

SPACE HELLAS

Empowering Your Digital Transformation Journey

Annual Analysts Update

Athens, Thursday 23^d of May 2024



 **SPACE**

Classification ISO 27001: Public

MK-23052024-1



www.space.gr

| Space Hellas at a Glance:

- History and Vision
- Long-term Investments
- National & International Presence
- Personnel
- R&D & Innovation
- Group Strategy
- Financial Results

Four Decades of History & Innovation



Data Communications

1

1985

Dimitris Manolopoulos is founding Space Hellas

1988

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



Telecommunications & IT

2

1996

BT & Space Hellas Collaboration Agreement

2000

Listing of Space Hellas at the Greek Stock Exchange



ICT Systems Integration

3

2006

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

2007- 2016

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



Digital Transformation & Cloud

4

2017

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

2018-2020

Space Hellas Invests in Web-IQ, AgroApps

2021

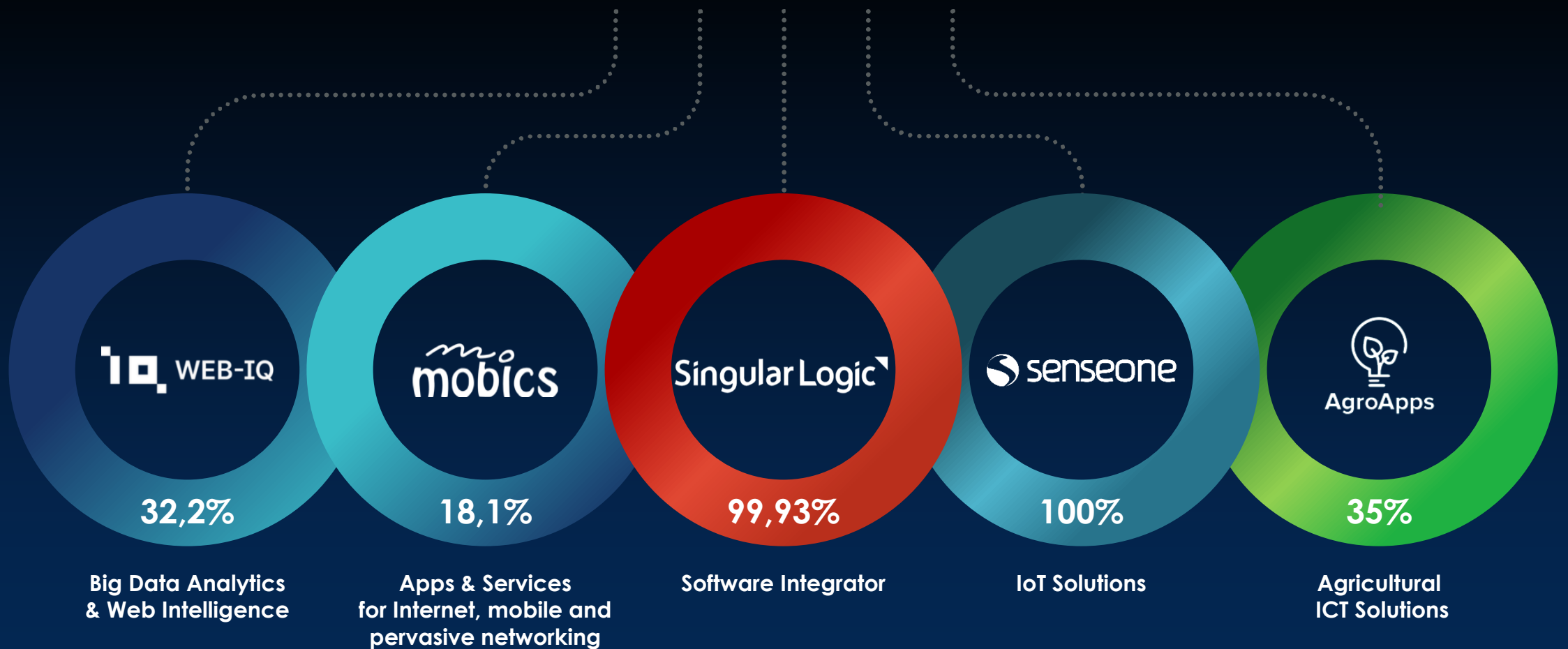
Space Hellas Invests in SingularLogic, Epsilon SingularLogic & SenseOne

2023

Space Hellas acquires the 99,93% of SingularLogic

SPACE

GROUP OF COMPANIES



| Strategy (Corporate Objectives)

- Leading position in the digital transformation market
- Solutions and services with significant added value
- Profitability enhancement
- Generate new revenue streams at group level
- New products and services
- International Markets

Subsidiaries and Branches

7
Branches



4
Subsidiaries



Cyprus



Serbia



Malta



Jordan

10 SPACE Hubs



- Rethymno
- Heraklion
- Veria
- Karditsa
- Kilkis
- Kozani
- Komotini
- Larissa
- Xanthi
- Kalamata



Line of Business



Our Platforms 1/2

SenseOne

IoT Platform

The **SenseOne** IoT Platform is cloud-based, eliminating the need for local equipment installation. It is designed to seamlessly interface with various measuring devices, delivering real-time data through comprehensible dashboards and reports. The Platform provides clear insights into crucial information, facilitating timely decision-making. Its comprehensive reports, graphical representations, and performance indicators empower users to make targeted decisions and improve operational and energy efficiency while minimizing costs.

- Centralized real-time data
- Low implementation cost
- Enhanced user experience
- Scalable functionality



GUARDIAN

Physical Security Information Management (PSIM) Platform

GUARDIAN is a multi-sensor integrated platform for surveillance and physical security, proven in commercial deployments. **GUARDIAN's** key features are the following:

- Dashboard (Realtime Information tools)
- Monitoring (Alarms, Events, Live Video, Map)
- Tasks Execution
- Management (Users, Sites, Assets)
- Workflow Editor
- Floorplan Management



PANDORA

Integrated Cyberdefence Platform

PANDORA is an All-in-one cyberdefence platform focusing on EDR and threat exchange. **PANDORA's** key features are the following:

- Endpoint Detection and Response
- AI-/Statistical-/Rule-based multimodal threat detection and classification
- Automated response based on rules
- Dynamic Threat Intelligence exchange



5Genesis

5G "Network-in-a-box"

5Genesis is a portable rack implementing the whole stack of a 5G network from core to radio, for in-situ experimentation and demonstration

5Genesis key features are the following:

- Integrates core, access and edge, combines 5G, 4G and NBIoT radio
- Supports both 5G NSA (non-stand-alone) and 5G SA (stand-alone)
- Compatible with commercial 5G phones (Samsung, iPhone, Huawei, Realme etc.)
- Edge computing based on Kubernetes
- NFV and SDN capable (OSM/OpenDaylight)



Our Platforms 2/2

ACRITAS

Maritime Surveillance Platform

ACRITAS is an integrated multi-sensor platform to augment the maritime situational picture.

ACRITAS key features are the following:

- Vessel detection from satellite images
- Input from AIS, coastal cameras and radars
- Fusion and correlation
- ML-based AIS anomaly detection



ASSETS

Asset Management System

GUARDIAN is a multi-sensor integrated platform for surveillance and physical security, proven in commercial deployments. **GUARDIAN's** key features are the following:

- Dashboard (Realtime Information tools)
- Monitoring (Alarms, Events, Live Video, Map)
- Tasks Execution
- Management (Users, Sites, Assets)
- Workflow Editor
- Floorplan Management



Genesis

"ERP" for Local Government

Genesis Platform is a comprehensive information system supporting all financial and administrative operations of Local Government Authorities, public and private entities, and municipal enterprises. Genesis ensures the unified and efficient management of all financial and administrative operations of Local Government Authorities. It is compatible with the "Unified Financial Management System of Local Authorities" specifications of the Greek Ministry of Interior. It is scalable and constantly evolving.

- Financial & Accounting Management
- Revenue Management
- Interaction & Communication
- Municipal Enterprises for Water Supply and Sewerage
- Business Intelligence



CFMS

Credit Facilities Management System

CFMS Platform is a comprehensive modular system that responds to the challenges that Financial Institutions, Asset Finance, Collection agents, NPL management companies, Operator Lessors, and Real Estate Companies face. Moreover, SingularLogic's experienced consultants are equipped with sector knowledge, expertise, skills, and know-how to assist these organizations in meeting their needs by making an outside-in business analysis, tailoring the CFMS Platform modules to provide a smooth, stable, and secure environment for their workflows, transactions, and reporting requirements.

- Financial & Operating Leasing
- Debt Collections Management
- CFMS Real Estate
- Legal Management



Large Enterprises -Verticals Supported by Space Hellas



Telcos



Financial



Health



Retail



Fuel



Energy



Local Gov



Manufacturing



Shipping



Hospitality



Media

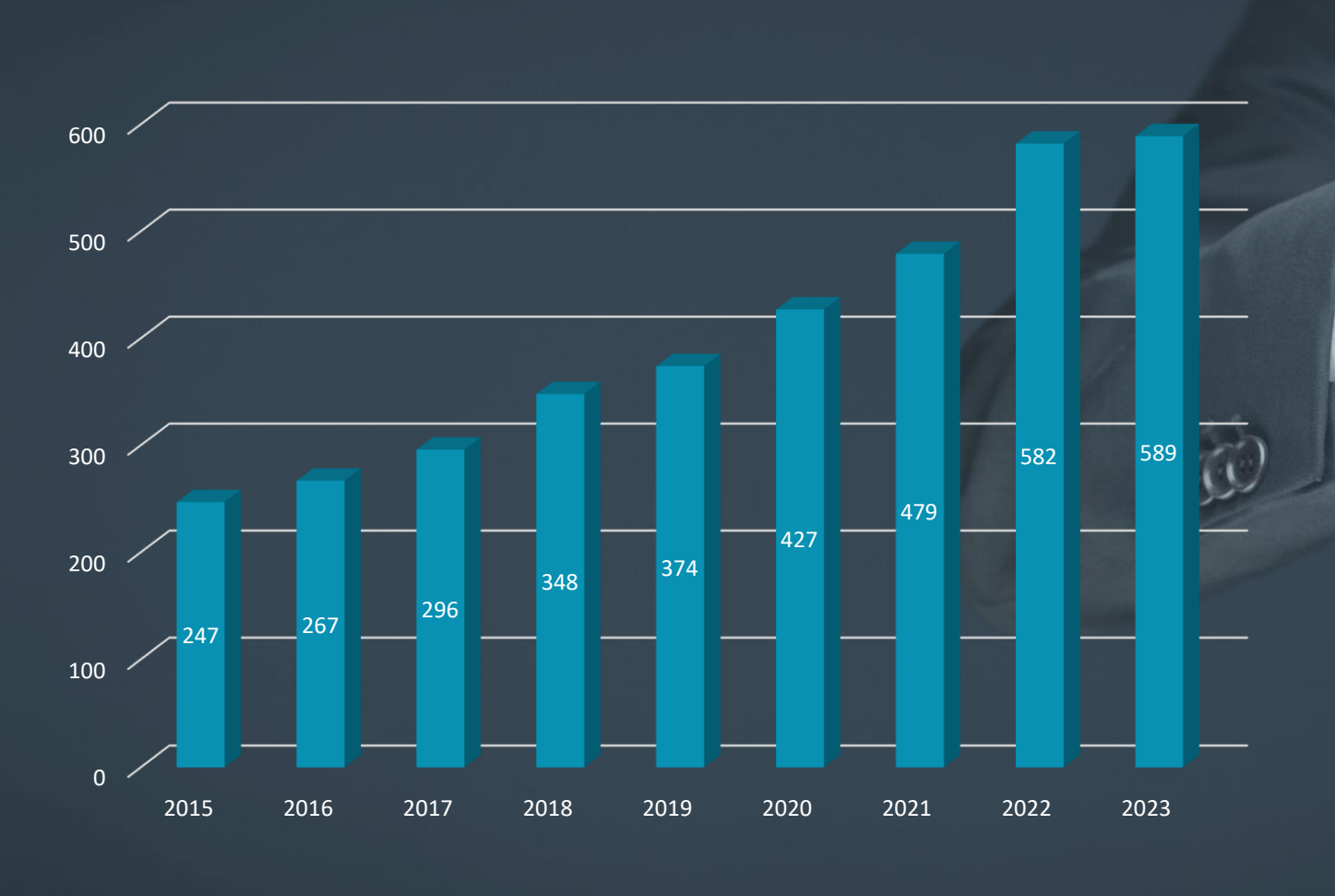


Education

Critical National Infrastructures Supported



Employee's Growth



Total Group's Employee's : 775 (31/12/2023)

+175
SingularLogic[®]

+11
senseone



MILESTONES & TARGETS

Income Statement Summary 2022 - 2023

Amounts in euro thousand	Group			Company		
	01.01-31.12.2023	01.01-31.12.2022	CHANGE %	01.01-31.12.2023	01.01-31.12.2022	CHANGE %
Revenue	148.078	120.663	22,72%	123.603	110.337	12,02%
Gross profit/loss	30.873	21.683	42,38%	23.675	19.856	19,23%
Gross profit margin	21%	18%		19%	18%	
EBITDA	17.480	10.512	66,29%	12.049	8.895	35,46%
EBIT	11.281	7.028	60,52%	8.501	6.507	30,64%
EBT	7.413	5.442	36,22%	4.581	4.470	2,48%
EAT	4.804	5.020	-4,30%	3.146	3.332	-5,58%

2023

- New Contracts from both public and private sector
- Significant Sales Backlog for 2024
- Synergies at Group Level
- Telecommunications service footprint expansion
- Cooperations with new vendors and technology partners
- Significant R&D Project funding increase from EU, ESA and European Defense Funds
- Successful completion of 4 elections projects



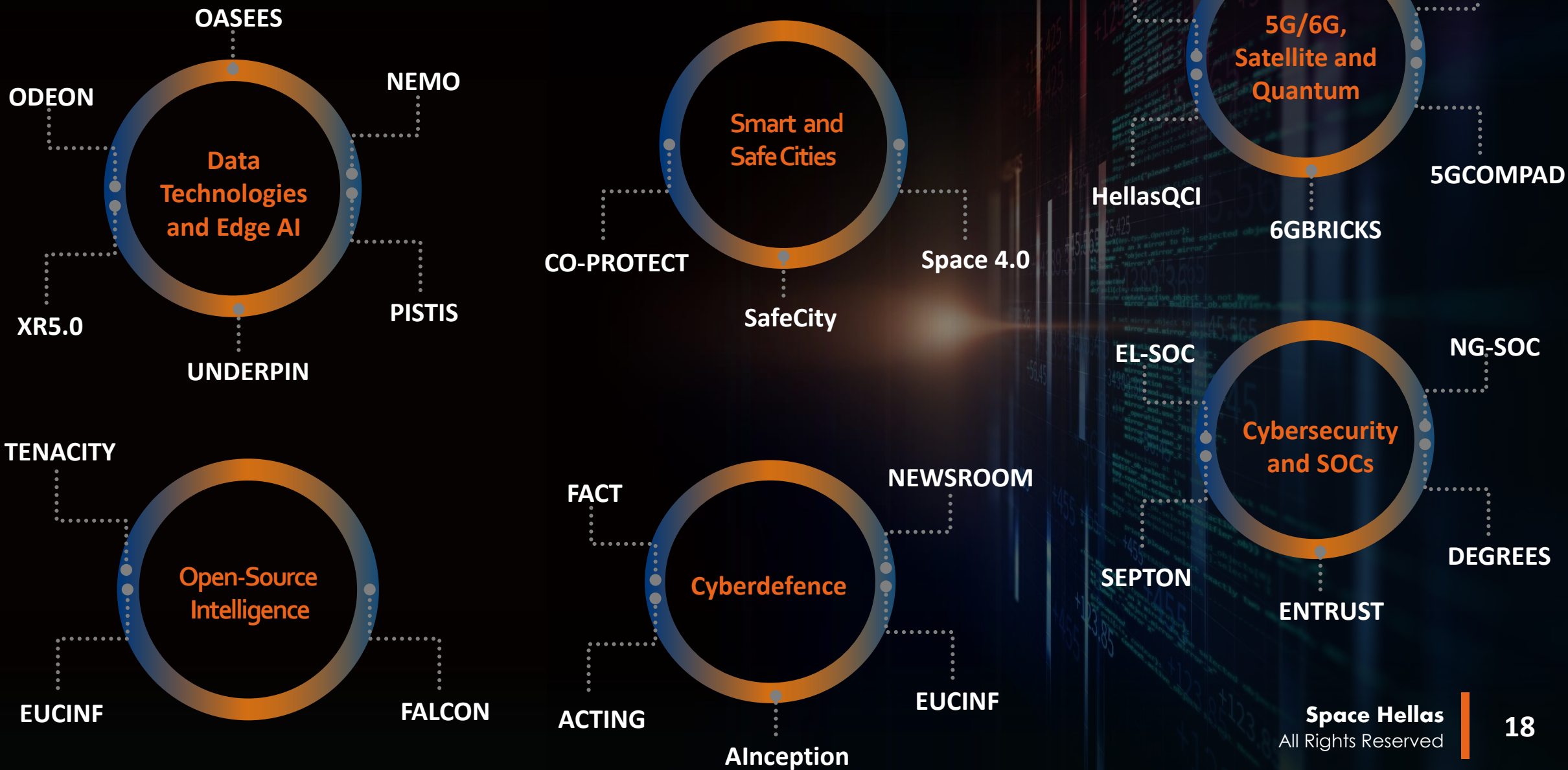
- Delays in implementation and payments of public sector projects
- Increased Finance Costs
- Increased average personell cost
- Increase personell churn
- Lack of skilled personel



Significant Projects in Progress

Customer	Project
Hellenic Electricity Distribution Network Operator	Implementation, operation and maintenance of MPLS telecom network
Hellenic Electricity Distribution Network Operator	Provision of equipment & implementation services for laptops and desktops PCs
PPC FiberGrid	Core MPLS Network
PPC FiberGrid	Next Generation firewalls
Independent Power Transmission Operator	Implementation of DWDM network
INFOSOCIETY S.A.	National Telemedicine network
INFOSOCIETY S.A.	“SYZEFXIS II” Security/ Telephony/ Videoconference/ Cabling infrastructure
INFOSOCIETY S.A.	Meteorological Stations National System
INFOSOCIETY S.A.	Videoconference services for courts and detention centers.
Ministry of Civil Protection	Implementation of Entry Exit System (EES)
Ministry of Education	Provision of electrical & mechanical equipment for Labs in Vocational High Schools
Ministry of Education	Provision of equipment of robotic technology
Ministry of Education	Provision of Interactive Whiteboards
Ministry of Foreign Affairs	Upgrade of telecommunication infrastructure (network & cabling)
Ministry of Foreign Affairs	Development of National ETIAS
Customer portfolio of Private Sector	Support & Maintenance Agreements of several customers of private sector

R&D Projects per Domain



ACTION PLAN 2024

Targets

- Revenue Increase with high % EBITDA
- Promotion of new Products & Services: S/W, Cloud & Telco Services, NOC, SOC, Managed services, ACI, SDx

Opportunities

- RRF & ESPA funds
- Energy sector
- International Expansion
- New revenue streams

Challenges

- Public sector projects implementation risks
- Lack of skilled personnel
- Increased Finance Costs
- Geopolitical risks

Indicative Technology Partners & Co-operations



| Key Customers



NOVA



ICT SOLUTIONS



PIRAEUS BANK



SPARKLE



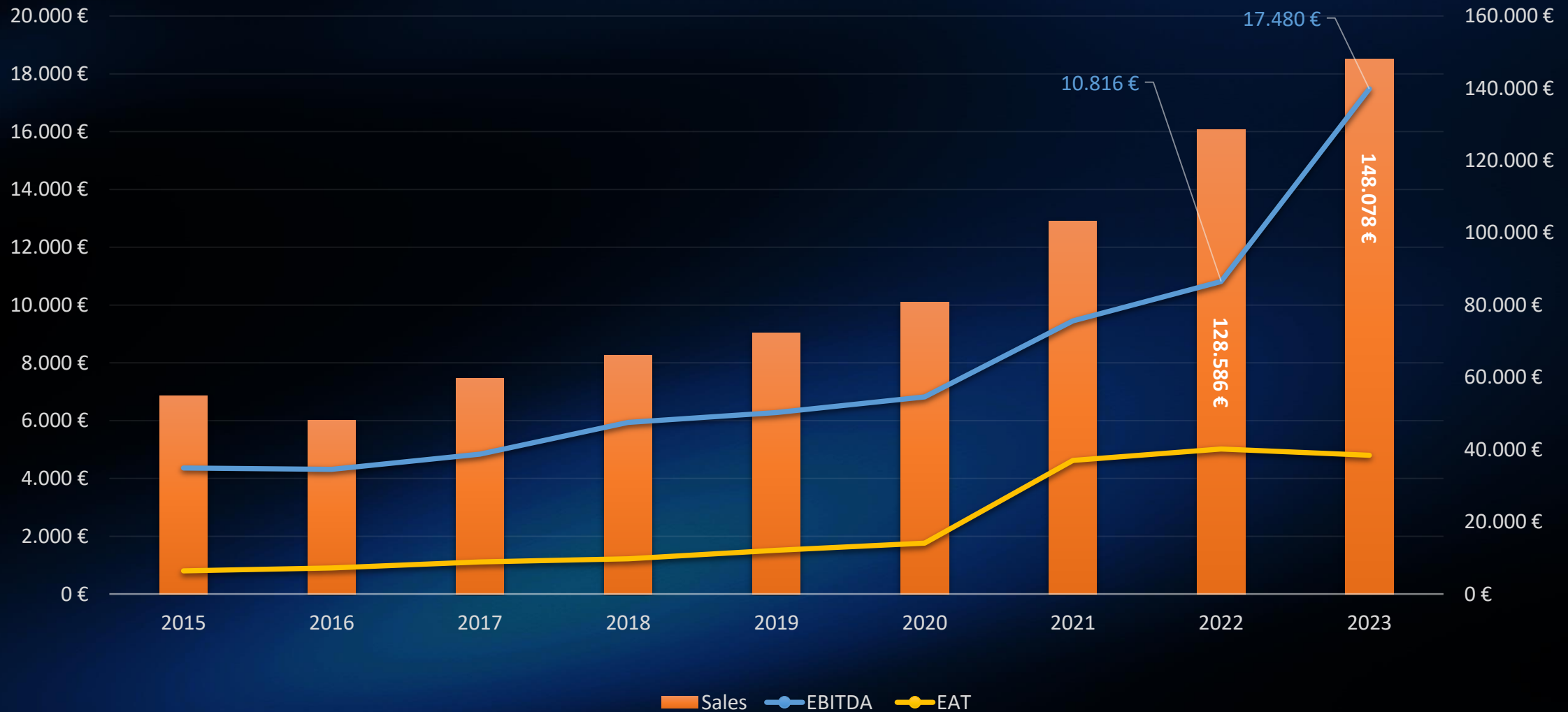


FINANCIAL GROWTH ANALYSIS

Income Statement Summary 2022 - 2023

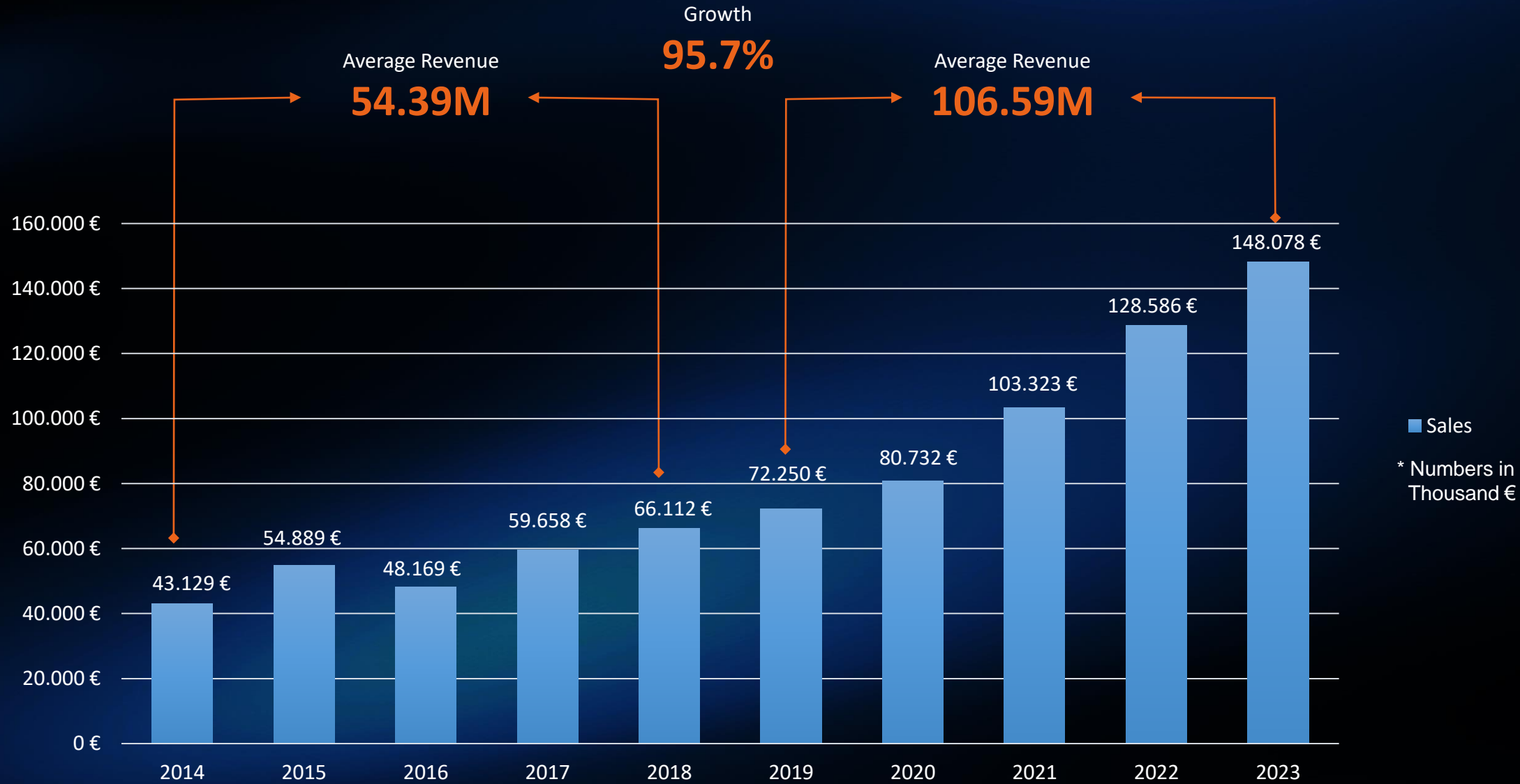
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SALES, EBITDA & EAT 2015-2023



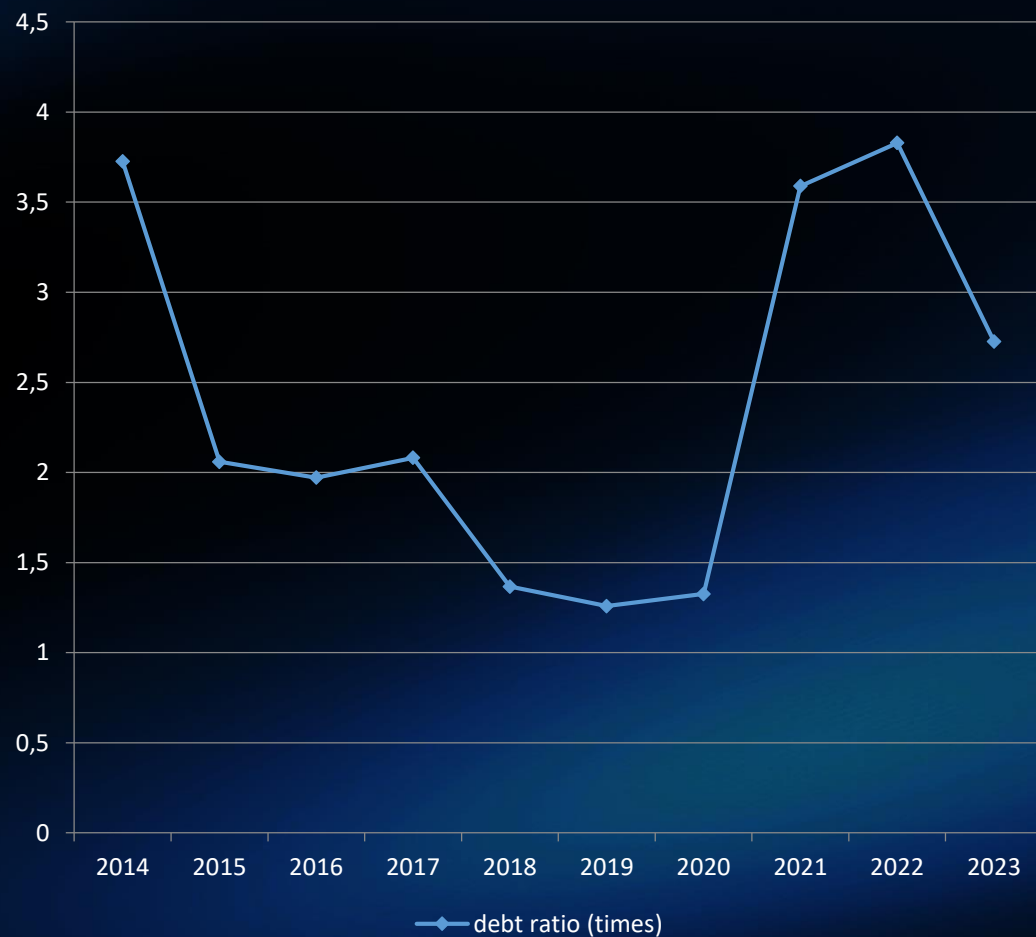
* Numbers in Thousand €

Revenue 2014 - 2023

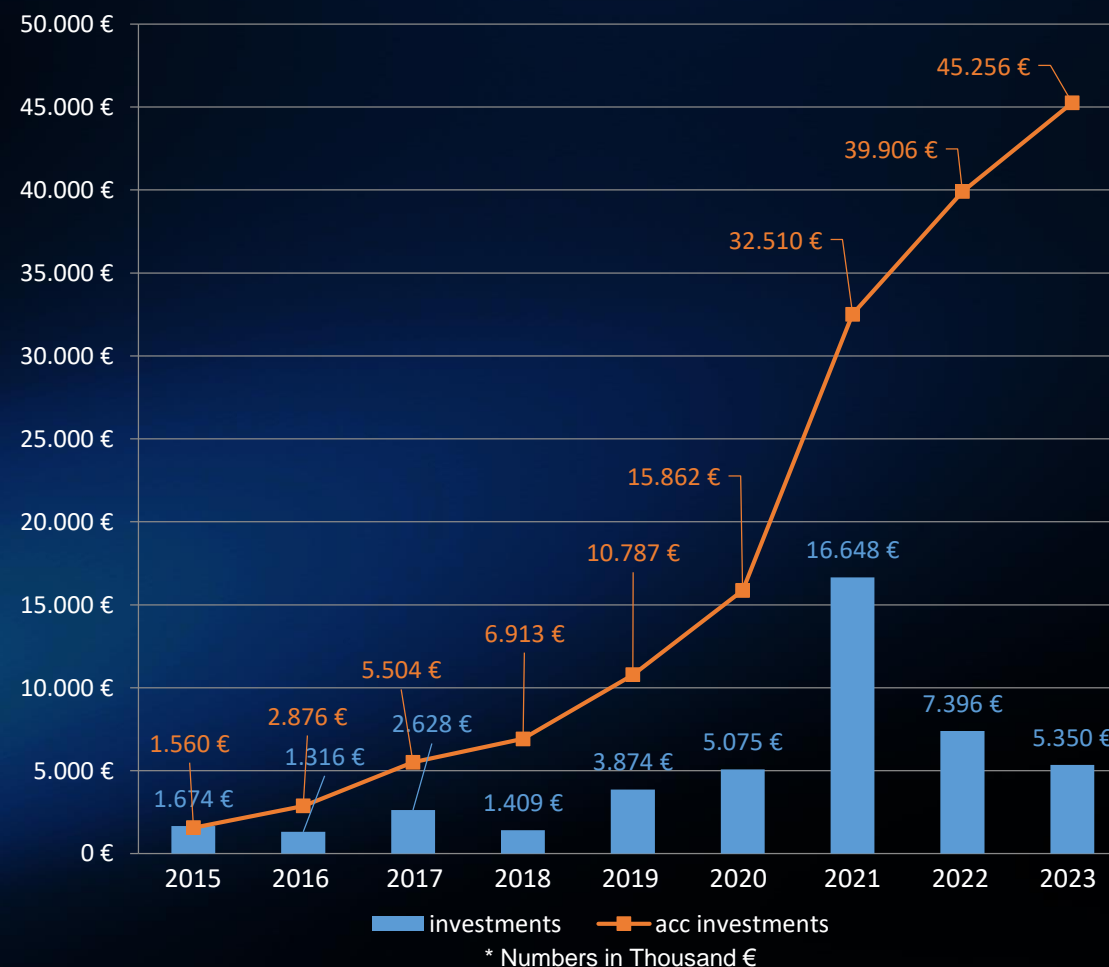


Net Debt to EBITDA Ratio & Investments

Net Debt to EBITDA Ratio

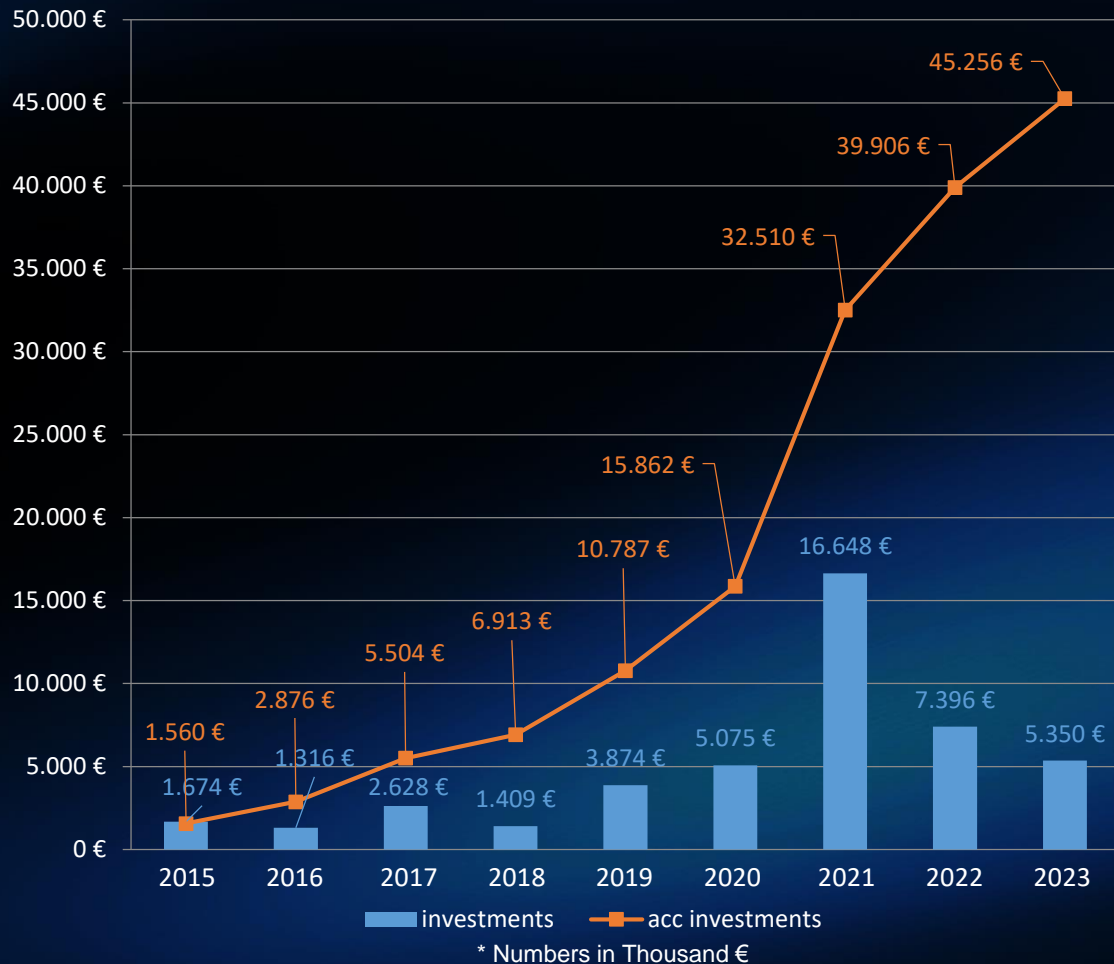


Investments & acc Investments

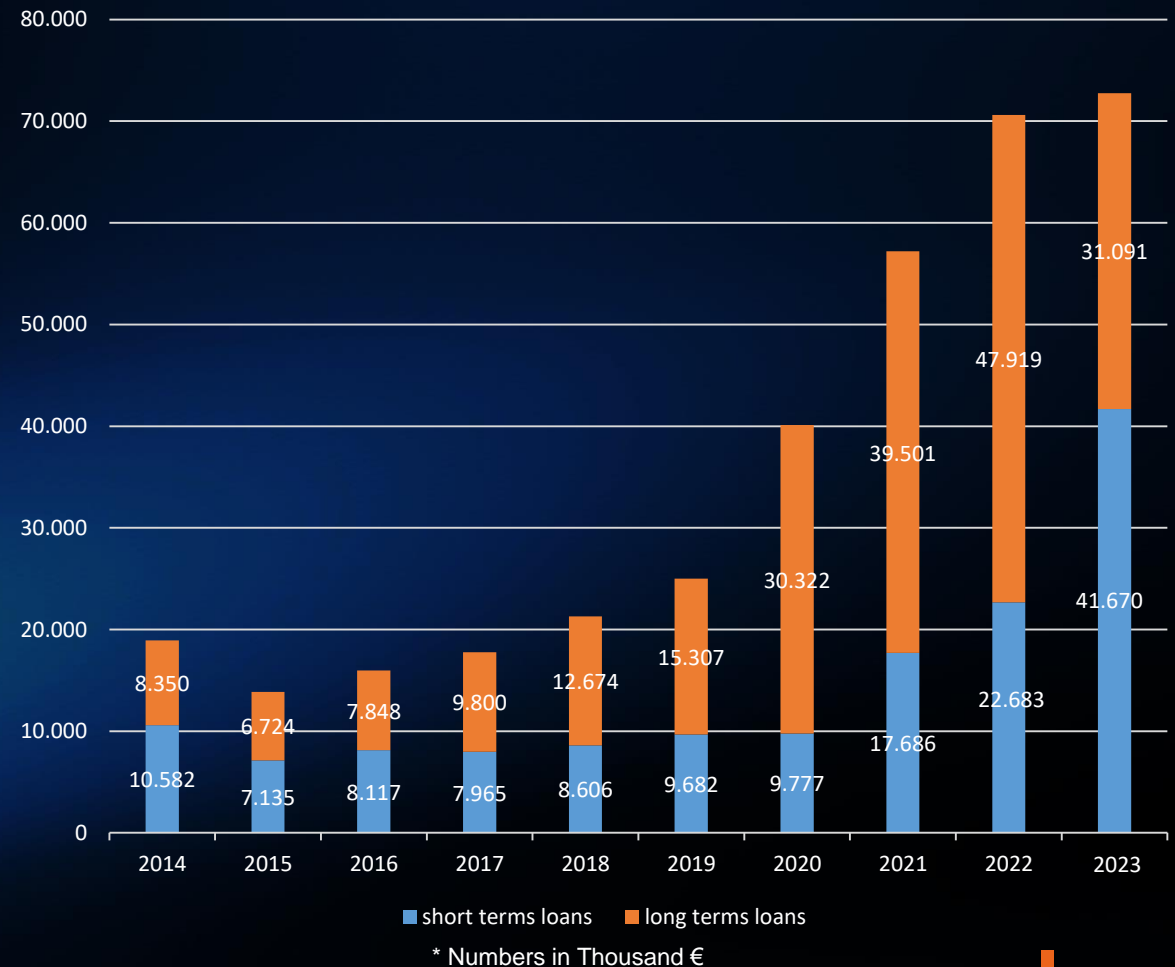


Investments & Bank Loans

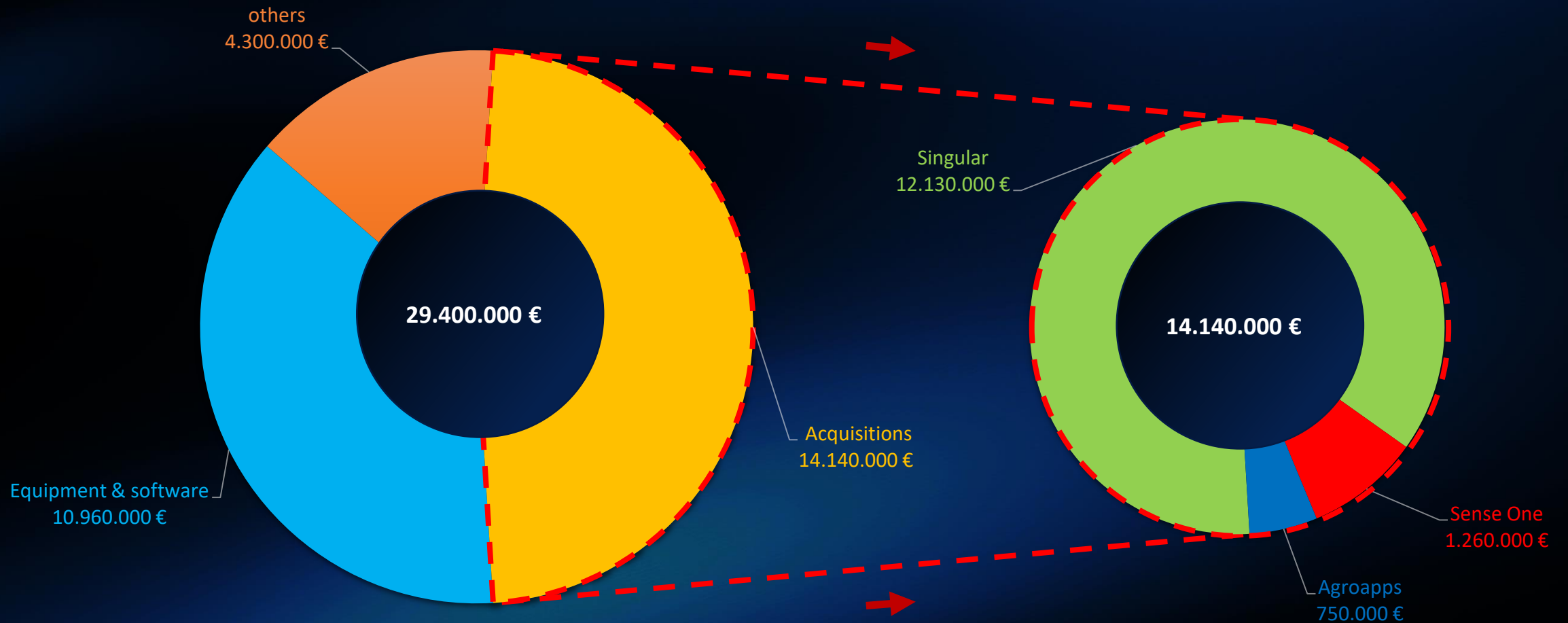
Investments & acc Investments



Short & Long Terms Loans



Investments 2021-2023



Financial Indicators

<i>CONSOLIDATED FINANCIAL STATEMENTS</i>		<i>2017</i>	<i>2018</i>	<i>2019</i>	<i>2020</i>	<i>2021</i>	<i>2022</i>	<i>2023</i>
Turnover	%	23,9%	10,8%	9,3%	11,7%	28,0%	24,5%	22,7%
Gross Profit	%	8,3%	12,2%	0,0%	3,4%	25,0%	10,1%	42,4%
EBITDA	%	12,2%	22,8%	5,8%	8,5%	37,8%	14,4%	66,3%
EBT	%	17,9%	26,0%	3,4%	1,7%	131,3%	10,6%	36,2%
EAT	%	23,8%	9,3%	24,5%	16,1%	157,9%	8,7%	-4,3%
ROE	%	7,59%	8,05%	9,25%	9,75%	19,0%	16,4%	17,0%
ROA	%	2,30%	2,24%	2,22%	1,80%	3,2%	2,9%	2,8%



STOCK DETAILS

Investment Indicators

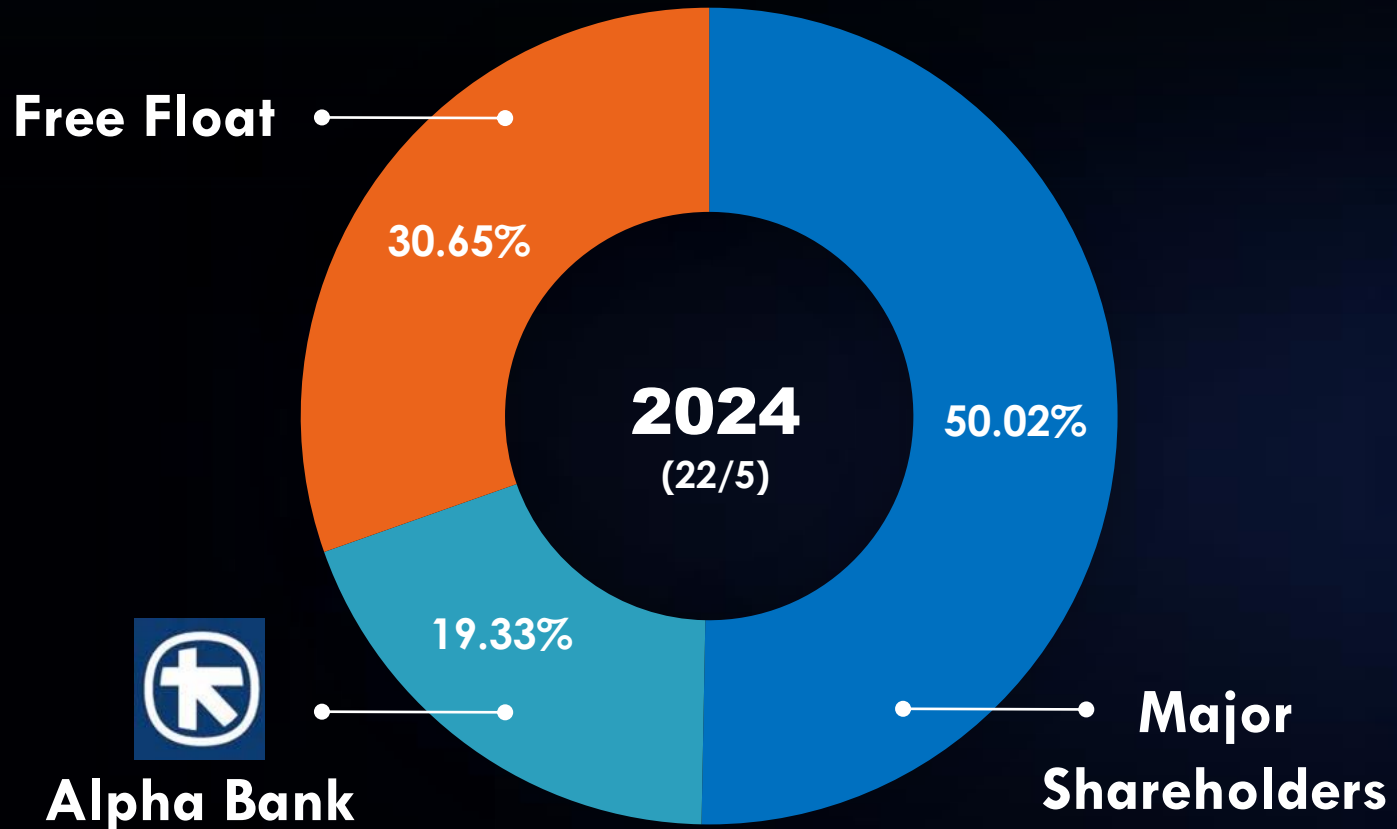
	2016	2017	2018	2019	2020	2021	2022	2023
p/e	6	12	27	27	16,5	13,1	11,1	9,4
p/ebitda	1,3	2,8	5,6	5,6	4,3	5,4	4,8	2,6
p/sales	0,1	0,2	0,5	0,5	0,4	0,5	0,4	0,3
p/bv	0,4	0,9	2,2	2,2	1,6	2,1	1,7	1,6
ev/ebitda	3,3	4,9	7,0	7,0	5,6	8,9	8,6	5,3
number of shares	6.456.530	6.456.530	6.456.530	6.456.530	6.456.530	6.456.530	6.456.530	6.456.530
share price	0,88	2,08	5,15	4	4,5	7,82	8,03	6,96
market capitalization	5.681.746	13.429.582	33.251.130	25.826.120	29.054.385	50.490.065	51.845.936	44.937.449

Space Hellas Stock Chart 2001 - 2024



- Ref. Symbols: SPACE (ATHEX)
- Sector/Subsector: Telecommunications /Telecommunications Equipment
- Market: Securities Market
- Market segment: Main Market
- Listing price per share €18,34
- Price per share € 7,74 (21/5/2024)
- Market Capitalization €49.973.542,00 (21/05/2024)
- Indices : ATHEX_ESG, FTSE TT, FTSEA, GD, SAGD
- Higher price 52 weeks € 9,42
- Lower Price 52 weeks € 5,36

Shareholders' Structure



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

Space Hellas founders Manolopoulos & Bellos



Empowering

Your Digital Transformation Journey

Thank you for your attention



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