



# IKTINOS HELLAS S.A.

GREEK MARBLE INDUSTRY TECHNICAL AND TOURISM COMPANY

SOCIETES ANONYMES REGISTER NUMBER 2304/06/B/86/53

7, LIKOVRISSIS STR., PC 14452, METAMORFOSSIS, ATHENS, GREECE

DATA AND INFORMATION OF THE PERIOD FROM JANUARY 1, 2017 TO DECEMBER 31, 2017

(Published according to the consolidated law 2190/20, article 135, on companies that prepare annual financial statements, consolidated and non-consolidated, according to the IAS)

The following data and information that occur from the financial statements aim at providing a general updating about the financial situation and the results of operations of IKTINOS S.A. and of the GROUP. We recommend therefore to the reader, before proceeding to any kind of investment option or other transaction with the issuer, to refer to the Internet address of the issuer, where the financial statements as well as the audit report of the statutory auditor are posted.

Competent authority: Directorate of Sociétés Anonymes & Credit of the Ministry of Development

Internet address: [www.iktinos.gr](http://www.iktinos.gr)

Date of approval of the financial statements by the Board of Directors: April 5, 2018

Statutory Auditor: Nikolaos Ioannou (S.O.E.L. registry number 29031)

Auditing Firm: Grant Thornton S.A. (S.O.E.L. registry number 127)

Type of Audit Report of the Auditors: By Agreement

Haidas Evangelos (President & CEO),

Haida Ioulia (Vice-president),

Haida Anastasia (Executive Member),

Haida Lydia (Executive Member),

Hatzistefanidis Ethymios (Independent non-Executive Member),

Katsikakis Peristeris (Non-Executive Member),

Tamareisis Ioannis (Independent non-Executive Member)

## FINANCIAL POSITION STATEMENT ITEMS (Amounts in €)

|   | THE GROUP         |                   | THE COMPANY       |                   |
|---|-------------------|-------------------|-------------------|-------------------|
|   | 12/31/2017        | 12/31/2016        | 12/31/2017        | 12/31/2016        |
| <b>ASSETS</b>   |                   |                   |                   |                   |
| Owner-occupied tangible fixed assets                    | 41.458.381        | 41.390.216        | 14.724.539        | 12.739.566        |
| Intangible assets                                       | 506.407           | 558.466           | 203.578           | 228.885           |
| Other non-current assets                                | 7.128.049         | 8.670.365         | 18.328.817        | 19.815.623        |
| Stocks  | 18.027.869        | 17.615.796        | 17.339.263        | 17.092.839        |
| Receivables from customers                              | 9.274.381         | 7.553.902         | 10.219.812        | 7.924.055         |
| Other current assets                                    | 9.383.693         | 5.124.214         | 11.046.946        | 6.444.102         |
| <b>TOTAL ASSETS</b>                                     | <b>85.778.779</b> | <b>80.912.959</b> | <b>71.862.955</b> | <b>64.245.070</b> |
| <b>OWN FUNDS AND LIABILITIES</b>                        |                   |                   |                   |                   |
| Equity capital  | 11.432.040        | 11.432.040        | 11.432.040        | 11.432.040        |
| Other own funds items                                   | 24.584.998        | 19.622.497        | 26.275.295        | 20.147.641        |
| Total own funds of the owners of the parent company (a) | 36.017.038        | 31.054.537        | 37.707.335        | 31.579.681        |
| Minority Interests (b)                                  | (12.213)          | (18.824)          | -                 | -                 |
| Total Own Funds (c)=(a)+(b)                             | <b>36.004.825</b> | <b>31.035.712</b> | <b>37.707.335</b> | <b>31.579.681</b> |
| Long-term debt obligations                              | 7.586.127         | 9.822.628         | 2.959.459         | 3.460.961         |
| Provisions/Other long-term liabilities                  | 10.584.343        | 10.580.550        | 1.615.752         | 1.478.159         |
| Short-term debt obligations                             | 9.790.868         | 11.191.355        | 8.554.126         | 9.969.724         |
| Other short-term liabilities                            | 21.812.615        | 18.282.714        | 21.026.283        | 17.756.545        |
| Total liabilities (d)                                   | 49.773.954        | 49.877.247        | 34.155.620        | 32.665.389        |
| <b>TOTAL OWN FUNDS AND LIABILITIES (c)+(d)</b>          | <b>85.778.779</b> | <b>80.912.959</b> | <b>71.862.955</b> | <b>64.245.070</b> |

## ITEMS OF THE CASH FLOWS STATEMENT OF THE PERIOD (Amounts in €)

|   | THE GROUP          |                    | THE COMPANY        |                    |
|---|--------------------|--------------------|--------------------|--------------------|
|   | 1/1-12/31/2017     | 1/1-12/31/2016     | 1/1-12/31/2017     | 1/1-12/31/2016     |
| <b>Operating activities</b>   |                    |                    |                    |                    |
| Profit before tax (ongoing activities)  | 14.602.263         | 3.697.516          | 14.910.132         | 1.409.842          |
| Plus / minus adjustments for:   |                    |                    |                    |                    |
| Depreciations   | 3.255.196          | 3.217.441          | 1.258.043          | 1.205.508          |
| Provisions  | 666.639            | 326.500            | 660.107            | 320.766            |
| Exchange differences  | 21.001             | (4.217)            | 21.001             | (5.298)            |
|   | (667.767)          |                    | (124.839)          |                    |
| Results (revenues, expenses, profit and loss) of investment operations  | 1.644.460          | 401.380            | 1.969.612          | 3.793.772          |
| Debit interest and related expenses   | 1.422.630          | 1.409.055          | 997.984            | 1.093.678          |
| Plus / minus adjustments for changes in working capital accounts or that are related with the operating activities: |                    |                    |                    | (396.424)          |
| Decrease / (increase) of stocks   | (562.073)          | (1.185.296)        | (2.838.906)        | (687.594)          |
| Decrease / (increase) of receivables  | (1.892.340)        | (1.129.360)        | (2.303.990)        | (555.999)          |
| Decrease / (increase) of liabilities (other than banking ones)  | (2.187.364)        | (94.799)           | 0                  | (570.642)          |
| Minus:  | 0                  |                    |                    |                    |
| Paid debit interest and related expenses  | (1.336.367)        | (1.459.248)        | (999.088)          | (1.093.678)        |
| Paid taxes  | (161.136)          | (13.345)           | (146.313)          | 0                  |
| <b>Total inflows / (outflows) from operating activities (a)</b>   | <b>14.805.142</b>  | <b>5.165.627</b>   | <b>13.007.318</b>  | <b>4.910.356</b>   |
| <b>Investment operations</b>  |                    |                    |                    |                    |
| Acquisition of subsidiaries, associates, joint ventures and other investments                                       | (10.172)           | (10.172)           | (10.172)           | (70.172)           |
| Acquisition of tangible and intangible fixed assets   | (2.549.978)        | (1.271.298)        | (2.496.385)        | (1.111.080)        |
| Receipts from sales of tangible and intangible assets   | 36.700             | 7.740              | 32.700             | 22.663             |
| Acquisition of property investments   | 0                  | (43.218)           | 0                  | (43.218)           |
| Receipts from sales of property investments   | 0                  | 80.000             | 0                  | 80.000             |
| Interest received   | 1.788              | 4.431              | 1.788              | 4.431              |
| <b>Total inflows / (outflows) from investment operations (b)</b>  | <b>(2.521.678)</b> | <b>(1.232.516)</b> | <b>(2.472.068)</b> | <b>(1.117.377)</b> |
| <b>Financing operations</b>   |                    |                    |                    |                    |
| Receipts from loan subsidies  | 0                  | 34.127             | 0                  | 34.127             |
| Acquisition of own shares   | (147.092)          | (15.281)           | (147.092)          | (15.281)           |
| Repayment of Share Capital  |                    | -711.401           |                    | (711.401)          |
| Loan repayments   | (3.636.987)        | (1.270.612)        | (1.917.099)        | (1.235.773)        |
| Payments of obligations from financial leases (amortizations)   | (310.514)          | (107.409)          | (310.514)          | (107.409)          |
| Dividends paid  | (3.691.839)        | (852.128)          | (3.691.839)        | (852.128)          |
| <b>Total inflows / (outflows) from financing operations (c)</b>   | <b>(7.786.432)</b> | <b>(2,922.704)</b> | <b>(6,066.545)</b> | <b>(2,887.865)</b> |
| <b>Net increase / (decrease) in cash and cash equivalents in the period (a) + (b) + (c)</b>                         | <b>4.497.048</b>   | <b>1.010.407</b>   | <b>4.468.705</b>   | <b>905.115</b>     |
| Cash and cash equivalents at the beginning of the period  | 1.185.906          | 175.500            | 1.069.986          | 164.871            |
| Cash and cash equivalents of a subsidiary that is not consolidated  | 0                  | 0                  | 0                  | 0                  |
| <b>Cash and cash equivalents at the end of the period</b>   | <b>5.682.955</b>   | <b>1.185.906</b>   | <b>5.538.691</b>   | <b>1.069.986</b>   |

## STATEMENT OF COMPREHENSIVE INCOME ITEMS (Amounts in €)

|  | THE GROUP       |                 | THE COMPANY     |                 |
|--|-----------------|-----------------|-----------------|-----------------|
|  | 01/1-12/31/2017 | 01/1-12/31/2016 | 01/1-12/31/2017 | 01/1-12/31/2016 |
| Turnover   | 51.725.757      | 35.701.188      | 47.609.598      | 31.724.004      |
| Gross profit / (loss)  | 28.184.675      | 13.884.269      | 28.066.420      | 13.760.517      |
| Profit / (loss) before taxes, of financial and investment results                      | 17.697.080      | 6.303.960       | 17.899.919      | 6.533.975       |
| Profit / (loss) before taxes   | 14.602.263      | 3.697.516       | 14.910.132      | 1.409.842       |
| Profit / (loss) after tax (A)  | 9.015.739       | 804.533         | 10.179.107      | 109.270         |
| - Owners of the Parent Company   | 9.009.153       | 793.794         | 10.179.107      | 109.270         |
| - Minority Interests   | 6.586           | 10.739          | -               | -               |
| Other Total Revenues After Taxes (B)   | 3.742           | 33.399          | (1.085)         | 34.675          |
| Total Comprehensive Income after Taxes (A)+(B)   | 9.019.481       | 837.932         | 10.178.022      | 143.945         |
| - Owners of the Parent Company   | 9.012.870       | 793.794         | 143.945         | 143.945         |
| - Minority Interests   | 6.612           | 10.739          |                 |                 |
| Profit / (loss) after taxes per share - basic (in €)                                   | 0,3184          | 0,0279          | 0,3597          | 0,0038          |
| Profit / (loss) before taxes, financial and investment results and total depreciations | 20.284.508      | 8.694.605       | 19.033.123      | 7.468.901       |

## ITEMS OF THE STATEMENT OF CHANGES IN OWN FUNDS (consolidated and non-consolidated) amounts in €

|  | THE GROUP         |                   | THE COMPANY       |                   |
|--|-------------------|-------------------|-------------------|-------------------|
|  | 12/31/2017        | 31/12/2016        | 12/31/2017        | 12/31/2016        |
| <b>Total Own Funds at the Beginning of the Period (1/1/2017 and 1/1/2016 respectively)</b> | <b>31.035.713</b> | <b>31.779.692</b> | <b>31.579.682</b> | <b>33.041.871</b> |
| Acquisition of own shares  | (93.780)          | (15.281)          | (93.780)          | (15.281)          |
| Total comprehensive revenues after taxes (ongoing and discontinued operations)             | 9.019.481         | 837.932           | 10.178.022        | 143.945           |
| Repayment of Share Capital   | 0                 | (714.503)         | 0                 | (714.503)         |
| Distributed Dividends  | (3.956.588)       | (852.128)         | (3.956.588)       | (852.128)         |
| Build up of Reserves   | 0                 | 0                 | 0                 | (24.223)          |
| <b>Total Own Funds at the End of the Period (12/31/2017 and 12/31/2016 respectively)</b>   | <b>36.004.826</b> | <b>31.035.713</b> | <b>37.707.336</b> | <b>31.579.682</b> |

|  | GROUP     | COMPANY   |
|--|-----------|-----------|
| a) Revenues  | 0         | 0         |
| b) Other revenues  | 0         | 40.000    |
| c) Expenses  | 902.131   | 925.100   |
| d) Receivables   | 0         | 4.858.076 |
| e) Liabilities   | 0         | 624.581   |
| f) Transactions and remuneration of managers and board members | 1.161.497 | 1.161.497 |
| g) Claims of managers and board members                        | 0         | 0         |
| h) Liabilities to managers and board members                   | 0         | 0         |

METAMORFOSSIS, APRIL 5, 2018

THE PRESIDENT OF THE BOARD OF DIRECTORS & CEO

EVANGELOS N. HAIDAS  
ID No. AE 079951

THE VICE-PRESIDENT OF THE BOARD OF DIRECTORS

IULIA HAIDA  
ID No. E 371470

THE CFO

KATSIKAKIS PERISTERIS  
LICENSE NO. OF THE ECONOMIC CHAMBER OF GREECE 18896. ID No. X 630853