



**INTRACOM GROUP OF COMPANIES**

Ledger Number S.A. 13906/06/B/86/20

Legislation 2533/97, Article 90

**CONCISE CONSOLIDATED BALANCE SHEET**

**AS AT JUNE 30th 2002**

**12th FINANCIAL YEAR**

**FIRST SEMESTER  
( 01.01.2002 - 30.06.2002 )**

<b>ASSETS</b>	<b>As at 30/06/2002</b>	<b>As at 30/06/2001</b>
<b>B. INCORPORATION EXPENSES</b>		
General establishment expenses (Acquisition Cost)	28.011.074	21.974.888
Less: Accumulated Depreciation	11.957.839	9.091.005
<b>Net Book Value</b>	<b>16.053.234</b>	<b>12.883.883</b>
<b>C. FIXED ASSETS</b>		
I. ÉITANGIBLE ASSETS (Acquisition Cost)	238.322.591	209.665.403
Less: Accumulated Depreciation	70.088.120	71.136.678
<b>Net Book Value</b>	<b>168.234.471</b>	<b>138.528.726</b>
II. TANGIBLE ASSETS (Acquisition Cost )	326.660.837	274.941.840
Less: Accumulated Depreciation	125.300.765	106.868.141
<b>Net Book Value</b>	<b>201.360.072</b>	<b>168.073.699</b>
III. EQUITY PARTICIPATIONS AND OTHER LONG-TERM RECEIVABLES	<b>343.814.208</b>	<b>336.024.467</b>
<b>TOTAL FIXED ASSETS ( I + II + III )</b>	<b>713.408.750</b>	<b>642.626.892</b>
<b>D. CURRENT ASSETS</b>		
<b>I. INVENTORIES</b>		
Merchandise	18.031.457	28.461.385
Finished & semi-finished goods	87.526.015	44.299.310
Work in Progress	31.286.749	73.979.457
Raw materials etc.	120.412.458	146.963.225
<b>TOTAL INVENTORIES</b>	<b>257.256.679</b>	<b>293.703.378</b>
<b>II. RECEIVABLES</b>		
Trade debtors	410.203.430	304.886.040
Other debtors	33.863.998	41.731.287
Other receivables	4.637.631	14.470.571
<b>TOTAL RECEIVABLES</b>	<b>448.705.059</b>	<b>361.087.897</b>
<b>III. SECURITIES</b>		
Shares	<b>31.085.483</b>	<b>26.585.092</b>
<b>IV. BANK AND CASH</b>		
Cash reserves	2.182.443	1.783.184
Bank accounts	130.351.860	173.589.552
<b>TOTAL CURRENT ASSETS ( I + II + III + IV )</b>	<b>869.581.524</b>	<b>856.749.103</b>
<b>E. TRANSITORY DEBIT ACCOUNTS</b>		
Debit balance (Deferred income etc.)	<b>51.865.022</b>	<b>40.514.999</b>
<b>TOTAL ASSETS ( B + C + D + E )</b>	<b>1.650.908.530</b>	<b>1.552.774.877</b>
<b>CONTINGENT DEBIT ACCOUNTS</b>	<b>1.643.973.945</b>	<b>1.578.086.826</b>

<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>As at 30/06/2002</b>	<b>As at 30/06/2001</b>
<b>A. SHAREHOLDERS' EQUITY (SHARE CAPITAL &amp; RESERVES)</b>		
<b>I. SHARE CAPITAL</b>		
Paid up share capital	264.115.650	264.115.650
<b>II. RESERVES FROM SHARE PREMIUM</b>	270.937.600	270.937.600
<b>III. OTHER RESERVES</b>	170.387.929	104.191.448
<b>IV. RETAINED EARNINGS RESERVES</b>		
Profit carried forward	11.733.599	10.062.665
<b>V. MINORITY RIGHTS</b>	30.935.708	28.794.512
<b>VI. GOODWILL ARISING FROM CONSOLIDATION</b>	-14.832.196	-31.698.547
<b>TOTAL SHAREHOLDERS' EQUITY ( I + II + III + IV + V+VI )</b>	<b>733.278.291</b>	<b>646.403.329</b>
<b>A1. FIRST SEMESTER PERIOD PROFIT</b>	<b>52.004.449</b>	<b>67.428.901</b>
<b>B. PROVISIONS</b>		
General provisions	22.266.126	22.133.514
<b>C. LIABILITIES</b>		
<b>I. LONG-TERM LIABILITIES</b>		
Bank loans	294.553.807	219.794.553
Other long term liabilities	0	0
<b>TOTAL LONG-TERM LIABILITIES</b>	<b>294.553.807</b>	<b>219.794.553</b>
<b>II. CURRENT LIABILITIES</b>		
Suppliers	128.142.716	188.788.076
Short term bank loans	308.931.814	206.449.664
Long term bank loans payable within one year	912.290	110.800.070
Taxes payable & social security	31.147.105	29.255.255
Notes payable	3.901.617	3.257.890
Other liabilities	59.560.287	45.342.178
<b>TOTAL CURRENT LIABILITIES</b>	<b>532.595.830</b>	<b>583.893.133</b>
<b>TOTAL LIABILITIES ( I + II )</b>	<b>827.149.637</b>	<b>803.687.686</b>
<b>D. TRANSITORY CREDIT ACCOUNTS</b>		
Credit balance (accrued expenses etc.)	16.210.027	13.121.447
<b>SHAREHOLDERS' EQUITY &amp; TOTAL LIABILITIES ( A+A1+B+C+D )</b>	<b>1.650.908.530</b>	<b>1.552.774.877</b>
<b>CONTINGENT CREDIT ACCOUNTS</b>	<b>1.643.973.945</b>	<b>1.578.086.826</b>

<b>PROFIT and LOSS ACCOUNT</b>	<b>First Semester period 2002</b>		<b>First Semester period 2001</b>	
<b>OPERATING RESULTS</b>				
Sales		350.496.726		428.486.468
Less : Cost of goods sold		203.426.689		281.813.479
		<b>147.070.038</b>		<b>146.672.989</b>
Plus : Other operating income		1.053.202		1.143.284
	<b>TOTAL</b>	<b>148.123.240</b>		<b>147.816.273</b>
Less : Administrative & distribution expenses	50.935.885		42.856.794	
Research & development expenses	20.716.889		20.332.525	
Service expenses	2.641.652	74.294.426	2.499.642	65.688.961
		<b>73.828.814</b>		<b>82.127.311</b>
<b>SUBTOTAL FOR OPERATING PROFIT</b>				
Plus :				
Income from equity participations, securities, interest and other related sources	2.886.509		9.343.390	
Less:				
Interest & other related expenses	15.059.870	-12.173.361	17.930.198	-8.586.809
		<b>61.655.453</b>		<b>73.540.503</b>
<b>NET OPERATING PROFIT</b>				
Plus: Extraordinary & non-operating income	10.102.107		8.380.355	
Less: Extraordinary & non-operating expenses	15.879.236	-5.777.130	10.485.253	-2.104.898
		<b>55.878.323</b>		<b>71.435.605</b>
<b>NET OPERATING &amp; EXTRAORDINARY PROFIT</b>				
Less: Depreciation not included in operating cost	3.873.874		4.006.704	
		<b>52.004.449</b>		<b>67.428.901</b>
<b>PROFIT BEFORE TAX</b>				
Less: Minority shareholders proportion		1.654.030		2.317.599
		<b>50.350.419</b>		<b>65.111.302</b>
<b>PROFIT BEFORE TAX (Consolidated)</b>				

**NOTES:**

- The companies included in the consolidation are: a) using the method of total consolidation: INTRACOM S.A., INTRAMET S.A., DATABANK S.A., EUROCOM EXPERTISE S.A., INFOSPORT S.A., GALANIS SPORTS DATA S.A., DIALOGOS S.A., INTRACOM CYPRUS S.A., INTRACOM BULGARIA LTD., INTRAROM S.A., CONKLIN CORPORATION, INTRACOM GROUP USA, INTRACOM D.O.O., INTRASOFT JORDAN and the Groups of INTRACOM CONSTRUCTIONS S.A., INTRASOFT INTERNATIONAL S.A., FORNAX R.T. and BULFON S.A. b) using the Net Asset Value method: INSTANT LOTTERY S.A., INFORM PROCESSING SERVICES S.A., PC CONSULTING Inc., GANTEK BILGISAYAR, KEV AB. In the respective period of 2001 the following companies were not included in the consolidation: INTRACOM D.O.O., INTRASOFT JORDAN, KEV AB. The following companies were included: FTEROTOS ERMIS S.A., OROS SOLUTIONS S.A. and group UNIBRAIN.
- The number of personnel employed at Intracom Group of Companies at 30/06/2002 was 6,852.
- There are no mortgages and mortgage prenotations on the group's fixed assets.
- Investments on fixed assets during the period 01/01/2002 to 30/06/2002 totalled €22,3 mn.
- There are no litigation or other issues that can influence materially the Companies (included in the consolidation) assets and liabilities structure and their financial position.
- The account "Intangible fixed assets" includes the amount of € 130 mn, being the goodwill arising from the total consolidation of companies in Greece, € 42 mn from companies abroad € 88 mn from the merger with INTRASOFT. This goodwill will be depreciated in 20 years instead of 5 which is stipulated in the Law 2190/1920. The goodwill arising from the consolidation of companies in Greece and abroad using the Net Asset Value method is depicted in the account "goodwill arising from consolidation"
- In the account "first semester period profit" the amount € 1.654.030,34 is deducted and refers to minority rights.
- For comparability reasons, figures of INTRASOFT are included in figures for year 2001.

PEANIA, August 28th, 2001

CHAIRMAN  
OF THE BOARD OF DIRECTORS  
**S. P. KOKKALIS**  
ID. No B 695792/31/10.91

VICE CHAIRMAN  
OF THE BOARD OF DIRECTORS  
**K. G. DIMITRIADIS**  
ID. No I 208019/7.8.74

GENERAL  
FINANCIAL MANAGER  
**D. Ch. KLONIS**  
ID. No P 539675/6.11.95

DEPUTY  
GENERAL MANAGER  
**CH. K. HATOUPIIS**  
ID. No P 687572/27.06.95

# AUDITOR'S REPORT

## To the shareholders of "INTRACOM S.A. HELLENIC TELECOMMUNICATIONS AND ELECTRONICS INDUSTRY"

We have audited the accompanying Concise Consolidated Financial Statements of **"INTRACOM - GROUP OF COMPANIES"** for the financial period from 01/01/2002 to 30/06/2002. Our examination was made in accordance with the requirements of article 6 of the Presidential Decree 360/1985, as it was modified to article 90 of Codified Law 2533/1997 of the Companies' Act of Greece and in compliance with the auditing procedures that we have considered appropriate, based on the auditing standards and rules followed by the Greek Association of Certified Auditors. We observed no inaccuracies or omissions that affect materially the Group's assets and liabilities structure and its financial position, as well as the results of the mother company and its subsidiaries, which are included in the consolidation. We did not expand our examination to company which accounts for 2,4% and 3,6% of the consolidated total of assets and revenues respectively. Instead, we based our examination to the company's auditor's report. The consolidation includes companies based abroad, which are not audited, and they account for 3,3% and 6,1% of total assets and revenues respectively. Due to their minor effect in the consolidation, we did not proceed with their examination. From the above audit it is concluded that the valuation of the shares (in Greece and abroad), listed and non-listed, was made at their acquisition cost. If the valuation was based on the stipulations of Law 2190/1920 article 43 par. 6, the devaluation difference would have been €38,9 mn. In our opinion, the above Financial Statements are compatible with the stipulations of Law 2190/1920, and considering the aforementioned notes, they do not include any omissions or inaccuracies that influence materially the Group's assets and liabilities structure and the financial position of the companies that are included in the consolidation as at June 30th 2002, as well as the consolidated results from the operations for the period ended at that date, and they are compatible with the existing Generally Accepted Accounting Principles, the Accounting Principles and the legal requirements of the mother company, which are consistent with those applied during the previous year.

Athens, August 29th, 2002

**The Certified Auditors**

**S.O.L.**

**Sotirios Filos**

L.C./Association of Certified Auditors 12471

"S.O.L." S.A. CERTIFIED AUDITORS

**ERNST & YOUNG**

**Ioannis Fil. Christodoulidis**

L.C. /Association of Certified Auditors 12541

"ERNST & YOUNG HELLAS" CERTIFIED AUDITORS S.A.