

A HANDBOOK OF INVESTOR RELATIONS IN GREECE

# WHO-IS-WHO

of Greek & Cypriot Investor Relations Officers



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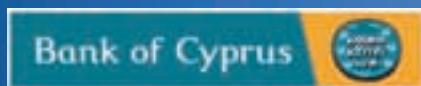
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# IR

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Greek Investor Relations Awards '09

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WE WOULD LIKE TO EXTEND A SPECIAL THANKS TO CAPITAL LINK FOR THEIR CONTINUED DEDICATION IN SERVING SHIPPING COMPANIES AROUND THE WORLD AND ACTING AS AN EFFECTIVE LINK BETWEEN INVESTMENT COMMUNITIES IN GREECE AND THE UNITED STATES.

# RECOGNIZING AND REWARDING EXCELLENCE IN INVESTOR RELATIONS

## EXTROVERSION & FINANCIAL COMMUNICATIONS KEY FACTORS IN THE RECOVERY PROCESS

**By Nicolas Bornozis**  
**President**  
**Capital Link, Inc.**

Today, Europe, and Greece in particular, are going through a period of unprecedented volatility and uncertainty, threatening to slow down the global economic recovery. Structural problems and inefficiencies at the national level in several European countries are the roots of the problem. But both individual countries and the European Union itself, albeit with some delay, have risen to the occasion instituting reforms and support mechanisms of unprecedented magnitude.

The strategy and the commitment seem to be here both at the national and the pan-European level. Ultimately, what will make the difference is proper execution and implementation of the strategies announced. But, also, proper communication of these strategies and the progress achieved is of critical significance. It is vital to inform, update and guide the markets, especially in times of crisis and uncertainty. In such times, silence is lethal.

It is in today's environment that Financial Communications and Investor Relations rise dramatically in significance. Unfortunately, it is also in today's environment, with budgets shrinking, that Investor Relations do not get the attention they deserve.

Our conviction is twofold. First, that this is the time for more extroversion. Admittedly, few have a growth story to tell. But most companies put together strategies to deal with the storm and hopefully come out stronger. We should communicate the strategies, initiatives, news and progress both as a country and companies.

Second, that adherence to high standards of Corporate Governance, financial disclosure and transparency and Investor Relations must be systematically preached and practiced regardless of the market's ups and downs. These principles contribute to the continued smooth functioning of the capital markets and sustain investor confidence, badly shaken by the collapse of the financial markets and economic developments.

Also, today, with stock market valuations in Greece reflecting the pessimism of the current events, we could turn adversity into an opportunity. Weak markets can translate into accretive expansion opportunities for strong companies building shareholder value for



**Nicolas Bornozis**

the longer term. They also present long term investors with the opportunity to invest at the low point of the cycle.

The objective of keeping up with the IR Awards on an annual basis is not to celebrate but to identify and reward those companies and individuals whose consistent commitment to these principles serves as an example to follow, especially in these turbulent times.

The Annual Greek IR Awards are organized with the support of many market related organizations both in Greece and abroad. We thank them all for their support.

The Awards are based on Nominations by a diverse Committee of market participants. These nominations are directly received and tabulated by Deloitte and Tsibanoulis & Partners thereby ensuring both the confidentiality of the voting and the integrity of the results.

This year, we initiate an Award Corporate Social Responsibility, whose awareness and significance is growing in Greece. In addition, Awards for IROs in Cyprus.

Special thanks to our sponsors whose contribution is particularly significant in today's difficult market conditions. Also, to our group of powerful media partners in Greece and abroad ensuring the high visibility of the Awards among the broader investment community.

Capital Link, which has been a pioneer in the field of Investor Relations in the Greek market and has served as a strong and effective link between Greek companies and the global investment community, aims to support the further development of the IR function.

In this context, we publish annually a Special "Handbook of Investor Relations in Greece" with articles on key topics on Investor Relations and its application in Greece and with a WHO-IS-WHO of all IROs of Greek and select Cyprus listed companies. This will be widely distributed in Greece and abroad. We extend particular thanks to the sponsors of the Handbook, who made its realization possible with their financial contribution.

With our congratulations to the Winners of the "2009 Greek IR Awards" and with our thanks



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# GREECE CHALLENGES THE WORLD WITH NEW & PROMISING OPPORTUNITIES

**By Louka T. Katseli**  
**Minister of Economy,**  
**Competitiveness and Shipping**

The Ministry of Economy, Competitiveness and Shipping, is assigned with the important task to attract Investment opportunities in Greece. As the Minister responsible for this portfolio, I am honoured and delighted to be a part of the Greek IR Awards event. The Greek IR Awards which identify and acknowledge companies and individuals, who adopt high standards in the fields of Corporate Governance, Financial Disclosure and Investor Relations, contribute immensely to the development and significance of the function of Investor Relations in Greece.

Investors throughout the world seek opportunities that provide long-term benefits in a business-friendly environment. Amid today's turbulent financial climate, Greece is responding to the demands of the new global economy with clear and well-defined targets.

At the heart of Greece's new investment era lies a streamlined approach towards entrepreneurship and new opportunities that meet the growth areas of tomorrow. With a highly intelligent and well educated human capital, outstanding natural resources, untapped renewable energy potential and a strategic location at the crossroad of three continents, in the midst of a dynamic regional market, Greece is placed among the most attractive destinations for investment in the world today.

Well-established sectors, such as Energy, Tourism, ICT/Technology, Health Sciences, Food & Beverage and Waste Management, in combination with emerging business trends, form a strong foundation for growth. Greece is committed to a sweeping transformation toward a green economy, a driving force for development throughout the country. Renewable energy, green tech and clean tech will propel the smart economy of tomorrow and Greece is welcoming new and innovative investment solutions to lead this transformation.

This is why we have initiated numerous, major reforms in order to restructure the productive base, enhance competitiveness and restore growth as soon as possible. We move fast to implement a plan of sweeping reforms with three top priorities:

1. To spur our economy by mobilizing public & private investment. We use public investment as a catalyst in order to attract more private investments. We have taken measures to channel liquidity to small and medium sized companies that face a severe liquidity squeeze. We are redrawing the investment map of Greece by drafting a new investment law to endorse investment projects that focus on innovation, competitiveness and access to international markets and green development.
2. To cut down on all red tape and pursue a major regulatory reform to lower the cost of doing business and support entrepreneurship. Within 2010 we are determined to simplify all procedures of business start ups, licensing and operation. The regulatory reform agenda also includes strengthening competition policy, through a major overhaul of the competition law.
3. To improve competitiveness through appropriate restructuring



**Louka T. Katseli**

and new green-field investments. Priorities include the energy sector, especially renewable energy in wind, PV, geothermal, hydro etc, the tourism and cultural sectors, environmental management, the ICT and BIO sectors, major infrastructure projects and other business services including logistics, etc. Foreign direct investment in these and other areas is very much welcomed. This can be supported by both available grants and/or tax benefits through the Investment Law and/or via Public Private Partnership. Furthermore, we are in the process of creating the Hellenic Development Fund, a financing institution which will participate in a number of large, economically viable and financially promising investment projects.

Nevertheless none of the above can be achieved if we do not strengthen the collaboration between enterprises, financial institutions and Governments. We all find ourselves in the same boat.

Let us explore creative ways to reduce uncertainty and unnecessary volatility in financial markets; let us explore innovative ways to pursue jointly profitable investment opportunities.

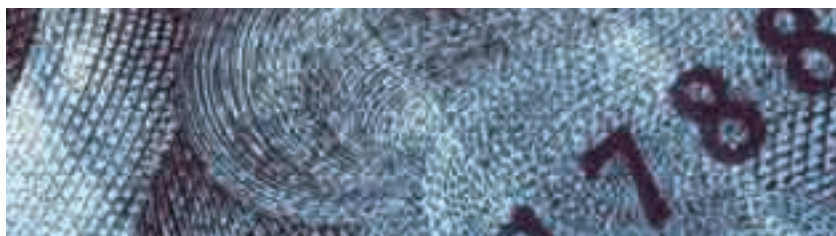
I thank the organizers for this initiative. I wish every success to the awardees and I hope that this recognition will be followed by an inspired and productive future.



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**By Spyros Capralos**  
**Chairman – Athens Exchange S.A.**  
**Chief Executive Officer – Hellenic Exchanges S.A.**

One year ago, in my remarks for the Capital Link IR Awards Handbook, I talked about the global financial crisis which evolved with breathtaking speed in the autumn of 2008, when credit markets ceased functioning normally and governments around the world began nationalizing financial systems and considering bailouts of other troubled industries. I mentioned how, at that time, major independent US investment banks were disappearing.

And we thought that those were no ordinary times!

As it always happens, crises and difficulties affect the weakest first. This is exactly what happened with our country. Unfortunately, we in Greece grew accustomed to consuming more than we produced, while supporting a public sector that grew to an unsustainably large size, compared to the size of our country, even as it remained inefficient and ineffective. Public sector expenses exploded and as a result, the budget deficit reached 13.6% of GDP, while public debt today stands at approximately 115% of GDP.

So all of the sudden, all of us have been consumed by the question as to whether Greece will be able to service its public debt, at a time when borrowing costs have exploded. However, what we have not paid particular attention to is something that should concern us even more than our debt and bond spreads. What is more worrying is the credibility deficit that we have accumulated. The term "Greek statistics" was first mentioned in Brussels – probably last year – and is now being used as an example of how NOT to do things...

Our European partners, and capital markets suddenly realized that all of these years, the statistical figures being published did not correspond to reality. Some are going back as far as to question the validity of the figures that were used to allow Greece to enter the monetary union, back in 2001.

We are currently in an extremely difficult situation. Greece first and foremost must reestablish its credibility internationally. And the truth is that it is very easy to lose credibility, and very hard to get it back. It will take time for us to prove to our partners, and to the markets, that they will be able to trust us, and that we are not trying to fool them with our numbers.

Next, we need to work hard to improve the competitiveness of the Greek economy. In each of the past few years, we were becoming less and less competitive. And the main reason that we were becoming less competitive was because of our stifling bureaucracy and corruption, which increased our cost of producing goods and services. It is this bureaucracy and corruption that made it each year more and more difficult to attract foreign direct investments in Greece.



**Spyros Capralos**

We must therefore make immediate and extensive structural changes in order to improve the competitiveness of our economy. These changes, which will be painful, as is any change that alters the status quo in order to achieve long term gains with short term pain, must include pension reform, the liberalization of the labor market, the privatization of state enterprises, the drastic reduction of the public sector, the closing of loss-making or inactive state-enterprises, health reform, the opening up to competition of professions that are protected. At the same time, measures must also be taken to reduce tax evasion. It is hard to believe that self-employed persons in

Greece have such low incomes that 3 out of 4 declare incomes that are below that minimum taxable level.

Furthermore, immediate action must be taken to attract investments into the country. Businesses must receive the right incentives to invest in Greece; these incentives can take the form of a speeding up of the process of tendering large infrastructure construction projects, which can be financed by the private sector through BOT arrangements; these incentives must also include the implementation of a strategic growth plan in sectors that are important to the Greek economy such as tourism, shipping, renewable energy and agriculture, in order for us to compete successfully.

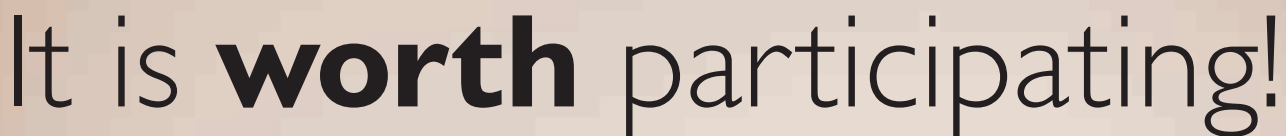
We must realize that markets are neither the speculators nor the "blood thirsty" investors that wish to see Greece go bankrupt. Markets consist of investors that are either convinced by the path the country is following and "buy Greece" or "sell Greece" if they are not. In the middle of these extraordinary times, the task of business leaders must be to overcome the paralysis that dooms any organization and to begin shaping the future.

There is only one way to develop the Greek market and the Greek economy, and that is to increase its visibility by being extroverted. With increased communication with investors, roadshows all over the world in order to promote the Greek economy, the Stability and Growth Plan and, of course, the Greek enterprises to international institutional investors. Communication with investors is a function that can make the difference. Through this communication we can re-establish the reliability that we lost.

At a time therefore that communication with the investment community is more vital than ever for our market, I applaud Capital Link's initiative to reward the best Investor Relations Officers in our market.

I would like to congratulate Olga and Nikos Bornozis for the success of this event and their ongoing efforts to increase the visibility of the Greek market abroad.





**ATEbank**  
AGRICULTURAL BANK OF GREECE





# A BIG COALITION

**By Nicola Facciorusso**  
**Founder**  
**Akros Consulting**

The Spartan austerity measures introduced by the Government represent severe handicaps for the Greek economy. The announced Growth & Stability Pact (Greek Spartan Package) cannot support either the industrial growth or consumer spending and therefore will not be able to improve the already devastating condition of the Greek economy. Almost 1/3 of the Greek labor force earn an average monthly salary of 800 to 1,200. Any austerity reforms usually hit the empty pockets of the man on the street, and in regards to Greece they cannot provide the 300bn needed to pay back the debt and sustain the country's economy. Even if the Government delivers the prospective statistical figures, under these circumstances it is not realistic to expect any recovery of the Greek economy for years. Therefore, the international investors are still reluctant to invest in any illiquid stocks even if these are of well-managed and cheap valued Greek companies. Despite the potential attractive fundamentals about a long and prosperous future of the country, macro visibility remains low and volatility should continue, possibly until the summer.

How much of Sparta can the Greek people tolerate? Athens needs to choose a rational solution between a default, devaluation or bailout. All the previous Greek governments have borrowed more than they could ever afford to pay back. Practically Greece has lost its sovereignty as the new debt issued in the past years was good only to pay interest for the old debt and for salaries to civil servants. How can the country be able to reduce 300bn debt by a collapsing growth of the economy? It is universally known that when the economy of a country grows higher than the yields of its own sovereign bonds, it is favorable to extend debt or to pay back part of it from the growth, but vice versa, this is mathematically not possible.

The privatization of the State's assets has to be a priority in order to substantially improve the critical performance of the debt ratio. The Government is no longer in a position to ignore the urgent call to simultaneously privatise assets and reduce the listed holdings. The privatization's most strategic effect is the heavy cost reduction for the State in terms of salaries and company related expenses. This is important to the international investors, more than the much overrated role of ratings agencies, who give only to the short sellers the opportunity to take advantage of their downgrades. According to sources in Athens the valuation of the State's owned assets is supposed to be more than 120bn.

In 2008 a small economy like Iceland (GDP of 12bn versus Greece's 339bn) was severely hitting the worldwide financial system and received \$11bn bailout from the IMF and the EU, who both denied all this year any willingness to help Greece. These same institutions now cannot handle the Hellenic debt of 300bn as it would not be their



**Nicola Facciorusso**

business, but of the Greeks only. The ECB and the EU council know too well that an effective monetary union without supporting the restructuring of the Greek debt is mathematically no longer realistic. They have failed to calm any irrationality and speculative ambiguity of the market. Both were not quick with dealing with the facts and did not put a stop to daily comments, which deteriorated the strength of Euro and of the Greek capital market. The ECB, the EU and IMF cannot pretend from the Greek government to raise the taxes as a precondition for the bailout, when they are well aware that in a country like Greece, when rising the taxes the economy stops to grow! The

Greek problem proves once again how deteriorated are the structures of capital markets and of their financial mechanisms and instruments worldwide, but also how inappropriate and out of touch with the economic reality are the politicians when managing a crisis.

According to the 2009 GDP list of the CIA World Factbook, the major commercial partners of Greece in the Southern East European market, Eastern Europe and the Mediterranean represented an impressive area with combined GDP of US\$1.6 trillion, ranking worldwide #8 with a share of 2.8% of total worldwide GDP, ranking ahead of Brazil (\$1.5T), Spain (\$1.4T), Russia (\$1.3T), Canada (\$1.3T), India (\$1.2T) and ahead of the rich oil countries in the Middle East (\$0.9T). The strategic geographical position of Greece in the European Mediterranean area represents a natural gateway to a market characterised by a very competitive structure of labour costs and industrial production sites. The restructuring of the local infrastructure is a great opportunity for Greece to play a key role in the region's development. Furthermore, the common estimate over the proportional risk of these countries and the limited size of these markets by large multinationals will further increase the outsourcing of production and distribution to local Greek players with know-how and quality standards to get the job done. The unique advantages of this natural market still go unnoticed by the Western industrial players and have to be highlighted more efficiently in the context of a promising economic area, where Greece should improve its role as a key player.

Because of the country's historical crisis, it is time to take historical decisions in Syntagma Square and save the future of the country. There is an urgent need to build a big coalition: both leading parties need to navigate TOGETHER the country out of the crisis in a moment when unity is mandatory, along with the help of several technocrats from the private sector who are able to participate in the next cabinet as Ministers and Prime Minister. As when thousands of years ago, Greece has now the opportunity to become an example again of making modern politics for the entire world.

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# OVERCOMING UNCERTAINTY WITH ROBUST INVESTMENT TOOLS

**By Tony Raw**  
**Managing Director Europe**  
**FTSE Group**

FTSE Group's successful global partnerships encompass the world's leading specialists and exchanges and form a pivotal aspect of our business. Our long standing valued relationship with the Athens Stock Exchange (ATHEX), spanning over ten years, is an example of the success that comes from fusing together index expertise with local market knowledge.

Over the last decade, FTSE and ATHEX have delivered to the local market a set of reliable investment tools including tradable indices designed to facilitate international investment flows into Greece. This includes the FTSE/ATHEX Index Series launched in 1999. More recently 2008 saw the licensing of the first ETF to be based on the FTSE/ Athex 20 Index by the Alpha Bank Group, which in 2009 reached an AuM value of US\$ 95 million. Since then FTSE has continued to further investment in domestic companies, growing the Greek retail market alongside key institutional investment.

Now, as Greece faces its toughest challenge, the need for continued growth of domestic investment is at its greatest. In the past FTSE and ATHEX have successfully worked together to provide opportunities amidst times of uncertainty.

In November 2008 after the significant downturn of the global financial markets, FTSE and ATHEX joined forces together with the Cyprus Stock Exchange (CSE) to introduce the FTSE/ATHEX-CySE Banking Index. The index focused on the large banking sectors of both markets, supporting domestic investors in reducing their exposure to risk whilst continuing investment flows. Innovative investment solutions such as these, which are a result of FTSE's dialogue with key market participants, have in the past aided growth and stability in the Greek market.

As a global index provider and domestic index partner to ATHEX, our goal now is to continue to support the Greek investor community through this difficult time with the set of robust and transparent investment tools we have collaboratively developed. Investors should be looking to the FTSE/ATHEX Index Series for the following reasons:

## **Brand recognition and trust**

FTSE is an internationally recognised brand associated with trust, credibility and over \$3 trillion benchmarked against its indices worldwide. FTSE is also the domestic index provider in many of the world's major markets, our indices also enjoy a high level of awareness amongst retail investors too.

## **Transparent**

FTSE places a great importance on the transparency of its index ensuring confidence and minimising risk. Our rules based methodologies are built to detailed specifications in collaboration with our expert partners.

## **Impartial**

FTSE is an independent company with a sole focus on indexing, as-



**Tony Raw**

surging clients of objective and dedicated index management. Each of FTSE's indices receives regular reviews by an experienced committee of market practitioners to ensure accurate market representation at all times.

## **Tradable**

As a pioneer in the indexing industry, FTSE was the first to introduce measures for a truly investable stock universe. By introducing liquidity testing and free float screening, FTSE indices are fully investable and represent the share capital of a company that is freely available for trading by investors. These measures are now accepted as the market standard.

## **Accessible**

FTSE index data is available via the leading data vendors including Bloomberg, Thomson Reuters and FactSet, ensuring wide distribution and high visibility across our indices globally.

## **Innovative**

The essence of FTSE's success is our focus on innovation, providing clients with superior index solutions. FTSE continues to lead the field through our commitment to excellence, industry leading technology and collaboration with some of the world's leading thinkers in investment practice.





**By Stelios Hadjiosif**  
**Chairman of SYDEK**  
**(Cyprus Association**  
**of Public Listed Companies)**

On the occasion of this year's Greek IR Awards 2009, organised by Capital Link Athens, under the auspices of FTSE, the Athens Stock Exchange, the Union of Institutional Investors and the Union of Listed Companies, and also the publication of the Special Handbook for this event, it gives me great pleasure to communicate with all the players in this field and share with all the readers of this very useful Handbook a few words on the Cyprus Association of Public Listed Companies ( SYDEK ) as well as some thoughts on the current economic crisis and its effects on Cyprus.



**Stelios Hadjiosif**

SYDEK was founded in 1988, some eight years before the establishment of the official Cyprus Stock Exchange ( CSE ) in order to serve the interests of "listed" companies, which at that time operated under the auspices of the Cyprus Chamber of Commerce and Industry. We have as our members the majority of listed companies in the CSE and have been fairly active throughout these past 22 years in assisting the responsible Authorities to formulate the legal and regulatory framework of the capital market in Cyprus, particularly as it affects our listed companies.

Since 2003 SYDEK became initially a member of UNIQUE ( Union of Issuers Quoted in Europe ), which subsequently joined forces with EALIC to form European Issuers – the European Federation of Associations of Listed Companies and Corporations - throughout Europe ( EI ). SYDEK is actively represented on the Board of EI and on various Committees and Task Forces, including the ECB T2S Task Force on Shareholder Transparency by our newly appointed General Manager and former Chairman of SYDEK Mr Pieris Theodorou.

On the economic front SYDEK organised a whole day

conference in Nicosia in October 2009 on the subject of " The Global Economic Crisis: Challenges, Effects and Prospects for Public Listed Companies and Investors. The presentations at this conference covered the topic from both the pan-European as well as the Cyprus perspective and useful conclusions were drawn. Our prediction, at that time, was that the significant increase in European Stock Exchange indices (including Athens and Cyprus Stock Exchanges) in the period July- October 2009 was paradoxical and unjustified, given the continuing and deepening economic crisis. Unfortunately that prediction has been proven to be right in the ensuing period of October 2009 to April 2010, with a downward correction of Indices and a worsening of the crisis, particularly in both Greece and Cyprus.

The Cyprus economy in 2009 was marked with an 1,7% contraction in the GDP for the first time in the past 30 or so years when we had continuously positive growth rates. The prospects for 2010 are not optimistic. The European Commission predict lower rates of growth for Cyprus in the future. Is therefore essential for our Government to take urgent measures for improving the public fiscal indices, for encouraging development and correcting long-standing structural problems and imbalances in order to enable Cyprus to grow again with higher rates of growth. The "drivers" for growth in the next five years appear to be the services sector and the sectors of health and education, rather than construction and trade, which were the "drivers" in the past five years.

Finally I wish to congratulate the organisers of this prestigious event as well as all those who have won this year's awards.



# THE TASKS OF THE I.R. MANAGER ARE HARDER IN 2010

**By Panayotis G.Dracos**  
**President of the Executive Committee & CEO**  
**Union of Listed Companies**

The automatic reaction to such a title for an article would be: "so tell us something new"... Perhaps it is better if one suggested answers for the frequently asked questions (FAQ's) of irate foreign shareholders demanding explanations on things that concern Greek budgets or Greek foreign debt. Both are neither of your doing, nor of your responsibility to solve. Here is a series of answers on FAQ's for your meetings with analysts.

On working for a solution to the crisis, Greek Government and public debt:

- Only hard work can get us out of this mess; the cure of working seems to be milder than the disease of not paying our debts.
  - There is one way out of the impasse, and that is trying harder, working for growth to offset the debt. Recriminations will have to come much later.
  - Greek governments have been mishandling the country's finances, but they did not ask me or our company.
  - Yes we have the largest per capita number of civil servants; I did not hire them to vote for me, since I was not a candidate.
  - Yes we voted for the current crop of Greek politicians; but Greek politics function on the closed shop and exceptionally on the union shop principles; we have no primaries to freely choose our candidates for MP's.
  - It all happened in the last 36 years. In the beginning of the period debt was 18% of GDP; at the end it had risen to over 120% [and hopefully not more...] Everybody has been functioning on the principle of not solving today what can be put off for tomorrow!
- On Chinese walls in investment banks, credit rating companies, the media and speculators:
- The porousness of Chinese Walls is untested; all suggestions to regulatory agencies have met with sympathetic noncompliance.
  - All four kinds of the above companies are for profit. Profits are good, if contained by legal and ethical constraints.
  - In 2007 the credit rating companies awarded Triple AAA grade to only 20 companies in NYSE as opposed to 64.000 Triple AAA derivatives in the same year. This is profit taking carried to an extreme.
  - Default rates of credit default swaps for 2005 to 2007 were expected to be one per 100.000 for Triple AAA's and they rose to an astonishing one per 1.000! Skyrocketing is a modest word to describe the



**Panayotis G.Dracos**

behavior of the lowly BBB-. From expected default rates of 88 per 10.000 they rose to 667/1000!

- No one has ever considered applying Chinese walls to the mass media; why should they? The walls are porous anyway!

On Regulatory [busy]bodies. There is no hierarchy of the things that need regulation. In 2007 over \$600 trillion of derivatives were sloshing around the markets! This sum was equal to over ELEVEN TIMES the World Gross Product! Even B.I.S., the Bank for International Settlements in Basle, had no information about whether these were gross figures or net of counter positions! At the same time:

- If a principal manager and shareholder of a company so much as bought €0,30 worth of his company's stock, the transaction had to be reported to regulatory agencies!
- Transfer pricing, according to the Greek Ministry of Development, has to be reported if transactions occur between national or multinational companies belonging to one group. According to this Ministerial Decision [A2-8092/31.12.2008] € 1.000.000 [one million Euros] of consolidated sales are sufficient for the "group" to be eligible as both

a group of companies and as a multinational group. All with the same measly million!

- Some European Union Directives are misdirected. One wonders if the public is aware that certain Directives, on agricultural produce for example, are so ridiculously detailed that one would be ashamed to repeat the details set out in them...

For an ease in remembering:

- Working is more sacrosanct than not working: the first can solve problems; the second can only worsen them.
- Governments govern (usually badly); we pay (unerringly)...
- Accepting the efficacy of Chinese walls is restricted to those who believe in fairy god mothers...
- Credit raters are companies working for profit. Their fees, however, are paid by those being rated, an unhealthy set up.
- Regulation should be graded: start with the serious problems; avoid the frivolous!
- Keep smiling, always have a good word for everybody, work hard. Life is wonderful!



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προϊόντα και υπηρεσίες  
για καλύτερη ζωή.

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# WALKING THE ROAD OF UNCERTAINTY

**By Alexandros Moraitakis**  
**President**

**Association of Athens Stock Exchange Members**

**and Constantinos Tasoulas, PhD, IMC**  
**Certified Portfolio Manager/ Investment Consultant**  
**Nuntius Brokerage & Investment Services S.A**

Investing in the Hellenic securities market this time period looks, at best, like walking a road of uncertainty that comes with many challenges. Within an environment of:

- explosive macroeconomic conditions, for the domestic market at first,
- increased country risk,
- problematic restructuring efforts,
- lack of credibility,
- EU/IMF supervision,
- ambiguous economic growth potentials,
- damaged company earnings, and
- pressured consumer purchasing power,

the listed company in the ASE has to find its way out, and the average investor to search for direction.

In a market that follows the macroeconomic trend and securities prices approach historic low levels, what actions can predispose growth signals? One such action is the immediate application of structural reforms for a cost effective management of budget expenses. Examples of these reforms refer to the transparency in areas such as health and welfare, taxation and public sector opera-



**Alexandros Moraitakis**

tion. This action comes with high political cost due to its unpopular consequences. Another one is the implementation of measures that can improve the business operational environment (e.g. motives for business operation, employment and pension conditions) and the competitiveness of the country in areas like tourism, transportation and alternative energy sources. A third one is the conditions attached to the coming EU/IMF funding program. These latter conditions can initially offer guidance about the future financing of the public and private sector, inclusive of the banking sector, and secondly offer some direction about the level of the political and social tolerance against the needed reforms that target simultaneously to the reduction of the deficit while restoring growth.

All these measures, if applied without delay and without any further challenge of international economic conditions, testify in favor of a long period of agonizing thrift but to a gradual turning point into future growth for the Greek economy and for its securities market. If otherwise, the consequences will be overwhelming. Given the above, we choose to have an optimistic view that actions will be taken such that walking the road to uncertainty now will lead to a less challenging conditions in the future.



**By Konstantinos Vergos, PhD**  
**Chairman, Hellenic Association of Certified Stockmarket Analysts (HACSA)**  
**Director of Research Department, Cyclos Securities**

Since 2008, many European countries started to face intense fiscal problems, as a result of falling GDP, due to the recent longstanding recession. The problems resulted in speculation over borrowing rates, that has gradually limit the ability to borrow at a reasonable cost. This was also the case for Greece by the end of 2009. Greece eventually asked for a bailout the EU, and due to the lack of an EU mechanism to bailout countries that belong to the Euro zone, IMF, EU and EU member countries joined to provide the necessary liquidity that is expected to help Greece state to meet financial obligations. Greece now has to proceed to harsh fiscal and labour cost measures during the 2010-2012 period, that are expected to make the country financially sound again. However, the measures are expected to led to a deep recession during 2010 and 2011, Greek capital market reacted negatively in



**Konstantinos Vergos**

the previous 6 months, but now, after the bailout has been agreed, and as the new Greek government meets the austerity measures that will slash salaries while increasing corporate profits, stock prices of companies listed on the Athens Stock Exchange are expected to appreciate considerable. We foresee investment interest to focus at the moment mainly in export oriented companies and companies that have considerable operations abroad, but by the end of 2010 investment focus may spread to other companies as well. To that extent, we expect stockprices in the Athens Stock Exchange to appreciate considerably within the following 12 months, as was the case in European countries where IMF austerity measures took place, due to improving long-term prospects for the country and the corporations.



**By George Kassimatis**  
**President of the Union of Hellenic**  
**Chambers of Commerce**

The business community faces with great scepticism and anxiety the recent developments in the economic scene. Focal point of concern is the economic policy of the government, which decided to follow the 'worst case scenario'.

In the last months, we have all been witnessing a course where every step of the process invalidates key bulwarks of protected social and economic rights. At the same time, the government calls the people, especially the business community, to make unprecedented sacrifices and tolerate the burden of this policy.

By adopting such a policy, the government overturns the already prepared and signed budget and the Stability and Growth Pact that the government itself had already prepared to be implemented.

Unfortunately, it turns out that there is no specific financial planning, that the government choices are simply the result of the "pressure" factors in international markets and that the 'recommendations' of the EU and the IMF actors are 'orders' which have to be followed by the Greek Government.

The explosive growth of the value added tax, from the beginning of the year, in all commodities and the increase in excise duty on fuels, beverages and cigarettes, have multiple effects on both the turnover of the associated companies and the rising cost of energy for the crucial transport sector. The 'punishment' of legal business profits by imposing special contributions along with substantial salary reductions have created a stifling atmosphere in the market and impede any idea of development for the Greek economy. The purchasing power of the Greek consumers is directly affected and this will lead the market in a deadlock.

In addition, the reliability and the efficiency of the tax administration remain at low levels without any clear indication of recovery. In the same context, the fight against corruption will be crucial.

All the measures taken by the government are characterised by a complete lack of any development perspective. There is not even a reference to the concept of development. At the same time, the government reduces the Public Investment Program, which, in fact, is the primary development tool of the country. This is evident on the part of the national co-financing of projects included in the National Strategic Reference Framework (ΕΣΠΑ). This combination is disastrous for any potential of development of the Greek economy and generates, as expected, obvious causes of concern in the business community.

The Chambers' Community has repeatedly expressed its con-



**George Kassimatis**

cerns and objections to this kind of policy and has emphasised on the need for a new development model.

The unavoidable recession which will be caused by these measures will definitely leave its scars in the market and the healing of these scars will require many years of effort in a very difficult environment.

Someone must admit that, at this point, there is a really negative business atmosphere without any potential for development and it seems that the main concern of the Greek business community is just to survive. And in this sense, my approach is not in any way pessimistic, it is simply realistic.

# CRISIS EQUALS OPPORTUNITY



**By Constantinos Michalos,  
President of the Athens Chamber  
of Commerce and Industry**

After the latest news concerning the \_110 billion rescue package to bail out Greece and the \_750 billion rescue package to keep Greece's debt crisis from spreading through the euro zone, we hope that the worst – for both Greece and Europe – is behind us.

However, one fears that there are many, many more acts to lead us in the path of fiscal stability and economic growth. Let me preface this by touching upon certain unsung truths. The first of which is that the responsibility for the crisis does not lay exclusively with Greece. It is in fact the opinion of most independent analysts that the Greek crisis is both a byproduct and an exposure of a number of potentially fatal vulnerabilities within the European economic structure. No one can sing enough praises for the benefits of price stability and a strong single currency. But then again, a one size fit all monetary policy has played a role in both fueling unsustainable imbalances and making it harder to deal with them.

Today, Greece is facing not one crisis, but two crises. The first is a debt crisis, a crisis of public finances. The second is a recession, a crisis of an economy that stands frozen in its tracks. Solving one ailment runs the danger of undermining the other. And indeed this is the danger posed by the austerity measures recently announced by the Greek government. There's no question that painful medicine is needed to deal with the cause of the disease. And that can mean one and only one thing: structural reforms in an attempt to:

- Reduce the size of the public sector. Slash wasteful spending. Cut down on red tape. Privatize and where necessary close down state-owned enterprises.
- Push further market liberalization – especially in the energy, transport and supply chain sectors.
- Reform the tax code so as to introduce corporate tax breaks, decrease tax evasion and make it more investment and entrepreneurship friendly.
- Reform the pension system and Social Security.
- Simplify the legal framework so as to attract investors.
- Introduce greater flexibility in the labor market so as to create new jobs and decrease labor costs.
- Increase liquidity in the market and develop strategic partnerships and investments so as to build new infrastructure.

It is true that the word for crisis also signifies the word for opportunity. At the present juncture, Greece reveals itself as a country rich in opportunities. This is an opportunity for Greek businesses to take calculated risks, pursue new ventures and meet the challenges of an ever demanding global economy. This is an opportunity for foreign investors to come to Greece. Despite her



**Constantinos Michalos**

challenges, Greece still offers efficient infrastructure, a highly skilled workforce, abundant natural resources and access to emerging regional markets.

Most importantly, this is an opportunity for Greece to shed the shackles of its recent past, absolve itself from her past sins and set herself free on the path to prosperity. It takes hard work. It takes time. It takes patience and perseverance. But there is really no other way for us but to succeed.



### Greek IR Awards



**Monday, May 31, 2010 - Athens, Greece**

The IR Awards, which Capital Link introduced in Greece in 2003, are organized annually with the support of major domestic and international capital markets related organizations. The objective is to identify and acknowledge companies and individuals who follow high standards of Corporate Governance, Financial Disclosure and Investor Relations. Also, to raise the profile of the function of Investor Relations and contribute to its development in Greece. The Awards are based on nominations and voting by a Committee of 34 market participants from different segments of the market. (Capital Link is not part of the Committee). The collection and tabulation of the nominations is conducted by DELOITTE and the Law Office of Dr. Tsibanoulis & Partners.



### 2nd Posidonia Forum

**Analyst & Investor Day  
Greek Shipping Forum**



**Monday, June 7, 2010 - Athens, Greece**

This Forum, held with the occasion of the Possidonia Event in Greece, aims to update foreign analysts, investors and bankers on the outlook of the shipping markets. Also, to enable listed shipping companies and investors exchange views on the financial and capital markets and investor attitudes.



### 2nd Annual Global Derivatives Forum



**Thursday, September 9, 2010 - New York City**

Today's global derivatives markets are growing increasingly complex and sophisticated making it more important than ever to keep informed about trends and developments. The Capital Link Global Derivatives Forum provides a comprehensive review on the development, risk management, utilization and outlook of energy, commodities, credit, foreign exchange and equity derivatives.



### 3rd Annual Invest in International Shipping Forum - London



**Tuesday, October 12, 2010 - London**

The Forum, which is organized in cooperation with the London Stock Exchange, aims to provide investors with a comprehensive review and outlook of the various shipping markets and to raise the profile of shipping among the UK and wider-European investment communities. The Forum's target audience includes institutional investors and analysts, financial media, financial advisors, financial planners and stock brokers.



### 12th Annual Invest in Greece Forum Reforming Greece: Opportunities & Challenges



**Thursday, December 2, 2010 - New York City**

The Invest in Greece Forum, has been established as the main event that updates US investors on the developments, trends and outlook of the Greek economy, capital markets, stock market and its listed companies and presents the latest business and investment opportunities in Greece and the wider region. The Forum is organized under the auspices of the Ministry of Economy, Competitiveness and Shipping of Greece and in cooperation with the New York Stock Exchange, which also hosts the 'Greek Day' at NYSE with the Minister and the CEOs of the NYSE listed companies ringing the Closing Bell.



### 2nd Annual Greek Shipping Forum Accessing Capital in Today's Markets



**Tuesday, February 22, 2011 - Athens, Greece**

The Forum discusses the current trends in the shipping, financial and capital markets and focuses on the various alternatives for capital raising among public and private shipowners. Also, how to manage risk in today's global and highly volatile market environment. The target audience is the Greek shipping community, with listed and private companies, as well as members of the financial and investment communities.



### 5th Annual Invest in International Shipping Forum - New York



**Thursday, March 24, 2011 - New York City**

This is an investor focused event held annually in New York where the world's most influential CEO level executives of US and Foreign listed shipping companies gather and examine the macroeconomic issues that are shaping international shipping and further provide investors with a comprehensive review and outlook of the various shipping markets right after the companies' annual results. It aims to enhance the information flow between investors and shipping companies and increase the awareness of shipping to a wide investor audience.

### 10th Annual Closed-End Funds and Global ETFs Forum



**Wednesday, April 27, 2011 - New York City**

Now in its 9th year, the Capital Link Closed-End Funds & Global ETFs Conference has become a "must go" event for registered investment advisors, fund managers, private bankers, retail and institutional brokers, financial media and closed-end funds and ETF sponsors. Created for financial advisors and other wealth management professionals who want access to sophisticated strategies that suit their high-end clientele. The Forum also provides excellent opportunities for quality interaction and networking with a highly targeted audience of wealth management professionals.

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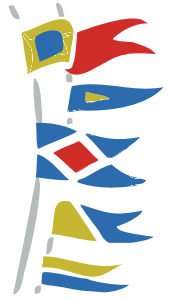
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## Capital Link Forum

**A unique track record of success  
Linking the business and investment communities of  
Greece and the United States**



**Upcoming Event**



**12<sup>th</sup> Annual  
Invest in Greece  
Capital Link Forum**  
**Reforming Greece: Opportunities & Challenges**  
Thursday, December 2, 2010 - New York City





# WELCOME TO A NEW INVESTMENT ERA

**By Dr. Paraskevi V. Boufounou**  
**President,**  
**Invest in Greece**

The Euro Med area, in which Greece is strategically positioned, is among the top three regions in the world for FDI, has the world's 3rd largest GDP, after North America and Western Europe, and has a population of 461 million people.

Today, as Greece positively responds to the critical challenges it faces, investors will discover a wealth of opportunities in a variety of sectors and industries. Investors will discover a new investment era, within an economy becoming more efficient, more competitive, and more outward looking.

Greece is proactively embracing a green economy as its core economic driver for the next decade and is well positioned to succeed in this forward-looking pursuit.

As our Prime Minister clearly stated recently: "Our goal was, and remains, to transform Greece into a thriving economy driven by green technology and investment in our natural and human resources."

Concurrently, structural reforms that simplify and streamline business creation, reduce red tape, and transfer procedures online are reshaping and upgrading the business and investment process.

Human capital forms the single, most dynamic competitive advantage in today's knowledge-based, global economy. Greece's highly experienced managers, well-trained scientists and engineers, and a well-educated, multilingual workforce, provide international investors with the skills and expertise they need to succeed.

Greece's strategic geographic location is ideally suited to tap into the promising markets of Southeast Europe and to reach the dynamic markets of the Middle East and North Africa.

In addition, abundant natural resources offer competitive advantages in areas including tourism, food and beverage, renewable energy, and other green economy sectors.

Foreign Direct Investment is a key pillar of Greece's new economic focus and Invest in Greece Agency is committed to being part of this sweeping advancement. We are dedicated to providing comprehensive services, assistance from A to Z, and full aftercare support.

The core of our mission is to provide one-stop-shop services so that all procedures, especially licensing procedures, are seamlessly coordinated through Invest in Greece.



**Dr. Paraskevi V. Boufounou**

In order to respond to the needs of today's investor, who is seeking value and clarity, Invest in Greece has prepared a portfolio of investment projects, an e-Book that details specific investment opportunities by sector, region, size, and type. In this way, we are able to offer investors a tailored business portfolio and tactical assistance throughout the investment process.

Greece welcomes investors to be positioned in a new era, an era of green growth, and sustainable development.

You may find more details and useful information at [www.investingreece.gov.gr](http://www.investingreece.gov.gr)

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# THE FUTURE OF THE GREEK ECONOMY IS IN OUR HANDS

**By Kostas Hatzidakis,  
M.P. B' Athens - NEW DEMOCRACY  
Responsible for Development and Competitiveness issues**

There has been no shortage of anxiety, concern and pessimism over Greece's economy. Indeed the Greek economy is in recession and for the first time in our history, Greece has asked the support of the IMF. It goes without saying that the only way out of this hard situation is to promote growth, investment and jobs. Of course the economy needs a strong and sustained adjustment program to correct fiscal imbalances and place debt on a downward path. However, at the same time, we have to boost competitiveness and growth and enhance our economy's capacity to produce and export.

Our first priority should be to immediately implement the new investment law and mobilize important tools, such as public-private sector partnerships. Especially with the PPPs, the government will manage to release public resources in order to be used in other sectors. The development of local airports as well as the FTTH (fiber to the home) project are two of the many examples that the PPPs could be successfully utilized.

At the same time, the Greek government should increase the absorption of EU structural funds. It has to push forward all those programs that aimed primarily at supporting small and medium enterprises which are the overwhelming majority of Greek enterprises. In order to ensure faster delivery of high-quality projects, a specific task force, consisting of representatives of all relevant Ministries, should be established in order to manage the EU structural funds and to negotiate with the European Commission the prospect of a 100% funding of some programs for the next couple of years.



**Kostas Hatzidakis**

Apart from these measures that will help the Greek economy sustain the current strenuous economic situation, the focus should be placed on long lasting structural reforms. At the end of the day, the goal is to create an economic environment that makes Greece an attractive place for domestic and foreign investment and leads to a reallocation of resources towards new industries and markets. This is the real challenge facing the Greek economy. And we have to address it by cutting red tape, combating corruption and the lack of transparency in public administration, liberalizing markets and moving public investment towards new areas that do not require low labor costs.

In particular, we should immediately adopt legislation establishing one-stop shops for starting new enterprises in order to cut procedures, costs and delays. At the same time, network industries should be immediately liberalized especially those related to the transport and energy sector.

Last but not least, privatizing some state enterprises is another important step forward. Limiting state control over some

state enterprises will bring money to the Greek state and at the same time will enhance transparency and efficiency and reduce losses.

There is no doubt that tackling the current economic problems is a tough challenge for Greece. But we have been through tough times before. We have faced civil war, dictatorship, severe hardships and we pulled through. The key is to stay united, work together, believe in our potentials, in our country's capabilities. As in a number of cases in the past, Greece will stand on its feet and move forward, to the heart of Europe, where it belongs.

# EVOLUTION OF IR DYNAMICS IN A MODERNISED CORPORATE ENVIRONMENT

**By Christos Megalou  
Chairman**

**Hellenic Bankers Association - UK**

In the first half of September 2008, the share price of Apple Inc. experienced a significant reduction. Financial analysts did not attribute this price decline to the poor financial performance of the corporation, the lack of strategic business development, or the weakening of the US economy but they claimed it was a result of the weak appearance of Apple's CEO, Steve Jobs. Investor relations ("IR") is the most important specialised function of public relations.

The professional organisation of investor relations officers, National Investor Relations Institute ("NIRI"), adopted the latest definition of the profession in March 2003. IR was defined as "a strategic management responsibility that integrates finance, communication, marketing and securities law compliance to enable the most effective two-way communication between a company, the financial community, and other constituencies, which ultimately contributes to a company's securities achieving fair valuation". The current definition moves away from the narrow marketing focus on sales and adds finance, communications and law to the IR activities. This is indicative of the changes the field of IR experienced at the beginning of the 21st century with several corporate scandals and changes in the securities regulations.

In the modernised corporate environment, IR has entered a new era, the synergy era. Both communication and finance skill-sets have significantly contributed to the evolution of IR. The goal of the function is the improvement of communication among the company, the investor community and the financial analysts. In addition to these changes, the profession is experiencing some new developments. In particular, I



**Christos Megalou**

would like to underline: the introduction of XBRL (eXtensible Business Reporting Language), the evolution of investor relations on the internet and the continued globalisation of investment markets. These ongoing developments have enhanced the transparency and the high-quality flow of information between the company and the public.

Establishing and coordinating the IR department of a company is a critical part of the strategy implementation. All corporations emphasise the importance of IR and seek to form groups which can act efficiently in favour of the shareholders and add value to the organisation by improving the corporate communication and the public reputation. Typically, IR consists of a person – Investor Relations Officer ("IRO") – who reports to the CFO or the Treasurer. In some companies, IR is managed by the public relations or corporate communications departments, and can also be referred as "fi-

nancial public relations" or "financial communications". Currently, all well acclaimed and competitive companies have a dedicated group of people focusing on IR and in most occasions this group is in cooperation and daily communication with the CFO. This has been proven to be the most efficient way of how the IR department should operate within an organisation.

In our days, the key objective of the IR department of a company should be transparency of information, easy access to corporate accounts and detailed financial information. During the current economic crisis and financial instability, it is crucial for the investor community to feel well-informed and financially safe. The IR story should be about the business and not the stock price.



# SUSTAINABLE DEVELOPMENT AND SOCIAL RESPONSIBILITY

**By Aggelos Stranis**  
**Public Relations & Corporate**  
**Affairs Director**  
**Hellenic Petroleum S.A.**

Corporate Social Responsibility has always been an integral part of HELLENIC PETROLEUM's operations. In the past few years, following a long standing policy, the Group has identified as one of its main priorities the contribution to the development and prosperity of local communities. This decision is carried into effect through an integrated CSR Program, designed to address the needs of citizens who live in the neighbouring communities, in Thriassio and West Thessaloniki. The Program includes a series of initiatives that focus especially on the fields of education, health, social solidarity and support for sensitive or disadvantaged social groups.

In this light, the two-year period of 2008-2009, has seen the implementation of a broad range of actions, many of which are now set on a yearly basis. In the field of education, it is worth mentioning the Reward Program for higher education entrants, from the neighbouring Municipalities of Thriassio and Thessaloniki, the donation of heating fuel to schools in neighbouring areas and the financial aid for a number of school activities and events.

HELLENIC PETROLEUM supports social cohesion in the local communities, through actions such as the "Let's go to Camp" Program, which offers free summer camp vacations to children coming mainly from large families and disadvantaged social groups, the donation of heating fuel to large families living in Thriassio and in Thessaloniki, the support of activities organised by municipal Open Care Community Services for Older People, the donation of food to necessitous families during Christmas and Easter, as well as various forms of support for other charitable institutions and agencies. In addition, in the field of health care, HELLENIC PETROLEUM implements a program that provides free preventive medical tests for senior citizens at specialized diagnostic clinics.

The Corporate Social Responsibility Program of HELLENIC PETROLEUM also includes support for sports and cultural activities, through the sponsorship of a wide variety of cultural and sporting events, local teams and athletic unions.

A significant part of the Group's actions aims to improve the quality of life in the neighbouring areas. This includes a major re-plant-



**Aggelos Stranis**

ing project on the Gika hill at Aspropyrgos, and along the ring road of the Municipality of Aspropyrgos. Also, the creation of two new playgrounds in the municipalities of Mandra and Aspropyrgos, as well as the renovation and development of sports complexes in the Municipalities of Menemeni and Evosmos. Also, HELLENIC PETROLEUM supports the efforts of local government authorities, through donations or financial aid to the neighbouring Municipalities, in order to upgrade their facilities and implement initiatives to enhance the quality of everyday life.

However, apart from the initiatives that are aimed at local communities, Corporate Social Responsibility is a concept which is entrenched in the entire corporate culture and strategy of HELLENIC PETROLEUM. For the Group, the objective of competitiveness in the field of energy production and supply is completely synonymous with the dedication to sustainable development, with a long-term perspective, in respect to the environment and actual contribution to the employment, economy and quality of life.

HELLENIC PETROLEUM applies a solid environmental policy with documented and measurable targets. It places emphasis on the strict adherence to environmental regulations and on the use of optimised best practices, whilst it also undertakes systematic initiatives to inform employees and raise their ecological awareness.

Lastly, HELLENIC PETROLEUM continues to invest in the cultivation of trust and mutual understanding in its relationship with its employees, by consistently applying a policy of equal opportunities and offering the possibility for personal and career development to all employees, without discrimination. It creates a safe working environment and implements modern training and development programs, which allow employees to expand their knowledge, qualifications and skills.

In an era which is characterised by uncertainty, rapid change and insecurity, HELLENIC PETROLEUM contributes, both responsibly and practically, to the sustainable development of the country and the areas in which it operates.

# POSITIONING FOR A NEW LANDSCAPE: TAX TACTICS IN A TIME OF CHANGE

**By Nicos Sofianos**  
**President**  
**Deloitte**

As institutions begin to emerge from the financial crisis and global economic downturn, they start to prepare for the recovery.

They are re-configuring business models to suit the new financial landscape, however, central to their recovery and resolution plans should be a consideration of the changing tax impacts of recent events.

In the new era of information exchange, the rapid increase in the cross-border flow of funds has allowed taxpayers greater freedom to move income and assets across national borders. In response to the risk of tax evasion, governments focus on closing the long-standing 'tax havens' and improving cross-border tax transparency in an effort to protect public finances and tackle budget deficits. Several countries have enacted law and directives intended to close perceived loopholes and so prevent tax evasion.

As providers of services and products, banks act as intermediaries and are able to provide invaluable information with regard to the tax status of their customers and the associated flow of funds. Financial institutions will have to support the tax authorities while preserving the privacy of their customers.

Following the global financial crisis there has been renewed demand for the establishment of a single international accounting standard but there are 'gaps' between the standard setters. Currently, the different requirements for accounting for uncertain tax positions affect tax accounting in the funds industry. The existence of different accounting standards causes technical and practical concerns.

Many of these tax accounting issues impact the financial services world – property revaluation, the treatment of single asset companies, and quasi-tax exempt entities such as real estate investment trusts.

Another challenge for banks is managing indirect taxes, such as VAT or GST in the many jurisdictions in which they operate. As the VAT systems vary from country to country (even within the EU), and compliance burden on global financial services businesses can appear overwhelming.

VAT can be an absolute cost to financial institutions, so they have to be precise in their payments in this area. Miscalculations of payments can lead to inefficiencies or even severe penalties.

Efforts for increased regulation and the drive for VAT standardization may lead to greater clarity in the long term, but in the short term, the net result has been more compliance and uncertainty.



**Nicos Sofianos**

Therefore, the task for VAT teams is to grasp the opportunity to shape ongoing VAT policy, whilst managing VAT on a transaction-by-transaction and country-by-country basis in this uncertain environment.

Furthermore, the financial crisis has affected the funding transfer pricing policies. Prior to the crisis funding could be obtained relatively cheaply and without difficulty in the wholesale money market leading banks to base their internal transfer pricing policies for funding around short term rates. But everything changed and the external sources of funding became scarce and expensive due to the financial crisis. Banks are currently facing a regulatory environment in the transfer pricing policies that may evolve considerably over the next several years. In short, there are various factors in motion that will have an impact on the rates of funding. The issue, however, is how tax authorities will treat these funding matters in different tax jurisdictions and whether differing approaches to the problems give rise to double taxation.

Lastly, institutions need to keep their eye on new regulations, including UCITS IV and Solvency II. The dawn of Solvency II in Europe, a risk-based approach to calculating regulatory capital in the insurance industry, will have an impact on capital management in the insurance industry and on insurers' tax profiles. Tax issues affect establishment of group structure and organization, development of new business operating models and tax regimes in the various countries.

Overall, tax functions will need to be integrally involved in Solvency II gap analysis and implementation programs as they will contribute to minimize tax leakage and to create value, and to prioritize resource allocation.

The adoption of the Undertaking for Collective Investment in Transferable Securities (UCITS) by the European Parliament aims to further strengthen the harmonized regime for investment funds, simplify operations and clarify competition in the European asset management industry. However, tax is considered to be an obstacle in the effectiveness of this directive. Matters of liquidations or mergers of management companies, transfer of contracts between entities cross border present tax implications depending on the jurisdiction. VAT distortions and transfer pricing considerations are key issues for tax authorities.

Lastly, financial institutions need to take into consideration tax implications while preparing the recovery plans for their re-entrance to the new financial landscape.

# SHORT SELLING, SETTLEMENT FAILURE AND FINANCIAL MARKET INTEGRITY: THE NEED FOR A BETTER COORDINATION IN THE EU TO FACE SYSTEMIC RISK AND MARKET ABUSE

By Dr. Dimitris Tsibanoulis,  
Senior Partner, Tsibanoulis & Partners Law Firm

The markets' behavior towards Government bonds has been excessively discussed this year. The Spanish attorney general considered beginning of May the attack on the Euro and the Spanish Government bonds as an act of 'economic crime'.

Naked short sales create important settlement risk and are considered as an independent means to depress the market through perpetration of a downwards price manipulation and as real risk to the stability of the market. According to the SEC Rule 10b-21, abusive naked short-selling falls under the general antifraud provisions being always illegal as part of a manipulative scheme: persons that deceive others about their intention or ability to deliver securities on time for settlement are liable. A settlement failure may cause serious disruption to the orderly operation of the market in the securities concerned. In addition, it might trigger a chain of defaults among highly leveraged market participants threatening the stability of the system. This applies especially in the case of securities offerings: potential buyers may lack sufficient confidence to match the increased supply at or near prevailing market prices and so securities prices can fall, further fuelling fears in the particular sectors/issuers being shorted and/or on a systemic level. A short selling strategy may become a rapid self-fulfilling prophecy resulting in the collapse of those targeted by the short sellers and potentially contagion of related securities. This may be the case even with Government



Dr.Dimitris Tsibanoulis

bonds, where the crisis may easily spill over from one country to another with similar financial characteristics.

An issuer raising capital may be particularly vulnerable to the negative impacts of short selling. There is an incentive for short sellers to attempt to drive down the securities' price below the issue price in order for them to (i) profit from their short selling strategy and (ii) support the supply of securities available for purchase, thereby improving their ability to close out their short positions. In this way, short sellers can make a low-risk profit to the detriment of issuers and passive investors. These risks are heightened where an issuer is depending on raising capital to fulfil its obligations, as continued confidence in the issuer might be more fragile. In these circumstances it is easier for short sellers to tip the securities price of an issuer into a downward spiral. Such a strategy can precipitate the collapse of an issuer, a company or even a State. In conjunction

with Credit Default Swaps, naked short selling without strict settlement discipline could have a devastating impact on an issuer.

To face settlement failures and to avoid gridlocks due to a lack of securities, Securities Settlement Systems must operate under strict settlement discipline rules and provide appropriate facilities to limit failures. Stricter settlement requirements can act as an effective regulatory tool to counter potential abusive short selling behavior. Having in place reg-



ulation for effective settlement – i.e. through securities lending, compulsory buy-in or close-out of failed trades, as well as monetary penalties – would discourage and deter abusive short selling practices. IOSCO's Technical Committee's Report on Regulation of Short Selling of June 2009 proposes, among other, that short selling should be subject (i) to appropriate controls to reduce or minimise the potential risks that could affect the orderly and efficient functioning and stability of financial markets and (ii) to a reporting regime that provides disclosure and timely information to the market or to market authorities. In March 2010 the Fixed Income Clearing Corporation (FICC) announced the publication of a new data series that indicates settlement fails for U.S. Treasury securities. These data are published daily and show the aggregate daily par value of "fails to receive" plus "fails to deliver" for all Treasury securities net settled by the FICC.

Regime governing Securities Settlement Systems is not har-

monised in Europe and regulations differ, despite the ECB-CESR Recommendations for securities clearing and settlement systems and for central counterparties in the EU of 2009. The recent crisis shows that there is a need to a harmonised approach of handling settlement failures at the end of the intended settlement date or recycling period due to lack of securities, in order to enhance the integrity of the Securities Settlement Systems and to face risks. Furthermore, regulators should stop ignoring CDS markets and oversee their operation from a market abuse perspective. In cross-border transactions cooperation of regulators is necessary. Same applies in cases where securities are traded in different markets, supervised by different regulators, and the settlement takes place in a Securities Settlement System regulated by a third or fourth regulator. Settlement rules should contain arrangements ensuring the timely discharge of the rights and obligations of parties to a transaction and to intervene where settlement doesn't occur.



## CORPORATE GOVERNANCE AND IRO'S

**By Babis Englezos**  
**President**

**Internet & Investors Association - SED**

In this environment of economic crisis found in Greece, it is necessary that we revise a lot of past practices that led us to failure and to economic collapse.

Institutions of capital markets should be reformed so that they can function more effectively than in the economic model of the past, which is responsible for the collapse of institutions and values in our country.

If we continue thinking and functioning in the same way, I am afraid that despite resorting to the support mechanism of the European Union and the International Monetary Fund and despite of the hard measures that will be taken, we will not be able to avoid total economic collapse and in ultimate bankruptcy.

Publicly traded companies, among which some of the biggest enterprises of the Greek economy are found, owe to lay new



**Babis Englezos**

rules of operations, relying on reciprocal confidence between big shareholders and minority shareholders.

Sound application of Corporate Governance and transparency for publicly traded companies, are the cornerstones on which we can build the future model which will lead us to economic growth and to the exit from the alleys of economic recession.

The role of IROs in this process of Greek capital markets' self-purgation, is particularly important, because they constitute the link between the executives and the investors-shareholders of the company.

For this reason, I particularly welcome the initiative of Capital Link to honor the distinguished IROs of Greece and Cyprus. I am certain that this noble rivalry will function positively and will contribute to the emergence of IROs as the protagonists of investors' confidence restoration towards publicly traded companies and the stock market.



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## HELLENIC PENSION MUTUAL FUND MANAGEMENT COMPANY (HPMF) COULD BECOME THE MAIN TOOL FOR INVESTMENTS OF ALL STATE ENTITIES OF GREECE

By John Kyriakopoulos  
Managing Director  
Social Security Fund AEDAK



John Kyriakopoulos

The globalization of the economy nowadays brings more complexity, risk, volatility and instability as ever, enhancing the interdependence among different markets and financial environments. Professional management of social security (pension funds) assets has become a prerogative to ensure successful longevity of all social security systems around the world, fostering social prosperity and cohesion in modern societies today.

The primary objective of Hellenic Pension Mutual Fund Management Company (HPMF), which has been successfully operative for the last ten years, is **to man-**

**age mutual funds**, abiding to the Legal framework of Mutual Funds Management Companies in Greece. The Hellenic Capital Market Commission is the regulatory authority which supervises all types of companies with investment purpose in Greece, among which are those managing mutual funds ( HYPERLINK "<http://www.hcmc.gr>" [www.hcmc.gr](http://www.hcmc.gr), HYPERLINK "<http://www.agii.gr>" [www.agii.gr](http://www.agii.gr)). Abovementioned legislative framework incorporates all European Legislative initiatives (regulations & directives), namely the Market Abuse, the Prospectus, the Transparency, the MIFID Directive, UCITS rules, etc.

Our company incorporates all principles of corporate governance in order to build a sustainable and proactive environment of trust, integrity and fidelity with social security institutions.

**Our mutual funds management strategy is tailor-made to long term approach based on fundamentally safe & sound investments with as limited as possible exposure to risk** : Our optimal purpose is to ensure the Pension Funds of Greece for our accountability, transparency and expertise and genuinely become "their own" Mutual Funds Management Company, as implied by law.

Our company manages so far two (2) Mutual Funds, a Bond Fund (HEPEBDD GA, Bloomberg quotation) and a Balanced (mixed) Fund (HEPEBLD GA, Bloomberg quotation) respectively, with domestic exposure which were inceptioned in 2002 and 2003. Their historic performance since inception brings them to **the top of their class category**, varying though when compared in shorter time fractions. (Source: Association of Greek Institutional Investors HYPERLINK "<http://www.agii.gr>" [www.agii.gr](http://www.agii.gr))

The company has the following functions (Law 3586/2007, No. 13 par.3): The inception & management of mutual funds and the administration of mutual funds, with secondary supportive services (financial, legal, accounting, client support, etc). The company is by law monitored by its Internal Auditor and by outside external auditors responsible for the monitoring of each mutual fund respectively. The funds are under custody of a prime bank, currently the National Bank of Greece. Within its capacity as a depositary it safeguards the assets of the fund and performs its duties in accordance to instructions of the company, as art. 28 of law 3283/2004 stipulates

### Mutual Funds Under Management :

Balance Fund –Domestic & Bond Fund- Domestic . The purpose of the funds as well as their investment policy is to achieve the highest return at minimum risk through a carefully balanced portfolio of sufficient dispersion in domestic financial instruments. The fund management is active, correlated to an effective benchmark but not adjusted to a predetermined ratio so as to be proactive and successfully challenge market volatility.

The composition of HPMF's **Board of Directors** is prudently *encompassing proportionate participation of all "social partners"*. It is consisted of (9) nine members that represent the largest Pension Funds of Greece, the National Bank of Greece, the Ministry of Labor and Social Security, the Ministry of Finance, G.S.E.E. & jointly S.E.B and ESEE. It guarantees necessary transparency and legitimacy objectives of the company, namely to successfully manage the assets of the pension funds, improve the social security financial status, its economic growth and finally the social welfare and cohesion.

The Investment Committees of the company are collective bodies purported to support the work of the Board on issues related to investment portfolio management of assets managed by Mutual Funds. The investment policy of the fund is effected by outsourced external co-managers, in collaboration with the Investment Committees. These committees meet monthly with the presence of managers and monitor the portfolio of Mutual Funds (monthly performance, competition with the market, allocation, executed orders, etc). The committees assess the portfolio performance and discuss the future strategies and planning by the managers. \_

### RECENT DEVELOPMENTS

In July 2009 our company became fully compliant to Law 3586/2007, by adjusting its capital as following :

The share capital of the company increased to 3,000,000 euros without further capital inflow due to capitalization of retained earnings, since so far low administrative costs and successful management of assets has led to a total capital gain of approximately 1.800.000 euros in the last 9 years of operation.

The total participation of Social Security Funds (IKA, OGA & OAEE) was increased to 80% due to conveyance of 20% of National Bank of Greece to them.

Our clients-social security funds have increased for 7 to 21 and the total assets under management increased by almost 225 million euros, an increase of more than 40% as to initial assets under management.

### THE FUTURE PERSPECTIVE OF HPMF

Due to current developments, without further due, we have to arise to the expectations of the Hellenic Society, as well as of the International Community, for more transparency, integrity and effectiveness.

**We can become the most effective "tool" for all other Public Entities that belong to numerous Ministries and to the Greek State in general, (Municipalities, the Church, Foundations, Endowments etc) and manage their assets at the same low cost, efficiency and, most important, transparency as we do with greek pension funds so far.**

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# NEED TO SEEK A NEW BALANCE BETWEEN THE IMPOSITION OF MORE INTENSIVE SUPERVISORY LEGISLATIVE AND REGULATORY MEASURES IN THE FINANCIAL MARKETS AND THE MAINTENANCE OF MARKET FREEDOM



**By Hercules Roypas**  
**President, Association of Companies**  
**on Investment Services and Securities**  
**Chairman, Momentum Investment Services S.A.**  
**Director, [www.momentum.gr](http://www.momentum.gr) – Economic Site**

It is becoming apparent that the current crisis has basically identified a turning point for the greater part of the fundamental –as we were accustomed to identifying them- procedures governing international financial markets. It is essential that we understand that the current turmoil has created the immediate need to seek a new and delicate balance between the imposition of more intensive supervisory legislative and regulatory measures and the maintenance of market freedom. Historically, crises cause reactions both legislative and other, which although during the given moment tend to act as a corrective measure, under a long term perspective play an integral part in the formation of further market inefficiencies should they exceed the guidance boundaries. It is imperative that in order to "ride" the present crisis without falling in to the pre mentioned trap, the necessary equilibrium be achieved.

When tackling the issue of financial market reform, the main aspects to be addressed can be pin pointed as follows:

- Credit level remains insufficient.
- Restructuring bank balance and consequent recapitalization should be of the outmost importance.
- Existence of flaws in the monitoring and supervision of financial markets. Stronger European supervision required.
- Enhanced regulation of alternative investment vehicles.

When targeting the above system flaws it is necessary to mention the question of "market efficiency" and the notion of "perfect competition". Should these aspects be addressed in a balanced and comprehensive way, there is a possibility that systemic risk can be curtailed to the extent that enhanced supervision can alleviate some of the existing imperfections. Overall reform however, should begin through the establishment of a European Supervisory Agency to monitor adherence to imposed legislation, taking into account however, specific national financial markets' differentiations.

One should not forget that the current crisis originated not because of lack of legislative measures, but due to attempts by national legislatures to lax rules of specific mandatory requirements of hedge funds in particular. In doing so and succumbing to group pressures, both the Fed, as well as Congress participated in the creation of the biggest financial market flaw since 1929. The key to new reform is monitoring and supervision in conjunction with the "true enforcement" of controls and specific checks and balances.



**Hercules Roypas**

In understanding the present situation, I believe that a clear distinction has to be made between market efficiency and market concentration. It is a clear misconception to believe that the necessary restructuring should involve market concentration. The MiFID regulation, although addressing key issues pertaining to investor protection as well as other matters, failed to protect market efficiency through indirectly promoting control through concentration. Events thus far have made it abundantly clear that had the market held on to the pluralistic aspect of investing, it would possibly have managed to alleviate some of the tension due to the "vicious cycle" caused by the spill over of toxic assets. It is no coincidence that smaller banks face lesser problems and have a better chance of riding out the crisis than large "toxic" multinational institutions.

Having said the above, special attention should be placed to the fact that although the crisis is leading to consolidation of major players through mergers and buy outs, during the next phase of the cycle there will

be a need of market pluralism. Consequently any legislative measures should aim at changing the overall approach of market mechanics. It was the distorted notion of market pluralism in terms of products (structured products, short selling etc) and lax monitoring and not in the number of participants involved that led to the Credit Agency "fasaad". Rightly so, the need to establish new guidelines and supervisory procedures for these agencies should not be underestimated. Here too a central agency role should be established for the European financial markets, in parallel with the overall monitoring agency.

The concept of "alternative investment vehicles" is fairly new to the financial markets. Hedge funds, Private equity funds as well as Sovereign funds have in the past ten years played a crucial role in basically substituting conventional institutional investors as well as the retail dynamic. The tax incentive distortions, coupled with loose monitoring procedures, have led to the current turmoil. Regulation of such entities is of outmost importance if a new sound financial system is to re emerge from the present crisis. Insider information, as far as investment flows is concerned as well as other types of anti market practices have created a non investment friendly environment. I therefore believe that proposed actions to prevent another market vicious cycle from emerging should not involve only the U.S. but Europe as well, especially in view of the existing sovereign debt crisis. The present crisis however severe, presents a unique opportunity of recreating a financial industry with "fairness, social cohesion and transparency".

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### Cleaner fuels – Better air for all

The HELLENIC PETROLEUM Group is always one step ahead in the adoption of the strictest EU specifications with an aim to improve the quality of fuels that reach consumers.

As a result of the production and distribution of cleaner fuels, sulphur dioxide emissions produced by vehicles in Greece were reduced by approximately 78% over the period 2003-2006.

### Responsible operation, less air emissions

HELLENIC PETROLEUM fosters the use of cleaner fuels consumed at its plants, and applies modern antipollution systems to limit air emissions from its facilities.

Today, air emissions from all three refineries are lower than the limits established by the State. Total sulphur dioxide emissions from the Elefsina, Aspropyrgos and Thessaloniki refineries have been reduced by 60% over the last five years and their amount is 70% lower than the quantitative limits set by the state.

### Saving energy, taking actions to reduce CO<sub>2</sub> emissions

Over the last 30 years, HELLENIC PETROLEUM has been investing in projects and technologies to save energy, while it has taken actions to reduce carbon dioxide (CO<sub>2</sub>) emissions.

- According to recognised international indicators, the Group's refineries operate at excellent energy-saving levels.
- The operation of combined heat and power units at the Aspropyrgos and Thessaloniki refineries, which cover 48% of the needs in power, help to annually avoid CO<sub>2</sub> emissions of 305,000 and 30,000 tons, respectively.
- The contribution of the Group's refineries to emissions only represents 2% of those at country level, despite the increased consumption of energy required for the production of cleaner fuels.
- New energy-saving investments of 60 million euros have been planned for the period 2009-2011.

### Energy from nature to man

In 2006, HELLENIC PETROLEUM incorporated the company HELLENIC PETROLEUM-RENEWABLE ENERGY SOURCES SA, with the purpose of participating in investments to produce and distribute energy from renewable sources.

### Investing in a better environment

Confirming its commitment to sustainable and environmentally friendly development, HELLENIC PETROLEUM is planning important investments of about 1.5 billion euros, to modernise the Elefsina and Thessaloniki refineries. Through these investments, the Elefsina refinery will be able to produce 100% clean products, while reducing local air emissions by up to 85%. In parallel, the Thessaloniki refinery for the production of fuels low in sulphur reduces local air emissions by 55%.

Over the last five years, we have invested 200 million euros in environmental projects, while our plans include new projects over 100 million euros to be implemented by 2012, with the aim of further improving the environmental performance of the refineries.

Environmental protection is a responsibility and a priority to the HELLENIC PETROLEUM Group, in all its business activities. This is why the Group is actively participating in global efforts to deal with climatic changes and protect our planet, consistently contributing to sustainable development.



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# CSR THE VEHICLE TOWARDS SUSTAINABLE DEVELOPMENT

By Nikos Analytis  
Chairman  
Hellenic Network for CSR

Until a few years ago, the dominant perception about the role of businesses was good financial performance for the benefit of their shareholders, compliance with legislation and improvement of their competitiveness.

Today, we have entered into the era of knowledge, of new technology, of information and instant communication, of pluralism and increased expectations.

We see that the complex role of businesses is more and more raised and expanded, the coexistence of businesses and society is highlighted. The responsibility of businesses and their contribution to social progress beyond legislation is raised.

All these do not revoke the traditional role of business. They simply make business activities more complex, with higher responsibility for the natural environment, the local societies, the employees.

In this framework CSR emerges as the only vehicle that could lead businesses towards sustainable development.

Let me first explain what CSR is. It is not just old ideas warmed up. It is not a fad for which there is not a commonly accepted definition.

The reasons of not having a common definition are several. Businesses belong to different sectors, have different sizes, operate in different countries with different cultures and backgrounds. All these do not allow a fit all definition.

The prevailing definition is described as "a concept whereby companies integrate social and environmental concerns in their business operations and in their interaction with their stakeholders on a voluntary basis."

Another way of looking at it would perhaps help more.

## WHAT IT IS NOT

**Compliance with legislation.** One would - without saying - expect companies to comply with legislation. Compliance with legislation is a must. Is an obligation.

**Philanthropy and business sponsorships.** These are a very small part of CSR.

Past ventures in corporate philanthropy or good works were largely individual initiatives, whereas CSR includes a much wider spectrum of activities.

**Public Relations.** People think that CSR is public relations or window-dressing. This is a wrong perception. Perhaps, sometimes there is a thin line between the two but for certain CSR is not Public Relations.



Nikos Analytis

**Contradiction to the main business objective.** When we speak about CSR we never forget the main purpose for the existence of businesses. The production of wealth.

## WHAT IT IS THEN

**Investment to credibility and trust.** By applying CSR in their everyday activities businesses invest on the long-term credibility and trust of their consumers and the communities in which they operate.

**Transparency and continuous dialogue.** Businesses should have a continuous dialogue with their stakeholders and all their transactions should be transparent.

**Interrelation of values and business strategy.** Their business strategies should inter-relate with specific values and principles with the emphasis given to what creates added social and environmental value and long-term prospect.

So, CSR comprises both a set of beliefs and a programme of action. Its message is that modern businesses, large and small, should redefine their role, their objectives and their mission. They should pursue a common goal, which all stakeholders share, and this is Sustainable development.

## Sustainable development

The term was firstly introduced by the Brundtland Committee, which coined what has become the most often-quoted definition and which is "the development that meets the needs of the present without compromising the ability of future generations to meet their own needs".

Sustainable development has three distinct dimensions which are usually referred to as "triple bottom line". These cover the Economic, Environmental and Social performance of a company. In this respect businesses are urged to set objectives, and measure their performance in relation to all three rather than focusing narrowly on short term profitability and shareholder value.

Only by acting in this way can businesses respond to what are now the expectations of the society and earn their social license to operate.

Hence, CSR on balance is good for profitability, it brings support and deflects hostile criticism, allows greater loyalty among employees and customers, helps to attract qualified and well-motivated recruits, provides acceptance by the society.



## CORPORATE PROFILE

**F**ounded in 1998, HELLENIC PETROLEUM is one of the leading energy groups in South East Europe, with activities spanning across the energy value chain and in 11 countries. Its shares are primarily listed on the Athens Exchange (ATHEX: ELPE), and its market capitalisation amounts to about \_2.5bn (\$3.4bn). In 2009, Group adjusted net earnings amounted to \_150m, on total revenues of \_6.8bn. HELLENIC PETROLEUM's key shareholders are the Greek State (35.5%) and Paneuropean Oil and Industrial Holdings S.A. (39.5%), with the remaining 25% free float split between institutional (16.5%) and private (8.5%) investors.

Refining is the Group's core business, accounting for over 70% of total assets and profitability. HELLENIC PETROLEUM owns three of the four refineries in Greece, with a c.70% share of the Greek wholesale oil products market.

The Group is the domestic marketing leader as well, through its fully-owned subsidiaries EKO and Hellenic Fuels (former BP Hellas)., EKO's activities comprise a retail network of some 1,200 service stations throughout Greece as well as LPG, industrial, aviation and marine fuels and lubricants businesses. The recent acquisition of BP's Ground Fuels business activities in Greece (which has been renamed to 'Hellenic Fuels') further enhanced the Group's domestic position in marketing. The deal included BP's nationwide network of 1,200 branded service stations, storage facilities of 170,000m<sup>3</sup>, as well as the commercial and industrial supply business.

HELLENIC PETROLEUM is a leading player in SE European markets. The Group owns the sole refinery in the Former Yugoslav Republic Of Macedonia (FYROM) and is one of the key fuels marketing players in Cyprus, Serbia, Bulgaria, FYROM, Montenegro, Albania, Bosnia and Georgia, via a network of more than 300 retail petrol stations.

HELLENIC PETROLEUM owns exploration assets in Egypt, Greece and Montenegro. Currently, the E&P operations are focused on Egypt, where the Group is the operator of the West Obayed block (100% stake) and participates with a 30% stake in a consortium that has been awarded the Mesaha block in Upper Egypt.

HELLENIC PETROLEUM is the sole petrochemicals producer in Greece, with operations integrated with its refineries. Domestic market shares are in excess of 50%, while exports account for almost 60% of sales. Key products are polypropylene, BOPP film, PVC, solvents and inorganics.

HELLENIC PETROLEUM has entered into a strategic alliance with Italy's EDISON, to create one of Greece's leading power producers. ELPEDISON, the recently formed 50/50 joint venture, targets a power generation portfolio of 1,500-2,000MW, out which a 390MW CCGT plant is already in operation and a new 420MW CCGT plant is expected to start operations in 2010. Moreover, ELPEDISON is currently evaluating opportunities in renewable energy sources.

HELLENIC PETROLEUM owns a 35% stake in Greece's incumbent gas company, DEPA, which is the sole natural gas importer and wholesale supplier in the country. DEPA fully owns DESFA, Greece's natural gas grid owner and operator, and 51% of each of the local supply companies (EPAs).

HELLENIC PETROLEUM actively participates in the development of key oil & gas transit pipelines. The Group is part of the consortium that is developing and will operate the Burgas-Alexandroupolis pipeline and through its 35% stake in DEPA it participates in the development of the Italy-Greece-Turkey, Greece-Bulgaria and South Stream natural gas pipelines.

## CSR IN THE TIMES OF GREEK CRISIS

**By Yannis Freris**  
**Head of the CSR Working Group**  
**of the European Association**  
**of Communication Directors (EACD)**

I will not begin by confirming that recession has pervaded our daily existences as international in scope is now considered particularly national. Rather, the crisis now represents a golden opportunity of international magnitude for the Greek School of Corporate Social Responsibility to: a) be created and b) make its own history. Up to now, the Greek CSR has not shown any particular evidence that it had a national identity.

At this phase of its progress, corporate social responsibility in Greece has shown – through the actions of companies that have seriously grasped this issue – quality characteristics that allow Greek companies to hold their own when compared internationally. This has to do with their adaptation of standard norms which do not deviate from, but fall in line with these policies which is now why they are shining examples of international success and acclaimed, as examples to be followed.

Nevertheless, the present reality in Greece is characterized by an exceptionally severe national recession that is continuously assuming social characteristics as well as accelerating in pace. It would be highly desirable if the Greek business community's CSR would give us examples that they have a conscience by adjusting their policies to current recessionary conditions. In other words, standard policies that under normal conditions were considered normal corporate practice now must give way to new ones that clearly show that the business community realizes the severity of the crisis.

A basic criterion is the lack of time to reformulate a plan of action. The monkey on the executives' backs regarding CSR is that they must present alternative ideas before they are asked to do so by company management and especially before the recession comes knocking on their own office doors. Before a newly-



**Yannis Freris**

downsized colleague of theirs knocks on their door to bid them farewell, it would behoove those same executives to have the courage to step outside their own doors and into the real world; gathering images, making impressions and drawing conclusions.

In particular, the required alternative solutions do not have to be original but should address certain behavioral patterns the Greek community no longer follows and are now just relics of old practices that were once considered *de rigueur* in the days of our grandparents.

A while back in Mesolonghi, I was standing just a few meters from the President of the Republic while he reminisced about how his generation successfully

overcame every crisis it faced. It would have been wise for those who were jeering the Prime Minister and his reference to all those grandparents who were willing to jettison their own pensions in order to keep the ship of state from sinking, to regard the manner in which their grandparents think as a model for the young. They were standing (much easier than we were) one next to the other and were partaking (much easier than we were) in the staff of life because they have seen the rule, "whoever falls before you means that you're next" come to pass all too many times.

Though I need more time to comment on this, I would like to conclude by stating that I believe the crisis we are all experiencing is a long-term crisis regarding healthy citizenship before it festered into one of economic policy. From the "citizens - corporate executives" and "corporations – corporate citizens", I am entitled to and should expect new breakthroughs that will make us consciously aware of the fact that this proliferation of contrivances to help us deal with the recession is actually part of the patriotism of Greek executives.



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# BUILDING THE ROAD TO RECOVERY

**By Donald Black**  
**Vice President of Marketing**  
**Barron's Magazine**

This is a time of great challenge for Greece and its people. While the debt crisis is straining the resources and the resolve of governments around the globe, Greece feels the greatest stress at the moment. Thus, it is right to begin by saluting the business leaders who are working hard to rebuild confidence in Greek corporate shares and bonds. They are building the future well-being and security of Greece by their focused and persistent labor dedicated to putting the financial accounts of the country on a solid footing.



**Donald Black**

There are those who blame the markets for today's economic ills. This illusion may comfort the unsophisticated, but it is dangerously misleading. Because it assumes markets are somehow irrational and beyond our will to control our circumstances.

In fact, markets are an implacable mechanism for seeking out truth. When buyers and sellers trade a stock or a bond, the pure value of that instrument is determined in the moment. At that instant, the financial instrument is analyzed for its inherent value – or lack thereof – and pricing is decided. If the instrument is determined to be deficient in any aspect, the price goes down. If it is seen to store uncovered value, the price goes up. In an era of high-frequency trading and exotic derivatives, we should always remember how simple trading really is. Because then we understand how best to interact with the market. And that gets to truth and trust, and that also gets to the most important job of any investor relations officer – expressing the values of your company in a coherent, consistent and compelling way.

IROs should be writing communications plans now to repair the connection of trust between corporates and investors that has been undermined in this economic crisis. This is an essential exercise if you are to build a corporate reputation that can nurture and sustain your company in the market in

years to come. Nothing can repair what's happened in the past. The key is to lay the foundation for effective corporate communications going forward.

At Barron's, we have long advocated corporate advertising as an effective means for informing investors of a company's strategic goals and its success in meeting them. Corporate advertising allows you to distribute a crafted message, to the right audience, at the time of your choosing. Now more than ever, clear and compelling communication is needed to inform the public of your com-

pany's worth, and corporate advertising can be a powerful element in such a program. To be sure, corporate advertising is but one of the array of tools available to IROs, including road shows, one-on-ones with institutional holders, public relations and so on. But, importantly, corporate advertising can serve as the touchstone from which all these other efforts can effectively spring. It holds the parts together and makes all your communications a unified whole.

Many companies today face not only economic crisis but also a crisis of confidence. That crisis of confidence has, in many instances, been created by a lack of transparency in the representation of their underlying financials and even by the application of accounting methods designed to mask performance shortfalls. As a result, many investors have fled risky assets and markets and taken their money with them.

Only rigorously transparent, clear and convincing communications about a company and its prospects will bring them and their investible assets back. It is up to IROs in Greece and around the world to engage vigorously in this dialogue with investors, telling them of the values they offer in the marketplace. Your effective corporate communications plan is the beginning and the bedrock of your company's future success.



# RESEARCH & RANKINGS

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CAPITAL LINK

Greek

# IR Awards®

Greek Investor Relations Awards '09

Handbook Sponsors



# THE CONCEPT of the Annual Greek IR Awards

**Capital Link** continues with the Annual Investor Relations Awards, a concept it introduced to the Greek market in 2003 and is now well established in most developed markets. Capital Link is conducting the IR Awards in Greece on an annual basis following the same principles and procedures.

The objective of the Awards is to identify and publicly acknowledge those companies and individuals who adopt and follow high standards in the fields of Corporate Governance, Financial Disclosure and Investor Relations. Also to raise the profile and significance of the function of Investor Relations among listed companies and contribute to its further development in Greece.

## EVENT SUPPORTERS

The IR Awards are organized by Capital Link with the support of FTSE, the independent company, owned by the Financial Times and the London Stock Exchange, and world-leader in the creation and management of over 100,000 equity, bond and hedge fund indices, the Athens Stock Exchange, the Association of Greek Institutional Investors, the Union of Listed Companies, the Association of Athens Stock Exchange Members, the Invest in Greece Agency, the Hellenic Bank Association, the Internet & Investors Association (SED), SEDYKA, the Hellenic Association of Certified Stockmarket Analysts (HACSA) and the Hellenic Bankers Association –UK.

## EVALUATION PROCESS

The Awards are based on nominations and voting carried out by a Committee of 40 market participants from different segments, which include members from the 8 largest securities firms in Greece, the 8 largest mutual fund management companies in Greece, 10 financial journalists, 8 foreign institutional investors and analysts, and 6 personalities specializing in the Corporate Social Responsibility.

The collection and evaluation of the Nominating Committee is guaranteed by the international well known audit firm DELOITTE in conjunction with the Law Office Tsibanoulis & Partners in order to ensure the transparency of the procedure.

## MEDIA SPONSORS

The 2009 IR Awards receive significant publicity in Greece and abroad through Capital Link's network of cooperations as well as through the financial media supporting the event.

International Financial Media Partners covering this year's Awards are Barron's , Institutional Investor and Balkan Business News ([www.seebbn.com](http://www.seebbn.com)).

Greek Communication Media Partners include the newspapers Axia, Athens Plus and Herald Tribune – Kathimerini ( English Edition), the websites [www.axiaplus.gr](http://www.axiaplus.gr), the SBC Business TV Channel which covers the whole event and "Enimerosi" – a Press Releases indexing company.

Cypriot Communication Media Partner is the business newspaper Financial Mirror (in English).

## AWARDS CEREMONY

The 2009 Greek IR Awards take place on Monday, May 31st, 2010 in a special ceremony at 5:00pm at AIGLI ZAPPEION (Conference Room: OLYMPIA).The Minister of Economy, Competitiveness & Shipping, Mrs Louka Katseli honored us with her presence and opened the ceremony with an inaugural speech.

The Awards are presented by distinguished representatives of the Greek Government, as well as senior representatives of the Greek and international exchanges, other capital market and financial media organizations, international banks and other significant market participants.

## HANDBOOK OF IR & IR WHO-IS-WHO IN GREECE

Capital Link publishes a Special Journal of 120 pages including articles on key topics on the function of Investor Relations and its application in Greece and a WHO-IS-WHO of all IROs and IR contacts of Greek listed companies, which is widely distributed in Greece and abroad and is also available in electronic form.

For the first time this year, because of the close cooperation of the Athens and Cyprus Stock Exchanges we enriched the Greek Investor Relations Managers Handbook with the respective data for the Investor Relations Managers of the 20 Cypriot listed companies with the largest market capitalisation according to FTSE/CYSE 20.

## IR AWARDS SPONSORS

This year's sponsors are: Akros Consulting GmbH & Co, Bank of New York Mellon, Hellenic Petroleum S.A. and Proton Bank.

## IRO HANDBOOK SPONSORS

Bank of Cyprus and Coca Cola Hellenic Bottling Company are the sponsors of the Handbook & WHO-IS-WHO of all IROs and IR contacts of Greek and Cypriot listed companies.



# NOMINATING COMMITTEE

The 2009 Greek IR Awards Nominating Committee comprises of 40 market participants from different segments of the market, which include members from the 8 largest securities firms in Greece, the 8 largest mutual fund management companies in Greece, 10 financial journalists, 8 foreign institutional investors and analysts and 6 personalities specializing in the field of corporate social responsibility.

The collection and evaluation of the Nominating Committee is guaranteed by the international well known audit firm DELOITTE in conjunction with the Law Office of Tsibanoulis & Partners in order to ensure the transparency of the procedure.

FTSE, the Athens Exchange, the Association of Greek Institutional Investors, the Union of Listed Companies, the Hellenic Bank Association, the Association of Athens Stock Exchange Members, the Hellenic Association of Certified Stockmarket Analysts, the Invest in Greece Agency, the Internet Investors Association (SED), SEDYKA the Hellenic Bankers Association –UK and Capital Link are not part of the Committee and they have no involvement with the nominations and voting.

The Nominating Committee Members are listed below alphabetically by surname under their respective categories:

## NOMINATIONS BY THE GREEK SELL SIDE

1. Mr. Manos Giakoumis, EUROXX Securities S.A.
2. Mr. Ioannis Kalantzis, Eurobank EFG Securities
3. Mr. Theodoros Ritsos, National P& K Securities S.A.
4. Mrs Natassa Roumantzi, PIRAEUS Securities
5. Mr. Manoussos Stathoudakis, ALPHA FINANCE Investment Services S.A.
6. Mrs Joanna Telioudi, HSBC Pantelakis Securities S.A.
7. Mr. Constantinos Theodorou, CHEUVREUX
8. Mr. Constantinos Zouzoulas, AXIA Ventures Group

## NOMINATIONS BY THE GREEK BUY SIDE

1. Mr. Vassilios Antoniadis, ALICO Mutual Fund Co.
2. Mr. Marios Christodoulou, EFG Mutual Fund Management Co.
3. Mr. John Kyriakopoulos, Hellenic Pension Mutual Fund Management Co.
4. Mr. Dionissios Linaras, ATE Mutual Fund Management Co.
5. Mr. Alexandros Sofikitis, NBG Asset Management Mutual Funds SA
6. Mr. Yiannis Tsainis, AMUNDI HELLAS

7. Mr. Alexandros Varlas, Alpha Trust Investment Services S.A.
8. Mr. Ioannis Vezanis, HSBC(Hellas)AEDAK

## NOMINATIONS BY INTERNATIONAL INVESTORS

1. Mr. George Athanasakis, DEUTSCHE BANK
2. Mr. Heiner Luz, GOLDMAN SACHS
3. Mr. Andrea Dal Negro, CREDIT AGRICOLE – CHEUVREUX INTERNATIONAL LTD
4. Mr. Alexander Kyrtis, UBS
5. Mr. Lambros Papadopoulos, CITIGROUP
6. Mr. George Patras, BANK OF AMERICA MERRIL LYNCH
7. Mr. Stefanos Papapanagiotou, CREDIT SUISSE
8. Mr. Anastasios Thanopoulos, MORGAN STANLEY

## NOMINATIONS BY FINANCIAL MEDIA

1. Mr. Nikolaos Chios, EURO2DAY.GR
2. Nikos Chrissikopoulos, KEFALEO
3. Mr. Christos Ioannou, ELEFTHEROTYPIA
4. Mr George Katikas, XRIMATISTIRIO
5. Mr. Stefanos Kotsamanis, METOCHOS
6. Mr. Vassilis Koulouris, O KOSMOS TOU EPENDITI
7. Mr. Tasos Mantikidis, TO VIMA TIS KURIAKIS
8. Mrs. Sofia Rodopoulou, SBC - SATELLITE BUSINESS CHANNEL
9. Mr. George Stouraitis, EXPRESS
10. Ms. Julia Zafolia, NAFTEMPORIKI

## NOMINATIONS BY CSR COMMITTEE

1. Mr. Nikolaos Analytis, Hellenic Network for Corporate Social Responsibility
2. Mrs Christina Damoulianou, KATHIMERINI
3. Mr. Ioannis Freris, European Association of Communication Directors
4. Mr Stelios Zontos, LEO BURNETT
5. Mr. George Zoumbos, AMACON Group
6. Mrs Betty Tsakarestou, Panteion University, Dept. of Communication, Media & Culture



# AWARD WINNERS

## GRAND IR AWARD



**COCA COLA HBC S.A.**

## BEST IR OFFICER

**GEORGE TOULANTAS**



**COCA COLA HBC S.A.**

## BEST IR OFFICER WITH INTERNATIONAL INVESTORS

**DIMITRIS NIKOLOS**



**EFG EUROBANK S.A.**

## BEST IR OFFICER WITH SELL SIDE

**GEORGE POULOPOULOS**



**PIRAEUS BANK S.A.**

## BEST IR OFFICER WITH BUY SIDE

**SPYROS BALEZOS**



**MOTOR OIL  
(HELLAS(CORINTH  
REFINERIES S.A.**

## BEST CORPORATE GOVERNANCE



**TITAN CEMENT COMPANY S.A.**

## BEST CORPORATE SOCIAL RESPONSIBILITY



**COCA COLA HBC S.A.**

## BEST IR WEBSITE



**COCA COLA HBC S.A.**

## BEST IR OFFICER WITH FINANCIAL MEDIA

**TAKIS CANELLOPOULOS**



**TITAN CEMENT COMPANY S.A.**



**BEST IR OFFICER  
WITH FINANCIAL  
MEDIA**

**DIMITRIS TZELEPIS**



**HELLENIC  
TELECOMMUNICATIONS  
ORGANIZATION (OTE S.A.)**

**BEST IR OFFICER  
WITH INDIVIDUAL  
INVESTORS**

**DIMITRIS TZELEPIS**



**HELLENIC  
TELECOMMUNICATIONS  
ORGANIZATION (OTE S.A.)**

**BEST IR OFFICER  
WITH INDIVIDUAL  
INVESTORS**

**NIKOS POLYMENAKOS**



**OPAP S.A.**

**BEST IR BY A LARGE  
CAP COMPANY**

(FTSE/ASE - 20)



**COCA COLA HBC S.A.**

**BEST IR CYPRUS  
STOCK EXCHANGE**

(FTSE/CYSE -20)



**BANK OF CYPRUS PUBLIC  
COMPANY LTD**

**BEST IR BY A MID  
CAP COMPANY**

(FTSE/ASE - 40)



**HELLENIC EXCHANGES S.A.**

**BEST IR BY A SMALL  
CAP COMPANY**

(FTSE -ASE 80)



**KORRES NATURAL PRODUCTS**

**BEST IR  
BY A SMALL CAP  
COMPANY  
(AMONG ALL OTHER  
COMPANIES)**



**VARDAS S.A.**

**BEST ANNUAL  
REPORT**



**COCA COLA HBC S.A.**

## Short profile

We are one of the world's largest bottlers of products of The Coca-Cola Company with sales of more than 2 billion unit cases.

We have a broad geographic reach with operations in 28 countries serving a population of approximately 560 million people.

Coca-Cola Hellenic is committed to promoting sustainable development in order to create value for its business and for society.

## Our mission

Our mission is to refresh our consumers, partner with our customers, reward our stakeholders and enrich the lives of our local communities.

## Stock Exchange data

as at 31 December 2009

Listing	Athens Exchange	New York Stock Exchange	London Stock Exchange
Ticker	EEEK	CCH (ADR 1:1)	CCB

Market cap as at Dec. 31: **5,843 million**

Shares outstanding: **365.5 million**

Free float: **47%**

## Dividend information

(in € per share, adjusted for stock splits)

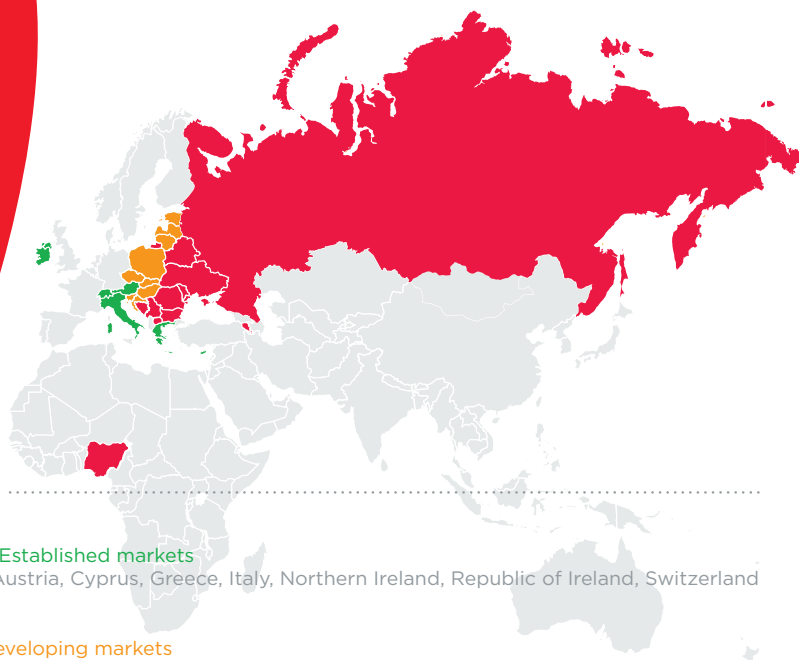


2000-2006 dividend amounts adjusted for one-for-two bonus share issue on 13 November 2007

\* Proposed dividend

## Credit rating

• Standard & Poor's: A/Credit Watch Negative  
• Moody's: A3/Stable Outlook



### Established markets

Austria, Cyprus, Greece, Italy, Northern Ireland, Republic of Ireland, Switzerland

### Developing markets

Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Slovakia, Slovenia

### Emerging markets

Armenia, Belarus, Bosnia and Herzegovina, Bulgaria, FYROM, Moldova, Montenegro, Nigeria, Romania, Russia, Serbia, Ukraine

# 10 strengths of Coca-Cola Hellenic

1. Largest Coca-Cola bottler in Europe
2. Broad geographic reach
3. Diverse product range
4. Focus on driving profitable volume growth
5. Strong selling capabilities
6. Long-term per capita growth potential
7. Experienced management team
8. High quality balance sheet
9. Strong cash flow generation
10. Recognised commitment to sustainability

## A beverage for every occasion





## Social Responsibility

Coca-Cola Hellenic is committed to behaving in a socially responsible manner throughout all of its operations and has officially embedded the principles of sustainability into its business strategy. We are addressing key sustainability challenges across our business through a focus on the following key areas:

### Marketplace

Coca-Cola Hellenic is responding to consumer requirements for a greater choice of beverages, by offering lower calorie options, added health benefits and different serving sizes. The Company is also helping consumers to understand the caloric content of beverages by providing enhanced information on product labels.

### Environment

Coca-Cola Hellenic is committed to minimising its impact on the natural environment as part of its broader efforts to integrate socially responsible behaviour and sustainable management principles into all areas of its operations.

### Workplace

To reach our business goals, we strive to ensure a safe, healthy and inclusive workplace for our employees while engaging, training and rewarding them.

### Community

We are an active member of the community in each of the 28 countries in which we operate. We are committed to investing our time, expertise and resources to protect, support and enhance the quality of life through a wide range of locally relevant initiatives.



### FTSE4Good

Coca-Cola Hellenic is listed on the FTSE4Good index, which recognises the performance of companies that meet globally-accepted corporate social responsibility standards to facilitate investment in ethical and socially responsible companies.



Dow Jones  
Sustainability Indexes

Coca-Cola Hellenic is included in the Dow Jones Sustainability Indexes (DJSI), both the Dow Jones Sustainability World Index and Dow Jones STOXX Sustainability Index. Launched in 1999, the DJSI are the first global indexes tracking the financial performance of the leading sustainability-driven companies worldwide.

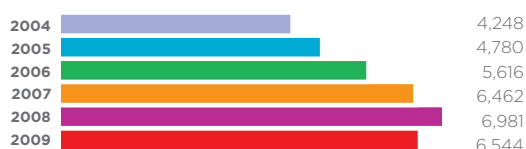
### EBIT

Million Euros



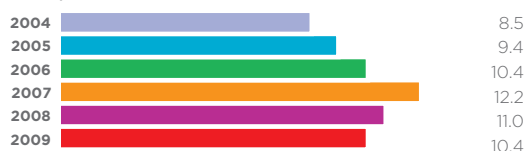
### Net Sales Revenue

Million Euros



### Return On Invested Capital

percent



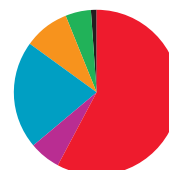
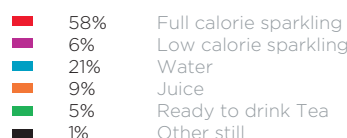
### Free Cash Flow

Million Euros

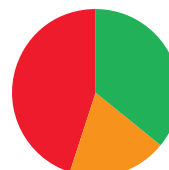
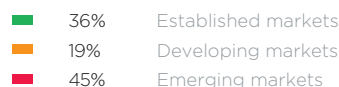


Note: Free cash flow is defined as cash flow from operations less net capital expenditure

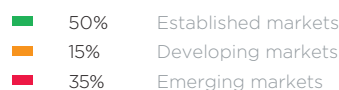
### Volume Product Split



### Volume split by segment



### Comparable EBIT split by segment



### Note:

Financial indicators presented on a comparable basis exclude the recognition of restructuring costs and non-recurring items and include the results of acquisitions. Non-recurring items in 2009 relate to insurance payments received in respect of damage sustained at our Nigerian operation in 2008 and the special tax levied in Greece. Non-recurring items in 2008 consist of the impairment charges recorded in certain tangible and intangible assets.

For further information  
on Coca-Cola Hellenic please visit our website at:  
[www.coca-colahellenic.com](http://www.coca-colahellenic.com)

or contact our Investor Relations team:  
[Investor.relations@cchellenic.com](mailto:Investor.relations@cchellenic.com)  
+30.210.6183.100

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# WHO-IS-WHO

of Greek Investor Relations Officers



CAPITAL LINK

Greek

# IR

Awards®

Greek Investor Relations Awards '09

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## ATHENS EXCHANGE (ATHEX)

A

### AEGEAN AIRLINES S.A.



**Sector - Subsector:** Travel & Leisure - Airlines  
**Company website:** [www.aegeanair.com](http://www.aegeanair.com)

**IRO Name:** Stella Dimaraki  
**IRO Title:** Investor Relations Manager  
**Address:** 31 Viltanioti Str., 145 64, Kifissia  
**Telephone:** +30 210 626 1972  
**Fax:** +30 210 626 4029  
**Email:** [stella.dimaraki@aegeanair.com](mailto:stella.dimaraki@aegeanair.com)



**Stella Dimaraki** was appointed Aegean Airlines Investor Relations Manager in April 2007. She acts as a point of contact for analysts and institutional investors with responsibilities including among others, communicating with the investment community the company's strategy, financial and operating results. She has long experience in Equity Research, working since 1999 as an analyst for Egnatia Securities, then from 2003 to 2007 she held the position of Senior Analyst with Marfin, covering a universe of Greek companies in the telecom, utilities and retail sectors. Prior to 1999, Stella also held Internship positions with Danaos Shipping and Piraeus Leasing. She has an MA in Finance from the University of Exeter, a first Degree in Maritime Studies from the University of Piraeus while she also followed a course in International Management at the University of Orebro in Sweden. She speaks Greek, English and French.

### AEGEK S.A.



**Sector - Subsector:** Construction & Materials - Heavy Construction  
**Company website:** [www.aegek.gr](http://www.aegek.gr)

**IR Contact:** Maria Stavrogianni  
**Address:** 18 – 20 Amarousiou – Xalandriou Str., 15125, Marousi  
**Telephone:** +30 210 630 6000  
**Fax:** +30 210 630 6136  
**Email:** [stavrogiannim@aegek.gr](mailto:stavrogiannim@aegek.gr)

### AEOLIAN INVESTMENT FUND S.A.



**Sector - Subsector:** Financial Services - Equity Investment Instruments  
**Company website:** [www.aeolian.gr](http://www.aeolian.gr)

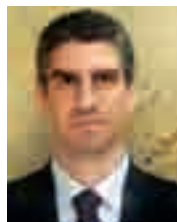
**IR Contact:** Evgenia Kokoromiti  
**Address:** Fil. Etairias Str. 14  
**Telephone:** +30 210 7243900  
**Fax:** +30 210 7294183  
**Email:** [inv.rel@aeolian.gr](mailto:inv.rel@aeolian.gr)

### AGRICULTURAL BANK OF GREECE S.A.



**Sector – Subsector:** Banks - Banks  
**Company Website:** [www.atebank.gr](http://www.atebank.gr)

**IRO Name:** Panagiotis Skoularikis  
**IRO Title:** Director of Strategic Planning, Analysis & Investor Relations  
**Address:** 23 Panepistimiou Str., 105 64, Athens  
**Telephone:** + 30 210 329 8742  
**Mobile:** + 30 6944 345968  
**Fax:** + 30 210 3298386  
**Email:** [pskoularikis@ate.gr](mailto:pskoularikis@ate.gr)



**Panos Skoularikis** was born in Athens, Greece in 1972. He received his Bachelor in Economics from the University of Athens and both his Masters (Economics/ Operational Research) and his M.Phil/Ph.D. (Economics/ European Studies) from the London School of Economics. His professional career started in 1992 when he joined Citibank N.A. in London. He worked at the Securities and Cash Management Departments on issues related to re-engineering, systems integration, data analysis and performance measurement & evaluation. During his LSE years (1994-1999) he continued his cooperation with Citibank on a part-time basis working on issues related to the EMU and the introduction of the Euro. In 2001 he joined the Agricultural Bank of Greece as an advisor to the Governor with main areas of work, the strategic planning, the organizational restructuring, the Bank of Greece convergence program and the budget planning & execution. From 2003 to 2005 he worked on issues related to the economic efficiency of Agricultural Bank and its Subsidiaries (performance management and evaluation - cost ac-

counting – budget & target monitoring). In June 2005, he assumed the duty to setup the Investor Relations division of ATEbank and acting as the head of IR he contributed, among other, to the successful completion of the rights issue of 2005 and the shares placement of 2006. Since May 2010 he holds the position of director of the Strategic Planning, Analysis and Investor Relations division. Panos Skoularikis has written several articles and papers related to economic and political economy issues. He speaks English and French.

### AGROTIKI INSURANCE S.A.



**Sector – Subsector:** Insurance - Property & Casualty Insurance

**Company Website:** [www.ateinsurance.gr](http://www.ateinsurance.gr)

**Address:** Syngrou Ave. 163

**Telephone:** +30 210 9379100

**Fax:** +30 210 9358924

**Email:** [stock@agroins.com](mailto:stock@agroins.com)

### AKRITAS S.A.



**Sector - Subsector:** Construction & Materials - Building Materials & Fixtures

**Company website:** [www.akritas.gr](http://www.akritas.gr)

**IRO Name:** Pantelis Kallias

**IRO Title:** Shareholder Services and Corporate Announcements Officer

**Address:** Sokrati Oikonomou 3, Alexandroupolis, 68100

**Telephone:** +30 25510 89810

**Fax:** +30 25510 32038

**Email:** [pkallias@akritas.gr](mailto:pkallias@akritas.gr)

**Kallias Pantelis** was born in 1979 in Thessaloniki. He studied International Economics in Democritus University of Thrace. Since February 2005 he is working at AKRITAS S.A as in charge of Service of Shareholders and Corporate Statements.

### ALAPIS S.A.



**Sector - Subsector:** Health Care - Pharmaceuticals  
**Company website:** [www.alapis.gr](http://www.alapis.gr)

**IRO Name:** Leda Basta

**IRO Title:** Investor Relations Officer

**Address:** 2, Aftokratoros Nikolaou Str., 176 71, Athens

**Tel:** + 30 213 017 5056

**Fax:** + 30 210 923 8460

**Email:** [l.basta@alapis.eu](mailto:l.basta@alapis.eu)



**Leda Basta** was born in Athens in 1971. She is an Economist, with a degree from ATHENS SCHOOL OF ECONOMICS. She has worked for 14 years at companies listed in A.S.E., for the observance of their obligations according to ASE's and Hellenic Market Committee's rules (NEOCHIMIKI L.V. LAVRENTIADIS S.A., EBIK S.A., J&P AVAX S.A.). Today, she is responsible for investor relations, corporate announcements and shareholders services office of ALAPIS S.A.

### ALCO HELLAS SA



**Sector - Subsector:** Basic Resources - Aluminum  
**Company website:** [www.alco.gr](http://www.alco.gr)

**IR Contact:** Stavroula Karabela

**Address:** Area Kyrillo – 19300, Aspropyrgos

**Telephone:** +30 210 5595223

**Fax:** +30 210 5595839 , 210 5595432

**Email:** [info@alco.gr](mailto:info@alco.gr)

### "ALFA-BETA" VASSILOPOULOS S.A.



**Sector - Subsector:** Retail - Food Retailers & Wholesalers

**Company website:** [www.ab.gr](http://www.ab.gr)

**IR Contact:** Theodosia Avramidou

**Address:** 81 Spaton Ave., 153 44, Gerakas

**Telephone:** + 30 210 660 8209 , 210 660 8000

**Fax:** + 30 210 661 2675

**Email:** [tabramidou@ab.gr](mailto:tabramidou@ab.gr)

**ALISIDA S.A.**



**Sector - Subsector:** Personal & Household Goods - Footwear

**Company website:** [www.alisida.com](http://www.alisida.com)

**IR Contact:** Dimitrios Spirakis

**Address:** 14 Km Nat. Road, 570 01, Thessaloniki-Polygyros

**Telephone:** + 30 2310 462 002

**Fax:** + 30 2310 462 735

**Email:** [alysfoot@otenet.gr](mailto:alysfoot@otenet.gr)

**ALPHA ASTIKA AKINITA S.A.**

**ALPHA ASTIKA AKINITA**

**Sector - Subsector:** Real Estate – Real Estate Services

**Company website:** [www.astikaakinita.gr](http://www.astikaakinita.gr)

**IR Contact:** Sagri

**Address:** 43 Panepistimiou Str., 105 64, Athens

**Telephone:** + 30 210 326 6161, 210 326 6121

**Fax:** + 30 210 326 6118

**Email:** [astika@tee.gr](mailto:astika@tee.gr)

**ALPHA GRISSIN S.A.**



**Sector - Subsector:** Technology - Computer Services

**Company website:** [www.alphagrissin.gr](http://www.alphagrissin.gr)

**IR Contacts:** Marina Grisin, Christina Arsenian

**Address:** 137 Syngrou Ave., 171 21, Athens

**Telephone:** + 30 210 935 1915

**Fax:** + 30 210 935 3630

**Email:** [carsenian@alphagrissin.gr](mailto:carsenian@alphagrissin.gr)



**ALPHA BANK S.A.**



**Sector - Subsector:** Banks - Banks

**Company website:** [www.alphabank.gr](http://www.alphabank.gr)

**IRO Name:** Elena Katopodi

**IRO Title:** Investor Relations Officer

**Address:** 40 Stadiou Str., 102 52, Athens

**Telephone:** +30 210 326 4184

**Fax:** +30 210 326 4116

**Email:** [ekatopodi@alpha.gr](mailto:ekatopodi@alpha.gr)



**Elena Katopodi** is an Investor Relations Officer at Alpha Bank since October 2003, with responsibilities that include international institutional investor and analyst relationship management. Prior to this position she worked in corporate finance in Alpha Finance for four years, engaging in capital market and M & A transactions and specializing in the Financial & Utilities sectors. Before 2000, she was a Relationship Manager in Alpha Bank London where she worked for five years and held different positions in corporate lending, shipping finance and private banking. She is a Business Studies graduate and holds an MSc in Business Finance from Brunel University, UK.

**IRO Name:** Dimitrios I. Kostopoulos

**IRO Title:** Investor Relations

**Address:** 43 Panepistimiou Str., 105 64, Athens

**Telephone:** +30 210 326 4195

**Fax:** +30 210 326 4116

**Email:** [dkostopoulos@alpha.gr](mailto:dkostopoulos@alpha.gr)



**Dimitrios Kostopoulos** is an Assistant Manager in Investor Relations at Alpha Bank since January 2009. Prior to that, he was a fund manager at Alpha Asset Management since 2004. Before 2004 he has worked for the group at various positions in Private Banking at the Treasury Department and the Brokerage subsidiary of the Bank. He holds an MSc in Shipping Trade & Finance from Cass Business School.



**ALPHA TRUST ANDROMEDA  
INVESTMENT TRUST S.A.**



**Sector - Subsector:** Financial Services -  
Equity Investment Instruments

**Company website:**

[www.alphatrust.gr/andromeda.htm](http://www.alphatrust.gr/andromeda.htm)

**IRO Name:** Constantina Ganetsou

**IRO Title:** Investor Relations

**Address:** 21 Tatoiou Str., Kifissia, 145 61

**Telephone:** +30 210 6289200

**Fax:** +30 210 6234242

**Email:** [n.ganetsou@alphatrust.gr](mailto:n.ganetsou@alphatrust.gr)

**ALSINCO S.A**



**Sector - Subsector:** Personal & Household Goods -  
Clothing & Accessories

**Company website:** [www.alsinco.gr](http://www.alsinco.gr)

**IR Contact:** Theodoros Prapas

**Address:** 8 Naupliou Str., Metamorfosi, Athens

**Telephone:** + 30 210 284 3076, 210 2833656

**Fax:** + 30 210 284 6722

**Email:** [alsinco@in.gr](mailto:alsinco@in.gr)

**ALTEC S.A. INFORM. & COMMUN. SYST.**



**Sector - Subsector:** Technology - Computer Services  
**Company website:** [www.altec.gr](http://www.altec.gr)

**IRO Name:** Giorgos Koufios

**IRO Title:** Shareholder Services & Corporate Announcements Officer

**Address:** 16 Patmou Str., 15123, Marousi

**Telephone:** +30 210 6872000

**Fax:** +30 210 687 2399

**Email:** [ir@altecgroup.gr](mailto:ir@altecgroup.gr)

**ALTIUS INVESTMENT FUND SA**



**Sector - Subsector:** Financial Services -  
Equity Investment Instruments

**Company website:** [www.altius.gr](http://www.altius.gr)

**IR Contact:** Katerina Iliopoulou

**Address:** 1 Patriarxou Ioakeim Str., 106 73, Athens

**Telephone:** +30 210 722 1242

**Fax:** +30 210 722 1914

**Email:** [altius@altius.gr](mailto:altius@altius.gr)

**ALUMIL S.A. - ALUMINIUM  
EXTRUSION INDUSTRY**



**Sector - Subsector:** Basic Resources - Aluminum  
**Company website:** [www.alumil.com](http://www.alumil.com)

**IRO Name:** Filoktimon Vakalis

**IRO Title:** Investor Relations Officer

**Address:** Kilkis Industrial Area, Kilkis, 61100

**Telephone:** +30 23410 79300

**Fax:** +30 23410 71988

**Email:** [investors@alumil.com](mailto:investors@alumil.com)

**Mr. Vakalis** has been occupied in Alumil S.A. as the Investor Relations Officer since February 2008. He has previously worked as an external auditor for KPMG, and in the finance sector as an assistant in a brokerage firm in Thessaloniki where he gained valuable experience and knowledge on the stock market and finance field. He is a graduate of the business school of the University of Kingston Upon Thames in Great Britain, holder of a Master in Accounting & Finance and a Bachelor in Financial economics. He is proficient in English.

**ANEK LINES S.A.**



**Sector - Subsector:** Travel & Leisure -  
Travel & Tourism

**Company website:** [www.anek.gr](http://www.anek.gr)

**IR Contacts:** Vagelis Aretakis, Katerina Botonaki

**Address:** Karamanli Ave., 731 00, Chania

**Telephone:** +30 28210 24177

**Fax:** +30 28210 36200

**Email:** [metoxes@anek.gr](mailto:metoxes@anek.gr)

**AS COMPANY S.A.**



**Sector - Subsector:** Retail - Specialty Retailers  
**Company website:** [www.ascompany.gr](http://www.ascompany.gr)

**IRO Name:** Aggeliki-Maria Tanakidou  
**IRO Title:** Investor Relations Manager  
**Address:** 2nd klm Palaia Simmahikis Odou  
**Telephone:** +30 2310 572 000  
**Fax:** +30 230 572 074  
**Email:** [atanakidou@ascompany.gr](mailto:atanakidou@ascompany.gr)

**Aggeliki-Maria Tanakidou** holds the position of Investor Relations in AS COMPANY S.A. She has held position as Junior Analyst in DIA HELLAS S.A. and as responsible for receipt/transmission of stock market orders in stock trading companies. She has received her high school diploma in Thessaloniki and her degree in Accounting & Finance from the University of Macedonia, Thessaloniki. She speaks English (TOEIC ADVANCED) and Italian (DIPLOMA). She has knowledge of Ms Office Applications (Word, Excel, Internet Explorer, Access, Power Point, Outlook and E.R.P. Atlantis-SAP. She has ECDL in Word, Excel, and Internet Explorer. She has followed several seminars such as "Internal Audit", "Analysis & Evaluation of Financial Statements in Excel with a specific program", "Personal Profile System", «Handling of Metastock» and "Specialization of Economists in Financial Consultation".

**ASPIS BANK S.A.**



**Sector - Subsector:** Banks - Banks  
**Company website:** [www.aspisbank.gr](http://www.aspisbank.gr)

**IR Contact:** Anna Geli  
**Address:** 4 Othonos Str., 105 57, Athens  
**Telephone:** +30 210 336 4000  
**Fax:** +30 210 361 0034  
**Email:** [aspissec@aspisbank.gr](mailto:aspissec@aspisbank.gr)

**ASPIS PRONIA GENERAL INSURANCES S.A.**



**Sector - Subsector:** Insurance - Property & Casualty Insurance  
**Company website:** [www.aspis.gr](http://www.aspis.gr)

**IR Contacts:** Maria Koronidou, George Karras  
**Address:** 62 Kifisias Ave., 151 25, Marousi  
**Telephone:** +30 210 619 8960/-73  
**Fax:** +30 210 610 8734  
**Email:** [aspis1@otenet.gr](mailto:aspis1@otenet.gr)

**ASTIR PALACE VOULIAGMENI S.A.**



**Sector - Subsector:** Travel & Leisure - Hotels  
**Company website:** [www.astir-palace.com](http://www.astir-palace.com)

**IRO Name:** Fotini Lazarou  
**IRO Title:** Investor Relations and Corporate Notices Officer  
**Address:** Apollonos 40 Vouliagmeni, 16671  
**Telephone:** +30 210 8901656  
**Fax:** +30 210 8901767  
**Email:** [investor\\_relations@astir.gr](mailto:investor_relations@astir.gr)

**Mrs Lazarou** holds a public administration degree from the Panteion University of Athens, speaking two languages english and french. She started her career in 1990 at ASTIR PALACE VOULIAGMENI S.A as an accountant assistant since 1996 where she moved to the F/B Department working as cost controller. In January 2008 she was appointed investor relations and corporate notices officer. She is married and has three kids.

**ATERMON DYNAMIC COMMUNICATION S.A.**



**Sector - Subsector:** Media - Media Agencies  
**Company website:** [www.almaatermon.gr](http://www.almaatermon.gr)

**IR Contacts:** Nikolaos Tsikas, Gianna Theodorogianni  
**Address:** 4 Ivikou Str., 116 35, Athens  
**Telephone:** + 30 210 757 2800/-811, 210 348 0600  
**Fax:** + 30 210 757 2850  
**Email:** [atermona@otenet.gr](mailto:atermona@otenet.gr)

**ATHENA S.A.**



**Sector - Subsector:** Construction & Materials  
- Heavy Construction

**Company website:** [www.athena-sa.gr](http://www.athena-sa.gr)

**IR Contact:** Anastasios Tsakanikas  
**Address:** 357-359 Mesogion Ave., 152 31, Chalandri  
**Telephone:** +30 210 650 1111  
**Fax:** +30 210 650 1505  
**Email:** [stock-exchange@athena-sa.gr](mailto:stock-exchange@athena-sa.gr)

**ATHENS MEDICAL C.S.A.**



**Sector - Subsector:** Health Care  
- Health Care Providers

**Company website:** [www.iatriko.gr](http://www.iatriko.gr)

**IR Contacts:** Panayiotis Katsiitis, George Zerdilas  
**Address:** 5 – 7 Distomou Str., 15125, Marousi  
**Telephone:** +30 210 619 8100/-20  
**Fax:** +30 210 619 8555  
**Email:** [metox@iatriko.gr](mailto:metox@iatriko.gr)

**ATHENS WATER SUPPLY  
AND SEWERAGE COMPANY S.A.**



**Sector - Subsector:** Utilities - Water  
**Company website:** [www.eydap.gr](http://www.eydap.gr)

**IR Contacts:** Margarita Gamaletsou, Nicolaos Katinas  
**Address:** 156 Oropou Str., 111 46, Galatsi  
**Telephone:** + 30 2144444  
**Fax:** + 30 210 2144159-79, 210 2144777  
**Email:** [eydap-met@ath.forthnet.gr](mailto:eydap-met@ath.forthnet.gr)

**ATLANTIC SUPER MARKET S.A.**



**Sector - Subsector:** Retail - Food Retailers & Wholesalers

**Company website:** [www.atlantic.gr](http://www.atlantic.gr)

**IR Contact:** Alexandros Simitzis  
**Address:** 516 Vouliagmenis Ave., 174 56, Alimos  
**Telephone:** +30 210 997 1500  
**Fax:** +30 210 993 4390  
**Email:** [ase@atlantic.gr](mailto:ase@atlantic.gr)

**ATTICA BANK S.A.**



**Sector - Subsector:** Banks - Banks  
**Company website:** [www.atticabank.gr](http://www.atticabank.gr)

**IRO Name:** Polyxeni Triantafyllou  
**IRO Title:** Manager, Investor Relations Department  
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**Fax:** +30 210 3669410  
**Email:** [Triantafyllou.Polyxeni@atticabank.gr](mailto:Triantafyllou.Polyxeni@atticabank.gr)



**Polyxeni Triantafyllou** was appointed to the post of the Assistant Manager of the Investor Relations Department of Attica Bank in June 2008 and promoted to Manager of the Department in January 2009. She joined Attica Bank in 2004 as an analyst at the Office of the CFO. Among others, in the last years, she has participated actively in the teams managing the rights issues and the securitisation of mortgage loans of Attica Bank.

Before working for Attica Bank, she worked for the European Commission and as a journalist covering international economic affairs.

Polyxeni Triantafyllou holds a PhD from the European University Institute in Florence, Italy, an MBA from the Athens University of Economics and Business and an MA from the University of Reading, UK. She has written several papers on political economy issues. She speaks English, French, Italian and Spanish fluently.



### **ATTICA HOLDINGS S.A.**



**Sector - Subsector:** Travel & Leisure  
- Travel & Tourism

**Company website:** [www.attica-group.com](http://www.attica-group.com)

**IR Contact:** Yannis Criticos, Group CFO

**Address:** 123-125 Syngrou Ave.

**Telephone:** +30 210 891 9500

**Mobile:** +30 6932 210120

**Fax:** +30 210 891 9509

**Email:** [criticos@attica-group.com](mailto:criticos@attica-group.com)



**Yannis Criticos** was born in 1960 and studied Economics (BA Honours) and Finance (MBA) in the UK. He joined Attica Group in 1994. He is the CFO of the Group and heads Attica's IR activity. He is also a member of the Board of IOBE.

### **ATTICA PUBLICATIONS S.A.**

**Sector - Subsector:** Media - Publishing

**Company website:** [www.atticamedia.gr](http://www.atticamedia.gr)

**IR Contact:** Nick Panopoulos

**Address:** 40 Kifisias Ave., 151 25, Athens

**Telephone:** +30 210 619 9080

**Fax:** +30 210 619 8881, +30 210 619 9869

**Email:** [panopoulos@atticamedia.gr](mailto:panopoulos@atticamedia.gr)

### **ATTIKAT S.A.**



**Sector - Subsector:** Construction & Materials  
- Heavy Construction

**Company website:** [www.attikat.gr](http://www.attikat.gr)

**Address:** 109-111 Mesogeion Ave., 115 26, Athens

**Telephone:** +30 210 697 1100

**Fax:** +30 210 697 1118

**Email:** [info@attikat.gr](mailto:info@attikat.gr)

### **AUDIO VISUAL ENTERPRISES S.A.**

**Sector - Subsector:** Media - Broadcasting  
& Entertainment

**Company website:** [www.ave.gr](http://www.ave.gr)

**IR Contact:** Apostolos Voulgaris

**Address:** 3 Parnonos Str., 15125, Marousi

**Telephone:** +30 210 809 2000

**Fax:** +30 210 809 2132

### **AUTOHELLAS S.A.**



**Sector - Subsector:** Travel & Leisure  
- Travel & Tourism

**Company website:** [www.hertz.gr](http://www.hertz.gr)

**IRO Name:** Alexis Karamalis

**IRO Title:** Investor Relations Officer

**Address:** 31 Viltanioti Str., 14564, Kifissia

**Telephone:** +30 210 6264256

**Fax:** +30 210 626 4039

**Email:** [investor.relations@hertz.gr](mailto:investor.relations@hertz.gr)

### **AXON HOLDINGS S.A.**



**Sector - Subsector:** Health Care - Health Care  
Providers, Financial Services

**Company website:** [www.axonholdings.gr](http://www.axonholdings.gr)

**IRO Name:** George Stamatakis

**IRO Title:** Group Investor Relations Officer

**Address:** 178 Kifisias Av., Chalandri 152 31, Athens

**Telephone:** +30 210 6780200

**Fax:** +30 210 6710172

**Email:** [ir@axonholdings.gr](mailto:ir@axonholdings.gr)

Between 1997-2003 **Mr Stamatakis** was at KERGOS PUBLISHING SA at the Public Relation Dept. and from 2005 until today he works at AXON HOLDINGS SA and his position is Group IRO. He graduated in 2003 from the American College of Greece with BSc in Business Administration, and he graduated from CCCU of Kent UK in 2004 with MSc in Business Administration. Spoken languages English and French.



**B**

**BABIS VOVOS IC**



**Sector - Subsector:** Real Estate - Real Estate Holding & Development  
**Company website:** [www.babisvovos.gr](http://www.babisvovos.gr)

**IRO Name:** Verinna Vangelatos  
**IRO Title:** Investor Relations Officer  
**Address:** 340 Kifissias Avenue  
**Telephone:** +30 210 6107201  
**Fax:** +30 210 6196025  
**Email:** [ir@babisvovos.gr](mailto:ir@babisvovos.gr)

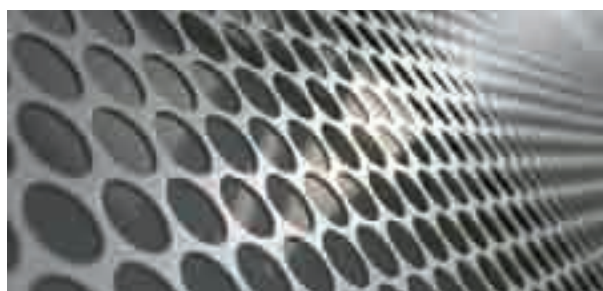
**Ms Vangelatos** holds a Bachelor degree in Economics from the University of Manchester, as well as a Master degree in International Money and Banking from the University of Birmingham. She has been working at Babis Vovos since August 2004, prior to which she worked as an analyst at JP Morgan in London.

**BALKAN REAL ESTATE S.A.**



**Sector - Subsector:** Real Estate - Real Estate Holding & Development  
**Company website:** [www.michaniki.gr](http://www.michaniki.gr)

**IR Contact:** Georgios Kourtellis  
**Address:** 15th klm., Thessaloniki-Veria national road, Anchialos Thessalonikis P.O. 10310, 54110, Thessaloniki  
**Telephone:** +30 2310 722601  
**Fax:** +30 2310 722514  
**Email:** [balkan@compulink.gr](mailto:balkan@compulink.gr), [ehatziperi@michaniki.gr](mailto:ehatziperi@michaniki.gr)



**BANK OF CYPRUS PUBLIC COMPANY LTD**



**Sector - Subsector:** Banks – Banks  
**Company website:** [www.bankofcyprus.com](http://www.bankofcyprus.com)

**IRO Name:** Constantinos Pittalis  
**IRO Title:** Head of Investor Relations  
**Address:** 51 Stassinou Street, Ayia Paraskevi, Nicosia, Cyprus  
**Telephone:** + 357 22 12 1883  
**Fax:** + 357 22 336258  
**Email:** [constantinos.pittalis@cy.bankofcyprus.com](mailto:constantinos.pittalis@cy.bankofcyprus.com)

**Constantinos Pittalis** is the Head of Investor Relations at Bank of Cyprus, Group, which he joined in May 2009. Prior to that, Constantinos spent fourteen years working as a bank credit analyst for Moody's Investors Service, analysing financial institutions in a number of countries in South Eastern Europe and the Middle East. He holds a B.Sc. in Economics from University College London (UCL) and an M.Sc. in Finance and Economics from Warwick Business School, University of Warwick in the UK.

**BANK OF GREECE**



**Sector - Subsector:** Banks - Banks  
**Company website:** [www.bankofgreece.gr](http://www.bankofgreece.gr)

**Address:** 21 Panepistimiou Str., 102 50, Athens  
**Telephone:** +30 210 320 1111  
**Fax:** +30 210 323 2239  
**Email:** [secretariat@bankofgreece.gr](mailto:secretariat@bankofgreece.gr)

**BETANET SA**



**Sector - Subsector:** Construction & Materials - Building Materials & Fixtures  
**Company website:** [www.betanet.eu](http://www.betanet.eu)

**IR Contact:** Elpida Antonakopoulou  
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**Telephone:** +30 22620 59113, 59839  
**Fax:** +30 22620 59258  
**Email:** [info.betanet@yahoo.gr](mailto:info.betanet@yahoo.gr)

**BIOKARPET S.A.**



**Sector - Subsector:** Technology - Computer Services  
**Company website:** [www.biokarpet.gr](http://www.biokarpet.gr)

**IRO Name:** Georgios Papageorgiou  
**IRO Title:** Finance Manager & Investor Relations Manager  
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**Mobile:** +30 6948 800900  
**Fax:** +30 2410 688 630  
**Email:** [gpapageorg@biokarpet.gr](mailto:gpapageorg@biokarpet.gr)



**BIOTER S.A.**



**Sector - Subsector:** Construction & Materials  
- Heavy Construction  
**Company website:** [www.bioter.gr](http://www.bioter.gr)

**IR Contacts:** Ioannis Zolotas, Catherine Liakou  
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**Fax:** +30 210 721 5658  
**Email:** [zolot@bioter.gr](mailto:zolot@bioter.gr), [kat-liakou@tee.gr](mailto:kat-liakou@tee.gr)

**BITROS HOLDING S.A.**



**Sector - Subsector:** Basic Resources - Steel  
**Company website:** [www.bitros.gr](http://www.bitros.gr)

**IR Contact:** Anastasia Vrontou  
**Address:** 100 Nato Ave., 193 00, Aspropyrgos  
**Telephone:** +30 210 550 9000  
**Fax:** +30 210 559 6201  
**Email:** [info@bitros.gr](mailto:info@bitros.gr)

**BYTE COMPUTER S.A.**



**Sector - Subsector:** Technology - Computer Services  
**Company website:** [www.byte.gr](http://www.byte.gr)

**IRO Name:** Christos Tsenes  
**Address:** Kallirois 98 Athens Post Code 11741  
**Telephone:** +30 210 900 2000  
**Fax:** +30 210 900 2050  
**Email:** [xtsenes@byte.gr](mailto:xtsenes@byte.gr)



**C. CARDASSILARIS & SONS  
- CARDICO S.A.**



**Sector - Subsector:** Food & Beverage  
- Food Products  
**Company website:** [www.cardico.com](http://www.cardico.com)

**IR Contact:** Cardassilari Zoe  
**Address:** 2nd Km, Schimatari-Oinoe Rd, 32009, Oinofyta  
**Telephone:** +30 22620 47700  
**Fax:** +30 22620 57112  
**Email:** [financial@cardico.com](mailto:financial@cardico.com)

**CENTRIC MULTIMEDIA S.A.**



**Sector - Subsector:** Personal & Household  
Goods - Toys  
**Company website:** [www.centric.gr](http://www.centric.gr)

**IR Contact:** Zoi Michoudi  
**Address:** 20 Makrygianni Str., 183 44, Moschato  
**Telephone:** +30 210 948 0000  
**Fax:** +30 210 942 7710  
**Email:** [marbaniti@centric.gr](mailto:marbaniti@centric.gr)

## **CHATZIKRANIOTIS & SONS MILLS S.A.**



**Sector - Subsector:** Food & Beverage  
- Food Products

**Company website:** [www.xatzikranioti.gr](http://www.xatzikranioti.gr)

**IR Contact:** Antonis Papaioannou

**Address:** 29 Termopilon Str., 104 35, Athens, 1st Km  
Tyrnaboy Larissas, Tyrnabos, 401 00

**Telephone:** +30 210 524 2344, +30 24920 22227

**Fax:** +30 210 523 2338, +30 24920 23755

**Email:** [xkran@otenet.gr](mailto:xkran@otenet.gr)

## **COCA-COLA HELLENIC BOTTLING COMPANY**



**Sector - Subsector:** Food & Beverage - Soft Drinks  
**Company website:** [www.coca-colahellenic.com](http://www.coca-colahellenic.com)

**IRO Name:** George Toulantas

**IRO Exact Title:** Director of Investor Relations

**Corporate Address:** 9 Fragkoklissias, Marousi, 15125,  
Athens, Greece

**Telephone:** +30 210 6183 255

**Fax:** +30 210 6183 274

**E-Mail:** [george.toulantas@cchellenic.com](mailto:george.toulantas@cchellenic.com)



**George** joined Coca-Cola Hellenic in 2004 and has been working in the Investor Relations function since July 2005. Prior to joining Coca-Cola Hellenic, George was an Assistant Director in the Corporate Finance department of Deloitte & Touche in London providing M&A and strategic advice to government, private equity and corporate clients. George began his finance career in Australia at Lion Nathan, a premium alcoholic beverages company. He holds a Bachelor of Commerce degree from the University of Adelaide and is a member of the Australian Society of Certified practicing Accountants and the Securities Institute of Australia.

## **COMPUCON COMPUTER APPLICATIONS SA**



**Sector - Subsector:** Technology - Software

**Company website:** [www.compucon.gr](http://www.compucon.gr)

**IR Contact:** Sotiris Dourdoumas

**Address:** 9th km of Thermi – Thessaloniki Road

**Telephone:** +30 2310 490 300

**Fax:** +30 2310 490 399

**Email:** [Sotiris@compucon.gr](mailto:Sotiris@compucon.gr)

## **CORINTH PIPEWORKS S.A.**



**Sector - Subsector:** Basic Resources - Steel

**Company website:** [www.cpw.gr](http://www.cpw.gr)

**IRO Name:** Sofia Zairi

**IRO Title:** Head of Investor Relations

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152 31 Chalandri

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**Fax:** +30 210 678 7550

**Email:** [szairi@sidenor.vionet.gr](mailto:szairi@sidenor.vionet.gr)



**Sofia Zairi**, currently holding the position of Head of Investor Relations in Corinth Pipeworks SA, is an economist, having graduated with a "BSc in Economics" from the Department of Economics of Athens University (1992-1996), with distinction. She also holds a "MSc in Finance" with distinction from the City University Business School in London (1997-1998). She is currently completing her PhD Thesis on "Underpricing of IPOs" at the Department of Economics of Athens University. She has been working for Viohalco Group since 2001, as IR Officer and Budgeting & Reporting Manager in Sidenor. Before that she was Assistant to the CFO in Altec Group (2000-2001) and the Treasurer and Senior Financial Analyst in Procter & Gamble Hellas (1995-1997 & 1998-2000). She speaks fluent English, French and Italian, and has a good knowledge of Spanish. She has been awarded for her studies, scholarships from the "Alexander S. Onassis Foundation", from "NATO" and "Greek State Scholarship's foundation". She is a member of Economic Chamber of Greece.



### **CPI COMPUTER PERIPHERALS INTERNATIONAL**



**Sector - Subsector:** Technology

- Computer Hardware

**Company website:** [www.cpi.gr](http://www.cpi.gr)

**IR Contact:** Sofia Tsadima

**Address:** 1 Pafailidou Str., 177 78, Tauros

**Telephone:** +30 210 480 5800

**Fax:** +30 210 480 5801

**Email:** [stsa@cpi.gr](mailto:stsa@cpi.gr)

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### **CRETA FARM S.A.**



**Sector - Subsector:** Food & Beverage

- Food Products

**Company website:** [www.cretafarm.gr](http://www.cretafarm.gr)

**IRO Name:** Efrosini Louraki

**IRO Title:** Investor Relations Officer

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**Mobile:** +30 6974033711

**Fax:** +30 210 6260229

**Email:** [elouraki@cretafarm.gr](mailto:elouraki@cretafarm.gr)

**Ms. Louraki** was working 2 years as "Investor Relations Officer" in LOULIS FLOUR MILLS SA and now she is in CRETA FARM SA. She has a BACHELOR DEGREE IN EUROPEAN BUSINESS & TECHNOLOGY and a "ACCOUNTING DEGREE" FROM TEI PEIRAIUS. She speaks English and she is a member of ACCA.

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### **CRETE PLASTICS S.A.**



**Sector - Subsector:** Chemicals - Specialty Chemicals

**Company website:** [www.plastikakritis.com](http://www.plastikakritis.com)

**IR Contact:** Vassilios Kykrilis

**Address:** P.O. Box 1093, 711 10, Herakleion – Crete

**Telephone:** +30 2810 308 500

**Fax:** +30 2810 381 328

**Email:** [info@plastikakritis.com](mailto:info@plastikakritis.com)

### **CROWN HELLAS CAN**



**Sector - Subsector:** Industrial Goods & Services -

Containers & Packaging

**Company website:** [www.crownhellascan.gr](http://www.crownhellascan.gr)

**IR Contact:** Spyros Tsourouflis

**Address:** 57 Ethnikis Antistaseos Str., 152 31, Halandri

**Telephone:** +30 210 679 9100

**Fax:** +30 210 679 9153-56

**Email:** [georgina.kasimati@eur.crowncork.com](mailto:georgina.kasimati@eur.crowncork.com)

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### **CYCLON HELLAS S.A.**



**Sector - Subsector:** Chemicals - Specialty Chemicals

**Company website:** [www.cyclon.gr](http://www.cyclon.gr)

**IRO Name:** Constantinos Sarafoglou

**IRO Title:** Director of Investor

Relations-Development&Control

**Address:** 124 Megaridos Str., 193 00, Aspropyrgos

**Telephone:** +30 210 809 3900, +30 210 809 3950

**Fax:** +30 210 809 3999

**Email:** [ksarafoglou@cyclon.gr](mailto:ksarafoglou@cyclon.gr)



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## **D**

### **DAIOS PLASTICS SA**



**Sector - Subsector:** Chemicals - Specialty Chemicals

**Company website:** [www.daiosplastics.com](http://www.daiosplastics.com)

**IR Contacts:** Asterios Daios, Chrisanthi Liggou

**Address:** 12th Km Veroias - Naos Rd, 592 00, Naousa

**Telephone:** +30 23320 42412, +30 23320 42434

**Fax:** +30 23320 42600

**Email:** [info@daiosplastics.com](mailto:info@daiosplastics.com)

**DIAGNOSTIC AND THERAPEUTIC CENTER OF ATHENS - HYGEIA S.A.**



**Sector - Subsector:** Health Care  
- Health Care Providers  
**Company website:** [www.hygeia.gr](http://www.hygeia.gr)

**IRO Name:** Konstantinos Tzoutzourakis  
**IRO Exact Title:** Investor Relations Director  
**Corporate Address:** 30, Kapodistriou Ave. & Penteliku, Marousi, GR 151 23, Athens  
**Telephone:** +302106867455  
**Fax:** +30 210 6867 008  
**E-Mail:** [k.tzoutzourakis@hygeia.gr](mailto:k.tzoutzourakis@hygeia.gr)



**Mr. Konstantinos Tzoutzourakis** assumed the Investor Relations Director position in HYGEIA S.A. as of August 2007. Prior to that he has worked for 8-years as a Senior Equity Analyst for Investment Bank of Greece (subsidiary of Marfin Popular Bank), Egnatia Finance, National Securities (subsidiary of National Bank of Greece) and N.D. Develotoglou S.A. (currently Piraeus Securities). Moreover, he has worked for Citibank N.A., as a Securities Assistant in the Securities Department Foreign Investors Unit and with Golden Destiny SA Shipbrokers as Assistant Shipbroker.

Mr. K. Tzoutzourakis holds a MSc. in Finance from Lancaster University, BSc. in Business Administration from The American College of Greece (Deree College), with major in Accounting & Finance and a Commercial Pilot Multi - Engine Land and Instrument Rating from Pro-Flite School of Vero Beach Florida. Finally, he is a Certified Equity & Market Analyst and Certified Asset Manager from the Hellenic Capital Market Commission. He speaks fluently English and Greek.

**IRO Name:** Marina Mantzourani  
**IRO Exact Title:** Investor Relations Officer  
**Corporate Address:** 30, Kapodistriou Ave. & Penteliku, Marousi, GR 151 23, Athens  
**Telephone:** +30 210 6867 006  
**Fax:** +30 210 6867 008  
**E-Mail:** [m.mantzourani@hygeia.gr](mailto:m.mantzourani@hygeia.gr)

**Marina Mantzourani** assumed the Investor Relations Officer position in HYGEIA S.A. as of July 2007. Prior to that, she had worked for 1 year as an I.R.O in Cardassilaris & Sons S.A. Moreover, she worked for 6-years as an international markets sales trader of shares and derivative products and as an authorized

trader of the Athens Stock Exchange in Eurocorp Securities S.A.

Ms. Mantzourani, holds a BSc of Science in Economics & Finance from the University of Hertfordshire, a Diploma in Corporate Governance from the National & Kapodistrian University of Athens. Also, she is a Certified Market Maker for trading futures & options in the ADEX and Certified for trading Equities on ASE from Hellenic Capital Market Commission.

**DIAS AQUACULTURE S.A.**



**Sector - Subsector:** Food & Beverage  
- Farming & Fishing  
**Company website:** [www.diassa.gr](http://www.diassa.gr)

**IRO Name:** Fani Renga  
**IRO Title:** Investor Relations Officer  
**Address:** 54 Elaion Str., Kifissia 145 64  
**Telephone:** +30 210 6251565  
**Fax:** +30 210 6251910  
**Email:** [f.renga@diassa.gr](mailto:f.renga@diassa.gr)

**Fani Renga** joined Dias Aquaculture S.A. in 2008. She holds a MSc in Business Finance from Brunel University and a BSc in Economics from University of Athens. She has previously worked as a financial analyst at Societe Generale Group.

**DIAS S.A. INVESTMENT CO.**



**Sector - Subsector:** Financial Services  
- Equity Investment Instruments  
**Company website:** [www.diasfund.gr](http://www.diasfund.gr)

**IR Contact:** Dionisia Kontogianni  
**Address:** 19 Voukourestiou Str., 106 71, Athens  
**Telephone:** +30 210 367 0900  
**Fax:** +30 210 367 0999  
**Email:** [diasinv@hol.gr](mailto:diasinv@hol.gr)

**DIEKAT S.A.**



**Sector - Subsector:** Construction & Materials  
- Heavy Construction

**Company website:** [www.diekat.gr](http://www.diekat.gr)

**Address:** 42 Konstantinoupoleos Str., 194 00, Koropi

**Telephone:** +30 210 668 3900

**Fax:** +30 210 668 4701

**Email:** [diekat-ath@ath.forthnet.gr](mailto:diekat-ath@ath.forthnet.gr)

**DIONIC S.A.**



**Sector - Subsector:** Industrial Goods & Services  
- Industrial Suppliers

**Company website:** [www.dionic.gr](http://www.dionic.gr)

**IR Contact:** Dimitrios Makariou

**Address:** 95 Aristotelous Str., 136 71, Acharnai

**Telephone:** +30 210 241 9600

**Fax:** +30 210 241 9690

**Email:** [makariou@dionic.com.gr](mailto:makariou@dionic.com.gr)

**DOMIKI KRITIS S.A.**



**Sector - Subsector:** Construction & Materials  
- Heavy Construction

**Company website:** [www.domik.gr](http://www.domik.gr)

**IR Contact:** Panayiotis Papadakis

**Address:** 14 Koronaiou Str., Herakleion,  
712 02, Crete

**Telephone:** +30 2810 288 287, 2810 289 895

**Fax:** +30 2810 341 156

**Email:** [finance@domik.gr](mailto:finance@domik.gr)

**DROMEAS S.A. OFFICE FURNITURE INDUSTRY**



**Sector - Subsector:** Personal & Household Goods - Furnishings

**Company website:** [www.dromeas.gr](http://www.dromeas.gr)

**IR Contact:** F. Tsagalidis

**Address:** Serres Industrial Estate, Block 9,  
612 21, Serres

**Telephone:** +30 23210 99220, 23210 99230

**Fax:** +30 23210 99270

**Email:** [dromfin@otenet.gr](mailto:dromfin@otenet.gr)

**DRUCKFARBEN HELLAS S.A.**



**Sector - Subsector:** Chemicals - Specialty Chemicals

**Company website:** [www.druckfarben.gr](http://www.druckfarben.gr)

**IR Contact:** Georgia Ktistaki

**Address:** Megaridos Ave., Thesi Kalistiri,  
Aspropyrgos, 193 00, Athens

**Telephone:** +30 210 551 9363

**Fax:** +30 210 551 9301

**Email:** [contact.us@druckfarben.gr](mailto:contact.us@druckfarben.gr)

**DUROS S.A.**



**Sector - Subsector:** Personal & Household Goods -  
Clothing & Accessories

**Company website:** [www.dur.gr](http://www.dur.gr)

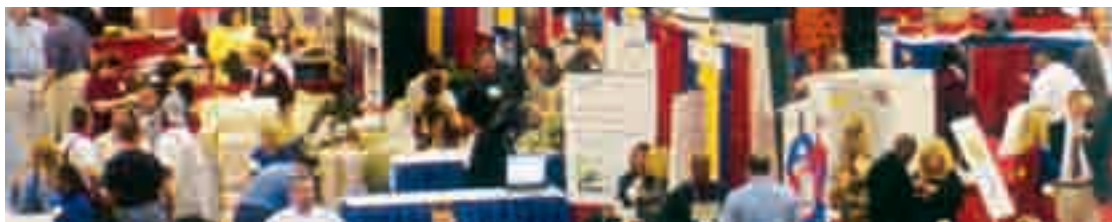
**IR Contact:** Ioannis Xenogiannis

**Address:** 80 Maragkopoulou Str., 263 31, Patra

**Telephone:** +30 2610 224 113

**Fax:** +30 2610 226 283

**Email:** [xenog@dur.gr](mailto:xenog@dur.gr)



**E**

**E. PAIRIS S.A.**



**Sector - Subsector:** Industrial Goods & Services - Containers & Packaging  
**Company website:** [www.pairis.gr](http://www.pairis.gr)

**IR Contact:** Ilias Sotirios  
**Address:** Thesi Goritsa, 193 00, Aspropyrgos  
**Telephone:** +30 210 551 5555  
**Fax:** +30 210 557 6192  
**Email:** [Hermes@pairis.gr](mailto:Hermes@pairis.gr)

**EDRASIS - C. PSALLIDAS S.A.**



**Sector - Subsector:** Construction & Materials - Heavy Construction  
**Company website:** [www.edrasis.gr](http://www.edrasis.gr)

**IR Contact:** Vasillis Ragavas  
**Address:** 47th km of Attiki Odos, 194 00, Koropi, Athens  
**Telephone:** +30 210 668 0600  
**Fax:** +30 210 668 0610  
**Email:** [edrasec@ath.forthnet.gr](mailto:edrasec@ath.forthnet.gr)

**EKTER S.A.**



**Sector - Subsector:** Construction & Materials - Heavy Construction  
**Company website:** [www.ekter.gr](http://www.ekter.gr)

**IR Contact:** Kyriakos Christofas  
**Address:** Nikis Str. 15, 10557, Athens  
**Telephone:** +30 210 3259700  
**Fax:** +30 210 3259710  
**Email:** [ekter@ekter.gr](mailto:ekter@ekter.gr)

**EL. D. MOUZAKIS S.A.**



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories  
**Company website:** [www.mouzakis.gr](http://www.mouzakis.gr)

**Address:** 41 Kifissou Ave., 122 42, Aigaleo  
**Telephone:** +30 210 349 0500  
**Fax:** +30 210 349 0598, 210 349 0599  
**Email:** [accounting@mouzakis.gr](mailto:accounting@mouzakis.gr)

**ELASTRON S.A.**



**Sector - Subsector:** Basic Resources - Steel  
**Company website:** [www.elastron.gr](http://www.elastron.gr)

**IR Contacts:** Stelios Koutsothanasis, Vasilios Manesis  
**Address:** Diilistirion Ave - Ag. Ioannis 190, 18233, Aspropyrgos  
**Telephone:** +30 210 551 5000  
**Fax:** +30 210 5515015  
**Email:** [kalsim@otenet.gr](mailto:kalsim@otenet.gr)

**ELBISCO S.A. HOLDING**



**Sector - Subsector:** Food & Beverage - Food Products  
**Company website:** [www.elbisco.gr](http://www.elbisco.gr)

**IRO Name:** John Papadopoulos  
**IRO Title:** CFO  
**Address:** 21st Klm Marathonos Avenue, Pikermi 190 09  
**Telephone:** +30 210 6606314  
**Fax:** +30 210 6039083  
**Email:** [ir@elbisco.gr](mailto:ir@elbisco.gr)

**Mr. Ioannis Papadopoulos** graduated in business administration from the American College of Greece and he holds a Master of Science degree in management from the Troy State University. Furthermore he is partially qualified in CIMA. He started his career in 1989 in England as a cost accountant, where he stayed for three years. After this experience he returned in Greece and worked in multinational firms as Kraft and Bristol – Myers are, holding the position of senior and regional financial analyst and controller before he starts to work as Finance & Administration Director in Sara Lee and in Alpha Television. From the April 2004 since now he is in ELBISCO group of companies, initially as Depute General Manager in Zi-



toluks a.d., Scopje and from the July of 2006 as a Group CFO. Besides his mother tongue he is quite fluent in English and he holds excellent comments in a variety of M.I.S. softwares.

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### **ELECTRONIKI ATHINON S.A.**



**Sector - Subsector:** Retail - Home Improvement Retailers

**Company website:** [www.electroniki.gr](http://www.electroniki.gr)

**IRO Name:** Athanasios Frontistis

**IRO Title:** Head of Investor Relations

**Address:** 122. Kifisou Ave. & Ethn. Makariou, Peristeri, 121 35

**Telephone:** +30 210 5703167

**Fax:** +30 210 5703162

**Email:** [frontistis@electroniki.gr](mailto:frontistis@electroniki.gr)

Graduate from the Economics Department of Lancaster University in England. Been in the Company since 2001. Past Working experience in a stock brokerage company.

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### **ELEFTHERI TILEORASI S.A.**



**Sector - Subsector:** Media - Broadcasting & Entertainment

**Company website:** [www.alter.gr](http://www.alter.gr)

**IR Contact:** Panayiotia Karkavelia

**Address:** 36-38 Ag. Paraskevis Str., 121 32 Peristeri

**Telephone:** +30 210 570 7000

**Fax:** +30 210 570 7070

**Email:** [ir@alter.gr](mailto:ir@alter.gr)

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### **ELFICO S.A.**



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories

**Company website:** [www.elfiko.gr](http://www.elfiko.gr)

**IR Contact:** Dimitra Kouloulia

**Address:** Schimatari Voiotias, 320 09, Schimatari

**Telephone:** +30 22620 58025, 22620 58301

**Fax:** +30 22620 58933

**Email:** [info@elfiko.gr](mailto:info@elfiko.gr)

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### **ELGEKA S.A.**



**Sector - Subsector:** Food & Beverage

- Food Products

**Company website:** [www.elgeka.gr](http://www.elgeka.gr)

**IR Contacts:** Anthimos Misailidis, Catherine Argyraki

**Address:** O.T.31 DA 13, 57022 Sindos

**Telephone:** +30 2310 779700

**Fax:** +30 2310 752335

**Email:** [info@elgeka.gr](mailto:info@elgeka.gr), [kmeintanis@elgeka.gr](mailto:kmeintanis@elgeka.gr)

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### **ELINOIL HELLENIC PETROLEUM COMPANY S.A.**



**Sector - Subsector:** Oil & Gas - Integrated Oil & Gas

**Company website:** [www.elin.gr](http://www.elin.gr)

**IRO Name:** George Pateras

**IRO Title:** Head Of Treasury & Investor Relations

**Address:** 33 Pigon Str., Kifissia, 145 64

**Telephone:** +30 210 624 1536

**Fax:** +30 210 624 1529

**Email:** [gpataras@elin.gr](mailto:gpataras@elin.gr)



**George Pateras** joined ELINOIL in September 2003. Previously, he worked in the Corporate Banking Division of EFG EUROBANK ERGASIAS and before that, up until 2000, he spent two years as a portfolio manager in various stock-broking firms in Greece.

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### **ELLAKTOR S.A.**



**Sector - Subsector:** Construction & Materials

- Heavy Construction

**Company website:** [www.etae.com](http://www.etae.com)

**IR Contact:** Georgia Fotogianni

**Address:** 25, Ermou Str., 145 64, Kifissia

**Telephone:** +30 210 8185000

**Fax:** +30 210 8185001

**Email:** [spitoskas@etae.com](mailto:spitoskas@etae.com)

### **ELMEC SPORT S.A.**



**Sector - Subsector:** Personal & Household Goods  
- Clothing & Accessories  
**Company website:** [www.elmec.gr](http://www.elmec.gr)

**IRO Name:** Nikolaos Anamourloglou  
**IRO Title:** Investor Relations Officer  
**Address:** 23km National Road Athens-Lamia  
**Telephone:** +30 210 9699586  
**Fax:** +30 210 964 8336  
**Email:** [anamourloglou@elmec.gr](mailto:anamourloglou@elmec.gr)

1999-2004 Marfin-Hellenic Securities  
2004-today Elmec Sport S.A., as Financial analyst and I.R.O.

\*Bachelors degree in Technology Of Energy from the Technical Educational Institute (T.E.I.) of Athens.  
\*Bachelors degree in Accounting & Finance from the American College of Greece, Deree

### **ELTON S.A.**



**Sector - Subsector:** Chemicals  
- Commodity Chemicals  
**Company website:** [www.elton.gr](http://www.elton.gr)

**IR Contact:** Panagiota Papathanasiou  
**Address:** Drassesa, Ind. Park, 190 11, Avlonas  
**Telephone:** +30 22950 29350  
**Fax:** +30 22950 29305  
**Email:** [elton@hol.gr](mailto:elton@hol.gr)

### **ELTRAK S.A.**



**Sector - Subsector:** Industrial Goods & Services -  
Commercial Vehicles & Trucks  
**Company website:** [www.eltrak.gr](http://www.eltrak.gr)

**IR Contact:** Fragkiskos Doukeris  
**Address:** 15 Korniliou & Thivaidos Str., 145 64, Kifissia  
**Telephone:** +30 210 819 6800  
**Fax:** +30 210 800 0618  
**Email:** [hhatzidakis@eltrak.gr](mailto:hhatzidakis@eltrak.gr)

### **ELVAL - HELLENIC ALUMINIUM INDUSTRY S.A.**



**Sector - Subsector:** Basic Resources – Aluminum

**IR Contacts:** Panayiotis Konistis,  
George Andriopoulos

### **ELVE S.A.**



**Sector - Subsector:** Personal & Household Goods  
- Clothing & Accessories  
**Company website:** [www.elvesa.gr](http://www.elvesa.gr)

**IR Contact:** Athanassios Kosmidis  
**Address:** Ag. Andreas Str., 640 07, Nea Peramos  
**Telephone:** +30 25940 23600/-3  
**Fax:** +30 25940 23604  
**Email:** [elve@otenet.gr](mailto:elve@otenet.gr)

### **ELVIEMEK S.A.**

**Sector - Subsector:** Real Estate - Real Estate  
Holding & Development  
**Company website:** [www.elviemek.gr](http://www.elviemek.gr)

**IR Contact:** Penelope Pappa  
**Address:** 40 Agiou Konstantinou Str.,  
Emporiko Kentro "Aitrio", B' Floor, 151 24, Marousi  
**Telephone:** +30 210 610 8491/-2  
**Fax:** +30 210 618 0247  
**Email:** [contact@elviemek.gr](mailto:contact@elviemek.gr)



## **EMPORIKI BANK**



**Sector - Subsector:** Banks - Banks  
**Company website:** [www.emporiki.gr](http://www.emporiki.gr)

**IRO Name:** Tatiana Linoxilaki  
**IRO Title:** Investor Relations Officer  
**Address:** 11 Sofokleous Str., 102 35, Athens  
**Telephone:** +30 210 3673969  
**Fax:** +30 210 3673704  
**Email:** [linoxylaki.t@emporiki.gr](mailto:linoxylaki.t@emporiki.gr)

**Tatiana Linoxilaki** has been appointed Investor Relations Officer in Emporiki Bank on May 2009. She joined Emporiki Bank in 2003 as an equity analyst and as of 2008 worked as senior analyst at the Office of the CFO, engaged also as project manager in various projects. Prior to that, she worked as equity analyst, since 1999, in Sigma Securities (currently Piraeus Bank Securities) and Omega Securities. She is a Certified Equity and Market Analyst by the Bank of Greece and Hellenic Capital Market Committee. Ms Linoxilaki holds a Masters Degree in International Relations from the University of Reading, a BA in English Language and Literature from the University of Athens, and has attended History Major in the American College of Greece (Deree College). Over the years, she has attended several seminars in financial analysis, project management, business planning, and international relations. She speaks Greek, English, French and Spanish.

## **EMPORIKOS DESMOS S.A.**



**Sector - Subsector:** Personal & Household Goods - Durable Household Products  
**Company website:** [www.emporikosdesmos.com.gr](http://www.emporikosdesmos.com.gr)

**IR Contact:** Nikolaos Tsikas  
**Address:** 2 Frantzi Str. & Syngrou Ave., 117 45, Athens  
**Telephone:** +30 210 921 1790  
**Fax:** +30 210 922 2211  
**Email:** [k.stylianou@emporikosdesmos.com.gr](mailto:k.stylianou@emporikosdesmos.com.gr)

## **EUROBANK EFG**



**Sector - Subsector:** Banks - Banks  
**Company website:** [www.eurobank.gr](http://www.eurobank.gr)

**IRO Name:** Dimitris Nikolos  
**IRO Title:** Head of Investor Relations  
**Address:** 20, Amalias Ave, 105 57, Athens, Greece  
**Telephone:** +30 210 3337688  
**Fax:** +30 210 3337160  
**Email:** [dnikolos@eurobank.gr](mailto:dnikolos@eurobank.gr)

**Dimitris Nikolos** has ten years of experience in investment related fields, mainly as equity analyst. Dimitris is currently the Eurobank EFG IRO. Professional Experience Dimitris Nikolos spent seven years as an equity analyst, mainly focused on banks and food & beverage sectors. Dimitris started his market related carrier with Santander Investment and a year later (1998) joined Societe Generale in London as Greek analyst. Fund managers ranked Dimitris a top-5 analyst for Greece in a Reuters survey. Moving back to Athens, he joined Kappa Securities as head of Research in 2002. Dimitris Nikolos joined Eurobank in 2004 and assumed the IRO role. Dimitris took part in the Å1.2bn rights issue concluded in Sept 2007. Academic & Professional education. Dimitris Nikolos is a Chemical Engineer by training. He also gained an MBA from Sheffield University and the CFA designation.

**IRO Name:** Yannis Chalaris  
**IRO Title:** IR Manager  
**Address:** 20, Amalias Ave., 105 57, Athens, Greece  
**Telephone:** +30 210 3337954  
**Fax:** +30 210 3337160  
**Email:** [ycharalis@eurobank.gr](mailto:ycharalis@eurobank.gr)



**Yannis Chalaris** is a senior I.R. manager at Eurobank EFG. He joined the I.R. team at the very first stages of its inception in 2001, contributing to the built up of its prominent profile. Yannis has frequent contacts with investors and analysts in Europe and the US and he has participated in numerous roadshows and conferences the last 9 years of his employment within Eurobank. Before joining the bank, Yannis was a banking analyst at NBG Securities. He Holds a Masters Degree in Finance from the University of Strathclyde in Glasgow and a Degree in Economics from the University of Piraeus.

**EUROBANK PROPERTIES REAL ESTATE INVESTMENT COMPANY**



**Sector - Subsector:** Real Estate - Specialty REITs  
**Company website:** [www.eurobankproperties.gr](http://www.eurobankproperties.gr)

**IR Contact:** Stelios Probonas  
**Address:** 6 Siniosoglou Str., 142 34, Nea Ionia  
**Telephone:** +30 210 352 3400  
**Fax:** +30 210 352 3510  
**Email:** [eurobankproperties@eurobank.gr](mailto:eurobankproperties@eurobank.gr)

**EUROBROKERS S.A.**



**Sector - Subsector:** Insurance - Insurance Brokers  
**Company website:** [www.eurobrokers.gr](http://www.eurobrokers.gr)

**IRO Name:** Prassas Alexandros  
**IRO Title:** Investor Relations & Corporate Announcements Officer  
**Address:** 100 Kifisias Ave., 151 25, Athens  
**Telephone:** +30 210 812 3700  
**Fax:** +30 210 614 0211  
**Email:** [info@eurobrokers.gr](mailto:info@eurobrokers.gr)

**EUROCONSULTANTS S.A.**



**Sector - Subsector:** Industrial Goods & Services - Business Support Services  
**Company website:** [www.euroconsultants.gr](http://www.euroconsultants.gr)  
**IR Contacts:** Eleni Chanoglou, Apostolos Apostolidis  
**Address:** 21 Antoni Tritsi, 55102, Thessaloniki  
**Telephone:** +30 2310 804 000  
**Fax:** +30 2310 804 100  
**Email:** [mattheopoulou@euroconsultants.com.gr](mailto:mattheopoulou@euroconsultants.com.gr)



**EURODRIP S.A.**



**Sector - Subsector:** Chemicals - Specialty Chemicals  
**Company website:** <http://www.eurodrip.com>

**IRO Name:** Chamakou Marianna  
**IRO Title:** IR Officer & Financial Analyst  
**Address:** 55 Km National Road Athens - Lamia Inofyta  
**Telephone:** +30 22620 54800  
**Fax:** +30 22620 54831  
**Email:** [m.chamakou@eurodrip.gr](mailto:m.chamakou@eurodrip.gr)

**Chamakou Marianna** is IR officer in Eurodrip SA the European Leader in manufacturing and supplying integral driplines. She has held a position as an Internal Auditor in Optima AEEX. She holds 2 BA degrees one from University of Athens in Mathematics and from University of Peiraias in Economics .

**EUROHOLDINGS CAPITAL AND INVESTMENT CORP**



**Sector - Subsector:** Food & Beverage  
- Farming & Fishing  
**Company website:** [www.euroholdings.gr](http://www.euroholdings.gr)

**IRO Name:** Alexandra Rouka  
**IRO Title:** Investor Relations Officer  
**Address:** 39 Panepistimiou Str., 105 64, Athens  
**Telephone:** +30 210 3319149  
**Fax:** +30 210 3319932  
**Email:** [a.rouka@euroholdings.gr](mailto:a.rouka@euroholdings.gr)

**Alexandra Rouka** was born in Ioannina on May 19th, 1978. She holds a degree in Economic Sciences from the National and Kapodistrian University of Athens and an MBA from ALBA Graduate Business School. In 2001 she worked in the Research and Analysis Department of Atlas Securities SA and in 2003 she became in charge of that department. Since November 2003 she is working in Euroholdings Capital and Investment Corp. and Perseus Specialty Food Products SA as an Investor Relations Officer. From July 2006 she entered Euroholdings' Board of Directors and now holds the title of Vice President. She speaks fluent English and good German.



**EUROLINE INVESTMENTS CLOSED  
& INVESTMENT COMPANY**



**Sector - Subsector:** Financial Services -  
Equity Investment Instruments  
**Company website:** [www.eurolineaeex.gr](http://www.eurolineaeex.gr)

**IR Contact:** George Kouvatseas  
**Address:** 8 Dragatsaniou, 105 59, Athens  
**Telephone:** +30 210 684 2320  
**Fax:** +30 210 684 2168

**EUROMEDICA S.A.**



**Sector - Subsector:** Health Care  
- Health Care Providers  
**Company website:** [www.euromedica.gr](http://www.euromedica.gr)

**IRO Name:** George Stamatakis  
**IRO Title:** Group Investor Relations Officer  
**Address:** 178 Kifisias Av.,  
152 31 Chalandri – Athens, Greece  
**Telephone:** +30 210 6780200  
**Fax:** +30 210 6710172  
**Email:** [ir@euromedica.gr](mailto:ir@euromedica.gr)

Between 1997-2003 **Mr Stamatakis** was at KERGOS PUBLISHING SA at the Public Relations Dept. and from 2005 until today he works at EUROMEDICA SA and his position is Group IRO. He graduated in 2003 from the American College of Greece with BSc in Business Administration, and he graduated from CCCU of Kent UK in 2004 with MSc in Business Administration. Spoken languages English and French.



**EUROPEAN RELIANCE GEN.  
INSURANCE CO. S.A.**



**Sector - Subsector:** Insurance -  
Property & Casualty Insurance  
**Company website:** [www.europisti.gr](http://www.europisti.gr)

**IRO Name:** Stefanos Verzovitis  
**IRO Title:** General Manager of Finance  
& Administration  
**Address:** 274 Kifisias Ave., 152 32, Chalandri, Athens  
**Telephone:** +30 210 682 9601  
**Fax:** +30 210 684 4780  
**Email:** [sverzovitis@europisti.gr](mailto:sverzovitis@europisti.gr)



Sep-2000 to Present: EUROPEAN RELIANCE GENERAL INSURANCE CO, Athens (Insurance company : General Manager of Finance & Administration). Dec-1998 to Aug-2000: ZIRIDIS EDUCATIONAL ORGANIZATION SA, Athens (Private educational organization : Finance & Administration Manager). Dec-1997 to Nov-1998: ONASSIS CARDIAC SURGERY CENTER, Athens (Government owned hospital : Financial Manager). Feb-1991 to Dec-1997: S.C.JOHNSON WAX, Athens (Privately held international manufacturer of fast consuming products-{ Jan-1994 to Dec-1997: Finance and I/S Manager}-{Feb-1991 to Dec-1993: Managerial Accountant}). Oct-1985 to Jan-1991: ELASTIKA MICHELIN SA, Athens (Worldwide tire manufacturer- [Apr-1987 to Jan-1991 : Credit Controller] [Oct-1985 to Mar-1987 : Senior Accountant]). EDUCATION: Economic University (ASOEE) 1981, Business Administration dpt, Fluent in English, French.

**EVROFARMA S.A.**



**Sector - Subsector:** Food & Beverage  
- Food Products  
**Company website:** [www.evrofarma.gr](http://www.evrofarma.gr)

**IR Contact:** Maria Kirtsopoulou  
**Address:** 3rd Km, Alexandroupolis-Borders Rd,  
681 00, Alexandroupolis  
**Telephone:** +30 25510 88120/-150  
**Fax:** +30 25510 88153  
**Email:** [info@evrofarma.gr](mailto:info@evrofarma.gr)

**F**

**FASHION BOX GREECE S.A.**

**FASHION BOX ΕΛΛΑΣ Α.Ε.**

**Sector - Subsector:** Personal & Household Goods  
- Clothing & Accessories

**Company website:** [www.fashionbox.gr](http://www.fashionbox.gr)

**IRO Name:** Adamantios Sotiropoulos

**IRO Title:** Investor Relations & Corporate  
Communications Officer

**Address:** 90 Kapodistriou, Nea Ionia, 142 35

**Telephone:** +30 210 271 7757

**Fax:** + 30 210 271 3690

**Email:** [ir@fashionbox.gr](mailto:ir@fashionbox.gr)

**Adamantios Sotiropoulos**, 36 years old, is a holder of a B.Sc. in Law from National & Kapodestrian University of Athens. He worked as a trainee Lawyer in D. Manolis lawfirm in Athens and Edwards & Angel Law firm in New York. After that, he worked for 5 years as a full time Licensed Attorney at Law in Theo V. Sioufas Law Offices in Piraeus, handling Civil, Commercial and Maritime law cases. On 2002 he was appointed as IRO of Fashion Box Greece S.A., where he holds this post until today.

**F.G. EUROPE S.A.**



**Sector - Subsector:** Personal & Household Goods -  
Durable Household Products

**Company website:** [www.fgeurope.gr](http://www.fgeurope.gr)

**IRO Name:** Evangelos Lianopoulos

**IRO Title:** Deputy General Manager and Head of In-  
vestor Relations and Shareholder Relations

**Address:** 128 Vouliagmenis Ave., 166 74, Glyfada

**Telephone:** +30 210 969 6500

**Fax:** +30 210 960 3802

**Email:** [ir@fgeurope.gr](mailto:ir@fgeurope.gr)



**Evangelos Lianopoulos** was born in 1952 in Naxos, Greece. He is a Graduate of the University of Piraeus, Department of Economics, specialized in financing, accounting and taxation. Financial Director since 1990, whereas since 1997 he held the position of General Director. He joined the Group in 1978 and he has worked as Accounting Manager since 1986. He has also been a member of the Board of Directors since 1991 and Managing Director

from 1997 until his resignation from the board in September 2001. Currently in F.G. Europe S.A. he holds the position of Deputy General Manager and Head of Investor Relations and Shareholder Relations.

**FHL I. KIRIAKIDIS MARBLES  
AND GRANITES S.A.**



**Sector - Subsector:** Construction & Materials  
- Building Materials & Fixtures

**Company website:** [www.fhl.gr](http://www.fhl.gr)

**Chairman & Director:** Ilias Kiriakidis

**Address:** Industrial Zone Of Drama, 661 00

**Telephone:** +30 25210 81360

**Fax:** +30 25210 81366

**Email:** [fhl@dra.forthnet.gr](mailto:fhl@dra.forthnet.gr)

**Mr Ilias Kiriakidis** was born in Drama in 1950 and he has graduated of the school of merchant marine officers. He speaks English, Italian and German. At first he was working as a merchant ship's captain for about a decade. From 1979 to 1990 he worked at the company G. LAZARIDIS MARMARA DRAMAS S.A. which is the second largest marble industry in Greece, initially as Technical Director and in 1984 and then as General Manager responsible for sales abroad. Because of its position he has acquired and cultivated major contacts around the world and has managed to make known the Greek marble in inaccessible markets (Japan, Singapore, Hong - Kong, USA etc). In 1990 he participated in the establishment of I. Kiriakidis Marbles - Granites SA which is among the major firms and has one of the most modern factories. Today the company with the firm FHL I. Kiriakidis Marbles and Granite S.A. is Included in the most successful companies in marble industry allocating one of the most modern marble factories, modern equipment and well trained staff.

**MERMEREN KOMBINAT A.D. PRILEP**



**Sector - Subsector:** Basic Resources - General Mining  
**Company website:** [www.mermeren-sivec.com.mk](http://www.mermeren-sivec.com.mk)

**IR Contacts:** Theodoros Malfas, Christine Sipher

**Address:** KrusevskiPat b.b., Prilep

**Telephone:** +30 210 33 19 560

**Fax:** +30 210 33 19 569

**Email:** [info@mermeren-sivec.com.mk](mailto:info@mermeren-sivec.com.mk)

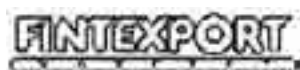
**FIERATEX S.A.**



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories  
**Company website:** [www.fieratex.gr](http://www.fieratex.gr)

**IR Contact:** Zaharoula Kotanidou  
**Address:** Nea Santa, 545 00, Kilkis  
**Telephone:** +30 23410 64403  
**Fax:** +30 23410 64481  
**Email:** [thakour@fieratex.gr](mailto:thakour@fieratex.gr)

**FINTEXPOR S.A.**



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories  
**Company website:** [www.fintexport.gr](http://www.fintexport.gr)

**IR Contacts:** Maria Psaltouli, Aggelos Voglis  
**Address:** 21 Helmou Str., 145 65, Agios Stefanos  
**Telephone:** +30 210 814 1003, 210 814 1025  
**Fax:** +30 210 8141980 , 210 814 1553  
**Email:** [metoxes@fintexport.gr](mailto:metoxes@fintexport.gr)

**FLEXOPACK S.A.**



**Sector - Subsector:** Industrial Goods & Services - Containers & Packaging  
**Company website:** [www.flexopack.gr](http://www.flexopack.gr)

**IR Contacts:** Assimina Ginossati, Stavros Megoulis  
**Address:** Tzima, P.O. Box 136, 194 00 Koropi  
**Telephone:** +30 210 662 5630/-1  
**Fax:** +30 210 662 6583  
**Email:** [anastasios.lyberopoulos@flexopack.gr](mailto:anastasios.lyberopoulos@flexopack.gr)

**FLOUR MILLS C. SARANTOPOULOS S.A.**



**Sector - Subsector:** Food & Beverage - Food Products  
**Company website:** [www.ksarantopoulos.gr](http://www.ksarantopoulos.gr)  
**Address:** 3 Dimokratias Ave., 187 56, Keratsinion  
**Telephone:** +30 210 412 4731  
**Fax:** +30 210 4124734  
**Email:** [sarantopoulos@internet.gr](mailto:sarantopoulos@internet.gr)

**FLOUR MILLS KEPENOS S.A.**



**Sector - Subsector:** Food & Beverage - Food Products  
**Company website:** [www.kepenos.gr](http://www.kepenos.gr)

**IR Contact:** Andriana Argiropoulou  
**Address:** Industrial Area of Patra, Patra  
**Telephone:** +30 2610 241 940  
**Fax:** +30 2610 647 173  
**Email:** [mkepenos@kepenos.gr](mailto:mkepenos@kepenos.gr)

**FOLLI FOLLIE S.A.**



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories  
**Company website:** [www.follifollie.com](http://www.follifollie.com)

**IRO Name:** Mantalena Kasidiaropoulou  
**IRO Title:** Investor Relations Manager  
**Address:** 23<sup>rd</sup> km Atinon-Lamias, Agios Stefanos, 145 65  
**Telephone:** +30 210 624 1000 (ext. 141)  
**Fax:** +30 210 624 1100  
**Email:** [mkasidiaropoulou@follifollie.gr](mailto:mkasidiaropoulou@follifollie.gr)



**Mantalena Kasidiaropoulou** graduated at the University of Heidelberg, she holds a Masters degree from the University of Basle in economics, European law and political science and did postgraduate studies in Management at the University of Brussels. She started her professional career in the European Parliament in Brussels and joined in 1997 the Bank of New York. After seven years at Deutsche Bank, she joined in June 2006 Folli Follie. Languages: German, English, Greek, French.



## **FORTHNET S.A.**



**Sector - Subsector:** Technology - Internet

**Company website:** [www.forthnet.gr](http://www.forthnet.gr)

**IRO Name:** Giorgos M. Dermitzakis

**IRO Title:** IRO

**Address:** Manis Street 153 51 Kantza Pallini

**Telephone:** +30 210 955 9258

**Mobile:** +30 693 705 7102

**Fax:** +30 210 955 9055

**Email:** [gder@forthnet.gr](mailto:gder@forthnet.gr)

**Mr Dermitzakis** joined Forthnet in 2000 soon after the company was listed in Athens Stock Exchange. He helped the company to successfully conclude two significant capital increases of 120 million euro in 2006 and of 300 million euro in 2008, as well as to defend the company against a hostile takeover attempt in 2005. He has also being involved in raising debt for the company. He holds a BEng in Computer Systems Engineering from the University of Kent and an MA in Finance from the University of Newcastle.

## **FOURLIS HOLDINGS S.A.**



**Sector - Subsector:** Personal & Household Goods - Durable Household Products

**Company website:** [www.fournalis.gr](http://www.fournalis.gr)

**IRO Name:** George Alevizos

**IRO Title:** Finance Manager  
(Treasury, IR, Risk Management)

**Address:** 340 Kifissias Ave., N. Psychico, 154 51

**Telephone:** +30 210 6293004

**Mobile:** +30 6944 250260

**Fax:** +30 210 6293205

**Email:** [george.alevizos@fournalis.gr](mailto:george.alevizos@fournalis.gr)



**Mr Alevizos** was born in Kalamata, Messinia Prefecture in 1967. A Greek national, he holds a degree in mathematics from the University of Patras and an M.B.A. in Finance from ALBA. He is licensed as a Special Trader on the Athens Derivatives Exchange (ADEX) and holds a Trader's certificate from the International Currency Traders Association (ACI). He joined the Xios Bank Dealing Room, initially as a Money Market Junior Dealer for one year and then as a Foreign Exchange Dealer and Senior Dealer for 4 years. He joined Fournalis Group in April 2000 as Group

Corporate Treasurer and currently he holds the position of Finance Manager responsible for treasury, investor relations and risk management in the Group.

## **FRIGOGLASS S.A.**



**Sector - Subsector:** Industrial Goods & Services  
- Industrial Machinery

**Company website:** [www.frigoglass.com](http://www.frigoglass.com)

**IRO Name:** Lillian Phillips

**IRO Title:** Head of Corporate Communications and Investor Relations

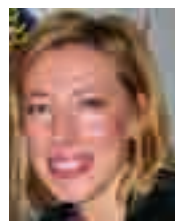
**Address:** 15 A. Metaxa Str., 145 64, Kifissia, Athens

**Telephone:** +30 210 6165757

**Mobile:** +30 6946 125140

**Fax:** +30 210 6199097

**Email:** [lpillips@frigoglass.com](mailto:lpillips@frigoglass.com)



**Lillian** was appointed Head of Corporate Communications and Investor Relations in July 2009. She joined Frigoglass Group in 2002 as Investor Relations Manager. She started her career in 1993 working at First Chicago Bank in Private Banking where she worked for four years. In 1998 she continued her career at ABN AMRO bank in Greece in Private Banking and asset management and a year later she moved to Piraeus Securities as a sales and new investment products. Lillian holds a degree Business Administration degree from Loyola University in Chicago and has attended a graduate programme in Finance at the University of Chicago Graduate School Of Business.



## **GALAXIDI FISH FARMING S.A.**



**Sector - Subsector:** Food & Beverage  
- Farming & Fishing

**Company website:** [www.gmf-sa.gr](http://www.gmf-sa.gr)

**Address:** Anemokampi, 330 52, Galaxidi, Greece

**Telephone:** +30 22650 41840

**Fax:** +30 22650 41197

**Email:** [gmf-sa@hol.gr](mailto:gmf-sa@hol.gr)



#### GEK TERNA GROUP



**Sector - Subsector:** Financial Services - Real Estate Holding & Development

**Company website:** [www.gekterna.gr](http://www.gekterna.gr)

**IRO Name:** Aristotelis Spiliotis

**IRO Title:** Corporate Finance & Investor Relations

**Address:** 85 Mesogeion Str., 115 26, Athens

**Telephone:** +30 210 696 8431

**Fax:** +30 210 696 8076

**Email:** [tspiliotis@gekgroup.gr](mailto:tspiliotis@gekgroup.gr)

**Aristotelis Spiliotis** has worked in the following positions: Development Investments (1993 – 1995) Assistant Analyst, Lamda Finance 1998-1999) Financial Analyst, AIAS FINANCE Venture Capital (2000-2001) Financial Analyst, INTRALOT S.A (2001 -2003) Investor relations, GEK TERNA Group (2003-present) Investor Relations. He has a BSc in Business Administration (Dept. of Business Administration, Economic University of Athens) and an MSc in Finance and Investment (University of Brunel-England). He speaks English and French.

#### GEKE S.A.



**Sector - Subsector:** Travel & Leisure - Hotels

**Company website:** [www.president.gr](http://www.president.gr)

**IR Contacts:** D. Chronopoulos, G.Sofokleous

**Address:** 43 Kifisias Ave., 115 23, Athens

**Telephone:** +30 210 698 9000

**Fax:** +30 210 692 4900 – 968

**Email:** [president@president.gr](mailto:president@president.gr)

#### GEN. COMMERCIAL & IND.



**Sector - Subsector:** Industrial Goods & Services - Industrial Suppliers

**Company website:** [www.geb.gr](http://www.geb.gr)

**IR Contact:** Ioannis Karvelas

**Address:** 18th Km, Athens-Corinth National Road, 193 00, Aspropyrgos

**Telephone:** +30 210 5514600, +30 2310 707059

**Fax:** +30 210 557 2343

**Email:** [Th.Konidaris@geb.gr](mailto:Th.Konidaris@geb.gr)

#### GENERAL BANK OF GREECE



**Sector - Subsector:** Banks - Banks

**Company website:** [www.geniki.gr](http://www.geniki.gr)

**IRO Name:** Kleopatra Kyriazi

**IRO Title:** Head of IR Unit

**Address:** 109 – 111 Mesogeion Ave., 109 11, Athens

**Telephone:** +30 210 6976116

**Mobile:** +30 693 6615975

**Fax:** +30 210 6975706

**Email:** [kleopatra.kyriazi@geniki.gr](mailto:kleopatra.kyriazi@geniki.gr)



**Kleopatra Kyriazi** was appointed head of I.R. Unit of GENIKI Bank on September 2008. Prior to this position, she was responsible for the Management Office of the Bank, since 2004. Before joining GENIKI, she was working in STET Hellas S.A. (now

Wind) as legal advisor & regulatory officer. Her carrier started in EUTELAT, in Paris, where she was working as legal advisor on a specific project for European Satellites. With a PhD (Doctorat) in Public Law of the University RENE DESCARTES -PARIS V, in Paris, she accomplished her legal background. Graduated from the Athens University, she continued her studies in France and during her postgraduate studies (DEA) in the University PARIS V, she started focusing her researches in the fields of the deregulation of the public markets, which was also the topic of her thesis. Member of the Athens Bar Association, Kleopatra is fluent in French and English, while Greek is her mother language.



#### HALKOR S.A (FORMER VECTOR)



**Sector - Subsector:** Basic Resources - Nonferrous Metals

**Company website:** [www.halcor.gr](http://www.halcor.gr)

**IR Contacts:** Charalambos Theofilis, Evangelos Kotsios

**Address:** Pyrgos Athinon-Ktirio B', 2-4 Mesogeion Ave., 177 78

**Telephone:** +30 210 489 8395

**Fax:** +30 210 489 8395

**Email:** [tpanag@halcor.vionet.gr](mailto:tpanag@halcor.vionet.gr)

## HATZIOANNOU S.A.



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories

**Company website:** [www.hatzi.gr](http://www.hatzi.gr)

**IRO Name:** Thanos Maltezakis

**IRO Title:** Investor Relations Officer

**Address:** 1, Syrou Str. Anthoussa Attica, 153 49

**Telephone:** +30 210 6609924

**Fax:** +30 210 6664807

**Email:** [ir@spriderstores.com](mailto:ir@spriderstores.com)



**Thanos Maltezakis** holds a Bachelor of Arts in Management, focused in Organizational Behavior from the American College of Greece and a M.B.A. focused in Finance from the Athens Laboratory of Business Administration (ALBA). He was occupied for nearly a decade in the brokerage sector, initially in equity research and then in the provision of investment banking services. Since January 2007 he is SPRIDER STORES investor relations officer. Simultaneously, as of December 2008 he took over the same position in HADJIOANNOU S.A. He speaks Greek, English and French.

## HELLAS ONLINE S.A.



**Sector - Subsector:** Technology - Software

**Company website:** [www.hol.gr/ir](http://www.hol.gr/ir)

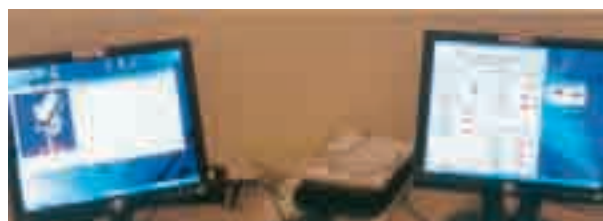
**IR Contact:** Athina Mastagaki

**Address:** Adrianeiou 2 & Papada, 115 25 Athens

**Telephone:** + 30 213 000 4195

**Fax:** + 30 213 000 5190

**Email:** [ir@hol.net](mailto:ir@hol.net)



## HELLENIC FABRICS S.A.



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories

**Company website:** [www.hellenicfabrics.com](http://www.hellenicfabrics.com)

**IRO Name:** Ekaterini Papatsa

**IRO Title:** Group Investor & Public Relations Officer

**Address:** 26 Komninon Street

- GR-546 24 Thessaloniki- Greece

**Telephone:** +30 2310 366700

**Fax:** +30 2310 366877

**Email:** [katerina.papatsa@hellenicfabrics.gr](mailto:katerina.papatsa@hellenicfabrics.gr)

Public Relations Officer since 1990 HELLENIC FABRICS S.A. - Group Investor & Public Relations officer since March 2008 Academic degrees: University of Macedonia - Business Administration Foreign languages: English, French

## HELLENIC CABLES S.A.



**Sector - Subsector:** Industrial Goods & Services

- Electrical Components & Equipment

**Company website:** [www.cablel.gr](http://www.cablel.gr)

**IRO Name:** Stavros Stavropoulos

**IRO Title:** Strategic Planning & Investor Relations Officer

**Address:** 69th km Old National Road Athens-Thebes

**Telephone:** + 30 22620 86675

**Fax:** + 30 22620 86606

**Email:** [sstavrop@cablel.vionet.gr](mailto:sstavrop@cablel.vionet.gr)

**Stavros Stavropoulos** joined Hellenic Cables Group in 2007 and his responsibilities include strategic & business planning, budgeting & reporting and investor relations. Prior to joining Hellenic Cables, Mr. Stavropoulos held the position of Senior Sales Executive in the export department of Halcor. He holds a BSc in Operational Research & Marketing and an MSc in Finance and Banking from the Athens University of Economics & Business (ASSOE) and is currently undertaking the "Executive Master's Program for Financial Directors" at the Hellenic Management Association (EEDE). He is fluent in English & German and has a working knowledge of French.

## HELLENIC DUTY FREE SHOPS S.A.



**Sector - Subsector:** Retail - Specialty Retailers

**Company website:** [www.dutyfreeshops.gr](http://www.dutyfreeshops.gr)

**IRO Name:** Theodore Gitzos

**IRO Title:** Investor Relations Manager - Financial & Business Analyst

**Address:** 23rd km Athens Lamia National Highway

**Telephone:** +30 210 626 9837

**Fax:** +30 210 626 9617

**Email:** [tgitzos@dutyfreeshops.gr](mailto:tgitzos@dutyfreeshops.gr)



**Theodore Gitzos** from April 1991 to November 1999 was employed in N.D. Devletoglou Securities & Investment Services S. A. (Piraeus Securities) mainly as a financial and investment banking analyst while from December 1999 to June 2004 he held

the position of Investor Relations Manager of Lavipharm S.A. From July 2004 he assumed his current position which is the Investor Relations Manager of Hellenic Duty Free Shops S.A. He holds a B.Sc. degree in Mathematics with a minor in Business Administration from the University of La Verne, having postgraduate studies in Henley Management College (MBA) and in Hellenic Business Management Association (Executive Master's Program for Financial Directors). From 2004 he is also attending (part time) the Investor Relations Certificate Program of the Irvine, University of California. Awarded with the "Best IR practice by a small cap company" award for 2003 served as Vice-President (April 2002 – November 2004) and was one of the seven founding members of the Hellenic Investor Relations Institute (HIRI). Member of the Greek MENSA and a Regular Member of the National Investor Relations Institute (NIRI). He is married and the proud father of two sons.

## HELLENIC EXCHANGES S.A.



**Sector - Subsector:** Financial Services

- Investment Services

**Company website:** [www.helex.gr](http://www.helex.gr)

**IRO Name:** Simos Spyrou

**IRO Title:** Strategic Planning, Communication & Investor Relations Director

**Address:** 110 Athinon Ave., 10442, Athens

**Telephone:** +30 210 336 6616

**Fax:** +30 210 336 6333

**Email:** [S.Spyrou@helex.gr](mailto:S.Spyrou@helex.gr)



**Mr. Simos Spyrou** has been working at the HELEX Group since 1997 where he presently holds the position of Director of Strategic Planning, Communication and Investor Relations. He was born in 1974 and studied Mechanical Engineering at Oxford University in England. He holds post graduate degrees in Engineering, Economics & Management from Oxford University and Banking & Finance from the Economic University of Athens. He is married and has two children.

## HELLENIC FISHFARMING S.A.



**Sector - Subsector:** Food & Beverage - Farming & Fishing

**Company website:** [www.helfish.gr](http://www.helfish.gr)

**IR Contact:** Marina Krontiri

**Address:** 48 Pentelis Ave. , 152 35, Vrilissia

**Telephone:** +30 210 613 1666, 210 613 2666

**Fax:** +30 210 613 2367

**Email:** [vdakos@helfish.gr](mailto:vdakos@helfish.gr)

## HELLENIC PETROLEUM S.A.



**HELLENIC  
PETROLEUM**

**Sector - Subsector:** Oil & Gas - Integrated Oil & Gas  
**Company website:** [www.helpe.gr](http://www.helpe.gr)

**Address:** 8A Chimarras Str., 15125, Marousi

**Telephone:** +30 210 6302000

**Fax:** +30 210 6302510, 210 6302511

**Email:** [info@hellenic-petroleum.gr](mailto:info@hellenic-petroleum.gr)



## HELLENIC SUGAR INDUSTRY S.A.



**Sector - Subsector:** Food & Beverage

- Food Products

**Company website:** [www.ebz.gr](http://www.ebz.gr)

**IR Contacts:** Charalambos Rallis, Sofia Stavridou

**Address:** 34 Mitropoleos Str., 541 10, Thessaloniki

**Telephone:** +30 2310 269 555, +30 2310 296 546

**Fax:** +30 2310 263 157, +30 2310 228 221

**Email:** [shares@ebz.gr](mailto:shares@ebz.gr)

## HERACLES GENERAL CEMENT COMPANY S.A.



**Sector - Subsector:** Construction & Materials

- Building Materials & Fixtures

**Company website:** [www.lafarge.gr](http://www.lafarge.gr)

**IR Contact:** Michael Michelis

**Address:** 49 – 51 S. Venizelou Str., 141 23, Lycovrisi

**Telephone:** +30 210 289 8111, +30 210 289 8232

**Fax:** +30 210 281 9306, +30 210 289 8303

**Email:** [info@lafarge.gr](mailto:info@lafarge.gr)

## HIPPOTOUR S.A.



**Sector - Subsector:** Food & Beverage

- Farming & Fishing

**Company website:** [www.ippotour.gr](http://www.ippotour.gr)

**IR Contact:** Kiriaki Gouskou

**Address:** 103 Kallirois Str., 176 71, Athens

**Telephone:** +30 210 6634791, +30 210 6634793

**Fax:** +30 210 6645015

**Email:** [arkolakisd@ippotour.gr](mailto:arkolakisd@ippotour.gr)

## HITECH SNT S.A.



**Sector - Subsector:** Technology - Software

**Company website:** [www.hitechsnt.gr](http://www.hitechsnt.gr)

**IR Contact:** Calliope Chatzaki

**Address:** 5 Kilkis & Metron Str.,

142 31, Nea Ionia, Athens

**Telephone:** +30 210 278 7100

**Fax:** +30 210 279 5266



## I. KLOUKINAS - I. LAPPAS S.A. CONSTR. AND COM.COMP.



**Sector - Subsector:** Construction & Materials

- Heavy Construction

**Company website:** [www.klmate.gr](http://www.klmate.gr)

**IRO Contact:** Maria Printsou

**Address:** 3rd Paster Str., 115 21 Athens, Greece

**Telephone:** +30 210 48 21 186

**Fax:** +30 210 48 21 063

**Email:** [mprintsou@klmate.gr](mailto:mprintsou@klmate.gr)

**Maria Printsou** has a Degree in Finance from the National & Kapodistrian University of Athens (1989-1993). Her career started as an assistant accountant in Apollon Airlines SA (1995-1998). Afterwards she was employed as an accountant in the subsidiary company of Arrow International (USA) Medical Products (1998-2002). From 2002 until 2004 she was Head of Financial Analysis Department of I. Kloukinas-I. Lappas SA and since 2004 Manager of the IR department.

## IASO S.A.



**Sector - Subsector:** Health Care - Health Care Providers

**Company website:** [www.iaso.gr](http://www.iaso.gr)

**IR Contacts:** Emmanouil Doulgerakis, Christina Skarmea

**Address:** 37-39 Kifisias Ave., 151 23, Marousi, Athens

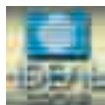
**Telephone:** +30 210 618 4000

**Fax:** +30 210 618 4158

**Email:** [metoxes@iaso.gr](mailto:metoxes@iaso.gr)



### **IDEAL GROUP S.A.**



**Sector - Subsector:** Technology  
- Electronic Office Equipment

**Company website:** [www.ideal.gr](http://www.ideal.gr)

**IR Contact:** Aikaterini Psifi  
**Address:** 25 Kreontos Str., 104 42, Athens  
**Telephone:** +30 210 519 3900  
**Fax:** +30 210 519 3910  
**Email:** [investor@ideal.gr](mailto:investor@ideal.gr)

### **IKONA-ICHOS S.A.**



**Sector - Subsector:** Retail - Specialty Retailers  
**Company website:** [www.e-h.gr](http://www.e-h.gr)

**IRO Name:** Stratos Kalamantis  
**IRO Title:** Head of Investor Relations  
**Address:** 57 Symeonidi Str., Thessaloniki  
**Telephone:** +30 2310 989170  
**Fax:** +30 2310 989200  
**Email:** [xaa@e-h.gr](mailto:xaa@e-h.gr)

**Stratos Kalamantis** was born in Thessaloniki in 1971. He has a degree in Economics from Panteios University of Athens and a Master degree (M.B.A. specialized in Finance) from Keele University (UK). Furthermore, Mr. Kalamantis is certified as an investment advisor from Greek Capital Market Commission (HRCMC). He speaks English fluently and he has followed several seminars relative to IR and finance. In 2002 he joined IKONA ICHOS SA in the Economic Department and in early 2004 he became Head of Investors Relations. In parallel, in IKONA ICHOS SA, he deals with budgeting-reporting and financial statements with International Financial Reporting Standards (IFRSs). Prior to IKONA ICHOS SA he worked in Egnatia Securities (in Thessaloniki branch) as an analyst, in the department of private-clients support.

### **IKTINOS HELLAS S.A.- GREEK MARBLE INDUSTRY**



**Sector - Subsector:** Construction & Materials  
- Building Materials & Fixtures  
**Company website:** [www.iktinος.gr](http://www.iktinος.gr)

**IR Contact:** Dimitra Krikzoni  
**Address:** 7 Lycovriseos Str., 144 52, Metamorfosi  
**Telephone:** +30 210 282 6825, 210 285 6342  
**Fax:** +30 210 281 8574  
**Email:** [info@iktinος.gr](mailto:info@iktinος.gr)

### **ILYDA S.A.**



**Sector - Subsector:** Technology - Software  
**Company website:** [www.ilyda.com](http://www.ilyda.com)

**IR Contact:** Efstratios Fragoulis  
**Address:** 29 Adrianeiou Str., 115 25, Athens  
**Telephone:** +30 210 670 5000  
**Fax:** +30 210 670 5050  
**Email:** [sfrag@ilyda.com](mailto:sfrag@ilyda.com)

### **IMPERIO ARGO GROUP S.A.**



**Sector - Subsector:** Industrial Goods & Services  
- Transportation Services  
**Company website:** [www.imperio.gr](http://www.imperio.gr)

**IR Contacts:** Sophia Kilifi, Dimitra Likoudi  
**Address:** 11-13 Mavrokordatou Str., 185 38, Piraeus  
**Telephone:** +30 210 458 3800  
**Fax:** +30 210 458 3894  
**Email:** [info@imperio.gr](mailto:info@imperio.gr)

### **INFO-QUEST S.A.**



**Sector - Subsector:** Technology - Computer Services  
**Company website:** [www.quest.gr](http://www.quest.gr)

**IRO Contact:** Dimitris Papadiamantopoulos  
**IRO Title:** Group Financial Controller  
**Address:** 25 Al. Pantou Ave., 176 71, Kallithea  
**Telephone:** +30 211 999 4762  
**Mobile:** +30 6999 994 762  
**Fax:** +30 211 999 4530  
**Email:** [d.papadiamantopoulos@info.quest.gr](mailto:d.papadiamantopoulos@info.quest.gr)

### **INFORM P. LYKOS S.A.**



**Sector - Subsector:** Industrial Goods & Services  
- Business Support Services  
**Company website:** [www.lykos.gr](http://www.lykos.gr)

**IR Contact:** Konstantinos Lagios, Commercial Director  
**Address:** 5th Klm Varis - Koropioi Ave.  
**Telephone:** +30 210 669 7500  
**Fax:** +30 210 662 3536  
**Email:** [k.lagios@lykos.gr](mailto:k.lagios@lykos.gr)



**Konstantinos Lagios** was born in Athens in 1972. He holds a Bachelor Degree in Business Administration from Athens University of Economics and Business and an MBA degree from Strathclyde Graduate Business School. He joined the company in 2001, coming from the Financial Services sector, in the position of Investor Relation Manager. In 2002, he took also the responsibility of the Media Relations, while in January 2003 he joined the Marketing Department. Since the beginning of 2004 he holds the position of the Marketing and Communication Director. In October 2005, he was assigned as Sales Manager in the Financial Unit. Since February 2008 Konstantinos Lagios holds the position of Commercial Director of Inform P. Lykos S.A.

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### **INFORMER S.A.**



**Sector - Subsector:** Technology - Computer Services  
**Company website:** [www.informer.gr](http://www.informer.gr)

**IR Contacts:** Despina Armara, Dionisios Pollatos  
**Address:** 4 Syngrou Ave. & Aftokratoros Nikolaou Str., 176 71, Athens  
**Telephone:** +30 210 900 9200  
**Fax:** +30 210 924 1633  
**Email:** [stocks@informer.gr](mailto:stocks@informer.gr)

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### **INTERFISH AQUACULTURE S.A.**



**Sector - Subsector:** Food & Beverage  
- Farming & Fishing  
**Company website:** [www.interfish.gr](http://www.interfish.gr)

**IR Contact:** Ioanna Tzave  
**Address:** 30 Navarxou Nikodimou Str., 105 56 Athens  
**Telephone:** +30 210 3724 9000  
**Fax:** +30 210 3724 9009  
**Email:** [info@interfish.gr](mailto:info@interfish.gr)

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### **INTERINVEST INTERNATIONAL INVESTMENTS S.A.**



**Sector - Subsector:** Financial Services  
- Equity Investment Instruments  
**Company website:** [www.interinvest.gr](http://www.interinvest.gr)

**IR Contact:** Andromachi Filipopoulou  
**Address:** 28 Voukourestiou Str., 106 71 Athens  
**Telephone:** +30 210 364 1221/-3/-5  
**Fax:** +30 210 361 4002  
**Email:** [sakellaridis@interinvest.gr](mailto:sakellaridis@interinvest.gr)

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### **INTERTECH S.A. INTER. TECHNOLOGIES**



**Sector - Subsector:** Technology  
- Computer Hardware  
**Company website:** [www.intertech.gr](http://www.intertech.gr)

**IR Contact:** Helen Skeparnia  
**Address:** 24 Afroditi & Rizountos Str., 166 77, Helliniko, Athens  
**Telephone:** +30 210 969 2300  
**Fax:** +30 210 964 8588  
**Email:** [eofficer@intertech.gr](mailto:eofficer@intertech.gr)

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### **INTRACOM CONSTRUCTIONS S.A. TECHN & STEEL CONSTRUCTIONS**



**Sector - Subsector:** Construction & Materials  
- Heavy Construction  
**Company website:** [www.intrakat.gr](http://www.intrakat.gr)

**IR Contact:** Ioanna Papavasiliou  
**Address:** 19th Km. Paianias - Markopoulou Av., 190 02 Paiania  
**Telephone:** +30 210 667 7700, +30 210 667 4346  
**Fax:** +30 210 664 6354, +30 210 667 7193  
**Email:** [ir@intrakat.gr](mailto:ir@intrakat.gr), [info@intrakat.gr](mailto:info@intrakat.gr)

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### **INTRACOM S.A. HOLDINGS**



**Sector - Subsector:** Technology  
- Telecommunications Equipment  
**Company website:** [www.intracom.com](http://www.intracom.com)

**IRO Name:** Ioannis Mantzaris  
**IRO Title:** Investor Relations Officer  
**Address:** 19km Markopoulou Ave., Peania, 19002, Greece  
**Telephone:** +30 210 667 9902  
**Fax:** +30 210 667 1011  
**Email:** [iman@intracom.gr](mailto:iman@intracom.gr)



**Ioannis Mantzaris** after graduating from Athens College in 1986, enrolled at the American College of Greece (Deree College) pursuing a Bachelor's degree in Business Administration. He graduated in 1990 with a Major in Accounting and Finance. Military service was a necessary break until 1992, when he enrolled at Boston College in Chestnut Hill, Massachusetts, USA. He graduated in 1993, earning a Master of Science degree in Finance. His first encounter with the business community, was at Nationale Nederlanden Mutual Funds. He joined in 1994 as an investment analyst. In 1996, after a brief stop at Midland Pandelakis Securities as a bond trader, he joined the newly formed ETBA NatWest Mutual Funds as Fund Manager. He remained at that position until 2000, when the company has changed to ETBA P&K Mutual Funds. In 2000, he moved to the parent company P&K Capital AXEPEY in the Asset management dept., and in 2001 he joined the institutional sales trading desk of P&K Securities. Since September 2002, he has been appointed Investor Relations Officer in INTRACOM HOLDINGS SA, the position that he has today. During his stock market days (especially between 1999-2001), he has had articles in the financial press, as well as a part time position in the Athens Stock Exchange Training Center, instructing candidates for mutual funds sales networks.

### INTRALOT S.A.



**Sector - Subsector:** Travel & Leisure - Gambling  
**Company website:** [www.intralot.com](http://www.intralot.com)

**IRO Name:** Elias Athanasiou  
**IRO Title:** Financial Analysis & Investor Relations Director  
**Address:** 64 Kifissias Ave. & 3 Premetis Str., Greece  
**Telephone:** +30 210 615 6000  
**Fax:** +30 210 615 6128  
**Email:** [gennata@intralot.com](mailto:gennata@intralot.com)



**Elias Athanasiou**, Financial Analysis and Investor Relations Director Elias Athanasiou joined INTRALOT in mid-2003 as Financial Analysis & Investor Relations Manager and in 2005 he was promoted to Director. Previously he has worked as an equity analyst for four years and as a corporate finance analyst at the Interamerican Insurance Group for two years. He holds a B.Sc. Cum Laude in Marketing from ULV California and an M.Sc. in Finance from the University of Strath-

clyde, UK. In 2003 he became a CFA Charterholder (Chartered Financial Analyst). Previously he has worked as an equity analyst for four years and as a corporate finance analyst at the Interamerican Insurance Group for two years. He holds a B.Sc. Cum Laude in Marketing from ULV California and an M.Sc. in Finance from the University of Strathclyde, UK. In 2003 he became a CFA Charterholder (Chartered Financial Analyst).

### IONIAN HOTEL ENT.



**Sector - Subsector:** Travel & Leisure - Hotels  
**Company website:** [www.ionianhe.gr](http://www.ionianhe.gr)

**IR Contacts:** Eirini Saxa, Georgia Thodosi Kontou  
**Address:** 6 Filellinon Str., 105 57, Athens  
**Telephone:** +30 210 726 7700  
**Fax:** +30 210 726 7798  
**Email:** [ionianhotels@alpha.gr](mailto:ionianhotels@alpha.gr)



### J. & P. - AVAX S.A.



**Sector - Subsector:** Construction & Materials  
- Heavy Construction  
**Company website:** [www.jp-avax.gr](http://www.jp-avax.gr)

**IR Contacts:** Elisabeth Michailari, Agelos Kiosklis  
**Address:** 16 Amarousiou-Halandriou Str.,  
151 25, Marousi  
**Telephone:** +30 210 637 5000  
**Fax:** +30 210 610 4380  
**Email:** [investor\\_relations@jp-avax.gr](mailto:investor_relations@jp-avax.gr)

### J.BOUTARIS & SON HOLDING S.A.



**Sector - Subsector:** Food & Beverage  
- Distillers & Vintners  
**Company website:** [www.boutarigroup.gr](http://www.boutarigroup.gr)

**IR Contact:** Kleopatra Christou  
**Address:** 134 New Monastiriou Str.,  
563 34, Thessaloniki  
**Telephone:** +30 2310 706400, +30 210 6605200  
**Fax:** +30 2310 770124, +30 210 6037952  
**E-mail:** [cleopatra.christou@boytarigroup.gr](mailto:cleopatra.christou@boytarigroup.gr)

## **JUMBO SA**



**Sector - Subsector:** Personal & Household Goods  
- Toys

**Company website:** [www.jumbo.gr](http://www.jumbo.gr)

**IRO Name:** Karamitsoli Amalia

**IRO Title:** Investor Relation Officer

**Address:** 9 Kyprou & Idras str, 183 46 Moschato

**Telephone:** +30 210 4805267

**Fax:** +30 210 4805242

**Email:** [metohon@jumbo.gr](mailto:metohon@jumbo.gr)

**Amalia Karamitsoli** was appointed Investor Relations Officer of Jumbo SA in June 2007. She started her career in 1999 at National Securities (affiliated company of the National Bank of Greece) working since 2003 as an analyst. She is a Certified Equity & Market Analyst from the Hellenic Capital Market Commission. She holds a M.Sc. in Financial Analysis from University of Piraeus, a first Degree in Public Administration from the Panteion University.



## **KARAMOLENGOS BAKERY INDUSTRY S.A.**



**Sector - Subsector:** Food & Beverage  
- Food Products

**Company website:** [www.karamolegos-bkr.gr](http://www.karamolegos-bkr.gr)

**IR Contact:** Nikoleta Papakonstantinou

**Address:** Tzima, Koropi Industrial Area, 194 00 Koropi

**Telephone:** +30 210 669 4200

**Fax:** +30 210 669 4299

**Email:** [karamolegos@ath.forthnet.gr](mailto:karamolegos@ath.forthnet.gr)



## **KARATZIS S.A.**



**Sector - Subsector:** Industrial Goods & Services  
- Containers & Packaging

**Company website:** [www.karatzis.gr](http://www.karatzis.gr)

**IRO Name:** Dimitris Archontopoulos

**IRO Title:** Investor Relations Officer

**Address:** Ind. Area Herakleion, P.O. Box 1490,  
711 10, Herakleion - Crete

**Telephone:** +30 2810 382 900

**Fax:** +30 2810 381 400

**Email:** [hermes@karatzis.gr](mailto:hermes@karatzis.gr)



**Dimitris Archontopoulos** holds a BSc in Economics from University of Piraeus and an MSc in Economics from University of Macedonia. He has been working in Karatzis SA since 2004 and is responsible for Investors Relations since June 2007.

## **KARELIA TOBACCO COMPANY INC. S.A.**



**Sector - Subsector:** Personal & Household Goods -  
Tobacco

**Company website:** [www.karelia.gr](http://www.karelia.gr)

**IR Contact:** Georgios Alevizopoulos

**Address:** Athinon Rd, 241 00, Kalamata

**Telephone:** +30 27210 69002

**Fax:** +30 27210 69080

**Email:** [info@karelia.gr](mailto:info@karelia.gr)

## **KATHIMERINI PUBLISHING S.A.**



**Sector - Subsector:** Media - Publishing

**Company website:** [www.kathimerini.gr](http://www.kathimerini.gr)

**IR Contact:** N. Tsironi

**Address:** 2 Dim. Falireos & Ethnarchou Makariou Str.,  
185 47 Piraeus

**Telephone:** +30 210 480 8000

**Fax:** +30 210 480 8202

**Email:** [logistirio@kathimerini.gr](mailto:logistirio@kathimerini.gr)



**KEKROPS S.A.**



**Sector - Subsector:** Travel & Leisure

- Travel & Tourism

**Company website:** <http://www.kekrops.gr>

**IR Contact:** Christina Nikolaou

**Address:** 6 Daphnes Str., 154 52, Psychiko

**Telephone:** +30 210 67 12 071, 210 6713542

**Fax:** +30 210 67 14 146

**Email:** kekropsae@otenet.gr

**KERAMIA-ALLATINI S.A. REAL ESTATE  
MANAGEMENT & HOLDING COMPANY**



**Sector - Subsector:** Construction & Materials - Building Materials & Fixtures

**Company website:** [www.ceramics-allatini.gr](http://www.ceramics-allatini.gr)

**IR Contact:** Yiannis Kreonidis

**Address:** Terma Harilaou, 541 10, Thessaloniki

**Telephone:** +30 2310 316 361

**Fax:** +30 2310 426478, 2310 316 588

**Email:** info@ceramics-allatini.gr

**KIRIACOULIS MEDITERRANEAN CRUISES  
SHIPPING S.A.**



**Sector - Subsector:** Travel & Leisure

- Travel & Tourism

**Company website:** [www.kiriacoulis.com](http://www.kiriacoulis.com)

**IR Contacts:** Argiro Micha, Sotiria Velentza

**Address:** 7 Alimou Ave., 17455, Athens

**Telephone:** +30 210 988 6187-91

**Fax:** +30 210 9885392

**Email:** charter@kiriacoulis.com

**KLEEMANN HELLAS S.A.**



**Sector - Subsector:** Industrial Goods & Services

- Industrial Machinery

**Company website:** [www.kleemann.gr](http://www.kleemann.gr)

**IR Contacts:** Konstantinos Koukountzos,

Georgios Anagnostopoulos

**Address:** Industrial Zone Kilkis, 611 00 Stavrochori

**Telephone:** +30 23410 38100

**Fax:** +30 23410 38200

**Email:** marketing@kleemann.gr

**KLONATEX GROUP OF COMPANIES S.A.**



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories

**Company website:** [www.klonatex-group.gr](http://www.klonatex-group.gr)

**Address:** Poseidonos 23, 144 52, Metamorfosi

**Telephone:** +30 210 2838243 , 210 2838244

**Fax:** +30 210 2838248

**Email:** investors@klonatex.com

**KNITWEAR FACTORY MAXIM C.M.  
PERTSINIDIS**



**Sector - Subsector:** Personal & Household Goods

- Clothing & Accessories

**Company website:** [www.maxim.com.gr](http://www.maxim.com.gr)

**IR Contact:** Panagiotis Tsikoudis

**Address:** 18th Km, Thessaloniki-Serres Nat. Road, 540 12, Drymos

**Telephone:** +30 23940 72102-3 , 23940 71898

**Fax:** +30 23940 72108

**Email:** maxim@dataunion.gr



## **KORDELLOS CH. BROS S.A.**



**Sector - Subsector:** Basic Resources - Steel

**Company website:** [www.kordelos.gr](http://www.kordelos.gr)

**IR Contact:** Gerasimos Korkontzelos

**Address:** 50 Loytsas & Peloponniso Str., 196 00  
Mandra

**Telephone:** +30 210 550 0700

**Fax:** +30 210 555 9043

**Email:** [kordelos@otenet.gr](mailto:kordelos@otenet.gr)

## **KORRES NATURAL PRODUCTS**



**Sector - Subsector:** Personal & Household Goods  
- Personal Products

**Company website:** [www.korres.com](http://www.korres.com)

**IRO Name:** Athina Lagou

**IRO Title:** Head of Investor Relations  
and Shareholders

**Address:** 57th Km Athens-Lamia National Road,  
320 11, Inofita, Greece

**Telephone:** +30 22620 54651

**Fax:** +30 22620 54 555

**Email:** [athina.lagou@korres.com](mailto:athina.lagou@korres.com)



**Athina Lagou** is working for Korres Natural Products, as a Head of Investor Relations, since Feb. 2008. Her current responsibilities include the creation of an efficient communication strategy with the investment community and the equity analysts,

executing the company's investment case both to the sell side and the buy side. Before joining Korres Natural Products, she worked in Vivartia Group (prior Delta Group) for 5 years since 2002, 2 years as part of the Investor Relations and Treasury Department and 3 years as Head of the Investor Relations. Prior to 2002, she had been exposed to the Equity Capital Markets environment for 5 years, working as a Head of Research Department at Merit Securities and as a senior Financial Analyst at Invetrix AELDE. She studied Maritime Studies at the University of Piraeus and she got also a Professional MBA-Certificate at the Athens Laboratory of Business Administration (ALBA) in the field of Finance. During her academic and professional years, she had participated in training courses, conferences, and she became also member of The Investor Relations Society in London.

## **KOYMBAS SYNERGY GROUP**



**Sector - Subsector:** Financial Services  
- Specialty Finance

**Company website:** [www.koumbas.gr](http://www.koumbas.gr)

**IR Contact:** Alexandros Prassas

**Address:** 100, Kifisias Ave. & Marathonodromon Str.,  
151 25, Marousi

**Telephone:** +30 210 812 3700

**Fax:** +30 210 614 1798

**Email:** [koumbas@koumbas.gr](mailto:koumbas@koumbas.gr)

## **KRE.KA S.A.**



**Sector - Subsector:** Food & Beverage  
- Farming & Fishing

**Company website:** [www.kreka.gr](http://www.kreka.gr)

**IR Contact:** Maria Koidaki

**Address:** 13 Amynta Str. , 653 02, Kavala

**Telephone:** +30 2510 222 270

**Fax:** +30 2510 834 531 , 2510 231 902

**Email:** [kreka@otenet.gr](mailto:kreka@otenet.gr)

## **KRI-KRI MILK INDUSTRY S.A.**



**Sector - Subsector:** Food & Beverage  
- Food Products

**Company website:** [www.krikri.gr](http://www.krikri.gr)

**IR Contact:** Konstantinos Sarmadakis

**Address:** 3rd Km Serron-Dramas Rd, Serres

**Telephone:** +30 23210 68300

**Fax:** +30 23210 68311

**Email:** [investors@krikri.gr](mailto:investors@krikri.gr)

**KTIMA KOSTAS LAZARIDIS S.A.**



**Sector - Subsector:** Food & Beverage

- Distillers & Vintners

**Company website:** [www.domaine-lazaridi.gr](http://www.domaine-lazaridi.gr)

**IR Contacts:** Despoina Giallidou

Hariton Maronikolakis,

**Address:** Adriani Drama, 661 00, Drama

**Telephone:** +30 25210 82231 , 25210 82348

**Fax:** +30 25210 82320

**Email:** amethystos@otenet.gr



**LAMBRAKIS PRESS**



**Sector - Subsector:** Media - Publishing

**Company website:** [www.dol.gr](http://www.dol.gr)

**IR Contact:** Cleopatra Glinou

**Address:** 80 Michalakopoulou Str., 115 28, Athens

**Telephone:** +30 211 365 7000 , 211 365 9482

**Fax:** +30 211 365 9481 , 211 365 6401

**Email:** dolase@dolnet.gr

**LAMDA DEVELOPMENT S.A.**



**Sector - Subsector:** Real Estate Holding  
& Development

**Company website:** [www.lamda-development.net](http://www.lamda-development.net)

**IRO Name:** Alexandros Kokkidis

**IRO Title:** Treasurer and Investor Relations Director

**Address:** 37A Kifissias Ave. (Golden Hall), Marousi,  
151 23, Athens

**Telephone:** +30 210 745 0657

**Fax:** +30 210 745 0645

**Email:** akokkidis@lamda-development.net



**Alexandros Kokkidis** joined LAMDA Development in August 2002 in the position of Treasurer and Investor Relations Director. He previously was for two years General Manager of EURO BANK Telesis Finance, held the position of Director of Corporate

Banking and Finance at Telesis Investment Bank between years 1990 and 2000, while previously and from 1981 to 1990 he was Vice President with Citigroup, Greece, in the area of Corporate Banking. He holds a BSc and an MBA degree from the Universities of Southampton and Boston College respectively.

**LAMPASA HOTEL CO.**



**Sector - Subsector:** Travel & Leisure - Hotels

**Company website:** [www.lampsa.gr](http://www.lampsa.gr)

**IR Contact:** Konstantinos Kiriakos

**Address:** Vas. Georgiou Str.,

Hotel Grande Bretagne 1A, 105 64, Athens

**Telephone:** +30 210 333 0000 , 210 333 0820-1

**Fax:** +30 210 322 8034

**Email:** info@hotelgrandebretagne-ath.gr

**LANAKAM S.A.**



**Sector - Subsector:** Personal & Household Goods  
- Clothing & Accessories

**Company website:** [www.lanakam.gr](http://www.lanakam.gr)

**IR Contact:** V. Kostopoulos

**Address:** 2-4 Mesogeion Ave., 115 27, Athens

**Telephone:** +30 210 777 1033 , 210 777 1286

**Fax:** +30 210 777 1404

**Email:** lanakam@otenet.gr

**LAN-NET S.A.**



**Sector - Subsector:** Telecommunications - Fixed Line  
Telecommunications

**Company website:** [www.lannet.gr](http://www.lannet.gr)

**IR Contact:** Konstantinos Bratsikas

**Address:** 1 Konstantinoupoleos & Kifissou Ave., 121 32,  
Peristeri

**Telephone:** +30 210 570 8300 , 210 570 8185

**Fax:** +30 210 570 8322

**Email:** investors@lannet.gr

## **LAVIPHARM S.A.**



**Sector - Subsector:** Health Care - Pharmaceuticals  
**Company website:** [www.lavipharm.com](http://www.lavipharm.com)

**IRO Name:** Liana Dimitrakopoulou  
**IRO Title:** Investor Relations  
**Address:** Ag. Marina Str., 190 02, Paiania  
**Telephone:** +30 210 669 1141  
**Fax:** +30 210 669 1129  
**Email:** [ldimitrakopoulou@lavipharm.gr](mailto:ldimitrakopoulou@lavipharm.gr)



**Liana Dimitrakopoulou** joined Lavipharm Group Finance Division in 2004 and is responsible for Investors Relations since March 2006. Her responsibilities include providing information to shareholders, the investment community and analysts, communicating with the Athens Stock Exchange and Capital Markets Committee for corporate issues, preparing financial press releases, keeping the shareholders ledgers and providing shareholding structure information to the company's Management Team. Prior to 2004, Liana has worked in ING Group Headquarters, in the Sales General Management, as a controller. She holds a BA in Finance and she is currently sitting for an MBA in Banking and Finance. She speaks Greek, English and French.

## **LIBERIS PUBLICATIONS S.A.**



**Sector - Subsector:** Media - Publishing  
**Company website:** [www.liberis.gr](http://www.liberis.gr)

**IRO Name:** Georgia Vrettou  
**IRO Title:** Investor Relations Officer  
**Address:** 80 Ioannou Metaxa Str., Koropi, 194 00  
**Telephone:** +30 210 6688 412  
**Fax:** +30 210 6688 310  
**Email:** [vrettou@liberis.gr](mailto:vrettou@liberis.gr)

**Georgia Vrettou** holds a BA from University of Maryland-European Division, in the field of Business Administration. For the past 10 years she is involved in Media industry employed by Liberis Publications S.A., and from 2005 holds the position as an Investor Relations Officer. Fluent in English and Italian language.

## **LIGHT METALS INDUSTRY**



**Sector - Subsector:** Basic Resources - Aluminum  
**Company website:** [www.etem.gr](http://www.etem.gr)

**IR Contacts:** Emmanouel Kartsomichelakis,  
Alexandra Tseni  
**Address:** 1 Iroon Polytechniou, 190 18, Magoula  
**Telephone:** +30 210 5558402  
**Fax:** +30 210 4898500  
**Email:** [ampafa@etem.vionet.gr](mailto:ampafa@etem.vionet.gr)

## **LIVANIS S.A.**



**Sector - Subsector:** Media - Publishing  
**Company website:** [www.livanis.gr](http://www.livanis.gr)

**IR Contacts:** Giorgos Kontaksis, Evanthia Moschou  
**Address:** 98 Solonos Str. , 106 80, Athens  
**Telephone:** +30 210 366 1200  
**Fax:** +30 210 361 7791

## **LOGISMOS INFORMATION SYSTEMS S.A.**



**Sector - Subsector:** Technology - Computer Services  
**Company website:** <http://www.logismos.gr>

**IRO Name:** George Seitanidis  
**IRO Title:** Investor Relations & Corporate Announcements Officer  
**Address:** BEPE Technopolis Thessalonikis, 9th Km Thessaloniki-Thermi Str., P.O.Box 21094 555 10 – Pylaia, Thessaloniki  
**Telephone:** +30 2310 502060  
**Fax:** +30 2310 502970  
**Email:** [seitanidis@logismos.gr](mailto:seitanidis@logismos.gr)



**Mr Seitanidis** was occupied in managerial & other positions such as sales, procurements manager, IT solutions and support manager, Large Accounts, IRO, Quality Assurance Manager, etc. He currently holds a Masters degree in Business Administration (MBA) of the University of Sheffield and M.Sc. in computer science. He is member of the International Institute of Management and holds the ABAC Diploma and Advanced Diploma.



**LOULIS MILLS S.A.**



**Sector - Subsector:** Food & Beverage

- Food Products

**Company website:** [www.loulisgroup.com](http://www.loulisgroup.com)

**IR Contact:** Ioannis Louloudakis

**Address:** 1 Spetson Str., 187 55, Keratsinion

**Telephone:** +30 210 409 0100

**Fax:** +30 210 409 0185

**Email:** [loulisathens@loulisgroup.com](mailto:loulisathens@loulisgroup.com)



**M. J. MAILLIS S.A.**



**Sector - Subsector:** Industrial Goods & Services

- Containers & Packaging

**Company website:** [www.maillis.gr](http://www.maillis.gr)

**IRO Name:** Dimitris Kouvatsos

**IRO Title:** Chief Restructuring Officer and Acting CFO

**Address:** 5 Xenias Str. and Har. Trikoupi Str., Kifissia, 145 62, Athens

**Telephone:** +30 210 6285000

**Fax:** +30 210 6285296

**Email:** [dimitris.kouvatsos@maillis.com](mailto:dimitris.kouvatsos@maillis.com)

**Dimitris Kouvatsos** is a graduate of the Athens University of Economics with an MBA from City University of London. During his career he held various positions predominantly in Finance as he became Chief Financial Officer in OTE Group of companies, Hewlett Packard Hellas and the Saudi branch of Hewlett Packard, in Tasty Foods SA (PepsiCo) and Wind's Greek subsidiary. Furthermore, he has assumed the role of Deputy General Manager of SOFTEX S.A. during its restructuring and privatization process and was also appointed Managing Director of Rokas Group and SENCAP SA, PPC's vehicle for acquisitions in SE Europe. He recently assumed duties of Chief Restructuring Officer and Acting CFO for M.J. Maillis Group. He has also assumed similar positions abroad such as Regional Finance Director and later on Controller of PepsiCo for Europe, as well as positions in the finance department of the international division of Hewlett Packard. Overall, his areas of expertise focused mainly on corporate finance management, financial and operational restructuring, strategic planning, business development and acquisitions, flotation and listings of large business units. Diversified experience in the management of high technology, consumer products, telecommunications and energy, with specialization in

corporate restructuring, business and support systems reengineering.

**MARAC ELECTRONICS S.A.**



**Sector - Subsector:** Technology

- Telecommunications Equipment

**Company website:** [www.marac.gr](http://www.marac.gr)

**IRO Name:** Christos Pipitsoulis

**IRO Title:** Head of Investor Relations Department (IR)

**Address:** 165, Marias Kiouri & Tripoleos, 188 63 Perama

**Telephone:** +30 210 4314361

**Fax:** +30 210 4314234

**Email:** [pipitsoulis.c@marac.gr](mailto:pipitsoulis.c@marac.gr)

**Christos Pipitsoulis** was born in Athens in 1976. He received his Bachelor Degree in Business Administration from the University of Hertfordshire (1998) and his MBA in Finance from the Lincolnshire & Humberside University (2000). In 2001 he held his diploma in Internal Auditing (CPA-U.K.) and obtain his diploma in External Auditing (CPA-U.K.) in June 2009. He joined MARAC ELECTRONICS S.A. in 2000 and in the year 2003 he assumed the responsibility to setup the Investor Relations Division of the company; since then he holds the position of Head of IR. From 2006 he also holds the position of the Strategy Deputy Manager (he introduced the Balance Scorecard system in the company). He speaks English.

**MARFIN EGNATIA BANK**



**Sector - Subsector:** Banks - Banks

**Company website:** [www.egnatibank.gr](http://www.egnatibank.gr)

**IRO Name:** Dimitris Anastassakos

**IRO Title:** Investor Relations Officer

**Address:** 24 Kifissias Str., 151 25, Kifissia

**Telephone:** +30 210 817 3291

**Email:** [danastassakos@marfinbank.gr](mailto:danastassakos@marfinbank.gr)

Have been in Marfin Group for the last 5 years. Involved with market analysis and peer group comparison, as well as with group presentation construction. Hold a BA in Economic and Regional Development from Panteion University in Athens. Speaks English and German fluently.

## **MARFIN INVESTMENT GROUP**



**Sector - Subsector:** Investment / Holding  
**Company website:** [www.marfininvestmentgroup.com](http://www.marfininvestmentgroup.com)

**IRO Name:** Jeeho Park  
**IRO Title:** Group Head of Investor Relations  
**Address:** 24 Kifissias Str., 151 25, Kifissia  
**Telephone:** +30 210 350 4000  
**Email:** [jpark@marfingroup.gr](mailto:jpark@marfingroup.gr)

Prior to joining Marfin Investment Group in 2007 as an Executive within the Corporate Development and Strategy department, **Mr. Park** was an investment banker with a focus on financial institutions mergers and acquisitions, most recently with Deutsche Bank and HS-BC. In addition to his role as Marfin Investment Group's Head of Investor Relations, Mr. Park continues to serve as a member of the Corporate Development and Strategy department. Mr. Park was educated at the Georgetown University in Washington, DC, where he studied Political Theory and Government.

## **MARFIN POPULAR BANK PUBLIC CO LTD**



**Sector - Subsector:** Banks - Banks  
**Company website:** [www.laiki.com](http://www.laiki.com)

**IRO Name:** Evelyn Vougessis  
**IRO Title:** Head of Investor Relations  
**Address:** 24 Kifissias Str., 151 25, Kifissia  
**Telephone:** +30 210 817 3291  
**Email:** [evougessis@marfingroup.gr](mailto:evougessis@marfingroup.gr)

**Evelyn Vougessis** before joining Marfin Popular Bank Group in February 2007 was employed by Emporiki Bank of Greece S.A., as Director of Investor Relations & Strategy reporting directly to the Bank's acting CFO. Prior to that she had worked as a Head of Research for PROTON Securities S.A., as a Senior Equity Analyst for Greece and the Pan-European Leisure Sector for Egnatia Securities S.A. and the ESN network of companies. Evelyn Vougessis began her career as a country analyst for the Greek market in the EMEA research team of ABN AMRO Equities UK Limited. **EDUCATION** Evelyn Vougessis holds an MSc degree in International Securities, Investment and Banking from the ISMA Centre for Education and Research in Securities Markets, University of Reading, United Kingdom.

## **MARITIME COMPANY OF LESVOS S.A.**



**Sector - Subsector:** Travel & Leisure  
- Travel & Tourism  
**Company website:** [www.nel.gr](http://www.nel.gr)

**IR Contact:** Maria Sotircheli  
**Address:** 5 Eleftheriou Venizelou Str., Mytilini, 811 00  
**Telephone:** +30 22510 26212, 22510 26213  
**Fax:** +30 22510 20251, 22510 28690  
**Email:** [ir@nel.gr](mailto:ir@nel.gr)

## **MATHIOS REFRACTORY S.A.**



**Sector - Subsector:** Construction & Materials  
- Building Materials & Fixtures  
**Company website:** [www.mathios.gr](http://www.mathios.gr)

**IR Contact:** Theodoros Papaioannou  
**Address:** 5 Epidavrou Str., 182 33, Piraeus  
**Telephone:** +30 210 491 3502  
**Fax:** +30 210 490 3949  
**Email:** [a.manolaki@mathios.gr](mailto:a.manolaki@mathios.gr)

## **MEDICON HELLAS S.A.**



**Sector - Subsector:** Health Care - Medical Equipment  
**Company website:** [www.mediconsa.com](http://www.mediconsa.com)

**IR Contact:** Andreas Stampoulis  
**Address:** 5-7 Melitona Str., 153 44, Gerakas  
**Telephone:** +30 210 660 6000, 210 660 6129  
**Fax:** +30 210 6612666, 210 6606137  
**Email:** [staboulis@mediconsa.com](mailto:staboulis@mediconsa.com)



## MESOCHORITI BROS CORPORATION



**Sector - Subsector:** Construction & Materials  
- Heavy Construction  
**Company website:** [www.mesohoritis.gr](http://www.mesohoritis.gr)

**IR Contact:** Konstantinos Mesohoritis  
**Address:** 3 Stratigou Kakavou Str.,  
546 41, Thessaloniki  
**Telephone:** +30 2310 868 731  
**Fax:** +30 2310 856 931  
**Email:** [mesohori@spark.net.gr](mailto:mesohori@spark.net.gr)

## METKA S.A.



**Sector - Subsector:** Industrial Goods & Services  
- Industrial Machinery  
**Company website:** [www.metka.gr](http://www.metka.gr)

**IRO Name:** Dimitris Katralis  
**IRO Title:** Investor Relations Department  
**Address:** 5-7 Patroklou Str., Maroussi,  
15125 Athens, Greece  
**Telephone:** +30 210 6877476  
**Fax:** +30 210 6877400  
**Email:** [dimitrios.katralis@mytilineos.gr](mailto:dimitrios.katralis@mytilineos.gr)



**Dimitris Katralis** was born in 1980. He holds a Msc. in Applicable Mathematics from LSE and a Bsc. in Banking and Financial Management from University of Piraeus. After completing his postgraduate studies, during 2005-2008 worked for Eurobank -Cards as a financial analyst before moving to Mytilineos Group to join the Investor Relations Department in 2008.  
Languages: Excellent oral and written English, Conversational German.



## MEVACO S.A.



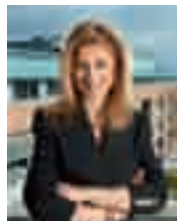
**Sector - Subsector:** Industrial Goods & Services - Industrial Machinery  
**Company website:** [www.mevaco.gr](http://www.mevaco.gr)  
**IR Contact:** Thanos Pallis  
**Address:** Prari - Moustaki (Nato Ave.), 193 00, Aspropyrgos  
**Telephone:** +30 210 559 6623-31  
**Fax:** +30 210 559 6632 , 210 559 6633  
**Email:** [info@mevaco.gr](mailto:info@mevaco.gr)

## MICHANIKI S.A.



**Sector - Subsector:** Construction & Materials  
- Heavy Construction  
**Company website:** [www.michaniki.gr](http://www.michaniki.gr)

**IRO Name:** Melina Emfietzoglou  
**IRO Title:** Managing Director  
**Address:** 91, Meg. Alexandrou Str.,  
Marousi, 151 24, Greece  
**Telephone:** +30 210 8097361  
**Fax:** +30 210 8097368  
**Email:** [ir@michaniki.gr](mailto:ir@michaniki.gr), [melina@michaniki.gr](mailto:melina@michaniki.gr)



**Melina Emfietzoglou** is the only daughter of Prodromos and Lena Emfietzoglou and she was born in 1962 in Thessaloniki. In 1980 she graduated from Anatolia College of Thessaloniki and after that she attended Lemanian School of Lausanne, Switzerland in Business Management and Language Arts. In 1985 she joined Michaniki S.A. Construction Group. In 1990 Michaniki was one of the first construction firms in Greece to go public entering the Athens Stock Exchange and Melina Emfietzoglou took over the position of Investor Relations and Public Relations Manager. That same period Michaniki experienced unprecedented growth both at a financial and at a technical level. The Company took part in the construction of Greece's major infrastructure projects that were financed mostly with European Union's funds. Michaniki sought growth not only in a domestic but also at an international level establishing its presence in the Balkans and Ukraine. In 1996 Melina Emfietzoglou became the Managing Director of Michaniki S.A. while

at the same time she was the vice president of the Board of the Directors of the Company. From that key position Melina Emfietzoglou helped Michaniki's diversification to sectors other than construction projects. Michaniki Group of companies was among the first to implement a strategy of multifaceted activities achieving synergies and economies of scale. The Group comprises five industrial plants and many subsidiary companies active in public and private sector construction, energy, real estate, metallurgy, marble production, wood processing and pipe manufacturing. In 2002 Melina Emfietzoglou was recognized with the "Businesswoman of the year" award during an annual ceremony from the "The Nova Leaders of the Year", organization. Today Melina Emfietzoglou is:

- A Member of the BoD of the Philanthropic Society "Pro-Europa"
- A Member of the BoD of the "Children's Fund" Association.
- An Alumni member of the Anatolia College of Thessaloniki.
- A Member of the BoD of the "International Brotherhood for Hellenism and Orthodoxy".
- A Member of the Management Committee of the "Professional Women's Forum".

#### **MICROLAND COMPUTERS SA**



**Sector - Subsector:** Retail - Specialty Retailers  
**Company website:** [www.microland.gr](http://www.microland.gr)

**IR Contact:** George Koufios  
**Address:** 12 Patmou Str., 15123, Marousi  
**Telephone:** +30 210 6872348  
**Fax:** +30 210 687 2399  
**Email:** [ir@altecgroup.gr](mailto:ir@altecgroup.gr)

#### **MIG REAL ESTATE R.E.I.C.**

**Sector - Subsector:** Real Estate - Industrial & Office REITs  
**Company website:** [www.migre.gr](http://www.migre.gr)

**IR Contact:** Lina Kapsali  
**Address:** 4 George, 106 77, Athens  
**Telephone:** +30 210 3300093  
**Fax:** +30 210 3831308  
**Email:** [migre@migre.gr](mailto:migre@migre.gr)

#### **"MINERVA" KNITWEAR S.A.**



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories  
**Company website:** [www.minerva.gr](http://www.minerva.gr)

**IR Contacts:** Efterpi Avramidou, Fotini Tripologou  
**Address:** 13 Fragon Str., 546 26, Thessaloniki  
**Telephone:** +30 2310 683 110 , 2310 683 115  
**Fax:** +30 210 530 889  
**Email:** [e-avrami@minerva.gr](mailto:e-avrami@minerva.gr)

#### **MINOAN LINES S.A.**



**Sector - Subsector:** Travel & Leisure - Travel & Tourism  
**Company website:** [www.minoan.gr](http://www.minoan.gr)

**IRO Name:** Kostas Chroniaris  
**IRO Title:** Finance & Investor Relations Manager  
**Address:** 25 August 17, 71202  
**Telephone:** +30 2810 399838  
**Mobile:** +30 6942 983268  
**Fax:** +30 2810 330308  
**Email:** [ir@minoan.gr](mailto:ir@minoan.gr)

**Mr Chroniaris** joined the Company in 1999 in the treasury department. Since December 2005 he has been appointed as Investor Relations Officer in Minoan Lines. He has an undergraduate background in Business Administration and holds a Master of Science degree in Money Banking and Finance from the economics department of the University of Birmingham.

#### **MLS MULTIMEDIA S.A.**



**Sector - Subsector:** Technology - Software  
**Company website:** [www.mls.gr](http://www.mls.gr)

**IRO Name:** George Tachtalidis  
**IRO Title:** Investor Relations Officer  
**Address:** 79, 17th Noemvriou Str., Pylea, Thessaloniki  
**Telephone:** +30 2310 929 090  
**Fax:** +30 2310 937 222  
**Email:** [tgiorgos@mls.gr](mailto:tgiorgos@mls.gr)





**George Tachtalidis** was born in 1972 in Thessaloniki. He studied Law and Economics at the Aristotle University of Thessaloniki. Sales Manager at Makedoniki Ependitiki, General Director at Anodosi Aelde, Network Director at Axon Axe. Since November 2002 he is working at MLS Multimedia SA as Investor Relations Officer. He speaks English fluently. Mr Tachtalidis participated in Research and Development programs of the European Union.

### **MOCHLOS S.A.**



**Sector - Subsector:** Construction & Materials - Heavy Construction

**Company website:** [www.mochlos.com](http://www.mochlos.com)

**IR Contact:** Panayiotis Kazantzis

**Address:** 20 Solomoy Str., 174 56, Alimos

**Telephone:** +30 210 997 7000

**Fax:** +30 210 991 6251

**Email:** [mochlos@otenet.gr](mailto:mochlos@otenet.gr), [mochlos@techol.gr](mailto:mochlos@techol.gr)

### **MOTOR OIL (HELLAS) CORINTH REFINERIES S.A.**



**Sector - Subsector:** Oil & Gas - Exploration & Production

**Company website:** [www.moh.gr](http://www.moh.gr)

**IRO Name:** Spyros Balezos

**IRO Title:** Banking Manager & Investor Relations Officer

**Address:** 12a, Irodou Attikou Str., 151 24, Maroussi

**Telephone:** +30 210 809 4169

**Fax:** +30 210 809 4188

**Email:** [balezosp@moh.gr](mailto:balezosp@moh.gr)



**Spyros Balezos** was born in 1968 in Athens and he has been with Motor Oil (Hellas) of Vardinoyannis Group of Companies since 1994. He is Banking Manager (since 2000) and Investor Relations Officer (since 2002). He also was Head of Business Analysis and Treasury Departments in Avin Oil (1994-2000) He holds a Post Graduate Certificate in Finance from Harvard University (U.S.A.), an M.B.A. from Southern New Hampshire University (U.S.A.) and a

B.Sc. in Marketing from the American College of Greece (Deree).

### **MOTORCYCLES AND MARINE ENGINE TRADE AND IMPORT COMPANY S.A.**



**Sector - Subsector:** Retail - Specialty Retailers  
**Company website:** [www.yamaha-motor.gr](http://www.yamaha-motor.gr)

**IR Contacts:** Marilena Doganh, Giota Pappa

**Address:** Thesi Kirillos, 193 00

**Telephone:** +30 210 629 3400

**Fax:** +30 210 629 3530

**Email:** [yamahasupport@yamaha-motor.gr](mailto:yamahasupport@yamaha-motor.gr)

### **MYTILINEOS HOLDINGS S.A.**



**Sector - Subsector:** Basic Resources  
- Nonferrous Metals

**Company website:** [www.mytilineos.gr](http://www.mytilineos.gr)

**IRO Name:** Dimitris Katralis

**IRO Title:** Investor Relations Department

**Address:** 5-7 Patroklou Str., Maroussi, 15125 Athens, Greece

**Telephone:** +30 210 6877476

**Fax:** +30 210 6877400

**Email:** [dimitrios.katralis@mytilineos.gr](mailto:dimitrios.katralis@mytilineos.gr)



**Dimitris Katralis** was born in 1980. He holds a Msc. in Applicable Mathematics from LSE and a Bsc. in Banking and Financial Management from University of Piraeus. After completing his postgraduate studies, during 2005-2008 worked for Eurobank -Cards as a financial analyst before moving to Mytilineos Group to join the Investor Relations Department in 2008. Languages: Excellent oral and written English, Conversational German.

N

**N. LEVENTERIS**



**Sector - Subsector:** Basic Resources - Steel

**Company website:** [www.leventeris.gr](http://www.leventeris.gr)

**IR Contacts:** Maria Gouda, Petros Arfaras

**Address:** 32N Asklipiou & Messolongiou Str., 185 45, Piraeus

**Telephone:** +30 210 422 0581

**Fax:** +30 210 417 2142

**Email:** [levederi@otenet.gr](mailto:levederi@otenet.gr)

**N. VARVERIS-MODA BAGNO S.A.**



**Sector - Subsector:** Construction & Materials

- Building Materials & Fixtures

**Company website:** [www.modabagno.gr](http://www.modabagno.gr)

**IR Contact:** Anastasios Mitilineos

**Address:** 50 Anapafseos Str., 152 35, Chalandri

**Telephone:** +30 210 803 6700

**Fax:** +30 210 804 9408

**Email:** [info@modabagno.gr](mailto:info@modabagno.gr)

**NAFPAKTOS TEXTILE INDUSTRY S.A.**



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories

**Company website:** [www.nafpaktos-yarns.gr](http://www.nafpaktos-yarns.gr)

**IR Contact:** Fotini Traka

**Address:** 40-44 Ag. Georgiou Str., Pefki

**Telephone:** +30 210 614 0430

**Fax:** +30 210 802 8650

**Email:** [investors@nafpaktos-yarns.gr](mailto:investors@nafpaktos-yarns.gr)

**PHILIPPOS NAKAS S.A.**



**Sector - Subsector:** Retail - Specialty Retailers

**Company website:** [www.nakas.gr](http://www.nakas.gr)

**IR Contact:** Filothei Lapsani

**Address:** 19th Lavriou Ave., Paiania

**Telephone:** +30 210 668 6000

**Fax:** +30 210 668 6108

**Email:** [stelios@nakas.gr](mailto:stelios@nakas.gr)

**NATIONAL BANK OF GREECE S.A.**



**Sector - Subsector:** Banks - Banks

**Company website:** [www.nbg.gr](http://www.nbg.gr)

**IRO Name:** Gregory Papagrigroris

**IRO Title:** IR Manager, Strategic Planning & Research Division

**Address:** 86 Eolou Str., Office #81, #82, 102 32 Athens

**Telephone:** +30 210 334 2310

**Fax:** +30 210 334 1670

**Email:** [papagrigroris.gr@nbg.gr](mailto:papagrigroris.gr@nbg.gr)



**Gregory Papagrigroris**, age 38, has been with NBG since 2005. He has 12 years of professional experience, of which 7 years in equity research. He is responsible for communicating the Group's financial performance and business strategy to institutional investors, analysts and rating agencies. Before joining NBG, he has served as research head and investment committee member on firms of the buy side and as an equity analyst on the sell side. He holds a B.A. in Economics from the American College of Greece (Deree) and a M.Sc in Finance and Banking from the University of Stirling.



**NAFTEMPORIKI-P.ATHANASSIADIS  
AND CO SA**



**Sector - Subsector:** Media - Publishing  
**Company website:** [www.naftemporiki.gr](http://www.naftemporiki.gr)

**IRO Name:** Kyriaki Rentziou  
**IRO Title:** Legal Counsel, Manager Investors Relations  
**Address:** 205 Lenorman Str., 104 42, Athens  
**Telephone:** +30 210 5198242  
**Fax:** +30 210 5139905  
**Email:** [kren@naftemporiki.gr](mailto:kren@naftemporiki.gr)

**Kyriaki Rentziou** was born in Athens in 1975. She is a lawyer with a degree in Law from National and Kapodestrian University of Athens and she is a member of Athens Bar Association. She was appointed as a legal counsel in June 2000 taking also the responsibility of the Media Relations and of the implementation of company's obligations. She speaks English and French.

**NEORION HOLDINGS S.A.**



**Sector - Subsector:** Industrial Goods & Services - Commercial Vehicles & Trucks  
**Company website:** [www.neorion-holdings.gr](http://www.neorion-holdings.gr)

**IRO Name:** George Maniatopoulos  
**IRO Title:** Finance Manager-I.R & Company Announcements Officer  
**Address:** 67 Akti Miaouli Str. 185 37, Piraeus  
**Telephone:** +30 210 5535501  
**Fax:** +30 210 5535369  
**Email:** [ir@neorion-holdings.gr](mailto:ir@neorion-holdings.gr)

Birth Place: Athens Age: 54 Business Career: Thirty years of professional experience, most of which in finance management in Greek as well as multinational companies. ACADEMIC DEGREES: Diploma in Economics from University of Macedonia (ex Salonica's Industrial High School) OTHER QUALIFICATIONS: - Various management, economic, tax and computer seminars. - Fluent in English Language. - 1ST class accounting license from the Economic Chamber.

**NEWSPHONE HELLAS S.A. AUDIOTEX**



**Sector - Subsector:** Industrial Goods & Services - Business Support Services  
**Company website:** [www.newsphone.gr](http://www.newsphone.gr)

**IR Contact:** Zoi Aravosita  
**Address:** 280 Thiseos Ave., 176 75, Athens  
**Telephone:** +30 210 947 2222  
**Fax:** +30 210 947 2223  
**Email:** [info@newsphone.gr](mailto:info@newsphone.gr)

**NEXANS HELLAS S.A.**



**Sector - Subsector:** Technology - Telecommunications Equipment  
**Company website:** [www.nexans.gr](http://www.nexans.gr)

**IRO Name:** Demetrios Kalogeras  
**IRO Title:** General Manager & Managing Director  
**Address:** 15 Mesogion Ave., 115 26, Athens  
**Telephone:** +30 211 120 7700  
**Fax:** +30 211 120 7799  
**Email:** [shares.hellas@nexans.com](mailto:shares.hellas@nexans.com)

**NIKAS GROUP OF COMPANIES**



**Sector - Subsector:** Food & Beverage - Food Products  
**Company website:** [www.nikas.gr](http://www.nikas.gr)

**IRO Name:** Antonia Dimitrakopoulou  
**IRO Title:** Head of Corporate Announcements Department  
**Address:** 22nd klm NR Athens-Lamia, GR 14565, Agios Stefanos  
**Telephone:** +30 210 8187380  
**Fax:** +30 210 6216289

## NIREUS AQUACULTURE S.A.



**Sector - Subsector:** Food & Beverage  
- Farming & Fishing

**Company website:** [www.nireus.gr](http://www.nireus.gr)

**IRO Name:** Maria Kotsovou

**IRO Title:** Group Investor Relations Officer

**Address:** 1st km. Koropiou - Varis Ave.,  
19400 Koropi, Greece

**Telephone:** +30 210 66 98 335

**Mobile:** +30 693 66 98 335

**Fax:** +30 210 66 26 998

**Email:** [m.kotsovou@nireus.com](mailto:m.kotsovou@nireus.com)



**Ms. Kotsovou** is the Investor Relations Officer for the Nireus Group since November 2007. Two decades of diverse and multi-cultural experience in Greece and the United States. Before joining Nireus, Ms. Kotsovou worked for over a decade

in the Greek investments market. Prior to coming to Greece, she worked as an engineer in software development for Silicon Valley companies in California. Active as a volunteer in many civic organizations, has been elected and served as member of the board in Boy Scouts of America (Greece) and American Heart Association (San Jose, CA). Speaks English fluently and French at a conversational level. Graduated with a BA in Math/Statistics from San Jose State University and an MBA in Marketing from College of Notre Dame, California.

## NUTRIART S.A.



**Sector - Subsector:** Food & Beverage  
- Food Products

**Company website:** [www.katselis.gr](http://www.katselis.gr)

**IR Contact:** Maria Moraiti

**Address:** Thesi Loutro Str., 136 71, Acharnai

**Telephone:** +30 210 244 2931

**Fax:** +30 210 244 2930

**Email:** [info@katselis.gr](mailto:info@katselis.gr)



## OLYMPIC CATERING S.A.



**Sector - Subsector:** Travel & Leisure

- Restaurants & Bars

**Company website:** [www.olympic-catering.gr](http://www.olympic-catering.gr)

**IR Contact:** Marinos Stamatopoulos

**Address:** Athens International Airport "Eleftherios  
Venizelos", Building 14 B, 19019 Spata Attikis

**Telephone:** +30 210 3541500

**Fax:** +30 210 3541535

**Email:** [oc@olympic-catering.gr](mailto:oc@olympic-catering.gr)

## OMEGA S.A.



**Sector - Subsector:** Financial Services

- Equity Investment Instruments

**Company website:** [www.omegaeex.gr](http://www.omegaeex.gr)

**IR Contacts:** Chrysoula Rousou, Dimitrios Kouzionis

**Address:** 156 Eleyterioy Benizeloy Ave.  
176 75, Kallithea

**Telephone:** +30 210 697 0295 , 210 697 0296

**Fax:** +30 210 642 4310

**Email:** [info@omegaeex.gr](mailto:info@omegaeex.gr)

## OPAP S.A.



**Sector - Subsector:** Travel & Leisure

- Gaming-Lotteries

**Company website:** [www.opap.gr](http://www.opap.gr)

**IRO Name:** Konstantinos Souletsiotis

**IR Title:** Head of Investor Relations Division

**Address:** 62, Kifissou Avenue,  
121 32 Peristeri, Athens/Greece

**Telephone:** +30 210 5798911

**Fax:** +30 210 5799711

**E-mail:** [suletsiotis@opap.gr](mailto:suletsiotis@opap.gr)





**Mr. Konstantinos Souletsiotis** is the Head of the Investor Relations Division since April 2010. Prior to this position he worked in the company's Corporate Finance General Division and in particular in the Budgeting, Network Transactions and Management Accounting Divisions. Mr. Souletsiotis was born in 1961 and has been with the company since 1989. He is a Business Administration graduate from Athens University of Economics. He is married and has two children.

### OTE GROUP



**Sector - Subsector:** Telecommunications - Fixed Line Telecommunications

**Company website:** [www.ote.gr](http://www.ote.gr)

**IRO Name:** Dimitris Tzelepis

**IRO Title:** Head Of Investor Relations

**Address:** 99 Kifissias Av., Maroussi

**Telephone:** +30 210 6111574

**Fax:** +30 210 6111030

**Email:** [dtzelepis@ote.gr](mailto:dtzelepis@ote.gr)



**Dimitris Tzelepis** is the Head of Investor Relations of the OTE Group since May 2003, and a member of the Board of Directors of OTE Estate since March 2005. He has substantial experience in the financial sector, having worked in corporate finance with Procter & Gamble and in investments with Merrill Lynch and ETEBA Investment Bank (NBG Group). Doing a career change to Investor Relations at the end of the 90's, he became Investor Relations Officer first in Panafon-Vodafone and then in Alpha Bank, before moving to OTE. He holds an MBA in Finance from City University (Cass) Business School, as well as professional accreditations in equities and derivatives trading. He is a member of the managing committee of the Greek Union of Listed Companies (ENEISET). At the 2007 Pan-European Thomson-Extel survey he was voted the best Investor Relations Professional in European Telecoms by the sell-side, and the best Investor Relations Professional in Greece among all industries by both sell and buy side. At the 2008 Pan-European Thomson-Extel survey he was voted the best Investor Relations Professional in Greece, among all industries, for the second consecutive time. He was also voted the

best IRO in Greece for International Investors at the 2008 Capital Link Awards.



### PAPERPACK - TSOUKARIDIS S.A.



**Sector - Subsector:** Industrial Goods & Services  
- Containers & Packaging

**Company website:** [www.paperpack.gr](http://www.paperpack.gr)

**IR Contacts:** George Oratis, Anna Rafailidou

**Address:** 24 Menexedon & Viltanioti Str, 145 64, Kifisia

**Telephone:** +30 210 284 6800, 210 807 4314

**Fax:** +30 210 285 1207, 210 807 0917

**Email:** [nchal@paperpack.gr](mailto:nchal@paperpack.gr)

### PARNASSOS ENTERPRISES S.A.



**Sector - Subsector:** Financial Services  
- Specialty Finance

**Company website:** [www.parnassos-sa.gr](http://www.parnassos-sa.gr)

**Address:** 109-111 Mesogeion Ave., 115 26, Athens

**Telephone:** +30 210 697 1100

**Fax:** +30 210 697 1208

**Email:** [info@parnassos-sa.gr](mailto:info@parnassos-sa.gr)

### PASAL REAL ESTATE DEVELOPMENT S.A.



**Sector - Subsector:** Financial Services  
- Real Estate Holding & Development

**Company website:** [www.pasal.gr](http://www.pasal.gr)

**IR Contact:** Evgenia Stavrinou

**Address:** 116 Kifissias Ave., 115 26, Athens

**Telephone:** +30 210 696 7610

**Fax:** +30 210 696 7602

**Email:** [info@pasal.gr](mailto:info@pasal.gr)

## **PC SYSTEMS S.A.**



**Sector - Subsector:** Technology - Computer Services  
**Company website:** [www.pcsystems.gr](http://www.pcsystems.gr)

**IRO Name:** Smaragda Dimou  
**IRO Title:** Investor Relations Officer  
**Address:** 4, Iouliau Str.  
**Telephone:** +30 210 8123000  
**Fax:** +30 210 2801297  
**Email:** [smaragdad@pcsystems.gr](mailto:smaragdad@pcsystems.gr)

**Mrs. Smaragda Dimou** works at PC SYSTEMS SA company since 2004. She has graduated from Athens Panteion University in 2003, dept. of Political Science and History. She speaks English fluently and also has a Zertifikat in German language.

## **PEGASUS PUBLISHING S.A.**



**Sector - Subsector:** Media - Publishing  
**Company website:** [www.pegasus.gr](http://www.pegasus.gr)

**IRO Name:** Lydia Papandreou  
**IRO Title:** Investor Relations Corporate Announcements Officer  
**Address:** 5 E. Benaki Str., 152 38, Halandri  
**Telephone:** +30 210 6061312  
**Mobile:** +30 6937 274518  
**Fax:** +30 210 6394127  
**Email:** [lydiapap@pegasus.gr](mailto:lydiapap@pegasus.gr)

From 1995 until 1999 **Ms Papandreou** got a BSc in Business administration at the American College of Greece (Deree College), studying issues such as Management, operational tactics, Accounting, Finance, Financial Management, Shipping, International Shipping, Marketing, International Marketing, International Business, Total Quality Management, Business Law, Maritime Law, Management, Human Resource Management, Principles of Insurance etc. During her studying years at Deree College and more specifically from March 1995 until March 1999, she has been employed as a part time employee, at a yachting company named "South Aegean Yachts" where she was mainly responsible for customer relations, charter management and the development of a customer database in MS Access. As soon as she graduated from the college, at March 1999, she was hired as a temp at the HR dept of "Warner Lambert Greece" where she undertook two reports about the payroll and insurance benefit policies of all multinational companies in Greece.

At September 1999, she was hired as the personal secretary of the Editor in Chief of the Newspaper «Imerisia», a company "PEGASUS PUBLISHING GROUP.", until March 2000 when "PEGASUS PUBLISHING SA" got listed at the Athens Stock Exchange Market and she got in charge of the IR and Corporate Announcements Department until today.

## **PERSEUS SPECIALTY FOOD PRODUCTS SA**



**Sector - Subsector:** Food & Beverage  
- Food Products  
**Company website:** [www.perseusgroup.gr](http://www.perseusgroup.gr)

**IRO Name:** Alexandra Rouka  
**IRO Title:** Investor Relations Officer  
**Address:** Zevgolatio, Vocha, Corinthia  
**Telephone:** +30 210 3724938  
**Fax:** +30 210 3724909  
**Email:** [arouka@perseusgroup.gr](mailto:arouka@perseusgroup.gr)

**Alexandra Rouka** was born in Ioannina on May 19th, 1978. She holds a degree in Economic Sciences from the National and Kapodistrian University of Athens and an MBA from ALBA Graduate Business School. In 2001 she worked in the Research and Analysis Department of Atlas Securities SA and in 2003 she became in charge of that department. Since November 2003 she is working in Euroholdings Capital and Investment Corp and Perseus Specialty Food Products SA as an Investor Relations Officer. She speaks fluent English and good German.

## **PETROS PETROPOULOS S.A.**



**Sector - Subsector:** Industrial Goods & Services  
- Commercial Vehicles & Trucks  
**Company website:** [www.petroopoulos.com](http://www.petroopoulos.com)

**IR Contact:** Athina Tsiaga  
**Address:** 96-102 Iera Odos Str., 104 47, Athens  
**Telephone:** +30 210 3499200  
**Fax:** +30 210 3473404  
**Email:** [ppaebe@petroopoulos.com](mailto:ppaebe@petroopoulos.com)

### **PETZETAKIS S.A.**



**Sector - Subsector:** Chemicals - Specialty Chemicals  
**Company website:** [www.petzetakis.com](http://www.petzetakis.com)

**IR Contact:** Katerina Sfiri  
**Address:** 5 Korytsas, Glyka Nera  
**Telephone:** +30 210 6657068  
**Fax:** +30 210 6657068  
**Email:** [investor\\_relations@petzetakis.gr](mailto:investor_relations@petzetakis.gr)

### **PIPE WORKS L. GIRAKIAN PROFIL S.A.**



**Sector - Subsector:** Basic Resources – Steel  
**Company website:** [www.tzirakian.com](http://www.tzirakian.com)

**IR Contact:** Sophia Zavalari  
**Address:** 56th km Athens – Lamia National Road, 320 11, Oinofyta  
**Telephone:** +30 210 279 9231, 22620 32280  
**Fax:** +30 210 279 8972, 22620 31205  
**Email:** [info@tzirakian.com](mailto:info@tzirakian.com), [webmaster@tzirakian.com](mailto:webmaster@tzirakian.com)

### **PIRAEUS BANK S.A.**



**Sector - Subsector:** Banks - Banks  
**Company website:** [www.piraeusbank.gr](http://www.piraeusbank.gr)

**IRO Name:** George Marinopoulos  
**IRO Title:** Head of Business Planning & IR Division  
**Address:** 4, Amerikis Street, 105 64 Athens, Greece  
**Telephone:** +30 210 333 5027  
**Fax:** +30 210 3335079  
**Email:** [gmarinopoulos@piraeusbank.gr](mailto:gmarinopoulos@piraeusbank.gr)

**Mr. George Marinopoulos** is Head of Business Planning & IR Division in Piraeus Bank, responsible for Business Planning and Investor Relations. Mr. Marinopoulos joined Piraeus Bank in 2000 and his responsibilities include strategic and business planning, competition analysis and investor relations. Prior to joining Piraeus Bank, Mr. Marinopoulos had held the position of Business Analyst in the Economic Research Department of Ionian & Popular Bank of Greece, since 1995. Mr. Marinopoulos is 41 years old and a graduate of the University of Piraeus, with a Bachelor in Business Administration. He holds an MSc in Finance from Lancaster University, England. He is married, with four children.

### **PIRAEUS PORT AUTHORITY S.A.**



**Sector - Subsector:** Industrial Goods & Services - Transportation Services  
**Company website:** [www.olp.gr](http://www.olp.gr)

**IR Contact:** Maria Aisopou  
**Address:** 10 Akti Miaouli, 185 38, Piraeus  
**Telephone:** +30 210 452 0257  
**Fax:** +30 210 455 0304  
**Email:** [olpmetox@olp.gr](mailto:olpmetox@olp.gr)

### **PLAISIO COMPUTERS S.A.**



**Sector - Subsector:** Technology - Computer Hardware  
**Company website:** [www.plaisio.gr](http://www.plaisio.gr)

**IRO Name:** Katerina Vassilaki  
**IRO Title:** Financial Controller & IRO  
**Address:** Thesi Skliri, 19600, Magoula Attikis  
**Telephone:** +30 210 5587312  
**Fax:** +30 210 5587320  
**Email:** [kvasilaki@plaisio.gr](mailto:kvasilaki@plaisio.gr)

**Katerina Vasilaki** was born in Athens in 1981. She received her BA in Economics and her MSc in International Economics from the Athens University of Economics and Business. She has worked in Plaisio Computers since 2005 as a financial controller and was appointed Investor Relation Officer of the company in 2007. She is a member of the Economic Chamber of Greece (E.C.G.). She speaks English, French and Italian..

### **PLIAS CONSUMER GOODS S.A.**



**Sector - Subsector:** Personal & Household Goods - Personal Products  
**Company website:** [www.plias.gr](http://www.plias.gr)

**IR Contacts:** Alexandra Kotsarini, Alexandros Georgiadis  
**Address:** 71 Km National Road Athens Lamia, Vathy Avlidos  
**Telephone:** +30 22620 86430 & +30 22620 85082  
**Fax:** +30 22620 71932  
**Email:** [kotsarini@plias.gr](mailto:kotsarini@plias.gr)

### PRAXITELIO HOSPITAL S.A.



**Sector - Subsector:** Health Care - Health Care Providers

**Company website:** [www.praxitelio.gr](http://www.praxitelio.gr)

**IR Contact:** Eleni Papagianaki

**Address:** 21 Varvaki Str., 114 74, Athens

**Telephone:** +30 210 643 1155

**Fax:** +30 210 643 1153

**Email:** [info@praxitelio.gr](mailto:info@praxitelio.gr)

### PROFILE SYSTEMS & SOFTWARE S.A.



**Sector - Subsector:** Technology - Computer Services  
**Company website:** [www.profile.gr](http://www.profile.gr)

**IR Contact:** Maria Tsitaki

**Address:** 199 Syggrou Ave., 171 21, Athens

**Telephone:** +30 210 930 1200

**Fax:** +30 210 930 1222

**Email:** [info@profile.gr](mailto:info@profile.gr)

### PROODEFTIKH TECHNICAL COMPANY S.A.



**Sector - Subsector:** Construction & Materials  
- Heavy Construction

**Company website:** [www.proodeftiki.gr](http://www.proodeftiki.gr)

**IR Contact:** Maria Vlachou

**Address:** 60 Sp. Trikoupi Str., 114 73, Athens

**Telephone:** +30 210 883 7218, 210 883 7219

**Fax:** +30 210 822 9818

**Email:** [stock@proodeftiki.gr](mailto:stock@proodeftiki.gr)

### PROTON BANK S.A.



**Sector - Subsector:** Banks - Banks

**Company website:** [www.proton.gr](http://www.proton.gr)

**IRO Name:** Christos Avramides

**IRO Title:** Investor Relations Officer

**Address:** Amaliados & 20 Eslin Str., 115 23, Athens

**Telephone:** +30 210 697 0654

**Fax:** +30 210 6456169

**Email:** [c.avramides@proton.gr](mailto:c.avramides@proton.gr)



**Year of birth:** 1966. **Place of birth:** Athens, Greece.

**Education:** Ph.D. Economics, University of Reading, 1995. M.A. Business Economics, University of Reading, 1990. B.A. (Distinction) Economics, The American College of Greece (Deree College), 1989

**Current Position:** Investor Relations Officer, PROTON Bank.

**Main Previous Positions:** International Division, PROTON Bank, (2008-2010), Vice-Chairman, Omega Portfolio Investment Company, (2008-2009), Vice-Chairman and General Manager, PROTON Asset Management, (2003-2007), Head of Research and Chief Economist, PROTON Bank, (2001-2003), Senior Economist, Emerging markets, ABN AMRO Bank, (2000-2001), Chief Economist, Sigma Securities, (1998-2000)

### PUBLIC POWER CORPORATION S.A.



**Sector - Subsector:** Utilities - Conventional Electricity  
**Company website:** [www.dei.gr](http://www.dei.gr)

**IRO Name:** Alexandra Konida

**IRO Title:** Director - Investor Relations

**Address:** 30 Calkokondyli Str.

**Telephone:** +30 210 5293048

**Fax:** +30 210 5230523

**Email:** [a.konida@dei.com.gr](mailto:a.konida@dei.com.gr)

**Alexandra Konida** is a graduate of the Electrical & Computer Engineering Department of the National Technical University of Athens and holds an MBA degree from INSEAD, France. Mrs Konida joined PPC in September 2008. Prior to that, she held senior positions in Corporate & Investment Banking in Citibank and Bank of America and she also worked in M.J. Mailis Group as Treasurer and CFO.



Q

**QUALITY AND RELIABILITY S.A.**



**Sector - Subsector:** Technology - Computer Services  
**Company website:** [www.qnr.com.gr](http://www.qnr.com.gr)

**IR Contacts:** Aristides Serepetsis, Nikolaos Petrou  
**Address:** 11B Konitsis Str., 15125, Maroussi  
**Telephone:** +30 210 802 9409  
**Fax:** +30 210 802 9819  
**Email:** npet@q-r.gr

R

**REDS S.A.**



**Sector - Subsector:** Real Estate - Real Estate Holding & Development  
**Company website:** [www.reds.gr](http://www.reds.gr)

**IR Contact:** Stamatiki Hioti  
**Address:** 25 Ermoy, 145 64, Kifissia  
**Telephone:** +30 210 8184800  
**Fax:** +30 210 8184801  
**Email:** reds@etae.com

**REVOIL S.A.**



**Sector - Subsector:** Retail - Specialty Retailers  
**Company website:** [www.revoil.gr](http://www.revoil.gr)

**IRO Name:** Iakovos Chaidemenos  
**IRO Title:** Investor Relations Officer & Head of Shareholder Registry Service and Corporate Announcement Service  
**Address:** 5 Kapodistriou Str., 166 72, Vari  
**Telephone:** +30 210 897 0930  
**Fax:** +30 210 897 4943  
**Email:** iro@revoil.gr



**Iakovos Chaidemenos** is 38 years old. He holds a Master Degree in European Economic Studies from University of Reading U.K. (1995). He completed his undergraduate studies in IST Studies College Greece (University of Hertfordshire U.K. franchise) with a Bachelor of Arts in European Studies (1991-1994). He started his Professional carrier in IASIS Diagnostic Health Center as Accounting Officer. In May of 1998 he joined INTERAMERICAN GROUP OF COMPANIES working as a financial planner specialized in Mutual Funds sales. In March of 2000 he became a member of ARTION SECURITIES S.A. working as an Account Executive in Dealing Room responsible for individuals trading and Mutual Funds sales. In July of 2002 he joined HITECH SNT S.A. listed in Athens Stock Exchange working as an Internal Auditor and head of Shareholder Registry Service and Corporate Announcement Service. Since February of 2006 he is Investor Relations Officer and head of Shareholder Registry Service and Corporate Announcement Service in REVOIL S.A. (Oil trader) listed in Athens Stock Exchange. Since 2002 Mr. Chaidemenos is certified by the Greek Capital Commission as a trader. He speaks Greek (native language) English (fluently) and French (D.E.L.F.).

**RIDENCO S.A.**



**Sector - Subsector:** Personal & Household Goods - Footwear  
**Company website:** [www.ridenco.gr](http://www.ridenco.gr)

**IR Contacts:** Helen Karapiperi, Michail Manousakis  
**Address:** 52 Aegialias Str., 151 25, Maroussi  
**Telephone:** +30 210 877 1700  
**Fax:** +30 210 689 0181  
**Email:** ridenco@ridenco.gr

**RILKEN COSMETICS INDUSTRY S.A.**



**Sector - Subsector:** Personal & Household Goods - Personal Products  
**Company website:** [www.rilken.gr](http://www.rilken.gr)

**IRO Name:** Martha Bonou  
**IRO Title:** Investor Relations Officer  
**Address:** 23 Kyprou Street, Moschato 18346, Attiki  
**Telephone:** +30 210 4897205  
**Fax:** +30 210 4897102  
**Email:** investor.rilken@gr.henkel.com

**S**

**S&B INDUSTRIAL MINERALS S.A.**



**Sector - Subsector:** Basic Resources - General Mining  
**Company website:** [www.sandb.com](http://www.sandb.com)

**IRO Name:** Haris Kotsokolos  
**IRO Title:** Investor Relations Manager  
**Address:** 15 A.Metaxa Str., 145 64 Kifissia  
**Telephone:** +30 210 6296157  
**Fax:** +30 210 6296077  
**Email:** [h.kotsokolos@sandb.com](mailto:h.kotsokolos@sandb.com)



**Haris Kotsokolos** was appointed Investor Relations Manager of the S&B Group in October 2008. He started his career in 1998 at Unilever Hellas where he worked for five years as a financial analyst. In 2003, he joined British American Tobacco Hellas assuming the responsibility of Marketing Finance Manager and in 2006 he joined the Corporate Office of Coca-Cola Hellenic Bottling Company, initially in the group's Business Planning function and then as Investor Relations Associate in the Investor Relations Department. Haris holds a B.Sc. in Business Administration from the American College of Greece and speaks English, Greek and French.

**SANYO HELLAS HOLDING SA**



**Sector - Subsector:** Personal & Household Goods - Durable Household Products

**Company website:** [www.shh.gr](http://www.shh.gr)

**IRO Name:** Stelios Giannakopoulos  
**IRO Title:** Investor Relations Officer  
**Address:** 12th km National Road Athens-Lamia  
**Telephone:** +30 210 2894620  
**Mobile:** +30 6974 500969  
**Fax:** +30 210 2813137  
**Email:** [sgiannakopoulos@sanyo.gr](mailto:sgiannakopoulos@sanyo.gr)

**SAOS ANONYMOUS SHIPPING COMPANY OF SAMOTHRACE**



**Sector - Subsector:** Industrial Goods & Services  
- Marine Transportation  
**Company website:** [www.galis.gr](http://www.galis.gr)

**IR Contact:** Maria Manoussi  
**Address:** 31 Al. Papanastasiou Str., 546 39, Thessaloniki  
**Telephone:** +30 2310 943 000  
**Fax:** +30 2310 944 385  
**Email:** [galis@compulink.gr](mailto:galis@compulink.gr)

**SARANTIS**



**Sector - Subsector:** Personal & Household Goods - Personal Products  
**Company website:** [www.sarantis.gr](http://www.sarantis.gr)

**IRO Name:** Eleni Pappa  
**IRO Title:** Investor Relations Manager  
**Address:** 26 Amarousiou Halandriou Str.  
**Telephone:** +30 210 6173065  
**Fax:** +30 210 6197124  
**Email:** [epappa@sarantis.gr](mailto:epappa@sarantis.gr)



**Eleni Pappa** has worked as a Market Risk Analyst in the Royal Bank of Scotland in London for three years from 2001 to 2004 and in 2005 she moved to ABN AMRO NV in London as a Portfolio Manager. In July 2006 she joined Sarantis Group as the Investor Relations Manager. Eleni is a graduate of the Mathematics Department of the University of Athens. She also holds an M.Sc. degree on Mathematical Trading & Finance from Cass University Business School (ex. City University Business School) in London and an MBA from the Athens University of Economics and Business. Eleni speaks Greek, English and French.



**SATO OFFICE AND HOUSEWARE SUPPLIES S.A.**



**Sector - Subsector:** Personal & Household Goods  
- Furnishings

**Company website:** [www.satogroup.gr](http://www.satogroup.gr)

**IR Contact:** Andromachi Koliou

**Address:** 27o Klm Peo Atjnon - Korinthoy,  
19200, Eleysina

**Telephone:** +30 213 0171500, 210 876 7000

**Fax:** +30 213 0171550, 210 876 7001

**Email:** [mail@satogroup.gr](mailto:mail@satogroup.gr)

**SCIENS INTERNATIONAL INVESTMENTS & HOLDINGS S.A.**



**Sector - Subsector:** Financial Services  
- Specialty Finance

**Company website:** [www.sciens.gr](http://www.sciens.gr)

**IRO Name:** George Ventouratos

**IRO Title:** Investor Relations Manager

**Address:** 10 Solonos Str., Kolonaki, 106 73, Athens,

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**Mobile:** +30 6996 534128

**Fax:** +30 210 3392470

**Email:** [gventouratos@sciens.gr](mailto:gventouratos@sciens.gr)

**George Ventouratos** has approximately 17 years experience in Finance. He was a founding partner and Chief Executive of Diolkos Asset Management, a boutique investment house regulated by the Hellenic Capital Markets Commission, with mainly institutional clients including a closed-end fund listed on the Athens Stock Exchange and two third party mutual funds. He previously held positions at Laiki Mutual Fund Management Company as General Manager and at Aspis Mutual Fund Management Company as Chief Investment Officer. He started his career in 1993 as a money market and bonds trader at the National Bank of Greece. He is a graduate of Athens College and holds a Bachelors degree in Mechanical Engineering from the University of Manchester Institute of Science and Technology (UMIST), UK, a Masters degree in Computer Integrated Manufacturing from the University of Liverpool, UK and an MBA from Manchester Business School, UK.

**SELECTED TEXTILE IND. ASSOC. S.A.**



**Sector - Subsector:** Personal & Household Goods  
- Clothing & Accessories

**Company website:** [www.stiafilco.com](http://www.stiafilco.com)

**IR Contact:** Areti Arsenopoulou

**Address:** 15th Parnitha Ave., 136 71, Aharnai

**Telephone:** +30 210 240 4240-2

**Fax:** +30 210 246 7177

**Email:** [epil@stiafilco.com](mailto:epil@stiafilco.com)

**SELONDA AQUACULTURE S.A.**



**Sector - Subsector:** Food & Beverage  
- Farming & Fishing

**Company website:** [www.selonda.com](http://www.selonda.com)

**IR Contact:** Machi Papatoli

**Address:** 30 Navarchou Nikodimou Str.,  
105 56, Athens

**Telephone:** +30 210 372 4900

**Fax:** +30 210 372 4909

**Email:** [selonda@gr.selonda.com](mailto:selonda@gr.selonda.com)

**SFAKIANAKIS S.A.**



**Sector - Subsector:** Retail - Specialty Retailers  
**Company website:** [www.sfakianakis.gr](http://www.sfakianakis.gr)

**IR Contact:** G. Iliadis

**Address:** 5-7 Sidirokastrou Str., 118 55, Athens

**Telephone:** +30 210 349 9000

**Fax:** +30 210 347 6191

**Email:** [sfakianakis@sfakianakis.gr](mailto:sfakianakis@sfakianakis.gr)

**SHEET STEEL CO.**



**Sector - Subsector:** Basic Resources - Steel  
**Company website:** [www.sheetsteel.gr](http://www.sheetsteel.gr)

**IR Contact:** Gioula Panagiotopoulou

**Address:** 72 Doiranis Str., 176 72, Kallithea

**Telephone:** +30 210 953 0771, 210 953 0772

**Fax:** +30 210 953 0773

**Email:** [info1@sheetsteel.gr](mailto:info1@sheetsteel.gr)

**SHELMAN SWISSHELLENIC WOOD PROD.  
MANUF. S.A.**



**Sector - Subsector:** Construction & Materials  
- Building Materials & Fixtures  
**Company website:** [www.shelman.gr](http://www.shelman.gr)

**IR Contacts:** Vassiliki Krayia, Dimitrios Haidoyiannis  
**Address:** 26 Kifissias Ave. & 2 Paradisou Str., 151 25,  
Maroussi  
**Telephone:** +30 210 817 2600  
**Fax:** +30 210 817 2820  
**Email:** [toua@shelman.gr](mailto:toua@shelman.gr)

**SIDENOR S.A. (FORMER ERLIKON)**



**Sector - Subsector:** Basic Resources – Steel  
**Company website:** [www.sidenor.gr](http://www.sidenor.gr)

**IRO Name:** Sofia Zairi  
**IRO Title:** Head of Investor Relations  
**Address:** 57B Ethnikis Antistasseos Str., Halandri,  
152 31, Athens  
**Telephone:** +30 210 678 7111  
**Fax:** +30 210 678 7722  
**Email:** [szairi@sidenor.vionet.gr](mailto:szairi@sidenor.vionet.gr)



**Sofia Zairi**, currently holding the position of Head of Investor Relations in Sidenor Group, is an economist, having graduated with a "BSc in Economics" from the Department of Economics of Athens University (1992-1996), with distinction. She also holds a "MSc in Finance" with distinction from the City University Business School in London (1997-1998). She is currently completing her PhD Thesis on "Underpricing of IPOs" at the Department of Economics of Athens University. She has been working for Viohalco Group since 2001, as IR Officer and Budgeting & Reporting Manager in Sidenor. Before that she was Assistant to the CFO in Altec Group (2000-2001) and the Treasurer and Senior Financial Analyst in Procter & Gamble Hellas (1995-1997 & 1998-2000). She speaks fluent English, French and Italian, and has a good knowledge of Spanish. She has been awarded for her studies, scholarships from the "Alexander S. Onassis Foundation", from "NATO" and "Greek State Scholarship's foundation". She is a member of Economic Chamber of Greece.

**SIDMA S.A.**



**Sector - Subsector:** Basic Resources - Steel  
**Company website:** [www.sidma.gr](http://www.sidma.gr)

**IRO Name:** Ioanna Orkoula  
**IRO Title:** Investor Relations Officer  
**Address:** 54th, National Road Athens - Lamia, Inofita,  
Viotia  
**Telephone:** +30 210 3498211  
**Fax:** +30 21 03498281  
**Email:** [iorkoula@sidma.gr](mailto:iorkoula@sidma.gr)



**Ioanna**, born in 1980, holds a public administration degree from the Panteio University. She started her career in 2003 in Vodafone S.A. She was appointed Investor Relations Officer of Sidma in September 2008, when she joined Sidma. She speaks English and French.

**SPACE HELLAS S.A.**



**Sector - Subsector:** Technology  
- Telecommunications Equipment  
**Company website:** [www.space.gr](http://www.space.gr)

**IR Contacts:** Anna Georgaka, Loukia Nor  
**Address:** 312 Mesogion Ave., 153 41, Ag. Paraskevi  
**Telephone:** +30 210 650 4100  
**Fax:** +30 210 651 6712  
**Email:** [mdell@space.gr](mailto:mdell@space.gr)

**SPIDER METAL INDUSTRY N.PETSIOS  
& SONS S.A.**



**Sector - Subsector:** Industrial Goods & Services  
- Industrial Machinery  
**Company website:** [www.spidersa.com](http://www.spidersa.com)

**IR Contact:** Spyros Lolis  
**Address:** 5th km Ioannina -Igoumenitsa National  
Road, 455 00, Ioannina  
**Telephone:** +30 26510 24446 , 26510 25514  
**Fax:** +30 26510 36468  
**Email:** [investor@spidersa.com](mailto:investor@spidersa.com)



## **SPRIDER STORES**



**Sector - Subsector:** Retail - Apparel Retailers  
**Company website:** [www.sprider.gr](http://www.sprider.gr)

**IRO Name:** Thanos Maltezakis  
**IRO Title:** Investor Relations Officer  
**Address:** 1, Syrou Str., Anthoussa Attica, 153 49  
**Telephone:** +30 210 6609924  
**Fax:** +30 210 6664807  
**Email:** [ir@spriderstores.com](mailto:ir@spriderstores.com)



**Thanos Maltezakis** holds a Bachelor of Arts in Management, focused in Organizational Behavior from the American College of Greece and a M.B.A. focused in Finance from the Athens Laboratory of Business Administration (ALBA). He was occupied for nearly a decade in the brokerage sector, initially in equity research and then in the provision of investment banking services. Since January 2007 he is SPRIDER STORES investor relations officer. Simultaneously, as of December 2008 he took over the same position in HADJIOANNOU S.A. He speaks Greek, English and French.

## **STELIOS KANAKIS SA**



**Sector - Subsector:** Food & Beverage  
- Food Products  
**Company website:** [www.stelioskanakis.gr](http://www.stelioskanakis.gr)

**IR Contacts:** Athanassios Syrmos, Evagelia Kofina  
**Address:** 4 Anemonis Str., 136 71, Acharnai  
**Telephone:** +30 210 241 9700  
**Fax:** +30 210 246 2433  
**Email:** [metoxes@stelioskanakis.gr](mailto:metoxes@stelioskanakis.gr)

## **HOUSE OF AGRICULTURE SPIROU S.A.**



**Sector - Subsector:** Chemicals - Specialty Chemicals  
**Company website:** [www.spirou.gr](http://www.spirou.gr)

**IRO Name:** Maria Giannisis  
**IRO Title:** Investor Relations Officer  
**Address:** 5 Markoni Str., 122 42, Aigaleo  
**Telephone:** +30 210 3497577  
**Fax:** +30 210 3497611  
**Email:** [finance@spirou.gr](mailto:finance@spirou.gr)

**Maria Giannisis** has been with the Spirou Group since June of 2006. She was appointed the position of IRO in September 2009. Maria started her career in 1999 as an Auditor for PriceWaterhouseCoopers and from 2004 as a Financial Accountant for Korres Natural Products S.A. She holds a BSc. in Business Administration with a concentration in Accounting from Deree-The American College of Greece and an ASc. in Business Administration from Burlington County College in Pemberton, New Jersey. Maria holds a Diploma in IFRS since June 2008.

## **T**

## **TECHNICAL OLYMPIC**



**Sector - Subsector:** Personal & Household Goods - Home Construction  
**Company website:** [www.techol.gr](http://www.techol.gr)

**IR Contact:** John Mpilleris  
**Address:** 20 Solomou Str., 174 56, Alimos  
**Telephone:** +30 210 997 7000  
**Fax:** +30 210 9938439  
**Email:** [mpilerisi@techol.gr](mailto:mpilerisi@techol.gr)



## TECHNICAL PUBLICATIONS S.A.



**Sector - Subsector:** Media - Publishing  
**Company website:** [www.technicalpress.gr](http://www.technicalpress.gr)

**IR Contacts:** Maria Tsanaka, Nikoleta Marinou  
**Address:** 80 Ioannoy Metaxa, 19400, Koropi  
**Telephone:** +30 210 9792500  
**Fax:** +30 210 9792528  
**Email:** [nxal@techlink.gr](mailto:nxal@techlink.gr)

## TELETIPOS S.A.



**Sector - Subsector:** Media - Broadcasting & Entertainment  
**Company website:** [www.megatv.com](http://www.megatv.com)

**IRO Name:** Kiki Silvestriadou  
**IRO Title:** Head of Economic Analysis and Investor Relations Manager  
**Address:** 4 Roussou & Mesogeion Str., 115 26, Athens  
**Telephone:** +30 210 690 3124  
**Fax:** +30 210 692 8210  
**Email:** [kiki.silvestriadou@megatv.com](mailto:kiki.silvestriadou@megatv.com)



**Kiki Silvestriadou** work experience includes: from 2004 – today, she is the Head of Economic Analysis and the Investor Relations Manager of Teletipos S.A. From 2002 to 2004 she was the Head of Internal Auditors and the Investor Relations Manager of Teletipos S.A. From 2001 to 2002 she was the Head of Asset Management of P&K Securities. From 2000 to 2001 she was a Portfolio Manager of P&K Securities. From 1999 to 2000 she was an Equity Analyst of P&K Securities. From 1996 to 1999 she was a Research Assistant in the Department of Economics at Lancaster University (UK). From 1997 to 1998 she was the Coordinator of a Business Management Simulation Programme: 'The 1997 Universities' Business Challenge' at Lancaster University (UK). As far as her education is concerned, she holds a Ph.D. in Economics from Lancaster University (UK), an M.Sc in International Trade and Finance from Lancaster University (UK), and a B.Sc. in Management Science (Operational Research) with Computing from University of Kent at Canterbury (UK). She is a member of the International Business Research Group (IBRG) in the UK, of the International Economic Study Group (IESG) in the UK and of Teletipos S.A. Investment Committee.

## TERNA ENERGY S.A.



**Sector - Subsector:** Utilities - Alternative Electricity  
**Company website:** [www.gekterna.gr](http://www.gekterna.gr)

**IRO Name:** Aristotelis Spiliotis  
**IRO Title:** Corporate Finance & Investor Relations  
**Address:** 85 Mesogeion Str., 115 26, Athens  
**Telephone:** +30 210 696 8431  
**Fax:** +30 210 696 8076  
**Email:** [tspiliotis@gekgroup.gr](mailto:tspiliotis@gekgroup.gr)

**Aristotelis Spiliotis** has worked in the following positions: Development Investments (1993 – 1995) Assistant Analyst, Lambda Finance 1998-1999) Financial Analyst, AIAS FINANCE Venture Capital (2000-2001) Financial Analyst, INTRALOT S.A (2001 -2003) Investor relations, GEK TERNA Group (2003-present) Investor Relations. He has a BSc in Business Administration (Dept. of Business Administration, Economic University of Athens) and an MSc in Finance and Investment (University of Brunel-England). He speaks English and French.

## THESSALONIKI PORT AUTHORITY S.A.



**Sector - Subsector:** Industrial Goods & Services - Transportation Services  
**Company website:** [www.thpa.gr](http://www.thpa.gr)

**IR Contact:** Chryssanthi Athanasiou  
**Address:** A' Provliata Limenos Thessalonikis, 541 10, Thessaloniki  
**Telephone:** +30 2310 593134/-128 , +30 2310 593110  
**Fax:** +30 231 510500  
**Email:** [shares@thpa.gr](mailto:shares@thpa.gr)

## THESSALONIKI WATER SUPPLY & SEWERAGE CO SA



**Sector - Subsector:** Utilities - Water  
**Company website:** [www.eyath.gr](http://www.eyath.gr)

**IR Contact:** Theodora Diamantopoulou  
**Address:** 127 Egnatia Str., 546 35 Thessaloniki  
**Telephone:** +30 2310 275739, 2310 209231  
**Fax:** +30 2310 250642  
**Email:** [metoxes@otenet.gr](mailto:metoxes@otenet.gr)

## THRACE PLASTICS



**Sector - Subsector:** Chemicals - Specialty Chemicals  
**Company website:** [www.thraceplastics.gr](http://www.thraceplastics.gr)

**IRO Name:** Ioanna Karathanasi  
**IRO Title:** Investor Relations Officer  
**Address:** 20 Marinou Antypa, 174 55, Alimos  
**Telephone:** +30 210 987 5081  
**Fax:** +30 210 987 5017



**Ioanna Karathanasi** has been the Investor Relations Officer of Thrace Plastics since 2005 in charge of financial communication with Institutional Investors, organizations of roadshows and overall capital market related financial transactions.

Prior to this, Ms. Karathanasi held various financial advisory positions; She held the position of Special Advisor to the Secretary General of Commerce of the Ministry of Development, she was the Head of the Corporate Finance Department of Phasma Securities, and was an Investment Banking Executive at Marfin – Hellenic Securities. She is proficient in the English language. She holds a MSc. in International Economics, Banking & Finance University of Wales, Cardiff Business School and a Degree in Statistics & Insurance from Piraeus University.

## TITAN CEMENT COMPANY S.A.



**Sector - Subsector:** Construction & Materials - Building Materials & Fixtures  
**Company website:** [www.titan-cement.com](http://www.titan-cement.com)

**IRO Name:** Takis Canellopoulos  
**IRO Title:** Investor Relations Executive Director- Member of the Board of Directors  
**Address:** 22a Halkidos Str., 111 43, Athens  
**Telephone:** +30 210 259 1531  
**Fax:** +30 210 259 1106  
**Email:** [tac@titan.gr](mailto:tac@titan.gr)

**Mr Canellopoulos** joined Titan Cement Group in 1995 and is currently a Member of the Board of Directors and the Investor Relations Executive Director of the Group. Member of the Board of Directors of Canellopoulos-Adamantiades Insurance Co. (Managing Partner of AIG Hellas). Mr. Canellopoulos holds a B.A. in Economics from Brown University and a MBA from

New York University – Stern School of Business concentrating in Finance. He is fluent in English and has good knowledge of French. He has always been active in sports (basketball, volleyball) and was repeatedly a member of the first team All-Ivy League selection in U.S.A.. He is married and father of one daughter.

## TRASTOR REAL ESTATE INVESTMENT COMPANY



**Sector – Subsector:** Financial Services - Real Estate Holding & Development  
**Company website:** [www.trastor-reic.gr](http://www.trastor-reic.gr)

**IR Contact:** Evgenia Stavrinou  
**Address:** 116 Kifissias Ave., 115 26, Athens  
**Telephone:** +30 210 691 0016  
**Fax:** +30 210 699 0636  
**Email:** [info@trastor-reic.gr](mailto:info@trastor-reic.gr)

## TT HELLENIC POSTBANK S.A.



**Sector - Subsector:** Banks - Banks  
**Company website:** [www.ttbank.gr](http://www.ttbank.gr)

**IR Contact:** George Xifaras  
**IR Title:** Chief Financial Officer – General Manager  
**Address:** 2 Pesmazoglou Str., 101 75, Athens  
**Telephone:** +30 210 370 4923  
**Fax:** +30 210 370 4542  
**Email:** [investor\\_relations@ttbank.gr](mailto:investor_relations@ttbank.gr)

**George Xifaras**, 47 years old, is a graduate and degree holder of Athens University of Economics and Business, Business administration and organization department. During 1989-1990 he was employed at National Westminster Bank PLC, as an accounting assistant. During 1990 to 2000 he worked in Dorian Bank, moving up the ranks from Accounting Head to Financial and Mutual Fund Manager.

From 2000 to 2004 he undertook the challenging task of Marfin Group SA, once more moving up the ranks from Internal Audit Manager to Financial Manager, being responsible in parallel of the special projects that gave MARFIN the present dynamic structure. In August 2004, he undertook the position of Director of Financial Services of Hellenic Postbank, while on 2008 he became Chief Financial Officer – General Manager.

U

#### UNIBIOS HOLDINGS S.A.



**Sector - Subsector:** Construction & Materials  
- Building Materials & Fixtures  
**Company website:** www.unibios.gr

**IR Contact:** Antonios Svoronos  
**Address:** Lykabittou 19., 106 72, Athens  
**Telephone:** +30 210 3390382 , 210 3390384  
**Fax:** +30 (210) 3390364  
**Email:** a.svoronos@unibios.gr

#### UNITED TEXTILES S.A.



**Sector - Subsector:** Personal & Household Goods  
- Clothing & Accessories  
**Company website:** www.klonatex.com

**Address:** Loggou 1, 144 52, Lycovrisi  
**Telephone:** +30 210 2838243 , 210 2838244  
**Fax:** +30 210 2838248  
**Email:** Varvari.Petrula@unitedtextiles.com

V

#### VARANGIS AVEPE S.A.



**Sector - Subsector:** Personal & Household Goods  
- Furnishings  
**Company website:** www.varangis.com.gr

**IRO Name:** Natasa Asvestopoulou  
**IRO Title:** IRO  
**Address:** 38 Kifisias Ave., 151 25, Marousi, Athens  
**Telephone:** +30 210 6154860  
**Fax:** +30 210 6154890  
**Email:** nasvestopoulou@avepe.gr

**Natasa Asvestopoulou** is employed as IRO at VARANGIS AVEPE SA since 1998. She has worked (1995 -1998) in the European Parliament in Brussels as a Political Collaborator of a Greek MEP. She holds a B.A. degree in French Language and Civilisation by the National and Kapodistrian University of Athens and a M.A. in International Relations and Politics by the Université Libre de Bruxelles. She's fluent in Greek (mother tongue), French, English and German.

#### VARDAS S.A.

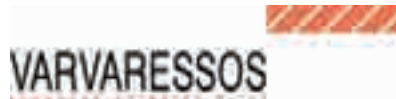


**Sector - Subsector:** Retail - Apparel Retailers  
**Company website:** www.vardas.gr

**IR Contact:** Krystallia Tzani  
**Address:** 225 Mesogeion Str., 115 25, Athens  
**Telephone:** +30 210 679 4811  
**Fax:** +30 210 679 4800  
**Email:** k.tzani@vardas.gr

**Krystallia Tzani** is Head of Accounting Department and Director of Shareholders' Department. She is a graduate from Economic University of Piraeus, working in the Company since 1976, initially as an assistant to Head of Accounting Department and since 1990, as Head of Accounting Department.

#### VARVARESSOS S.A. EUROPEAN SPINNING MILLS



**Sector - Subsector:** Personal & Household Goods - Clothing & Accessories  
**Company website:** www.varvaressos.gr

**IR Contact:** Maria Lanara  
**Address:** AR. Kokkinou Str. 8, 59200, Naoussa  
**Telephone:** +30 23320 52671  
**Fax:** +30 23320 52676  
**Email:** lmaria@varvaressos.gr

#### VELL GROUP S.A.



**Sector - Subsector:** Personal & Household Goods  
- Durable Household Products  
**Company website:** www.tasoglou.gr

**IR Contact:** Thrasivoulos Tsamouris  
**Address:** Tatoiou Str. 112, 14452, Metamorfosi  
**Telephone:** +30 210 2884000  
**Fax:** +30 210 2842385  
**Email:** a.tsamouris@tasoglou.gr



**VIOHALKO S.A.**



**Sector - Subsector:** Industrial Goods & Services - Diversified Industrials

**Company website:** [www.viohalco.gr](http://www.viohalco.gr)

**IRO Name:** Sofia Zairi

**IRO Title:** Investor Relations Officer

**Address:** Mesogion Av. 2 – 4, 115 27, Athens

**Telephone:** +30 210 6861111

**Fax:** +30 210 6861347

**Email:** [szairi@sidenor.vionet.gr](mailto:szairi@sidenor.vionet.gr)



**Sofia Zairi**, currently holding the position of Investor Relations Officer, is an economist, having graduated with a “BSc in Economics” from the Department of Economics of Athens University (1992-1996), with distinction. She also holds a “MSc in Finance” with distinction from the City University Business School in London (1997-1998). She is currently completing her PhD Thesis on “Underpricing of IPOs” at the Department of Economics of Athens University. She has been working for Viohalco Group since 2001, as IR Officer and Budgeting & Reporting Manager in Sidenor. Before that she was Assistant to the CFO in Altec Group (2000-2001) and the Treasurer and Senior Financial Analyst in Procter & Gamble Hellas (1995-1997 & 1998-2000). She speaks fluent English, French and Italian, and has a good knowledge of Spanish. She has been awarded for her studies, scholarships from the “Alexander S. Onassis Foundation”, from “NATO” and “Greek State Scholarship’s foundation”. She is a member of Economic Chamber of Greece.

**VIS CONTAINER MANUFACTURING CO.**



**Sector - Subsector:** Industrial Goods & Services - Containers & Packaging

**Company website:** [www.vis.gr](http://www.vis.gr)

**IR Contact:** Kyriakos Skoupionas

**Address:** Georgiou Gennimata Ave., 19018, Magoula

**Telephone:** +30 210 6161300

**Fax:** +30 210 6161399

**Email:** [info@vis.gr](mailto:info@vis.gr)

**VIVARTIA S.A.**



**Sector - Subsector:** Food & Beverage

- Food Products

**Company website:** [www.vivartia.com](http://www.vivartia.com)

**IR Contact:** Sothia Lira

**Address:** 10 Ziridi Str., 15123, Marousi

**Telephone:** +30 210 349 4405, 210 349 4000

**Fax:** +30 210 349 4408

**Email:** [soflyrai@vivartia.com](mailto:soflyrai@vivartia.com)

**VIVERE ENTERTAINMENT SA**



**Sector - Subsector:** Retail - Specialty Retailers

**Company website:** [www.vivere-entertainment.gr](http://www.vivere-entertainment.gr)

**IR Contacts:** Savoula Palaiodimou, Katiana Zacharaki

**Address:** A. Metaxa & 8 Pandoras Str., 166 74 Glyfada - Athens Greece

**Telephone:** +30 211 1089400

**Fax:** +30 211 1089420

**Email:** [vivere@virginmega.gr](mailto:vivere@virginmega.gr)

**VOGIATZOGLOU SYSTEMS S.A.**



**Sector - Subsector:** Industrial Goods & Services - Industrial Suppliers

**Company website:** [www.voyatzoglou.gr](http://www.voyatzoglou.gr)

**IR Contact:** Afroditi Peraki

**Address:** 12 km Athinon Lamias, 144 51, Metamorfosi

**Telephone:** +30 210 2888600

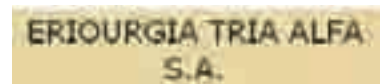
**Fax:** +30 210 2888699

**Email:** [aperaki@voyatzoglou.gr](mailto:aperaki@voyatzoglou.gr)



**W**

**"WOOL INDUSTRY TRIA ALFA" S.A.**



**Sector - Subsector:** Personal & Household Goods  
- Clothing & Accessories

**Company website:** [www.sitemaker.gr/triaalfa](http://www.sitemaker.gr/triaalfa)

**IR Contact:** Michael Tzorbatzakis

**Address:** 64 Al. Panagouli Str., 142 34, Nea Ionia

**Telephone:** +30 210 279 0028

**Fax:** +30 211 279 9173

**Email:** 3alpha@internet.gr

**X**

**INTERWOOD-XYLEMPORIA A.T.E.N.E.**



**Sector - Subsector:** Construction & Materials  
- Building Materials & Fixtures

**Company website:** [www.xylemboria.gr](http://www.xylemboria.gr)

**IR Contact:** Nikolaos Roubos

**Address:** Thesi Kokkinopyrgos-Kalimpaki,  
192 00, Elefsina

**Telephone:** +30 210 556 5000

**Fax:** +30 210 556 5009, 210 556 5575

**Email:** [info@xylemboria.gr](mailto:info@xylemboria.gr)

**X. BENRUBI S.A.**



**Sector - Subsector:** Personal & Household Goods  
- Durable Household Products

**Company website:** [www.benrubi.gr](http://www.benrubi.gr)

**IR Contacts:** Dimitrios Skorpideas, Eleni Tsiopoulou

**Address:** 27 St. Thomas Str., 151 24, Marousi

**Telephone:** +30 210 615 6400, 210 615 6414

**Fax:** +30 210 619 9316, 210 619 9318

**Email:** [aleka@benrubi.gr](mailto:aleka@benrubi.gr), [padelis@benrubi.gr](mailto:padelis@benrubi.gr)

**X. K. TEGOPOULOS EDITIONS S.A.**



**Sector - Subsector:** Media - Publishing

**Company website:** [www.enet.gr](http://www.enet.gr)

**IR Contact:** Alexandra Bratimou

**Address:** 10 - 16 Minoos Str., 117 43, Athens

**Telephone:** +30 210 929 6001

**Fax:** +30 210 902 8596

**Email:** [acnt@enet.gr](mailto:acnt@enet.gr)

**XAIDEMENOS S.A.**



**Sector - Subsector:** Industrial Goods & Services  
- Business Support Services

**Company website:** [www.haidemenos.gr](http://www.haidemenos.gr)

**IR Contacts:** Marina Xaidemenou, Irene Gabrilaki

**Address:** 4 Archaïou Theatrou Str., 174 56, Marousi

**Telephone:** +30 210 994 0944

**Fax:** +30 210 996 0140, 210 995 3187

**Email:** [info@haidemenos.gr](mailto:info@haidemenos.gr)

**Y**

**S D. CONSTANTINOU & SON S.A. "YALCO"**



**Sector - Subsector:** Personal & Household Goods  
- Durable Household Products

**Company website:** [www.yalco.gr](http://www.yalco.gr)

**IRO Name:** Elias Malandris

**IRO Title:** Chief Financial Officer

**Address:** 9 Andrea Metaxa St., 145 64, Kifissia

**Telephone:** +30 210 6299997

**Fax:** +30 210 8000866

**Email:** [malandris@yalco.gr](mailto:malandris@yalco.gr)



Was born in 1974 in Athens. He studied Economics in the University of London (Queen Mary & Westfield College), while he also holds an MSc title in Accounting & Finance from London School of Economics & Political Sciences. He started his career as a business consultant in respectable Greek and Multinational consulting firms such as Deloitte & Touche και η Kantor Management Consultants. Next he worked as a Corporate Development Manager, responsible for the cost cutting/turnaround program in Hellenic Shipyard for Thyssen Krupp Marine Systems. He started working for YALCO in February 2008 as Business Development Manager and of 30<sup>th</sup> of April he was appointment Deputy Chief Financial Officer of the Group, while from 20<sup>th</sup> of July 2009 he was also appointment as Head of Investors Relations Department.



#### **ZAMPA S.A.**



**Sector - Subsector:** Personal & Household Goods  
- Durable Household Products  
**Company website:** [www.zampa.gr](http://www.zampa.gr)

**IR Contact:** Papazachopoulos  
**Address:** 38 Kifissou Ave., 121 33, Peristeri  
**Telephone:** +30 210 574 7655  
**Fax:** +30 210 575 5066  
**Email:** [zampa@internet.gr](mailto:zampa@internet.gr)

#### **ZENON S.A.**



**Sector - Subsector:** Industrial Goods & Services  
- Industrial Machinery  
**Company website:** [www.zenon.gr](http://www.zenon.gr)

**IR Contact:** Theodora Velonia  
**Address:** 5 Kanari Str., 153 44, Glyka Nera  
**Telephone:** +30 210 665 5800  
**Fax:** +30 210 604 1051  
**Email:** [pt@zenon.gr](mailto:pt@zenon.gr)

## **The Alternative Market (EN.A)**

### **ALPHA TRUST INVESTMENT SERVICES S.A.**



**Company website:** [www.alphatrust.gr](http://www.alphatrust.gr)

**IRO Name:** Constantina Ganetsou  
**IRO Title:** Investor Relations  
**Address:** 21 Tatoiou Str., 145 61 Kifissia  
**Telephone:** +30 210 6289200  
**Fax:** +30 210 6234242  
**Email:** [n.ganetsou@alphatrust.gr](mailto:n.ganetsou@alphatrust.gr)

### **BIOMEDICAL AND ROBOTICS TECHNOLOGY S.A.**



**Company website:** <http://otcorp.gr>

**IR Contact:** Psanis Charalampos  
**Address:** 63A Katechaki, 115 25, Athina  
**Telephone:** +30 210 6618701-4  
**Fax:** +30 210 6618143  
**Email:** [info@otcorp.gr](mailto:info@otcorp.gr)

### **DOPPLER S.A.**



**Company website:** [www.doppler.gr](http://www.doppler.gr)

**IR Contact:** Bourantas Zisis  
**Address:** BIO.PA. Polykastrou, Kilkis  
**Telephone:** +30 23430 20150  
**Fax:** +30 23430 23701  
**Email:** [info@doppler.gr](mailto:info@doppler.gr)

### **ENTERSOFT S.A.**



**Company website:** [www.entersoft.gr](http://www.entersoft.gr)

**IR Contact:** Krasopoulou Ioanna  
**Address:** 362, Syggrou Ave. & Evripidou str.  
176 74 Kallithea  
**Telephone:** +30 210 9525001  
**Fax:** +30 210 9575053  
**Email:** [ikr@entersoft.gr](mailto:ikr@entersoft.gr)

## **ENVITEC S.A. - TECHNICAL & ENVIRONMENTAL PROJECTS**



**Company website:** [www.envitec.gr](http://www.envitec.gr)

**IR Contact:** Margarita Antonopoulou

**Address:** Ag. Ioannou Str. 12 - 14, Halandri 15233, Athens

**Telephone:** +30 210 68 55 793

**Fax:** +30 210 68 55 804

**Email:** [envitec@envitec.gr](mailto:envitec@envitec.gr)

## **EPSILON NET S.A.**



**Company website:** [www.epsilonnet.gr](http://www.epsilonnet.gr)

**IRO Name:** Fotis Romoudis

**IRO Title:** Director of Business Development

**Address:** 79, 17th November Str.

**Telephone:** +30 2310 981700

**Mobile:** +30 6973020021

**Fax:** +30 2310 920770

**Email:** [rom@epsilon.net](mailto:rom@epsilon.net)



**Mr Fotis Romoudis** (father's name Georgios), born in 1969 in Thessaloniki. Mr Romoudis is a Director of Business Development, Economist and graduate of the Economic Department of the Aristotle University of Greece. He has also a Postgraduate

degree in Business Administration-Finance and Information Systems. Mr Romoudis is also a member of the Economic Chamber of Greece and holds an A-Class license of tax accountants. He is an affiliate member of A.I.A (Association of International Accountants) of Great Britain and Member of Board of Directors in the Greek Branch of A.I.A in Greece. Mr Romoudis has attended several seminars on International Financial Accounting Standards, Financial Analysis, Costing, Financial Management, Budgeting, etc. He has served as Vice Chairman Development Project Manager of the «ERGOGROUP S.A» and Financial Director of «RODA S.A» and «MLS GROUP OF COMPANIES». Since 2003, he is a Director of Business Development of «EPSILON NET S.A». Since March of 2004, Mr Romoudis is also a Member of Board of Directors of «EPSILON NET S.A».

## **EUROXX SECURITIES S.A.**



**Company website:** [www.euroxx.gr](http://www.euroxx.gr)

**IRO Name:** Paraskevi Papadomanolaki

**IRO Title:** Head of Department

**Address:** 7 Paleologou Str., Chalandri

**Telephone:** +30 210 68 79 515

**Fax:** +30 210 68 79 401

**Email:** [vpapadom@euroxx.gr](mailto:vpapadom@euroxx.gr)

**Mrs Papadomanolaki** is currently working in EUROXX Securities, as Investor Relations Officer and Public Relations Executive. Prior to Euroxx she worked in SMEXA (Association of Members of the Athens Stock Exchange) in the field of monitoring the legislative process of the European Union as well as the preparation of studies. Academic degrees: She is a Diploma holder from Panteion University in International and European Studies.

## **FOODLINK S.A.**



**Company website:** [www.Foodlink.gr](http://www.Foodlink.gr)

**IRO Name:** Vassilios Karakoulakis

**IRO Exact Title:** President

**Address:** 146 Salaminos Ave.

**Telephone:** +30 210 5517700

**Fax:** +30 210 5596411

**Email:** [info@foodlink.gr](mailto:info@foodlink.gr)

**Karakoulakis Vasilios.** Academic Background: National & Kapodistrian University Of Athens (B.Sc. Mathematics). Total Years Of Working Experience: 20. Companies: Foodlink S.A (President ), Business X-Tensions (General Manager), Kraft Jacobs Suchard (Logistics Manager), Jacobs Suchard Pavlides

## **KRITON ARTOS S.A.**



**Company website:** [www.kritonartos.gr](http://www.kritonartos.gr)

**IR Contact:** Ioannis Chatziemmanouil

**Address:** Kallithea - Thesi Ammos, 71500, Herakleion, Crete

**Telephone:** +30 2810 380850

**Fax:** +30 2810 380860

**Email:** [kr-artos@otenet.gr](mailto:kr-artos@otenet.gr)



## Who is Who of Greek Investor Relations Officers

### MEDITERRA S.A.



**Company website:** [www.mastihashop.com](http://www.mastihashop.com)

**IR Contact:** Krommida Elpida

**Address:** 34 Akadimias Str., Athens

**Telephone:** +30 210 3631143

**Fax:** +30 210 3631133

**Email:** [ekrommida@mastihashop.com](mailto:ekrommida@mastihashop.com)

### OPTRONICS TECHNOLOGIES S.A.



**Company website:** [www.optronics.gr](http://www.optronics.gr)

**IR Contact:** Maria Papastergiou

**Address:** Thessalonikis 79-81, 18346, Moschato

**Telephone:** +30 210 9837121

**Fax:** +30 210 9834814

**Email:** [optronics@optronics.gr](mailto:optronics@optronics.gr)

### PERFORMANCE TECHNOLOGIES A.E.



**Company website:** [www.performance.gr](http://www.performance.gr)

**IRO Name:** Dimitra Kontou

**IRO Title:** Group Marketing Manager

**Address:** L.Boyliagmenis 338, 17342, Agios Dimitrios

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**Fax:** +30 210 9947111

**Email:** [ir@performance.gr](mailto:ir@performance.gr)

### VIDAVO S.A



**Company website:** [www.vidavo.gr](http://www.vidavo.gr)

**IR Contact:** Psimarnou Markela

**Address:** 9o xil. Tessalonikis Termis ktirio Termi, 57001, Thessaloniki

**Telephone:** +30 2311 999955

**Fax:** +30 2311 999956





## BANK MEMBERS

- 1. NATIONAL BANK OF GREECE S.A.**  
86, Eolou Str.  
102 32 Athens  
**Tel.:** +30 210.33.41.000  
**Fax:** + 30 210.33.41.818  
**Web:** www.ethniki.gr
- 2. EFG EUROBANK ERGASIAS S.A.**  
20, Amalias Str.  
105 57 Athens  
**Tel.:** +30 210.33.37.000  
**Fax:** +30 210.33.37.256  
**Web:** www.eurobank.gr
- 3. ALPHA BANK S.A.**  
**Tel.:** +30 210.32.60.000  
40, Stadiou Ave.  
**Fax:** +30 210.32.62.427  
102 52 Athens  
**Web:** www.alpha.gr
- 4. PIRAEUS BANK S.A.**  
4, Amerikis Str.  
105 64 Athens  
**Tel.:** +30 210.33.35.000  
**Fax:** +30 210.32.20.097  
**Web:** www.piraeusbank.gr
- 5. EMPORIKI BANK OF GREECE S.A.**  
11, Sofokleous Str.  
102 35 Athens  
**Tel.:** +30 210.32.84.000  
**Fax:** +30 210.32.54.484  
**Web:** www.emporiki.gr
- 6. AGRICULTURAL BANK OF GREECE S.A.**  
23, Panepistimiou Str.  
105 64 Athens  
**Tel.:** +30 210. 32.98.911  
**Fax:** +30 210.32.98.754  
**Web:** www.ate.gr
- 7. TT HELLENIC POSTBANK S.A.**  
2-6, Pesmazoglou  
101 75 Athens  
**Tel.:** +30 210.37.04.000  
**Fax:** +30 210.37.04.107  
**Web:** www.textam.gr
- 8. MARFIN EGNATIA BANK S.A.**  
56, Zephyrou Str.  
175 64 P. Faliro  
**Tel.:** +30 210.94.77.513-5  
**Fax:** +30 210. 94.77.512  
**Web:** www.egnatiabank.gr
- 9. BANK OF CYPRUS PUBLIC COMPANY LTD**  
170, Alexandras Ave.  
115 21 Athens  
**Tel.:** +30 210.64.18.000  
**Fax:** +30 210.64.18.879  
**Web:** www.bankofcyprus.gr
- 10. CITIBANK INTERNATIONAL PLC**  
8,Othonos Str.  
105 57 Athens  
**Tel.:** +30 210.92.93.000  
**Fax:** +30 210.92.43.612  
**Web:** www.citibank.gr
- 11. MILLENNIUM BANK S.A.**  
182, Syggrou Ave.  
176 71 Kallithea  
**Tel.:** +30 210.95.57.000  
**Fax:** +30 210.95.95.816  
**Web:** www.novabank.gr
- 12. GENERAL BANK OF GREECE S.A.**  
109 -111, Mesogeion Ave.  
115 10 Athens  
**Tel.:** +30 210.69.75.000  
**Fax:** +30 210.69.75.910  
**Web:** www.geniki.gr
- 13. ATTICA BANK S.A.**  
23, Omirou Str.  
106 72 Athens  
**Tel.:** +30 210.36.69.000  
**Fax:** +30 210.36.69.415  
**Web:** www.bankofattica.gr
- 14. HSBC BANK plc**  
109-111, Mesogeion Ave.  
115 26 Athens  
**Tel.:** +30 210.69.60.000  
**Fax:** +30 210.69.28.000  
**Web:** www.hsbc.gr
- 15. ASPIS BANK S.A.**  
4, Othonos Str.  
105 57 Athens  
**Tel.:** +30 210.33.64.000  
**Fax:** +30 210.32.21.409  
**Web:** www.aspisbank.gr
- 16. PROBANK S.A.**  
4, St Barbara Str.  
175 63 Faliro  
**Tel.:** +30 210.98.91.000  
**Fax:** +30 210.98.59.238  
**Web:** www.probank.gr
- 17. PROTON BANK S.A.**  
13, Eslin Str. & 20, Amaliados Str.  
115 23 Athens  
**Tel.:** +30 210.69.70.000  
**Fax:** +30 210.69.70.111  
**Web:** www.proton.gr
- 18. UNICREDIT BANK AG**  
7, Heraklitou Str.  
106 73 Athens  
**Tel.:** +30 210.36.40.940  
**Fax:** +30 210.36.40.063  
**Web:** www.hypovereinsbank.gr
- 19. FBB - FIRST BUSINESS BANK S.A.**  
91, Michalakopoulou Str.  
115 28 Athens  
**Tel.:** +30 210.74.99.700  
**Fax:** +30 210.74.99.765  
**Web:** www.fbb.gr
- 20. HELLENIC BANK PUBLIC COMPANY LTD**  
11, Vas. Sofias Ave. & Merlin Str.  
106 71 Athens  
**Tel.:** +30 210.33.84.800  
**Fax:** +30 210.36.17.802  
**Web:** www.hellenicbank.gr
- 21. PANELLINIA BANK S.A.**  
290, Messogeion Ave.  
155 62 Holargos  
**Tel.:** +30 210.65.96.200  
**Fax:** +30 210.65.61.923  
**Web:** www.panelliniabank.gr

## ASSOCIATED MEMBERS

- 1. BNP PARIBAS**  
94, Vas Sofias Ave.  
& 1, Kerassountos Str.  
115 28 Athens  
**Tel.:** 210.74.68.000  
**Fax:** +30 210.74.86.726  
**Web:** www.bnpparibas.com
- 2. THE ROYAL BANK OF SCOTLAND N.V.**  
348, Syggrou Ave.  
176 74 Kallithea  
**Tel.:** +30 210.94.97.199  
**Fax:** +30 210.94.04.923  
**Web:** www.abnamro.com
- 3. BANK OF AMERICA N.A.**  
35,Panepistimou Str.  
105 64 Athens  
**Tel.:** +30 210.32.51.901-19  
**Fax:** +30 210.32.31.376

## 4. ETHNIKI LEASING S.A.

14, Amalias Ave.  
105 57 Athens  
**Tel.:** +30 210.33.14.800  
**Fax:** +30 210.33.14.820  
**Web:** www.etnolease.gr

## 5. EFG EUROBANK ERGASIAS LEASING S.A.

5, Evripidou Str. &  
40- 44 Praxitelous Str.  
105 61 Athens  
**Tel.:** +30 210.37.10.800  
**Fax:** +30 210.32.10.850

## 6. ALPHA LEASING S.A.

6, Fillelinon Str,  
105 57 Athens  
**Tel.:** +30 210.33.67.900  
**Fax:** +30 210.33.67.911

## NON MEMBERS

### 1. BANK OF GREECE

21, Panepistimiou Str.  
102 50 Athens  
**Tel.:** +30 210.32.01.111  
**Fax:** +30 210.32.26.371  
**Web:** www.bankofgreece.gr

### 2. CONSIGNMENT & LOANS FUND

40, Akadimias Str.  
101 74 Athens  
**Tel.:** +30 210.36.94.100  
**Fax:** +30 210.36.09.545  
**Web:** www.tpd.gr

### 3. THE ROYAL BANK OF SCOTLAND

45, Akti Miaouli  
185 10 Pireas  
**Tel.:** +30 210.45.96.500  
**Fax:** 210.45.96.600  
**Web:** www.rbs.co.uk

### 4. BANK SADERAT IRAN

25-29, Panepistimiou Str.  
105 64 Athens  
**Tel.:** +30 210.32.49.531  
**Fax:** +30 210.32.51.154  
**Web:**  
www.bank-saderat-iran.com

### 5. INTESA SANPAOLO SpA

11, Euripidou Str.  
105 61 Athens  
**Tel.:** +30 210.33.16.833  
**Fax:** +30 210.32.55.107  
**Web:** www.sanpaoloimi.com

## 6. F.C.E. BANK PLC

4, Konstantinoupoleos Ave.  
121 33 Peristeri  
**Tel.:** +30 210.57.09.900  
**Fax:** +30 210.57.09.866  
**Web:** www.fordcredit.gr

## 7. GMAC BANK G.h.b.H

56, Kifissias Ave.  
151 25 Maroussi  
**Tel.:** +30 210.61.63.500  
**Fax:** +30 210.61.99.222  
**Web:** www.gmacfs.com

## 8. INVESTMENT BANK OF GREECE S.A.

24B, Kifissias Ave.  
151 25 Maroussi  
**Tel.:** +30 210.81.71.800  
**Fax:** +30 210.68.51.472

## 9. FGA BANK G.h.b.H.

580A, Vouliagmenis Ave.  
164 52 Argiroupoli  
**Tel.:** +30 210.99.88.777  
**Fax:** +30 210.99.61.118  
**Web:** www.fiatcredit.gr

## 10. BNP PARIBAS PERSONAL FINANCE

8, Achileos Str.  
176 74 Kallithea  
**Tel.:** +30 210.94.87.000-599  
**Fax:** +30 210.94.87.150  
**Web:** www.cetelem.gr

## 11. AEGEAN BALTIC BANK S.A.

217, Kifissias Av.  
151 24 Maroussi  
**Tel.:** +30 210.62.34.110  
**Fax:** +30 210.62.34.192-3

## 12. EMPORIKI CREDICOM BANK S.A.

187, Siggrou Av  
171 21 Nea Smirni  
**Tel.:** +30 210.93.96.905/6  
**Fax:** +30 210.93.99.909

## 13. BNP PARIBAS SECURITIES SERVICES

94, Vas. Sofias Ave. &  
1, Kerassountos Str.  
115 28 Athens  
**Tel.:** +30 210.74.68.500  
**Fax:** +30 210.74.86.579  
**Web:** securities.bnpparibas.com

## 14. UNION DE CREDITOS INMOBILIARIOS S.A.

5, A. Pirri Str. & Evinou Str.  
115 27 Athens  
**Tel.:** +30 210.74.91.800  
**Fax:** +30 210.77.59.154  
**Web:** www.uci.com

## 15. EUROHYPO AG

23, Vas. Sofias Ave.  
106 74 Athens  
**Tel.:** +30 210.72.50.007  
**Fax:** +30 210.72.50.397  
**Web:** www.eurohypo.com

## 16. VOLKSWAGEN BANK G.M.B.H

409, Vouliagmenis Ave.  
163 46 Ilioupolis  
**Tel.:** +30 210.89.25.900-970  
**Fax:** +30 210.89.25.959  
**Web:** www.volkswagenbank.com

## 17. INTESA SANPAOLO BANK ALBANIA (E.E. 2004)

48, Patission str  
106 78 Athens  
**Tel.:** 210 38.97.390  
**Fax:** +30 210 38.02.030  
**Web:** www.abagreece.gr

## 18. FORTIS BANK S.A./N.V. (E.E. 2006)

Λεωφ. Συγγρού 166  
176 71 Αθήνα  
**Tel.:** +30 210-95.44.350  
**Fax:** +30 210-95.44.368  
**Web:** www.fortis.com

## 19. SOCIETE GENERALE BANK AND TRUST

280, Kifissias Str.  
152 32 Halandri  
**Tel.:** +30 210.87.71.100  
**Fax:** +30 210.68.95.599  
**Web:** www.sgprivatebanking.gr

## 20. BMW AUSTRIA BANK GMBH

33, Zeppou Str.  
166 57 Glyfada  
**Tel.:** +30 210-91.18.500  
**Fax:** +30 210-91.18.505

## 21. MARCEDES-BENZ BANK POLSKA S.A. (E.E. 2007)

20, Thivaidos Str.  
145 64 Nea Kifisia  
**Tel.:** +30 210-81.88.800  
**Fax:** +30 210-81.88.840

**22. BANCA IMI (2007)**

11, Euripidou Str.  
105 61 Athens  
**Tel.:** 210.32.48.148

**23. DEUTSCHE BANK AG**

23A, Vas. Sofias Ave.  
106 74 Athens  
**Tel.:** +30 210.72.56.210  
**Fax:** +30 210.72.32.541

**24. BNP PARIBAS WHEALTH MANAGEMENT**

94, Vas. Sofias Ave. &  
1, Kerassountos Str.  
115 28 Athens  
**Tel.:** +30 210.74.69.000  
**Fax:** +30 210.74.72.071

**25. KEDR CLOSE JOINT STOCK COMPANY COMMERCIAL BANK**

130, Syggrou Av.  
117 45 Athens  
**Tel.:** +30 210-93.55.233  
**Fax:** +30 210-92.41.641

**26. T.C.ZIRAAT BANKASI A.S.**

2, Ermou Str.  
105 63 Athens  
**Tel.:** +30 210-32.23.038  
**Fax:** +30 210-32.23.017

**27. SAXO BANK AS HELLAS**

4, Vas Sophias An.  
106 74 Athens  
**Tel.:** +30 211-18.12.180  
**Fax:** +30 211-18.12.180

**COOPERATIVE BANK****1. ACHAIA COOPERATIVE BANK LTD**

66, Mixalakopoulou Str.  
262 21 Patras  
**Tel.:** +30 2610-240800  
**Fax:** +30 2610-240825

**2. PANCRETAN COOPERATIVE BANK LTD**

Ikarou Ave. & Efesou Str.  
71 306 Irakleio, Crete  
**Tel.:** +30 2810-338800  
**Fax:** +30 2810-341318

**3. COOPERATIVE BANK OF DRAMA LTD**

40, L. Lambriadi Str.  
66 100 Drama  
**Tel.:** +30 25210-27818  
**Fax:** +30 25210-27819

**4. COOPERATIVE BANK OF DODECANESE**

51 Ethnikhs Antistaseos Str.  
85 100 Rhodes  
**Tel.:** +30 22410-38600/1  
**Fax:** +30 22410-30700

**5. COOPERATIVE BANK OF N. EVROS**

158 Dimokratias Ave.  
681 00 Alexandroupoli  
**Tel.:** +30 25510-80290/1  
**Fax:** +30 25510-80292

**6. COOPERATIVE BANK OF EYBOIA LTD**

12, Venizelou Str  
34 100 Xalkida  
**Tel.:** +30 22210-82200  
**Fax:** +30 22210-82444  
**Web:** www.evcredit.otenet.gr

**7. COOPERATIVE BANK OF EPIRUS LTD**

12, Aberof Str.  
452 21 Ioannina  
**Tel.:** +30 26510-30520  
**Fax:** +30 26510-29921  
**Web:** www.ioanninabank-epirus.gr

**8. COOPERATIVE BANK OF KARDITSA LTD**

Taliadourou Str & Kolokotroni Str.  
43 100 Karditsa  
**Tel.:** +30 24410-40099/299  
**Fax:** +30 24410-40199

**9. COOPERATIVE BANK OF DITIKI MACEDONIA**

3-5, Tsontza Str.  
50 100 Kozani  
**Tel.:** +30 24610-42174/5  
**Fax:** +30 24610-42191

**10. COOPERATIVE BANK OF PELOPONNESUS COOP. L.L.**

3, Ermou Str.  
20 100 Corinthos  
**Tel.:** +30 27410-84477  
**Fax:** +30 27410-84110

**11. COOPERATIVE BANK OF LAMIA LTD**

1 A, Diakou Str.  
35 100 Lamia  
**Tel.:** +30 22310-39100  
**Fax:** +30 22310-39102

**12. COOPERATIVE BANK OF LESBOS – LEMNOS**

75, Kountourioti Squ.  
81 100 Mitilini  
**Tel.:** +30 22510-48121  
**Fax:** +30 22510-46044  
**Web:** www.lesvos-bank.net

**13. COOPERATIVE BANK OF PIERIA LTD**

5, Ethn. Antistaseos Str.  
60 100 Katerini  
**Tel.:** +30 23510-30996/7  
**Fax:** +30 23510-75710  
**Web:** www.pieriabank.gr

**14. COOPERATIVE BANK OF N. SERRON**

V. Vassileiou Str & N. Plastira Str.  
621 23 Serres  
**Tel.:** +30 23210 98.050-68  
**Fax:** +30 23210 98.069

**15. COOPERATIVE BANK OF THESSALIA**

3, Miaouli Str.  
421 00 Trikala  
**Tel.:** +30 24310-76100  
**Fax:** +30 23410-76101

**16. COOPERATIVE BANK OF CHANIA COOP. L.L.**

28-32, El. Venizelou  
731 32 Chania  
**Tel.:** +30 28210-25500  
**Fax:** +30 28210-25555  
**Web:** www.chaniabank.gr



# SECURITIES FIRMS

## SECURITIES FIRMS

### ABG SECURITIES S.A.

1, Filellinon Str.  
105 57 ATHENS  
**Tel.:** +30 210 3687700, 210 3687710  
**Fax:** +30 210 3644481, 210 364 4530  
**Web:** www.ateaxe.gr  
**Email:** atex@ate.gr

### ACROPOLIS SECURITIES S.A.

8 Efpolidos str.  
Athens 105 52  
**Tel.:** +30 210 3292800, 210 329 2859  
**Fax:** +30 210 3217618, 210 324 3755  
**Web:** www.acropolis-axe.gr  
**Email:** info@acropolis-axe.gr

### ALKI BROKERAGE FIRM S.A.

33 Stadiou str.  
105 59 Athens  
**Tel.:** +30 210 3211801- 5  
**Fax:** +30 210 3215012  
**Web:** www.alkestockbrokers.gr  
**Email:** alke@alkestockbrokers.gr

### ALPHA FINANCE INVESTMENT SERVICES S.A.

5 Merlin Str.  
106 71 Athens  
**Tel.:** +30 210 3677400  
**Fax:** +30 210 3677407  
**Web:** www.alphafinance.gr  
**Email:** reception@alphafinance.gr

### ARGUS STOCKBROKERS LTD

25 Demostheni Severi Ave., Metroplolis  
Tower, 1st and 2nd Floor  
1080 Nicosia, Cyprus  
**Tel.:** +357 2271 70 00  
**Fax:** +357 2271 70 70  
**Web:** www.argus.com.cy  
**Email:** argus@argus.com.cy

### ASPIS BANK S.A.

7 Merlin Str.  
106 71 Athens  
**Tel.:** +30 210 3680593-5  
**Fax:** +30 210 3625722  
**Web:** www.aspissec.gr  
**Email:** aspis@aspissec.gr

### ATHENAIKI BROKERAGE FIRM S.A.

33 Stadiou & Pesmazoglou str, Athens  
**Tel.:** +30 210 3254764  
**Fax:** +30 210 3254767  
**Email:** secretary@athinaiki-securities.gr

### ATLANTIC SECURITIES LIMITED

37 Prodromou Str.  
CY-1090 Lefkosia, Cyprus  
**Tel.:** +357 22 445400  
**Fax:** +357 22 661914  
**Web:** www.atlanticfs.com  
**Email:** info@atlanticfs.com

### ATLAS SECURITIES S.A.

125 Michalakopoulou &  
14-16 Vervon Str  
115 27 Ampelokipi Athens  
**Tel.:** +30 210 3363300, 2103249201-2  
**Fax:** +30 2103238925, 2103249619  
**Web:** www.atlasaxe.gr  
**Email:** atlas@atlasaxe.gr

### AXIA VENTURES GROUP LTD

10 G. Kranidiotis Str., Nice Day House,  
Office 102  
1065 Nicosia, Cyprus  
**Tel.:** +357 22 742000  
**Fax:** +357 22 742001  
**Web:** www.axiavg.com  
**Email:** info@axiavg.com

### AXON SECURITIES S.A.

48 Stadiou str.  
105 64 Athens  
**Tel.:** +30 210 3363800  
**Fax:** +30 210 3243903  
**Web:** www.axonsec.gr  
**Email:** main@axonsec.gr

### BETA SECURITIES S.A.

29 Alexandras Ave., & Vraila str.  
114 73 Athens  
**Tel.:** +30 210 6478900  
**Fax:** +30 210 6410139, 210 647 8990  
**Web:** www.beta.gr  
**Email:** analisi@beta.gr

### CAPITAL SECURITIES S.A.

58 Mitropoleos str.  
10563 Athens  
**Tel.:** +30 210 3369700  
**Fax:** +30 210 3369820  
**Email:** info@capitalsec.gr

### CFS SECURITIES

3 Stadiou str., Stoa Kaligga  
Athens 10671  
**Tel.:** +30 210-3360800  
**Fax:** +30 210 3311854  
**Web:** www.cfs.gr  
**Email:** info@cfs.gr

### CHEUVREUX S.A.

9 Quai du President Paul Doumer  
92400 - Courbevoie, France  
**Tel.:** +33 (0)1 41 89 7000  
**Fax:** +33 (0)1 41 89 70 01  
**Web:** www.cheuvreux.com  
**Email:** datanews@cheuvreux.com

### CITIGROUP GLOBAL MARKETS LIMITED

Citigroup Centre, Canada Square,  
Canary Wharf  
London E14 5LB  
**Tel.:** +20 7986 4000  
**Fax:** +20 7986 2266  
**Web:** www.citigroup.com

### CO-OPERATIVE CENTRAL BANK LTD

8 Grigori Afxentiou  
1096 Nicosia, Cyprus  
**Tel.:** +357 22 743300  
**Fax:** +357 22 672083  
**Web:** www.coopbank.com.cy  
**Email:** epeyceb@ccb.coop.com.cy

### CREDIT SUISSE SECURITIES (EUROPE) LIMITED

One Cabot Square, LONDON, E14 4QJ  
**Tel.:** +44 20 7888 8888  
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**Web:** www.dynamicsec.gr  
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## GLOBAL CAPITAL SECURITIES AND FINANCIAL SERVICES LTD

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210-3354121  
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## **WOOD & COMPANY FINANCIAL SERVICES S.A.**

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**Investment Manager:**  
Christodoulos Aesopos

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**Investment Management:**  
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## EPIC INVESTMENT SERVICES

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**Investment Manager:**  
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**Director Private Banking:**  
Ioli Valdji  
**Executive Director:**  
John Hatzimanolis  
**Financial & Administrative Director:**  
Sofia Babili

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Matthew Jamurtas  
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Matthew Jamurtas

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Nick Kaltsogiannis  
**General Manager:**  
Elias Voggelis  
**Head of Accounting:**  
Kallia Maravelaki

SOURCE: ASSOCIATION OF GREEK INSTITUTIONAL INVESTORS

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**Investment Manager:**  
EFG Eurobank Asset Management  
A.E.P.E.Y.

SOURCE: ASSOCIATION OF GREEK INSTITUTIONAL INVESTORS



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**Chief Financial Officer:**  
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**Chief Investment Officer:**  
Vassilios Antoniadis

Alico Auxiliary International Balanced Fund  
Alico Dollar Bond  
Alico Domestic Money Market  
Alico Fund Of Funds Balanced  
Alico Fund Of Funds Equity  
Alico Fund Of Funds Equity Commodities  
Alico Greek Balanced Fund  
Alico Greek Equity  
Alico Greek Equity Ftse 20 Index Fund  
Alico International Balanced Fund  
Alico International Corporate Bond Fund  
Alico International Equity Fund  
Alico International Government Bond Fund  
Alico Medium & Small  
Cap Greek Equity Fund  
Beta Global International Balanced Fund  
Citifund Domestic Bond Fund  
Citifund Domestic Equity Fund  
Citifund Domestic Money Market Fund  
Hellenic Trust Bond Foreign  
Hellenic Trust Cyprus Equity Foreign  
Hellenic Trust Equity Domestic  
Hellenic Trust Equity Foreign  
Pension International Balanced Fund  
Solidus Mid Risk Greek Mf -  
Domestic Balanced  
Subsidiary Pension Fund

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**Director:**  
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**Financial Manager:**  
Dimitrios Pantoulas

**Marketing Manager:**  
Allianz Group

Allianz Aggressive Strategy Dom.  
Equity Fund  
Allianz Dom Equity Fund  
Allianz Dom. Balanced Fund  
Allianz Dom. Balanced Fund (Unit Linked)  
Allianz Dom. Bond Fund  
Allianz Millennium EMEA Foreign Equities  
Mutual Fund  
Allianz Short-Term Inv'ts Domestic Money-  
Market MF

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**General Manager:**  
Paris Karasso

Alpha Athens Index Domestic  
Equities Fund  
Alpha Blue Chips Domestic Equities Fund  
Alpha Domestic Balanced Fund  
Alpha Domestic Bonds Fund  
Alpha Domestic Equities Fund  
Alpha Domestic Money Market Fund  
Alpha European Corporate  
Foreign Bonds Fund  
Alpha Global Emerging Markets  
Foreign Bonds Fund  
Alpha Aggressive Strategy Domestic  
Equities Fund  
Alpha Ano Foreign Bonds Fund  
Alpha Bancassurance Ee100  
Foreign Bonds Fund  
Alpha Bancassurance Ee101  
Foreign Bonds Fund  
Alpha Best Of Strategies  
Foreign Bonds Fund  
Alpha Conservative Domestic  
Balanced Fund  
Alpha Cosmos Stars BRIC Foreign  
Equities Fund Of Funds  
Alpha Cosmos Stars Commodities Foreign  
Equities Fofs  
Alpha Cosmos Stars Europe Foreign  
Equities Fund Of Funds  
Alpha Cosmos Stars Global Foreign  
Balanced Fund Of Funds  
Alpha Cosmos Stars Silk Route Asia  
Foreign Equities Fund Of Funds  
Alpha Cosmos Stars USA Foreign Equities  
Fund Of Funds

Alpha Energy Foreign Equities Fund  
Alpha Etf Ftse Athex 20 Domestic  
Equities Fund  
Alpha European Government Foreign  
Bonds Fund  
Alpha Global Conservative Foreign  
Balanced Fund  
Alpha Romania Foreign Balanced Fund  
Alpha Select South-East Europe Foreign  
Equities Fund  
Alpha Shipping Foreign Equities Fund

## ALPHA TRUST MUTUAL FUND MANAGEMENT CO.

21, Tatoiou Str.  
145 61 Kifissia  
**Tel.:** +30 210 6289300  
**Fax:** +30 210 6234259  
**Email:** info@alphatrust.gr  
**Url:** www.alphatrust.gr

**Managing Director:**  
Iosif Papadogiannis

Alpha Trust Eurostar Dom. Balanced Fund  
Alpha Trust Growth Dom. Fund  
Alpha Trust New Enterprises Dom.  
Equity Fund  
Alpha Trust Emerging Europe  
(Foreign Equity Fund)  
Alpha Trust European Fund of Funds  
Alpha Trust Opportunities Domestic  
Equity Fund  
Alpha Trust Strategic Bond Fund Foreign  
Geniki Dom. Money Market Fund  
Geniki Domestic Bond Fund  
Geniki Selected Value Dom. Equity Fund  
Interlife Domestic Balanced Fund  
The Economists' Occupational Pension  
Fund Domestic Balanced Fund

## AMUNDI HELLAS MUTUAL FUND MANAGEMENT CO.

45, Mitropoleos Str.  
105 56 Athens  
**Tel.:** +30 210 3713900  
**Fax:** +30 210 3253671/3311724  
**Email:** info.hellas@amundi.com  
**Url:** www.amundi.com

**Managing Director:**  
Kritikopoulos Spiros

**Investment Manager:**  
Georgiades Antonios

**Marketing Manager:**  
Benaki Magda

Hermes Balanced Domestic  
Hermes Domestic Bond  
Hermes Dynamic Domestic Equity  
Hermes Fund of Funds Balanced

# MUTUAL FUND MANAGEMENT COMPANIES

Hermes Protoporos Domestic  
Hermes Short-Term Placement  
Ioniki Life Domestic Bonds

## ASPIS INTERNATIONAL MUTUAL FUND MANAGEMENT CO.

23-25, Lekka str.  
105 62 Athens - Greece  
**Tel.:** +30 210 3727800  
**Fax:** +30 210 3727888  
**Email:** info@aspisfunds.gr  
**Url:** www.aspisfunds.gr

**General Manager:**  
Dimosthenis N. Zarodimos  
**Investments Manager:**  
Dimosthenis N. Zarodimos  
**Fund Manager:**  
Michael Kavantzias

AAAB Domestic Balanced Fund  
AAAB Domestic Selected Equity Fund  
AAAB Income & Domestic Bond Fund  
AAAB Money Market Domestic Fund

## ATE MUTUAL FUND MANAGEMENT CO.

7, Filellinon Str.  
105 57 Athens  
**Tel.:** +30 210 3247793 / 381 / 461  
**Fax:** +30 210 3248389  
**Email:** ateadak@otenet.gr  
**Url:** www.ate-mfunds.gr  
**General Manager:**  
Dionissis Linaras

ABG Dom. Equity (Medium & Small Cap.)  
Mutual Fund  
ABG Capital & Gains Mutual Fund  
(Domestic Bond)  
ABG Defensive Strategy Domestic Balanced  
Mutual Fund  
ABG Domestic Equity Mutual Fund  
ABG Domestic Money Market  
Mutual Fund  
ABG Equity Global Fund of Funds  
ABG Eurozone Equity Mutual Fund  
ABG Income Mutual Fund  
(Domestic Bond)  
ABG International Balanced Mutual Fund  
ABG International Bond Mutual Fund  
ABG US Equity Mutual Fund

## ATTICA WEALTH MANAGEMENT MFMC

8, Mavromichali  
106 79 Athens  
**Tel.:** 32103396860  
**Fax:** 32103238697  
**Email:** info@atticawealth.gr  
**Url:** www.atticawealth.gr

**Managing Director:**  
Theodoros Krintas  
**General Manager:**  
Theodoros Krintas  
**Investment Manager:**  
Dimitra Vassilakopoulou

Attica Marathon Domestic Equity Fund  
Attica Real Estate Foreign Equity Fund  
Attiki Balanced Fund Dom.  
Attiki Bond Fund Dom.  
Attiki Dom. Equity Fund  
Attiki Domestic Money Market Fund  
Attiki Foreign Balanced Fund  
Attiki Foreign Bond Fund

## EUROBANK EFG M.F.M.C. S.A.

10, Stadiou Street  
105 64 Athens  
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**Fax:** +30 2 1 0 3352888  
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**Url:** www.eurobank.gr

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**Assistant General Manager, Head of  
Investments:**  
Konstantinos Theodoropoulos  
**Assistant Gen. Manager, Head of  
Marketing & Sales:**  
Natasa Saterli  
**Assistant General Manager, Head of IT  
& Operations:**  
Elena Triga  
**Director of Financial Services:**  
George Sams

Eurobank All Weather Foreign Bond Fund  
Eurobank Balanced Blend Fund  
Of Funds Balanced  
Eurobank Click Foreign Bond Fund  
Eurobank Dollar Plus Foreign Money  
Market Fund  
Eurobank Double Click Foreign Bond Fund  
Eurobank EFG I (LF) Absolute Return  
Eurobank EFG I (LF) Absolute Return Ii  
Eurobank EFG (LF) Absolute Return  
Eurobank EFG (LF) Absolute Return Ii  
Eurobank EFG (LF) Equity-  
Emerging Europe

Eurobank EFG (LF) Equity-Global Equities  
Eurobank EFG (LF) Equity-Greek Equities  
Eurobank EFG (LF)  
Equity-Institutional Port  
Eurobank EFG (LF) Equity -  
Flexi Style Greece Fund  
Eurobank EFG (LF) Equity -  
Turkish Equity Fund  
Eurobank EFG (LF) Equity -  
Turkish Equity Fund \$  
Eurobank EFG (LF) Fund  
Of Funds-Equity Blend  
Eurobank EFG (LF) Fund  
Of Funds - Balanced Blend  
Eurobank EFG (LF) Fund Of Funds - Bric  
Eurobank EFG (LF)  
Greek Government Bond Fund  
Eurobank EFG (LF) Money Market-  
Income Plus\$  
Eurobank EFG (LF) Money Market -  
Cash Fund  
Eurobank EFG (LF) Special Purp  
All Weather  
Eurobank EFG (LF) Special Purp  
Blue Chips Protect Fund  
Eurobank EFG (LF) Special Purp  
Dble Click  
Eurobank EFG (LF) Special Purpose -  
6% Equity Formula \$ Fund  
Eurobank EFG (LF) Special Purpose -  
8% Equity Formula Fund  
Eurobank EFG (LF) Special Purpose -  
All Weather Plus  
Eurobank EFG (LF) Special Purpose Click  
Eurobank EFG (LF) Special Purpose  
Commodity Max 30  
Eurobank EFG (LF) Special Purpose  
Greek Max 50  
Eurobank EFG I (LF) -  
Dynamic Romanian Fund  
Eurobank EFG I (LF) -  
Special Purpose Dual Formula  
Eurobank EFG I (LF) Equity-  
Emerging Europe  
Eurobank EFG I (LF)  
Equity-Global Equities  
Eurobank EFG I (LF)  
Equity-Greek Equities  
Eurobank EFG I (LF)  
Equity - Flexi Style Greece Fund  
Eurobank EFG I (LF) Equity -  
Purpose Blue Chips Protect  
Eurobank EFG I (LF) Equity -  
Turkish Equity Fund  
Eurobank EFG I (LF)  
Fund Of Funds-Equity Blend  
Eurobank EFG I (LF)  
Fund Of Funds - Balanced Blend  
Eurobank EFG I (LF)  
Fund Of Funds - Bric  
Eurobank EFG I (LF)  
Greek Government Bond Fund  
Eurobank EFG I (LF)  
Money Market Income Plus \$



Eurobank EFG I (LF)  
 Sp Purp Blue Chips Protect II  
 Eurobank EFG I (LF)  
 Special Purpose - All Weather  
 Eurobank EFG I (LF) Special Purpose -  
 All Weather Plus  
 Eurobank EFG I (LF)  
 Special Purpose - Click  
 Eurobank EFG I (LF) Special Purpose -  
 Double Click  
 Eurobank EFG I (LF) Special Purpose  
 Blue Chips Protect III  
 Eurobank EFG I (LF) Special Purpose  
 Greek Max 50  
 Eurobank Emerging Europe Foreign  
 Equity Fund  
 Eurobank Equity Blend Fund Of Funds  
 Equity  
 Eurobank Global Bond Foreign Bond Fund  
 Eurobank Global Equities Foreign  
 Equity Fund  
 Eurobank Greek Equities Domestic  
 Equity Fund  
 Eurobank Institutional Portfolios  
 Domestic Equity Fund  
 Eurobank Win-Win Foreign Bond Fund  
 Interamerican (LF) Funds Of Funds Bric  
 Interamerican New Europe Foreign  
 Equity Fund  
 Interamerican (LF) Special Purpose  
 Greek Max 50  
 Interamerican Developed Markets Foreign  
 Equity Fund  
 Interamerican Dollar (USD)  
 Foreign Bond Fund  
 Interamerican Domestic Money  
 Market Fund  
 Interamerican Double Click  
 Foreign Bond Fund  
 Interamerican Dynamic Domestic  
 Equity Fund  
 Interamerican Fixed Income  
 Domestic Bond Fund  
 Interamerican Growth Domestic  
 Equity Fund  
 Interamerican Hellenic Domestic  
 Balanced Fund  
 Interamerican I (LF) Special Purpose  
 Greek Max 50

## EUROPEAN RELIANCE MUTUAL FUND MANAGEMENT CO.

274, Kifissias Av.  
 152 32 Halandri  
**Tel.:** +30 210 6829601-7  
**Fax:** +30 210 6800985  
**Email:** info@europistiaedak.gr  
**Url:** www.europisti-aedak.gr  
**Managing Director:**  
 Thomas Konstantinidis

European Reliance American Opportunities  
 Foreign Equity Fund  
 European Reliance Emerging Markets  
 Opportunities Foreign Equity Fund  
 European Reliance Eurobond  
 Dom. Bond Fund  
 European Reliance Euroinvest Dom.  
 Balanced Fund  
 European Reliance European Opportunities  
 Foreign Equity Fund  
 European Reliance Fixed Income Foreign  
 Bond Fund  
 European Reliance Foreign Bond Fund  
 European Reliance Global Opportunities  
 Foreign Equity Fund  
 European Reliance Growth Fund  
 European Reliance Yield Plus Foreign  
 Bond Fund

## GREEK POSTAL SAVINGS BANK & HELLENIC POST M.F. CO.

3, Aristidou Str.  
 105 59 Athens  
**Tel.:** +30 210 3316644-6  
**Fax:** +30 210 3316648  
**Email:** secretariat@tteltaaedak.gr  
**Url:** www.tteltaaedak.gr

### President & CEO:

Pantelias Spiros

### General Manager:

Politis Spyros

### Internal Auditor:

Spanopoylos Christos

### Head of Investments:

Satlas George

### Marketing Manager:

Zervos Vassilis

T.T. - EL.TA. Domestic Balanced Fund  
 T.T. - EL.TA. Domestic Bond Fund  
 T.T. - EL.TA. Domestic Equity Fund  
 T.T. - EL.TA. Ecology International  
 Equities Fund  
 T.T. - EL.TA. Europlus Foreign Bond Fund  
 T.T. - EL.TA. Institutional Investors  
 Balanced Domestic Fund  
 T.T. - EL.TA. Money Market M.F.

## HSBC (HELLAS) MUTUAL FUND MANAGEMENT CO.

15, Valaoritou Str.  
 106 71 Athens  
**Tel.:** +30 210 3646484-91  
**Fax:** +30 210 3638564  
**Email:** mhb@otenet.gr  
**Url:** www.hsbc.gr  
**General Manager:**  
 John Vezanis

### Investment Manager:

Petros Karaboikis

### Marketing Manager:

George Rabias

HSBC Greek Liquidity Fund  
 HSBC American Equity  
 International Equity Fund  
 HSBC Balanced Strategy Fund of Funds  
 HSBC Emerging Markets Int'l Equity Fund  
 HSBC Greek Balanced Fund  
 HSBC Greek Bond Fund  
 HSBC Greek Equity Fund  
 HSBC International Dollar Bond Fund  
 HSBC Mid Cap Greek Equity Fund  
 HSBC Pan-European Int'l Equity Fund  
 HSBC TOP 20 Greek Equity Fund

## ING M.F.M.C. S.A.

38 V. Konstantinou Str  
 116 35 Athens  
**Tel.:** +30 210 7419800  
**Fax:** +30 210 7419847  
**Email:** info@ingim.gr  
**Url:** www.ingim.gr

### Managing Director:

George Koufopoulos

### Investment Manager:

George Koufopoulos

ING Domestic Balanced Fund  
 ING Domestic Equity Fund  
 ING Domestic Money Market Fund  
 ING Dynamic Companies Domestic  
 Equity Fund  
 ING Global Equity Fund

## INTERNATIONAL MUTUAL FUND MANAGEMENT CO.

7, Kifissias St. & Neapoleos  
 151 23 Marousi, Athens  
**Tel.:** +30 210 33376900, 210 8119000  
**Fax:** +30 210 3377870  
**Email:** info@intermf.gr  
**Url:** www.intermf.gr

### Managing Director:

Kartalis George

### Investment Manager:

Kondilidis George

International Balanced Foreign Fund  
 International Dom. Balanced Fund  
 International Dom. Bond Fund  
 International Equities Selection  
 Equity Domestic Fund  
 International Equity Fund  
 International Money Market Dom.



# MUTUAL FUND MANAGEMENT COMPANIES

## KYPROU ASSET MANAGEMENT M.F.M.C.

Feidippidou 26 & Halkidonos  
115 27 Athens  
**Tel.:** + 30 210 776 5441  
**Fax:** + 30 210 776 5449  
**Email:** aedak@bankofcyprus.gr  
**Url:** www.bankofcyprus.gr

### General Manager:

Karellas Vasilios

### Investment Manager:

Daskalopoulos Michael

### Operations Manager:

Tenekidis Stavros

Kyprou - Domestic Greek Asset  
Allocation Fund  
Kyprou - Domestic Greek Bond Fund  
Kyprou - Domestic Greek  
Dynamic Equity Fund  
Kyprou - Domestic Greek Equity Fund  
Kyprou - Domestic Greek Money  
Market Fund  
Kyprou Dual Strategy Foreign Bond Fund  
Kyprou Euribor Return (EUR)  
Foreign Bond Fund  
Kyprou Fund of Funds Balanced  
Kyprou Fund of Funds Equity  
Kyprou Libor Return (USD)  
Foreign Bond Fund

## MARFIN GAM MUTUAL FUND MANAGEMENT CO. S.A.

4 Karageorgi Servias str.  
105 62 Athens  
**Tel.:** +30 210 8173750  
**Fax:** +30 210 6898390  
**Email:** info@marfinaedak.gr  
**Url:** www.marfinaedak.gr

### Managing Director:

Panagiotakis Aristotelis

### Investment Manager:

Panagiotakis Aristotelis

### Financial & Administration Services Manager:

Evangelakakis Margaritis

Marfin Absolute Return  
Foreign Balanced Fund  
Marfin Athena Dynamic  
Domestic Equity Fund  
Marfin European Equity  
Foreign Equity Fund  
Marfin Global Foreign Equity Fund  
Marfin Greek Value  
Domestic Balanced Fund  
Marfin Income Foreign Bond Fund  
MARFIN Institutional Portfolios  
Equity Fund Of Funds

Marfin Institutional Portfolios  
Foreign Bond Fund  
Marfin Olympia Domestic Equity Fund  
Marfin Smart Cash Dom.  
Money Market Fund

## MILLENNIUM MFS MANAGEMENT CO.

2 Harokopou Str. & Syngrou Ave.  
176 71 Kallithea  
**Tel.:** +30 210 9548866  
**Fax:** +30 210 9575591  
**Email:** mutualfunds@millenniumbank.gr  
**Url:** www.millenniumbank.gr

### Managing Director:

George Stratopoulos

### Investment Manager:

George Stratopoulos

Millennium America US  
Foreign Equity Fund  
Millennium Balanced Fund of Funds  
Millennium Blue Chips  
Domestic Equity Fund  
Millennium China Growth  
Foreign Equity Fund  
Millennium Defensive Strategy  
Fund of Funds Balanced MF  
Millennium Eurozone Foreign Equity Fund  
Millennium Mid Cap Domestic Equity Fund  
Millennium Short Term  
Domestic Money Market Fund  
Millennium Value Plus  
Domestic Bond Fund

## NBG ASSET MANAGEMENT M.F.M.C.

103-105 Syngrou Ave  
117 45 Athens  
**Tel.:** +30 210 9007400  
**Fax:** +30 2103218514  
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**Url:** www.nbgam.gr

### Executive President:

Kontogouris Achilleas

### Financial Services Manager:

Savaidis Stylianos

### Networks, Clientele & Marketing Manager:

Sofos Evangelos

### Risk Management & International Business Manager:

Kapsokavadis Spyros

Delos "Sylogiko" Dom Balanced  
Delos Balanced Fund  
Delos Base 95 - Domestic Bond Fund  
Delos Blue Chips Fund

Delos Delta Bonus Foreign Bond Fund  
Delos Delta Fasma Foreign Bond Fund  
Delos Delta Sky Foreign Bond Fund  
Delos Delta Smart Foreign Bond Fund  
Delos Dollar (USD) Foreign Bond Fund  
Delos Eurobond Intl. Bond Fund  
Delos European Fund  
Delos Fixed Income Fund  
Delos Global Strategy  
Foreign Balanced Fund  
Delos Green Energy Foreign Equity Fund  
DELOS International Bonds -  
Foreign Bond Fund  
Delos International Fund  
Delos Money Plus  
Foreign Money Market Fund  
Delos Pet OTE Domestic Balanced Fund  
Delos Small Cap Dom Equity Fund  
Delos Supplementary Pension -  
Dom.Balanced Fund  
Delos Synthesis Best Blue Bond  
Fund Of Funds  
Delos Synthesis Best Green Balanced  
Fund Of Funds  
Delos Synthesis Best Red Equity  
Fund Of Funds  
Delos Synthesis Best Yellow Balanced  
Fund Of Funds  
Delos Tactical Allocation Balanced Fund  
Delos Top-30 Dom. Equity  
Delos USD Bond - Foreign Bond Fund  
NBG International Funds SICAV  
Strategic Bond/A  
NBG International Funds SICAV  
Strategic Bond/B  
NBG International Funds SICAV/Emerging  
Eurobond/A  
Nbg International Funds SICAV/Emerging  
Eurobond/B  
NBG International Funds SICAV/European  
Allstars/A  
NBG International Funds SICAV/European  
Allstars/B  
NBG International Funds SICAV/Global  
Equity/A  
NBG International Funds SICAV/Global  
Equity/B  
NBG International Funds SICAV/Hellenic  
Allstars/A  
NBG International Funds SICAV/Hellenic  
Allstars/B  
NBG International Funds SICAV/Income  
Plus/A  
Nbg International Funds SICAV/Income  
Plus/B  
Nbg International Funds SICAV/Socially  
Responsible/A  
NBG International Funds SICAV/Socially  
Responsible/B  
NBG Synesis Funds SICAV / Arbitrage  
Strategy/A  
NBG Synesis Funds SICAV / Arbitrage  
Strategy/B  
NBG Synesis Funds SICAV / Growth



Strategy II/A  
NBG Synesis Funds SICAV / Growth  
Strategy II/B  
NBGAM ETF ATHEX General Index -  
Domestic Equity Fund

## **PENSION MUTUAL FUND MANAGEMENT COMPANY S.A**

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106 72 Athens  
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**Fax:** +30 210 3387903  
**Email:** info@hpmf.gr  
**Url:** www.hpmf.gr

**Managing Director:**  
Ioanis Kyriakopoulos

**General Manager:**  
Ioanis Kyriakopoulos

Pension Balanced Fund Domestic  
Pension Bond Fund Domestic

## **PIRAEUS ASSET MANAGEMENT M.F.M.C.**

75 Vas. Sofiaw Av.  
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**Managing Director:**  
Hercules Bablekos

**Investment Manager:**  
George Dairis

Piraeus Balanced Fund Of Funds  
Piraeus Balkan Equity Fund  
Piraeus Bond Fund Of Funds  
Piraeus Dom. Bond Fund  
Piraeus Domestic Balanced Fund  
Piraeus Domestic Equity Fund  
Piraeus Domestic Money Market Fund  
Piraeus Dynamic Companies  
Domestic Equity Fund  
Piraeus Equity Fund Of Funds  
Piraeus Institutional Portfolios  
Balanced Fund  
Piraeus Insurance Portfolios Balanced Fund  
Piraeus Invest - European Bond  
Piraeus Invest - European Equity

## **PROBANK MUTUAL FUND MANAGEMENT CO**

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**Fax:** +30 210 4837535  
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**Url:** www.probank.gr

**Managing Director:**  
Dimitris Kolimanis

**General Manager:**  
Christos Papantos

**Investment Manager:**  
Christos Papantos

Neos Poseidon Domestic Balanced Fund  
Probank Domestic Bond Fund  
Probank Domestic Money Market Fund  
Probank Hellas Domestic Equity Fund

## **PROTON MUTUAL FUND MANAGEMENT CO**

20 Patr. Ioakeim  
106 75 Athens  
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**Fax:** +30 210 3216267  
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**Url:** www.proton.gr

**Managing Director:**  
Thanasoura Ioulia

**General Manager:**  
Boukouvalas Filippas

**Investment Manager:**  
Mourkas Dimitris

Ependytiki Kritis Dom. Equity Fund  
Proton Domestic Bond Fund  
Proton Domestic Equity Fund  
Proton Greek Balanced Fund



## **ASSOCIATION OF GREEK INSTITUTIONAL INVESTORS**

15 Omirou Str.  
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**Web:** [www.agii.gr](http://www.agii.gr)  
**Email:** [info@agii.gr](mailto:info@agii.gr)

## **ASSOCIATION OF MEMBERS OF THE ATHENS EXCHANGES**

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10678 Athens, Greece  
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**Fax:** +30 210 3303791  
**Web:** [www.smexa.gr](http://www.smexa.gr)  
**Email:** [info@smexa.gr](mailto:info@smexa.gr)

## **ASSOCIATION OF TRANSFERABLE SECURITIES INTERMEDIARIES (SEDYKA)**

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**Fax.:** + 30 210 3225382  
**Web:** [www.sedyka.gr](http://www.sedyka.gr)  
**Email :** [sedyka@ath.forthnet.gr](mailto:sedyka@ath.forthnet.gr)

## **ATHENS EXCHANGE**

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104 42 Athens, Greece  
**Tel.:** + 30 210 -3366800  
**Fax:** + 30 210 – 3311975  
**Web:** [www.ase.gr](http://www.ase.gr)  
**Email:** [Information\\_Services@helex.gr](mailto:Information_Services@helex.gr)

## **ATHENS CHAMBER OF COMMERCE AND INDUSTRY**

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106 71, Athens  
**Phone:** +30 210 3604815-9, 210 3602411  
**Fax:** +30 210 3616464  
**E-mail:** [info@acci.gr](mailto:info@acci.gr)

## **ECONOMIC CHAMBER OF GREECE**

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10563, Athens, Greece  
**Tel:** +30210 5202250-260-270  
**Fax:** +30210 5229167  
**Web Site:** [www.oe-e.gr](http://www.oe-e.gr)  
**Email:** [oe@oe-e.gr](mailto:oe@oe-e.gr)

## **HELLENIC BANK ASSOCIATION**

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**Fax:** +30 210 3615324  
**Web:** [www.hba.gr](http://www.hba.gr)  
**Email:** [hba@hba.gr](mailto:hba@hba.gr)

## **HELLENIC CAPITAL MARKET COMMISSION**

1 Kolokotroni & Stadiou Str.,  
105 62 Athens, Greece  
**Tel.:** (+30) 210 33.77.100  
Regional Office in Thessaloniki  
16-18 Katouni Str.,  
54625 Thessaloniki  
**Tel.:** +30 2310 22.40.10  
**Web:** [www.hcmc.gr](http://www.hcmc.gr)

## **HELLENIC CENTER FOR INVESTMENT SA (ELKE)**

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10557 Prefecture Of Attica  
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**Fax:** +210 3242079  
**Web Site:** [www.elke.gr](http://www.elke.gr)  
**Email:** [info@cse.com.cy](mailto:info@cse.com.cy)

## **HELLENIC FOREIGN TRADE BOARD**

86-88 M. Antypa str.  
Gr, 163 46 Hellioupolis  
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**Fax:** +30210 9969100,  
**Web Site:** [www.hepo.gr](http://www.hepo.gr)  
**E-mail:** [info@hepo.gr](mailto:info@hepo.gr),  
[infocenter@hepo.gr](mailto:infocenter@hepo.gr)

## **INTERNET & INVESTORS ASSOCIATION (SED)**

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11471 Athens, Greece  
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**Fax:** +30 210 6711256  
**Web:** [www.sed.gr](http://www.sed.gr)  
**Email:** [info@sed.gr](mailto:info@sed.gr)

## **MINISTRY OF FINANCE**

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101 80 Athens, Greece  
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**E-mail:** [press@minfin.gr](mailto:press@minfin.gr)  
**Web:** [www.mnec.gr](http://www.mnec.gr)

## **MINISTRY OF ECONOMY, COMPETITIVENESS AND SHIPPING**

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10192, Athens, Greece  
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**Fax:** +30 210 6969604  
**Email:** [info@ypoian.gr](mailto:info@ypoian.gr)  
**Web:** [www.ypoian.gr](http://www.ypoian.gr)

## **UNION OF LISTED COMPANIES**

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10671 Athens, Greece  
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**Fax:** +30 210 3641628  
**Web:** [www.eneiset.gr](http://www.eneiset.gr)  
**Email:** [info@eneiset.gr](mailto:info@eneiset.gr)

# WHO-IS-WHO

of Cypriot Investor Relations Officers



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Best Internet Bank in Cyprus 2007,  
*Global Finance*

Best Internet Bank in Cyprus 2008,  
*Global Finance*

Best Foreign Exchange Provider in Cyprus  
2008, *Global Finance*

Best Foreign Exchange Provider in Cyprus  
2009, *Global Finance*

Best Bank in Cyprus 2008, *Global Finance*

Banker Technology Awards 2008,  
The Banker - *Financial Times*

Bank of the Year 2009 The Banker,  
*Financial Times*

Best Developed Markets Bank 2010,  
*Global Finance*

Bank of Cyprus was established more than 110 years ago, with the single minded vision of providing the community with world-class banking services, built upon a solid foundation of trust and stability.

We have lived and grown with this vision. Step by step. Beyond the shores of our small island home.

Today, Bank of Cyprus operates 570 branches, employing more than 12,000 people, in eight countries around the world.

Bank of Cyprus operates in Cyprus, Greece, United Kingdom, Australia, South Africa, Romania, Russia and Ukraine offering full banking operations. It also runs Representative Offices in South Africa, Canada, Russia & Ukraine.

## CYPRUS STOCK EXCHANGE (CSE) FTSE/CySE 20

### A.TSOKKOS HOTELS PUBLIC LTD



**Super sector - Sector - Sub sector:** Travel & Leisure  
- Travel & Leisure - Hotels

**Company website:** [www.tsokkos.com](http://www.tsokkos.com)

**IRO Name:** Demetris Economou

**IRO Title:** Director Of Purchasing Department

**Address:** Nissi Ave 38, 5341 Ayia Napa, Cyprus

**Telephone:** +357 23 848000

**Mobile:** +357 99 684150

**Fax:** +357 23 848003

**Email:** [de@tsokkos.com](mailto:de@tsokkos.com)

**Demetris Economou** was born in 1979 in Paralimni. He is an excellent graduate of Paralimni Lyceum. After the completion of his military service in 1998, he enrolled in the Department of History of Archaeology of Philological faculty of Cyprus University. In 2002 he continued in postgraduate study in Leicester University in the United Kingdom, in General Management and Organizational Analysis Msc. He then continued his postgraduate study and took his second postgraduate title this time in Kings College in London in Msc in Human Resource Management. He has been working with A.Tsokkos Hotels Public Ltd since 2005 as the Director of Purchasing Department. He is wedded with Chryso Tsokkou-Economou and they have one daughter, Anastasia.

### ADVANTAGE CAPITAL HOLDINGS PLC

**Super sector - Sector - Sub sector:** Insurance -  
Nonlife Insurance - Full Line Insurance

**Company website:** [www.aspisholdings.com](http://www.aspisholdings.com)

**Address:** Andreoa Chaliou 1, 2408 Engomi, Nicosia

**Telephone:** +357 22550000

**Fax:** +357 22752200

**Email:** [info@aspisholdings.com](mailto:info@aspisholdings.com)

### ATLANTIC INSURANCE CO. PUBLIC LTD



**Super sector - Sector - Sub sector:** Insurance- Non-  
life Insurance- Property & Casualty Insurance

**Company website:** [www.atlantic.com.cy](http://www.atlantic.com.cy)

**Vice President:** Andreas Pirishis

**Address:** 15 Esperidon Street, 2001 Strovolos,  
Nicosia, Cyprus

**Telephone:** + 357 22886127

**Fax:** + 357 22886111

**Email:** [apirishis@atlantic.com.cy](mailto:apirishis@atlantic.com.cy)



**Mr A. Pirishis** was born in Cyprus on the 7th April 1940. He studied Political Sciences and International Relations in Athens and Geneva. In 1965 he joined the Diplomatic Service of the Republic of Cyprus. He served as Ambassador of Cyprus to Australia, Israel and France. In 1999 he was appointed by the Council of Ministers as Permanent Secretary of the Ministry of Foreign Affairs. After retiring from the Diplomatic Service he was appointed as Vice President of the ATLANTIC Insurance Company Public Ltd. He is married and father of one daughter. Beyond Greek he speaks French and English.

### BANK OF CYPRUS PUBLIC COMPANY LTD



**Super sector - Sector - Subsector:** Banks - Banks-  
Banks

**Company website:** [www.bankofcyprus.com](http://www.bankofcyprus.com)

**IRO Name:** Constantinos Pittalis

**IRO Title:** Head of Investor Relations

**Address:** 51 Stassinou Street, Ayia Paraskevi,  
Nicosia, Cyprus

**Telephone:** + 357 22 12 1883

**Fax:** + 357 22 336258

**Email:** [constantinos.pittalis@cy.bankofcyprus.com](mailto:constantinos.pittalis@cy.bankofcyprus.com)

**Constantinos Pittalis** is the Head of Investor Relations at Bank of Cyprus, Group, which he joined in May 2009. Prior to that, Constantinos spent fourteen years working as a bank credit analyst for Moody's Investors Service, analysing financial institutions in a number of countries in South Eastern Europe and the Middle East. He holds a B.Sc. in Economics from University College London (UCL) and an M.Sc. in Finance and Economics from Warwick Business School, University of Warwick in the UK.

### DEMETRA INVESTMENT PUBLIC LTD



**Super sector - Sector - Sub sector:** Financial  
Services - Equity Investment Instruments  
- Equity Investment Instruments

**Company website:** [www.demetra.com.cy](http://www.demetra.com.cy)

**IRO Name:** Costas Paphitis

**IRO Title:** Financial Controller and Investor Liaison  
Officer

**Address:** 13 Lemesou Avenue, 5th floor,  
2112 Nicosia

**Telephone:** + 357 22 818222  
**Fax:** + 357 22 818223  
**Email:** paphitis@demetra.com.cy

**EDUCATION:** Academic 1991-1994: Archbishop Makarios III Lyceum (Nicosia)

1996-1999: Warwick University (UK), BSc (Accounting and Finance)

Professional: 2003: Member of the Institute of Chartered Accountants in England and Wales (ICAEW)

2004: Member of the Institute of Certified Public Accountants in Cyprus (ICPAC)

**EMPLOYMENT HISTORY**

KPMG Cyprus

- Sept 1999–Aug 2002: Trainee Chartered Accountant in the Audit Department

- Sept 2002–May 2004: Supervisor in the Audit Department

- Jun 2004–Dec 2005: Manager in the Audit Department Demetra Investment Public Ltd

- Jan 2006–To date: Financial Controller and Investor Liaison Officer

**OTHER:** Languages: Very fluent in Greek and English.

**Activities:** Member of the Cyprus - Ukraine Business Association.

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**HELLENIC BANK PUBLIC COMPANY LTD**



**Super sector - Sector - Sub sector:** Banks - Banks - Banks

**Company website:** [www.bankofcyprus.com](http://www.bankofcyprus.com)

**IRO Name:** Elena Neophytou

**IRO Title:** Investor Relations

**Address:** Corner Limassol Ave. & Athalassa Ave.200, 2025 Strovolos, Nicosia Cyprus

**Telephone:** +357 22 500 794

**Fax:** +357 22 500 077

**Email:** [neoph\\_elena@hotmail.com](mailto:neoph_elena@hotmail.com)

**Elena Neophytou** joined Hellenic Bank Public Company Ltd in July 2008 and she assumed the duty to act as a point of contact for analysts, institutional investors, brokers and investment houses. Her responsibilities include among others the communication of the Hellenic Bank's financial results and strategy to the investors' community. She started her professional career at KPMG and subsequently she worked for three years in Société Générale Cyprus Ltd as Head of Internal Audit. She is a graduate of University of Cyprus with a degree in Public and Business Administration, BSc (Accounting). She also has the professional title ACA (Institute of Chartered Accountants in England and Wales). She speaks English and Greek.

**KEO PLC**



**Super sector - Sector - Sub sector:**

Food & Beverage - Beverages - Distillers & Vintners

**Company website:** [www.keogroup.com](http://www.keogroup.com)

**IRO Name:** George Hiletis

**IRO Title:** Financial Manager

**Address:** 1 Franklin Roosevelt Av.

3012 Limassol, Cyprus

**Telephone:** + 357 25 853100

**Fax:** + 357 25 573429 & + 357 25 563111

**Email:** [keo@keogroup.com](mailto:keo@keogroup.com)

**George Hiletis** studied Finance Accounting and Management at the University of Nottingham in the UK where he graduated with a BA Honors degree. Following university, he joined KPMG LLP in Liverpool UK where he was awarded the professional qualification of an Associate of the Institute of Chartered Accountants in England and Wales. Served as a Senior Audit Associate in KPMG for 5 years before joining the Corporate Finance function of Deloitte LLP in Manchester UK as a Senior Executive in Transaction and Reorganisation Services. Worked in Deloitte LLP for a total of 2 years before relocating back to Cyprus where he currently serves as a Financial Manager of KEO plc and also holds the position of Investors Relations Officer. He is a member of "The Institute of Chartered Accountants in England and Wales".

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**LOGICOM PUBLIC LTD**



**Super sector - Sector - Sub sector:** Technology - Technology Hardware & Equipment - Computer Hardware

**Company website:** [www.lgcom.net](http://www.lgcom.net)

**IRO Name:** Demos Anastasiou

**IRO Title:** Group Planning & Development Manager

**Address:** 26 Stasinou Street, Acropolis, 2003 Strovolos, Cyprus

**Telephone:** +357 22 55 11 97

**Fax:** +357 22 514 294

**Email:** [d.anastassiou@lgcom.net](mailto:d.anastassiou@lgcom.net)

**Demos** studied Accounting, Finance and Econometrics at the University of Manchester and as from 1996 is a member of the Institute of Chartered Accountant of England and Wales. From 1993 to 1996, he worked in the external audit of Coopers & Lybrand. From 1997 to 2000 he was recruited by Pancyprrian Insurance Ltd in

the position of the Group Financial Controller and from 2000 to 2005 he worked in the Private Equity department of CLR Financial Services Ltd. Demos joined Logicom Public Ltd in 2005 to the position of the Group Planning & Development Manager and his responsibilities include the development of new business and regions, the group's strategic planning and budgeting and investors relations.

### LOUIS PLC



**Super sector - Sector - Sub sector:** Travel & Leisure  
- Travel & Leisure - Recreational Services  
**Company website:** [www.louisgroup.com](http://www.louisgroup.com)

**IRO Name:** Costas Hadjimarkos

**IRO Title:** Head of Corporate Finance  
& Investor Relations

**Address:** Louis House, 20 Amhipoleos Str.,  
2025 Strovolos, Nicosia

**Telephone:** + 357 22588168 / 160

**Fax:** + 357 22442957

**Email:** [hadjimarkosc@louisgroup.com](mailto:hadjimarkosc@louisgroup.com) [group.secretarial@louisgroup.com](mailto:group.secretarial@louisgroup.com)

A graduate of the London School of Economics with a bachelor degree in Accounting & Finance, **Costas Hadjimarkos** is a member of the Institute of Chartered Accountants in England and Wales as well as of the Institute of Chartered Accountants in Cyprus. He has over the years gained a vast and multi-facet experience in Commercial and Banking Institutions, primarily in Corporate Finance and Financial Management. He joined Louis Group eight years ago as Head of Corporate Finance and Investor Relations.

### MARFIN POPULAR BANK PUBLIC CO LTD



**Super sector - Sector - Sub sector:** Banks - Banks  
- Banks

**Company website:** [www.laiki.com](http://www.laiki.com)

**IRO Name:** Evelyn Vougeessis

**IRO Title:** Head of Investor Relations

**Address:** 24 Kifissias Str., 151 25, Kifissia

**Telephone:** +30 210 817 3291

**Email:** [evougessis@marfingroup.gr](mailto:evougessis@marfingroup.gr)

**Evelyn Vougeessis** before joining Marfin Popular Bank Group in February 2007 was employed by Emporiki Bank of Greece S.A., as Director of Investor Relations & Strategy reporting directly to the Bank's acting CFO.

Prior to that she had worked as a Head of Research for PROTON Securities S.A., as a Senior Equity Analyst for Greece and the Pan-European Leisure Sector for Egnatia Securities S.A. and the ESN network of companies. Evelyn Vougeessis began her career as a country analyst for the Greek market in the EMEA research team of ABN AMRO Equities UK Limited. **EDUCATION** Evelyn Vougeessis holds an MSc degree in International Securities, Investment and Banking from the ISMA Centre for Education and Research in Securities Markets, University of Reading, United Kingdom.

### MUSKITA ALUMINIUM INDUSTRIES PLC



**Super sector - Sector - Sub sector:** Construction & Materials - Construction & Materials  
- Building Materials & Fixtures

**Company website:** [www.muskita.com.cy](http://www.muskita.com.cy)

**IRO Name:** Voula Zaoskoufi

**IRO Title:** Investor Relations Officer

**Address:** A' Limassol Industrial Estate

**Telephone:** + 357 25 844444

**Fax:** + 357 25 393671

**Email:** [info@muskita.com.cy](mailto:info@muskita.com.cy)

### OCEAN TANKERS HOLDINGS PUBLIC COMPANY LTD



**Super sector - Sector - Sub sector:** Industrial Goods & Services - Industrial Transportation - Marine Transportation

**Company website:** [www.ocean-tankers.com](http://www.ocean-tankers.com)

**IRO Name:** George M. Ioannides

**IRO Title:** Vice President / Secretary

**Address:** Blue Anchor House 4r Parou Street  
1082 Nicosia Cyprus

**Telephone:** +357 +357 22813030

**Fax:** +357 22813031

**Email:** [management@ocean-tankers.com](mailto:management@ocean-tankers.com)



**Working Experience:** In the summer of 1999, worked as an accountant in Afxentiou & Partners Limited and in V.Ships, Nicosia, Cyprus from November to December 2000. In August 2002, appointed as Financial Controller for Admibros Shipmanagement Company Limited and subsequently promoted to



Deputy President and Financial Director of the group. In November 2005, appointed and holds the position of Vice-President and Secretary of the listed company, Ocean Tankers Holdings Public Company Limited.

**Academic Career:** Graduated from Saint Lawrence British School in Glyfada, Greece. Ultimately, finished studies in the United Kingdom and received a Diploma with Honors in Bachelor of Arts in Accounting & Economics with Second Class Division One in University of Essex. Holds a Master of Science degree in Shipping Trade & Finance from the City University.

**Business Awards:** Awarded by the Chartered Institute of Management Accountants the postgraduate prize for the Best Performance in the University of Essex.

**Languages:** Speaks and writes fluent Greek and English.

### ORPHANIDES PUBLIC COMPANY LTD



**Super sector - Sector - Sub sector:** Retail - General Retailers - Broadline Retailers

**Company website:** [www.orphanides.com.cy](http://www.orphanides.com.cy)

**IRO Name:** Panos Christofides

**IRO Title:** General Manager

**Address:** 20-22 Yiannou Kranidioti, P.O.Box 42131, 6531 Larnaca-Cyprus

**Telephone:** + 357 24 846000

**Fax:** + 357 24 638449

**Email:** [pchristofides@orphanides.com.cy](mailto:pchristofides@orphanides.com.cy)

### PANDORA INVESTMENTS PUBLIC LTD

**Contact Person:** Stavros Leptos

**Address:** 9 Demetsanis Str. P.O. Box 24862, Nicosia

**Telephone:** +357 22458745/26880360

**Fax:** +357 22761671

**Email:** [info.shares@pandora.com.cy](mailto:info.shares@pandora.com.cy), [leptosnc@Lep-tosEstates.com](mailto:leptosnc@Lep-tosEstates.com)

### PETROLINA (HOLDINGS) PUBLIC LTD



**Super sector - Sector - Sub sector:** Retail - General Retailers - Specialty Retailers

**Contact Person:** Dinos Savvides

**Address:** Kilkis 1, 6015 Larnaca, Larnaca

**Telephone:** +357 24848000

**Fax:** +357 24657173

**Email:** [info@petrolina.com.cy](mailto:info@petrolina.com.cy)

### SEA STAR CAPITAL PLC



**Super Sector - Sector - Sub sector:** Travel & Leisure - Travel & Leisure - Gambling

**Company website:** [www.seastarcapital.com](http://www.seastarcapital.com)

**Chairman:** Akis Cleanthous

**Address:** 27 Pindarou & Vikella Street Alpha Business Centre, 1st Floor  
1060 Nicosia, Cyprus

**Telephone:** +357 22 766006

**Fax:** +357 22 754343

**Email:** [info@seastarcapital.com](mailto:info@seastarcapital.com)



**Akis Cleanthous** was born in 1964 and comes from the city of Pafos, Cyprus. Having served as an officer in the National Guard, he studied at Baruch College, New York and was awarded a degree in Marketing Management. He then pursued his studies at St. John's University, New York and obtained the post-graduate degree MBA in Quantitative Analysis.

On his return to Cyprus in 1990 he was employed in the banking sector in Nicosia and distinguished himself for the initiatives he exhibited and his innovative activities in the field of electronic banking. At the same time he was a lecturer at tertiary education institutions in Cyprus. He taught marketing and management for undergraduate studies as well as marketing and management for the Charter Institute of Bankers.

In 1995 he left the bank to lead a team of banking consultants servicing financial institutions in Cyprus and the Middle East. In 2001 he established the first outsourced Customer Contact Centre in Cyprus, a pioneer organization in the field of Customer Relationship Management and outsourced Call Centre.

In 2003 he was appointed by the Council of Ministers Chairman of the Cyprus Stock Exchange, an office he held up to 20 February 2007. As chairman of the Cyprus Stock Exchange he undertook a major reform of the organization which resulted in the establishment of a common trading platform between Cyprus and Athens Stock exchanges. On February 2007 he assumed the office of Minister of Education and Culture, position he held until 28 February 2008. Today Mr Cleanthous is the Managing Director of Evresis Loyalty Management and the Chairman of the Board of Directors of Sea Star Capital Plc.

## **SFS GROUP PUBLIC COMPANY LTD**



**Super sector - Sector - Sub sector** Financial Services - General Financial - Specialty Finance  
**Company website:** [www.sfs.com](http://www.sfs.com)

**IRO Name:** Antonis Mitilineos  
**IRO Title:** Group Financial Controller & Investor Relations Officer  
**Address:** 6 Theotokis Str. 1055 Nicosia, Cyprus  
**Telephone:** + 357 22554200  
**Fax:** + 357 22554466  
**Email:** [mitilineosa@sfsnet.com](mailto:mitilineosa@sfsnet.com)



Antonis Mitilineos graduated from Lancaster University with a BA (Hons) in Accounting and Finance. After the completion of his studies in 1993, he joined Coopers & Lybrand for six years in the Audit and Business Advisory Department where he

gained experience in several sectors of the economy; mainly in the insurance, the financial and the retail sector. In 1997 he became a member of the Institute of Chartered Accountants in England and Wales. He is also a member of the Institute of Certified Public Accountants of Cyprus and of the Association of Corporate Treasurers. In 1999 he joined SFS Group as Group Financial Controller and he is an Alternate Director. He holds directorships in a number of SFS Group companies.

## **THE CYPRUS CEMENT PUBLIC COMPANY LTD**



THE CYPRUS CEMENT PUBLIC COMPANY LTD

**Super sector - Sector - Sub sector:** Construction & Materials - Construction & Materials - Building Materials & Fixtures  
**Company website:** [www.galatariotisgroup.com](http://www.galatariotisgroup.com)

**IRO Name:** Tasos Anastasiou  
**IRO Title:** Group General Manager  
**Address:** 197 Makarios III Avenue, 3030 Limassol, Cyprus  
**Telephone:** +357 25891000  
**Fax:** +357 25343211  
**Email:** [tasos.anastasiou@galatariotisgroup.com](mailto:tasos.anastasiou@galatariotisgroup.com)

**Mr. Tasos Anastasiou** graduated with first class honours from the London School of Economics & Political Science (LSE), where he studied Economics (BSc

(Econ) Accounting & Finance). He then worked with PricewaterhouseCoopers, and in 1999 he became a member of the Institute of Chartered Accountants in England & Wales (ICAEW). He also holds the Advanced Corporate Finance Qualification (CF) of ICAEW. For a period of 3 years he worked in Investment Banking where he gained in-depth experience in the fields of company valuations, financial analysis and mergers & acquisitions. After that, and for about 4 years he was CFO in a private group of companies where his main duties included financial and strategic planning. In 2006 he became CFO of the Cyprus Cement Public Company Ltd, and from 2007 he is the General Manager of the Galatariotis Group of Companies, and an Executive Director of the Group's public listed companies. He is also a non-Executive Director of A. Zorbas & Sons Public Company Ltd.

## **VASSILICO CEMENT WORKS PUBLIC COMPANY LTD**



**Super sector - Sector - Sub sector:** Construction & Materials - Construction & Materials - Building Materials & Fixtures  
**Company website:** [www.vassiliko.com](http://www.vassiliko.com)

**Contact Person:** Georgios Savva  
**Address:** 1a Kyriakos Matsis Avenue, P.O. Box 22281, 1519, Nicosia  
**Telephone:** +357 24845555  
**Fax:** +357 24332651  
**Email:** [info@vassiliko.com](mailto:info@vassiliko.com)

## **WOOLWORTH (CYPRUS) PROPERTIES PLC**



**Super sector - Sector - Sub sector:** Retail - General Retailers - Broadline Retailers  
**Company website:** [www.woolworthgroup.com.cy](http://www.woolworthgroup.com.cy)

**Contact Person:** Georgos Mitsides / Demetris Demetriou  
**Address:** Shacolas House, Old Nicosia - Limassol Road Athalassa 2003, P.O.Box 21744, 1589 Nicosia, Nicosia  
**Telephone:** +357 22740000  
**Fax:** +357 22570070  
**Email:** [contact@woolworth.com.cy](mailto:contact@woolworth.com.cy)

# BANKS

## BANK MEMBERS

### **BANK OF CYPRUS PUBLIC COMPANY LTD**

Head Office  
51 Stasinou Street, Ayia Paraskevi,  
2002 Strovolos  
P.O.Box 21472, 1599 Nicosia  
**Tel:** +357 22122100, **Fax:** +357 22378111  
**Web:** www.bankofcyprus.com

### **MARFIN POPULAR BANK PUBLIC CO.LTD**

Head Office  
154 Limassol Avenue, 2025 Nicosia  
P.O.Box 22032, 1598 Nicosia  
**Tel:** +357 22552000, **Fax:** +357 22811491  
**Web:** www.laiki.com

### **HELLENIC BANK PUBLIC COMPANY LTD**

Head Office  
Corner Limassol Avenue & 200  
Athalassas Avenue, 2025 Strovolos  
P.O.Box 24747, 1394 Nicosia  
**Tel:** +357 22500000, **Fax:** +357 22500050  
**Web:** www.hellenicbank.com

### **ALPHA BANK CYPRUS LTD**

Head Office  
3 Lemesou Avenue, 2112 Nicosia  
P.O.Box 21661, 1596 Nicosia  
**Tel:** +357 22888888, **Fax:** +357 22334868  
**Web:** www.alphabank.com.cy

### **NATIONAL BANK OF GREECE (CYPRUS) LTD**

Head Office  
15 Arch. Makariou III Avenue  
P.O.Box 21191, 1597 Nicosia  
**Tel:** +357 22840000, **Fax:** +357 22840010  
**Web:** www.nbg.com.cy

### **EMPORIKI BANK - CYPRUS LTD**

Head Office  
4 Ionos Street, 2406 Engomi  
P.O.Box 25151, 1307 Nicosia  
**Tel:** +357 22696650, **Fax:** +357 22663923  
**Web:** www.emporikicyprus.com

### **USB BANK PLC**

Head Office  
83 Dhigeni Akrita Avenue, 1070 Nicosia  
P.O.Box 28510, 2080 Nicosia  
**Tel:** +357 22883333, **Fax:** +357 22875899  
**Web:** www.usbbank.com.cy

### **THE CYPRUS DEVELOPMENT BANK PUBLIC COMPANY LTD**

Head Office  
50 Arch.Makarios Avenue III  
P.O.Box 21415, 1508 Nicosia  
**Tel:** +357 22846500, **Fax:** +357 22846600  
**Web:** www.cdb.com.cy

### **SOCIETE GENERALE CYPRUS LTD**

Head Office  
20 Ayias Paraskevis Street, 2002 Strovolos  
P.O.Box 25400, Nicosia  
**Tel:** +357 22399777, **Fax:** +357 22399700  
**Web:** www.sgcypus.com

### **PIRAEUS BANK (CYPRUS) LTD**

Head Office  
1 Spyrou Kyprianou Avenue, 1065 Nicosia  
P.O.Box 25700, 1393 Nicosia  
**Tel:** +357 22575500, **Fax:** +357 22760890  
**Web:** www.piraeusbank.com.cy

## ASSOCIATE MEMBERS

### **JSC "TRASTA KOMERCBANKA" CYPRUS BRANCH**

26 Vyronos Avenue, 1096 Nicosia, Cyprus  
**Tel:** +357 22676766, **Fax:** +357 22677797  
**E-mail:** info@tkb.com.cy  
**Web:** www.tkb.com.cy

### **RCB RUSSIAN COMMERCIAL BANK (CYPRUS) LTD**

2 Amathountos Avenue, 3105 Limassol  
P.O.Box. 56868, 3310 Limassol  
**Tel:** +357 25837300, **Fax:** +357 25342192  
**E-mail:** rcb@rcbcy.com

SOURCE: ASSOCIATION OF CYPRUS BANKS

# SECURITIES FIRMS

## CSE CYPRIOT MEMBERS

### **ARGUS STOCKBROKERS LTD**

25 Demostheni Severi Ave.,  
Metropolis Tower, 1st & 2nd Floor,  
Nicosia, Cyprus P.O.BOX , 1080 Nicosia  
**Tel.:** +357 22717000  
**Fax:** +357 22717070  
**Web:** www.argus.com.cy  
**Email:** argus@argus.com.cy

### **ATLANTIC SECURITIES LTD**

Leoforos Prodromou 37, 1090 Nicosia  
P.O.BOX 22781, 1524  
**Tel.:** +357 22445400  
**Fax:** +357 22661914  
**Web:** www.atlanticfs.com.cy  
**Email:** info@atlanticfs.com

### **AXIA VENTURES (CYPRUS) LTD**

G.Kranidioti 10,Nice Day House, Suite  
601, Nicosia P.O.BOX , 1065  
**Tel.:** +357 22742000  
**Fax:** +357 22742001  
**Web:** www.axiavg.com  
**Email:** george.lyssiotis@axiavg.com

### **CENTRAL BANK OF CYPRUS**

80, Kennedy Avenue, Cy-1076 Nicosia  
P.O.BOX 25529, CY-1395 Nicosia  
**Tel.:** +357 22714100  
**Fax:** +357 22714959  
**Web:** www.centralbank.gov.cy

### **CISCO LTD**

Eurolife House, Eurou 4,Nicosia  
P.O.BOX 20597, 1660 Nicosia  
**Tel.:** +357 22121700  
**Fax:** +357 22338801  
**Web:** www.bankofcyprus.com  
**Email:** info@cisco.bankofcyprus.com

### **MARFIN CLR (FINANCIAL SERVICES) LTD**

Leoforos Vyronos 26, Clr House,1096  
Nicosia P.O.BOX 24616, 1301 Nicosia  
**Tel.:** +357 22367367  
**Fax:** +357 22718560  
**Web:** www.marfinclr.com  
**Email:** marfinclrinfo@laiki.com

SOURCE: CYPRUS STOCK EXCHANGE



## COOP CENTRAL BANK LTD

Grigori Auxentiou 8, Nicosia P.O.BOX 24537, 1096

**Tel.:** +357 22743000

**Fax:** +357 22670261

**Web:** www.coopbank.com.cy

**Email:** coopbank.gm@ccb.com.cy

## GLOBAL CAP SEC & FIN SER LTD

50 Arch. Makariou Ave., Alpha House, 1st Floor, Nicosia P.O.BOX , 1065 Nicosia

**Tel.:** +357 22710710

**Fax:** +357 22339332

**Web:** www.globalcapital.com.cy

**Email:** info@globalcapital.com.cy

## MEGA EQUITY FIN. SERV. LTD

42-44 Griva Digeni Ave., 3rd Floor, 1080 Nicosia P.O.BOX 23685, 1685 Nicosia

**Tel.:** +357 22711711

**Fax:** +357 22711811

**Web:** www.megaequity.com

**Email:** info@megaequity.com

## SHARELINK SEC. & FIN. SER. LTD

Theotoki 6, Ellinas House, 1055 Agios Antonios, Nicosia P.O.BOX 22379, 1521 Nicosia

**Tel.:** +357 22554200

**Fax:** +357 22750852

**Web:** www.sharelinksecurities.com

**Email:** info@sharelink.com.cy

## HELLENIC BANK INVESTMENTS LTD

31 Kyriacou Matsi, 2nd floor, Nicosia P.O.BOX 24747, 1394 Nicosia

**Tel.:** +357 22500100

**Fax:** +357 22500110

**Web:** www.hbi.hellenicbank.com

**Email:** investments@hellenicbank.com

## NATIONAL BANK OF GREECE (Cyprus) LTD

Leof. Arch. Makariou III 15, Nicosia P.O.BOX 21191, 1597 Nicosia

**Tel.:** +357 22840000

**Fax:** +357 22840010

**Email:** ekounouni@nbg.com.cy

## REMOTE MEMBERS

### ALPHA FINANCE INVESTMENT SERVICES S.A.

5 Merlin Str.

106 71 Athens

**Tel.:** +30 210 3677400

**Fax:** +30 210 3677467

**Web:** www.alphafinance.gr

**Email:** reception@alphafinance.gr

### BETA SECURITIES S.A.

29 Alexandras Ave., & Vraila str.

114 73 Athens

**Tel.:** +30 210 6478900

**Fax:** +30 210 6410139, 210 647 8990

**Web:** www.beta.gr

**Email:** analisis@beta.gr

### EUROCORP SEC. S.A.

14 Filikis Eterias Sq.

106 73 Athens

**Tel.:** +30 210 726 3500

**Fax:** +30 210 726 3666

**Web:** www.eurocorp.gr

**Email:** eurocorpsec.admin@eurocorp.gr

eurocorp.gr.int.controller@eurocorp.gr

### EUROBANK EFG SECURITIES INVESTMENT FIRM SA

10 Philellinon & 13 Xenofontos Str.

105 57 Athens

**Tel.:** +30 210 3720000, 210 3720220

**Fax:** +30 210 3720001

**Web:** www.eurobanksec.gr

**Email:** info@eurobanksec.gr

### INVESTMENT BANK OF GREECE S.A.

24b Kifisias Ave., 151-25 Amarousion, Athens

**Tel.:** +30 30 210 8173000, 210 8173426, 210 8171965

**Fax:** +30 210 8173101, 210 689 6325

**Web:** www.ibg.gr

**Email:** info@ibg.gr

## HSBC PANTELAKIS SECURITIES S.A

109-111 Messoghion Ave.

115 26 Athens

**Tel.:** +30 210 6965000, 210 696 5105

**Fax:** +30 210 6929550, 210 692 9593

**Web:** www.investdirect.hsbc.gr

**Email:** hpss@hsbc.gr

## NATIONAL P&K SECURITIES S.A.

91 Michalakopoulou Str.

115 28 Athens

**Tel.:** +30 210 7720000

**Fax:** +30 210 7720002

**Web:** www.nationalpk.gr

**Email:** info@nationalpk.nbg.gr

## PROTON BANK S.A.

Elsin & Amaliados, Ampelokipi

**Tel.:** +30 210 6970000

**Fax:** +30 210 6970111

**Web:** www.proton.gr

**Email:** info@proton.gr

## PIRAEUS SECURITIES S.A.

10 Stadiou Str.

105 64 Athens

**Tel.:** +30 210 3354100, 210-3311456, 210-3354027-4118

**Fax:** +30 210-3233814, 210-3252241, 210-3354121

**Web:** www.piraeus-sec.gr

**Email:** info@piraeus-sec.gr

## SOLIDUS SECURITIES S.A.

64 L. Riankour str. (Apollon Tower), 115 23 Athens

**Tel.:** +30 210 6900600

**Fax:** +30 210 6985421, 210 698 2712

**Web:** www.solidus.gr

**Email:** info@solidus.gr



# INVESTMENT SERVICES FIRMS

## **3D GLOBAL FINANCIAL SERVICES LTD**

Ayiou Athanasίου 61, Toumazis  
Linopetra Center, 1st floor, 4102 Limassol  
**Tel.:** +357 25 828 292  
**Fax:** +357 25 873 460

## **A.T.I. ASSOCIATES (CYPRUS) LTD**

Kitiou 2, Konia, CY-8300 Paphos / P.O.  
Box 63099, 8210 Yeroskipou, Cyprus  
**Tel.:** +357 26 813 392  
**Fax:** +357 26 813 393

## **ALFA CAPITAL HOLDINGS (CYPRUS) LTD**

Dimostheni Severi 6, Kastellorizo  
Presidium, 3rd floor, CY-1080 Nicosia  
**Tel.:** +357 22 681988  
**Fax:** +357 22 681505

## **ALPINEX FINANCIAL SERVICES (CYPRUS) LIMITED**

28th Oktovriou Street 249, Office 5  
(mezzanine floor), Lophitis Business  
Center, 3035 Limassol  
**Tel.:** +357 25 817 474  
**Fax:** +357 25 763 028

## **AMG KAPITAL LTD**

6, Maximos Michaelides Str, Maximos  
Plaza, Block 3, 3rd Floor, Office 3302,  
CY-3106 Limassol, Cyprus  
**Tel.:** +357 25 200 700  
**Fax:** +357 25 200 701

## **ARGO CAPITAL MANAGEMENT (CYPRUS) LTD**

10 Vasilissis Frederikis Str., Jackie Court,  
Suite 401, CY-1066 Nicosia  
**Tel.:** +357 22 668 900, 22 661 207  
**Fax:** +357 22 445 177

## **ARGUS STOCKBROKERS LTD**

25 Demostheni Severi Avenue,  
Metropolis Tower, 1st & 2nd floor, CY-  
1080 Nicosia  
**Tel.:** +357 22 717 000  
**Fax:** +357 22 717 070

## **ATLANTIC SECURITIES LTD**

37 Prodromou Str, 1st Floor, CY-1090  
Nicosia / P.O.Box 22781, CY-1524 Nicosia  
**Tel.:** +357 22 445 400  
**Fax:** +357 22 661 914

## **ATLASCAPITAL FINANCIAL SERVICES LTD**

197 Arch. Makariou III, Gala Tower, 4th  
Floor, CY-3030 Limassol, Cyprus  
**Tel.:** +357 25 501000  
**Fax:** +357 25 501050

## **ATONLINE LTD**

20 Kyriakou Matsi, 4th floor, CY-1082  
Nicosia, Cyprus  
**Tel.:** +357 22 680 015  
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## **AVFX TRADING LTD**

## **AXIA VENTURES GROUP LTD**

Yiannou Kranidioti 10, Nice Day  
Building, Office 102, CY-1065 Nicosia,  
Cyprus  
**Tel.:** +357 22 742 000  
**Fax:** +357 22 742 001

## **BROKERCREDITSERVICE (CYPRUS) LTD**

168 Makarios III Avenue, Geopyxis  
Center - 2nd Floor - Suite 2, CY-3027  
Limassol  
**Tel.:** +357 25 822 734  
**Fax:** +357 25 822 735

## **CENTAUR FINANCIAL SERVICES LTD**

Athieniti Court, 8 Kennedy Avenue, Off.  
402, 4th Floor, CY-1522 Nicosia  
**Tel.:** +357 22 769 409  
**Fax:** +357 22 769 405

## **DELOITTE INVESTMENT SERVICES LIMITED**

Themistokli Dervi and Florinis, STADYL  
Building, CY-1065 Nicosia  
**Tel.:** +357 22 360 300  
**Fax:** +357 22 360 400

## **DFG CAPITAL (CYPRUS) LTD**

12John Kennedy Str., Kennedy Business  
Center, 3rd Floor, Office 301, CY-1087  
Nicosia  
**Tel.:** +357 22 761 400  
**Fax:** +357 22 761 450

## **DRAGON CAPITAL (CYPRUS) LTD**

## **EASY FOREX TRADING LIMITED**

Griva Digeni 1 Ave, Kriel Court, Office  
303, CY-3035 Limassol / P.O. Box  
53742, CY-3317 Limassol  
**Tel.:** +357 25 828 899  
**Fax:** +357 25 817 183

## **EURIVEX LTD**

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5 Themistocles Dervis, Elenion Building,  
6th Floor, CY-1066 Nicosia / P.O.Box  
25446, CY-1309 Nicosia  
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**Fax:** +357 22 364 365

## **FINAM LIMITED**

Ayias Fylaxeos Str. 67, Drakos House,  
2nd Floor, Office 4, CY-3025 Limassol  
**Tel.:** +357 25 736 320  
**Fax:** +357 25 736 340

## **FX GLOBAL MARKETS (FXGM) LIMITED**

5, Limassol Ave, Eurosure Tower, 3rd  
Floor, Office 301, CY-2112 Aglantzia  
**Tel.:** +357 22 460 260  
**Fax:** +357 22 766 333

## **FXPRO FINANCIAL SERVICES LTD**

1 Karyatidon, CY-4180 Ypsonas,  
Limassol, Cyprus  
**Tel.:** +357 25 969 200  
**Fax:** +357 25 969 269

## **GLOBAL CAPITAL SECURITIES AND FINANCIAL SERVICES LTD**

50, Arch Makariou III Ave, Alpha House  
- 1st Floor, CY-1065 Nicosia  
**Tel.:** +357 22 710 710  
**Fax:** +357 22 339 332

## **GPB FINANCIAL SERVICES LTD**

50, Agias Zonis, Arianthi Court, 2nd  
Floor, CY-3090 Limassol  
**Tel.:** +357 25 555 890  
**Fax:** +357 25 555 891

## **HARVEST FINANCIAL SERVICES LTD**

37 Stasikratous Str., Center Point  
Building, Off. 801, CY-1065 Nicosia /  
P.O.Box 16090, CY-1907 Nicosia  
**Tel.:** +357 22 552 800, 22 552 812  
**Fax:** +357 22 552 888

## **HERACLES TRUST LTD**

1 Stasinou Street, 2nd Floor – Office 201,  
CY-2404 Engomi, Cyprus  
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**Fax:** +357 22 355 726

## **HORIZON GROUP (CYPRUS) LTD**

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Cyprus  
**Tel.:** +357 26 818 356  
**Fax:** +357 26 953 322

## **IKOS CIF LIMITED**

I. Tompazi 1, Vashiotis Business Center,  
Office 201, 3107 Limassol  
**Tel.:** +357 25 814 714  
**Fax:** +357 25 814 744

## **INFINA INVESTMENTS (CYPRUS) LIMITED**

256 Makarios Avenue, Eftapaton Court,  
CY-3105 Limassol, Cyprus  
**Tel.:** +357 25 857 700  
**Fax:** +357 25 356 010



## **KAB STRATEGY (CYPRUS) LTD**

13 Griva Digeni Avenue, Stavrakis Court  
- Apartment 203, Larnaka CY-6030,  
Cyprus  
**Tel.:** +357 24 815 186  
**Fax:** +357 24 815 187

## **MARFIN CAPITAL PARTNERS (CYPRUS) LTD**

26 Byron Avenue, CLR Court - Ground  
Floor, Nicosia CY-1096, Cyprus  
**Tel.:** +357 22 718 359  
**Fax:** +357 22 718 569

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26 Vironos Avenue, CLR Court, CY-1096  
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**Tel.:** +357 22 898 600, 22 898 898  
**Fax:** +357 22 680 953/4

## **MDM INVESTMENTS LIMITED**

53 Ptolemaion Str, Neroupos Business  
Center, 2nd Floor, Office 201, CY-3022  
Limassol / P.O.Box 53677, CY-3318  
Limassol  
**Tel.:** +357 25 760 050  
**Fax:** +357 25 760 005

## **MEGA EQUITY SECURITIES AND FINANCIAL SERVICES PUBLIC LIMITED**

42-44 Griva Digeni Avenue, 3rd Floor,  
CY-1080 Nicosia / P.O.Box 23685, 1685  
Nicosia  
**Tel.:** +357 22 711 711  
**Fax:** +357 22 711 811

## **MERITKAPITAL LIMITED**

Arch Makariou III Ave 256, Eftapaton  
Building, 3rd Floor, CY-3105 Limassol  
**Tel.:** +357 25 857 700  
**Fax:** +357 25 356 010

## **METROPOL (CYPRUS) LIMITED**

Gr. Digeni & Xr. Milona 1, Panagides  
Bldg, 6th Floor, Office 3, CY-3030  
Limassol / P.O.Box 59521, CY-4010  
Limassol  
**Tel.:** +357 25 817 220  
**Fax:** +357 25 341 800

## **MINDEN INVESTMENTS AND INSURANCE ADVISERS AND SUB AGENTS LTD**

2 Pontou Str. 3rd Floor, No. 5, CY-1107  
Nicosia, Cyprus  
**Tel.:** +357 22 878 046  
**Fax:** +357 22 770 853

## **NKB INVESTMENTS LIMITED**

Arch Makarios III 196, Ariel Corner  
Building, 3rd floor, CY-3030 Limassol  
**Tel.:** +357 25 818 816  
**Fax:** +357 25 341 243

## **OMEGA FUNDS INVESTMENT LTD**

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4107 Limassol, Cyprus  
**Tel.:** +357 25 728 738  
**Fax:** +357 25 728 748

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75 Prodromou, Oneworld Parkview  
House, CY-2063 Nicosia, Cyprus  
**Tel.:** +357 22 496000  
**Fax:** +357 22 493000

## **ORANGELEAF FINANCIAL LTD**

P.O. Box 62140, CY-8061 Paphos, Cyprus  
**Tel.:** +357 26 220 680  
**Fax:** +357 26 220 680

## **OTKRITIE FINANCE (CYPRUS) LIMITED**

104 Amathountos Ave, Seasons Plaza,  
Offices 2, 15, 20 and 21, CY-4532  
Limassol  
**Tel.:** +357 25 431 456  
**Fax:** +357 25 431 458

## **P.C.M. ADVISERS LIMITED**

Dimostheni Severi Ave 25-27, Metropolis  
Tower, 4th Floor, 1080 Nicosia  
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**Fax:** +357 22 819 905

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## **P.I. PROVIDENT INVESTMENTS LTD**

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Office 502, P.O. Box 16142, CY-2086  
Nicosia, Cyprus  
**Tel.:** +357 22 028 160  
**Fax:** +357 22 028 161

## **P.O. METROPOLITAN SERVICES LTD**

Corner of Kaningos and Griva Digheni  
Street, Pamelva Building - Office 303,  
CY-3035 Limassol, Cyprus  
**Tel.:** +357 25 817 380/109  
**Fax:** +357 25 341 068

## **PLASMA ENTERPRISES LTD**

Nikou Georgiou 6, Block C, Office 303,  
CY-1095 Nicosia  
**Tel.:** +357 22 445280, 22 445076, 22  
445077  
**Fax:** +357 22 410140

## **PROCHOICE XPHMATISTHPIAKH LTD**

57 Spyrou Kyprianou, Frangkou Premises,  
1st Floor - Office 102, CY-6051 Larnaka,  
Cyprus  
**Tel.:** +357 24 661 192  
**Fax:** +357 24 662 464

## **PULP INTERNATIONAL BUSINESS LTD**

3 Georgiou Katsounotou, Kytallides  
Court - 3rd Floor - Flat/Office 3A, CY-  
3036 Limassol  
**Tel.:** +357 25 366 324  
**Fax:** +357 25 366 326

## **REGENCY ASSET MANAGEMENT (CYPRUS) LTD**

6 Nikou Georgiou, Block C - Office 702,  
CY-1095 Nicosia, Cyprus  
**Tel.:** +357 22 818 691  
**Fax:** +357 22 818 693

## **RENAISSANCE INVESTMENT MANAGEMENT (CYPRUS) LTD**

27 Pindarou Street, Alpha Business  
Center 8th Floor, CY-1060 Nicosia,  
Cyprus  
**Tel.:** +357 22 505 800  
**Fax:** +357 22 676 755

## **RENAISSANCE SECURITIES (CYPRUS) LTD**

27 Pindarou Street, Alpha Business  
Center 8th Floor, CY-1060 Nicosia,  
Cyprus  
**Tel.:** +357 22 505 800  
**Fax:** +357 22 676 755

## **RESERVE INVEST (CYPRUS) LTD**

6 Griva Digeni Avenue, Maximos Plaza  
Block 3, 3rd floor, CY-3035 Limassol  
**Tel.:** +357 25 200 600  
**Fax:** +357 25 200 601

## **RETAILFX LTD**

82, Griva Digeni Srt, Stephanie House,  
3rd Floor, Flat 302, CY-3101 Limassol  
**Tel.:** +357 25 875 002  
**Fax:** +357 25 590 525

## **RMG HOLDINGS LTD**

Grivas Digenis Avenue 81-83, Jacouides  
Tower - 1st Floor, CY-1080 Nicosia,  
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**Tel.:** +357 22 503 100 / 104 / 105  
**Fax:** +357 22 503 001

## **RONIN EUROPE LTD**

3 Pythagoras Street, Pythagoras Court,  
Office 301, CY-3027 Limassol  
**Tel.:** +357 25 878 939  
**Fax:** +357 25 878291

# INVESTMENT SERVICES FIRMS

**S. L. CAPITAL SERVICES LTD**

109 Griva Digeni, Aegeon Court, 3rd floor, CY-3101 Limassol, Cyprus

**Tel.:** +357 25 389 390

**Fax:** +357 25 824 030

**SAFECAP INVESTMENTS LIMITED**

Kafkasou 9, Treppides Tower, 6th Floor, Office 401, CY-2112 Aglantzia, Cyprus / P.O.BOX 26522, CY-2112 Aglantzia

**Tel.:** +357 22 341 917 / 922

**Fax:** +357 22 341 918

**SHARELINK SECURITIES AND FINANCIAL SERVICES LTD**

Theotoki 6, Ellinas Building, CY-1055 Nicosia

**Tel.:** +357 22 554 000

**Fax:** +357 22 433 038

**SOLID FINANCIAL SERVICES LIMITED**

15 K. Paparegopoulos Street, Charalambides Chambers, 1st Floor, CY-3106 Limassol

**Tel.:** +357 25 363 680 / 681

**Fax:** +357 25 363 690

**TADAWUL FX LTD**

67 Spyrou Kyprianou Str, Samos Center, 1st Floor, CY-4043 Yermasogia, Cyprus

**Tel.:** +357 25 200 900

**Fax:** +357 25 373 783

**TD INVESTMENTS LIMITED**

57 Digeni Akrita Ave., Zachariades Building, Office 301, CY-1070 Nicosia

**Tel.:** +357 22 875 380

**Fax:** +357 22 875 393

**TDAM (CYPRUS) LTD**

57 Digeni Akrita Ave., Zachariades Building, Office 301, CY-1070 Nicosia

**Tel.:** +357 22 875 380

**Fax:** +357 22 875 393

**TFI MARKETS LTD**

178 Athalassas Avenue, Irene Tower, 2nd Floor, Strovolos, CY-2025 Nicosia, Cyprus

**Tel.:** +357 22 817 450

**Fax:** +357 22 817 496

**THE CYPRUS INVESTMENT AND SECURITIES CORPORATION LTD**

4 Evrou, Eurolife Building, 2nd Floor, CY-2003 Strovolos

**Tel.:** +357 22 121 700

**Fax:** +357 22 338 800

**TTCM TRADERS TRUST CAPITAL MARKETS LTD**

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Limassol / P.O.BOX 70721, CY-3802

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**Tel.:** +357 25 207 000

**Fax:** +357 25 207 007

**U.P.M LTD**

Spyrou Kyprianou Ave 18, Suite 401, CY-1075 Nicosia

**Tel.:** +357 22 460 466

**Fax:** +357 22 765 696

**UBS ADVISORY SERVICES LTD**

5 Themistocles Dervis, Elenion Building, 6th Floor, CY-1066 Nicosia / P.O.Box 25446, CY-1309 Nicosia

**Tel.:** +357 22 364 364

**Fax:** +357 22 364 365

**UNICREDIT SECURITIES INTERNATIONAL LTD**

2 Vasileos Pavlou, Egli building, Office 201, CY-1096 Nicosia

**Tel.:** +357 22 661 114

**Fax:** +357 22 661 138

**UNITED WORLD CAPITAL LTD**

31, Ioanni Prodromou, Yioupis Tower, 3rd Floor-Block 9, Mesa Geitonia, CY-4002 Limassol

**Tel.:** +357 25 750 555

**Fax:** +357 25 722 377

**VELES INTERNATIONAL LIMITED**

16, John Kennedy Ave, 1st Floor, CY-1703 Nicosia

**Tel.:** +357 22 873 327

**Fax:** +357 22 661 164

**WEBGINE LTD**

38, Spyrou Kyprianou Str., CCS Building, Kato Polemidia, CY-4154 Limassol,

Cyprus / P.O.Box 70091, CY-4160

Limassol, Cyprus

**Tel.:** +357 25 028 544

**Fax:** +357 25 333 067

**WINDSOR BROKERS LTD**

53, Spyrou Kyprianou Ave, CY-4004 Mesa Yitonia, Limassol, Cyprus

**Tel.:** +357 25 500 505

**Fax:** +357 25 500 515

**WS FINANCIAL AND INVESTMENT SERVICES LTD**

12 Mikynon Street, Megaron Lavinia – 1st Floor, CY-1065 Nicosia, Cyprus

**Tel.:** +357 22 878 484

**Fax:** +357 22 777 198

**XS CAPITAL SECURITIES & FINANCIAL SERVICES LTD**

48 Themistoklis Dervis Ave, Athienitis Centennial Building, 3rd Floor, Suite 305, CY-1066 Nicosia

**Tel.:** +357 22 460 567

**Fax:** +357 22 460 568, 22 447 211

**ZERICH SECURITIES LTD****HELLENIC BANK (INVESTMENTS) LTD**

Kyriakou Matsi Ave 31, 2nd Floor, P.O.Box 24747, CY-1394 Nicosia

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**Fax:** +357 22 500 110



## ASSOCIATION OF CYPRUS BANKS

1E Menandrou Str., 1st Floor,  
P.O.Box 23363,  
1682 Nicosia  
Cyprus

**Tel:** +357 22664293

**Fax:** +357 22665135

**Email:** info@acb.com.cy

## CENTRAL BANK OF CYPRUS

80, Kennedy Avenue, Cy-1076 Nicosia  
P.O.BOX 25529, CY-1395 Nicosia

**Tel.:** +357 22714100

**Fax:** +357 22714959

**Web:** www.centralbank.gov.cy

## CYPRUS ASSOCIATION OF PUBLIC LISTED COMPANIES

38 Grivas Dhigenis Ave. & 3 Deligiorgi  
Str.

Nicosia 1509, Cyprus

**Tel:** +357 22889890

**Fax:** +357 22667593

**Email:** anna@ccci.org.cy

## CYPRUS INVESTMENTS AND SECURITIES CORPORATION (CISCO)

4 Evros Str., Eurolife House,  
Strovolos, 2003, Nicosia

**Tel:** +357 22121700

**Fax:** +357 22338488

**Web:** www.cisco-online.com.cy

**Email:** info@cisco.bankofcyprus.com

## CYPRUS SECURITIES AND EXCHANGE COMMISSION

32 Stasikratous, 4th Floor 1065 Nicosia  
PO. Box 24996

1306 Nicosia

**Tel.:** + 357 22 875475

**Fax:** + 357 22 754671

**Web:** www.cysec.gov.cy

**Email:** info@cysec.gov.cy

## CYPRUS STOCK EXCHANGE

71-73 Lordou Vironos Avenue, 1096  
P.O.BOX 25427

Nicosia 1309 Cyprus

**Tel:** +357 22 712300

**Fax:** +357 22 570308

**Web:** www.cse.com.cy

**Email:** info@cse.com.cy

## MINISTRY OF FOREIGN AFFAIRS

Presidential Palace Avenue

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**Duty Officer:** +357 99 660129

**Fax:** +357 22 661881

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**Web:** www.mfa.gov.cy

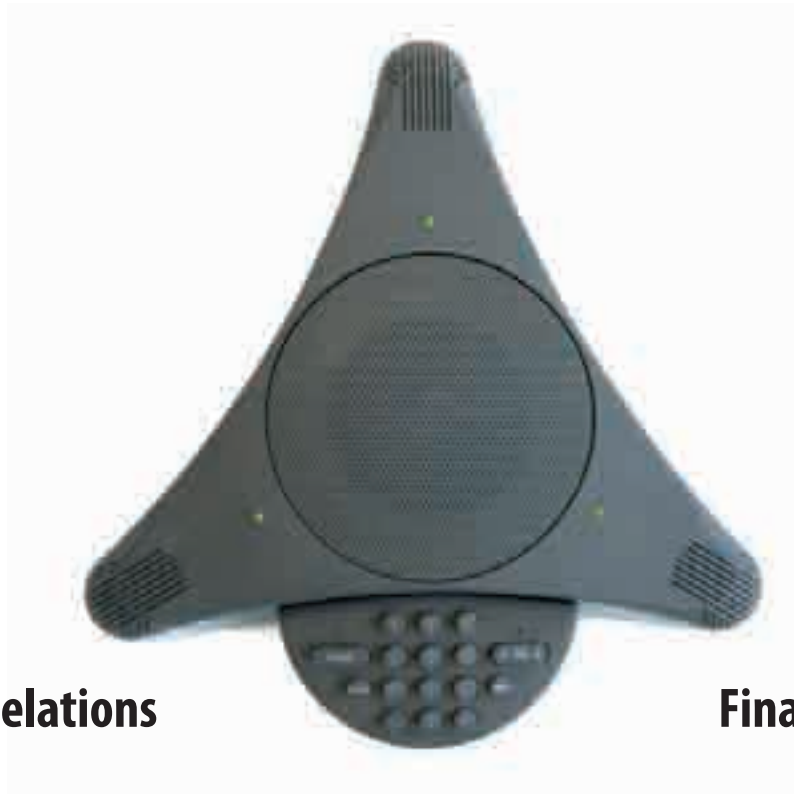




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# AGAPINOS LAW FIRM



## HISTORY

The Agapinos Law Firm is a leading international firm, founded by Nikos Agapinos and Mema Simonetou-Agapinos. The Firm aims to provide premier legal services in both Greece and abroad. The Firm has been established for over twenty years and recently opened an office in Athens, Greece.

Since April 2007, the Agapinos Law Firm formed a partnership with renowned German Law Firm Fricke & Coll, based in Landshut, Germany, with affiliated offices in Munich, Nuremburg, Brandenburg and Luxemburg. Together, both Agapinos Law Firm and Fricke & Coll handle numerous cases concerning both German citizens residing in Greece, as well as Greek citizens residing in Germany.

## PHILOSOPHY

The Agapinos Law Firm excels in handling specialized legal counsel to its clients, as well as providing high quality advice that combines both technical expertise and practical legal solutions. The Firm's strong roster of dedicated attorneys are devoted to their client's work and are uniquely qualified to undertake multiple areas of practice.

## AREAS OF PRACTICE

The Agapinos Law Firm provides a wide variety of legal and business services, focused on both Commercial Law and Economic Criminal Law, on a national and international basis. The Firm has a unique specialization in Telecommunications and Media Law, that involve matters of both hard copy and electronic press, radio and television broadcasting stations, and publishing companies.

The Firm has also developed an active practice in both national and international arbitration representing high-net-worth individuals, including Greek citizens living abroad, as well as foreigners living in Greece. For example, one of the Firm's more recent cases involved a dual American/Canadian citizen living in Santorini, in a case involving commercial law.

Agapinos Law Firm represents and offers legal counselling services to prominent individuals and major commercial corporations. The Firm continues to command publicity, as it has recently been successfully featured in a variety of Greek law magazines.

## LOCATION

Agapinos Law Firm and its affiliates are located across Europe. In Greece, the firm is located in a new, privately-owned office in Kolonaki, 10 Merlin and Kanari Street.

**Agapinos Law Firm**

**10,Merlin Str.10671 Kolonaki**

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In our effort to enhance the information flow to the investment community and contribute to improving investor knowledge of shipping, Capital Link has undertaken a series of initiatives beyond the traditional scope of its investor relations activity, such as:



## www.CapitalLinkShipping.com

A web based resource that provides information on the major shipping and stock market indices, as well as on all shipping stocks. It also features an earnings and conference call calendar, industry reports from major industry participants and interviews with CEOs, analysts and other market participants.



## Weekly Capital Link Shipping e-Newsletter

Weekly distribution to an extensive audience in the US & European shipping, financial and investment communities with updates on the shipping markets, the stock market and listed company news.



## www.CapitalLinkWebinars.com

Sector Forums & Webinars: Regularly, we organize panel discussions among CEOs, analysts, bankers and shipping industry participants on the developments in the various shipping sectors (containers, dry bulk, tankers) and on other topics of interest (such as Raising Equity in Shipping Today, Scrapping, etc).



## Capital Link Investor Shipping Forums

In New York, Athens and London bringing together investors, bankers, financial advisors, listed companies CEOs, analysts, and shipping industry participants.



## www.MaritimeIndices.com

Capital Link Maritime Indices: Capital Link developed and maintains a series of stock market maritime indices which track the performance of U.S. listed shipping stocks (CL maritime Index, CL Dry Bulk Index, CL Tanker Index, CL Container Index, CL LNG/LPG Index, CL Mixed Fleet Index, CL Shipping MLP Index – Bloomberg page: CPLI. The Indices are also distributed through the Reuters Newswires and are available on Factset.

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# CAPITAL LINK STOCK MARKET MARITIME INDICES

Capital Link Maritime Indices	Focus
<b>Main Index</b>	
<b>CL Link Maritime Index</b>	Includes all US listed shipping companies
<b>Sector Indices</b>	
<b>CL Dry Bulk Index</b>	Includes all US listed Dry Bulk companies
<b>CL Tanker Index</b>	Includes all US listed Tanker companies
<b>CL Container Index</b>	Includes all US listed container shipping companies
<b>CL LNG / LPG Index</b>	Includes all US listed LNG / LPG companies
<b>CL Mixed Fleet Index</b>	Includes all US listed companies operating in more than one sector
<b>CL Maritime MLP Index</b>	Includes all US listed shipping MPLs

**A simple and comprehensive tool enabling investors to track the performance of the shares of**

- ▶ The shipping industry as a whole
- ▶ Specific shipping sectors
- ▶ Individual listed shipping stocks

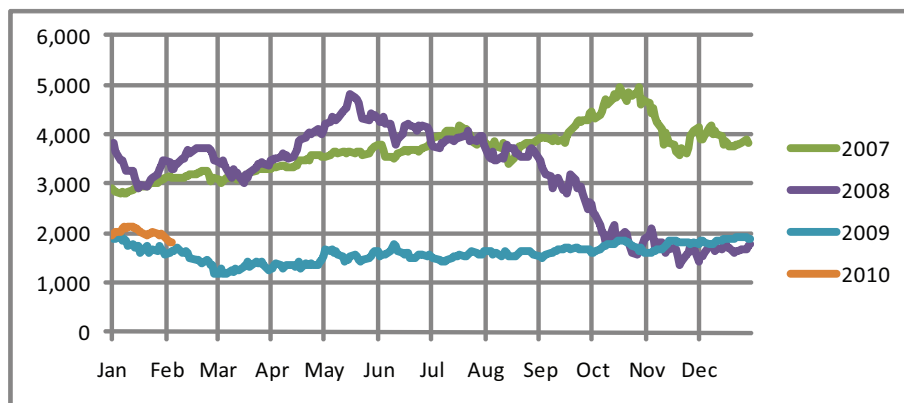
**Compare the stock performance of**

- ▶ A single shipping sector to the broader market (Dow Jones, S&P etc)
- ▶ A single shipping sector to the freight indices (BDI etc)
- ▶ A single company to its sector

**Background information**

- ▶ Launched June 29, 2009
- ▶ Historic data back to January , 2005
- ▶ Market cap weighted
- ▶ Updated daily at market close

## CAPITAL LINK MARITIME INDEX



**Bloomberg Page: CPLI**

[www.maritimeindices.com](http://www.maritimeindices.com)  
[www.capitallinkshipping.com](http://www.capitallinkshipping.com)  
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## Excellence in Investor Relations and Financial Communications Your Link With the Global Investment Community

With its headquarters in New York and presence in London and Athens, Capital Link has been active since 1995 in the field of Investor Relations and Financial Communication. Its activities focus mainly on three areas: 1) Linking companies with strategic and institutional investors, bankers, analysts, and the financial media in Europe and the United States, 2) American Closed-End Funds and ETFs, 3) Listed shipping Companies. Capital Link's programs combine IR, IT and financial media in one comprehensive package enabling Companies to maximize their penetration and recognition in the global investment community.

**Capital Link** maintains close collaboration with the three main US Stock Exchanges (New York Stock Exchange, American Stock Exchange (now part of NYSE) and NASDAQ), the London Stock Exchange, the Athens Stock Exchange as well as numerous companies in Greece, Europe, US and Chile. It also organizes annually in New York, London and Athens a series of Investment Forums focusing on its main activity fields ([www.capitallinkforum.com](http://www.capitallinkforum.com)).

**Capital Link** has a leading position globally in the area of Investor Relations with respect to **shipping**, as it cooperates with 25 shipping companies listed on the three US Stock Exchanges, as well as in London (LSE and AIM) and Milan. Capital Link is by far the most recognizable IR firm in this sector with unique access to investors, analysts, media and bankers. It has built the most extensive and effective platform for linking Listed shipping Companies with the investment community in Europe and the United States. Capital Link is a member of the Baltic Exchange and organizes regularly Analyst and CEO Forums on tankers, containers and dry bulk shipping. Additionally, it holds annually the "Invest in International Shipping" Capital Link Forums in New York and London. Finally, it also maintains a shipping portal with information on all UK and US Listed shipping Companies ([www.capitallinkshipping.com](http://www.capitallinkshipping.com)).

**Capital Link** has also a leading position in **US Closed-End funds and ETFs**, as it cooperates with the major fund sponsors in these sectors. The Annual Capital Link "Closed-End Fund and Global ETF" Forum taking place in New York, already in its 9th year, is considered the most significant Forum of the sector. In the context of this Forum, Capital Link organizes the "Annual Closed-End Fund & Global ETF Awards" which recognize funds and managers who adhere to high standards of Corporate Governance, financial disclosure and Investor Relations. Capital Link also maintains a portal with information on these funds ([www.closedendfundforum.com](http://www.closedendfundforum.com)).

**Capital Link** has built one of the most extensive and effective networks for the promotion of **Greek Listed Companies** both in Greece and mainly in Europe and the United States targeting international investors. Indicative events of its activity are the decisive contribution of Capital Link to the signing of the Cooperation Memorandum between the New York and Athens Stock Exchanges in 2002, the organization of events for the OTE listing on the New York Stock Exchange in 1998, as well as the organization of the first visit by the Chairman of the New York Stock Exchange to Athens in 2001. The Annual Capital Link Forum on "Investing in Greece", already in its 12th year, has been established as the most credible Forum for briefing US investors on the progress, developments and potential of the Greek economy, the stock market and Greek listed companies. Capital Link's Greek portal ([www.capitallinkgreece.com](http://www.capitallinkgreece.com)), in operation since 1997, has been established as a main source of information among international investors on the Greek stock market and Listed Companies.

Finally, Capital Link organizes the **Greek IR Awards**, aimed to identify and recognize those Executives and Companies who adhere to high standards of Corporate Governance, financial disclosure and Investor Relations ([www.irawards.gr](http://www.irawards.gr) - [www.greekirawards.com](http://www.greekirawards.com)).



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