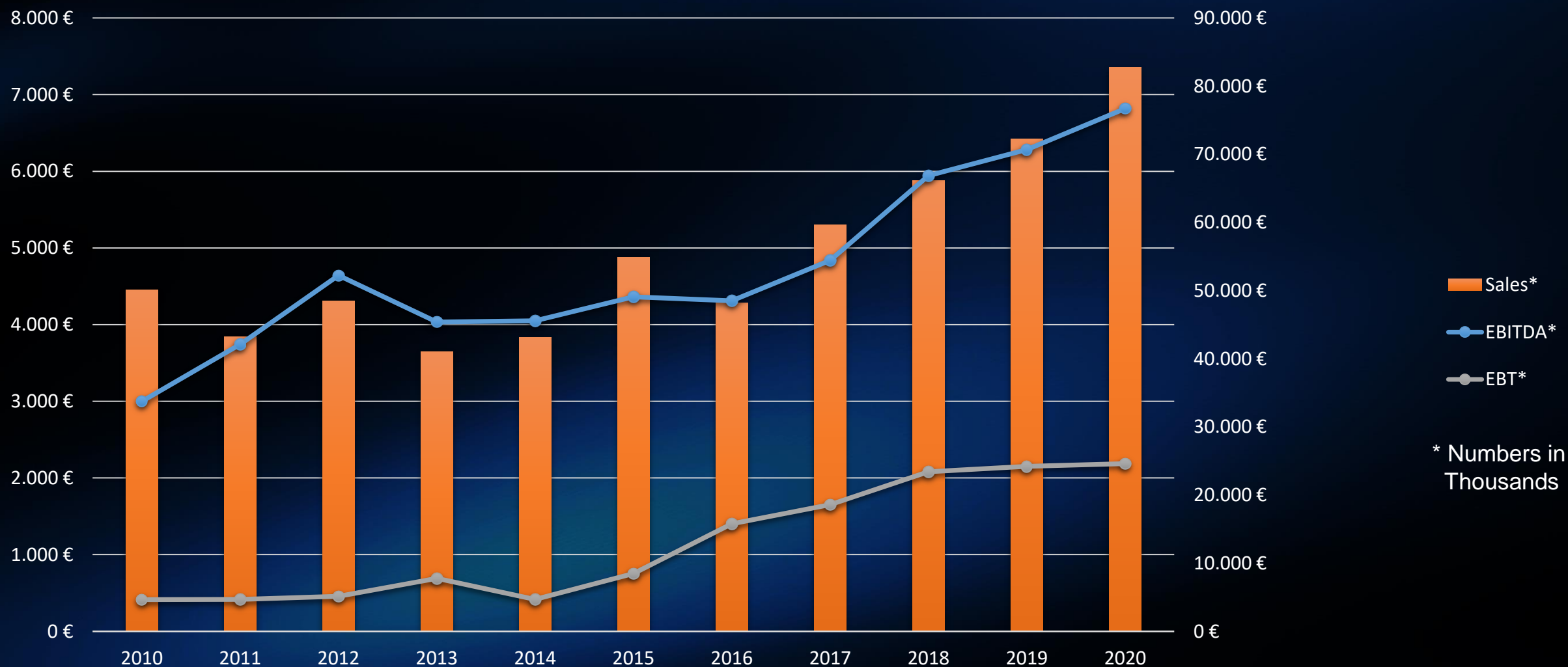


| Financial Growth Analysis

| Income Statement Summary 2019 - 2020

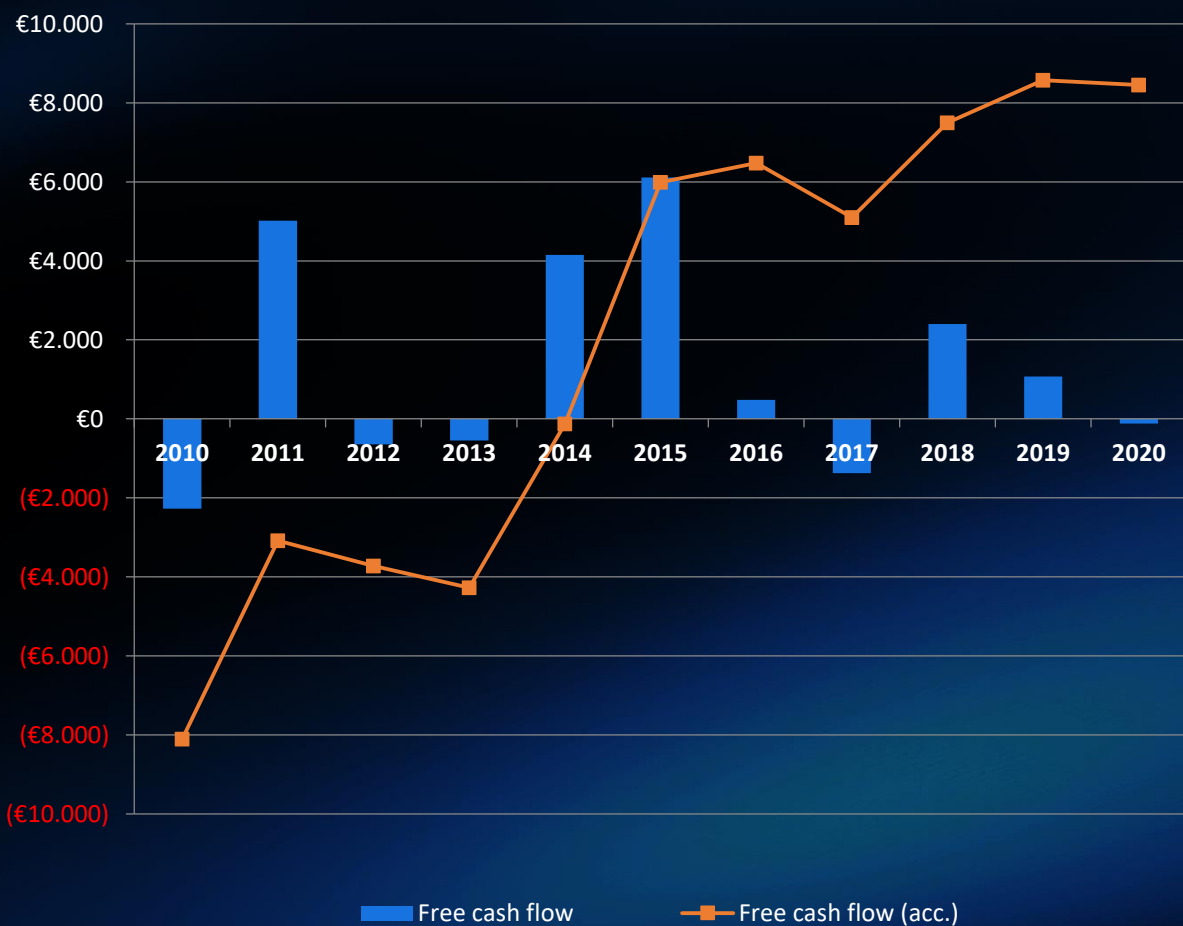
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SALES, EBITDA & EBT 2010-2020

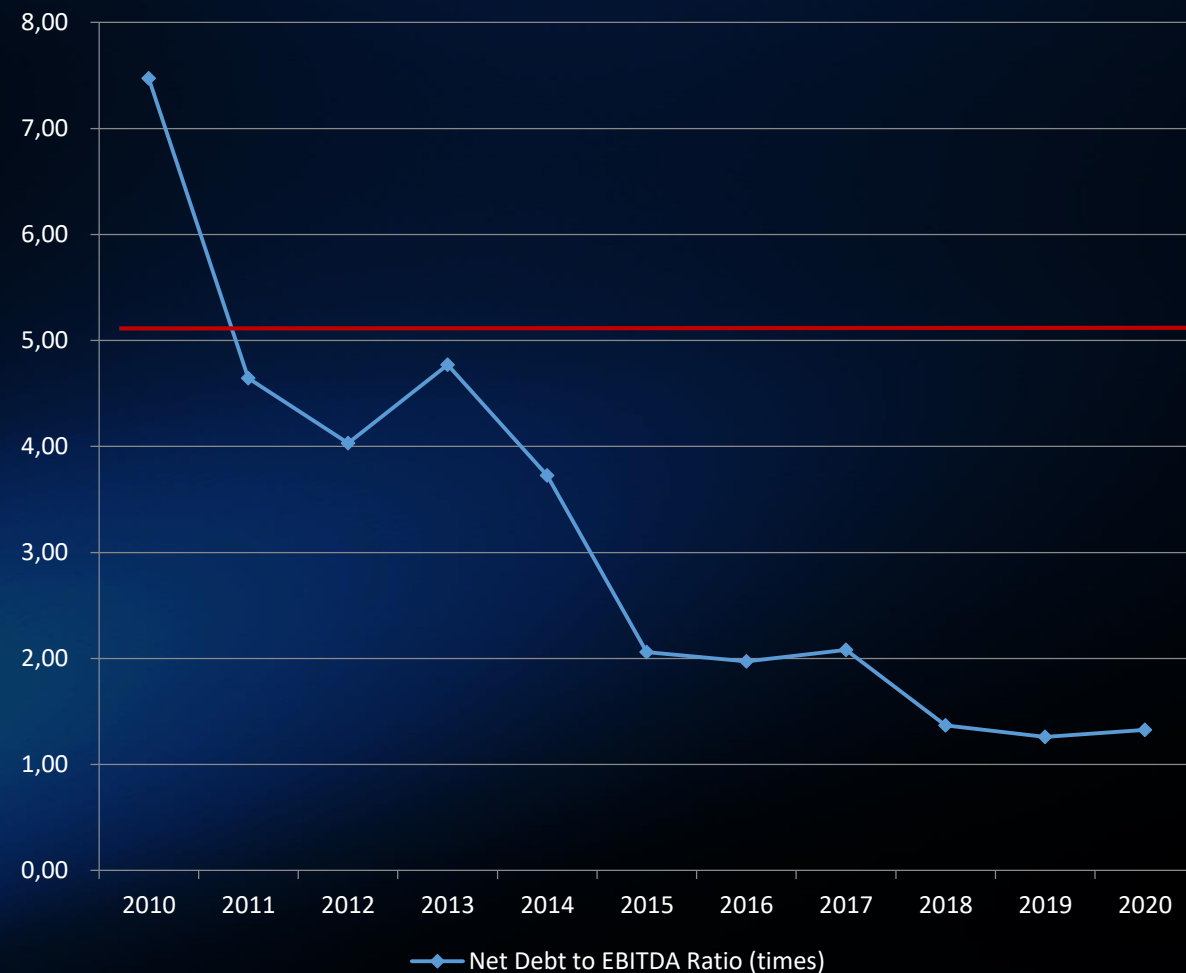


Free Cash Flow & Net Debt to EBITDA Ratio

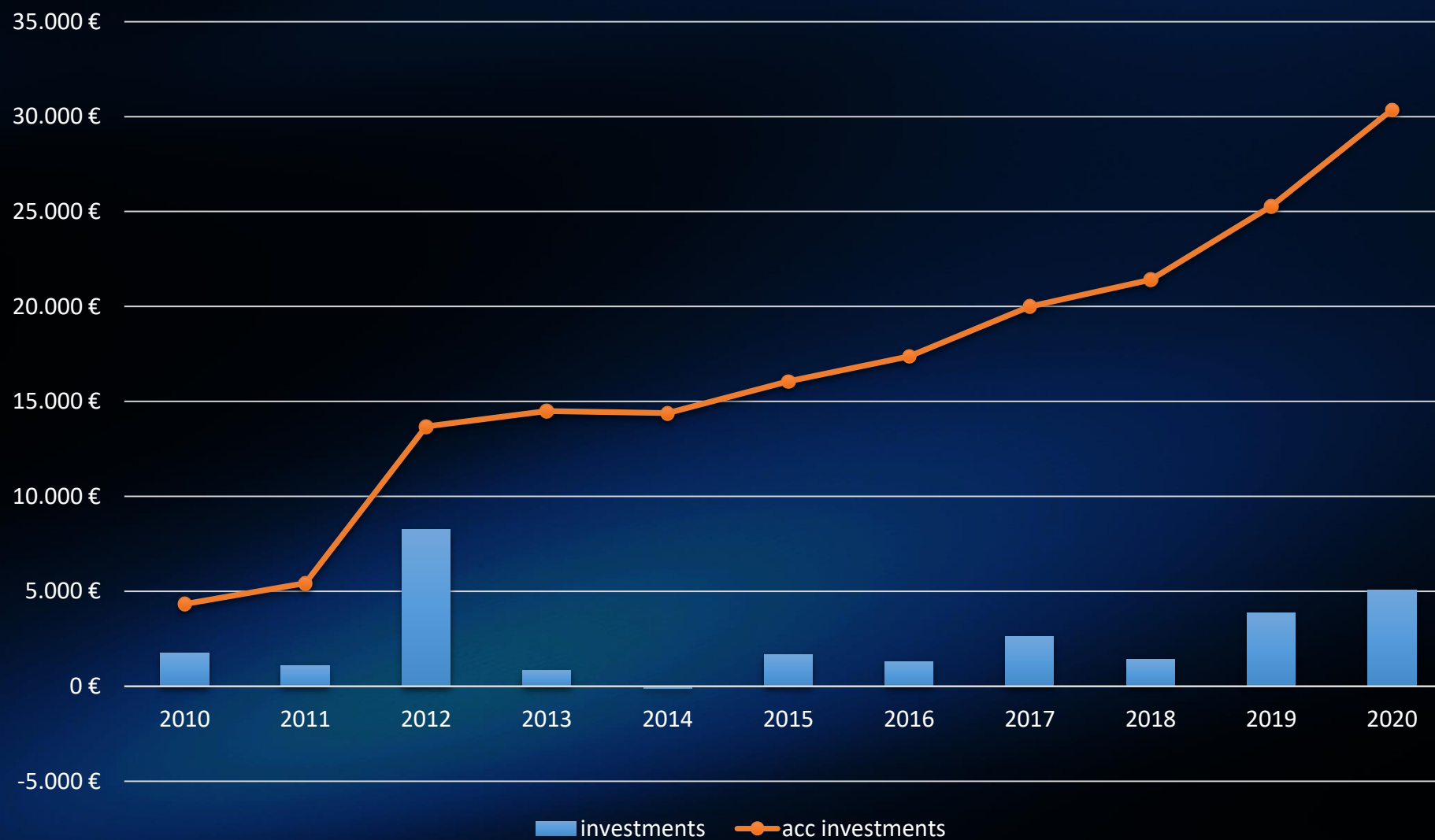
Free Cash Flow (In Thousands)



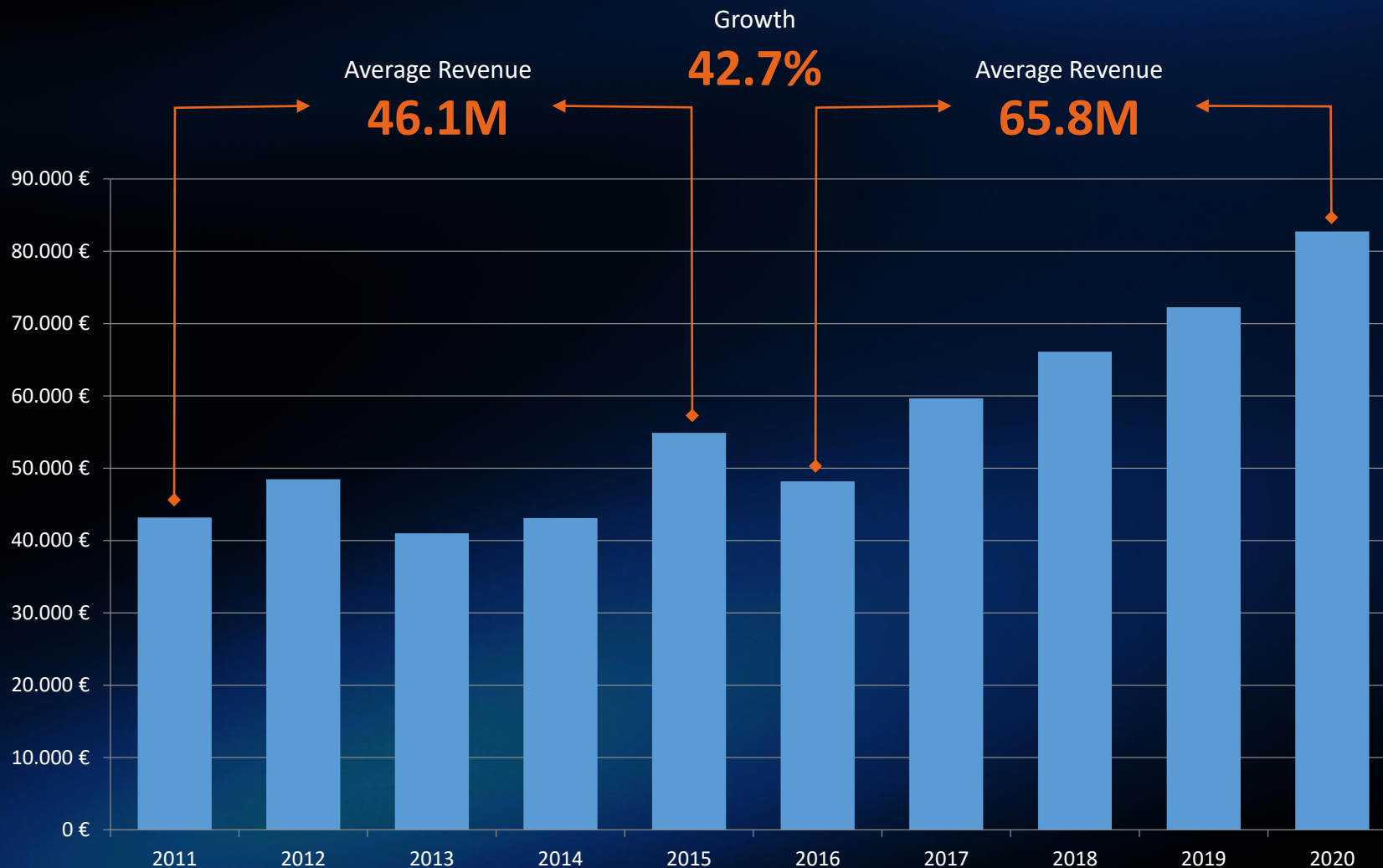
Net Debt to EBITDA Ratio



Investments 2010-2020



Revenue 2011 - 2020



Financial Indicators

| CONSOLIDATED FINANCIAL STATEMENTS | | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|--|---|-------------|-------------|-------------|-------------|-------------|-------------|
| Turnover | % | 27,3% | -12,2% | 23,9% | 10,8% | 9,3% | 11,7% |
| Gross Profit | % | 5,3% | 0,1% | 8,3% | 12,2% | 0,0% | 3,4% |
| EBITDA | % | 7,7% | -1,2% | 12,2% | 22,8% | 5,8% | 8,5% |
| EBT | % | 81,0% | 86,1% | 17,9% | 26,0% | 3,4% | 1,7% |
| EAT | % | 6,5% | 12,8% | 23,8% | 9,3% | 24,5% | 16,1% |
| | | | | | | | |
| ROE | % | 6,16% | 6,53% | 7,59% | 8,05% | 9,25% | 9,8% |
| ROA | % | 1,81% | 2,02% | 2,30% | 2,24% | 2,22% | 1,8% |



| Stock Details

Investment Indicators

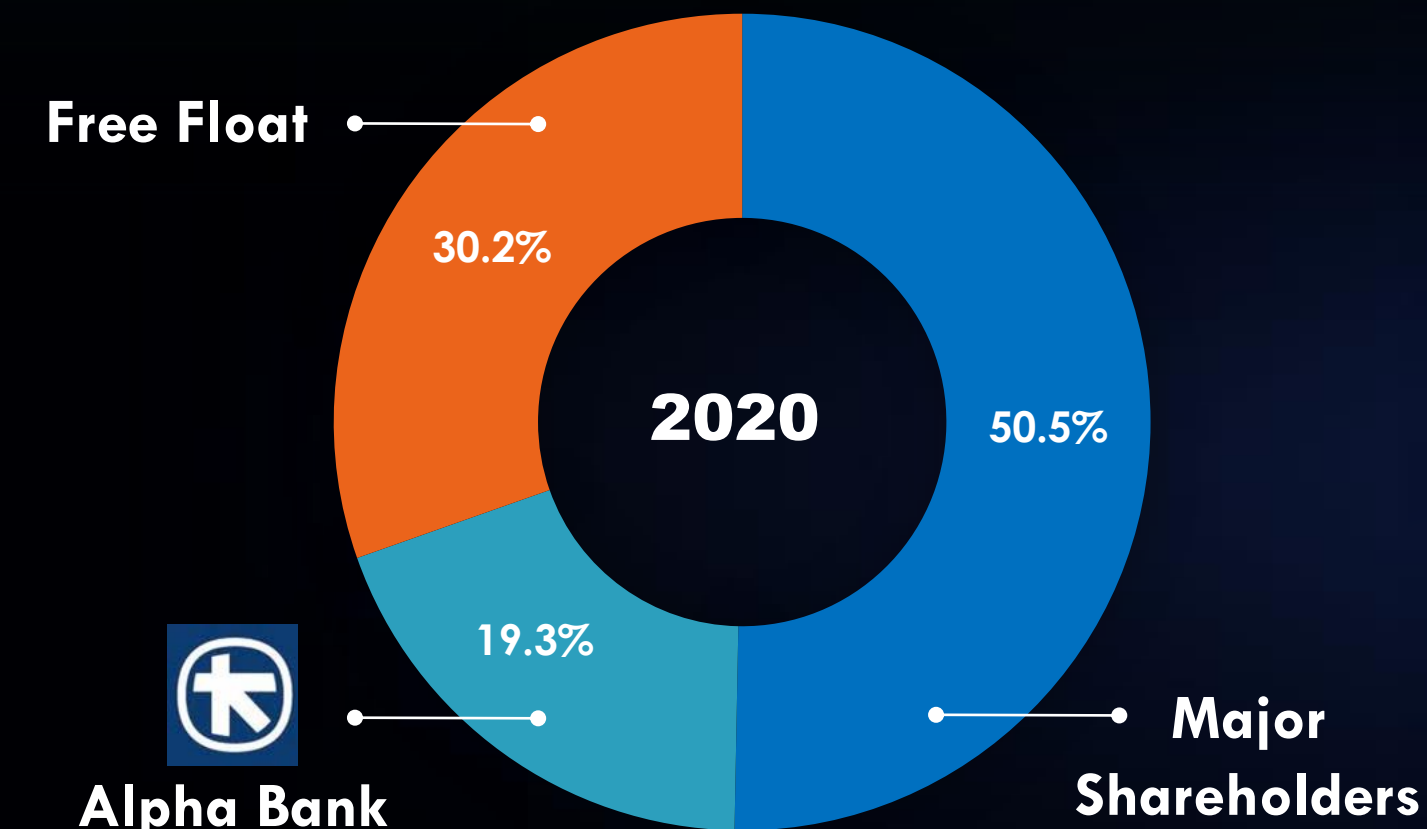
| | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|-----------------------|------------|-----------|------------|------------|------------|------------|
| p/e | 14 | 6 | 12 | 27 | 21 | 16,5 |
| p/ebitda | 2,6 | 1,3 | 2,8 | 5,6 | 5,1 | 4,3 |
| p/sales | 0,2 | 0,1 | 0,2 | 0,5 | 0,4 | 0,36 |
| p/bv | 0,9 | 0,4 | 0,9 | 2,2 | 2,0 | 1,6 |
| ev/ebitda | 4,7 | 3,3 | 4,9 | 7,0 | 6,7 | 5,6 |
| | | | | | | |
| number of shares | 6.456.530 | 6.456.530 | 6.456.530 | 6.456.530 | 6.456.530 | 6.456.530 |
| share price | 1,77 | 0,88 | 2,08 | 5,15 | 4,94 | 4,5 |
| market capitalization | 11.428.058 | 5.681.746 | 13.429.582 | 33.251.130 | 31.895.258 | 29.054.385 |

Space Hellas Stock Chart 2000 - 2020



- Listing price per share €18.34
- Price per share €6,80 (13/05/2021)
- Market Capitalization €43,904,404 (13/05/2021)
- GD, DOM, SAGD, FTSEA, DTL, FTSEMSFW, ASI
- Ref. Symbols: SPACE (ATHEX)
- Higher price 52 weeks €6,88
- Lower Price 52 weeks €3,71
- Sector/Subsector:
Telecommunications
/Telecommunications Equipment
- Market: Securities Market
- Market segment: Main Market

| 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



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Classification ISO 27001: Public

MK-23082018-1



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