

SPACE HELLAS

Empowering Your Digital Transformation Journey

Annual Analysts Update

Athens, Monday 19th of May 2025



Classification ISO 27001: Public

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www.space.gr

| 40 Years in Technology Excellence

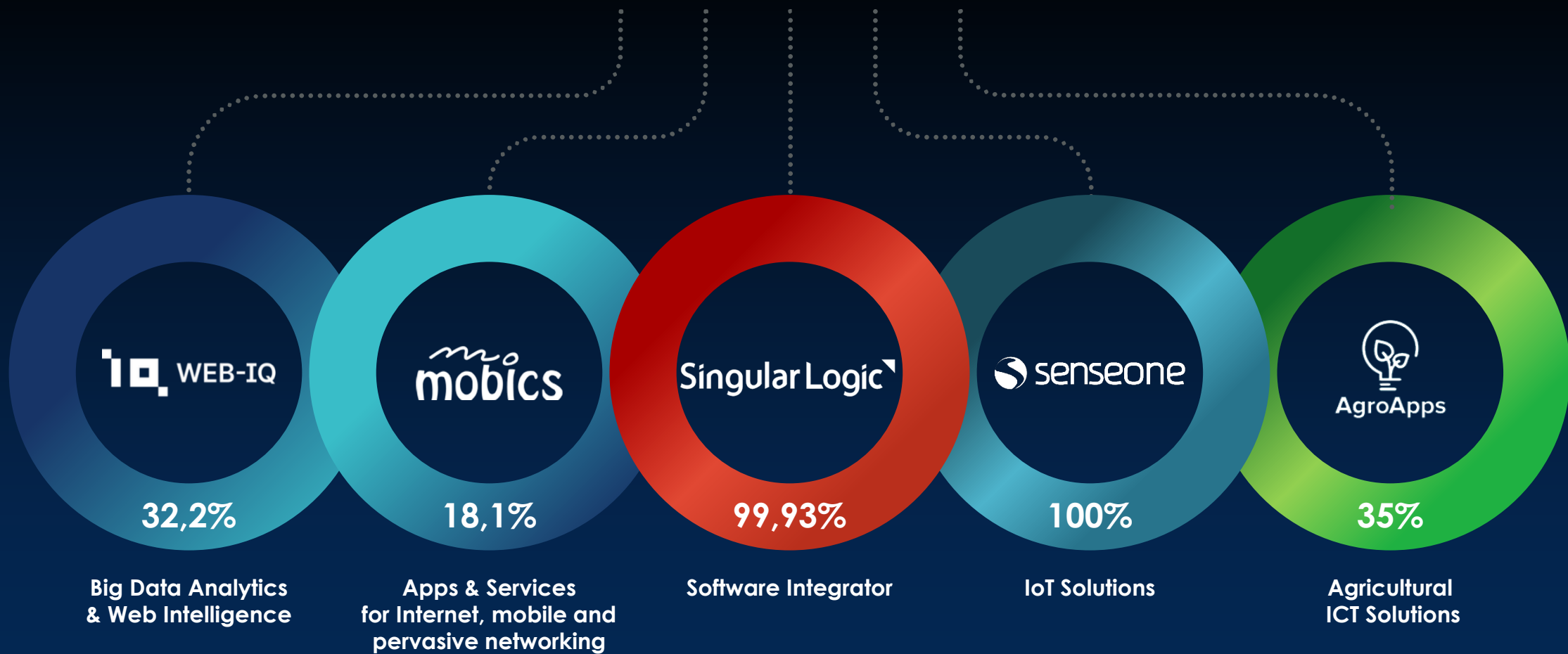
- Established as a leader in ICT and high technology
- Expanded presence to international markets including Cyprus, Malta, Serbia and Jordan
- Implemented large-scale ICT projects for major organizations
- Achieved significant partnerships with global tech giants
- Acquired Software companies to strengthen service offerings and capabilities

40 YEARS
Technology Excellence



SPACE

GROUP OF COMPANIES



Subsidiaries and Branches

8
Branches



4
Subsidiaries



Cyprus



Serbia



Malta

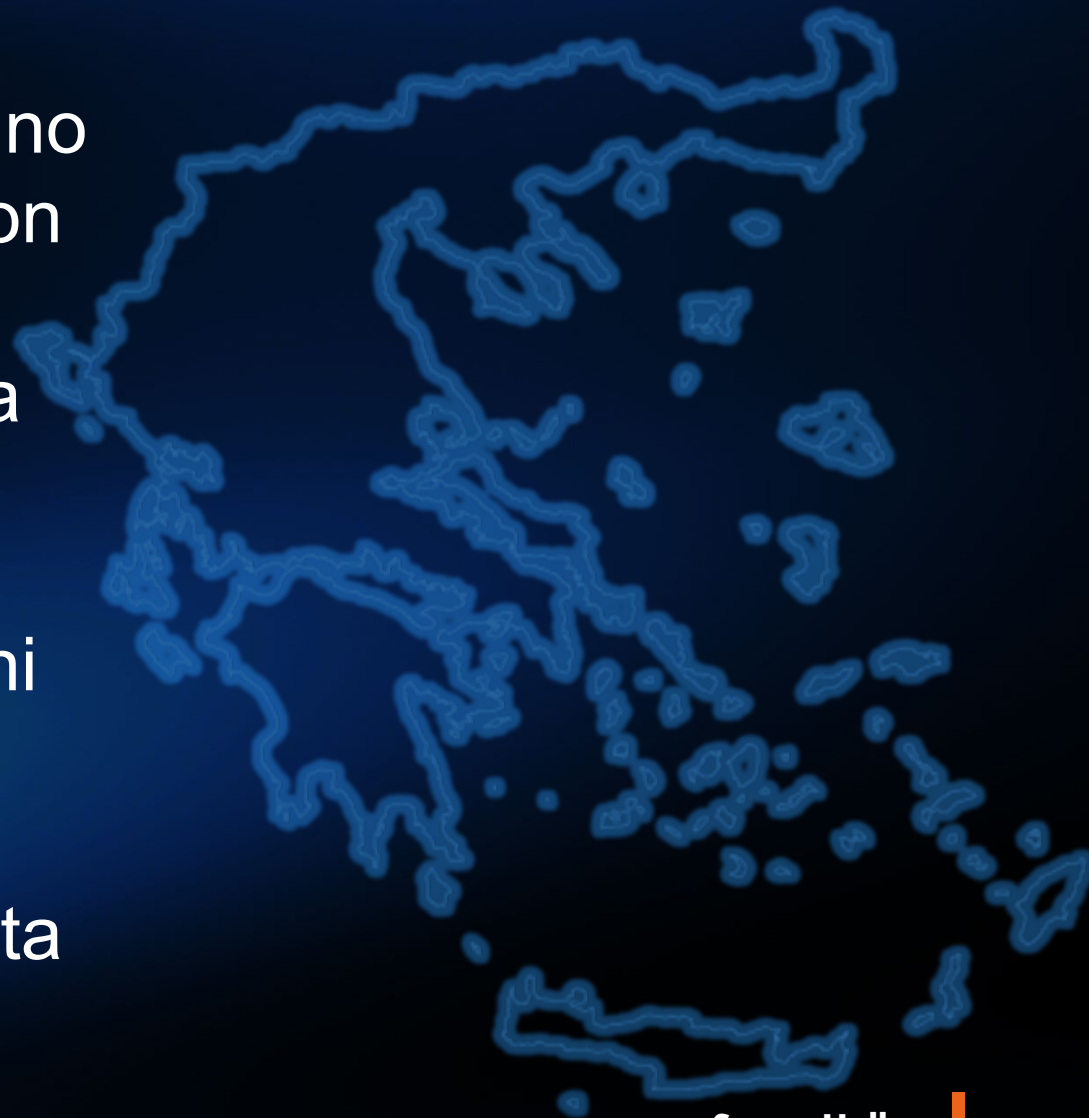


Jordan

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

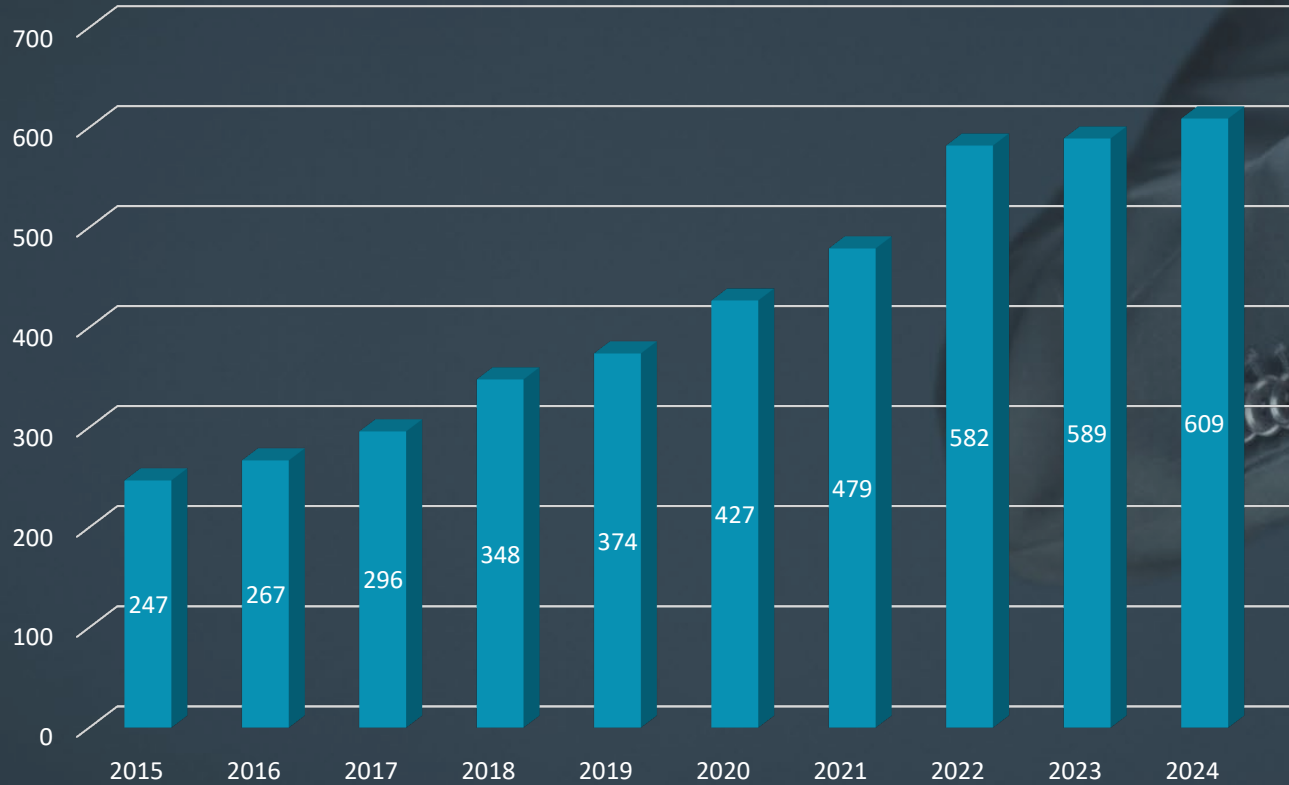


Education

Critical National Infrastructures Supported



Employee's Growth



+179
SingularLogic[®]

+11
senseone

Total Group's Employee's : 799 (31/12/2024)

Indicative Technology Partners & Co-operations



Key Customers



NOVA



ICT SOLUTIONS



PIRAEUS BANK



SPARKLE





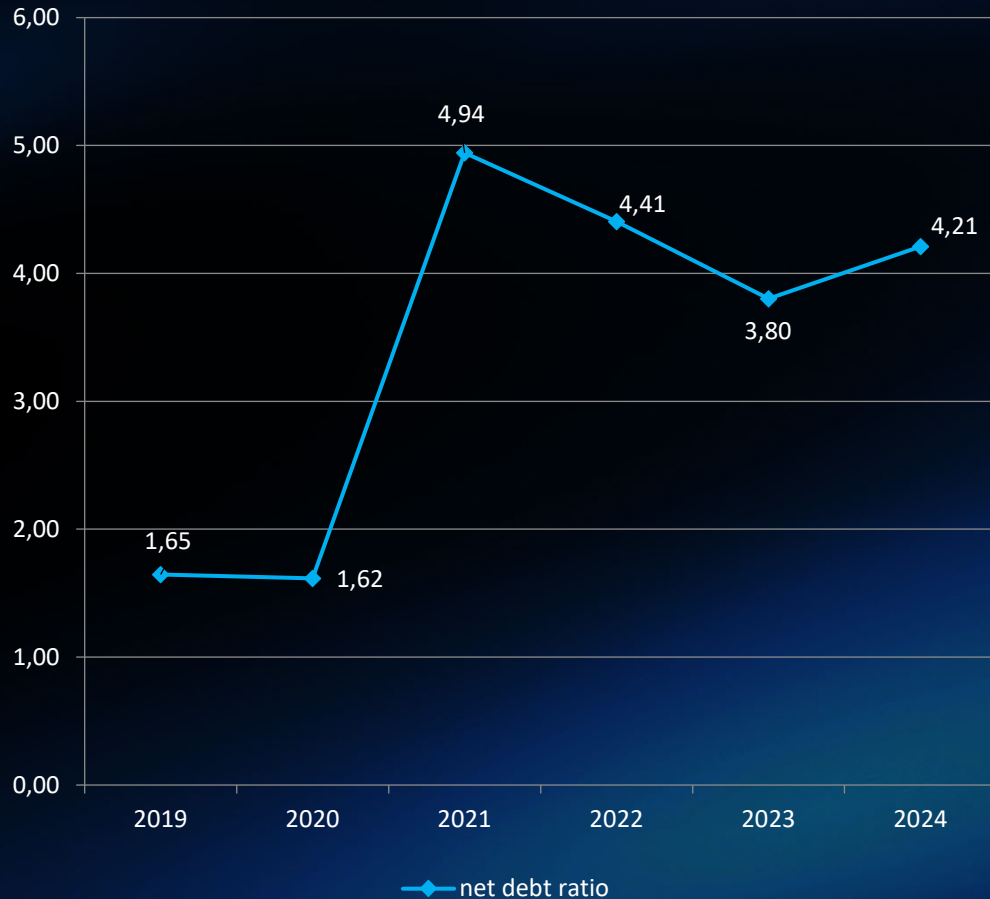
FINANCIAL GROWTH ANALYSIS

Income Statement Summary 2023 - 2024

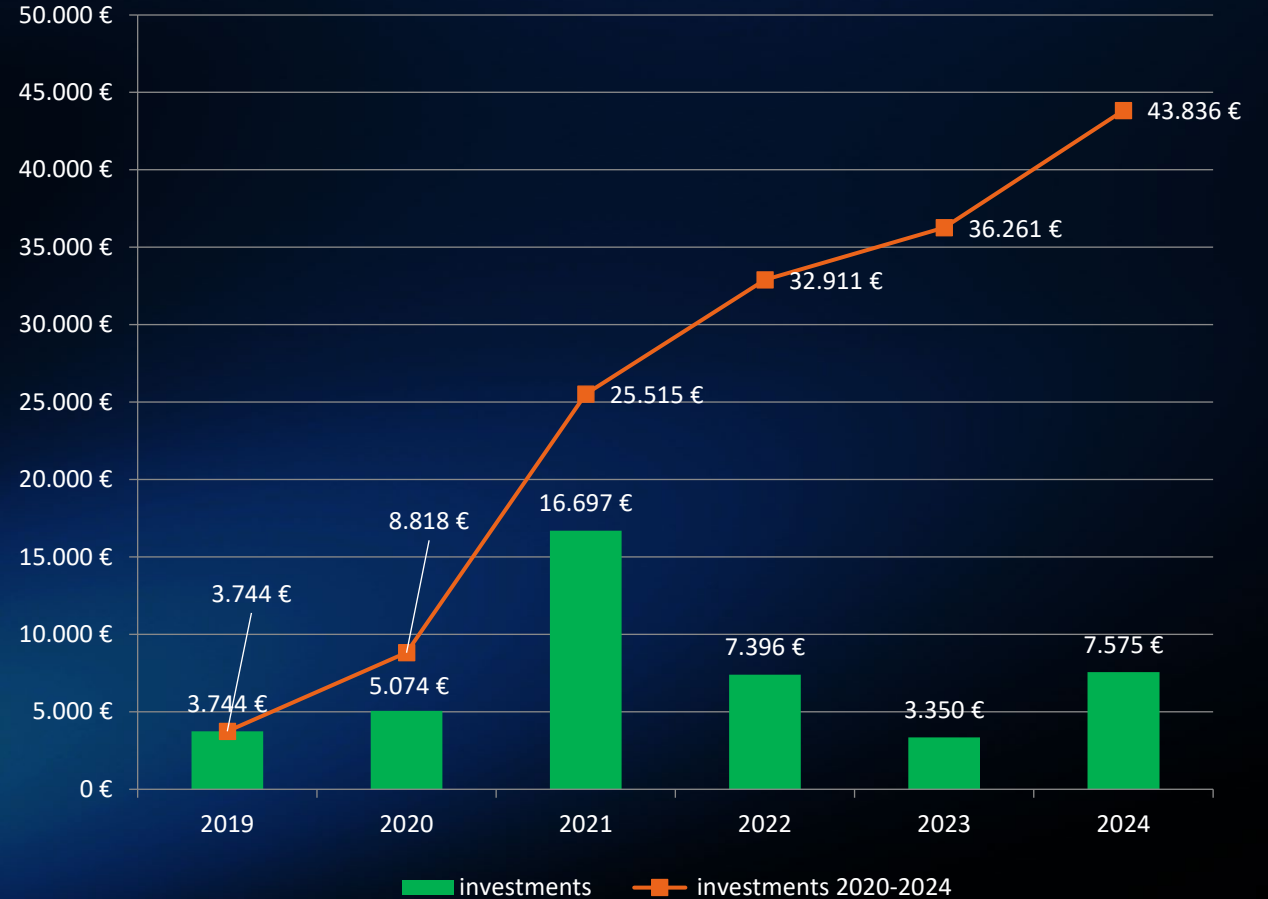
	Group			Company		
	01.01 - 31.12. 2024	01.01 - 31.12. 2023	CHANGE %	01.01 - 31.12. 2024	01.01 - 31.12. 2023	CHANGE %
Revenue	155.171	148.078	4,8%	134.173	123.603	8,6%
Gross profit	29.565	30.873	-4,2%	24.607	23.675	3,9%
Gross profit margin	19%	21%	-8,6%	18,3%	19,2%	-4,3%
EBITDA	18.192	17.480	4,1%	13.680	12.049	13,5%
EBIT	10.585	11.281	-6,2%	9.613	8.501	13,1%
EBT	2.159	7.413	-70,9%	3.012	4.603	-34,6%
EAT	1.848	4.804	-61,5%	2.738	3.163	-13,4%

Debt Ratio & Investments 2019 – 2024 (company)

Debt Ratio



Investments



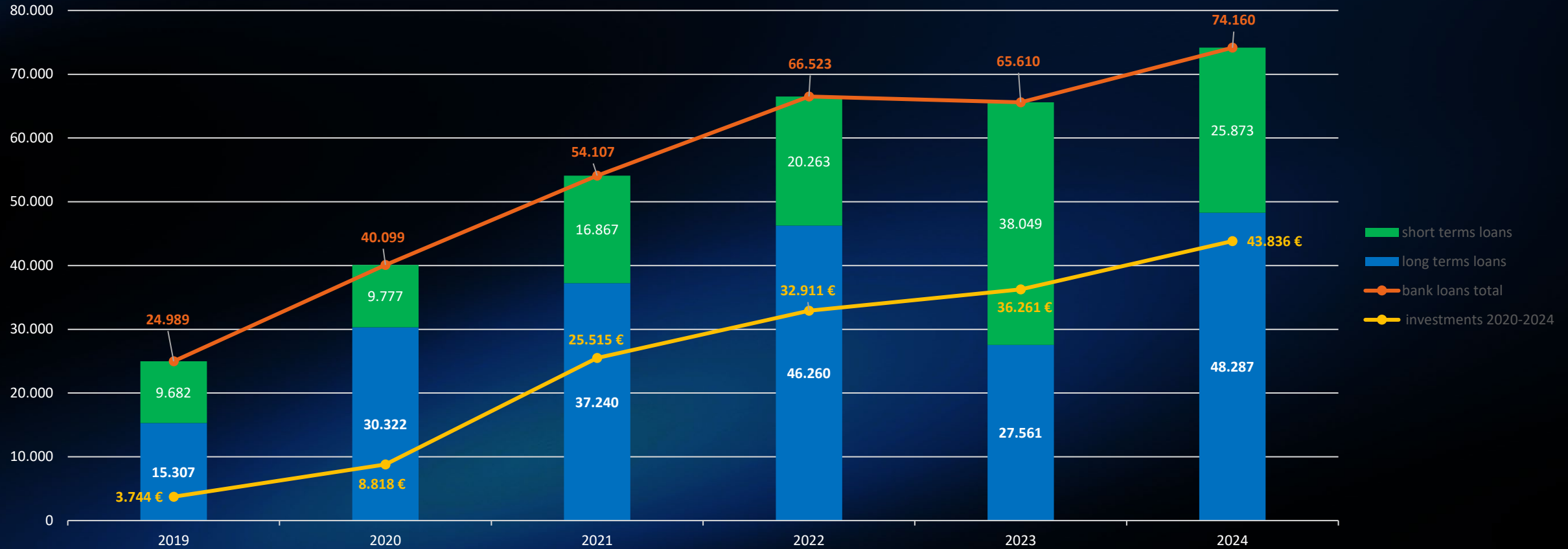
* Numbers in Thousand €

Loans vs Investments 2019-2024 (company)

Loans 2019 - 2024 increase 50 mil

Investments 2019 - 2024 44 mil

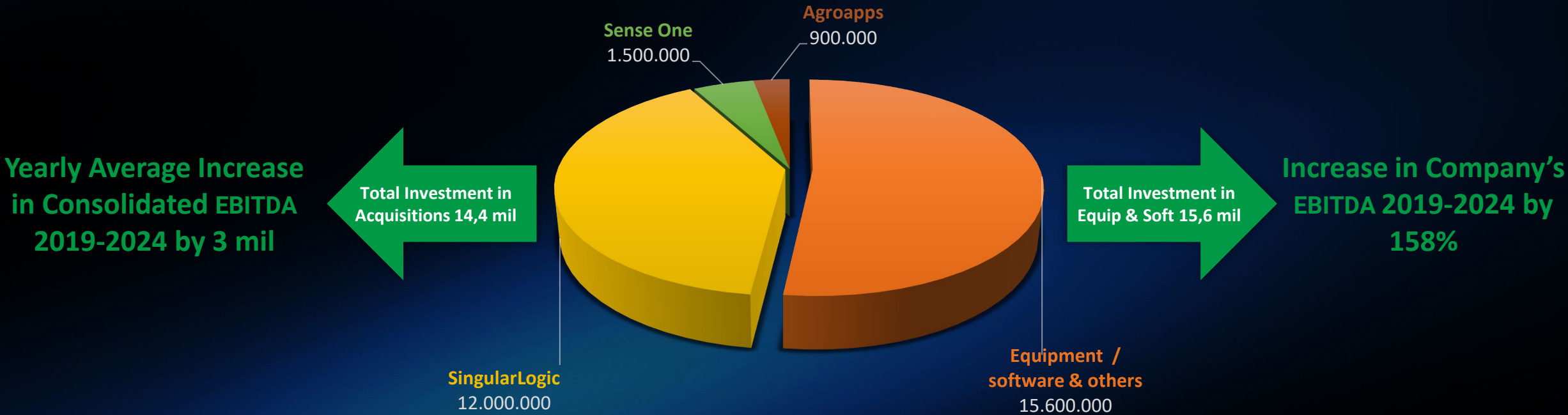
Long terms loans 31/12/2024 48 mil



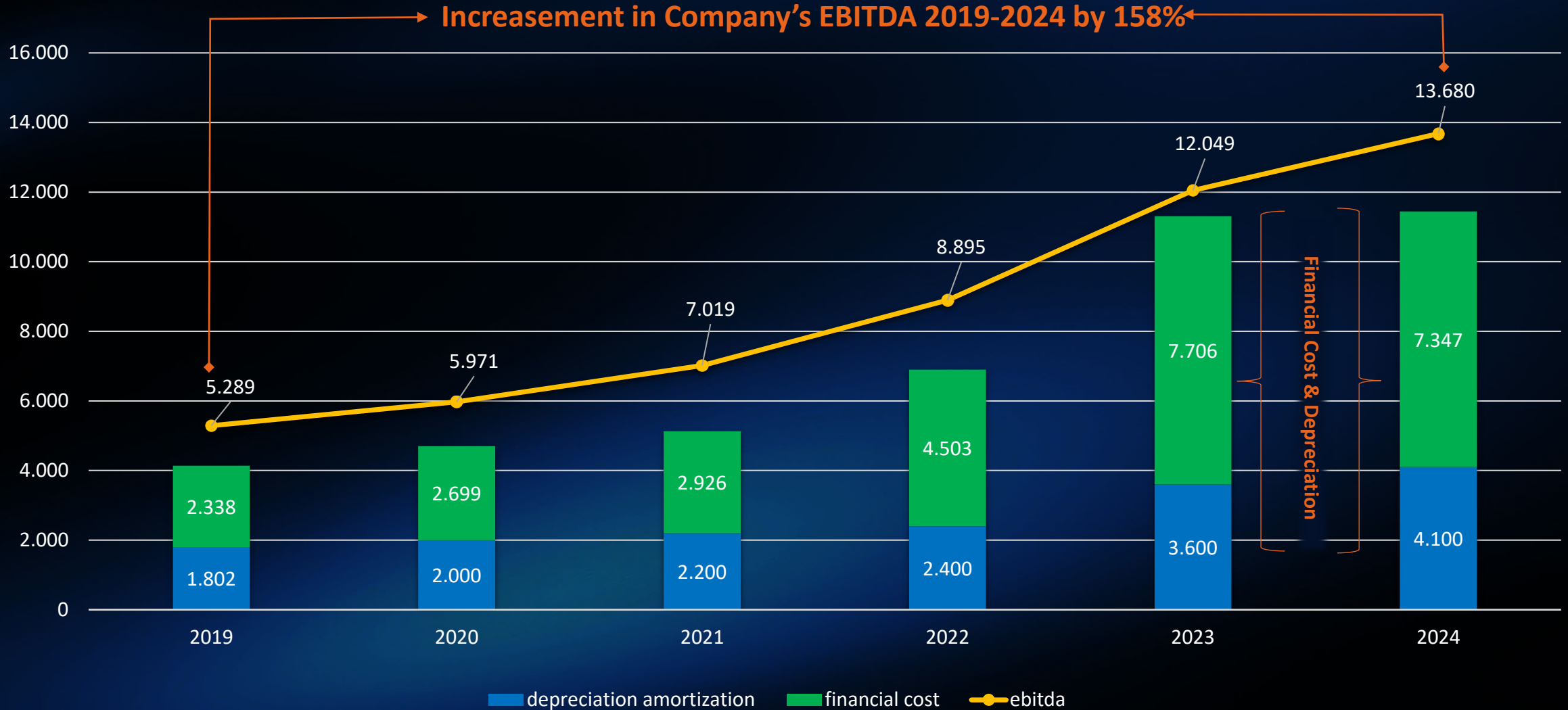
* Numbers in Thousand €

Return on Investments 2019 – 2024 (company)

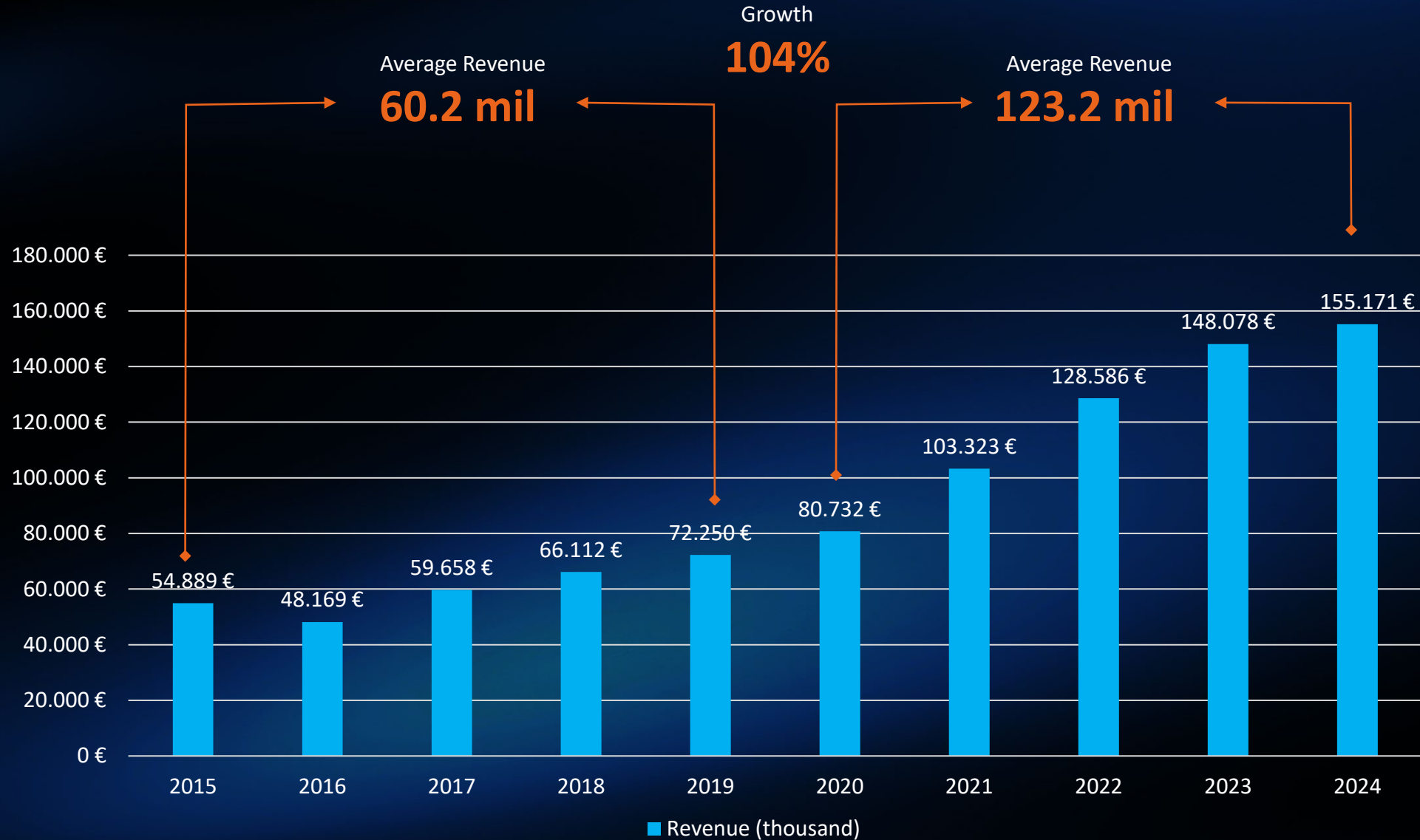
Undepreciated Value of Investments 2019-2024 reached 30 mil (31/12/2024)



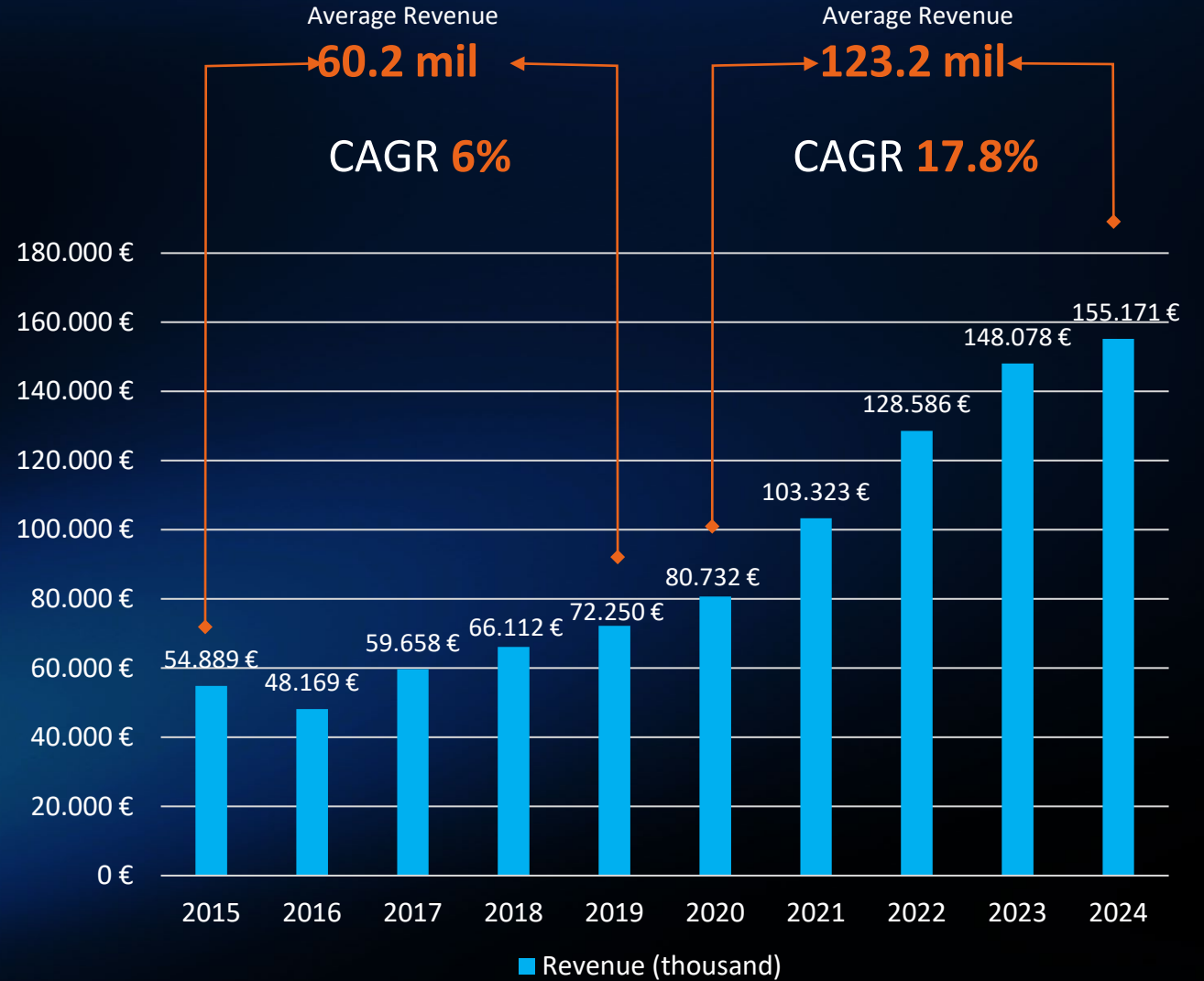
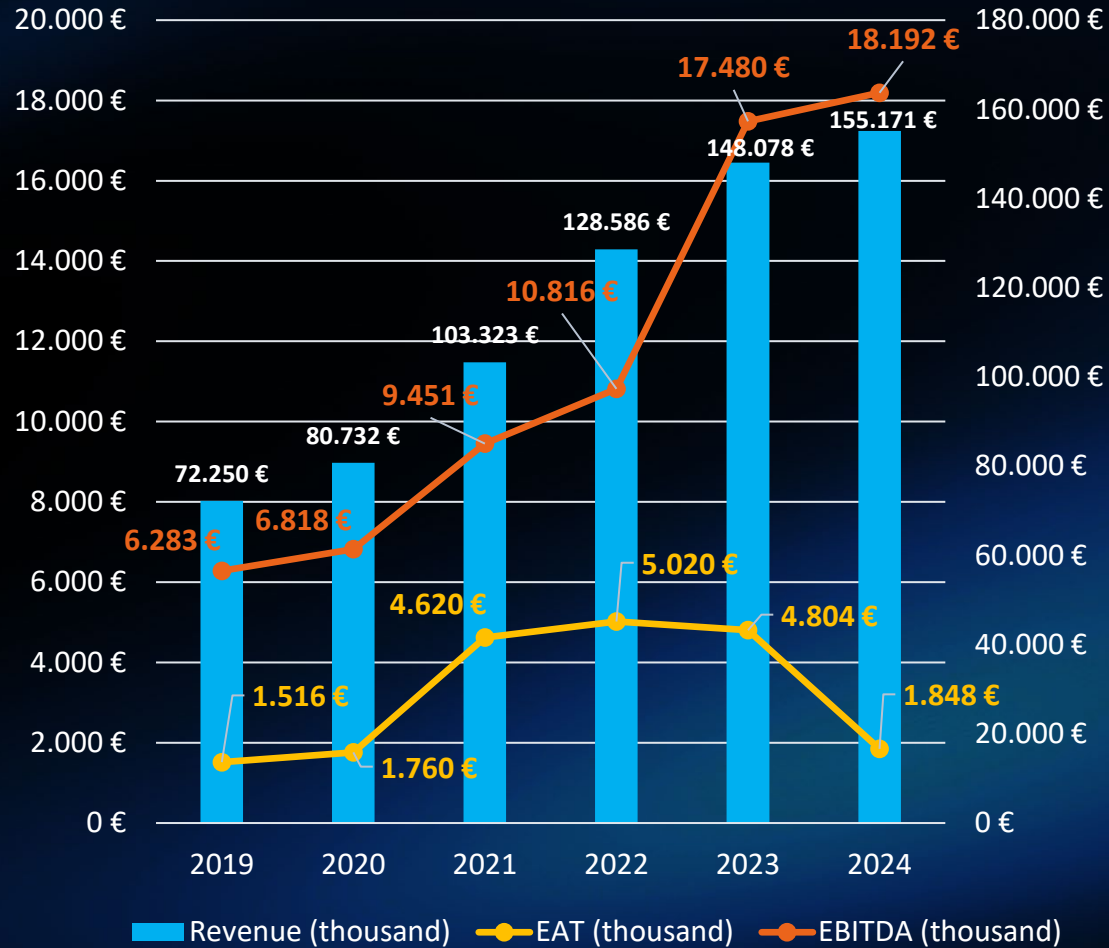
EBITDA vs Financial cost & Depreciation (company)



Group Revenue 2015 - 2024



Group Revenue - EBITDA - EAT 2019-2024





MILESTONES & GROUP STRATEGY

Group Strategy 2020-2024 & Way Ahead

2020 - 2024

2025 - 2027



**Strategic
Actions & Facts**

- Carry Heavy Investments
- Increase market share
- Improve cross-selling and upselling to existing customer base
- High working capital
- High financial cost
- High depreciation & amortization



**Transformation
Phase I**

- Revenue increase
- Higher operating results
- Lower level of earnings
- Increase in loans
- Increase Group's leverage



**Transformation
Phase II**

- Achieve Revenue growth
- Significant operating results
- Increase in earnings
- Decrease in loans
- Lower financial cost
- Decrease Group's leverage



2024 At Glance

- New contracts from private and public sectors
- Synergies at group level
- Sales backlog for 2025
- Implementation of complex, large scale projects for high end organisations
- Telecommunications service footprint expansion
- R&D project funding increase from EU, ESA and European Defense Funds
- Successful completion of European election project



- Delays in implementation and payments of public sector projects
- Significant Financial cost
- Increased average personell cost
- High turnover rates that increase recruitment and training costs



Significant Projects in Progress

Hellenic Electricity Distribution Network Operator (DEDHHE)

- Implementation, operation and maintenance of MPLS telecom network
- Implementation of OT network for renewable energy plants

Public Power Corporation (DEI) - FiberGrid

- Core MPLS Network
- Next Generation firewalls

Independent Power Transmission Operator (ADMIE)

- Implementation of DWDM network

Infosociety S.A.

- National Telemedicine network
- SYZEFXIS II - Security/ Telephony/ Videoconference/ Cabling infrastructure
- Meteorological and Hydrological Stations National System
- New meteorological radar network
- Videoconference services for courts and detention centers
- G- Cloud, governmental cloud infrastructure

Ministry of Civil Protection

- Implementation of Entry Exit System (EES)

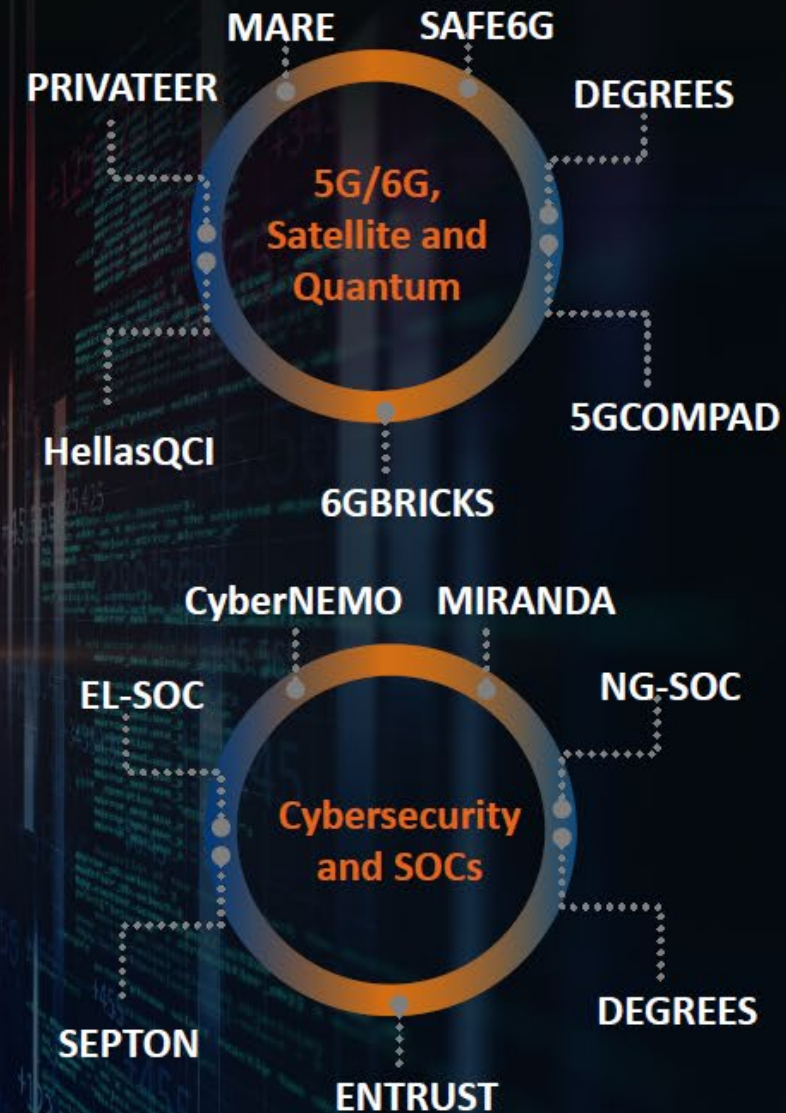
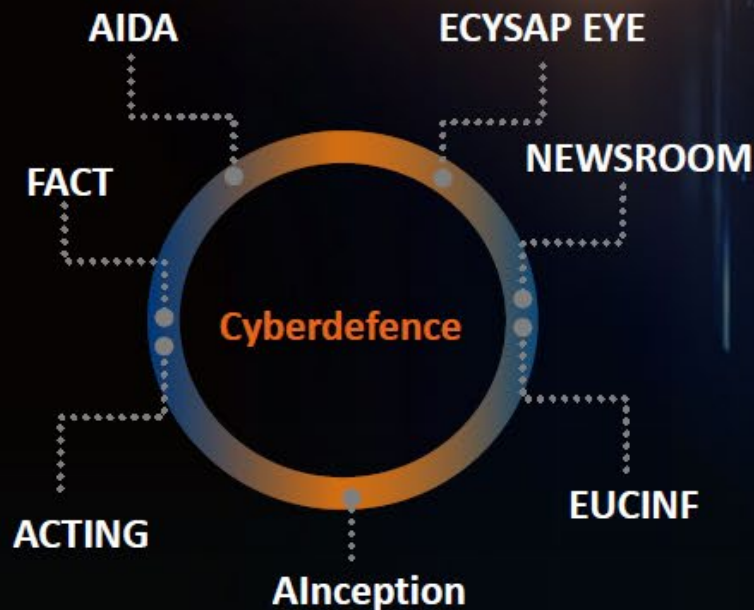
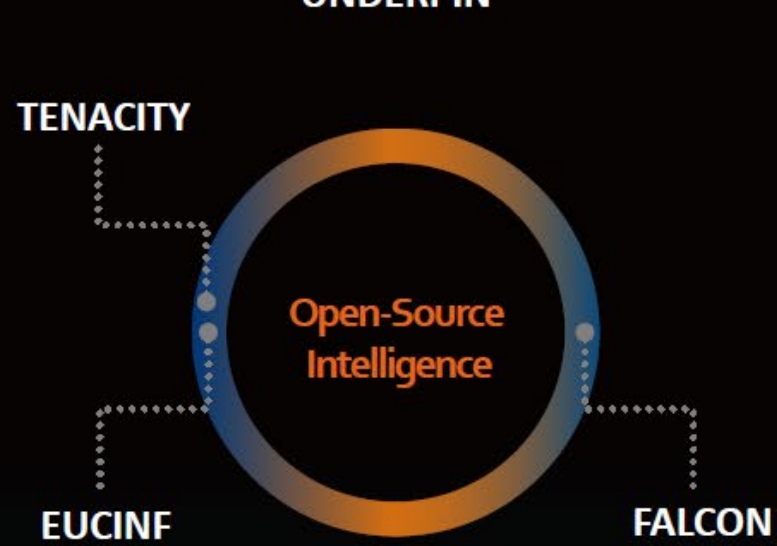
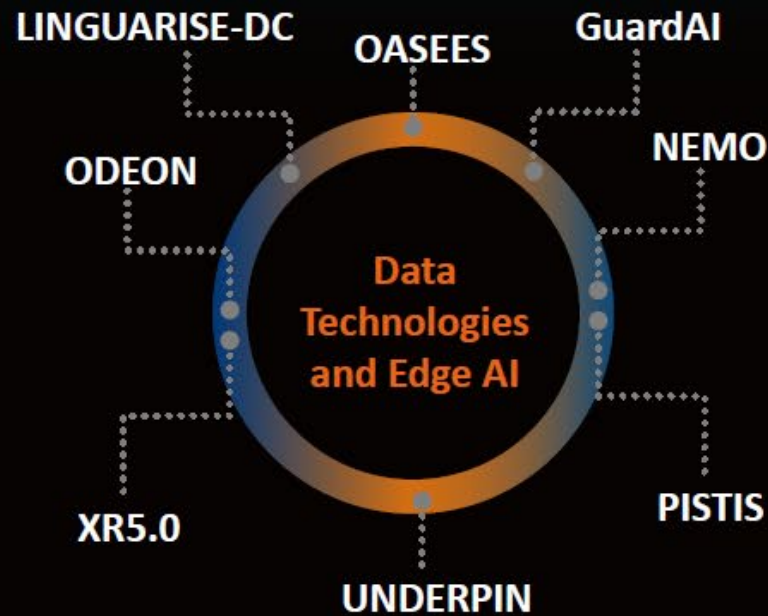
Ministry of Foreign Affairs

- Upgrade of telecommunication infrastructure
- Development of National European Travel Information and Authorization System (ETIAS)

High End Private Sector Customers including Global Multinational Telecom Operators

- Technical Support, Maintenance and Telecommunications Services Agreements

R&D Projects per Domain



TRANSFORMATION PHASE II - ACTION PLAN 2025-2027

Targets

- EBITDA increase
- Group profitability increase
- More focus on services & recurring business
- Commercialise group R&D products
- Generate new revenue streams

Opportunities

- New EU funds
- Energy sector digitization
- Cyber security projects
- Defense sector opportunities
- International Expansion & strategic collaborations

Challenges

- Competition from new players
- Public sector projects implementation risks
- Lack of skilled personnel
- Financial Cost
- Geopolitical risks

| Long Term Strategic Goals

- Maintain Market Leadership
- Value-Added Solutions
- Profitability Growth
- Innovative Products & Services
- New Revenue Streams
- Global Expansion





STOCK DETAILS

Financial Indicators

Consolidated Financial Statements										
Financial Indicators change		2016	2017	2018	2019	2020	2021	2022	2023	2024
Turnover	%	-12,2%	23,9%	10,8%	9,3%	11,7%	28,0%	24,5%	22,7%	4,8%
Gross Profit	%	0,1%	8,3%	12,2%	0,0%	3,4%	25,0%	10,1%	42,4%	-4,2%
EBITDA	%	-1,2%	12,2%	22,8%	5,8%	8,5%	37,8%	14,4%	66,3%	4,1%
EBT	%	86,1%	17,9%	26,0%	3,4%	1,7%	131,3%	10,6%	36,2%	-71,0%
EAT	%	12,8%	23,8%	9,3%	24,5%	16,1%	157,9%	8,7%	-4,3%	-61,7%
ROE	%	6,5%	7,6%	8,0%	9,3%	9,8%	19,0%	16,4%	17,0%	6,0%
ROA	%	2,0%	2,3%	2,2%	2,2%	1,8%	3,2%	2,9%	2,8%	1,0%

Investment Indicators

	2016	2017	2018	2019	2020	2021	2022	2023	2024
p/e	6	12	27	27	16,5	13,1	11,1	9,4	24,1
p/ebitda	1,3	2,8	5,6	5,6	4,3	5,4	4,8	2,6	2,45
p/sales	0,1	0,2	0,5	0,5	0,4	0,5	0,4	0,3	0,3
p/bv	0,4	0,9	2,2	2,2	1,6	2,1	1,7	1,6	1,45
ev/ebitda	3,3	4,9	7	7	5,6	8,9	8,6	5,3	5,7
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	6.456.530
share price	0,88	2,08	5,15	4	4,5	7,82	8,03	6,96	6,9
market capitalisation	5.681.746	13.429.582	33.251.130	25.826.120	29.054.385	50.490.065	51.845.936	44.937.449	44.550.057

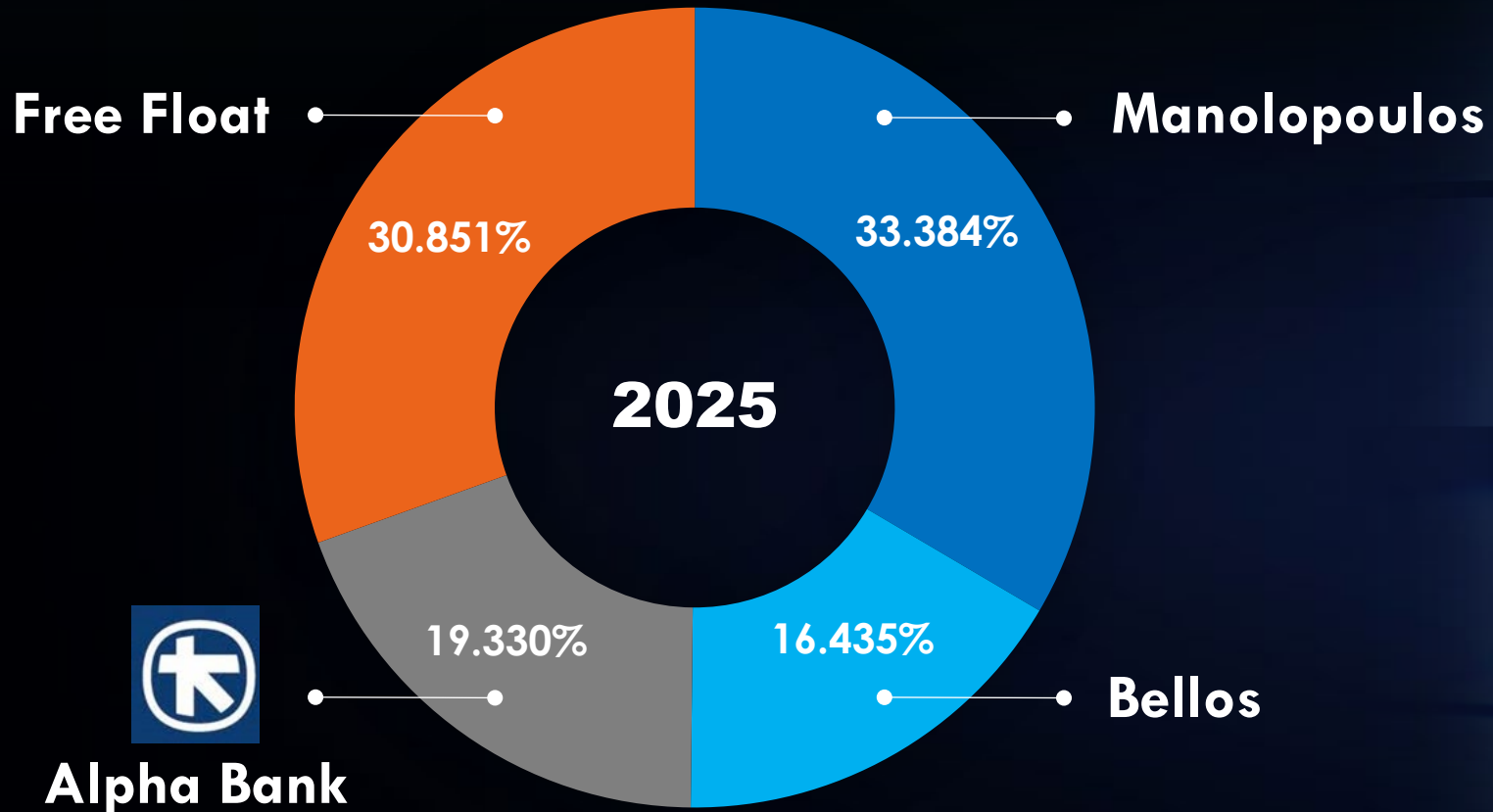
Space Hellas Stock Chart 2001 - 2025



SPACE GA MONTHLY GRAPH (2001 – 15/05/2025)

- 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 € 6,10 (14/05/2025)
- Market Capitalization €39.384.833 (14/05/2025)
- Indices : ATHEX_ESG, FTSE TT, FTSEA
- Higher price 52 weeks € 8,48
- Lower Price 52 weeks € 5,52

Shareholders' Structure



Alpha Bank

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



Empowering

Your Digital Transformation Journey

Thank you for your attention



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