AN INTERNATIONAL INVESTMENT GROUP
The Olympia Group of Companies, founded by Panos Germanos, is now an International Investment Group with a strong presence, through 6 companies, in 9 countries.

Olympia Group of Companies, was founded in 1980 by the entrepreneur Panos Germanos. Today it has evolved to an International Investment Group continuing to grow dynamically in the highly competitive markets in which it operates, striving for business excellence.

Driven by the pursuit of business excellence at all times, Olympia Group continues to grow dynamically in a highly competitive international environment and in all markets with a presence, maintaining its fundamental principles of dedication, creativity and belief in its corporate philosophy.

The six companies of the Olympia Group are key players in various business sectors. These include Telecoms, Industrial, Retail, Distribution, Software, Shipping.

With over 20 years of strong presence and dynamic expansion in international markets, Olympia Group creates capital gains in the international business scene. Through its exports and its own physical presence abroad, the Group contributes decisively to the growth and well-being of the local communities in which it is present.
**WE BELIEVE IN TOMORROW**

Olympia is an International Investment Group with a presence in 9 countries. Consistently successful in doing business since 1980, the Olympia Group has business philosophy in its DNA and has laid the foundations for an even better tomorrow. This is its legacy for the generations to come.

- In the Olympia Group we believe in and support sound entrepreneurship. Our vision is to create value for our Group’s companies and the communities in which we are active and present.

- We promote entrepreneurial autonomy and support the initiatives of each of our Business Units with the aim of maximising performance. In this context, we apply the Macromanagement model in all areas of our business activities.

- We research and analyse business opportunities based on modern, technocratic and meritocratic criteria.

- We create value both for our shareholders and the local communities where we do business.

- Our corporate footprint represents a significant social contribution to the communities in which our Group operates.

**PHILOSOPHY & MISSION**
Investments Focus on the Sectors where the Group has Accumulated Expertise

Operational Diversification-Sectors

- Telecoms
- Industrial
- Retail
- Distribution
- Software
- Real Estate
Entry into the Uzbek mobile communications sector through the acquisition of Daewoo UNITEL.

Acquisition of a 24.7% stake in Hellenic Duty Free Stores (Germanos SA) to Polli Follie SA with a € 202M transaction value.

Sale of GERMANOS SA to Cosmote with a €1.5B transaction value.

Establishment of OLYMPIA SA (Holding Company) and entrance of the brand GERMANOS SA in South and Eastern Europe and use of the franchising model for rapid expansion of the retail network.

Acquisition of Industrial SUNLIGHT Complex.

Establishment of OLYMPIA SA (Holding Company) and creation of Public, a Top Retail Company on Technology & Entertainment in Greece & Cyprus. Westnet is established, a technology distribution company.

Sale of UNITEL (Uzbekistan) to VIMPELCOM Communications with a € 200M transaction value.

Sale of 24.7% Stake in Hellenic Duty Free Stores (Germanos SA) to Polli Follie SA with a € 202M transaction value.

Sale of GERMANOS SA to Cosmote with a €1.5B transaction value.

Establishment of OLYMPIA SA (Holding Company) and entrance of the brand GERMANOS SA in South and Eastern Europe and use of the franchising model for rapid expansion of the retail network.

First specialised battery retail store in Athens (GERMANOS SA).

IPO GERMANOS SA (Approx. € 207 million).

Entry into the Uzbek mobile communications sector through the acquisition of Daewoo UNITEL.

OLYMPIA acquires 24.3% stake in MTN Cyprus with a €22M transaction value.

OLYMPIA acquires 24.7% stake in MTN Cyprus with a €22M transaction value.

Play enters the Stock Market in Warsaw making the biggest-ever IPO (€1B) in the Polish market.

SYSTEMS SUNLIGHT issues a corporate bond on the Regulated Market of the Athens Stock Exchange raising €350M, while total demand amounted to €1.3B. This is the largest bond issued in the Greek market by an unlisted company.

Expansion into the Cyprus market for SoftOne Technologies SA and Westnet Distribution through establishment of subsidiaries.

Establishment of AASA Global, one of the most reliable companies in Central & Northern Europe in consumer loans.

Creation of Public, a Top Retail Company on Technology & Entertainment in Greece & Cyprus. Westnet is established, a technology distribution company.

Play enters the HY bonds market with an issuing of 1.3 billion euros.

Public is expanding to HY stores in Greece and 4 in Cyprus.

SYSTEMS SUNLIGHT acquires Proxisys, a Greek business software developing company and completes the acquisition of Unisoft College. Becoming the leader in the Greek market for business software.

Play enters the WIG20 blue-chip index on the Warsaw Stock Exchange.

SYSTEMS SUNLIGHT develops the first "smart" Lithium battery for EVs (electrical Industrial Vehicles) in the world, entering a new and promising market.

SoftOne Technologies acquires Prosisi, a Greek business software developing company and completes the acquisition of Unisoft, becoming the leader in the Greek market for business software.

Expansion into the Cyprus market for SoftOne Technologies SA and Westnet Distribution through establishment of subsidiaries.

Acquisition of METIS, which specializes in Electronic Engineering, Artificial Intelligence and Cloud Computing, for the needs of World Shipping.

Olympia Group and VNK Capital announce their participation in the share capital of Lamda Development SA based on an equity stake of 12.8% acquired via the joint investment vehicle Vasco Holdings.

SYSTEMS SUNLIGHT develops the first “smart” Lithium battery for EVs (Electrical Industrial Vehicles) in the world, entering a new and promising market.

Public becomes No1 telecoms company in Poland.

Systems Sunlight issues a corporate bond on the Regulated Market of the Athens Stock Exchange raising €350M, while total demand amounted to €1.3B. This is the largest bond issued in the Greek market by an unlisted company.

Play enters the HY bonds market with an issuing of 1.3 billion euros.

Public launches the 1st Marketplace in the Greek market.

SoftOne Technologies acquires Proxisys, a Greek business software developing company and completes the acquisition of Unisoft College. Becoming the leader in the Greek market for business software.

SYSTEMS SUNLIGHT acquires Proxisys, a Greek business software developing company and completes the acquisition of Unisoft College. Becoming the leader in the Greek market for business software.

Expansion into the Cyprus market for SoftOne Technologies SA and Westnet Distribution through establishment of subsidiaries.

Acquisition of METIS, which specializes in Electronic Engineering, Artificial Intelligence and Cloud Computing, for the needs of World Shipping.

Olympia Group and VNK Capital announce their participation in the share capital of Lamda Development SA based on an equity stake of 12.8% acquired via the joint investment vehicle Vasco Holdings.

SYSTEMS SUNLIGHT develops the first “smart” Lithium battery for EVs (Electrical Industrial Vehicles) in the world, entering a new and promising market.

Public becomes No1 telecoms company in Poland.

Systems Sunlight issues a corporate bond on the Regulated Market of the Athens Stock Exchange raising €350M, while total demand amounted to €1.3B. This is the largest bond issued in the Greek market by an unlisted company.

Play enters the HY bonds market with an issuing of 1.3 billion euros.

Public launches the 1st Marketplace in the Greek market.

SoftOne Technologies acquires Proxisys, a Greek business software developing company and completes the acquisition of Unisoft College. Becoming the leader in the Greek market for business software.

SYSTEMS SUNLIGHT acquires Proxisys, a Greek business software developing company and completes the acquisition of Unisoft College. Becoming the leader in the Greek market for business software.

Expansion into the Cyprus market for SoftOne Technologies SA and Westnet Distribution through establishment of subsidiaries.

Acquisition of METIS, which specializes in Electronic Engineering, Artificial Intelligence and Cloud Computing, for the needs of World Shipping.

Olympia Group and VNK Capital announce their participation in the share capital of Lamda Development SA based on an equity stake of 12.8% acquired via the joint investment vehicle Vasco Holdings.
<table>
<thead>
<tr>
<th>Company</th>
<th>IPO Details</th>
<th>Transaction Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>GERMANOS S.A.</td>
<td>IPO (€207M) 2000: ONE OF THE LARGEST IPOs IN GREECE</td>
<td>GERMANOS S.A. raised €207M</td>
</tr>
<tr>
<td>PLAY</td>
<td>IPO (€1B) 2017: ONE OF THE LARGEST IPOs IN POLAND</td>
<td>PLAY raised €1B</td>
</tr>
<tr>
<td>HELLENIC DUTY FREE SHOPS</td>
<td>HDFS</td>
<td>Transaction Value: € 202 million</td>
</tr>
</tbody>
</table>

In May 2006 GERMANOS S.A. sold to FOLLI FOLLIE Group its stake in HDFS. Folli Follie acquired control of the company (52%) and became one of the largest retailers in Greece and the CEE region at the time.
In October 2006 GERMANOS S.A. was sold to OTE Group – the leading mobile Operator in Greece and the Balkans

- 1.150 stores in 7 countries
- Cosmote acquired the retail network and sales expertise in the countries where it was also present as an operator
- Germanos was considered as the main tool for the sales growth of Cosmote in its key markets

Germanos Group sold the company to Russian Vimpelcom (Beeline) in January 2006 for $200mil

- Uzbekistan telco market
- Germanos Group acquired 93% in the 2nd Operator “Unitel” in Dec ’04 for $73.5mil
- Germanos Group managed the operator growth for one year

• Entry in 2000 as a joint venture between:
  - CTC – the largest trading Group in Cyprus
  - Olympia Group
• In 2007 Olympia Group and CTC contribute retail network to MTN CY and acquire 49% stake through a partnership structure.
• In 2013 Olympia sold its stake in MTN CY to MTN Group.

Transaction Value: € 1.5 billion
Transaction Value: € 200 million
Transaction Value: € 22 million
With dynamic management, successful development of corporate partnerships and 8,500 employees, creating more than 11,000 direct and indirect jobs in Greece and internationally, Olympia Group is one of the dominant Greek multinational corporate groups. Through its activities in Greece and abroad, the Group has created a broad corporate ecosystem in critical sectors of business activity.

**OUR BUSINESS SPECTRUM**

**PLAY**

PLAY is considered one of the largest mobile operators in Poland with the fastest growth rates in the largest economy of Eastern Europe.

**Westnet**

Westnet operates in the IT and high-tech product distribution, dynamically growing its presence in the Greek and Cypriot market.

**SoftOne Technologies SA**

is a market leader in the development of business software products and services in Greece and Southeast Europe.

**SUNLIGHT SYSTEMS**

is among the world’s top producers of energy storage systems. With its state-of-the-art production plant in Neo Olivo in Xanthi as its driving force, the company develops a strong export orientation that already accounts for 93% of its production to more than 100 countries around the world.

**SUNLIGHT RECYCLING**

constitutes the first integrated lead battery recycling initiative in Greece and the most advanced plant in Europe from a technological and environmental perspective.

**LAMDA Development SA**

Participation, through the joint venture Voxcove Holdings, with a 12,8% in the share capital of LAMDA, a leader in the Greek real estate market.

**THE ASSEMBLY LINE IN VERONA, ITALY**

further strengthens the presence of the Sunlight Group on the markets of Western and Northern Europe.

**In the retail sector we operate the largest chain of entertainment department stores in the Greek market with 55 stores and 2 online shops in Greece and Cyprus respectively.**

**At the same time, its recycling branch, SUNLIGHT RECYCLING, constitutes the first integrated lead battery recycling initiative in Greece and the most advanced plant in Europe from a technological and environmental perspective.**
Public was founded within 2005, introducing a unique concept into Greece and Cyprus. Within a few years, the Public stores have succeeded in building a trusting relationship with Greek and Cypriot consumers, becoming a favourite brand.

The first Public store opened in Pylaia, Thessaloniki, and employed a staff of 50. Today, the chain has 55 stores in Greece and Cyprus, and two online stores (www.public.gr and www.public-cyprus.com.cy, respectively), with a total of 1,700 employees.

Every year, Public welcomes more than 79.7 million visitors: some 29.2 million to its network of physical stores and over 50.5 million to its e-commerce channels, serving consumers through its multi-channel system. Via its e-commerce channels alone, it manages over 1,260,000 online orders, and its call centre takes over 115,000 orders. The chain responds annually to over 240,000 questions from over 1 million followers on social media.

Public is continuing to innovate through the creation of the first Greek Marketplace, which is changing the game on Greece's e-commerce map. Through an €1 million investment in the top global platform Marketplace, it is transforming public.gr, the ultimate e-commerce destination, into a huge online mall hosting small and large Greek shops.

At Public, the choices are endless. With a range of products numbering at least 1,156,000 – and being constantly updated – the Public stores offer a vast selection and price range of smart phones, PCs and peripherals, televisions, wearables, home and gaming products, audio products, books, games and children's products, music, movies, school products, baby products, graphics supplies, and more.

The warm and modern spaces of the Public stores invite visitors to discover the variety of products and encourage them to a first-hand experience. Specifically, the visitor can enjoy a live test of technological devices, leaf through books, play in the interactive gaming zones, watch free events and purchase tickets to the most important shows in the city.

With the aim of being a reference point in the local communities where they are active, the Public stores hold over 1,000 free educational events and seminars throughout Greece. Among other events, the Public stores hold book presentations every month, inviting major Greek and foreign writers, distinguished scientists, academics and critics to speak. They also host a variety of technology-related events, including exclusive product presentations, debates and seminars on the use of technology, on photography, youth entrepreneurship and the use of social media.
Westnet is active exclusively in the field of distribution of technological products in the Greek and Cypriot markets. Since its founding in October 2005, it has developed a strong presence in the distribution market, representing major multinational brands.

With the aim of providing high-quality solutions, Westnet’s excellent structured operations, coupled with its mutual trust relations with its partners, mark the company’s sustained dynamic growth in the technological-product distribution market.

Today, Westnet is among the top distribution companies in Greece and Cyprus, recognized for its competitive products and value-added services, as well as for the excellent service it provides to its customer base through all distribution channels.

Through international partnerships which bring to Greece the most advanced products in the fields of Computing, Mobility, Televisions, Cameras, Accessories and Gaming, and with a flexible structure that ensures reliability, Westnet has become a strategic partner for both customers and suppliers.

Westnet offers an integrated package of solutions which includes distribution and representation of technological products of top companies in the global market, such as Asus, Canon, Corsair, Hitachi, HP, HPE, Huawei, Kodak, Lenovo, LG, Logitech, Microsoft, Philips, Polaroid, Samsung, Sharp, Toshiba, TP-Link, Trust. At the same time, by monitoring international trends, it constantly expands its portfolio into new categories of products, with the aim of providing value to its partners.

In 2017, Westnet was named the “Leading Technology Supplier” at the “Retail Business Awards”. This distinction was based on the criterion of high-quality traits which typify the entire customer/supplier relationship they attributed to Westnet through a survey conducted by the Athens University of Economics and Business, with the participation of Purchasing Managers of retail chains.

2017 was a milestone year for Westnet for an additional reason, as it marked the company’s expansion into the Cypriot market.

In 2018 Westnet expanded its range to include the categories of home appliances and consumer batteries.
SYSTEMS SUNLIGHT SA is in its fourth decade of dynamic growth, strengthening its activities in the Greek and international market. It has a global presence in the sector of integrated energy solutions and specialises in the development, production and marketing of batteries and energy storage systems for industrial and hi-tech applications.

The company maintains its production capacity through two units in Greece, and via a purely international business trajectory it plays an important role in the international business environment: It has a strong presence through its subsidiaries in three countries including assembly lines in Verona, Italy and Bucharest, Romania, exporting 93% of its production to over 100 countries.

SYSTEMS SUNLIGHT is among the top producers of energy storage solutions globally, offering integrated solutions in extremely demanding sectors such as Industry, Supply Chain and Transportation, Telecommunications, Construction, Information Technology, Infrastructure Projects and Defence.

The communication message “Reliable Battery Solutions” encapsulates the company’s vision of being the most reliable partner and the number-one choice of clients in the battery sector, operating with integrity and imparting value throughout its business ecosystem.

SYSTEMS SUNLIGHT’s development centre is its state-of-the-art complex in Neo Olvio, Xanthi. The complex consists of the production plant, the logistics centre and the research centre where it develops its innovative products. The company’s specialised R&D department is staffed by highly trained Greek scientists, and, within the framework of exchange of know-how, it collaborates with other research centres around the world.

Putting the circular economy principle into practice, in 2015 SYSTEMS SUNLIGHT invested €31 million to create the SUNLIGHT Recycling plant in Komotini; the most modern lead battery recycling unit in Europe. The plant provides a large portion of lead raw material and has a recycling capacity of 25,000 tons of used batteries per year.

In 2019 Sunlight entered into the very promising market of lithium batteries for electrical Industrial Vehicles (eIVs). Li.ON FORCE, the new, revolutionary series of “smart batteries” represents a global innovation and combines the advantages of batteries featuring lithium technology with innovative applications of Industry 4.0 technology which pertain to the use of Internet of Things technologies in industry.

Sunlight Group creates value for the domestic economy, actively contributing to sustainable development and achieving high environmental performances while creating 5,900 direct and indirect jobs and helping to reduce currency outflow from the country by €40 million annually.
SoftOne Technologies SA is one of the most dynamic software vendors in Southeast Europe, focusing in the development, provision and support of ERP, CRM, Enterprise Mobility Solutions and innovative Cloud Services. Headquartered in Athens, Greece, SoftOne delivers both cloud and on-premise business solutions to midsize and large organizations, having earned numerous awards for market leadership and innovation.

SoftOne was one of the first business software vendors in Europe to offer its ERP as a cloud service and today it is the undisputed leader in the Greek market and a decisive player in the Southeast Europe with more than 3,500 Software as a Service installations. Soft1 solutions are powerful, integrated and simple, assisting organizations realize the full value proposition of the cloud and of enterprise mobility. The company’s product portfolio unifies business processes across any enterprise, using a single, integrated platform for Financial Management, Commercial Operations, Supply Chain Management, CRM, Production and Field Service Management. Soft1 applications and solutions are used by more than 18,000 enterprises and they are supported through a wide (>300), service-oriented Channel Partners Network.

In the past five years, SoftOne has demonstrated positive growth rates and impressive performance, which are reflected in its increased revenues and EBIT. The company has built an international profile, expanding its activities abroad. As a leader in the development of cloud-based solutions, SoftOne’s priority is to provide its customers with state-of-the-art integrated business solutions that stand out for their innovation, reliability and effectiveness.

In 2018, the company introduced Soft1 Series 5, an innovative platform that enables today’s businesses to embark on their digital transformation as it features next-generation technologies including that of intelligent process automation, machine learning and artificial intelligence.

Background

SoftOne SA was founded in 2002 by a team of business software experts who have played a leading role in shaping the IT field in Greece in recent years. The company has pursued activities abroad since going into operation. In 2013, it founded a subsidiary in Romania: SoftOne Open Enterprise Solutions SRL (www.softone.ro), and in 2017 it established subsidiaries in Cyprus (www.softone.com.cy) and Bulgaria (www.softone.bg) expanding further its cross-border activities.

In June 2016, the Olympia Group acquired 33.34% of the share capital of SoftOne, constituting the primary shareholder.

In February 2018, SoftOne Technologies enter the process of acquiring Unisoft SA, a prominent Greek software vendor. The acquisition was finalized in the first months of 2019. With the acquisition of Unisoft, SoftOne has significantly boost its aggregate market share, placing the company into a leading position in the Greek information technology market. In January 2019, SoftOne also acquired Prosvasis, a well-known accounting software vendor, completing a set of investment actions aligned with the company’s long-term growth strategy.

THE INNOVATOR
IN BUSINESS SOFTWARE

90% CUSTOMER REFERRAL RATE
85% TOTAL CUSTOMER SATISFACTION

DISTINCTIONS & AWARDS

Cloud Excellence
Mobility Platform
Soft1 360
Top Export Assistance Company
Top Services Company

2018*

SALES** €10M
EBITDA** €2M

**Financial data draft audited
The PLAY mobile telephony company has been active in the Polish market since 2007 and is currently the largest mobile telephony provider in Poland.

PLAY has the most state-of-the-art mobile telephony network in Poland and has maintained excellent growth rates in the largest market in Eastern Europe, with significant operating and financial results. With a network of 784 mobile telephony shops and an aggressive commercial policy, it did an exemplary job in competing with global giants and creating a very strong brand.

The company is distinguished for its excellent services, the very competitive packages it offers its customers, and the fact that the PLAY brand name is the number-one choice of Polish consumers. As a result, its market share reaches 28% and it has a client base of over 15 million subscribers.

2017 was a landmark year for PLAY, as it was listed on the Warsaw Stock Exchange, carrying out an Initial Public Offering (IPO) which was the largest ever of any private company in Poland and the largest in Europe since 2012.

Development and expansion of the network is a process spread over several years. In 2018 PLAY built as many as 1,257 transmitters, i.e. currently, according to the plan, it has over 7,000, and by the end of 2021 it will have 9,500 operating stations. This will make it possible to switch off domestic roaming and thus become independent from other operators.
Lamda Development SA based on an equity stake of 12.8% acquired via the joint investment vehicle Voxcove holdings.

The company is the leader in the Retail Real Estate sector in Greece with successful diversification in the office and residential sectors.

The company’s development portfolio includes: three commercial and leisure centers, The Mall Athens and Golden Hall in Athens and Mediterranean Cosmos in Thessaloniki (total GLA 147,000 sq.m.), office buildings, innovative residential complexes and Flisvos Marina in Faliro.

In November 2014, LAMDA Development group signed the contract with HRADF for the acquisition of the shares of the “Hellinikon SA”. The Investment will transform the plot of the former Hellinikon Airport into the largest privately funded investment ever in Greece.

**EBITDA**

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>EBITDA*</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>€79m</td>
<td>€48</td>
</tr>
</tbody>
</table>

*Before valuations*
AN INTERNATIONAL INVESTMENT GROUP
www.groupolympia.com