

# Annual Financial Report For the period 1<sup>st</sup> January 2012 – 31<sup>st</sup> December 2012

**«SPACE HELLAS S.A. »** 

Company's Reg. No:13966/06/B/95-GEMI No:375501000 Mesogion Av. 312 Ag. Paraskevi

The annual financial report of 2012 has been prepared in accordance with art. 4, Law 3556/2007, has been approved by the Board of Directors at 15 February 2013 and has been uploaded at the URL address <a href="http://www.space.gr">http://www.space.gr</a>,



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## 1 STATEMENTS OF MEMBERS OF THE BOARD (In accordance with article 4 par.2 of Law 3556/2007)

The Members of the Board of Directors

Dimitrios S. Manolopoulos, President of the Board, executive member Paraskevas D. Drosinos Chief Executive Officer, executive member Georgios P. Lagogiannis executive member.

acting by virtue of the aforementioned membership and especially designated, we declare and certify that, as far as we know:

- The annual financial statements of the Group and of company SPACE HELLAS SA for the financial year from January 1, 2012 to December 31, 2012, which were prepared according to International Financial Reporting Standards, present truly and fairly the assets and liabilities, the equity and the financial results of the Company, as well as of the consolidated companies as a whole, according to par. 3 to 5 of article 4 of L. 3556/2007 and
- 2. The enclosed report of the Board of Directors reflects in a true manner the development, performance and financial position of the Company and of the businesses included in Group consolidation, taken as a whole, including the description of the principal risks and uncertainties.

### Agia Paraskevi, 15 February 2013

The Designated members of the Board of Directors

The President of the Board Chief Executive Officer Member and General Manager

D. Manolopouos P.Drosinos G. Lagogiannis



### 2 ANNUAL REPORT OF THE BOARD OF DIRECTORS FOR THE FINANCIAL PERIOD 1.1.2012 – 31.12.2012

This Report of the Board of Directors of SPACE HELLAS, submitted to the Shareholders, refers to the financial year from January 1, 2012 to December 31, 2012 and is compliant to the provisions of the Greek Companies' Act, Codified Law 2190/1920 (art. 136) as well as art. 4 § 7 L.3556/2007 and L 3874/2010 and related HCMC circulars.

This report is divided in subsections with the aim to present in a fair, summarized, yet substantial manner all the information in accordance with the abovementioned legal framework in order to provide substantial and well documented information regarding the activities of the company and the Group for the related period.

The sections of the report provide information regarding:

- The financial position of the Group and the Company, and additional related information for the financial year 2012.
- The important issues that took place during the financial year 2012 and their impact on the financial statements.
- The perspectives and strategic aims of the Group and the Company,
- The risk and uncertainties of the Group and the Company,
- The Group's Corporate Governance practices,
- The transactions with related parties during 2012,
- o The important issues that took place after the end of the financial year 2012.

The present report refers to the consolidated financial statements and whenever deemed necessary refers also to the company financial data.

The present report is included unedited in Annual Financial Report of year 2012, along with the financial statements and the rest of the necessary information, the relevant declarations and the explanatory notes.

The Annual Report is available in the URL address, <a href="http://www.space.gr">http://www.space.gr</a>, together with the financial statements and the auditor's report.

### 2.1 FINANCIAL POSITION – PERFORMANCE – OTHER INFORMATION

### 2.1.1 FINANCIAL DATA

Despite the continuing recession of the Greek economy, in 2012 the Group has promptly adjusted to the demands of the new economic environment, implementing its plan and achieving its goals, in line with those set up in the beginning of the economic crises four years ago. The Group has enhanced its position in the market due to increased turnover and reduce expenses, has maintained a satisfactory level of liquidity, sufficient and indispensable condition for the stability of relations with the banking sector and its suppliers as well. The Group's strategic expansion abroad, through the establishment of subsidiaries, and the prospects for and undertaking and the implementation of new projects, provide the vision and the challenge as well, to maintain a safe course in 2013.

The company's activities were fully compliant with the legal framework as well as with the statutory goals. The following table presents a comparison of the financial results for the years 2012 and 2011 respectively.

### 2.1.1.1 Year's total income

TOTAL INCOME STATEMENT										
		<b>GROUP</b>			<b>COMPANY</b>					
Amounts in € thousand	<u>01.01-</u> 31.12.2012	<u>01.01-</u> 31.12.2011	<u>ΜΕΤΑΒΟΛΗ</u> <u>%</u>	<u>01.01-</u> 31.12.2012	<u>01.01-</u> 31.12.2011	<u>ΜΕΤΑΒΟΛΗ</u> <u>%</u>				
Revenue	48.482	43.194	12,24%	47.465	42.383	11,99%				
Gross profit/loss	14.462	13.023	11,05%	14.044	12.622	11,27%				
Gross profit margin	30%	30%		30%	30%					
EBITDA	4.635	3.744	23,77%	4.407	3.363	31,04%				
EBIT	3.625	2.914	24,40%	3.411	2.533	34,66%				
Earnings before taxes	450	416	8,17%	375	74	406,76%				
Earnings after taxes	317	228	39,04%	201	-83	-				
Other comprehensive income after taxes	-2.089	-72		-2.101	-26					



The Group's turnover amounted to € 48.482 thousand compared to € 43.194 thousand of year 2011 . The increase in turnover, despite the challenging economic conditions, reflects the successful implementation of strategies for the Group to strengthen its position in the market.

**The Group's Gross profit** amounted to  $\in$  14.462 thousand compared to  $\in$  13.023 thousand of the previews period showing an increase of 11,05%. The rise in turnover, combined with increased productivity, led to the increase in gross profit.

**The Group's EBITDA** amounted to  $\in$  4.635 thousand compared to  $\in$  3. 744 thousand of the previews period showing a increase of 23,77%, as result of the optimization of expenses as well as the continuous efforts for cost reductions and increase of productivity with the minimum impact on the company's growth.

**The Group's EBIT** amounted to  $\in$  3.625 thousand compared to  $\in$  2. 914 thousand of the previews period showing an increase of 24,77%.

**The Group's earnings before taxes** amounted to € 450 thousand compared to € 416 thousand of the previews period.

The Group's earnings after taxes amounted to € 317 thousand compared to € 228 thousand of the previews period.

The other comprehensive income after taxes amount to  $\in$  -2.089 thousand and concern the net amount of revaluation of the Group's buildings, as well as the result of currency exchange differences from the consolidation of sub-subsidiaries amounting to  $\in$  -12 thousand.

#### 2.1.1.2 **Assets**

	_					
	<u>B</u>	ALANCE SHEET	(Assets)			
		<u>GROUP</u>			<b>COMPANY</b>	
Amounts in € thousand	<u>01.01-</u> <u>31.12.2012</u>	<u>01.01-</u> 31.12.2011	<u>ΜΕΤΑΒΟΛΗ</u> <u>%</u>	<u>01.01-</u> 31.12.2012	<u>01.01-</u> 31.12.2011	<u>METABOΛΗ</u> <u>%</u>
Total Assets	50.037	49.407	1,28%	40.819	48.248	-15,40%
Total noncurrent receivables	21.536	14.292	50,69%	12.226	13.186	-7,28%
Inventories	2.806	3.591	-21,86%	2.806	3.591	-21,86%
Trade receivables	16.078	24.155	-33,44%	15.725	23.950	-34,34%
Other receivables	9.617	7.369	30,51%	10.062	7.520	33,79%

The Group's Total Assets amounts to € 50.037 thousand compared to € 49.407 thousand of year 2011.

**The Group's noncurrent receivables'** net value amounts to € 21.536 thousand compared to € 14.292 thousand of year 2011, attributable to the takeover of the subsidiary SPACE TECHNICAL CONSTRUCTION BUILDING S.A. as well as to the increase of the value of the company's property in Athens and Thessaloniki. The revaluation of the buildings to reach the fair value, has been made by independent property valuers.

There are no other real liens on non-current assets or property, except, at the Company level, the underwriting, amounting to € 1.200 thousand, on the property situated at 6 Loch. Dedousi St., Cholargos, Athens, and the underwriting amounting to € 4.000 thousand, on the property situated at 302 Ave. Mesogeion, Cholargos, Athens and, at the Group level, the underwriting, amounting to € 7.540 thousand, on the property situated at 312 Ave. Mesogeion, Cholargos, Athens, the underwriting, amounting to € 1.100 thousand, on the property situated at St. Gianniton-I.Kariofylli & Patr. Kyrrilou, Thessaloniki, as well as the underwriting, amounting to € 650 thousand, on the property situated in Romania belonging to the sub-subsidiary Space Hellas System Integrator Srl.

**The Groups' inventories** of goods, raw and auxiliary materials and consumables amount to € 2.806 thousand compared to 3. 591 thousand of year 2011.

The Group's Trade receivables amount to  $\in$  16.078 thousand compared to  $\in$  24.155 thousand of year 2011. The continuous effort for increasing collection as well as for reduced repayment periods, has led to this positive variation.

The Group's other receivables amount to  $\in$  9.617 thousand compared to  $\in$  7.369 thousand of year 2011.



#### 2.1.1.3 Liabilites

BALANCE SHEET (Liabilities)										
		<u>GROUP</u>			COMPANY					
Amount in € thousand	<u>01.01-</u> <u>31.12.2012</u>	<u>01.01-</u> 31.12.2011	<u>ΜΕΤΑΒΟΛΗ</u> <u>%</u>	<u>01.01-</u> 31.12.2012	<u>01.01-</u> 31.12.2011	<u>ΜΕΤΑΒΟΛΗ</u> <u>%</u>				
Total Liabilities	50.037	49.407	1,28%	40.819	48.248	-15,40%				
Shareholders' Equity	13.272	15.073	-11,95%	12.036	13.936	-13,63%				
Long term loans	8.233	1.120	635,09%	1.518	644	135,71%				
Other long term liabilities	1.036	712	45,51%	631	1.470	-57,07%				
Short term loans	14.521	17.987	-19,27%	13.937	17.922	-22,24%				
Other short term liabilities	12.975	14.515	-10,61%	12.697	14.276	-11,06%				

**The Shareholders' equity** amounts to € 13.272 thousand compared to € 15.073 thousand of year 2011. The decrease is attributed to the revaluation of the Group's property, which significantly decreased the revaluation reserves. The method used for the revaluation of the property took mainly in consideration the market value rather than in continued use, primarily because these buildings, despite their use from their owner, do not fulfil the conditions for special use, but are subject, instead, to a recognised real estate market.

The long term loans amounts to  $\in$  8.233 thousand compared to  $\in$  1.120 thousand of year 2011 . The increase is attributed mainly to the takeover of the subsidiary SPACE TECHNICAL CONSTRUCTION BUILDING S.A. The loans concern:

- □ The mortgage loan ending at 2015, amounting to € 343 thousand, after interest and principal payments
- □ The mortgage loan ending at 2015, amounting to € 875 thousand, after interest and principal payments
- The mortgage loan ending at 2014, amounting to € 300 thousand, after interest and principal payments
- □ The mortgage loan ending at 2016, amounting to € 617 thousand, after interest and principal payments
- □ The mortgage loan ending at 2026, contracted by the subsidiary SPACE TECHNICAL CONSTRUCTION BUILDING S.A, amounting to € 5.686 thousand, after interest and principal payments
- The mortgage loan ending at 2020, contracted by the subsidiary SPACE HELLAS SYSTEM INTEGRATOR S.R.L., amounting to € 412 thousand, after interest and principal payments.

**The Group's other long term liabilities** amount to  $\in$  1.036 thousand compared to  $\in$  712 thousand of year 2011. The increase is attributed mainly to increase of the deffered tax liabilities due to the revaluation of property.

**The Group's short term loans** amounting to  $\in$  14.521 thousand compared to  $\in$  17.987 thousand of year 2011 show a decrease. This trend is expected to continue for year 2013.

The Group's other short term liabilities amount to € 12.975 thousand compared to € 14.515 thousand of year 2011

Both the Group and the company monitor its Liabilities to ensure consistency in payments and preserve its good reputation.

### 2.1.1.4 **Cash Flow**

CASH FLOW STATEMENT											
	GI	ROUP	COMPANY								
Amount ins € thousand	01.01- 31.12.2012	<u>01.01-</u> <u>31.12.2011</u>	<u>01.01-</u> <u>31.12.2012</u>	<u>01.01-</u> 31.12.2011							
Total cash inflow/(outflow) from operating activities	7.611	6.115	7.581	5.983							
Total cash inflow/(outflow) from investing activities	-1.988	-1.094	-2.240	-790							
Total cash inflow/(outflow) from financing activities	-3.294	-5.260	-3.112	-5.201							

**Cash flow from operating activities,** is positive amounting to  $\in$  7.611 thousand. The continuous effort for increased collection of matured receivables together with the reasonable increase on new projects, have led to the generation of the surplus.



The net increase of the cash flow, amounting to  $\in$  2.329 thousand, is attributed to the abovementioned positive operating cash flow which financed both the investing as well as the financing activities.

**Cash flows from investing activities,** presented in a negative € 1.988 thousand. This amount capital was employed to the implementation of the Group's investment plan

**The cash flow from financing activities** at the end of year 2012 amounted to € 3.294 thousand in negative, attributable to the absorption of the greater part of the operating inflows, in line with the goal to decrease the short term loans and to improve the Group's capital structure.

#### 2.1.1.5 **Performance ratios**

AL. CURRENT RATIO A1. CURRENT RATIO A2. QUICK RATIO A3. ACID TEST RATIO A3. ACID TEST RATIO A4. WORKING CAPITAL TO CURRENT ASSETS B1. DEPT TO EQUITY B2. CURRENT LIABILITIES TO NET WORTH B3. FIXED ASSETS TO NET WORTH CC. C. ACTIVITY RATIOS B5. CURRENT ASSETS TO TOTAL ASSETS RATIO CC. ACTIVITY RATIOS C1. INVENTORIES TURNOVER RATIO C2. FIXED ASSETS TURNOVER RATIO C3. DAYS OF SALES OUTSTANDING (D.S.O) C4. ASSET TURNOVER RATIO C3. DAYS OF SALES OUTSTANDING (D.S.O) C4. ASSET TURNOVER RATIO C5. OWNER'S EQUITY TURNOVER RATIO C6. PROFITABILITY RATIOS C6. PROFITABILITY RATIOS C7. PROFITABILITY RATIOS C8. DAYS OF SALES OUTSTANDING (D.S.O) C9. OWNER'S EQUITY TURNOVER RATIO C9. OF MURICIPE Multiple m		RATIOS	GRO	<u>UP</u>	COMPANY		
A1. CURRENT RATIO			<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	
A2.         QUICK RATIO         93,45%         96,99%         96,82%         97,7           A3.         ACID TEST RATIO         14,72%         5,29%         14,14%         4,7           A4.         WORKING CAPITAL TO CURRENT ASSETS         0,04         0,7         0,07           B.         CAPITAL STRUCTURE RATIOS           B1.         DEPT TO EQUITY         277,03%         228,60%         239,14%         246,2           B2.         CURRENT LIABILITIES TO NET WORTH         207,19%         215,64%         221,29%         231,0           B3.         FIXED ASSETS TO NET WORTH         148,03%         89,14%         85,88%         87,6           B4.         OWNER'S EQUITY TO TOTAL LIABILITIES         36,10%         43,74%         41,82%         40,6           B5.         CURRENT ASSETS TO TOTAL ASSETS RATIO         56,96%         70,90%         70,05%         72,6           C.         ACTIVITY RATIOS           C1.         INVENTORIES TURNOVER RATIO         10,44         8,85         10,45         6           C2.         FIXED ASSETS TURNOVER RATIO         171,30         262,59         176,92         265           C3.         DAYS OF SALES OUTSTANDING (D.S.O)         177,30         620,5	A.	LIQUIDITY RATIOS					
A3. ACID TEST RATIO A4. WORKING CAPITAL TO CURRENT ASSETS	A1.	CURRENT RATIO	103,35%	108,04%	107,35%	108,89%	
A4.   WORKING CAPITAL TO CURRENT ASSETS   0,04   0,7   0,07   0,07	A2.	QUICK RATIO	93,45%	96,99%	96,82%	97,74%	
B.         CAPITAL STRUCTURE RATIOS           B1.         DEPT TO EQUITY         277,03%         228,60%         239,14%         246,2           B2.         CURRENT LIABILITIES TO NET WORTH         207,19%         215,64%         221,29%         231,0           B3.         FIXED ASSETS TO NET WORTH         148,03%         89,14%         85,88%         87,6           B4.         OWNER'S EQUITY TO TOTAL LIABILITIES         36,10%         43,74%         41,82%         40,6           B5.         CURRENT ASSETS TO TOTAL ASSETS RATIO         56,96%         70,90%         70,05%         72,6           C.         ACTIVITY RATIOS           C1.         INVENTORIES TURNOVER RATIO         10,64         8,85         10,45         8           C2.         FIXED ASSETS TURNOVER RATIO         2,47         3,22         4,59         3           C3.         DAYS OF SALES OUTSTANDING (D.S.O)         171,30         262,59         176,92         265           C4.         ASSET TURNOVER RATIO         0,97         0,97         0,87         1,16         0           C5.         OWNER'S EQUITY TURNOVER RATIO         3,165         2,87         3,94         3         3,65         2,87         3,94         3 <td>A3.</td> <td>ACID TEST RATIO</td> <td>14,72%</td> <td>5,29%</td> <td>14,14%</td> <td>4,77%</td>	A3.	ACID TEST RATIO	14,72%	5,29%	14,14%	4,77%	
B1.         DEPT TO EQUITY         277,03%         228,60%         239,14%         246,28           B2.         CURRENT LIABILITIES TO NET WORTH         207,19%         215,64%         221,29%         231,0           B3.         FIXED ASSETS TO NET WORTH         148,03%         89,14%         85,88%         87,6           B4.         OWNER'S EQUITY TO TOTAL LIABILITIES         36,10%         43,74%         41,82%         40,6           B5.         CURRENT ASSETS TO TOTAL ASSETS RATIO         56,96%         70,90%         70,05%         72,6           C.         ACTIVITY RATIOS           C1.         INVENTORIES TURNOVER RATIO         10,64 multiple mu	A4.	WORKING CAPITAL TO CURRENT ASSETS	0,04	0,7	0,07	0,8	
B2.   CURRENT LIABILITIES TO NET WORTH   207,19%   215,64%   221,29%   231,0   B3.   FIXED ASSETS TO NET WORTH   148,03%   89,14%   85,88%   87,6   B4.   OWNER'S EQUITY TO TOTAL LIABILITIES   36,10%   43,74%   41,82%   40,6   B5.   CURRENT ASSETS TO TOTAL ASSETS RATIO   56,96%   70,90%   70,05%   72,6   CC.   ACTIVITY RATIOS   10,64   multiple multip	В.	CAPITAL STRUCTURE RAT	ios				
B3. FIXED ASSETS TO NET WORTH   148,03%   89,14%   85,88%   87,6   B4. OWNER'S EQUITY TO TOTAL LIABILITIES   36,10%   43,74%   41,82%   40,6   B5. CURRENT ASSETS TO TOTAL ASSETS RATIO   56,96%   70,90%   70,05%   72,6   C.   ACTIVITY RATIOS   10,64   8,85   10,45   multiple multi	B1.	DEPT TO EQUITY	277,03%	228,60%	239,14%	246,21%	
B4.         OWNER'S EQUITY TO TOTAL LIABILITIES         36,10%         43,74%         41,82%         40,6           B5.         CURRENT ASSETS TO TOTAL ASSETS RATIO         56,96%         70,90%         70,05%         72,6           C.         ACTIVITY RATIOS           C1.         INVENTORIES TURNOVER RATIO         10,64 multiple multipl						231,04%	
B5.   CURRENT ASSETS TO TOTAL ASSETS RATIO   56,96%   70,90%   70,05%   72,66	В3.	FIXED ASSETS TO NET WORTH	148,03%	89,14%	85,88%	87,61%	
C.         ACTIVITY RATIOS           C1.         INVENTORIES TURNOVER RATIO         10,64 multiple	B4.	OWNER'S EQUITY TO TOTAL LIABILITIES	36,10%	43,74%	41,82%	40,62%	
C1. INVENTORIES TURNOVER RATIO     10,64   8,85   10,45   8   8   10,45   multiple m	B5.	CURRENT ASSETS TO TOTAL ASSETS RATIO	56,96%	70,90%	70,05%	72,67%	
C1. INVENTORIES TORNOVER RATIO  C2. FIXED ASSETS TURNOVER RATIO  C3. DAYS OF SALES OUTSTANDING (D.S.O)  C4. ASSET TURNOVER RATIO  C5. OWNER'S EQUITY TURNOVER RATIO  C6. PROFITABILITY RATIOS  D1. GROSS PROFIT MARGIN  D2. NET PROFIT MARGIN  D3. RETURN OF INVESTMENT  D4. EFFICIENCY OF TOTAL ASSETS  D5. RETURN ON TOTAL CAPITAL EMPLOYED  D6. FINANCIAL LEVERAGE RATIO  C7. Multiple mul	C.	ACTIVITY RATIOS					
C2. FIXED ASSETS TURNOVER RATIO     2,47   3,22   4,59   3   multiple multi	C1.	INVENTORIES TURNOVER RATIO				8,73	
C2. FIXED ASSETS TORNOVER RATIO  C3. DAYS OF SALES OUTSTANDING (D.S.O)  C4. ASSET TURNOVER RATIO  C5. OWNER'S EQUITY TURNOVER RATIO  C6. PROFITABILITY RATIOS  D1. GROSS PROFIT MARGIN  D2. NET PROFIT MARGIN  D3. RETURN OF INVESTMENT  D4. EFFICIENCY OF TOTAL ASSETS  D5. RETURN ON TOTAL CAPITAL EMPLOYED  D6. FINANCIAL LEVERAGE RATIO  C7. OPERATING EXPENSES RATIOS  multiple						multiple 3,47	
C3. DAYS OF SALES OUTSTANDING (D.S.O)  C4. ASSET TURNOVER RATIO  C5. OWNER'S EQUITY TURNOVER RATIO  C6. PROFITABILITY RATIOS  D1. GROSS PROFIT MARGIN  D2. NET PROFIT MARGIN  D3. RETURN OF INVESTMENT  D4. EFFICIENCY OF TOTAL ASSETS  D5. RETURN ON TOTAL CAPITAL EMPLOYED  D6. FINANCIAL LEVERAGE RATIO  C7. OPERATING EXPENSES RATIOS  177,30  262,59  176,92  265  267  267  276  287  3,94 ©  33,94 ©  348  349  349  349  349  349  349  349	C2.	FIXED ASSETS TURNOVER RATIO	,			multiple	
C4. ASSET TURNOVER RATIO  C5. OWNER'S EQUITY TURNOVER RATIO  C6. PROFITABILITY RATIOS  D1. GROSS PROFIT MARGIN D2. NET PROFIT MARGIN D3. RETURN OF INVESTMENT D4. EFFICIENCY OF TOTAL ASSETS D5. RETURN ON TOTAL CAPITAL EMPLOYED D6. FINANCIAL LEVERAGE RATIO  C7. OPERATING EXPENSES RATIOS  C8. OWNER'S EQUITY TURNOVER RATIO  C8. OWNER'S EQUITY TURNOVER RATIO  C9,82%  30,15% 29,59% 29,79 29,7 29,7 29,7 30,15% 29,59% 29,7 30,15% 29,59% 29,7 30,15% 29,59% 29,7 30,15%	62	DAVE OF CALES OUTSTANDING (D.S.O.)				269,60	
C4.         ASSET TORNOVER RATIO         multiple	C3.	DAYS OF SALES OUTSTANDING (D.S.O)		days	days	days	
C5. OWNER'S EQUITY TURNOVER RATIO     Sample	C4	ASSET TURNOVER RATIO				0,88	
D.         PROFITABILITY RATIOS           D1.         GROSS PROFIT MARGIN         29,82%         30,15%         29,59%         29,7           D2.         NET PROFIT MARGIN         0,93%         0,96%         0,79%         0,1           D3.         RETURN OF INVESTMENT         11%         8,27%         11,39%         6,4           D4.         EFFICIENCY OF TOTAL ASSETS         3,39%         2,76%         3,12%         0,5           D5.         RETURN ON TOTAL CAPITAL EMPLOYED         6,51%         6,27%         7,45%         5,6           D6.         FINANCIAL LEVERAGE RATIO         0,18         0,19         0,12         0           E.         OPERATING EXPENSES RATIOS         OPERATING EXPENSES RATIOS         0.00         0.	<u> </u>	755ET TORROYER TORROY				multiple	
D.         PROFITABILITY RATIOS           D1.         GROSS PROFIT MARGIN         29,82%         30,15%         29,59%         29,7           D2.         NET PROFIT MARGIN         0,93%         0,96%         0,79%         0,1           D3.         RETURN OF INVESTMENT         11%         8,27%         11,39%         6,4           D4.         EFFICIENCY OF TOTAL ASSETS         3,39%         2,76%         3,12%         0,5           D5.         RETURN ON TOTAL CAPITAL EMPLOYED         6,51%         6,27%         7,45%         5,6           D6.         FINANCIAL LEVERAGE RATIO         0,18         0,19         0,12         0           E.         OPERATING EXPENSES RATIOS	C5.	OWNER'S EQUITY TURNOVER RATIO	,	,		3,04	
D1.         GROSS PROFIT MARGIN         29,82%         30,15%         29,59%         29,7           D2.         NET PROFIT MARGIN         0,93%         0,96%         0,79%         0,1           D3.         RETURN OF INVESTMENT         11%         8,27%         11,39%         6,4           D4.         EFFICIENCY OF TOTAL ASSETS         3,39%         2,76%         3,12%         0,5           D5.         RETURN ON TOTAL CAPITAL EMPLOYED         6,51%         6,27%         7,45%         5,6           D6.         FINANCIAL LEVERAGE RATIO         0,18         0,19         0,12         0           E.         OPERATING EXPENSES RATIOS	D.	PROFITARII ITY RATIO		multiple	multiple	multiple	
D2.         NET PROFIT MARGIN         0,93%         0,96%         0,79%         0,1           D3.         RETURN OF INVESTMENT         11%         8,27%         11,39%         6,4           D4.         EFFICIENCY OF TOTAL ASSETS         3,39%         2,76%         3,12%         0,5           D5.         RETURN ON TOTAL CAPITAL EMPLOYED         6,51%         6,27%         7,45%         5,6           D6.         FINANCIAL LEVERAGE RATIO         0,18 multiple         0,19 multiple         0,12 multiple         multiple         multiple         multiple           E.         OPERATING EXPENSES RATIOS				20.150/	20 500/	20.700/	
D3.         RETURN OF INVESTMENT         11%         8,27%         11,39%         6,4           D4.         EFFICIENCY OF TOTAL ASSETS         3,39%         2,76%         3,12%         0,5           D5.         RETURN ON TOTAL CAPITAL EMPLOYED         6,51%         6,27%         7,45%         5,6           D6.         FINANCIAL LEVERAGE RATIO         0,18 multiple         0,19 multiple         multiple         multiple         multiple         multiple         multiple						29,78% 0,18%	
D4.         EFFICIENCY OF TOTAL ASSETS         3,39%         2,76%         3,12%         0,5           D5.         RETURN ON TOTAL CAPITAL EMPLOYED         6,51%         6,27%         7,45%         5,6           D6.         FINANCIAL LEVERAGE RATIO         0,18 multiple         0,19 multiple         0,12 multiple         multiple         multiple         multiple           E.         OPERATING EXPENSES RATIOS						6,49%	
D5. RETURN ON TOTAL CAPITAL EMPLOYED  D6. FINANCIAL LEVERAGE RATIO  CPERATING EXPENSES RATIOS  6,51% 6,27% 7,45% 5,6 0,18 0,19 0,12 multiple multip						0,53%	
D6. FINANCIAL LEVERAGE RATIO  0,18 0,19 multiple						5,65%	
E. OPERATING EXPENSES RATIOS	D6.	FINANCIAL LEVERAGE RATIO			,	0,03	
	F	ODEDATING EYDENCES DAT		multiple	multiple	multiple	
FL.   OPERATING RATIO   94.59%   94.79%   94.80%   95.3				04.700/	04.000/	05.350/	
	E1.	UPERATING KATIU	,			95,35% 1,03	
	E2.	INTEREST RATIO	,			multiple	
	E3.	OPERATING EXPENSES TO NET SALES				25,13%	
						39,80%	

### 2.1.1.6 Share Capital

The company's shares are ordinary registerd shares and have been listed in ASE since 29.09.2000.

Number of shares and nominal value	<u>31.12.2012</u>
Number of ordinary shares	6.456.530
Nominal value each share	1,60 €



### 2.1.1.7 Own Shares – Cancellation of Stock Option Plan

The company does not possess any own shares.

### 2.1.1.8 **Dividend policy**

Unless the Shareholders' Ordinary General Meeting decides otherwise, according to the current legislation, the company is legally obliged to distribute to its shareholders, at least the 35% of the earnings that are distributable according to IFRS, after the calculation of taxes and legal reserve. For year 2012 there were no distributable earnings.

### 2.1.1.9 **Participating interests and investments**

Corporate name	<u>Acquisi</u>	ition cost	Ownership	<u>percentage</u>	Consolidation method	Country
<u>Amounts in € thousand</u>	31.12.2012	31.12.2011				
<u>Subsidiaries</u>			Direct	Indirect		
SPACE HELLAS (CYPRUS) LTD	34	34	100%		Full Consolidation	Cyprus
SPACE HELLAS SYSTEM INTEGRATOR S.R.L.	946	946		99%	Full Consolidation	Romania
METROLOGY HELLAS S.A.	427	191	86,42%		Full Consolidation	Greece
SPACE TECHNICAL CONSTRUCTION BUILDING S.A.*	22	-	100%		Full Consolidation	Greece
SPACE ROMANIA REAL ESTATE SRL	22	-		100%	Full Consolidation	Greece
SPACE HELLAS Doo Beograd-Stari Grad**	10	-		100%	Full Consolidation	Serbia
SPACE HELLAS (MALTA) LTD***	5	-		99,98%	Full Consolidation	Malta
<u>Total Subsidiaries</u>	1.466	1.171				
Associates & Joint Ventures						
JOINT-VENTURE "EMY" MODERNIZATION	389	389	67,5%	_	Equity method	Greece
JOINT-VENTURE ALKYONA****	-	49	99%	-	Equity method	Greece
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)— SPACE HELLAS	3	3	35%	-	Equity method	Greece
JOINT-VENTURE SPACE HELLAS SA-KB IMPULS HELLAS SA ("DORY")	13	13	50%	-	Equity method	Greece
Total Associates & Joint Ventures	405	454				
Other investments						
MOBICS L.T.D.	150	150	19,32%	-	-	Greece
Total Other investments	150	150				
Total Shareholding	2.021	1.775				

<sup>\*</sup>At 15<sup>th</sup> October 2012, by virtue of the General Assembly's Decision, the company acquired the 100% of the shares of SPACE TECHNICAL CONSTRUCTION BUILDING S.A. The subsidiary is a company with main activity the lease of buildings, and holder of the 100% of the share capital of the SPACE ROMANIA REAL ESTATE SRL The impact of the subsidiary inclusion on the Groups' position was less than 25%

<sup>\*\*</sup>At 25<sup>th</sup> July 2012, the subsidiary SPACE HELLAS (CYPRUS) LTD has established "SPACE HELLAS Doo Beograd – Stari Grad", in Serbia, a subsidiary company with main activity, the provision of services in the ICT sector. The impact of the subsidiary inclusion on the Groups' position was less than 25%

<sup>\*\*\*</sup> At 15<sup>th</sup> October 2012, the subsidiary SPACE HELLAS (CYPRUS) LTD has established "SPACE HELLAS (MALTA) LTD", in Malta, a subsidiary company with main activity, the provision of services in the ICT sector. The impact of the subsidiary inclusion on the Groups' position was less than 25%

<sup>\*\*\*\*</sup> At 25<sup>th</sup> September 2012, following the completion if the project for the development of meteorological radar network, the Joint Venture "ALKYONA" was ceased. The impact of this event on the Groups' position was less than 25%



#### 2.1.1.10 **Commitments - Guarantees**

The contingent liabilities for letters of guarantee granted both for the Company and the Group are the Following:

Contingent Liabilities	<u>Gr</u>	oup	<u>Company</u>		
<u>Amounts in € thousand</u>	31.12.2012	31.12.2011	31.12.2012	31.12.2011	
Guarantee letters to secure good performance of contract					
terms *	4.475	4.757	4.475	4.757	
Total contingent liabilities	<u>4.475</u>	<u>4.757</u>	<u>4.475</u>	<u>4.757</u>	

<sup>\*</sup> The guarantee letters to secure good performance issued to joint ventures amounted to € 386 thousand and € 571 at 31.12.2012 and 31.12.2011 respectively.

### 2.1.1.11 Excess clause provisions and Disputed claims

There are no cases are that might have significant impact on the financial position both of the Group and the Company.

### 2.1.1.12 Other contigent liabilities

The company has formed a cumulative provision for the amount of € 122 thousand to cover the possibility of additional charges for the event of tax audit from the tax authorities for the unaudited years, since the company has been audited up to year 2008. For the year 2011 and onwards, the parent company is obliged to obtain an "Annual Certificate", according to the provisions of article 82, § 5, of N.2238/1994 and related legislation, in order to obtain the tax compliance report issued by its statutory auditors. The same procedure is applicable to the Greek subsidiaries. The remaining domestic Group companies (Note 4.7.25) are in the process of settlement of tax pending affairs, year 2009 included, according to Law 3888/2010.

Except the above mentioned there are no other contingent liabilities.

#### 2.1.2 OTHER INFORMATION

#### 2.1.2.1 Branches

The operating branches (except the company's headquarters on Mesogion Ave 312) as at 31.12.2012 are the following:

A/A	<b>Establishment</b>	<u>Address</u>
1.	Cholargos	302 Ave. Mesogion Cholargos
2.	Cholargos	6 Loch. Dedousi Str, Cholargos
3.	Thessaloniki	GI. Kar. & P. Kyrillou, Thessaloniki
4.	Athens	Em. Mpenaki 59, Athens
5.	Patra	Gkotsi 26-28, Patra
6.	Crete	G. Gennimata 62, Crete
7.	Ioannina	D. Hatzi 45, Ioannina

The company periodically monitors and evaluates the effectiveness of its geographic expansion through its branches.

### 2.1.2.2 **Personnel figures**

The Group's Management is supported by a team of expert and valuable staff contributing to the Group's development

The table below is showing the staff that has been employed on average during the years 2012 and 2011 as well as the remuneration received (salary and social security contributions):

Employees (average numbers)												
Amounts in € thousand GROUP COMPANY												
	<u>Persons</u>		Total salary		Social security charges		<u>Persons</u>		<u>Total salary</u>		Social security charges	
Years	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>
Total	<u>215</u>	<u>218</u>	<u>6.992</u>	<u>7.045</u>	<u>1.663</u>	<u>1.660</u>	<u>207</u>	<u>210</u>	6.829	<u>7.020</u>	<u>1.621</u>	<u>1.653</u>



### 2.2 SIGNIFICANT FACTS DURING YEAR 2012 AND THEIR IMPACT ON THE FINANCIAL STATEMENTS

Significant facts that took place during the period from 1st January to 31st December 2012 are the following:

- Shareholders' Ordinary General Meeting at 26-06-2012. The most important issues of the meeting were the following:
  - Authorisation for the acquisition of the shares of SPACE TECHNICAL CONSTRUCTION BUILDING S.A.
  - Designation of the Audit Committee members according to art. 37, L 3693/2008
  - Desgination by election of two new members of the Board of Directors.
- Decision of the Board of Directors of the companies under merger, dated 24.12.2012, for the merger of the parent company and SPACE TECHNICAL CONSTRUCTION BUILDING S.A of which the parent company possesses the 100% of the share capital.

### 2.3 FUTURE PERSPECTIVES AND STRATEGIC GOALS BOTH AT A CORPORATE AND GROUP LEVEL

The year ended at 31.12.2012, similarly to recent past years, maintained the intense recession pace, for the fourth consecutive year of instability and uncertainty for the global economy. In spite the last quarter's recovery signs which are the flags for the future, their effect has been very limited.

The global economy has been characterised by similar recession effects which have been treated by the national governments by putting into action austerity measures which can resolve deficit matters but, on the hand, are adverse to growth prospects.

It is expected that year 2013 will follow a similar pattern, having in mind that the measures decided in order to exit crisis, will become realised and, thus, the first positive results are expected at the end of the year.

The Group's management by closely monitoring these developments continues its strategy to the same routes which have led to the successful management of continuing crisis, by adjusting its strategy to the new economic environment.

### Financial management aims are:

- Decrease of borrowings from banks in order to achieve optimum capital structure at a Group level
- Conservation of funds to address the risks of prolonged recession.
- Strengthening cash position and working capital of the group with the aim of improving the efficiency of capital.
- Forecast and continuous assessment of future investment and operational needs.

### **Commercial management** aims are:

- Trade operations as technology providers of solutions and services to the business environment.
- Participation in major IT projects in the public and private sector in order to exploit opportunities while taking manageable risks.
- Development of resellers' network for mobile telecommunications
- Expansion of integrated solution services to Cyprus, Albania, Malta and Serbia as well as exploitation of the cooperation with British Telecom and its global partner network

With regard to the first aim, that is, "technology providers", the company continues the promotion of products/technology solutions and telecommunication and security software. The company continuously monitors the efficiency of this operational route by grouping, in three wider businesses, namely, telecommunications, information technology and security, in order, through the resources multiplexing, to maximize the efficiency and productivity.

The sales department has increased its efforts to enhance the promotion of the Groups products and services by combining solutions and services of different technologies. An important achievement is the upgrade of the company's status to Cisco's Gold Partner, which is the major global network provider covering software and security as well.

With regard to the second aim, that is, "major IT projects", the main goal is the successful conclusion of the existing projects as well as the involvement in projects that are fit to the company's strategic development plans and know-how and have a secure financing as well. The ongoing projects are:



- NVIS project, for the Foreign Ministry, of € 7 million, for the automation of issuance of Visas, concerning the central IT systems as well as the biometric systems at 135 embassies and consulates in our country and abroad as well. The company has obtained a contract extension for the same project for the fulfilment of additional requirements posed by the EU.
- The project regarding the control of access to sports facilities, card members management and ticketing

With regard to the participation in public bids our company has participated and submitted several proposals in the NSRF and Digital Convergence programs as well, where funding is secured from EU funds. For the year 2012, the company has submitted the following proposals under the funding framework of Information Society:

- e.Crime, of € 2,5 million
- 112 Emergency calls, of € 6 million
- G-CLOUD
- Ministry of Education, project procurement Laptops, of 2,1 million
- National Observatory EMF, of 4,2 million

The company has submitted proposals abroad, for projects where the company can demonstrate expertise acquired from the conclusion of similar domestic. For the year 2011, the company has submitted the following proposals:

- □ The Gymnastic Association "Pankypria", ticketing system
- Data Center for the Cyprus University of Technology
- Provision of meteorological service for the Ministry of Agriculture of Cyprus.

Our company is also preparing to participate in calls for proposals, within the first semester of 2013 in selected projects with secure financing, such as:

- AFIS (greek project name e.TAΠ) for the Greek Police, (cancelled and relaunched)
- SafeSea Net
- Provision of meteorological and environmental data
- Upgrade of services towards citizens and businesses Foreign Affairs Ministry
- Online seismological information services

A special mention should be made to the preparation for the participation of project parts within the project framework "SYZEFXIS II". This projects aims at the development and updating of Public Sector's telecom infrastructure with total budget of  $\in$  628 million. The project framework follows the concluded project "SYZEFXIS I", where the company had successfully taken part in the recent past.

With regard to the third aim, that is "resellers' network for mobile telecommunications", this activity is on progress aiming mainly at the provision of corporate solutions. As the retail mobile market is facing serious problems, for year 2013 the attention will be placed to the promotion of corporate solutions through Business Centers, and thus, exploiting the company's wider client portfolio.

Finally, with regard to the fourth aim, the company, continuously seeks and promotes telecom solutions of global connectivity to multinational customers, through the cooperation with British Telecom for both Greece and Cyprus and other Balkan countries as well. The company has recently started the promotion of BT services in the markets of Serbia and Malta through its subsidiaries in these countries, broadening the Group's presence in the Balkan area and thus facilitating futures activities abroad.

The overall estimate for the future prospects is that company will preserve its strong market position, through the enrichment of its products and the upgrade of its services for a more expanding range of customer needs.

The economic crisis and the existing technological gap make the technology investments to be the first priority. Our company will play a significant role, substantial and socially useful, with the aid of a stable and financially healthy customer base.

### 2.4 RISK MANAGEMENT AND HEADGING POLICY

The Group and the Company in the day to day business, is exposed to a series of financial and business risks and uncertainties associated with both the general economic situation as well as the specific circumstances typical of the industry.

The Group's expertise, its highly trained and skilled staff and its state of the arte equipment, together with the development of new products will allow the Group to maintain its competitive advantage and to penetrate in new markets as well.



Furthermore, continuously adaptive to the new business environment, our structures together with the significant amount of ongoing projects allows believing that the Group will meet the critical needs of the coming year and will help minimize uncertainties.

The Group is exposed to the following:

### □ Financial Risk Factors

The Group is exposed to various financial risks, including unpredictable fluctuations in exchange rates and interest rates, market risks, credit risks and liquidity risks. The overall risk management program of the Group seeks to minimize the possible adverse effects of these fluctuations on the financial performance of the Group

Risk management policy is applied by the Group's management, through the assessment of the risks associated with the Group's activities and functions and carry out the design of the methodology by selecting the appropriate financial products in order to achieve risk reduction,

The financial instruments used by the Group consist mainly of bank deposits, transactions in foreign currency at current prices or short term currency futures, bank overdrafts, accounts receivable and payable.

### > Foreign Exchange Risk

The Group's exposure to foreign exchange risk arises from actual or anticipated cash flows in foreign currency (imports - exports). The Group's management constantly monitors the fluctuations and the tendency of foreign currencies and evaluates each case individually, taking appropriate action where necessary, through agreements against interest rate risks. Foreign exchange risk arises from future commercial transactions and recognized assets and liabilities disclosed in a currency different from the entity's functional currency. For the foreign exchange risk which arises from future commercial transactions and recognized assets and liabilities, the company uses currency futures as required.

The main trading currencies of the Group are the Euro, USD and GBP.

In table below there is sensitivity analysis of the earnings before taxes due to currency exchange rate changes

sensitivity analysis due to currency exchange rate changes	Currency	Exchange rate variation	Effect on profit before tax
Amounts of year 2012 in 6 thousand	USD	2,5%	-160
Amounts of year 2012 in € thousand	บรษ	-2,5%	160
Amounts of year 2011 in 6 thousand	USD	2,5%	-140
Amounts of year 2011 in € thousand	บรษ	-2,5%	140

### > Price Risk

The Group is not exposed to securities price risk. The Group is exposed in risk due to the variations of the value of the goods used for trade and of the raw-materials used. In order to face the risk of impairment of inventories, a rationalized warehouse management aims to minimize the stock according to progress of the production needs. The level of the inventories in relation to the Group's turnover is significantly low. Our aim is to minimize the warehouse retention time in order to minimize the risk of impairment of inventories.

### > Interest Rate Risk

The fluctuations in the interest rate markets have a moderate impact on the Group's income and the Group's operating cash flows

It is the policy of the Group to continuously review interest rate trends and the tenor of financing needs. In this respect, decisions are made on a case by case basis as to the tenor and the fixed versus floating cost of a new loan. Thus, the amount of short term borrowings is variable. All short term borrowings are based on floating rates. Consequently, the impact of the interest rate (EURIBOR) fluctuations is directly related to the amount of loans.

For medium and long-term loans both the amounts of loans as well as the interest rates are decreasing. Thus the interest rate risk exposure is relatively low.

In conclusion, taking into account the existing banking relations as well as the approved credit limits, in the short and medium term no particular risks are expected that could significantly affect the operations of the Group...



The careful monitoring and the interest risk management decrease the risk of significant impact on profits due to short term fluctuations.

Sensitivity analysis of Group's borrowings due to interest rate changes:

Sensitivity analysis of Group's borrowings due to interest rate changes	Currency	Interest rate variation	Effect on profit before tax
Amounts of year 2012 in € thousand	EURO	1,5%	-200
Amounts of year 2012 in € thousand	EURU	-1,5%	200
Amounts of year 2011 in 6 thousand	FUDO	1,5%	-230
Amounts of year 2011 in € thousand	EURO	-1,5%	230

#### > Credit Risk

The Group has no significant credit risk.

Trade accounts receivable consist mainly of a large, widespread customer base where the predominant position is held by Banking and Public sectors. The Group's Financial Management Department monitors the financial position of their debtors on an ongoing basis

Each client's credit exposure is monitored by an independent entity, taking into account the client's financial position, the amount of previews transactions and other factors and tests the credit limits granted to the client.

The credit limits granted are fixed taking into account internal and external evaluations and are always within the limits approved by the Board of directors.

Appropriate provision for impairment losses is made for specific credit risks. At the end of year 2011 the there is no material credit risk exposure that is not already covered with appropriate doubtful debt provision.

Taking into account the Group's customer base and the relevant liquidity risk, the exposure at the credit risk will be moderate. The post-dated collection of receivables is an important issue but is not related to our customers credit ability.

To minimize this credit risk, the Group operates within an established counterparty policy approved by the Board of Directors, which limits the amount of credit exposure to any one financial institution. Also, as regards money market instruments, the Group only deals with well-established financial institutions of high credit standing.

### > Liquidity Risk

The Group's liquidity is obtained through the use of available of funding and the raise up of the credit limits received whenever needed in order to finance particular projects (project basis funding). The Group maintains excellent relationships with the Banking institutions and thus ensures adequate funding for the execution of the Group's business plans.

The Group's strategic planning determines the form of funding as well as the financial tools to be used. Borrowings include the floating and fixed rate outstanding principal at year end plus accrued interest up to maturity.

The table below summarizes the maturity profile of financial liabilities at 31 December 2011 based on contractual undiscounted payments.

<u>Group</u>									
	<u>To</u>	<u>tal</u>	<u>Less than 1</u> Year		1 to 5 years		>5years		
Amounts in € thousand	<u>2012</u>	<u>2011</u>	2012	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	
Borrowings	22.754	19.107	14.521	17.987	2.547	1.120	2.547	-	
Trade and other payables	12.988	14.526	14.513	14.515	-	-	13	11	

<u>Company</u>									
	<u>To</u>	Total Less than 1 Year				<u>vears</u>	>5years		
Amounts in € thousand	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	
Borrowings	15.455	18.566	13.937	17.922	1.518	644	-	-	
Trade and other payables	12.978	14.923	12.697	14.276	277	636	4	11	



### > Capital Management

The primary objective of the Group's capital management is to ensure that it maintains a strong investment grade credit rating and healthy capital ratios in order to support its operations and maximize shareholder value.

The group's policy is to maintain leverage targets in line with an investment grade profile

Gearing ratio	Group	2	<u>Company</u>		
Amounts in € thousand	<u>31.12.2012</u> <u>31.12.2011</u>		<u>31.12.2012</u>	31.12.2011	
Short term Borrowings	14.521	17.987	13.937	17.922	
Long term Borrowings	8.233	1.120	1.518	644	
Less: cash and cash equivalents	-4.049	-1.720	-3.766	<u>-1.537</u>	
Net Debt	18.705	17.387	11.689	17.029	
Equity	<u>13.272</u>	<u>15.073</u>	<u>12.036</u>	<u>13.936</u>	
Total capital employed	31.977	32.460	23.725	30.965	
Gearing ratio	<u>58,49%</u>	<u>53,60%</u>	<u>49,27%</u>	<u>55,00%</u>	

The significant decrease in short-term debt combined with the large increase in cash flow was not able to fully match up the increase in long-term liabilities and the decrease in equity which resulted primarily from the revaluation of property. Thus, the gearing ratio increased from 53.60% to 58.49%. This increase is estimated to be small in relation to the Group's growth rate and is expected to be reversed in 2013.

#### 2.5 STATEMENT OF CORPORATE GOVERNANCE

### 2.5.1 CORPORATE GOVERNANCE CODE APLLIED

The corporate governance code is drawn up in compliance with current legislation, and in particular wit Law 2190/1920, Law 3016/2002, Law 3873/2010 and Law 3884/2010, as applicable. The text is codified and amended whenever decided by the Board of Directors. In order to provide better information to the company's shareholders, the corporate governance code includes laws and Company's Act regulations that prevail against it. The Corporate Governance Code is prepared by the Board of Directors of the company. After approval by the Board of Directors the code is uploaded on the company's website of the company in a non-editable format. The Corporate Governance Code comes into effect from its upload to the company's website.

The code of corporate governance of the company includes the following chapters:

### 2.5.1.1 Chapter A'- Board of Directors

This chapter contains the obligations and duties of Board members and the method of election and function of the Board of Directors of the Company, the Board of Directors composition and the distinction of members in non-executive and executive members, with specific references to role of the executive members, the Chairman of the Board, Vice-Presidents and CEO ,their responsibilities, the duties of non-executive members, policy of fees and obligations of Board members to uphold the company's interest.

### 2.5.1.2 **Chapter B' – General Meeting:**

This chapter describes the functioning of the general meeting of the shareholders, the shareholders' rights before the general assembly, the process of identifying those entitled to attend the general meeting, the quorum, the proceedings of the general meeting, the syntax of the minutes. Reference is also made in the compliance with the principle of equality of shareholders and the ways to publish the results of the General Assembly

### 2.5.1.3 **Chapter C' – Minority interest**

A reference is made to minority interest of CL 2190/1920 (Article 39 - 40 a).

### 2.5.1.4 Chapter D' – Internal Control System – Risk Management Controls:

There is a description of the Company's Internal Audit Division with detail description of the functions and duties. It also describes the functioning of the Audit Committee and a description of how the supervision of the Internal Audit is made as well as responsibilities of the Board in relation to Internal Audit and the Audit Committee.



### 2.5.2 CORPORATE GOVERNANCE PRACTICES APPLIED

The Corporate Governance Code of the company contains corporate practices of transparency in relation to operating procedures with regard to the company's management, to ASE information, shareholders equal treatment and protection of the corporate interests.

In particular:

### I. Board of Directors:

The Board of Directors is composed of seven members, four (4) of which are executive members, two (2) of which are independent non-executive members and one (1) is non-executive member. The number of non-executive directors should not be less than 1/3 of the total number of members. Among the non-executive directors must include at least two (2) independent members. The positions of the President of the Board and CEO cannot be assumed by the same person

The Board of Directors has the following composition:

Name	Position
Manolopoulos Dimitrios	President, executive member
Drosinos Paraskevas	CEO, executive member
Manolopoulos Spyridon	A'Vice President, executive member
Mpellos Christos	B' Vice President, non executive member
Lagogiannis Georgios	Executive member
Mertzanis Ioannis	Executive member
Doulaveris Ioannis	Executive member
Chouchoulis Dimitrios	Independent - non executive member
Kapopoulos Lysandros	Independent - non executive member

The responsibilities of the executive members are decided by the Board of Directors, as well as the delegation of responsibilities to third - non-staff members, in particular executive officers. For the current year, responsibilities were delegated to the company's A' Vice President-executive meber and to the Executive Director of the company, which is also executive board member, as well as to the Chief Commercial Officer and Chief Financial Officer. To better coordinate the management of corporate affairs, the Board may appoint a committee of senior executives. Regarding the right to bind the company through the signature, this is delegated for a certain monetary limit. Beyond this limit the decision of the Board is required.

The Board of Directors, in accordance with Law 3016/2002, takes decisions for matters relating to any fees paid to company executives, internal auditors as well as for the overall remuneration policy of the company. According to the articles of Association, to the members of the Board may be paid a compensation of an amount determined by a special decision of the ordinary general meeting of shareholders. Wages and other compensation of non-executive directors are determined in accordance with the Law 2190/1920. The process of setting fees is characterized by objectivity, transparency and professionalism and is free from conflicts of interest.

Each board member is required to strictly comply with the confidentiality requirements in relation to information accessed during of the company which became known to it in its capacity as a consultant. The board members and any third party entrusted with this responsibility are forbidden to pursue their own interests contrary to the interests of the company. The board members and any third person entrusted with responsibilities must promptly disclose to the other board members of the same interests that might arise in transactions of the Company which fall to their duties and any other conflict own interests with those of the company or affiliates for the purposes of paragraph 5 of Article 42 e of Law 2190/1920, which arise in the course of their duties.

Consultants being involved in any way in the company's management as well as executive directors are prohibited to act, without permission of the General Assembly, for own interests or on behalf of others for matters that fall into the corporate aims or to participate as personally liable partners in companies that pursue such aims.

### II. General Meeting

The call of the General Meeting is posted on the company's website together with the total number of shares and voting rights at the time of the call and the documents to be submitted to the General Meeting, a draft decision on every matter on the agenda proposed or in case no decision has been proposed for approval by the Board, a comment on all aspects of the agenda and any draft decisions proposed by shareholders upon receipt by the company as well as the forms to be used for the exercise of voting rights and, where applicable, for the exercise voting rights by correspondence, unless these forms are sent directly to each shareholder.

If for technical reasons this information is not available, the company provides information through the website on how to supply the relevant forms in hardcopy form and send mail without charge to each interested shareholder.



The call of the General Assembly, in order to enhance transparency in informing shareholders, is published in Communication System "Hermes" which is considered reliable and has a wide range. Particular attention is paid to issues of conflict of interest of the shareholders' representatives who wish to participate in the meeting. The shareholder's representative must notify the company before the commencement of the general meeting, any specific event, which may be useful to shareholders for the assessment of the risk the representative is in conflict of interests with the shareholders. For the purposes of this paragraph a conflict of interests may be appear, in particular where the agent:

- a) is a shareholder who has controlling rights on the company or other legal person or entity controlled by a shareholder, who has control of the company,
- is a member of the board or the management of the company or controlled by a shareholder that has control of the company or other legal person or entity controlled by a shareholder who has control of the company
- c) is officer or public auditor of the company or controlled by a shareholder that has control of the company or other legal person or entity controlled by a shareholder who has control of the company,
- **d)** is husband/wife or first degree relative to one of the individuals abovementioned in paragraphs a) to c) The appointment and dismissal of the shareholder representative takes place in writing and communicated in the same form to the company at least 3 (three) days before the designated date of the meeting.

Besides the President of the Board, at a general meeting present, the CEO, the General Manager of the company, Chief Commercial Officer, Chief Financial Officer or legal advice where appropriate, the Internal Auditor and regular statutory auditor of the Company and, if necessary, provide feedback and information on issues of responsibility raised for discussion and answer questions from shareholders on these issues.

The President of the General Assembly, according to the circumstances, provides the necessary time to the shareholders in order to ask questions. The discussions and decisions taken by the General Assembly are recorded and summarized in a special book. The Secretary keeps the minutes of the General Assembly making sure to list all of the points of view or questions that the shareholders might make and responses to these questions.

The President of the Meeting, at the request of a shareholder, is required to file in the book of minutes an accurate summary of his opinion. This book contains also a list, in accordance with paragraph 2 of Article 27 of Law 2190/1920, of the shareholders that were present or represented at the general assembly. Each share confers the right to vote. All shareholders' rights arising from the share is mandatory according to the proportion of capital represented by shares

The company ensures equal treatment for all shareholders of the same position. During the meeting all shareholders' request for speech is accepted, and the points of view as well as the questions submitted and responses received are all recorded.

The company publishes on its website under the responsibility of the Board of Directors, the voting results within five (5) days from the date of the meeting, identifying for each decision at least the number of shares for which votes were valid, the proportion of share capital represented by these votes, the total number of valid votes as well as the number of votes for and against each resolution and the number of abstentions.

Minority interests are listed in CL 2190/1920 Article 39 - 40a

### III. <u>Internal Control System – Risk Management Controls</u>

In compliance with the law, a full time employee is responsible for the internal Audit Department. This person is independent, not subordinate to any other unit of the company, and assists the Board of directors in the exercise of its duties in order to safeguard the interests of the company and its shareholders.

The Internal Audit Department is supervised by the Audit Committee consisting of two (2) non-executive directors (of which one is independent non executive member) and one independent non-executive Board member. All members of the Audit Committee are appointed by the General Meeting of shareholders. The supervision of the internal audit is undertaken by non-executive directors to ensure legal, efficient and unbiased internal and external controls on the company, as well as communication between the audit members and the Board.

The Board reviews the effectiveness of internal control within the corporate strategy with regard to the management the main risks the company is facing, in particular, in financial matters. This review covers the essential audits, including financial and operational audits, compliance testing and monitoring of risk management systems. The Board through the Audit Committee has direct and regular contact with the public auditors in order to receive from the latter regular updates in relation to the proper functioning of the internal control system.

### 2.5.3 SHAREHOLDERS' GENERAL MEETING

### 2.5.3.1 **General Meeting description of functions:**

The General Meeting is the supreme body of the company, is entitled to decide for each case of a company in accordance with the statutes and its decisions are binding on the all the shareholders including those who are absent and those who disagree. The General Meeting of shareholders is required to meet at the company's headquarters or another municipality within the region or in the region or another neighboring municipality at least once each fiscal year and within six (6) months from the end of this year.



The call of the General Meeting, which includes at least the building with exact address, the date and time of meeting, agenda items clearly reported, the shareholders entitled to participate and precise instructions on how the Shareholders will be able to participate in the meeting and to exercise their rights, should be posted in a conspicuous position the company's premises and published in accordance with the provisions of Article 26 paragraph 2 of Law 2190/1920. Apart from the above invitation should include:

- **a)** Information regarding:
  - aa) The rights of shareholders of paragraph 2, a 2, 4 and 5 of Article 39 of Law. 2190/1920, indicating the period within which may be exercised any right within the time limits set out in paragraphs of Article 39 of Law 2190/1920, as above, or alternatively, the deadline by which these rights can be exercised provided that detailed information about these rights and conditions for their exercise will be available with express reference to the call to the address (domain name) of the company's website.
  - bb) The procedure for proxy voting and, in particular the forms used for the proxy vote, and the methods provided in the statute, article 28 paragraph 3 of a CL 2190/1920, to receive electronic notifications of for the appointment and removal of the agents.
- b) Specifies the record date as provided for in Article 28 a, paragraph 4 of Law 2190/1920, pointing out that only persons who are shareholders at that date are entitled to participate and vote at general meetings
- c) Discloses the place where is available the full text of documents and draft decisions according to cases c and d of paragraph 3 of Article 27 of Law 2190/1920, and the way to access them.
- d) Indicates the company's URL, where is available the information of paragraph 3 of Article 27 of Law 2190/1920

The invitation is also uploaded at the company's website along with the total number of shares and voting rights at the time of the call and the documents to be submitted to the General Meeting, a draft decision on any matter of the agenda as proposed or, if no resolution is proposed for approval, comment of the Board on each item on the agenda and any draft resolutions proposed by shareholders upon receipt by the company and the forms to be used for the proxy voting right and, where applicable, the right to vote by mail, unless these forms are sent directly to each shareholder. If for technical reasons this information is not available, the company provides information through the website on how to supply the relevant forms in hardcopy form and send mail without charge to each interested shareholder.

The call of the General Assembly, in order to enhance transparency in informing shareholders, is published in Communication System "Hermes" which is considered reliable and has a wide range.

The company may publish in the publication media listed by the Law 2190/1920 a summary of the call which includes at least the building with exact address, day and hour of the meeting, the shareholders entitled to attend as well as express reference to the website address where the full text of the call and other information regarding the meeting will be available. Call for a general meeting is not required in the event that the shareholders present or represented are representing the entire share capital and none of them objects to carrying out of the meeting and to the decision making.

### 2.5.3.2 Minority rights before the Call for the General Meeting:

Ten days before the regular general meeting each shareholder can get the company's annual financial statements and the reports of the Board of Directors and the independent auditors' report.

Twenty-four hours before each general meeting must be posted at a conspicuous place in the premises of the company a list of shareholders entitled to vote at the general meeting indicating, if any, their representatives, the number of shareholders and votes of each and the address of shareholders and representatives. From the day of publication of the call for the General Meeting until the day of the meeting, at least the following information should be uploaded to the website:

- a) The call for the General Meeting
- The total number of shares and voting rights at the date of the call, including separate totals for each class of shares if the company's capital is divided into several classes of shares
- c) The documents to be submitted to the General Assembly
- d) A draft decision on any matter on the agenda as proposed or, if no decision has been proposed for approval by the Board, the comment of the Board on each item on the agenda and any draft resolutions proposed by shareholders right after their receipt by the company.
- **e)** The forms that should be used for the exercise of proxy voting rights and, where applicable, the right to vote by mail, unless these forms are sent directly to each shareholder.

### 2.5.3.3 **General Meeting participation rights:**

Each shareholder is entitled to attend and vote at a General Meeting. The exercise of these rights does not require the shareholders' share blocking nor similar procedure, that would limit the ability to sell and transfer the shares during the interval between the record date, as defined in paragraph 4 of Article 28a of Law 2190/1920, and the date of relevant general meeting. A shareholder participates in the general meeting and votes either in person or through agents. An agent that is acting for more shareholders may vote differently for each shareholder. Legal entities participate in the General Assembly by stating as their representatives up to three (3) individuals. A shareholder may appoint a representative for a single meeting or for as many meetings will take place within a certain time. The representative will vote in accordance with the instructions of the shareholder, if any, and is



required to preserve the voting instructions for at least one (1) year from the submission of the General Meeting minutes to the competent authority or, in case the decision is subject to publicity, from the date of registration at the Companies Registry. Failure of the representative with the instructions received do not affect the validity of decisions of the General Assembly, even when the representative's vote was decisive for the decision making. The shareholder's representative must notify the company before the commencement of the general meeting, any specific event, which may be useful to shareholders for the assessment of the risk the representative is in conflict of interests with the shareholders. For the purposes of this paragraph a conflict of interests may be appear, in particular where the agent:

- is a shareholder who has controlling rights on the company or other legal person or entity controlled by a shareholder who has control of the company,
- is a member of the board or the management of the company or controlled by a shareholder that has control of the company or other legal person or entity controlled by a shareholder who has control of the company
- c) is officer or public auditor of the company or controlled by a shareholder that has control of the company or other legal person or entity controlled by a shareholder who has control of the company,
- **d)** is husband/wife or first degree relative to one of the persons abovementioned in paragraphs a) to c)

The appointment and dismissal of the shareholder representative takes place in writing and communicated in the same form to the company at least 3 (three) days before the designated date of the meeting. However, if the shareholder holds shares in a company, which appear in more than one securities account, this restriction does not prevent a shareholder to appoint different representatives for the shares held in each securities account in respect of a general meeting.

Entitled to participate to the general meeting is a shareholder which appears in the records of the organization, which has the administration of the company's securities. The presentation of relevant written certificate of such organization would make proof of membership. As a shareholder should exist at the beginning of the fifth day before the day of the general meeting (record date) and a written statement or electronic certification of the shareholding should reach the company by the third day before the general meeting. In the repetitive General Meeting shareholders may participate under the same standard conditions as above. Shareholding must exist at the beginning of the fourth day preceding the meeting day of the repeated general meeting (date of recording repetitive General Meetings), and a written statement or electronic certification of the shareholding should reach the company no later by the third day before the general meeting. The Board has prepare in the list of persons entitled to vote at a general meeting in accordance with Article 27 paragraph 2 of Law 2190/1920, all shareholders who have complied with the provisions of Article 28 a of Law 2190/1920. The company considers eligible to participate and vote at the general meetings the person who results to be shareholder at the relevant record date. A shareholder that does not comply with these regulations would participate in the General Assembly only after permission.

### 2.5.3.4 **Quorum:**

The General Assembly is in quorum and convenes validly on the issues on the agenda, when are present shareholders or agents representing one fifth (1/5) at least the paid up share capital. If such a quorum fails to achieve, the General Assembly shall meet again within twenty (20) days from the date of the cancelled meeting, while the call should take place at least ten (10) days before. This new meeting will form a quorum and will validly deliberate on the issues of the original agenda regardless of the percentage of issued share capital will be represented in it. In case the quorum is not achieved, new call is not required if the initial call provided also the location and timing, by law, for the repeated general meeting, provided there is at least ten (10) full days between the cancelled meeting and repetitive.

Exceptionally, the General Assembly is in quorum and convenes validly on the issues agenda when are present shareholders or agents representing two-thirds (2 / 3) of the issued share capital, for decisions on: a) extending the duration or termination of the company b) the change of nationality of the company, c) the change of corporate purpose, d) increase the share capital, when not required by the Association according to the article 13 paragraph 1 and 2 of Law 2190/1920 or when required by laws or rules or though capitalization of reserves, e) reduction of share capital, in all cases except in those contained in paragraph 6 of article 16 of Law 2190/1920, f) changing the order of appropriation of the profits, g) the enhancement of the obligations of shareholders h) merger, split, conversion, revival of the company, i) the provision or renewal of authority to the Board to increase share capital pursuant to Article 13 paragraph 1 of Law 2190/1920, j) in any other case where the law or the Company provides for the receipt of a decision by the General Assembly requires a quorum of this paragraph.

If the aforementioned quorum is not achieved in the first session, the General Assembly convenes for a repeat hearing within twenty (20) days of the cancelled meeting and the call is required at least ten (10) full days before. The meeting is valid for items on the original agenda, when the quorum is the half (1 / 2) the paid up share capital at least.

When even this quorum is not achieved, or in case of a decision with regard to increase of capital, the General Meeting at its last repetitive meeting achieves the required quorum is when the shareholders that are present or represented are representing one fifth (1 / 5) paid up capital at least. In case the quorum is not achieved, new



call is not required if the initial call provided also the location and timing, by law, for the repeated general meeting, provided there is at least ten (10) full days between the cancelled meeting and repetitive.

### 2.5.3.5 **General Meeting hearing procedure:**

Temporary president of the General Assembly is the Chairman of the Board or in case of impediment is his deputy or a person appointed by the Board or the General Meeting. The temporary president appoints a temporary Secretary from the present shareholders. Until the approval of the list of shareholders entitled to vote, the General Meeting proceeds to elect the President and a Secretary who is also responsible for the voting process. The final President of the General Meeting of shareholders and the Secretary are elected by secret ballot, unless the General Assembly decides or the law provides otherwise. Besides the President of the Board, at a general meeting present, the CEO, the General Manager of the company, Chief Commercial Officer, Chief Financial Officer or legal advice where appropriate, the Internal Auditor and regular statutory auditor of the Company and, if necessary, provide feedback and information on issues of responsibility raised for discussion and answer questions from shareholders on these issues. The President of the General Assembly, according to the circumstances, provides the necessary time to the shareholders in order to ask questions.

The decisions of the General Assembly are limited to agenda items, unless the present or represented shareholders representing the entire share capital and no shareholder objects to discuss and decide on other issues. The agenda is set by the Board and includes proposals to the General Assembly as well as suggestions of accountants or shareholders representing one twentieth (1 / 20) of the paid up share capital.

### 2.5.3.6 **General Meeting's minutes:**

The discussions and decisions taken by the General Assembly are recorded in summarized in a special book. The Secretary keeps the minutes of the General Assembly making sure to list all of the points of view or questions that the shareholders might make and responses to these questions.

At the request of the chairman of the shareholder meeting is required to record the minutes accurate summary of the opinion. In the same book and list of registered shareholders present or represented at the general assembly to be drawn up in accordance with paragraph 2 of Article 27 of Law 2190/1920.

### 2.5.3.7 **Principle of quality:**

Each share confers the right to vote. All shareholders' rights arising from the share is mandatory according to the proportion of capital represented by shares

The company ensures equal treatment for all shareholders of the same position. During the meeting all shareholders' request for speech is accepted, and the points of view as well as the questions submitted and responses received are all recorded.

### 2.5.3.8 Publication of the General Meeting's voting results:

The company publishes on its website under the responsibility of the Board of Directors, the voting results within five (5) days from the date of the meeting, identifying for each decision at least the number of shares for which votes were valid, the proportion of share capital represented by these votes, the total number of valid votes as well as the number of votes for and against each resolution and the number of abstentions.

### 2.5.4 COMPOSITION AND REGULATION OF THE BOARD OF DIRECTORS AND OTHER CORPORATE BODIES

### 2.5.4.1 **Board of Direcotrs - Obbligations and duties - Mode of operation:**

Foremost obligation and duty of the Board of Directors of the Company is the continuing pursuit of the preservation and expansion of long-term economic value of the company and the pursuit of corporate interest. More specifically, the Board sets the strategy and the development policy and preserves the property of the company, exercises control over all activities of the company and oversee its management. The Board of Directors decides on matters relating to any fees paid to managers, internal auditors of the company and its general policy of pay. The responsibilities of the Board are determined by the Company, and existing legislation. According to the articles of association and the Law 2190/1920 after the election by the General Meeting, the Board is established as a body and proceeds to the election of the President, Vice President and Managing Director. At the same meeting decides the delegation to members or third parties.

The Board shall meet at the headquarters of the company, whenever the law, the Statute or the company's needs require. The Board may meet valid and elsewhere, outside the headquarters of the company, domestically or abroad, if all its members are present or represented and no one objects to holding the meeting and to take decisions. Two (2) of the members, with a request to the President or his deputy, may request the convening of the Board, which will convene within seven (7) days of the request. In the above request, the members are required to mention the issues on the agenda to be addressed by the Board, otherwise invalid. In case of refusal of the President or his deputy to convene the Board within the above deadline, members are allowed to ask for a meeting of the Board within five (5) days after the end of seven days, notifying the relevant Call the other Board members.



The Board is convened by the President or his deputy with a call or facsimile or email communicated to members at least two (2) business days before the meeting. The invitation should indicate clearly the issues of the agenda, otherwise the decision making is allowed only if all Board members are present and none of these objects.

Each member who is not present in the meeting can validly be represented only by another member appointed by the absent member by written letter, telex or facsimile addressed the Board. Each member can validly represent only one absent member.

The Board achieves the reqired quorum and convenes validly when the present or represented memberes are half plus one, but never the number of these members may be less than three. Resulting fraction is disregarded.

During the meetings of the Board the secretary is a member or the counsel of the company, if requested. The Secretary keeps the minutes of the meetings of the Board of care to record all members' views expressed. Unless otherwise provided by law, the decisions of the Board are valid when taken by the absolute majority of present and represented members. Each member has one vote and when represents an absent member, has two (2) votes. In the event of a tie, the President of the Board gives the casting vote. The minutes of the Board signed by the President or Vice President or CEO (if he does not have the position of the President) and Board member designated by the Board of Directors. Copies of the minutes are officially issued by such persons without requiring further validation.

#### 2.5.4.2 **Members of the Board of Directors:**

According to the association, the company is managed by the Board consisting of three (3) to nine (9) members. The members of the Board, which can be shareholders of the company or other persons (not shareholders) are elected by the General Meeting of shareholders of the company for five years, automatically extended until the first Annual General Meeting following the expiry of their term, but which may not exceed six years. For the election to the board of the company take into consideration the experience in managing corporate affairs of the candidates, the level of professional training, experience and previous experience especially in managerial positions, knowledge of rules and market conditions.

If for any reason a vacancy of member or members arises, the remaining members can continue to manage and represent the company, without replacing the missing members, provided that the number is more than half of the members, as had before the occurrence of the vacancy. In each case the members may not be less than three (3). To Board of Directors may elect such members to replace members who resigned, die or lost their status in any other way. This election by the Board shall be taken by the remaining members, if at least three (3), valid for the remainder of the member being replaced. The decision of the election shall be published according in article 7b of CL 2190/1920 and announced by the Board at the next General Meeting, which can replace the elected members, even if not included on the agenda.

The members have participated in all meetings of the Board. The continuing absence of a member from the meetings for one (1) year without sufficient cause or without permission of the Board, is equivalent to resignation from the Board, but applies only when the Board decides so and the relevant decision is recorded in the minutes. The Board of Directors, which runs the company is composed of seven members of which four (4) are executive members, two (2) are independent non-executive members and one (1) is non-executive member. The number of non-executive directors should not be less than 1 / 3 of the total number of members. Among the non-executive members must include at least two (2) independent members.

### 2.5.4.2.1 Executive members of the Board of Directors:

The Executive Directors of the Company exercise their powers according to the association and the applicable legislation and in particular to the provisions of Law 2190/1920 and provide services to the company, exercising management functions and representation. Powers are granted to the executive directors by decision of the Board. Specifically, with the Board's decision for delegation the executive members have management responsibilities, representing the company, among others, to the public administration, public entities or private sector entities, banks, representing the company to the courts and Independent Authorities and have authorized signature rights up to the financial limit set by the Board in its decision. Beyond this limit, the Board shall decide at a special. By decision of the Board the executive members may authorize third - non-members - persons to carry out specific -isolated acts. The Board of Directors may decide to delegate to third - non-members - persons exercising the powers of the executive members, especially to executives of the company such as the Executive Director, the Chief Commercial Officer and Chief Financial Director.

### 2.5.4.2.2 President of the Board of Directors:

The President of the Board works with the CEO and other members of the Board for the development and achievement of the company's goals in accordance with the provisions of the association and applicable law. In this context, the President of the Board of Directors:

- 1. Convenes the meetings of the Board members and determine the issues on the agenda.
- 2. Presides at the meetings of the Board.
- 3. Works closely with the CEO to ensure the implementation of decisions of the Board.
- 4. Convenes special meetings of the Board if required.



- 5. When a committee where necessary, sets chairmen of committees, in cooperation with the Chief Executive proposes the committee members.
- 6. Collaborates with the CEO on the preparation of the agenda of meetings of the Board.
- 7. Collaborates with the CEO to provide quidance and direction of the new Board members.
- 8. Represents the company before any authority in accordance with the Board of Directors decision of the delegation.

The President of the Board reports to the Board of Directors.

#### 2.5.4.2.3 Vice President of the Board of Directos:

According to the association, the Board by decides and elects one or more Vice Presidents. The company has one excecuitve Vice Presidents and one non executive Vice President. The executive Vice President of the Board acts within the powers confered by virtue of the Boards' decisions. The non executive Vice President participates in all meetings and is responsible for the promotion of corporate issues in accordance with the provisions of Law 3016/2002 and the Association.

#### 2.5.4.2.4 Chief Executive Officer:

The CEO is an executive board member and cooperates with the President and the Board members for the development and implementation of company goals. In this context, the CEO:

- 1. Participates in determining the strategy of the company, along with the President and other executive members of the Board.
- 2. Participates in setting goals and how to implement them.
- 3. He is responsible, along with the President and other board members, for determining the remuneration policy of the company.
- 4. Promotes the image and vision of the company.
- 5. Participates in the approval process of investments.
- 6. Promotes and form collaboration agreements with foreign firms (representation, marketing, supply products, etc.).
- 7. Works with banks and decide on matters of finance and lending.
- 8. Coordinates and directs the actions of the marketing department in terms of marketing policy of products and services.
- 9. Co-decides in recruitment.
- 10. Co-decides and approve the general operating expenses of the company.
- 11. Collaborates with other management staff on organizational issues.
- 12. Co-decides in the formulation of pricing and discount policy.
- 13. Take decisions and set priorities particularly on investment, financing, pricing and products.
- 14. Directs the activities of the staff, particularly in the marketing department.
- 15. Exchanges information and views with appropriate seriousness and conviction.
- 16. Participates in regular meetings with:
  - The President, the Board, banks, subsidiaries,
  - Other departments, foreign firms, Customers, Suppliers.
- 17. Takes care for the budgeting at the start of each fiscal year.
- 18. Ensures the preparation of annual reports within three months from the end of the financial year.
- 19. He is responsible for supervising and managing the operation of electronic management information system (MIS), which is organized by the Security Division. Also, ensures that the continued proper functioning of electronic communication systems and in particular the website of the company is sufficiently monitored by the competent department
- 20. Decides on the internal organization and take all necessary steps for the upgrading and development of the staff, proposes to the Board for approval the necessary new regulations, organization charts, educational and training issues of personnel.
- 21. Implements the decisions of the Board.

The CEO reports to the Board of the company.

### 2.5.4.2.5 Indipendent non executive members of the Board of Directors:

The independent non-executive directors during their term of office should not hold shares of more than 0.5% of the share capital of the company and not being dependent to the company or to persons connected with the company according the meaning of article 4 § 1 of Law 3016/2002. Dependency relationship exists when the independent non-executive board member:

A) Maintain business or other business relationship with the company or affiliated companies by to the meaning of article 42e paragraph 5 of Law 2190/1920, which, by its nature, is substantially affecting the company's business with particular regard to major supplier of goods or services or a major customer of the company.



- B) He is Chairman of the Board, CEO or executive of the company or of an affiliated company by the meaning of article 42 paragraph 5 of Law 2190/1920, whenever applicable, or is related through employment or paid office with the company or its affiliates.
- C) Has a second degree affinity or is husband/wife of an executive board member or manager or shareholder that possesses the majority of the shares of the company or of its affiliates, by the meaning of article 42e paragraph 5 of Law 2190/1920, whenever applicable.
- D) is appointed pursuant to Article 18 paragraph 3 of Law 2190/1920.

Independent members can submit, separately or together, various reports different from those of the Board, to the ordinary or extraordinary general meeting of the company, if they deem it necessary. Company within twenty (20) days of the formation of the Board of Directors as a body submits to the Securities and Exchange Commission the minutes of the General Meeting where the independent members are elected, in order to verify the compliance with the provisions of Law 3016/2002. Similarly are presented the minutes of the Board, where is determined the status of each member of the Board as an executive, non-executive, and temporary independent member to replace another member who resigned or been removed and for some reason was deposed.

### 2.5.4.3 **Remunaration policy:**

The Board of Directors, in accordance with Law 3016/2010, decides for matters relating to any kind of fees paid to company executives, internal auditors and the overall remuneration policy as well. According to the articles of association, the members of the Board may receive compensation of an amount determined by special decision of the ordinary general meeting of shareholders. The process of setting fees is characterized by objectivity, transparency and professionalism and is free from conflicts of interest.

### 2.5.4.4 Obbligations of memebers of the Board of Directors for the protection of corporate interest:

Each board member is required to strictly comply with the confidentiality requirements in relation to information accessed during of the company which became known to it in its capacity as a consultant. The board members and any third party entrusted with this responsibility are forbidden to pursue their own interests contrary to the interests of the company. The board members and any third person entrusted with responsibilities must promptly disclose to the other board members of the same interests that might arise in transactions of the Company which fall to their duties and any other conflict own interests with those of the company or affiliates for the purposes of paragraph 5 of Article 42e of Law 2190/1920, which arise in the course of their duties. Consultants being involved in any way in the company's management as well as executive directors are prohibited to act, without permission of the General Assembly, for own interests or on behalf of others for matters that fall into the corporate aims or to participate as personally liable partners in companies that pursue such aims.

### 2.5.5 MAIN FESTURES OF THE COMPANY'S INTERNAL CONTROL SYSTEMS AND RISK MANAGEMENT, WITH FOCUS ON THE PROCESSES FOR THE PREPARATION OF THE FINANCIAL STATEMENTS:

### 2.5.5.1 **Internal Control System:**

The internal control system is organizationally structured in the Internal Audit Division, the Audit Committee and the Board of Directors, with distinct functions. The main characteristics of the Internal Control System, with regard to risk management, are: a) identification and assessment of risks associated with the reliability of financial statements, b) management planning and monitoring of financial ratios c) preventing and uncover fraud, d) roles and responsibilities of directors, e) year ending procedures' manual, including consolidation and f) assurance of computer systems for the information provided.

In particular, there are established and applied processes to identify and assess risks with regard to the reliability of financial statements. Their completeness and adequacy are continuously evaluated. There are established and applied processes performed by the Accounts and Finance Department, relating to the collection, agreement and monitoring of financial aggregates for the preparation of financial statements. The company's accounting system provides timely and accurate recording of each transaction. The processing and preservation of accounting data takes place in a way that ensures the production and publication of reliable financial statements in accordance with the provisions of applicable law. Also, ensures the safe keeping of records which will enable effective controls at a later time. Finally, the Board, the management, relevant officers and directors of the company obtain promptly all information required to effectively exercise their duties. The Company in establishing its procedures takes seriously into account the possibility of identifying fraud and for this reason the safeguards and controls operate across a wide range of operations. The Company has adopted procedures, operational, computerized or not and internal controls relating to the preparation of financial statements (quarterly and annual financial statements). These procedures also relate to the safeguards and controls that have been developed for riskassessment. The responsibilities and roles of managers are clearly demarcated by the administration. A clear picture can be obtained from the company's organization chart from with the resulting responsibilities, rights and duties. The manual for year ending procedures and consolidation is recorded and in full compliance with current legislative framework.

The company uses information systems that meet the working environment, are updated according to the information need and legislative changes as well, ensuring the security of information from external accesses.



There is a specialized IT services, the Department of Information Technology, functionally and administratively independent from end users, in which there is a clear separation of duties. The quantitative and qualitative adequacy of IT services is obtained though the application of specific procedures giving access to authorized persons only. The physical plant where information is managed, accessed and stored is safeguarded with respective procedures.

#### 2.5.5.2 **Internal Audit Division:**

The Internal Audit Division is included in the Company's organizational chart where its responsibilities are defined in the Internal Regulations and No. 1420/2009 board of Directors decision. The Internal Audit Department monitors the implementation and continued compliance with the Rules and Operations of the Company, reports to the board any conflicts of private interests of Board members or directors with the interests of the company and examines and evaluates the adequacy and effectiveness of the structure of internal control systems and the quality performance of other systems with regard to the achievement of the company's goals through regular inspections. The Internal Audit Division is designated by the Board of Directors, is composed of independent individuals, which are not subordinated to any other unit of the company. Informs, in written and documented form at least once every quarter the Board on the review conducted. Finally, provides, upon approval by the Board any information requested in writing to public authorities and cooperate with them. The work is carried on with respect to the current legislation.

### 2.5.5.3 **Supervision of Internal Audit Division / Audit Committee:**

The Audit Committee consists of two (2) non-executive members (of which one is independent non executive member) and one independent non-executive Board member. All members of the Audit Committee are appointed by the General Meeting. The supervision of the internal audit is undertaken by non-executive directors to ensure legal, efficient and unbiased internal and external controls on the company, as well as communication between the audit members and the Board.

The audit committee reports to the Governing Board.

Main responsibilities of the Audit Committee are:

- Monitoring of the effective operation of internal control and risk management system and monitoring of the proper functioning of the internal audit unit of the company.
- Monitoring of the progress of the statutory audit of parent and consolidated financial statements.
- Identification of the framework of activity of Internal Audit.
- Provision of instructions to the Internal Audit Division to perform its work.
- Update on a regular basis for the progress of the Internal Audit and confirm that significant problems and weaknesses are identified, and relevant suggestions have been communicated and discussed timely with management, which has taken the necessary corrective actions.
- Review of the process for the provision of financial and administrative information towards the company's management.
  - Review and approval of annual audit plans.
  - Review of internal audit reports which the committee itself or the company's management have classified
    as important.
  - Consideration of the content of the independent auditor reports on the financial statements of the company and the appropriate responses.

### 2.5.5.4 **Board of Directors:**

The Board reviews the effectiveness of internal control system within the corporate strategy. This review covers the essential controls, including financial and operational controls, compliance testing and monitoring of risk management systems.

### 2.6 CERTIFICATIONS

Aiming to customer satisfaction, Space Hellas has a consistent policy towards quality targeting mainly to

- Assure the delivery of high quality products and services fulfilling the technical requirements and in alignment with the market needs.
- The continuous improvement of our products and services in all their aspects as well as the improvement of all the company's business processes

The Company's Quality Management System, established since 1996, and contributes significantly in the accomplishment of the above mentioned aims, through the use of design and monitoring methods for quality performance and standards in all the business processes.

The company has obtained the ISO certification for a Quality Management Systems as following:



- Quality Assurance EN ISO 9002:1994 1996 1999
- Quality Assurance EN ISO 9001:1994 1999 2003
- Quality Assurance EN ISO 9001:2000 2004 2009
- Quality Assurance EN ISO 9001:2008 2010 2013
- Quality Assurance EN ISO 9001:2008 2013 2016

Furthermore, in February 2009, the company received the certification ISO/IEC 27001:2005 "Information Security Management Systems (ISMS)" at corporate level, for all of its commercial activities.

This accomplishment is a special distinction enhancing the company's competitive advantage. The Company's Department of Information Security, offers a wide variety of products and services, in accordance with the EU directives, in the field of Certification and Compliance, part of which are the ISO/IEC 27001:2005, ADAE, BS 25999 Business Continuity Management, PCI DSS Standard, Bank of Greece requirements, SOX.

### 2.7 CORPORATE SOCIAL RESPONSABILITY

The Group is operating in a continuously changing globalised environment, facing the day to day challenges as part of the social and economic process. With regards to the Corporate Social Responsibility (CSR) principles, the Group has assumed free willing commitments beyond the accomplished, common legal and contractual demands. The active care for the people at business and social level is in close relation with the Group's culture. Pillar of the Group's development is its human resource, recognizing that its reputation and the all the successfully completed works are achievements of its staff.

The Management's primary concern is the good working relationships the excellent working environment and the efficient corporate structure. The state of the art equipment allows our employees exploited all of their talents and skills contributing to the Group's success.

The Group's priorities are the continuous improvement of the working conditions, the safety and the training of its employees, contributing in this manner to society. The Group responds to the society needs with donations to Public Benefit foundations.

Finally, the Group, environmentally aware, takes part on the recycling scheme of Collective System of Alternative Management of Waste Materials of Electrical and Electronic Equipment. Furthermore, our providers of electronic equipment certified RoHS (Registration of Hazardous Substances); therefore the packing material is free of Hazardous Substances and heavy metals.

### 2.8 IMPORTANT TRANSACTIONS BETWEEN THE COMPANY AND RELATED PARTIES

The sales to and purchases from related parties, during 2012, are made at normal market prices. There are no transactions of unusual nature or content with significant impact on the Group or the subsidiaries or related parties. All of the transactions with related parties are free of any special condition or clause.

The tables below summarize the transactions and the account balances with related parties carried out during year 2012 and 2011 respectively

Amounts in € thousand	Reve	enue	Expe	nses	Receiv	<u>rables</u>	Liabi	<u>ilities</u>
Company	2012	2011	2012	2011	2012	2011	2012	2011
SPACE HELLAS CYPRUS LTD	0	0	0	10	0	0	10	10
METROLOGY HELLAS SA	13	4	108	0	2	50	0	0
SPACE TECHNICAL CONSTRUCTION BUILDING S.A.	2	2	533	510	774	4	0	0
Subsidiaries	15	6	641	520	776	54	10	10
JOINT-VENTURE "EMY" MODERNIZATION	0	58	663	104	272	1.731	258	0
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)— SPACE HELLAS	251	0	0	4	261	12	14	17
JOINT-VENTURE SPACE HELLAS - KB IMPULS HELLAS SA	0	0	1	1	1	1	1.473	1.470
Joint Ventures	251	58	664	113	534	1.744	1.745	1.487
MOBICS L.T.D.	0	0	40	16	0	0	0	5
SPACE CONSULTING S.A.	1	474	60	311	840	845	0	82
Associates	1	474	100	327	840	845	0	87
Total Company	267	538	1.405	960	1.374	2.643	1.755	1.584



Amounts in € thousand	<u>Revenue</u>		<u>Expenses</u>		Receiv	<u>vables</u>	Liabi	<u>lities</u>
Group	2012	2011	2012	2011	2012	2011	2012	2011
SPACE TECHNICAL CONSTRUCTION BUILDING S.A.								
	0	2	456	510	0	4	0	0
<u>Subsidiaries</u>	0	2	456	510	0	4	0	0
JOINT-VENTURE "EMY" MODERNIZATION JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)— SPACE HELLAS	0 251	58 0	663	104	272 261	1.731	258 14	0 17
JOINT-VENTURE SPACE HELLAS - KB IMPULS HELLAS SA	0	0	1	1	1	1	1.473	1.470
Joint Ventures	251	58	664	113	534	1.744	1.745	1.487
MOBICS L.T.D.	0	0	40	16	0	0	0	5
SPACE CONSULTING S.A.	1	474	60	311	840	845	0	82
Associates	1	474	100	327	840	845	0	87
Total Group	252	534	1.220	950	1.374	2.593	1.745	1.574

From the above table the transactions between the Company and related parties have been eliminated from the consolidated financial statements. The great part of the receivables concerns the Joint venture "EMY" MODERNIZATION which has obtained the final acceptance at 16 February 2011, which, in turn will produce significant collection of these receivables. The company has formed an impairment provision for the amount of € 100 thousand, concerning JOINT-VENTURE ALKYONA

Both the services from and towards the related parties as well as the sales and purchase of goods are concluded with the same trade terms and conditions as for the non related parties

Table of Key management compensation:

Amounts in € thousand	<u>Gı</u>	<u>oup</u>	<u>Company</u>		
Amounts in e thousand	31.12.2012	<u>31.12.2011</u>	31.12.2012	31.12.2011	
Salaries and other employee benefits	1.492	1.392	1.492	1.392	
Receivables from executives and members of the Board	0	5	0	5	
Payables to executives and member of the Board	48	110	48	110	

The amounts "Payables to executives and member of the Board" concerns remunerations owed to the Board of directors.

Tables of Guarantees to third parties

rables of dualantees to till a parties					
Amounts in € thousand	Gro	<u>up</u>	<u>Company</u>		
	31.12.2012	31.12.2011	31.12.2012	31.12.2011	
Guarantees to third parties on behalf of subsidiaries and joint ventures	1.858	2.042	1.858	2.042	
Used guarantees to third parties on behalf of subsidiaries	0	0	0	0	
Bank guarantee letters	1.858	2.042	1.858	2.042	

### 2.9 SIGNIFICANT POST-BALANCE SHEET EVENTS:

There are no post balance sheet events, concerning the company or the Group, that according to IFRS need to be mentioned.



## 2.10 EXPLANATORY REPORT OF THE BOARD OF DIRECTORS TOWARDS THE SHAREHOLDERS' ORDINARY GENERAL MEETING OF "SPACE HELLAS S.A.", PURSUANT TO ARTICLE 4, PARAGRAPHS 7 AND 8, LAW 3556/2007

The explanatory report of the Board of Directors contains the detailed information required by virtue of the art.4 para. 7, Law 3371/2005 and it is integral part of the Annual Report of the Board of Directors.

### i. Structure of the Company's share capital.

The Share capital amounts to  $10.330.448,00 \in$  and is divided to 6.456.530 ordinary nominal voting shares of nominal value  $1,60 \in$  each and listed in the Athens Stock Exchange in the sector "Telecommunications equipment" under the "Medium and Small Capitalization" category.

### ii. Limitations on transfer of Company shares.

The Company shares may be transferred as provided by the law and the Articles of Association provide no restrictions as regards the transfer of shares.

### iii. Significant direct or indirect holdings in the sense of articles 9 to 11, L.3556/2007.

At 31.12.2012 the following shareholders held more than 5% of the total voting rights of the Company:

Name and Surname	Percentage
Dimitrios Manolopoulos	32,02%
ALPHA BANK S.A.	19,33%
Mpellos Panagiotis	17,61%
Drosinos Paraskevas	15,03%

No other entity possesses a percentage greater than 5% of the total company's voting rights.

### iv. Shares conferring special control rights.

None of the Company shares carry any special rights of control.

### v. Limitations on voting rights.

The articles of Association make no provision for any limitations on voting rights.

### vi. Agreements among Company shareholders.

The Company is not aware of any agreements among shareholders entailing limitations on the transfer of shares or limitations on voting rights, nor is there any provision in the Articles of Association providing the possibility of such agreements.

### vii. Rules governing the appointment and replacement of members of the Board of Directors and the amendment of the Articles of Association.

The articles of Association regarding the appointment or replacement of Board of Directors members as well as the alteration of its provisions are in accordance to the provisions of Law 2190/1920.

### viii. Authority of the Board of Directors or certain of its members to issue new shares or to purchase the own shares of the Company, pursuant to article 16 of Codified Law 2190/20.

The Shareholders' General Meeting, following a relevant decision, can confer to the Board of Directors the right, lasting for 5 years, to increase the Company's share capital with the issuance of new shares, through a decision by the Board of Directors that is made with a majority of at least two thirds (2/3) of its total members. Company's share capital may be increased by no more than the share capital amount paid up on the date when the Board of Directors was granted such power by the General Meeting. This power of the Board of Directors may be renewed by the General Meeting for a period that may not exceed five year per instance of renewal.

The board of Directors, with the authority conferred by the Shareholders' General Meeting, following a relevant decision, can purchase own shares. The purchase cannot exceed the 1/10 of the paid-up share capital.



There is no such decision of the Shareholders' General Meeting.

ix. Significant agreements put in force, amended or terminated in the event of a change in the control of the Company, following a public offer

There is no such an agreement.

x. Significant agreements with members of the Board of Directors or employees of the Company.

The Company has no significant agreements with members of the Board of Directors or its employees providing

for the payment of compensation, especially in the case of resignation or dismissal without good termination of their period of office or employment due to a public offer.	reason (
Agia Paraskevi, 15 February 2013	

D. MANOLOPOULOS

The President of Board

The Board of Directors



### 3 INDEPENDENT AUDITOR'S REPORT

PKF Euroauditing SA.



### To the Shareholders of **SPACE HELLAS S.A.**

### **Report on the Company and Consolidated Financial Statements**

We have audited the accompanying company and consolidated financial statements of SPACE HELLAS SA and its subsidiaries which comprise the company and consolidated statement of financial position as of 31 December 2012 and the company and consolidated statement of comprehensive income, statement of changes in equity and cash flow statement for the year then ended and a summary of significant accounting policies and other explanatory information

### Management's Responsibility for the Company and Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these company and consolidated financial statements in accordance with International Financial Reporting Standards, as adopted by European Union, and for such internal control as management determines is necessary to enable the preparation of company and consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these company and consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the company and consolidated financial statements are free from material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the company and consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the company and consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the company and consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the company and consolidated financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the company and consolidated financial statements present fairly, in all material respects, the financial position of SPACE HELLAS SA and its subsidiaries as at December 31, 2012, and their financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards, as adopted by the European Union.

### SPACE HELLAS A.E Annual Financial Report (period from 1st January to 31st December 2012)



### **Reference on Other Legal Matters**

- a) The Director's Report includes statement of Corporate Governance, which comprises the information as defined by paragraph 3d of article 43a, of Codified Law 2190/1290.
- b) We confirm that the information given in the Director's Report is consistent with the accompanying separate and consolidated financial statements and complete in the context of the requirements of articles 43a, 108 and 37 of Codified Law 2190/1290.

### **PKF EUROAUDITING S.A.**

Certified Public Accountants

#### **PANNELL KERR FORSTER**

124 Kifissias Avenue, 115 26 Athens S.O.E.L. Reg. No. 132

Athens, 19 February 2013

ANDREAS G. POURNOS Certified Public Accountant S.O.E.L. Reg. No. 35081



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The PKF International Association is an association of legally independent firms.



### 4 ANNUAL FINANCIAL STATEMENTS FOR THE PERIOD FROM 1st JANUARY 2012 TO 31st **DECEMBER 2012**

### 4.1 TOTAL COMPREHENSIVE INCOME STATEMENT

		GRO	<u>OUP</u>	<u>COMPANY</u>		
Amounts in € thousand		<u>01.01-</u> <u>31.12.2012</u>	<u>01.01-</u> <u>31.12.2011</u>	<u>01.01-</u> 31.12.2012	<u>01.01-</u> 31.12.2011	
Revenue	4.7.1	48.482	43.194	47.465	42.383	
Cost of sales		-34.020	-30.171	-33.421	-29.761	
Gross profit		14.462	13.023	14.044	12.622	
Other income	4.7.2	992	663	943	564	
Administrative expenses	4.7.3	-5.671	-5.127	-5,540	-5.079	
Research and development cost	4.7.3	-507	-395	-507	-395	
Selling and marketing expenses	4.7.3	-4.664	-4.670	-4.607	-4.661	
Other expenses	4.7.4	-987	-580	-922	-518	
Earnings before taxes, investing and financial results		3.625	2.914	3.411	2.533	
Interest & other similar income		400	324	399	324	
Interest and other financial expenses		-2.806	-2.689	-2.666	-2.650	
Profit/(loss) from revaluation of investments in subsidiaries - associated companies		-769	-133	-769	-133	
Profit/(loss) before taxes		450	416	375	74	
Less: Taxes	4.7.5	-133	-188	-174	-157	
Profit after taxes (A)		317	228	201	-83	
- Company Shareholders		334	231	-	-	
- Minority Interests in subsidiaries		-17	-3	-	-	
Other comprehensive income after taxes (B)		<u>-2.089</u>	<u>-72</u>	<u>-2.101</u>	<u>-26</u>	
Total comprehensive income after taxes (A) + (B)		<u>-1.772</u>	<u>156</u>	<u>-1.900</u>	<u>-109</u>	
- Company Shareholders		-1.755	159	-	-	
- Minority Interests in subsidiaries		-17	-3	-	-	
Earnings per share - basic (in €)		0,0491	0,0353	<u>0,0311</u>	<u>-0,0129</u>	
SUMMARY OF	INCOME S	STATEMENT				
Profit before interest, taxes, depreciation and amortization (EBITDA)		4.635	3.744	4.407	3.363	
Less depreciation		1.010	830	996	830	
Profit before interest and taxes, (EBIT)		3.625	2.914	3.411	2.533	
Profit before taxes		450	416	375	74	
Profit after taxes		317	228	201	-83	
Other comprehensive income after taxes		-2.089	-72	-2.101	-26	
Total comprehensive income after taxes		-1.772	156	-1.900	-109	

### <u>Notes</u>

Current year

The amount € -2.089 thousand, that was charged directly to the Equity concerns the net amount of € 2.101 thousand from the reavaluation of buildings and currency exchange differences from the consolidation of the sub-subsidiary SPACE SYSTEM INTEGRATOR S.R.L. for the amount of € 12 thousand.

Previews period

☐ The amount € -72 thousand, that was charged directly to the Equity concerns prior year tax differences of the Joint Venture UNISYSTEMS INFORMATION SYSTEMS

S.A. for the amount of -26 thousand and currency exchange differences from the consolidation of the sub-subsidiary. SPACE SYSTEM INTEGRATOR S.R.L. for the amount of -46 thousand



### 4.2 FINANCIAL POSITION STATEMENT

Amounts in € thousand		GRO	<u>DUP</u>	COMPANY		
Amounts in e thousand	Note	31.12.2012	31.12.2011	31.12.2012	31.12.2011	
<u>ASSETS</u>						
Non-current assets						
Property, plant & equipment	4.7.6	16.524	10.836	8.742	10.813	
Investment properties	4.7.8	1.500	1.500	0	0	
Goodwill	4.7.9	1.288	460	428	428	
Intangible assets	4.7.7	1.890	978	1.889	977	
Investments in subsidiaries	4.7.11	0	0	484	225	
Investments in associates	4.7.11	280	374	555	605	
Other noncurrent receivables		54	144	128	138	
Total Non-current assets		21.536	14.292	12.226	13.186	
Current assets						
Inventories	4.7.12	2.806	3.591	2.806	3.591	
Trade debtors	4.7.13	16.078	24.155	15.725	23.950	
Other debtors	4.7.13	4.831	5.312	5.561	5.648	
Financial assets	4.7.14	4.631	13	13	13	
Advanced payments	4.7.15	724	324	722	323	
Cash and cash equivalents	4.7.16	4.049	1.720	3.766	1.537	
·	4.7.10					
Total Current assets		28.501	35.115	28.593	35.062	
TOTAL ASSETS		<u>50.037</u>	<u>49.407</u>	40.819	<u>48.248</u>	
Equity attributable to equity holders of the parent	47.17	10.220	10.220	10.220	10.220	
Share Capital	4.7.17	10.330	10.330	10.330	10.330 53	
Share premium Stock option plan reserve	4.7.17	0	0	0	0	
Treasury shares	4.7.20	0	0	0	0	
Fair value reserves	4.7.20	1,334	3.435	1.334	3.435	
Other Reserves		642	630	671	671	
Retained earnings		925	591	-352	-553	
Equity attributable to equity holders of the parent		13.284	15.039	12.036	13.936	
Minority interests		-12	34	_	-	
Total equity		13.272	15.073	12.036	13.936	
Non-current liabilities						
Other non-current liabilities	4.7.19	13	11	282	647	
Long term loans	4.7.18	8.233	1.120	1.518	644	
Provisions	4.7.23	122	122	122	122	
Retirement benefit obligations	4.7.20	118	54	110	54	
Deferred income tax liability	4.7.21	783	525	117	647	
Total Non-current liabilities		9.269	1.832	2.149	2.114	
Current liabilities						
<u> </u>	47.00	11.026	12.000	11.010	12.614	
Trade and other payables	4.7.22	11.826	12.808	11.616	12.614	
Income tax payable		1.149	1.707	1.081	1.662	
Short-term borrowings		14.521	17.987	13.937	17.922	
Total Current liabilities		27.496	32.501	26.634	32.198	
Total Equity and Liabilities		50.037	<u>49.407</u>	40.819	48.248	



#### **STATEMENT OF CHANGES IN EQUITY** 4.3

### **Statement of Changes in Company's Equity:**

Amounts in € thousand	Share Capital	Share premium	Fair value reserves	Stock option plan reserves	Treasury shares	Other Reserves	Retained earnings	Amounts in € thousand
CF	nanges in the	e Shareholde	ers equity fo	r the year 20	11 (01/01-3	31/12/2011)		
Balance at 1 January 2011 as previously reported	10.330	53	3.435	0	0	671	-444	14.045
Profit for the year	0	0	0	0	0	0	-83	-83
Share Capital increase/ (decrease)	0	0	0	0	0	0	0	0
Dividends distributed (profits)	0	0	0	0	0	0	0	0
Net income recognized directly in equity	0	0	0	0	0	0	-26	-26
Treasury shares purchased	0	0	0	0	0	0	0	0
Balance at 31 December 2011	10.330	53	3.435	0	0	671	-553	13.936
Ch Balance at 1 January 2012 as previously reported	10.330	e Shareholde 53	ers equity for	the year 20	12 (01/01-3 0	31/12/2012) 671	-553	13.936
Profit for the year	0	0	0	0	0	0	201	201
Share Capital increase/ (decrease)	0	0	0	0	0	0	0	0
Dividends distributed (profits)	0	0	0	0	0	0	0	0
Net income recognized directly in equity	0	0	0	0	0	0	0	0
Treasury shares purchased	0	0	0	0	0	0	0	0
Revaluation of property at fair value	0	0	-2.491	0	0	0	0	-2.491
Deffered tax from property revaluation	0	0	390	0	0	0	0	390
Balance at 31 December 2012 (IFRS)	10.330	53	1.334	0	0	671	-352	12.036

### Notes:

The amount € -2.491 thousand, charged directly to the Equity concerns the revaluation of the buildings at the fair value, and the amount of € 390 thousand concerns the defferd tax related to the revaluation

Previews year

☐ The amount € -26 thousand, that was charged directly to the Equity concerns prior year tax differences of the Joint Venture UNISYSTEMS INFORMATION SYSTEMS S.A.

### **Statement of Changes in Group's Equity:**

Amounts in € thousand	Share Capital	Share premi um	Fair value reserves	Treasury shares	Other Reserves	Accum ulated profit / (loss)	Total	Non controlli ng interests	Total net Equity
Balance at 1 January 2011 as previously reported	10.330	53	3.435	0	674	388	14.880	4	14.884
Profit for the year	0	0	0	0	0	231	231	-3	228
Share Capital increase/ (decrease)	0	0	0	0	0	0	0	0	0
Dividends distributed (profits)	0	0	0	0	0	0	0	0	0
Net income recognized directly in equity	0	0	0	0	-44	-28	-72	0	-72
Treasury shares	0	0	0	0	0	0	0	0	0
Non controlling interest	0	0	0	0	0	0	0	33	33
Balance at 31 December 2011	10.330	53	3.435	0	630	591	15.039	34	15.073
Balance at 1 January 2012 as previously reported	10.330	53	3.435	0	630	591	15.039	34	15.073
Profit for the year	0	0	0	0	0	334	334	-17	317
Share Capital increase/ (decrease)	0	0	0	0	0	0	0	0	0
Dividends distributed (profits)	0	0	0	0	0	0	0	0	0
Net income recognized directly in equity	0	0	0	0	12	0	12	0	12
Treasury shares	0	0	0	0	0	0	0	0	0
Non controlling interest	0	0	0	0	0	0	0	-29	-29
Revaluation of property at fair value	0	0	-2.491	0	0	0	-2.491	0	-2.491
Deffered tax from asset revaluation	0	0	390	0	0	0	390	0	390
Balance at 31 January 2012	10.330	53	1.334	0	642	925	13.284	-12	13.272

#### Notes:

The amount € -2.089 thousand, that was charged directly to the Equity concerns the net amount of € 2.101 thousand from the reavaluation of buildings and currency exchange differences from the consolidation of the sub-subsidiary SPACE SYSTEM INTEGRATOR S.R.L. for the amount of € 12 thousand.

Preview year

☐ The amount € -72 thousand, that was charged directly to the Equity concerns prior year tax differences of the Joint Venture UNISYSTEMS INFORMATION SYSTEMS S.A. for the amount of -26 thousand and currency exchange differences from the consolidation



### 4.4 CASH FLOW STATEMENT

Amounts in € thousand  Cash flows from operating activities  Profit/(Loss) Before Taxes  Adjustments for: Depreciation & amortization  Impairment of tangible and intangible assets  Provisions  Foreign exchange differences  Net (profit)/Loss from investing activities  Interest and other financial expenses  Plus or minus for Working Capital changes: Decrease/(increase) in Inventories	91.01- 31.12.2012 450 0 1.010 390 101 -55 454 2.806 0 785 8.638	01.01- 31.12.2011 416 830 0 130 -9 -227 2.689 0	01.01- 31.12.2012 375 0 996 390 93 -73 471 2.666	01.01- 31.12.2011 74 830 0 130 29 -219
Profit/(Loss) Before Taxes Adjustments for: Depreciation & amortization Impairment of tangible and intangible assets Provisions Foreign exchange differences Net (profit)/Loss from investing activities Interest and other financial expenses Plus or minus for Working Capital changes: Decrease/(increase) in Inventories	0 1.010 390 101 -55 454 2.806 0 785	830 0 130 -9 -227 2.689 0	0 996 390 93 -73 471	830 0 130 29 -219
Adjustments for: Depreciation & amortization Impairment of tangible and intangible assets Provisions Foreign exchange differences Net (profit)/Loss from investing activities Interest and other financial expenses Plus or minus for Working Capital changes: Decrease/(increase) in Inventories	0 1.010 390 101 -55 454 2.806 0 785	830 0 130 -9 -227 2.689 0	0 996 390 93 -73 471	830 0 130 29 -219
Adjustments for: Depreciation & amortization Impairment of tangible and intangible assets Provisions Foreign exchange differences Net (profit)/Loss from investing activities Interest and other financial expenses Plus or minus for Working Capital changes: Decrease/(increase) in Inventories	1.010 390 101 -55 454 2.806 0	0 130 -9 -227 2.689 0	996 390 93 -73 471	0 130 29 -219
Depreciation & amortization  Impairment of tangible and intangible assets  Provisions  Foreign exchange differences  Net (profit)/Loss from investing activities  Interest and other financial expenses  Plus or minus for Working Capital changes:  Decrease/(increase) in Inventories	390 101 -55 454 2.806 0 785	0 130 -9 -227 2.689 0	390 93 -73 471	0 130 29 -219
Provisions  Foreign exchange differences  Net (profit)/Loss from investing activities  Interest and other financial expenses  Plus or minus for Working Capital changes:  Decrease/(increase) in Inventories	101 -55 454 2.806 0 785	130 -9 -227 2.689	93 -73 471	130 29 -219
Foreign exchange differences  Net (profit)/Loss from investing activities  Interest and other financial expenses  Plus or minus for Working Capital changes:  Decrease/(increase) in Inventories	-55 454 2.806 0 785	-9 -227 2.689 0	-73 471	29 -219
Net (profit)/Loss from investing activities Interest and other financial expenses Plus or minus for Working Capital changes: Decrease/(increase) in Inventories	454 2.806 0 785	-227 2.689 0	471	-219
Interest and other financial expenses Plus or minus for Working Capital changes: Decrease/(increase) in Inventories	2.806 0 785	2.689 0		
Interest and other financial expenses Plus or minus for Working Capital changes: Decrease/(increase) in Inventories	0 785	0	2.666	
Decrease/(increase) in Inventories	785	-		2.650
			0	0
	8.638	-367	785	-367
Decrease/(increase) in Receivables		8.803	7.840	8.736
(Decrease)/increase in Payables (excluding banks)	-3.232	-2.948	-2.403	-2.757
Less:	0	0	0	0
Interest and other financial expenses paid	-2.806	-2.675	-2.666	-2.637
Taxes paid	-930	-527	-893	-486
Total cash inflow/(outflow) from operating activities (a)	7.611	6.115	7.581	5.983
Cash flow from Investing Activities				
Acquisition of subsidiaries, associated companies, joint ventures and other investments	-22	0	-259	-191
Purchase of tangible and intangible assets	-2.420	-1.434	-2.418	-934
Proceeds from sale of tangible and intangible assets	40	11	38	11
Proceeds from sale/liquidation of subsidiaries	14	5	0	0
Interest received	400	324	399	324
Dividends received	0	0	0	0
Total cash inflow/(outflow) from investing activities (b)	-1.988	-1.094	-2.240	-790
Cash flow from Financing Activities				
Proceeds of share capital of subsidiary	0	6	0	0
Proceeds from Borrowings	1.146	899	1.103	899
Payments of Borrowings	-4.440	-6.165	-4.215	-6.100
Total cash inflow/(outflow) from financing activities (c)	-3.294	-5.260	-3.112	-5.201
Net increase/(decrease) in cash and cash equivalents (a)+(b)+(c)	2.329	-239	2.229	-8
Cash and cash equivalents at beginning of period	1.720	1.959	1.537	1.545
Cash and cash equivalents at end of period	4.049	1.720	3.766	1.537



### 4.5 GENERAL INFORMATION FOR SPACE HELLAS S.A.

#### 4.5.1 GENERAL INFORMATION

The company operating under the corporate name "SPACE HELLAS S.A", by virtue of the revised Deed of Association (revision date 08.07.2007) and approved by the Ministry of Development (decision K2-10518), was founded in 1985, (Deed of Association, upon power of attorney n.86369/15.07.1985, approved by the Prefecture of Attiki, EM 4728/1.8.85, and published in the Official Gazzete of Greece, ΦΕΚ 2929/8.8.85 ΤΑΕ & ΕΠΕ). The company's duration has been set to 100 years, its legal address is Mesogion Ave 312, Agia Paraskevi, Attica, Greece. On 30.06.2008, the descision of the General Meeting, approved by the Ministerial Decision K2 9624/1-9-2008 (registerd in the Societers Anonymes Register at 01.09.2008) and published in the Official Gazette of Greece (ΦΕΚ 10148/3.9.2008 ΤΑΕ & ΕΠΕ), has extended the company's up to year 2049.

The company's S.A. Register Number (AP.M.A.E.) is 13966/06/B/86/95, General Electronic Commercial Registry Number (G.E.MI) is 375501000 and the Tax Register Number (A $\Phi$ M) is 094149709.

### 4.5.2 OPERATING ACTIVITIES

Space Hellas is active in the Telecommunications and Information Technology market, offering a broad spectrum of high technology applications. Covering the needs of each individual customer is our top priority; Space Hellas cooperates with the largest manufacturers on a worldwide scale, offering solutions that meet even the most sophisticated demands. Space Hellas products are addressed to enterprises, telecoms organizations and highly complex, state-of-the-art technology projects.

The company is active in the following market segments

- Network infrastructure and data networking.
- □ Telecomunication services at national and international level
- IT Applications and Services
- Enterprise telephony.
- Mobile and satelite communication systems and services
- Information and network security systems
- Electromechanical and network infrastructure -computer rooms
- Structured cabling
- Security and surveillance systems
- Telecom network infrastructures
- System Integration
- Mobile telephony selling network
- Research and Development projects at national and international level

### 4.5.3 BOARD OF DIRECTORS

By virtue of the company's decision, dated 02.07.2012, registered in the S.A. register (Ministry of Development decision K2-4785/18-07-2012), the Board of Directors is composed of the following members:

- Dimitrios S. Manolopoulos, President of the Board, executive member
- Paraskevas D. Drosinos Chief Executive Officer, executive member
- Manolopoulos D Spyridon, A' Vicepreseident, indipendent executive member
- Christos P. Mpellos, B' Vice-president of the Board, non executive member
- Georgios P. Lagogiannis executive member.
- Mertzanis Ioannis executive member
- Doulaveris Ioannis executive member
- Dimitrios E. Chouchoulis indipendent non-executive member.
- Lysandros K. Kapopoulos indipendent non-executive member.

The incumbency of the Board od Directors will end at 30.06.2015.

### 4.5.4 GROUP STRUCTURE

The following table shows the group's companies, which are included in the consolidated financial statements, the ownership percentage and the consolidation method:



Corporate name	Ownership percentage		Consolidation method	<u>Country</u>
Amounts in € thousand	<u>Direct</u>	Indirect		
Subsidiaries				
METROLOGY HELLAS S.A.	82,42%		Full consolidation	Greece
SPACE HELLAS (CYPRUS) LTD	100%		Full consolidation	Cyprus
SPACE TECHNICAL CONSTRUCTION BUILDING S.A	100%		Full consolidation	Greece
SPACE ROMANIA REAL ESTATE SRL		100%	Full consolidation	Romania
SPACE HELLAS SYSTEM INTEGRATOR S.R.L.		99,58%	Full consolidation	Romania
SPACE HELLAS Doo Beograd-Stari Grad		100%	Full consolidation	Serbia
SPACE HELLAS (MALTA) LTD		99,98%	Full consolidation	Malta
Associates & Joint Ventures				
JOINT-VENTURE "EMY" MODERNIZATION	67,5%		Equity method	Greece
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)— SPACE HELLAS	35%		Equity method	Greece
JOINT-VENTURE SPACE HELLAS SA-KB IMPULS HELLAS SA ("DORY")	50%		Equity method	Greece
Other investments				
MOBICS LTD	19,32%		-	Greece

#### 4.6 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 4.6.1 GENERAL INFROMATION

The accompanying financial statements of the period from 1st January to 31st December 2012 comprise the individual as well as the consolidated financial statements.

SPACE HELLAS S.A is the parent company of the Group. The company's shares are ordinary registered shares and have been listed in ASE since 29.09.2000. The company operates in the IT and Telecommunications market since 1985, offering integrated solutions and services to Private and Public entitles at a national and international level. The company's legal address is Mesogion Ave 312, Agia Paraskevi, and Attica, Greece. The URL address is www.space.qr.

The annual financial statements of the company and the Group for the year ended at 31.12.2012 have been approved by the Board of Directors with the decision No 2235/15th February 2013.

It should be noted that the published, in the press, brief financial data aim to provide the user with general information but do not present a full picture of the Company's and Group's financial results and position, according to International Accounting Standards. It should be also noted that, for simplification purposes, the published, in the press, brief financial data contain summarizations or reclassifications of certain figures.

#### 4.6.2 BASIS OF PREPARATION

The financial statements as at 31<sup>st</sup> December 2012, have been approved for issue by the Board of Directors on February 15, 2013 have been prepared taking into account the going concern principle as well as the historical cost convention, as modified by the revaluation of certain equity investments, investment property, and derivative instruments at fair value and fully comply with the International Financial Reporting Standards (I.F.R.S.) and issued Interpretations by International Financial Reporting Interpretations Committee (IFRIC), as they have been adopted by the European Union, (EC regulation 1606/2002) as at December 31, 2012.

The preparation of financial statements, in conformity with IFRS, requires the use of critical accounting estimates. It also requires management to exercise its judgment in the process of applying the accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in the relative section.

The Management must make judgments and estimates regarding the value of assets and liabilities which are uncertain. Estimates and associated assumptions are based mainly on past experience. Actual results may differ from these estimates.

#### 4.6.3 New standards, interpretations and amendments to published standards

The International Accounting Standards Board, as well as the IFRIC, have already issued a number of new accounting standards and interpretations whose application is mandatory for the periods beginning January 1, 2011, onwards (except if mentioned otherwise below). The Group's and the Company's Management's assessment regarding the effect of these new standards and interpretations is as follows:



#### 4.6.3.1 Standards and interpretations mandatory for 2011

IAS 24 (Revised) "Related Party Disclosures" This amendment attempts to reduce disclosures of transactions between government-related entities and clarify related-party definition. More specifically, it removes the requirement for government-related entities to disclose details of all transactions with the government and other government-related entities, clarifies and simplifies the definition of a related party and requires the disclosure not only of the relationships, transactions and outstanding balances between related parties, but of commitments as well in both the consolidated and the individual Financial Statements. This revision does not affect the Group's Financial Statements

IAS 32 (Amendment) "Financial Instruments: Presentation" This amendment clarifies how certain rights issues should be classified. In particular, based on this amendment, rights, options or warrants to acquire a fixed number of the entity's own equity instruments for a fixed amount of any currency are equity instruments if the entity offers the rights, options or warrants pro rata to all of its existing owners of the same class of its own non-derivative equity instruments. This amendment is not relevant to the Group.

IFRIC 19 "Extinguishing Financial Liabilities with Equity Instruments" This interpretation addresses the accounting by the entity that issues equity instruments to a creditor in order to settle, in full or in part, a financial liability. This interpretation is not relevant to the Group.

IFRIC 14 (Amendment) "The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction" The amendments apply in limited circumstances: when an entity is subject to minimum funding requirements and makes an early payment of contributions to cover those requirements. The amendments permit such an entity to treat the benefit of such an early payment as an asset. This interpretation is not relevant to the Group.

#### 4.6.3.2 Amendments to standards that form part of IASB's annual improvements project for year 2010

The amendments set out below describe the key changes toy IFRSs following the publication in May 2010 of the results of the IASB's annual improvements project. Unless otherwise stated, the following amendments will not have a material impact on the Group's financial statements.

IFRS 3 "Business Combinations" The amendments provide additional guidance with respect to: (i) contingent consideration arrangements arising from business combinations with acquisition dates preceding the application of IFRS 3 (2008); (ii) measuring non-controlling interests; and (iii) accounting for share-based payment transactions that are part of a business combination, including un-replaced and voluntarily replaced sharebased payment awards.

IFRS 7 "Financial Instruments: Disclosures" The amendments include multiple clarifications related to the disclosure of financial instruments.

IAS 1 "Presentation of Financial Statements" The amendment clarifies that entities may present an analysis of the components of other comprehensive income either in the statement of changes in equity or within the notes.

IAS 27 "Consolidated and Separate Financial Statements" The amendment clarifies that the consequential amendments to IAS 21, IAS 28 and IAS 31 resulting from the 2008 revisions to IAS 27 are to be applied prospectively.

IAS 34 "Interim Financial Reporting" The amendment places greater emphasis on the disclosure principles that should be applied with respect to significant events and transactions, including changes to fair value measurements, and the need to update relevant information from the most recent annual report.

IFRIC 13 "Customer Loyalty Programmes" The amendment clarifies the meaning of the term 'fair value' in the context of measuring award credits under customer loyalty programmes.

#### 4.6.3.3 Standards and interpretations mandatory after 1<sup>st</sup> January 2012

IFRS 7 (Amendment) "Financial Instruments: Disclosures" – transfers of financial assets (effective for annual periods beginning on or after 1 July 2011) This amendment sets out disclosure requirements for transferred financial assets not derecognised in their entirety as well as on transferred financial assets derecognised in their entirety but in which the Group has continuing involvement. It also provides guidance on applying the disclosure requirements.



IFRS 9 "Financial Instruments" (effective for annual periods beginning on or after 1 January 2015). IFRS 9 is the first Phase of the Board's project to replace IAS 39 and deals with the classification and measurement of financial assets and financial liabilities. The IASB intends to expand IFRS 9 in subsequent phases in order to add new requirements for impairment and hedge accounting. The Group is currently investigating the impact of IFRS 9 on its Financial Statements. The Group cannot currently early adopt IFRS 9 as it has not been endorsed by the EU. Only once approved will the Group decide if IFRS 9 will be adopted prior to 1 January 2015.

IFRS 13 "Fair Value Measurement" (effective for annual periods beginning on or after 1 January 2013) IFRS 13 provides new guidance on fair value measurement and disclosure requirements. These requirements do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other standards within IFRSs. IFRS 13 provides a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across IFRSs. Disclosure requirements are enhanced and apply to all assets and liabilities measured at fair value, not just financial ones. This standard has not yet been endorsed by the EU.

IAS 1 (Amendment) "Presentation of Financial Statements" (effective for annual periods beginning on or after 1 July 2012) The amendment requires entities to separate items presented in other comprehensive income into two groups, based on whether or not they may be recycled to profit or loss in the future. This amendment has not yet been endorsed by the EU.

IAS 12 (Amendment) "Income Taxes" (effective for annual periods beginning on or after 1 January 2012) The amendment to IAS 12 provides a practical approach for measuring deferred tax liabilities and deferred tax assets when investment property is measured using the fair value model in IAS 40 "Investment Property". This amendment has not yet been endorsed by the EU.

IAS 19 (Amendment) "Employee Benefits" (effective for annual periods beginning on or after 1 January 2013) This amendment makes significant changes to the recognition and measurement of defined benefit pension expense and termination benefits (eliminates the corridor approach) and to the disclosures for all employee benefits. The key changes relate mainly to recognition of actuarial gains and losses, recognition of past service cost / curtailment, measurement of pension expense, disclosure requirements, treatment of expenses and taxes relating to employee benefit plans and distinction between "short-term" and "other long-term" benefits. This amendment has not yet been endorsed by the EU.

IFRS 7 (Amendment) "Financial Instruments: Disclosures" (effective for annual periods beginning on or after 1 January 2013) The IASB has published this amendment to include information that will enable users of an entity's Financial Statements to evaluate the effect or potential effect of netting arrangements, including rights of set-off associated with the entity's recognised financial assets and recognised financial liabilities, on the entity's financial position. This amendment has not yet been endorsed by the EU.

IAS 32 (Amendment) "Financial Instruments: Presentation" (effective for annual periods beginning on or after 1 January 2014) This amendment to the application guidance in IAS 32 clarifies some of the requirements for offsetting financial assets and financial liabilities on the statement of financial position. This amendment has not yet been endorsed by the EU.

4.6.3.4 Group of standards on consolidation and joint arrangements (effective for annual periods beginning on or after 1 January 2013)

The IASB has published five new standards on consolidation and joint arrangements: IFRS 10, IFRS 11, IFRS 12, IAS 27 (amendment) and IAS 28 (amendment). These standards are effective for annual periods beginning on or after 1 January 2013. Earlier application is permitted only if the entire "package" of five standards is adopted at the same time. These standards have not yet been endorsed by the EU. The Group is currently assessing the impact of the new standards on its consolidated financial statements. The main provisions are as follows:

IFRS 10 "Consolidated Financial Statements" . IFRS 10 replaces all of the guidance on control and consolidation in IAS 27 and SIC 12. The new standard changes the definition of control for the purpose of determining which entities should be consolidated. This definition is supported by extensive application guidance that addresses the different ways in which a reporting entity (investor) might control another entity (investee). The revised definition of control focuses on the need to have both power (the current ability to direct the activities that significantly influence returns) and variable returns (can be positive, negative or both) before control is present. The new standard also includes guidance on participating and protective rights, as well as on agency/ principal relationships.

IFRS 11 "Joint Arrangements" IFRS 11 provides for a more realistic reflection of joint arrangements by focusing



on the rights and obligations of the arrangement, rather than its legal form. The types of joint arrangements are reduced to two: joint operations and joint ventures. Proportional consolidation of joint ventures is no longer allowed. Equity accounting is mandatory for participants in joint ventures. Entities that participate in joint operations will follow accounting much like that for joint assets or joint operations today. The standard also provides guidance for parties that participate in joint arrangements but do not have joint control.

IFRS 12 "Disclosure of Interests in Other Entities" IFRS 12 requires entities to disclose information, including significant judgments and assumptions, which enable users of Financial Statements to evaluate the nature, risks and financial effects associated with the entity's interests in subsidiaries, associates, joint arrangements and unconsolidated structured entities. An entity can provide any or all of the above disclosures without having to apply IFRS 12 in its entirety, or IFRS 10 or 11, or the amended IAS 27 or 28.

IAS 27 (Amendment) "Separate Financial Statements" This Standard is issued concurrently with IFRS 10 and together, the two IFRSs supersede IAS 27 "Consolidated and Separate Financial Statements". The amended IAS 27 prescribes the accounting and disclosure requirements for investment in subsidiaries, joint ventures and associates when an entity prepares separate Financial Statements. At the same time, the Board relocated to IAS 27 requirements from IAS 28 "Investments in Associates" and IAS 31 "Interests in Joint Ventures" regarding separate Financial Statements.

IAS 28 (Amendment) "Investments in Associates and Joint Ventures" IAS 28 "Investments in Associates and Joint Ventures" replaces IAS 28 "Investments in Associates". The objective of this Standard is to prescribe the accounting for investments in associates and to set out the requirements for the application of the equity method when accounting for investments in associates and joint ventures, following the issue of IFRS 11.

#### **4.6.4 ACCOUNTING METHODS**

The accounting policies adopted in the preparation of the consolidated financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 December 2011.

#### 4.6.5 PROPERTY, PLANT AND EQUIPMENT

Fixed assets are reported in the financial statements at the fair value or at the acquisition cost or deemed cost as determined based on fair values as at the transition dates, less accumulated depreciations and any impairment suffered by the assets. The acquisition cost includes all the directly attributable expenses for the acquisition of the assets

Buildings are measured at fair value as at 31.12.2012, less accumulated depreciation and less any accumulated impairment loss. Land held for the production or management is presented at its fair value. As the useful period of life cannot be determined, the relevant carrying amounts are not subject to depreciation.

The fair value is assessed based on valuations by external independent values every three or four years, unless factors of the market indicate impairment risk of the value, so as to assure that the carrying value does not differ significantly from the fair value.

Other assets are measured at cost less accumulated depreciation and any accumulated impairment losses Intangible assets include goodwill, concessions and industrial property rights, as well as computer software both acquired and internally generated as well. The cost of internally generated software comprises the cost of materials and the cost of personnel as well as other costs incurred in order to prepare the asset for the intended

use. The criteria used in order to recognise the costs incurred as intangible assets are:

Intention of the Group to proceed in the creation of the asset

- □ Technical possibility of completion of the asset to make it ready for use or sale.
- Adequate technical, financial and other resources for the completion of the asset.
- ☐ Group's ability to use or sale the asset.
- Capability of the maternally generated asset to create future economic benefits for the Group
- Reliable measurement of the expenditure attributable to the asset during its development.

Depreciation on other assets (except land which is not depreciated) is calculated using the straight-line method over its estimated useful lives

Concessions and industrial property rights are no subject to depreciation because of the difficulty to estimate with accuracy their commercial value.

The useful lives of the assets are as follows:



Description	Useful live (in years)
Buildings and buildings installations	50
Buildings and buildings installations in third parties	12
Plant and machinery	16
Plant and machinery Leased	10
Furniture	16
Fittings	10
Office equipment	10
Telecommunication equipment	10
Other equipment	10
Electronics equipment	5
Cars	5
Trucks	10
Other means of transportation	5
Intangible assets (software acquired/internally generated)	5

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date. An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

#### 4.6.6 INVESTMENT PROPERTY

Investment properties are held to earn rental income and profit from increased capital value at disposal. Owner-occupied properties are held for production and administrative purposes. This distinguishes owner-occupied properties from investment properties.

Investment properties are treated as long-term assets and carried at fair value which represents the open market value, and is tested at the end of the year. Changes in fair values are recorded in net income and are included in other operating income.

#### 4.6.7 IMPAIRMENT OF ASSETS

Assets with an indefinite useful life are not depreciated and are subject to an impairment review annually and when some events suggest that the book value may not be recoverable any resulting difference is charged to the period's results.

Assets that are depreciated are subject to an impairment review when there is evidence that their value will not be recoverable. The recoverable value is the greater between the net sales value and the value in use. An impairment loss is recognized by the company when the book value of these assets (or cash generating unit- CGU) is greater than its recoverable amount.

Net sales value is the amount received from the sale of an asset at an arm's length transaction in which participating parties have full knowledge and participate voluntarily, after deducting any additional direct cost for the sale of the asset, while value in use is the present value of estimated future cash flows that are expected to flow into the company from the use of the asset and from its disposal at the end of its estimated useful life.

#### 4.6.8 GOODWILL

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net assets of the acquired subsidiary, joint venture and associate at the date of acquisition.

Goodwill on acquisitions of subsidiaries and joint ventures are included in intangible assets and disclosed at the acquisition cost. This cost equals the consolidation cost that exceeds the company's share to the assets and liabilities of the acquired entity.

Goodwill is tested annually for impairment and carried at cost less accumulated impairment losses.

The Group performs its annual impairment test of goodwill as at 31 December. When needed, impairment is determined for goodwill by assessing the recoverable amount of the cash-generating units, to which the goodwill relates. Where the recoverable amount (typically the value in use) of the cash-generating units is less than their carrying amount an impairment loss is recognized.



#### 4.6.9 CONSOLIDATION

#### Subsidiaries.

Subsidiaries are entities (including special purpose entities) in which the Group has an interest of more than one half of the voting rights or otherwise has power to govern the financial and operating policies.

Subsidiaries are fully consolidated from the date on which control is transferred to the Group and are no longer consolidated from the date that control ceases. The purchase method of accounting is used to account for the acquisition of subsidiaries. Note 1.6(a) outlines the accounting policy on goodwill. The cost of an acquisition is measured as the sum of the fair values, at the date of exchange, of the assets given, liabilities incurred or assumed, and equity instruments issued by the Group, in exchange for control of the acquired plus any costs directly attributable to the acquisition. The acquired identifiable assets, liabilities and contingent liabilities are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interests.

The excess of the cost of acquisition over the fair value of the net assets of the subsidiary acquired is recorded as goodwill. Where the cost of the acquisition is less than the fair value of the Group's share of the net assets of the subsidiary acquired, the difference is recognized directly in the income statement.

Inter-company transactions, balances and unrealized gains on transactions between Group companies are eliminated. Unrealized losses are also eliminated unless cost cannot be recovered. Accounting policies of subsidiaries have been adjusted where necessary to ensure consistency with the policies adopted by the Group.

#### Associates

Associates are entities over which the Group generally has between 20% and 50% of the voting rights, or over which the Group has significant influence, but which it does not control. Investments in associates are accounted for by the equity method of accounting and are initially recognized at cost. The Group's investment in associates includes goodwill (net of any cumulative impairments losses) identified in acquisition.

Under this method the Group's share of the post-acquisition profits or losses of associates is recognized in the income statement and its share of post acquisition movements in other reserves is recognized in other reserves. The cumulative post-acquisition movements in balance sheet assets and liabilities are adjusted against the carrying amount of the investment.

#### Joint Ventures

Joint ventures are consolidated using the full consolidated method. Under this method the investment is initially recognized at cost and is subsequently valued for the cumulative post-acquisition movements in balance sheet assets and liabilities and adjusted against the carrying amount of the investment. The share of the post-acquisition profits or losses of the joint ventures is recognized in the income statement.

#### Other investments

Other investments concern non listed companies with ownership percentage less than 20% and with absence of control on the voting rights. In accordance with IAS 32 and 39 these investments are disclosed in acquisition cost less provisions for impairments...

#### 4.6.10 Inventories

Inventories are disclosed in the lower value between acquisition cost and net realizable value, that is, the selling price less its cost of sale. The cost of sale is calculated using the weighted average method, including expenses related to the acquisition of inventories, such as transport cost, freights etc.

Appropriate allowance is made for damaged, obsolete and slow moving items. Write-downs to net realizable value and inventory losses are expensed in cost of sales in the period in which the write-downs or losses occur.

#### 4.6.11 TRADE RECEIVABLES

Trade receivables are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method, less provision for impairment. A provision for impairment of trade receivables is established when there is objective evidence that the Group will not be able to collect all of the amounts due according to the original terms of receivables. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the effective interest rate. The amount of the provision is recognized in other expenses in the income statement.

All trade receivables are considered collectable.

#### 4.6.12 CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprise cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities o three months or less.



#### **4.6.13** RESERVES

The company is obliged according to the applicable commercial law 2190/1920 art. 44 and 45 to form as legal reserve of 5% of their annual net profits up to 1/3 of the paid up share capital. This reserve cannot be distributed during the operational life of the company, but can be used to cover loses.

Based on existing Greek tax law, tax exempt reserves under special laws are exempt from income tax, provided that they are not distributed to shareholders. The Group does not intend to distribute these reserves and has thus not provided for the tax liability that would arise in the event that these reserves were to be distributed. Any distribution from these reserves can only occur following the approval of shareholders in a general meeting and after the applicable taxation is paid by the Company.

#### 4.6.14 SHARE CAPITAL

All the shares are registered and listed for trading in the Securities Market of the Athens Exchange since 29-9-2000. All shares are ordinary and nominal. The Share capital is fully paid up, amounts to  $10.330.448,00 \in$  and is divided to 6.456.530 ordinary nominal voting shares of nominal value  $1,60 \in$  each..

#### 4.6.15 REVENUE AND EXPENSE RECOGNITION

**Revenue:** Revenue comprises the fair value for the sale of goods and services net of value-added tax, rebates and discounts, and after eliminating sales within the Group. Revenue from the sale of goods is recognized when significant risks and rewards of ownership of the goods are transferred to the buyer (usually upon delivery and customer acceptance) and the realization of the related receivable is reasonably assured. Revenue arising from services is recognized on an accrual basis in accordance with the substance of the relevant agreements Interest income is recognized on a time proportion basis, taking account of the principal outstanding and the effective rate over the period to maturity, when it is determined that such income will accrue to the Group.

**Expenses are** recognized in the income statement on an accrual basis. Payments realized for Operating leases are transferred in the income statement as expenses, during the time of use of the leased element. The expenses from interest are recognized on an accrued basis.

#### 4.6.16 Provisions

Provisions, according to IAS 37, are recognized when the Group has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate of the amount can be made. Where the Group expects a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain

The Group recognizes a provision for onerous contracts when the expected benefits to be derived from a contract are less than the unavoidable costs of meeting the obligations under the contract.

Restructuring provisions comprise lease termination penalties and employee termination payments, and are recognized in the period in which the Group becomes legally or constructively committed to payment. Costs related to the ongoing activities of the Group are not provided in advance.

Long-term provisions are determined by discounting the expected future cash flows and taking the risks specific to the liability into account.

#### 4.6.17 BORROWINGS

Borrowings are recognized initially at fair value, net of transaction costs incurred. In subsequent periods, borrowings are stated at amortized cost using the effective yield method.

#### **4.6.18 EMPLOYEE BENEFITS**

**Short-term benefits:** Short-term benefits to the employees (apart from the benefits for the termination of the labour relationship) in cash and in goods are recorded for as an expense when they become payable. Any outstanding amount is recorded as a liability, while in the case where the amount already paid exceeds the amount of the benefits; the company records the excess amount as its asset (prepaid expense) only to the extent that the prepayment will lead to the reduction of future payments or to a return.

**Benefits after exiting from the service:** The benefits comprise defined benefit plans as well as defined contribution plans.

**Defined contribution plan:** A defined contribution plan is a pension plan under which the Group pays fixed contributions into a separate entity (a fund) and will have no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees benefits relating to employee service in the current and prior periods.



**Defined benefit plan:** The liability in respect of defined benefit pension or retirement plans, including certain unfunded termination indemnity benefit plans, is the present value of the defined benefit obligation at the balance sheet date minus the fair value of plan assets (where funded) together with adjustments for actuarial gains/ losses and past service cost. The defined benefit obligation is calculated at periodic intervals by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by the estimated future cash outflows using interest rates applicable to high quality corporate bonds or government securities which have terms to maturity approximating the terms of the related liability.

Actuarial gains and losses arising from experience adjustments, changes in actuarial assumptions and amendments to pension plans, which exceed 10% of the estimated benefit liability at the beginning of every period, are recognized in other income/expenses in the income statement over the average remaining service lives of the related employees (corridor approach).

#### 4.6.19 LEASES

Leases where all the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the income statement on a straight-line basis over the period of the lease.

Leases of property, plant and equipment where the Group has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalized at the inception of the lease at the lower of the fair value of the leased property or the present value of the minimum lease payments. Each lease payment is allocated between the liability and finance charges so as to achieve a constant rate on the finance balance outstanding. The corresponding rental obligations, net of finance charges, are included in liabilities. The interest element of the finance cost is charged to the income statement over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period. Property, plant and equipment acquired under finance leases are depreciated over the useful life of the asset or the lease term.

#### 4.6.20 INCOME TAX AND DEFERRED TAX

The tax for the period comprises current income tax and deferred tax, i.e. the tax charges or tax credits that are associated with economic benefits accruing in the period but have been assessed by the tax authorities in different periods. Income tax is recognized in the income statement of the period, except for the tax relating to transactions that have been booked directly to Equity. In such case the related tax is, accordingly, booked directly to Equity.

Current income tax is calculated using the financial statements of every company included in the consolidated financial statements, along with the applicable tax law in the respective countries. The charge from income tax consists in the current income tax calculated upon the results of the Group companies, as they have been reformed in their taxation return applying the applicable tax rate.

Deferred income tax is provided in full using the balance sheet liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, if the deferred income tax arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit and loss, it is not accounted for.

Deferred income tax assets are recognized only to the extent that is it probable that taxable profits and reversals of deferred tax liabilities will be available against which deductible temporary differences can be utilized. Deferred tax liabilities are recognized for taxable temporary differences arising on investments in subsidiaries, joint ventures and associates, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred income taxation is determined using tax rates that have been enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realized or the related deferred income tax liability is settled. Deferred tax is charged or credited in the income statement, except when it relates to items credited or charged directly to equity, in which case the deferred tax is also dealt with in equity.

#### 4.6.21 Foreign Currency Transactions

Items included in the financial statements of each entity in the Group are measured in the functional currency, which is the currency of the primary economic environment in which each Group entity operates. The consolidated financial statements are presented in Euros, which is the functional, and presentation currency of the Company and the presentation currency of the Group.

Gains or losses resulting from foreign currency re-measurements are reflected in the accompanying statements of income. Gains or losses resulting from transactions are also reflected in the accompanying statements of income. The operating results and financial position of all group entities (none of which operate in a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency at the closing rate at the date of the balance sheet.



#### 4.6.22 FINCANCIAL INSTRUMENTS

#### Financial instruments at fair value

The financial assets and liabilities reflected on the statement of financial position include cash and cash equivalents, trade and other accounts receivable, investments, trade accounts payable and short and long term liabilities.

These accounts are presented as assets, liabilities or equity components based on the substance and the contents of the related contractual agreements from which they are derived. Interest, dividends, profit o losses which result from financial assets or liabilities are recognized as income or expenses, respectively.

The value at which the Group's financial assets and liabilities are disclosed in the financial statements does not differ from their fair value.

#### 4.6.23 FINCANCIAL INSTRUMENTS

#### □ Financial Risk Factors

The Group's activities give rise to a variety of financial risks, including foreign exchange, interest rate, credit and liquidity risks. The Group's overall risk management program focuses on the volatility of financial markets and seeks to minimize potential adverse effects on the financial performance of the Group as a whole.

Risk management is carried out by the Group's management which evaluates the risk associated to the Group's activities and functions, and designs the policy by using the appropriate financial tools in order to mitigate the risk.

The Group's financial instruments consist mainly of deposits with banks, bank overdrafts, and trade accounts receivable and payable.

#### > Foreign Exchange Risk

The Group's foreign exchange exposure arises from actual or anticipated cash flows (exports/ imports) in currencies other than its base currency.

Exposures related to future trade agreements and recognized elements of assets and liabilities are managed through the use of forward exchange contracts when needed. Exposure arises when trade agreements and recognized elements of assets and liabilities are presented in currencies different from the functional and presentation currency of the Entity, which is the Euro.

The Group has no significant elements for assets and liabilities that are expressed in currency different than the Euro. Thus there is no substantial currency exchange risk.

The main transaction currencies are USD and the Euro.

#### Price Risk

The Group is not exposed to securities price risk. The Group is exposed in risk due to the variations of the value of the goods used for trade and of the raw-materials used. In order to face the risk of impairment of inventories, a rationalized warehouse management aims to minimize the stock according to progress of the production needs. The level of the inventories in relation to the Group's turnover is significantly low.

#### > Interest Rate Risk

The fluctuations in the interest rate markets have a moderate impact on the Group's income and the Group's operating cash flows.

It is the policy of the Group to continuously review interest rate trends and the tenor of financing needs. In this respect, decisions are made on a case by case basis as to the tenor and the fixed versus floating cost of a new loan. Thus, the amount of short term borrowings is variable. All short term borrowings are based on floating rates. For medium and long-term loans both the amounts of loans as well as the interest rates are decreasing. Thus the interest rate risk exposure is relatively low.

#### > Credit Risk

Trade accounts receivable consist mainly of a large, widespread customer base where the predominant position is held by Banking and Public sectors. The Group's Financial Management Department monitors the financial position of their debtors on an ongoing basis.

Each client's credit exposure is monitored by an independent entity, taking into account the client's financial position, the amount of previews transactions and other factors and tests the credit limits granted to the client. The credit limits granted are fixed taking into account internal and external evaluations and are always within the limits approved by the Board of directors.



Appropriate provision for impairment losses is made for specific credit risks. At the end of year 2011 the there is no material credit risk exposure that is not already covered with appropriate doubtful debt provision.

Taking into account the Group's customer base and the relevant liquidity risk, the exposure at the credit risk will be moderate. The post-dated collection of receivables is an important issue but is not related to our customers credit ability. To minimize this credit risk, the Group operates within an established counterparty policy approved by the Board of Directors, which limits the amount of credit exposure to any one financial institution. Also, as regards money market instruments, the Group only deals with well-established financial institutions of high credit standing.

#### > Liquidity Risk

The Group's aim is to enforce liquidity primarily through the time matching to receivables and payables and secondly through the availability of funding. The monitoring of the budget execution and the prompt response to the budget deviations enables to timely balance cash inflows and outflows. The Group's liabilities due within 6 month period and are all covered with sufficient borrowing and as well collection of receivables.

#### > Capital Management

The primary objective of the Group's capital management is to ensure that it maintains a strong investment grade credit rating and healthy capital ratios in order to support its operations and maximize shareholder value.

The group's policy is to maintain leverage targets in line with an investment grade profile.

#### 4.6.24 INCOME TAX AND DEFERRED TAX

The tax for the period comprises current income tax and deferred tax, i.e. the tax charges or tax credits that are associated with economic benefits accruing in the period but have been assessed by the tax authorities in different periods. Income tax is recognized in the income statement of the period, except for the tax relating to transactions that have been booked directly to Equity. In such case the related tax is, accordingly, booked directly to Equity. Current income tax is calculated using the financial statements of every company included in the consolidated

financial statements, along with the applicable tax law in the respective countries. The charge from income tax consists in the current income tax calculated upon the results of the Group companies, as they have been reformed in their taxation return applying the applicable tax rate.

Deferred income tax is provided in full using the balance sheet liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, if the deferred income tax arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit and loss, it is not accounted for.

Deferred income tax assets are recognized only to the extent that is it probable that taxable profits and reversals of deferred tax liabilities will be available against which deductible temporary differences can be utilized. Deferred tax liabilities are recognized for taxable temporary differences arising on investments in subsidiaries, joint ventures and associates, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred income taxation is determined using tax rates that have been enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realized or the related deferred income tax liability is settled. Deferred tax is charged or credited in the income statement, except when it relates to items credited or charged directly to equity, in which case the deferred tax is also dealt with in equity.

#### 4.6.25 FOREIGN CURRENCY TRANSACTIONS

Items included in the financial statements of each entity in the Group are measured in the functional currency, which is the currency of the primary economic environment in which each Group entity operates. The consolidated financial statements are presented in Euros, which is the functional, and presentation currency of the Company and the presentation currency of the Group.

Gains or losses resulting from foreign currency re-measurements are reflected in the accompanying statements of income. Gains or losses resulting from transactions are also reflected in the accompanying statements of income. The operating results and financial position of all group entities (none of which operate in a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency at the closing rate at the date of the balance sheet.



#### 4.7 NOTES TO THE ANNUAL FINANCIAL STATEMENTS

#### 4.7.1 OPERATING SEGMENTS

Business segment is a distinct part of the Company and the Group which provides products and services subject to different grades of risk and performance that is different from those of other business segments. Geographical segments provide products or services within a particular economic environment that is subject to risks and performances that are different from those of components operating in other economic environments. The Group and the company's segments are based on the products and services provided.

#### □ Primary segment – Business segments

The Group organizes its activities in three segments:

- Technology providers of solutions and services to the business environment. (Value Added Solutions)
- o IT projects (integraton)
- Resellers' network for mobile telecommunications.

The segment consolidated results for the current and previews period are as follows:

<u>GROUP</u>												
	<u>Technol</u>	ogy Soluti Services	ons and	Integ	ration pro	<u>jects</u>	teleco	Mobile mmunic	ations		<u>Total</u>	
	<u>ye</u>	<u>ar</u>		<u>ye</u>	<u>ear</u>		<u>ye</u>	<u>ar</u>		<u>ye</u>	a <u>r</u>	
Amounts in € thousand	<u>2012</u>	<u>2011</u>	<u>VARIATION</u>	<u>2012</u>	<u>2011</u>	VARIATION %	<u>2012</u>	<u>2011</u>	VARIATION %	<u>2012</u>	<u>2011</u>	<u>VARIATION</u>
Revenue	41.752	35.994	16,00	4.080	4.700	-13,19	2.650	2.500	6,00	48.482	43.194	12,24
Gross profit	12.262	10.576	15,94	900	1.457	-38,23	1.300	990	31,31	14.462	13.023	11,05
EBIT	3.585	2.770	29,42	430	754	-42,97	620	220	181,82	4.635	3.744	23,77
Earnings before taxes	-	-	-	-	-	-	-	-	-	450	416	8,17
Earnings after taxes	-	-	-	-	-	-	-	-	-	317	228	39,04

#### □ Secondary segment – Geographical segment

The Group's main geographical space is Greece, where the parent company's registed office is lovated. The subsidiary company «SPACE HELLAS CYPRUS LTD», has its registered offices in Cyprus and is a parent of subsidiaries «SPACE HELLAS SYSTEM INTEGRATOR SRL» headquartered in Romania, «SPACE HELLAS HELLAS Doo Beograd-Stari Grad based in Serbia and SPACE HELLAS (MALTA) LTD based in Malta, with growing activities, though not significant in relation to the totality of the Group.

#### 4.7.2 OTHER OPERATING INCOME

	GRO	<u>UP</u>	<u>COMPANY</u>	
<u>Amounts in € thousand</u>	<u>01.01-</u> 31.12.2012	<u>01.01-</u> 31.12.2011	<u>01.01-</u> 31.12.2012	<u>01.01-</u> 31.12.2011
Service provision	291	14	291	14
Income from property leases	115	125	97	126
Income from technical equipment leases	236	39	248	42
Government Grants	30	167	28	165
Other extraordinary income	101	32	100	18
Currency exchange gains	189	277	160	190
Other extraordinary gains	9	5	7	5
Prior year's income	21	4	12	4
Total other operating income	992	663	943	564



#### 4.7.3 OPERATING EXPENSES

The administrative expenses, the R&D cost as well as the Distribution cost result to be increased compared to year 2011 for 6,38%. Table of Operating Expenses:

	GRO	GROUP		СОМ	91.a	
Amounts in € thousand	<u>01.01-</u> <u>31.12.2012</u>	<u>01.01-</u> 31.12.2011	VARIATIO N %	<u>01.01-</u> <u>31.12.2012</u>	<u>01.01-</u> <u>31.12.2011</u>	VARIATIO N %
Payroll expenses	6.157	5.924	3,93%	6.065	5.909	2,64%
Third parties' fees and expenses	1.401	1.346	4,09%	1.345	1.328	1,28%
Third parties' utilities and services	1.381	1.467	-5,86%	1.420	1.455	-2,41%
Taxes and dues	349	207	68,60%	325	197	64,97%
Sundry expenses	798	629	26,87%	763	627	21,69%
Depreciations	656	489	34,15%	644	489	31,70%
Provisions	100	130	-23,08%	92	130	-29,23%
Total operating expenses	10.842	10.192	6,38%	10.654	10.135	5,12%

#### **4.7.4 OTHER OPERATING EXPENSES**

	<u>G</u>	ROUP	COMPANY		
amounts in € thousand	<u>01.01-</u> <u>31.12.2012</u>	<u>01.01-</u> 31.12.2011	<u>01.01-</u> 31.12.2012	<u>01.01-</u> 31.12.2011	
Extraordinary expenses	121	242	118	242	
Loss from currency exchange	130	270	87	220	
Extraordinary loss legal dispute	51	14	32	14	
Provisions for receivables of doubtful collection	616	37	616	37	
Extraordinary losses	69	17	69	5	
Total other operating expenses	987	580	922	518	

#### 4.7.5 INCOME TAX

The income tax expense imputed the results as following:

<u>Income Tax</u>		GROUP		COMPANY	
Amounts in € thousand	NOTE	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Current Income Tax		-345	-84	-313	-53
Provision charged for the tax unaudited fiscal years		0	0	0	0
Deferred tax imputed to results	4.7.21	212	-104	139	-104
Total		-133	-188	-174	-157

#### **Tax compliance Report**

For the year 2011 onwards, the Greek Societe Anonyme and Limited Liability Companies whose annual financial statements are subject to audit, are obliged to obtain an "Annual Certificate", according to the provisions of article 82, § 5, of N.2238/1994, which is issued following a tax audit conducted by the statutory auditor or audit firm that audits the annual financial statements. Upon completion of tax audit, the statutory auditor or audit firm issues "Tax Compliance Report" and then submits electronically to the Ministry of Finance within ten days of the closing date of approval of the company's balance sheet by the General Assembly. The Treasury Department will select a sample of companies at least 9% for follow up audits executed by the competent supervisory authorities of the Ministry. This follow up audit should be completed within a period not later than eighteen months from the date of the submission of the "Tax Compliance Report" to the Ministry of Finance.

Under the new tax law 4110/2013, the rate of corporate income tax is set at 26% for fiscal year 2013 and beyond.



Income Tax reconciliation	GR	GROUP		PANY
Amounts in € thousand	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Earnings before taxes	450	416	375	74
Tax calculated at the statutory tax rate 20%	90	84	75	15
Expenses not deductible for tax purposes	108	132	107	132
Provision for tax unaudited fiscal years	0	0	0	0
Effect of changes in future tax rates and tax revaluation	-66	0	-85	0
Unused recognized tax losses	-49	-72	0	-72
Permanent tax differences	77	82	77	82
Effect of different tax rates in other countries	-27	-38	0	0
Total	133	188	174	157

### 4.7.6 PROPERTY, PLANT AND EQUIPMENT

#### Property, plant and equipment of the Group:

Amounts in € thousand	Land	Buildings and buildings installation	Plant and machinery	Motor Vehicles	Furniture's & Fittings	Total
Opening Balance 01.01.2011	1.955	6.864	5.036	219	2.354	16.428
Plus: Additions	0	46	199	1	37	283
Minus: Disposals	0	0	16	5	15	36
Plus: Additions from acquisitions	0	0	71	113	101	285
Ending balance 31.12.2011	1.955	6.910	5.290	328	2.477	16.960
Depreciation at 01.01.2011	0	1.096	2.352	34	1.653	5.135
Plus: Depreciation expense	0	252	334	12	154	752
Minus: Depreciation of disposed elements	0	0	8	5	12	25
Plus: Depreciation from acquisitions	0	0	50	114	98	262
Ending balance 31.12.2011	0	1.348	2.728	155	1.893	6.124
Net Book Value at 31.12.2011	1.955	<u>5.562</u>	2.562	<u>173</u>	<u>584</u>	<u>10.836</u>
Opening Balance 01.01.2012	1.955	6.910	5.290	328	2.477	16.960
Plus: Additions	0	1	1.211	21	73	1.305
Minus: Disposals	0	0	6	134	20	160
Revaluation	1.236	-4.333	0	0	0	-3.097
Plus: Additions from acquisitions	5.071	2.806	12	0	8	7.897
Ending balance 31.12.2012	8.262	5.384	6.507	215	2.538	22.906
Depreciation at 01.01.2012	0	1.348	2.728	155	1.893	6.124
Plus: Depreciation expense	0	257	408	13	131	809
Minus: Depreciation of disposed elements	0	0	-1	-50	-21	-72
Minus: depreciation write off due to revaluation	0	-606	0	0	0	-606
Plus: Depreciation from acquisitions	0	111	9	0	7	127
Ending balance 31.12.2012	0	1.110	3.144	118	2.010	6.382
Net Book Value at 31.12.2012	<u>8.262</u>	4.274	<u>3.363</u>	<u>97</u>	<u>528</u>	<u>16.524</u>



#### Property, plant and equipment of the Company:

Net Book Value at 31.12.2012	<u>3.191</u>	<u>1.588</u>	<u>3.341</u>	<u>99</u>	<u>522</u>	<u>8.742</u>
Ending balance 31.12.2012	0	989	3.082	43	1.911	6.025
Minus: depreciation write off due to revaluation	0	-606	0	0	0	-606
Minus: Depreciation of disposed elements	0	0	1	10	15	26
Plus: Depreciation expense	0	247	405	12	131	795
Depreciation at 01.01.2012	0	1.348	2.678	41	1.795	5.862
Ending balance 31.12.2012	3.191	2.578	6.423	142	2.433	14.767
Revaluation	1.236	-4.333	0	0	0	-3.097
Minus: Disposals	0	0	6	94	16	116
Plus: Additions	0	1	1.210	21	73	1.305
Opening Balance 01.01.2012	1.955	6.910	5.219	215	2.376	16.675
Net Book Value at 31.12.2011	<u>1.955</u>	<u>5.562</u>	2.541	<u>174</u>	<u>581</u>	10.813
Ending balance 31.12.2011	0	1.348	2.678	41	1.795	5.862
Minus: Depreciation of disposed elements	0	0	8	5	12	25
Plus: Depreciation expense	0	252	334	12	154	752
Depreciation at 01.01.2011	0	1.096	2.352	34	1.653	5.135
Ending balance 31.12.2011	1.955	6.910	5.219	215	2.376	16.675
Minus: Disposals	0	0	16	5	15	36
Plus: Additions	0	46	199	1	37	283
Opening Balance 01.01.2011	1.955	6.864	5.036	219	2.354	16.428
Amounts in e trousand	Land	and buildings installation	Plant and machinery	Motor Vehicles	Furniture's & Fittings	Total
Amounts in € thousand	Land	Buildings and buildings				

#### 4.7.7 INTANGIBLE ASSETS

The account refers to the acquisition cost for of trademarks, software acquired/internally generated and other intangible assets. Investments in internally generated intangible assets comprise the development cost of ready to use/sale software completed as part of the activities of the technological solutions sector. With regard to trademarks, due to the difficulty of a reliable measurement of their commercial value, no amortization has been charged.

The intangible assets of the Group and the company are the following:

#### Intangible assets of the Group:

Amounts in € thousand	Software	Other intangibles	Cost Development programmes	Total intangible assets IFRS
Opening balance 01.01.2011	937	284	0	1.221
Additions	652	0	0	652
Disposals/Write offs	0	0	0	0
Plus: Additions from acquisitions	59	0	0	59
Ending balance 31.12.2011	1.648	284	0	1.932
Depreciation 01.01.2011	818	0	0	818
Depreciation expense	78	0	0	78
Disposals	0	0	0	0
Plus: Depreciation from acquisitions	58	0	0	58
Depreciation at 31.12.2011	954	0	0	954
Net Book Value 31.12.2011	<u>694</u>	<u>284</u>	0	<u>978</u>
Opening balance 01.01.2012	1.648	284	0	1.932
Additions	264	300	549	1.113
Disposals/Write offs	0	0	0	0
Plus: Additions from acquisitions	0	0	0	0
Ending balance 31.12.2012	1.912	584	549	3.045
Depreciation 01.01.2012	954	0	0	954
Depreciation expense	186	15	0	201
Disposals	0	0	0	0
Plus: Depreciation from acquisitions	0	0	0	0
Depreciation at 31.12.2012	1.140	15	0	1.155
Net Book Value 31.12.2012	<u>772</u>	<u>569</u>	<u>549</u>	<u>1.890</u>



#### **Intangible assets of the Company:**

Amounts in € thousand	Software	Other intangibles	Cost Development programmes	Total intangible assets IFRS
Opening balance 01.01.2011	937	284	0	1.221
Additions	652	0	0	652
Disposals/Write offs	0	0	0	0
Ending balance 31.12.2011	1.589	284	0	1.873
Depreciation 01.01.2011	818	0	0	818
Depreciation expense	78	0	0	78
Disposals	0	0	0	0
Depreciation at 31.12.2011	896	0	0	896
Net Book Value 31.12.2011	694	<u>284</u>	<u>0</u>	977
Opening balance 01.01.2012	1.589	284	0	1.873
Additions	264	300	549	652
Disposals/Write offs	0	0	0	0
Ending balance 31.12.2012	1.853	584	549	2.986
Depreciation 01.01. <b>2012</b>	896	0	0	896
Depreciation expense	186	15	0	201
Disposals	0	0	0	0
Depreciation at 31.12.2012	1.082	15	0	1.097
Net Book Value 31.12.2012	<u>772</u>	<u>569</u>	<u>549</u>	<u>1.889</u>

#### **4.7.8 INVESTMENT PROPERTIES**

The amount of € 1.500 thousand concerns building owned by the subsidiary SPACE HELLAS SYSTEM INTEGRATOR S.R.L. (indirect participation). This fair value of this property will be tested on annual basis. The fair value for investments in urban areas is determined taking into account the market value of similar investments. The building is leased for three years. The rent for the current period amounts to € 108 thousand.

#### 4.7.9 GOODWILL

The Goodwill, amounting to € 1.288 thousand, comprised among the noncurrent assets, resulted from the buyout of the remaining 50% of SPACE PHONE S.A. (€ 428 thousand) at 29/6/2007, currently merged by absorption by the parent company, plus the buyout of 82,87% (€ 32 thousand) of the subsidiary «METROLOGY HELLAS S.A.» at 25/11/2011 and the buyout of 100% (€ 828 thousand) of the subsidiary «SPACE TECHNICAL CONSTRUCTION BUILDING S.A.» at 15/10/2012.

The goodwill was tested for impairment and it is shown among the company's assets.

#### 4.7.10 LIENS AND PLEDGES

There are no other real liens on non-current assets or property, except, at the Company level, the underwriting, amounting to  $\in$  1.200 thousand, on the property situated at 6 Loch. Dedousi St., Cholargos, Athens, and the underwriting amounting to  $\in$  4.000 thousand, on the property situated at 302 Ave. Mesogeion, Cholargos, Athens and, at the Group level, the underwriting, amounting to  $\in$  7.540 thousand, on the property situated at 312 Ave. Mesogeion, Cholargos, Athens, the underwriting, amounting to  $\in$  1.100 thousand, on the property situated at St. Gianniton-I.Kariofylli & Patr. Kyrrilou, Thessaloniki, as well as the underwriting, amounting to  $\in$  650 thousand, on the property situated in Romania belonging to the sub-subsidiary Space Hellas System Integrator Srl.



#### 4.7.11 Subsidiaries, Associates And Joint Ventures

The company's shareholding in subsidiaries, associates and Joint venture as at 31.12.2012, is disclosed at their acquisition cost less provisions for impairment.

<u>Corporate name</u>	Acquisition cost		ost <u>Ownership</u> percentage		Consolidation method	Country
<u>Amounts in € thousand</u>	31.12.2012	31.12.2011				
<u>Subsidiaries</u>			Direct	Indirect		
SPACE HELLAS (CYPRUS) LTD	34	34	100%		Full Consolidation	Cyprus
SPACE HELLAS SYSTEM INTEGRATOR S.R.L.	946	946		99%	Full Consolidation	Romania
METROLOGY HELLAS S.A.	427	191	86,42%		Full Consolidation	Greece
SPACE TECHNICAL CONSTRUCTION BUILDING S.A.*	22	-	100%		Full Consolidation	Greece
SPACE ROMANIA REAL ESTATE SRL	22	-		100%	Full Consolidation	Greece
SPACE HELLAS Doo Beograd-Stari Grad**	10	-		100%	Full Consolidation	Serbia
SPACE HELLAS (MALTA) LTD***	5	-		99,98%	Full Consolidation	Malta
<u>Total Subsidiaries</u>	1.466	1.171				
Associates & Joint Ventures						
JOINT-VENTURE "EMY" MODERNIZATION	389	389	67,5%	-	Equity method	Greece
JOINT-VENTURE ALKYONA****	-	49	99%	-	Equity method	Greece
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)—SPACE HELLAS	3	3	35%	-	Equity method	Greece
JOINT-VENTURE SPACE HELLAS SA-KB IMPULS HELLAS SA ("DORY")	13	13	50%	-	Equity method	Greece
Total Associates & Joint Ventures	405	454				
Other investments						
MOBICS L.T.D.	150	150	19,32%	-	-	Greece
Total Other investments	150	150				
Total Shareholding	2.021	1.775				

<sup>\*</sup>At 15<sup>th</sup> October 2012, by virtue of the General Assembly's Decision, the company acquired the 100% of the shares of SPACE TECHNICAL CONSTRUCTION BUILDING S.A. The subsidiary is a company with main activity the lease of buildings, and holder of the 100% of the share capital of the SPACE ROMANIA REAL ESTATE SRL The impact of the subsidiary inclusion on the Groups' position was less than 25%

Summary of the major financial amounts as at 31/12/2012 for the subsidiaries, associates and joint ventures:

Corporate name  Amounts in € thousand	<u>Assets</u>	<u>Liabilities</u>	Revenue	Earnings (Losses) after taxes	Percentage Ownership	Consolidation method	Country
<u>Subsidiaries</u>							
SPACE HELLAS (CYPRUS) LTD	2.020	579	866	268	100%	Full Consolidation	Cyprus
METROLOGY HELLAS S.A.	317	68	183	-125	86,42%	Full Consolidation	Greece
SPACE TECHNICAL CONSTRUCTION BUILDING S.A.*	7.822	8.653	723	1.648	100%	Full Consolidation	Greece
Total subsidiaries	10.159	9.300	1.772	1.791			

<sup>\*\*</sup>At 25<sup>th</sup> July 2012, the subsidiary SPACE HELLAS (CYPRUS) LTD has established "SPACE HELLAS Doo Beograd – Stari Grad", in Serbia, a subsidiary company with main activity, the provision of services in the ICT sector. The impact of the subsidiary inclusion on the Groups' position was less than 25%

<sup>\*\*\*</sup> At 15<sup>th</sup> October 2012, the subsidiary SPACE HELLAS (CYPRUS) LTD has established "SPACE HELLAS (MALTA) LTD", in Malta, a subsidiary company with main activity, the provision of services in the ICT sector. The impact of the subsidiary inclusion on the Groups' position was less than 25%.

<sup>\*\*\*\*</sup> At 25<sup>th</sup> September 2012, following the completion if the project for the development of meteorological radar network, the Joint Venture "ALKYONA" was ceased. The impact of this event on the Groups' position was less than 25%



Joint Ventures							
JOINT-VENTURE "EMY" MODERNIZATION	949	849	0	-983	67,5%	Equity method	Greece
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)— SPACE HELLAS	709	749	729	10	35%	Equity method	Greece
JOINT-VENTURE SPACE HELLAS - KB IMPULS HELLAS SA	1.500	1.477	0	-2	50%	Equity method	Greece
Total Joint Ventures	3.158	3.075	729	-975			
Total ownership	<u>13.317</u>	<u>12.375</u>	<u>2.501</u>	<u>816</u>			

<sup>\*</sup>Consolidated date.

Summary of the major financial amounts as at 31/12/2011 for the subsidiaries, associates and joint ventures:

<u>Corporate name</u>	<u>Assets</u>	<u>Liabilities</u>	Revenue	Earnings (Losses) after taxes	Percentage Ownership	Consolidation method	Country
<u>Amounts in € thousand</u>							
<u>Subsidiaries</u>							
SPACE HELLAS (CYPRUS) LTD	1.835	672	811	337	100%	Ολική	Κύπρος
METROLOGY HELLAS S.A.	328	162	25	-26	82,87%	Ολική	Ελλάδα
Total subsidiaries	2.163	834	836	311			
Joint Ventures							
JOINT-VENTURE "EMY" MODERNIZATION	2.860	2.760	0	-154	67,5%	Καθαρή θέση	Ελλάδα
JOINT-VENTURE ALKYONA	832	782	0	-4	99%	Καθαρή θέση	Ελλάδα
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)— SPACE HELLAS	48	98	2	-11	35%	Καθαρή θέση	Ελλάδα
JOINT-VENTURE SPACE HELLAS - KB IMPULS HELLAS SA	1.498	1.475	0	-1	50%	Καθαρή θέση	Ελλάδα
Total Joint Ventures	5.238	5.115	2	-170			
Total ownership	<u>7.401</u>	<u>5.949</u>	<u>838</u>	<u>141</u>			

#### Tables of Guarantees to third parties:

Amounts in € thousand	Gro	<u>up</u>	<u>Company</u>	
Allound III o diousulu	31.12.2012	<u>31.12.2011</u>	31.12.2012	<u>31.12.2011</u>
Guarantees to third parties on behalf of subsidiaries and joint ventures	1.858	2.042	1.858	2.042
Used guarantees to third parties on behalf of subsidiaries	0	0	0	0
Bank guarantee letters	1.858	2.042	1.858	2.042

#### **Joint Ventures' activities**

- Joint Venture Info Quest SPACE HELLAS", The aim of the Joint Venture is the development of the IS survey for the Hellenic National Cadaster.
- > The aim is the modernization of the Hellenic National Meteorological Service.
- Joint Venture "SPACE HELLAS S.A KBI IMPULS HELLAS S.A". The scope of this joint venture is the implementation of the assigned, through public bid, project DORY (Development of Infrastructures for the initial service of the needs of agencies in the Public Sector located in remote areas, as regards advanced communication technologies by use of the Hellas Sat DORY Public Satellite System).



#### 4.7.12 INVENTORIES

Table of inventories of the Group and the company:

<u>Inventories</u>	Gro	oup	Com	<u>pany</u>
Amounts in Euro thousands	31.12.2012	31.12.2011	31.12.2012	<u>31.12.2011</u>
Goods	2.453	3.192	2.453	3.192
Materials	285	366	285	366
Consumables	<u>68</u>	<u>34</u>	<u>68</u>	<u>34</u>
Total inventories	<u>2.806</u>	<u>3.592</u>	<u>2.806</u>	<u>3.592</u>

The Group is implementing a set of measures in order to minimize the risk of impairment of inventories due to calamity, fraud etc. Inventories are tested for impairment at the end of the year. When needed, appropriate allowance is made for damaged, obsolete and slow moving items. For the current period the write-downs to net realizable value and inventory losses amounts to  $\in$  21 thousand, all charged in cost of sales in previews years' results, The level of inventories is determined according to the Group's customer-oriented, strategic warehouse management.

#### 4.7.13 TRADE RECEIVABLES

Trade receivables are recognized at their acquisition cost (invoice value) less provision for impairment. A provision for impairment of trade receivables is established when there is objective evidence that the Group will not be able to collect all of the amounts due according to the original terms of receivables. The provisions formed are then used for the cancellation of the receivables of doubtful liquidation.

<u>Trade receivables</u>	<u>Group</u>		<u>Company</u>	
Amounts in Euro thousands	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Trade receivables	20.407	27.986	19.997	27.727
Less: Provisions for doubtful liquidation  Total trade receivables	4.329 <u><b>16.078</b></u>	3.831 <b>24.155</b>	4.272 <u>15.725</u>	3.777 <b>23.950</b>

Balance of the Provisions for doubtful liquidation

<u>Trade receivables</u>	Grou	ıΒ	Company	
Amounts in Euro thousands	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Total provision - Opening balance	<u>3.831</u>	<u>3.764</u>	<u>3.777</u>	<u>3.764</u>
Additions	595	13	595	13
Additions through business combinations	3	54	0	0
Legal settlements	0	0	0	0
Offsetting of prior year's provision	0	0	0	0
Total charges to year's income	598	67	595	13
Write-off of receivables following Court Decisions	0	0	0	0
Write-off of receivables	-100	0	-100	0
Total provision - Ending balance	<u>4.329</u>	<u>3.831</u>	<u>4.272</u>	<u>3.777</u>

The trade receivables' fair value is approximately equal to the book value. The trade receivables after impairment, for both the Group and the company, **are fully collectable**.

The trade receivables accounts are not bearing any interest. And are usually arranged as following: Group 1 - 180 Days, Company 1 - 180 days. The collection of receivables related to projects depends on the completion stage.



#### Aging analysis for receivables:

<u>Trade receivables</u>	Gre	<u>oup</u>	<u>Company</u>		
Amounts in Euro thousands	31.12.2012	31.12.2011	31.12.2012	31.12.2011	
1 – 90 days	10.222	11.188	10.222	10.983	
91 – 180 days	2.653	5.520	2.300	5.520	
181 – 360 days	1.653	3.703	1.653	3.703	
> 360 days	1.550	3.744	1.550	3.744	
Total trade receivables	<u>16.078</u>	<u>24.155</u>	<u>15.725</u>	23.950	

Aging analysis of related parties' trade receivables:

Receivables from Related parties	9	<u>Group</u>	<u>Company</u>		
Amounts in Euro thousands	31.12.2012	31.12.2011	31.12.2012	31.12.2011	
1 – 90 days	0	70	7	70	
91 – 180 days	0	130	0	130	
181 – 360 days	0	32	0	32	
> 360 days*	840	1.178	840	1.178	
Total Receivables from Related parties	<u>840</u>	<u>1.410</u>	<u>847</u>	<u>1.410</u>	

#### 4.7.14 OTHER RECEIVABLES

Other receivables of the group and company:

Other receivables	Group		Company	
Amounts in Euro thousands	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Cheques receivable	1.621	1.708	1.616	1.694
Cheques receivable at banks as pledge	64	0	64	0
Cheques overdue	1.709	1.700	1.709	1.700
Deducted Taxes & other receivables	454	227	447	224
Salary prepayments	2	16	2	16
Advances to account for	3	432	2	406
Amounts owed by affiliated undertakings	33	121	802	526
Deferred charges	2.020	2.272	2.011	2.270
Income earned	556	439	556	439
Other receivables	2.207	301	265	277
Total other receivables	<u>8.669</u>	<u>7.216</u>	<u>7.474</u>	<u>7.552</u>
Less: provisions for doubtful liquidation	3.838	1.904	1.913	1.904
Total other receivables	<u>4.831</u>	<u>5.312</u>	<u>5.561</u>	<u>5.648</u>

"Deferred charges " in both the current and the prior year comprise the following:

- Approximately 60% of the costs are related to two large contracts of the company with the Public Administration managed through the "General Secretariat of Sports" and "Information Society", in which there are no defined acceptance stages and thus without any direct relation with invoicing.
- Approximately 30% of the costs are related to foreign firm contractual obligation to cover maintenance contracts of our customers, where such obligations are not in line with the customers' demands having different maturation beyond the year and
- ☐ Approximately 10% of the costs are operating costs (rent, insurance, etc.). Expenses are acknowledged on an accrual basis.

The amount shown in other receivables of the Group " Other receivables " amounting in € 2.207 thousand concerns primarily other receivables of our subsidiary "SPACE TECHNICAL CONSTRUCTION BUILDING S.A." 'for which a provision for bad debtors, has been formed amounting to € 1,925 thousand at a subsidiary level, while a provision of € 204 thousand at a parent company level.



The trade receivables' fair value is approximately equal to the book value. The trade receivables after impairment, for both the Group and the company, **are fully collectable.** 

#### 4.7.15 PREPAYMENTS

Analysis of prepayments:

<u>Prepayments</u>	<u>Group</u>		<u>Company</u>	
Amounts in Euro thousands	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Orders placed abroad	179	243	179	243
Prepayments to other creditors	545	81	543	80
Total prepayments	<u>724</u>	<u>324</u>	<u>722</u>	<u>323</u>

#### 4.7.16 CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprise cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less.

Cash and Cash equivalents	<u>G</u>	roup	Comp	oan <u>y</u>
Amounts in Euro thousands	<u>31.12.2012</u> <u>31.12.2011</u>		31.12.2012	31.12.2011
Cash on hand	105	94	104	93
Short term Bank deposits	3.944	1.626	3.662	1.444
Total Cash and Cash equivalents	4.049	<u>1.720</u>	<u>3.766</u>	<u>1.537</u>

#### 4.7.17 SHARE CAPITAL

The company's shares are ordinary registerd shares and have been listed in ASE since 29.09.2000.

Number of shares and nominal value	<u>31.12.2012</u>
Number of ordinary shares	6.456.530
Nominal value each share	1,60 €

The earnings per share have been calculated taking into account the weighted average number of ordinary shares in issue which, for the period was 6.456.530.

#### 4.7.18 LONG TERM LOANS

The long term loans concern:

- i. mortgage loan of € 800 thousand, ending at 2015 contacted to serve the business needs of the company. The amount of the loan during the period amounted to € 343 thousand after interest and principal payments.
- ii. mortgage loan of € 1.375 thousand, ending at 2015 contacted to serve the business needs of the company. The amount of the loan during the period amounted to € 875 thousand after interest and principal payments.
- iii. mortgage loan of  $\in$  1.150 thousand, ending at 2014 contacted to serve the business needs of the company. The amount of the loan during the period amounted to  $\in$  300 thousand after interest and principal payments.
- iv. mortgage loan of € 1.233 thousand, ending at 2016 contacted by the subsidiary SPACE TECHNICAL CONSTRUCTION BUILDING S.A to serve the business needs of the company. The amount of the loan during the period amounted to € 617 thousand after interest and principal payments.
- v. mortgage loan of € 5.976 thousand, ending at 2026 contacted by the subsidiary SPACE TECHNICAL CONSTRUCTION BUILDING S.A to serve the business needs of the company. The amount of the loan during the period amounted to € 5.686 thousand after interest and principal payments.



vi. mortgage loan of € 650 thousand, ending at 2020 contacted by the subsidiary SPACE HELLAS SYSTEM INTEGRATOR S.R.L. on 27<sup>th</sup> April 2010 for the acquisition of a building as investment property. The loan amounts to € 412 thousand after the interest and principal payments.

#### 4.7.19 OTHER LONG TERM LIABILITES

Liabilities are characterized as long term when they due over 12 months otherwise there are consider as short term liabilities.

Other long term liabilities	Grou	Group Con		<u>pany</u>
Amounts in Euro thousands	<u>31.12.2012</u> <u>31.12.2011</u>		31.12.2012	31.12.2011
losses from joint ventures	0	0	275	636
Guarantees received	11	11	5	11
Revaluation tax (N.2065/92)	2	0	2	0
Total Other long term liabilities	<u>13</u>	<u>11</u>	<u>282</u>	<u>647</u>

#### 4.7.20 Personell employeed - Employee Benefits

The personnel employed at 31.12.2012 for the Group have reached 211 persons and for the company have reached 204 persons while as at 31.12.2011 amounted to 216 and 208 respectively.

#### 4.7.20.1 Provisions for employees benefits

The Management of the Group, in compliance with IFRS (IAS 19), has appointed an independent actuary firm to assess the Group's liabilities arising from the obligation to pay termination indemnities. During The details and principal assumptions of the actuarial study have as follows:

Accounting disclosures according to IAS 19	<u>G</u>	<u>Group</u>		pany
Amounts in Euro thousands	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Present value of unfunded obligations	591	533	577	533
Fair Value of employee benefits assets	-473	-479	-467	-479
Reserves to be formed	118	<u>54</u>	<u>110</u>	<u>54</u>
Provisions for employers benefits recognized in the income statement				
Current service cost	56	83	55	83
Cost of interest	28	30	27	30
Past service cost	0	0	0	0
Actuarial loss / (gain)	505	18	505	18
Net periodic cost	<u>589</u>	<u>131</u>	<u>587</u>	<u>131</u>
Liability recognized in the Statement of financial position				
Net liability – opening balance as at 01.01	68	126	54	126
Benefits paid	-539	-203	-531	-203
Cost recognized in the income statement	589	131	587	131
Net liability	118	<u>54</u>	<u>110</u>	<u>54</u>
Present value of the liability				
Net liability – opening balance as at 01.01	68	126	54	126
Current service cost	56	83	55	83
Cost of interest	28	30	27	30
Past service cost	0	0	0	0
Benefits paid	-539	-203	-531	-203
Actuarial loss / (gain)	505	18	505	18
Present value of the liability	<u>118</u>	<u>54</u>	<u>110</u>	<u>54</u>

The assumptions used are the following



	<u>Assumptions</u>						
1.	Discount interest rate	5% as at 31/12/2011					
2.	Average annual long term inflation rate	2% ((according to EU, Lisbon convention)					
3.	Average annual long term salary growth	3%					
4.	Valuation date	31.12.2012					
5.	Regular retirement age :	According to the social security fund of each employee					
6.	General assumption fro actuarial purpose:	The going concern principle according to IAS (IAS1 para 23)					
7.	Valuation method :	Projected Unit Credit Method (IAS19)					

#### 4.7.21 DEFFERED INCOME TAX

Deferred income taxes are calculated in full on temporary differences under the liability method using the principal tax rates that apply to the countries where the companies of the group operate. The calculation of the deferred taxes both for the Group and the Company are reviewed each year, as the balance on the balance sheet to reflect the effective tax rates.

The movement on the deferred income tax account after set-offs is as follows:

Deferred income taxes		<u>Group</u>					
			31.12.20	<u>012</u>			
<u>Amounts in € thousand</u>	Amounts at 31.12.2011	Amounts through business Combinations	Amounts charged to net profit	Amounts charged to equity	<u>Total</u>		
Deferred tax liabilities							
Depreciation rate difference effect	-266	0	-36	0	-302		
Fair value adjustments Property, plant and equipment	-859	-880	0	390	-1.349		
Depreciation rate difference effect from acquisition of subsidiary	122	20	25	0	167		
Total Deferred tax liabilities	-1.003	-860	-11	390	-1.484		
Deferred tax assets							
Provisions for Trade and other payables	435	0	156	0	591		
Post-employment and termination benefits	11	0	19	0	30		
Impairment of Inventories	4	0	1	0	5		
Tax deductible previews years' losses	0	0	47	0	47		
Share premium capitalization expenses	28	0	0	0	28		
Total Deferred tax assets	478	0	223	0	701		
Total Deferred tax	-525	-860	212	390	-783		

Deferred income taxes		<u>Company</u>				
			<u>31.12.2012</u>			
Amounts in € thousand	Amounts at 31.12.2011	Amounts charged to net profit	Amounts charged to equity	<u>Total</u>		
Deferred tax liabilities						
Depreciation rate difference effect	-266	-36	0	-302		
Fair value adjustments Property, plant and equipment	-859	0	390	-469		
Total Deferred tax liabilities	-1.125	-36	390	-771		
Deferred tax assets						
Provisions for Trade and other payables	435	156	0	591		
Post-employment and termination benefits	11	17	0	28		
Impairment of Inventories	4	1	0	5		
Tax deductible previews years' losses	0	0	0	0		
Share premium capitalization expenses	28	0	0	28		
Total Deferred tax assets	478	175	0	652		
Total Deferred tax	-647	139	390	-117		



The Deferred tax liabilities and deferred tax assets compensate where this is possible.

#### 4.7.22 TRADE AND OTHER PAYABLES

Liabilities are characterized as long term when their due is less than 12 months otherwise there are considered as long term liabilities.

Trade and other payables	GROUP		COME	<u>PANY</u>
Amounts in € thousand	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Trade payables	4.637	7.632	4.583	7.546
Checks payables	3.328	2.581	3.248	2.553
Customer down payments/advances	1.955	1.591	1.947	1.590
Social security	552	440	523	381
Wages and salaries payable	152	93	146	93
Short term liabilities to factors	1.038	131	1.038	131
Other payables	68	111	50	102
Amounts due to related parties	0	0	0	0
Next year's Income	14	23	11	23
Accrued expenses	79	202	67	191
Purchases under arraignment	0	4	0	4
Other short term provisions	3	0	3	0
Total Trade and other payables	<u>11.826</u>	<u>12.808</u>	<u>11.616</u>	<u>12.614</u>

#### 4.7.23 Provisions

The Group has formed provisions for doubtful trade receivables for the amount of  $\in$  4.272 thousand, for doubtful non trade receivables for the amount of  $\in$  3.838 thousand, and for obsolete inventories for the amount of  $\in$  21 thousand. The provisions are disclosed compensated among the trade and other receivables and the inventories respectively.

	Provision changes for the Group					
Amounts in € thousand	<u>31.12. 2011</u>	<u>New</u> <u>Provisions</u>	<u>Used Provisions</u>	<u>Decreas</u> <u>es</u>	31.12.2012	
Provisions for extraordinary liabilities and claims	0	0	0	0	0	
Provisions for tax unaudited years	122	0	0	0	122	
Provisions for employers benefits	54	101	37	0	118	
Other provisions	0	0	0	0	0	
Total	176	101	37	0	240	

	Provision changes for the Company					
<u>Amounts in € thousand</u>	<u>31.12. 2011</u>	<u>New</u> <u>Provisions</u>	<u>Used Provisions</u>	Decreas es	31.12.2012	
Provisions for extraordinary liabilities and claims	0	0	0	0	0	
Provisions for tax unaudited years	122	0	0	0	122	
Provisions for employers benefits	54	93	37	0	110	
Other provisions	0	0	0	0	0	
Total	176	93	37	0	232	

#### 4.7.24 DISPUTED CLAIMS

There are no disputed claims that might have significant impact on the financial position both of the Group and the Company.

#### 4.7.25 UNDAUDITED FISCAL YEARS BY THE TAX AUTHORITIES

The unaudited fiscal years by the tax authorities for the companies of the Group are as followed:



Company	<u>Unaudited year</u>
SPACE HELLAS S.A.	2009 - 2010
SPACE HELLAS (CYPRUS) LTD	2005 – 2012
METROLOGY HELLAS S.A.	2010 - 2011
SPACE TECHNICAL CONSTRUCTION BUILDING S.A	2010 - 2011
SPACE HELLAS Doo Beograd-Stari Grad	2012
SPACE HELLAS (MALTA) LTD	2012
SPACE HELLAS INTEGRATOR SRL	2010-2012
JOINT-VENTURE "EMY" MODERNIZATION	2010 – 2012
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)—SPACE HELLAS	2010 - 2012
JOINT-VENTURE SPACE HELLAS SA-KB IMPULS HELLAS SA ("DORY")	2009 - 2012

Although a reliable estimation regarding the result of the tax audit cannot be made, the company, using statistical information from previews year's tax audits, has formed a provision for the tax unaudited years 2009-2010, amounting to  $\in$  122 thousand for the event of additional taxes in case of tax audit. The domestic Group companies are in the process of settlement of tax pending affairs, year 2009 included, according to Law 3888/2010 and a tax audit would have insignificant impact.

For the parent company, according to the provisions of article 82, § 5, of N.2238/1994, for year 2012 the statutory auditors' "tax" audit is on progress. After the completion of the tax audit, the company believes there will not be any significant changes in tax liabilities disclosed in the financial statements.

#### 4.7.26 CONTIGENT EVENTS

#### 4.7.26.1 Commitments -Guarantees

The Group has contingent liabilities in relation to banks as well as other commitments related to ordinary activities. No substantial burden will arise. No additional payments are expected.

The contingent liabilities for letters of guarantee granted both for the Company and the Group are the Following:

Contingent Liabilities	Group		<u>Com</u>	pany
<u>Amounts in € thousand</u>	31.12.2012	<u>31.12.2011</u>	31.12.2012	31.12.2011
Guarantee letters to secure good performance of contract terms	4.475	4.757	4.475	4,757
Total Contingent Liabilities	<u>4.475</u>	<u>4.757</u>	<u>4.475</u>	4.757

<sup>\*</sup> Including letters of guarantee issued in favour of joint ventures amounting to € 386 thousand as at 31.12.2012 and to € 571 thousand as at 31.12. 2011.

#### 4.7.26.2 Excess clause provisions and Disputed claims

There are no cases (note. 4.7.24) that might have significant impact on the financial position both of the Group and the Company.

#### 4.7.26.3 Other contigent liabilities

For the unaudited years, as mentioned in note 4.7.25, there is the risk that the tax authorities' review might result in higher or additional tax obligations. For the event of tax audit of previews fiscal years a provision amounting to € 122 thousand has been charged regarding only the parent company has as for the rest of the Group such an event would have insignificant impact.

#### 4.7.27 OPERATING LEASE COMMITMENTS

At 31.12.2012, the company's leases concerned motor vehicles as well as buildings. The minimum future payments based on valid contracts at 31<sup>st</sup> December 2012 are the following:



Minimum future payments								
Amounts in € thousand	_							
Amounts in e thousand	Up to year Up to 5 years Over 5 years							
Motor vehicle	294	374	-					
Buildings	52 260 240							
Total	346 634 240							

Except the above mentioned, there are no other contingent liabilities.

#### 4.7.28 CAPITAL COMITTEMENTS

At 31.12.2012 there were no capital commitments for the Group and the Company.

#### 4.7.29 Cash Flow

**Cash flow from operating activities,** is positive amounting to € 7.611 thousand. The continuous effort for increased collection of matured receivables together with the reasonable increase on new projects, have led to the generation of the surplus.

The net increase of the cash flow, amounting to € 2.329 thousand, is attributed to the abovementioned positive operating cash flow which financed both the investing as well as the financing activities.

**Cash flows from investing activities,** presented in a negative € 1.988 thousand. This amount capital was employed to the implementation of the Group's investment plan

**The cash flow from financing activities** at the end of year 2012 amounted to € 3.294 thousand in negative, attributable to the absorption of the greater part of the operating inflows, in line with the goal to decrease the short term loans and to improve the Group's capital structure.

### 4.7.30 CONTINGENT EVENTS - TRANSACTIONS BETWEEN THE COMPANY AND RELATED PARTIES (IAS 24) FROM 01-01-2012 TO 31-12-2012

The tables below summarize the transactions carried out with related parties, according to IAS 24, cumulatively from the beginning of the current year, as well as the account receivables and payables at the end of the current and previews year respectively.

The sales to and purchases from related parties, during 2012, are made at normal market prices. There are no transactions of unusual nature or content with significant impact on the Group or the subsidiaries or related parties. All of the transactions with related parties are free of any special condition or clause.

Amounts in € thousand		enue	Expe	<u>nses</u>	Receivables		<u>Liabilities</u>	
Company	2012	2011	2012	2011	2012	2011	2012	2011
SPACE HELLAS (CYPRUS)*	0	0	0	10	0	0	10	10
METROLOGY HELLAS SA	13	4	108	0	2	50	0	0
SPACE TECHNICAL CONSTRUCTION BUILDING S.A.*	2	2	533	510	774	4	0	0
Subsidiaries	15	6	641	520	776	54	10	10
JOINT-VENTURE "EMY" MODERNIZATION	0	58	663	104	272	1.731	258	0
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)— SPACE HELLAS	251	0	0	4	261	12	14	17
JOINT-VENTURE SPACE HELLAS - KB IMPULS HELLAS SA	0	0	1	1	1	1	1.473	1.470
Joint Ventures	251	58	664	113	534	1.744	1.745	1.487
MOBICS L.T.D.	0	0	40	16	0	0	0	5
SPACE CONSULTING S.A.	1	474	60	311	840	845	0	82
Associates	1	474	100	327	840	845	0	87
Total Group	267	538	1.405	960	1.374	2.643	1.755	1.584

<sup>\*</sup>Group of companies



Amounts in € thousand	Rever	<u>nue</u>	Expe	<u>Expenses</u>		Receivables		<u>Liabilities</u>	
Group	2012	2011	2012	2011	2012	2011	2012	2011	
SPACE TECHNICAL CONSTRUCTION BUILDING S.A.*	0	2	456	510	0	4	0	0	
Subsidiaries	0	2	456	510	0	4	0	0	
JOINT-VENTURE "EMY" MODERNIZATION	0	58	663	104	272	1.731	258	0	
JOINT VENTURE UNISYSTEMS INFORMATION SYSTEMS S.A. (formerly INFO QUEST)—SPACE HELLAS	251	0	0	4	261	12	14	17	
JOINT-VENTURE SPACE HELLAS - KB IMPULS HELLAS SA	0	0	1	1	1	1	1.473	1.470	
Joint Ventures	251	58	664	113	534	1.744	1.745	1.487	
MOBICS L.T.D.	0	0	40	16	0	0	0	5	
SPACE CONSULTING S.A.	1	474	60	311	840	845	0	82	
Associates	1	474	100	327	840	845	0	87	
Total Group	252	534	1.220	950	1.37 4	2.593	1.745	1.574	

<sup>\*</sup> The amount of € 1.470 thousand concerns advances for the already assigned project "DORY" (acronym). In year 2011 this liability has been disclosed as a negative item in the receivables from Joint Venture JOINT-VENTURE SPACE HELLAS - KB IMPULS HELLAS SA.

- > The amounts disclosed in the Group table, in the column of subsidiaries, refer to transactions prior to their acquisition.
- Both the services from and towards the related parties as well as the sales and purchase of goods are concluded with the same trade terms and conditions as for the non related parties.

Table of Key management compensation:

Amounts in € thousand	G	iroup	<u>Company</u>		
Amounts in e triousant	31.12.2012	31.12.2011	31.12.2012	31.12.2011	
Salaries and other employee benefits	1.492	1.392	1.492	1.392	
Receivables from executives and members of the Board	0	5	0	5	
Payables to executives and member of the Board	48	110	48	110	

The amounts "Payables to executives and member of the Board" concerns remunerations owed to the Board of directors.

Tables of Guarantees to third parties

Amounts in € thousand	<u>Gro</u>	up	Company		
	31.12.2012	31.12.2011	31.12.2012	31.12.2011	
Guarantees to third parties on behalf of subsidiaries and joint ventures	1.858	2.042	1.797	2.042	
Used guarantees to third parties on behalf of subsidiaries	0	0	0	0	
Bank guarantee letters	1.858	2.042	1.797	2.042	

#### 4.7.31 RISK MANAGEMENT AND HEADGING POLICY

#### □ Financial Risk Factors

The Group is exposed to various financial risks, including unpredictable fluctuations in exchange rates and interest rates, market risks, credit risks and liquidity risks. The overall risk management program of the Group seeks to minimize the possible adverse effects of these fluctuations on the financial performance of the Group



Risk management policy is applied by the Group's management, through the assessment of the risks associated with the Group's activities and functions and carry out the design of the methodology by selecting the appropriate financial products in order to achieve risk reduction,

The financial instruments used by the Group consist mainly of bank deposits, transactions in foreign currency at current prices or short term currency futures, bank overdrafts, accounts receivable and payable.

#### > Foreign Exchange Risk

The Group's exposure to foreign exchange risk arises from actual or anticipated cash flows in foreign currency (imports - exports). The Group's management constantly monitors the fluctuations and the tendency of foreign currencies and evaluates each case individually, taking appropriate action where necessary, through agreements against interest rate risks. Foreign exchange risk arises from future commercial transactions and recognized assets and liabilities disclosed in a currency different from the entity's functional currency. For the foreign exchange risk which arises from future commercial transactions and recognized assets and liabilities, the company uses currency futures as required.

The main trading currencies of the Group are the Euro, USD and GBP.

In table below there is sensitivity analysis of the earnings before taxes due to currency exchange rate changes

sensitivity analysis due to currency exchange rate changes	Currency	Exchange rate variation	Effect on profit before tax
Amounts of year 2012 in € thousand	USD	2,5%	-160
Amounts of year 2012 in e thousand	030	-2,5%	160
Amounts of year 2011 in C they and	LICD	2,5%	-140
Amounts of year 2011 in € thousand	USD	-2,5%	140

#### Price Risk

The Group is not exposed to securities price risk. The Group is exposed in risk due to the variations of the value of the goods used for trade and of the raw-materials used. In order to face the risk of impairment of inventories, a rationalized warehouse management aims to minimize the stock according to progress of the production needs. The level of the inventories in relation to the Group's turnover is significantly low. Our aim is to minimize the warehouse retention time in order to minimize the risk of impairment of inventories.

#### > Interest Rate Risk

The fluctuations in the interest rate markets have a moderate impact on the Group's income and the Group's operating cash flows

It is the policy of the Group to continuously review interest rate trends and the tenor of financing needs. In this respect, decisions are made on a case by case basis as to the tenor and the fixed versus floating cost of a new loan. Thus, the amount of short term borrowings is variable. All short term borrowings are based on floating rates. Consequently, the impact of the interest rate (EURIBOR) fluctuations is directly related to the amount of loans.

For medium and long-term loans both the amounts of loans as well as the interest rates are decreasing. Thus the interest rate risk exposure is relatively low.

In conclusion, taking into account the existing banking relations as well as the approved credit limits, in the short and medium term no particular risks are expected that could significantly affect the operations of the Group...

The careful monitoring and the interest risk management decrease the risk of significant impact on profits due to short term fluctuations.

Sensitivity analysis of Group's borrowings due to interest rate changes:

Sensitivity analysis of Group's borrowings due to interest rate changes	Currency	Interest rate variation	Effect on profit before tax
Amounts of year 2012 in € thousand	EURO		-200
Amounts of year 2012 in e triousand	LUNU	-1,5%	200
Amounts of year 2011 in € thousand	EURO	1,5%	-230
Amounts of year 2011 in e thousand	LUKU	-1,5%	230



#### Credit Risk

The Group credit risk stems from the cash and cash equals, bank deposits, derivatives as well as exposure to credit risk of clients.

Trade accounts receivable consist mainly of a large, widespread customer base where the predominant position is held by Banking and Public sectors. The Group's Financial Management Department monitors the financial position of their debtors on an ongoing basis

Each client's credit exposure is monitored by an independent entity, taking into account the client's financial position, the amount of previews transactions and other factors and tests the credit limits granted to the client.

The credit limits granted are fixed taking into account internal and external evaluations and are always within the limits approved by the Board of directors.

Appropriate provision for impairment losses is made for specific credit risks. At the end of year 2011 the there is no material credit risk exposure that is not already covered with appropriate doubtful debt provision.

Taking into account the Group's customer base and the relevant liquidity risk, the exposure at the credit risk will be moderate. The post-dated collection of receivables is an important issue but is not related to our customers credit ability.

To minimize this credit risk, the Group operates within an established counterparty policy approved by the Board of Directors, which limits the amount of credit exposure to any one financial institution. Also, as regards money market instruments, the Group only deals with well-established financial institutions of high credit standing.

#### Liquidity Risk

The Group's liquidity is obtained through the use of available of funding and the raise up of the credit limits received whenever needed in order to finance particular projects (project basis funding). The Group maintains excellent relationships with the Banking institutions and thus ensures adequate funding for the execution of the Group's business plans.

The Group's strategic planning determines the form of funding as well as the financial tools to be used. Borrowings include the floating and fixed rate outstanding principal at year end plus accrued interest up to maturity.

The table below summarizes the maturity profile of financial liabilities at 31 December 2012 based on contractual undiscounted payments.

<u>Group</u>								
	Total Less than 1							<u>ars</u>
Amounts in € thousand	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	2012	<u>2011</u>	<u>2012</u>	<u>2011</u>
Borrowings	22.754	19.107	14.521	17.987	2.547	1.120	2.547	-
Trade and other payables	12.988	14.526	14.513	14.515	-	-	13	11

<u>Company</u>									
	<u>To</u>	<u>tal</u>	<u>Less th</u> <u>Yea</u>		1 to 5	<u>vears</u>	<u>&gt;5ye</u>	ars	
<u>Amounts in € thousand</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>	
Borrowings	15.455	18.566	13.937	17.922	1.518	644	-	-	
Trade and other payables	12.978	14.923	12.697	14.276	277	636	4	11	



#### > Capital Management

The primary objective of the Group's capital management is to ensure that it maintains a strong investment grade credit rating and healthy capital ratios in order to support its operations and maximize shareholder value.

The group's policy is to maintain leverage targets in line with an investment grade profile

Gearing ratio	Grou	2	<u>Company</u>			
Amounts in € thousand	31.12.2012	31.12.2011	31.12.2012	31.12.2011		
Short term Borrowings	14.521	17.987	13.937	17.922		
Long term Borrowings	8.233	1.120	1.518	644		
Less: cash and cash equivalents	-4.049	-1.720	<u>-3.766</u>	-1.537		
Net Debt	18.705	17.387	11.689	17.029		
Equity	<u>13.272</u>	<u>15.073</u>	<u>12.036</u>	<u>13.936</u>		
Total capital employed	31.977	32.460	23.725	30.965		
Gearing ratio	<u>58,49%</u>	<u>53,60%</u>	<u>49,27%</u>	<u>55,00%</u>		

The significant decrease in short-term debt combined with the large increase in cash flow was not able to fully match up the increase in long-term liabilities and the decrease in equity which resulted primarily from the revaluation of property. Thus, the gearing ratio increased from 53.60% to 58.49%. This increase is estimated to be small in relation to the Group's growth rate and is expected to be reversed in 2013.

#### Other operational risk

A reliable internal Control System has been established by the company's management in order to timely identify potential distortions in the company's commercial activities. The insurance coverage against all risks is deemed to be sufficient. The Group and the Company do not expect to face significant short term risks. The company's expertise, the continuous investment in human resource and the solid infrastructures combined with the development of new products enable the preservation of its competitive advantage and the skill to penetrate in new markets mitigating the risks.

Furthermore, the amount of the ongoing projects together with the ability to adjust to new market conditions allow to believe that the Group will be able to efficiently react to challenging years to come, efficiently and effectively.

#### 4.8 SIGNIFICANT EVENTS

Significant facts that took place during the period from 1<sup>st</sup> January to 31<sup>st</sup> December 2012 are the following:

- Shareholders' Ordinary General Meeting at 26-06-2012. The most important issues of the meeting were the following:
  - o Authorisation for the acquisition of the shares of SPACE TECHNICAL CONSTRUCTION BUILDING S.A.
  - Designation of the Audit Committee members according to art. 37, L 3693/2008
  - Desgination by election of two new members of the Board of Directors
- Decision of the Board of Directors of the companies under merger, dated 24.12.2012, for the merger of the parent company and SPACE TECHNICAL CONSTRUCTION BUILDING S.A of which the parent company possesses the 100% of the share capital

### 4.9 SIGNIFICANT POST-BALANCE SHEET EVENTS FROM 1<sup>ST</sup> JANUARY TO 31<sup>ST</sup> DECEMBER 2012

There are no post balance sheet events, concerning the company or the Group, that need to be mentioned



### 5 FIGURES AND INFORMATION FROM 1<sup>ST</sup> JANUARY TO 31<sup>ST</sup> DECEMBER 2012



#### SPACE HELLAS S.A.

#### Reg. No: 13966/06/B/86/95 - GEMI:375501000 Mesogion Av. 312 Ag. Paraskevi

Financial statement and information for the year 1 January 2012 until 31 December 2012 (In accordance to L.2190/20, article 135 for companies that prepare annual financial statements, consoliding the companies of the companies of the contract of the companies of the companies of the contract of the companies of ated and not, according to IFRS)

rollowing results and information, that arise from the financial statements, provide a general picture of the financial position and financial results of the SPACE HELLAS S.A. Thus we suggest the reader, before entering into any sort of investment decision or other is action with the company, to gain access to the company's web site, where the financial statements can be downloaded, as well as the Auditor's Certificate.

Prefecture Company's web site Date of approval by the Board of Directors

Certified Auditor Accountant Auditing Company Type of Auditor's report

Ministry of Development, Department of Commerce http://www.space.gr 15 February 2012 Board of Direcotrs Decisions No 2.235 Andreas G. Pournos (5.0.E.L. Reg. No 35081) PKF Eurosudting S.A., Without qualification

					Kapopoulos Lysandros	Indipendent	- non executiv	2 member	
1.1 STATEMENT OF FINANCIA	L POSITION				1.4 CASH FLOW STATEMENT	FOR THE YEA	R		
	GRO	JP.	COME	PANY		GROUP		COMP	
(consolidated and non consolidated) Amounts in ${\it C}$ thousand	31.12.2012	31.12.2011	31.12.2012	31.12.2011	(consolidated and non consolidated) Amounts in € thousand	1.1- 31.12.2012	1.1- 31.12.2011	1.1- 31.12.2012	
ASSETS					Operating Activities :				
Property, plant and equipment	16.524	10.836	8.742		Profit before taxes (continued operations)	450	416	375	74
Investment properties Intangible assets	1.500	978	1.889		Plus/Less adjustments for : Depreciation	1.010	830	996	830
Other non current assets	1.622	978	1.595		Impairment of tangible and intangible assets	390	0	390	030
Inventory	2.806	3.591	2.806		Provisions	101	130	93	130
Receivables (trade debtors)	16.078	24.155	15.725		Foreign exchange differences	-55	-9	-73	29
Other current assets	9.617	7.369	10.062					10.55	360
TOTAL ASSETS	50.037	49.407	40.819	48.248	Net (profit)/Loss from investing activities	454	-227	471	-219
					Interest and other financial expenses	2,806	2.689	2,666	2,650
EQUITY AND LIABILITIES					Plus or minus for Working Capital changes:	21000	21005	21000	21050
	10,330	10,330	10,330	10.330	and the same of th	785	-367	785	-367
Share capital	2.954	4.709			Decrease/(increase) in Inventories				
Other components of equity			1.706	3.606	Decrease/(increase) in Receivables	8.638	8.803	7.840	8.736
Total equity attributable to owners of the parent (a)	13.284	15.039	12.036	13.936	(Decrease)/increase in Payables (excluding banks)	-3.232	-2.948	-2.403	-2.757
Non controlling interests (b)  I otal Equity (c) = (a)+(b)	13.2/2	15.0/3	12.036	13,936	Less: Interest and other financial expenses paid	-2.806	-2.6/5	-2.666	-2.63/
	8,233	1.120	1.518		Taxes paid	-930	-527	-893	-486
Long term borrowings	1.036	712	631	1.470	Total cash inflow/(outflow) from operating activities (a)	7.611	6.115	7.581	5.983
Long term provisions / Non current liabilities					Total cash innow/(outlow) from operating activities (a)	7.011	0.113	7.361	3.963
Short term borrowings	14.521	17.987	13.937		- 1 - 1 - 1 - 1 - 1				
Other current liabilities	12.975	14.515	12.697	14.276	Cash flow from Investing Activities				
T-4-11  -1-104  (40	36.765	34.334	28.783	34.312	Acquisition of subsidiaries, associated companies, joint ventures and other investments	-22	0	-259	-191
Total Liabilities (d) TOTAL EQUITY AND LIABILITIES (c)+(d)	50.037	49,407	40.819	48,248	Purchase of tangible and intangible assets	-2.420	-1.434	-2.418	-934
TOTAL EQUITY AND EDABLITIES (C)+(u)	30.037	49.407	40.019	40.240	Proceeds from sale of tangible and intangible assets	40	11	38	11
					Interest received	14	5	0	0
					Cash proceeds from acquisition of subsidiary	400	324	399	324
1.3 STATEMENT OF CHANGES	IN EQUITY				Total cash inflow/(outflow) from investing activities (b)	-1.988	-1.094	-2.240	-790
	GRO	JP	COME	PANY					
(consolidated and non consolidated) Amounts in € thousand	31.12.2012	31.12.2011	31.12.2012	31.12.2011	Cash flow from Financing Activities				
Total equity in the beginning of the year (1/1/2012 and 1/1/2011 accordingly)	15.073	14.884	13.936	14.045	Share capital increase from subsidiaries	0	6	0	0
Total comprehensive income after taxes (continued and discontinued operations)	-1.772	156	-1.900	-109	Proceeds from Borrowings	1.146	899	1.103	899
Increase / (Decrease) of Share Capital	0	0	0	0	Payments of Borrowings	-4.440	-6.165	-4.215	-6,100
Cancellation of own shares	0	0	0		Total cash inflow/(outflow) from financing activities (c)	-3.294	-5.260	-3.112	-5.201
Stock Option Plan Reserve	0	0	0		Net increase/(decrease) in cash and cash equivalents (a)+(b)+(c)	2.329	-239	2.229	-8
Non controlling interests	-29	33	0	0	Cash and cash equivalents at beginning of period	1.720	1.959	1.537	1.545
Total equity at the end of the year Total equity at the end of the year $(31/12/2012 \text{ and } 31/12/2011 \text{ accordingly})$	13.272	15.073	12.036	13.936	Cash and cash equivalents at end of period	4.049	1.720	3.766	1.537

1.2 STATEMENT	OF CO	MPREHEN	SIVE	INCOM

	GROUP		COMPANY	
(consolidated and non consolidated) Amounts in € thousand	1.1- 31.12.2012	1.1- 31.12.2011	1.1- 31.12.2012	1.1- 31.12.2011
Turnover	48.482	43.194	47.465	42.383
Gross Profit	14.462	13.023	14.044	12.622
Profit before taxes, financing and investing activity	3.625	2.914	3.411	2.533
Profit before taxes	450	416	375	74
Profit after taxes (A)	317	228	201	-83
- Owners of the parent	334	231	201	-83
- Non controlling interests	-17	-3		-
	317	228	201	-83
Other comprehensive income after taxes (B)	-2.089	-72	-2.101	-26
Total comprehensive income after taxes (A)+(B)	-1.772	156	-1.900	-109
Owners of the parent	-1.755	159	-1.900	-109
- Non controlling interests	-17	-3		51
Earnings (after taxes) per share - basic in €	0,0491	0,0353	0,0311	-0,0129
Profit before taxes, financing and investing activity and depreciation	4.635	3.744	4.407	3.363

- The shares of the company were listed on the Athens Stock Exchange on 29-9-2000. The earnings per share were calculated based on the weighted average number of ordinary shares in issue amounting to 6.456.530

  The companies of the Group, the percentage ownership and the consolidation method for the ending period are disclosed in note 4.7.11 of the financial report of 2012

  The company has formed a provision for the tax unaudited years and the Company and the Corpus on too 4.7.23 of the financial report of 2012

  The company has formed a provision for the tax unaudited years amounting to 122 thousand euro for years 2009 and 2010. For the rest of the Group's companies no provision has been formed as the impact of the additional tax is deemed to be insignificant (note 4.7.23).

  There are no other provisions formed (note 4.7.23).

  There are no other disgulated or under arbitration cases of national or administrative courts that may have a material effect on the financial position of the Company.

  There are no other disgulated or under arbitration cases of national continuous discussions formed as the impact of the underwriting amounting to € 4.000

  There are no other real liens on non-current seeks or property, except, at the Company level, the underwriting, amounting to € 1.000

  Thousand, on the property situated at 302 Ave. Mesopoin, Cholorgos, Athers, and at the circular, amounting to € 500 thousand, on the property situated in Romania belonging to the sub-subsidiary Space Hellas System Integrator Srf.
- The personnel employed at 31-12-2012 for the Group amounted to 211 persons and fort the Company amounted to 204 while as at 31.12.2011 amounted to 216 and 208 respectively. The same Accounting Policies have been followed as for the financial statements as at 31.12.2011.

  Note 4.3 of the annual financial report of 2012 refers to the comprehensive income after taxes for the company and the Group.

  Intercompany transactions for the period from 1 January 2012 to 31 December 2012 according to LAS, 24 are as follows:

GROUP COMPANY a) Sales of goods and services
b) Purchases of goods and services
c) Receivables from related porties
c) Rever monagement compensations
c) Rever monagement compensations
c) Rever monagement compensations
c) Rever monagement
c) Receivables from key management
c) Receivables from key managemen

GENERAL MANAGER PARASKEVAS DROSINOS DIMITRIOS MANOLOPOULOS GEORGIOS LAGOGIANNIS IOANNIS DOULAVERIS ANASTASIA PAPARIZOU



## **6** INFORMATION OF ARTICLE 10 L.3401/2005

TOPIC	PLACE OF APPEARANCE	DATE
Press release: Golden lead for Space Hellas as Cisco Gold Partner in Greece, Cyprus andı Malta	www.ase.gr www.space.gr	29/11/2012
Financial statements figures as at 30.09.2012	www.ase.gr www.space.gr	
Announcement: Financial statements figures for the period 1/1/-30/9/2012	www.ase.gr www.space.gr	15/11/2012
Modification of the financial Calendar	www.ase.gr www.space.gr	15/11/2012
Announcement: Establishing of two new companies in Malta and Serbia	www.ase.gr www.space.gr	6/11/2012
Financial statements figures of the a' Semester 2012	www.ase.gr www.space.gr	
Announcement: Financial statements figures for the period 1/1/-30/6/2012	www.ase.gr www.space.gr	29/08/2012
Correction on General Meeting decisions	www.ase.gr www.space.gr	05/07/2012
Announcement: New member in the Audit Committee	www.ase.gr www.space.gr	05/07/2012
Announcement: New composition of the Board of Directors	www.ase.gr www.space.gr	05/07/2012
Decisions of the General Meeting	www.ase.gr www.space.gr	27/06/2012
Announcement: Turnover increase and preservation of profits for the 1 <sup>st</sup> quarter 2012	www.ase.gr www.space.gr	27/05/2011
Financial statements figures of the a' quarter 2012	www.ase.gr www.space.gr	
Announcement: Financial statements figures for the period 1/1/-31/3/2012	www.ase.gr www.space.gr	30/05/2012
Modification of the financial Calendar	www.ase.gr www.space.gr	30/05/2012
Press release: Increase in profits and decrease in borrowings for Space Hellas for the year 2011	www.ase.gr www.space.gr	20/03/2012
Financial statements figures as at 31.12.2011	www.ase.gr www.space.gr	
Announcement: Availability of the Annual financial report 2011	www.ase.gr www.space.gr	20/03/2012
Financial calendar announcement	www.ase.gr www.space.gr	19/03/2012
Press release: Space Hellas continues to be a repeat winner of Cisco Channel Customer Satisfaction Excellence	www.ase.gr www.space.gr	14/02/2012



### **7** WEBSITE ACCESS OF THE ANNUAL FINANCIAL REPORT

The Annual Financial Statements of the Company and Group, the Audit Report and the Board of Directors' Management Report for 2012, have been posted on the Company's website www.space.gr



We certify that the attached annual financial report includes the annual financial statements of the Group and of company SPACE HELLAS SA for the financial year from January 1, 2012 to December 31, 2012, which have been approved by the Board of Directors of SPACE HELLAS SA on February  $15^{th}$ , 2013 and have been published by posting them on the internet, at the address <a href="http://www.space.gr">http://www.space.gr</a>, and have been signed by the following:

PRESIDENT OF THE BOARD OF DIRECTORS

CHIEF EXECUTIVE OFFICER

GENERAL MANAGER

CHIEF FINANCIAL OFFICER

CHIEF ACCOUNTANT

DIMITRIOS MANOLOPOULOS

PARASKEVAS DROSINOS

GEORGIOS LAGOGIANNIS IOANNIS DOULAVERIS ANASTASIA PAPARIZOU