



Corporate Presentation

Based on H1 2017 Financial Results

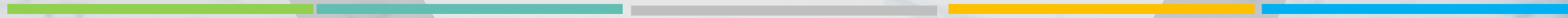


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01. QUEST GROUP OVERVIEW



Quest Group at a Glance (6M 2017)

192m
Revenues

More than
35 years successful
track record
(est. in 1981)

Value
creation track
record

Diversified business
operations applying active
management
principles

Active in IT Products, IT
Services, Courier/Post,
Financial Transactions,
Renewable Energy

1.538
Group
Workforce

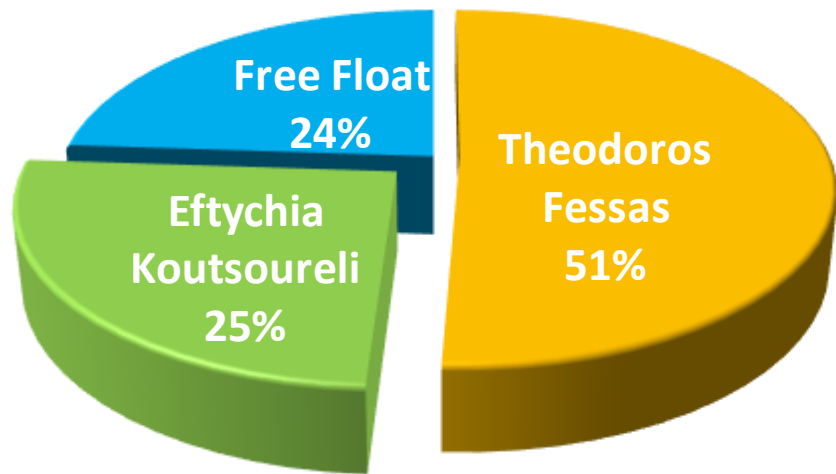
More than
10 Countries
International Presence

162m
Total Equity

Strategy Building Blocks



Share & Shareholders Structure (30/9/2017)



Total Capital Return to the Shareholders (2007-2016)
€ 53.080k

95m
Capitalization





02.

**FINANCIAL
PERFORMANCE**



Quest Group P&L (6months 2017)

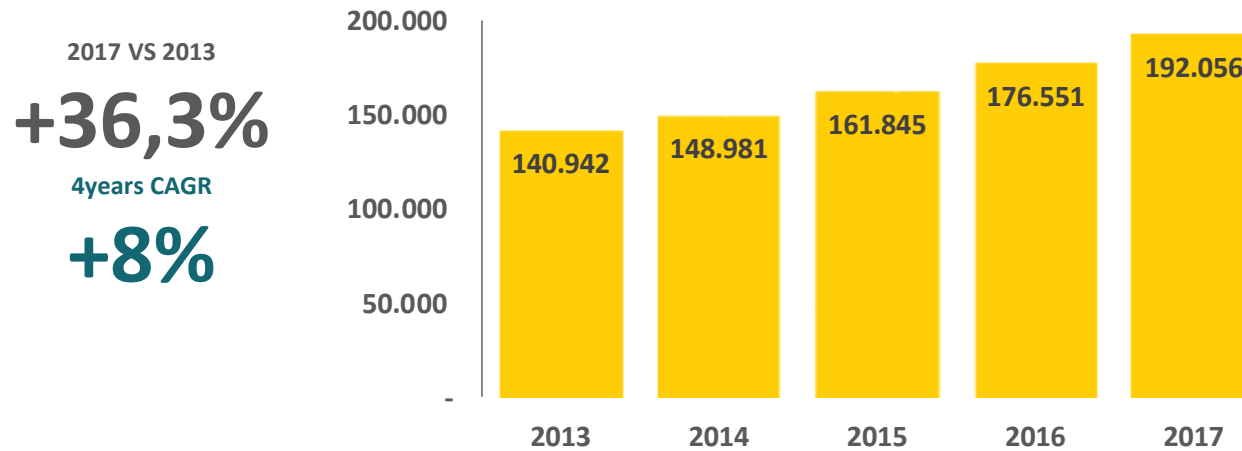
	6M 2017	%	6M 2016
Sales	192.056	8,8%	176.551
EBITDA	15.732	17,9%	13.339
<i>% EBITDA</i>	<i>8,19%</i>		<i>7,56%</i>
EBT	8.110	-2,1%	8.285
<i>% Adjusted EBT</i>	<i>4,22%</i>		<i>4,69%</i>
EAT	4.704	-15,6%	5.575
EAT & Minority interests	4.662	0,0%	4.664
<i>Depreciations & Amortizations</i>	<i>5.203</i>	3,3%	<i>5.036</i>
CAPEX	7.826	-14,3%	9.128

Amounts in ,000 €

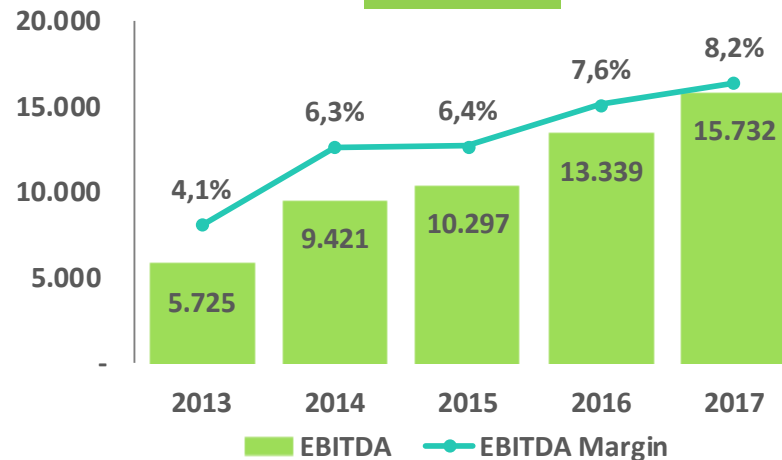
Quest Group P&L (6months 2017)

Amounts in ,000 €

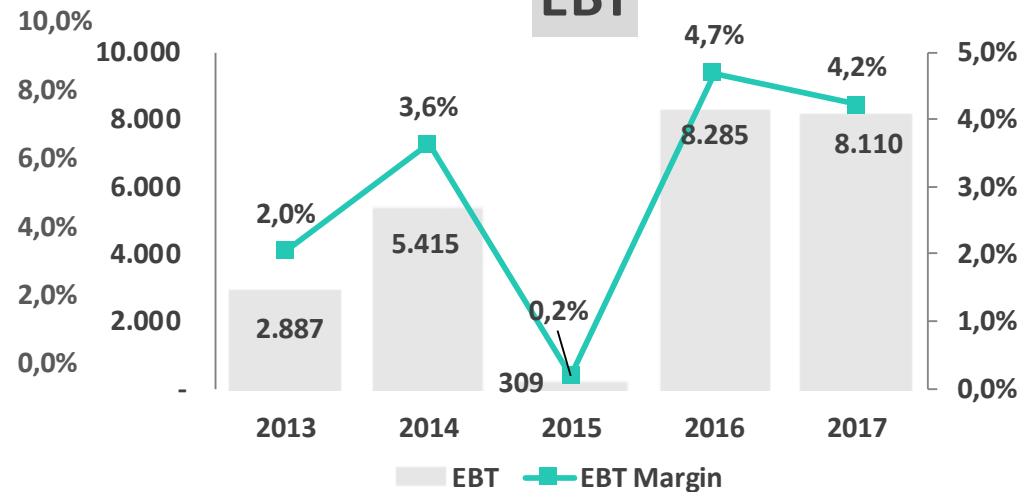
SALES



EBITDA



EBT



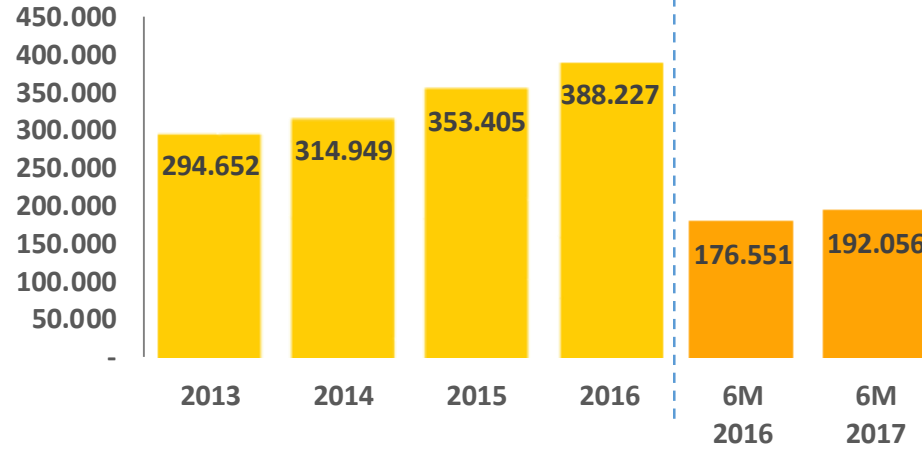
2017 VS 2013
+181%
4years CAGR
+29,4%

Quest Group P&L (full year)

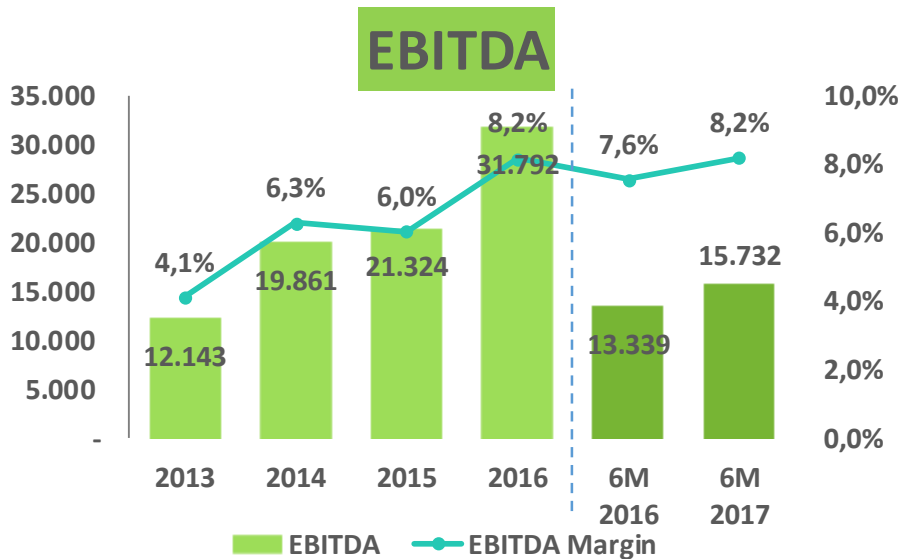
SALES

Amounts in ,000 €

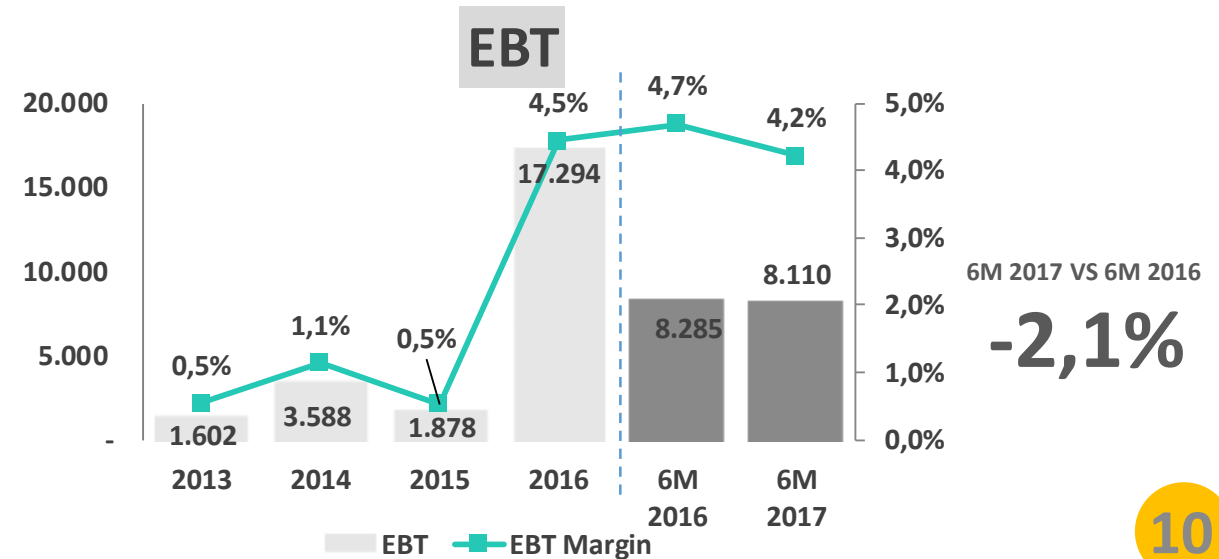
6M 2017 VS 6M 2016
+9%



6M 2017 VS 6M 2016
+18%

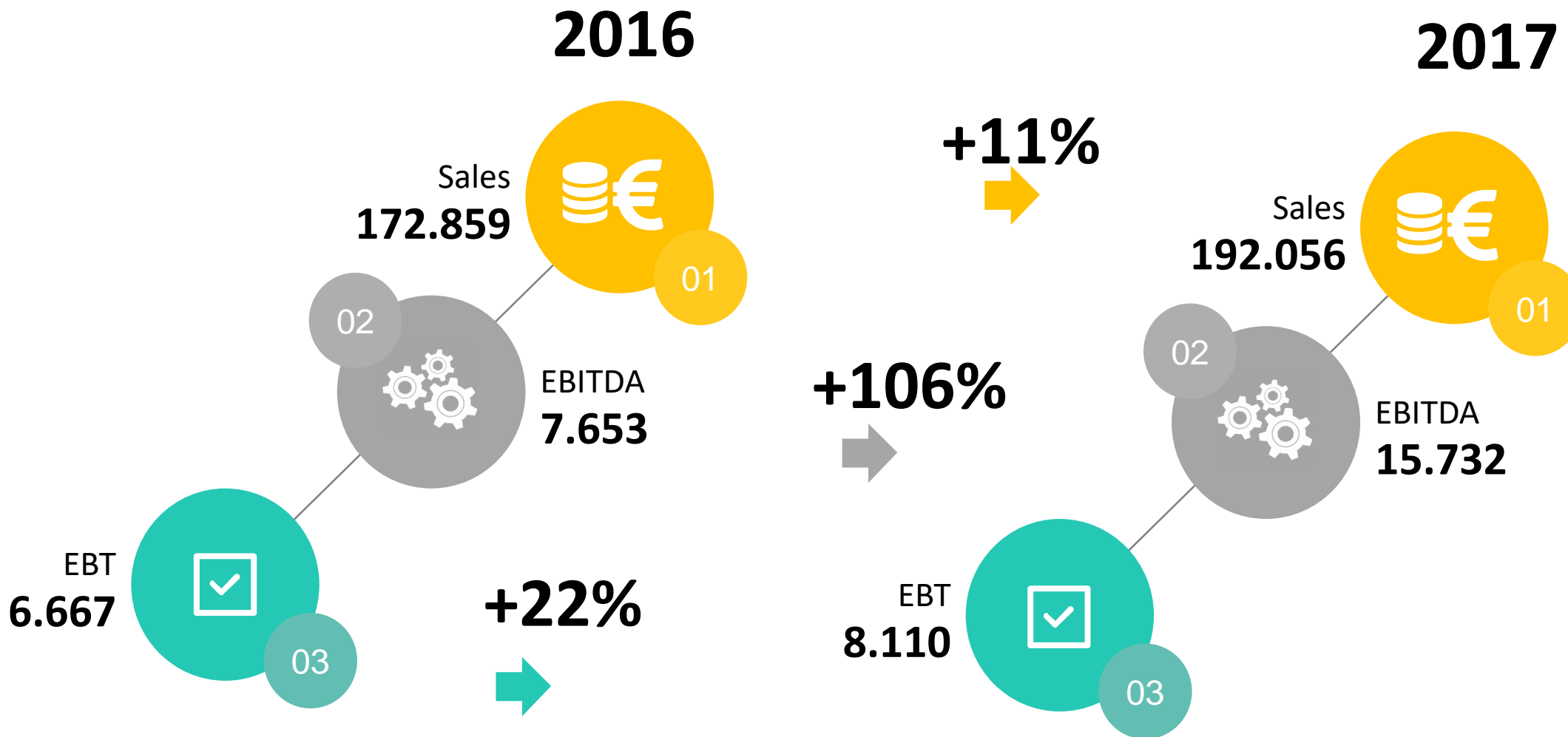


EBT



6M 2017 VS 6M 2016
-2,1%

Continuing operations (6months 2017)



Highlights (6M 2017)



Organic Profitability Growth



Turnaround of continued loss making activities (QoL & UNI TR.)



“Recovering” of 2016 Quest Energy results (Sales, EBITDA, EBT)



Continued to invest in Greece under distressed macro conditions

Significant Capex investments (€7,8m – Cardlink POS network >155k POS)
New Photovoltaic Park (2MW - investment €1,5m)



Financially Healthy Position Net Cash

Net cash Position / Positive Cash flow €20m
Capital Return to QE Minorities €8,4m

Quest Group Balance sheet (6M 2017)

Group Balance Sheet	6M 2017	2016
Tangible & intangible assets	67.861	63.040
Goodwill	25.878	25.537
Other	35.262	28.457
Non-current assets	129.002	117.034
Inventories	18.102	17.080
Trade & other receivables	98.087	106.941
Cash and cash equivalents	58.157	65.931
Held for sale financial assets	28.515	27.796
Other	16.144	3.480
Current assets	219.004	221.228
Total assets	348.006	338.263
Total equity	162.092	165.956
Borrowings-Long Term	19.439	23.236
Other	22.609	16.496
Non-current liabilities	42.048	39.732
Borrowings-Short Term	17.821	22.837
Trade & other payables	108.635	101.385
Other	17.409	8.351
Current liabilities	143.865	132.573
Total Liabilites & equity	348.006	338.263
Net cash/(debt)	20.897	19.858

348m
Total Assets

162m
Total Equity

21m Net
Cash/(Debt)

58m
Tangible
Assets

Quest Group Cash Flow(6M 2017)

Group Cash Flow	6M 2017	6M 2016
EBITDA	15.732	13.339
Depretiation/Amortizations	-4.224	-4.078
Financial cost/(income)	-1.784	-1.960
Capex(tangible assets)	-7.036	-8.573
FCF(ops)	6.912	2.806
<hr/>		
Receivables	8.847	-4.226
Inventories	-916	3.350
Income Tax paid	-1.196	-7
Debt-Banks	-10.277	-26.951
Capital Return	-8.559	-2.392
Other Liabilities (Trade & other payables)	7.099	27.675
Other	-9.489	-5.815
<hr/>		
<i>Operation</i>	26.241	37.815
<i>Investment</i>	-14.966	-13.719
<i>Financial</i>	-18.854	-29.656
<hr/>		
Total Change	-7.579	-5.560
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Cash & Equivalent at beginning of year	65.736	53.311
<hr/>		
Cash & Equivalent at end of year	58.157	47.751

H1 Post Balance Sheet Events

01

31st of July 2017 **BriQ Properties REIC carve out** and listing on the Main Market of the Athens Stock Exchange. (11.921.531 ordinary shares with nominal value of € 2,3 each)

02

Minority interests (45%) acquisition of **Quest Energy S.A.** with total consideration of € 2.400k

03

Capital decrease of Quest Holdings S.A. with cash return to the shareholders. (€ 0,34 per share / € 4.050k total)

Outlook

IT Products (Wholesale/ Retail)

- Focus on Retaining Profitability and Cost Optimization
- Significant Growth and profit Turnaround of Qonline (You.gr)
- Further Exploit Cooperation with Xiaomi / Expand Products line
- Focus to Expand Istorm retail network

IT Services

- Focus on Retaining – Improving Profitability
- Focus on Growth in EU Services division
- Lack of new Public Work projects – Focus on Cost Reduction in PW Division

Courier & Postal

- Focus on Retaining 2016 Profitability
- Growth in Courier from E-commerce / Improve market share in Post
- Invest in advanced Infrastructure (new automated sorting hub) to improve capacity and better explore future E-commerce Growth to be shifted in 2018-2019

Financial Transactions

- Significant Growth both in POS & Transactions
- Significant Investments NPOS – with no debt increase
- Focus on Profit(EBT) Turnaround & Reduce fin leverage

Other

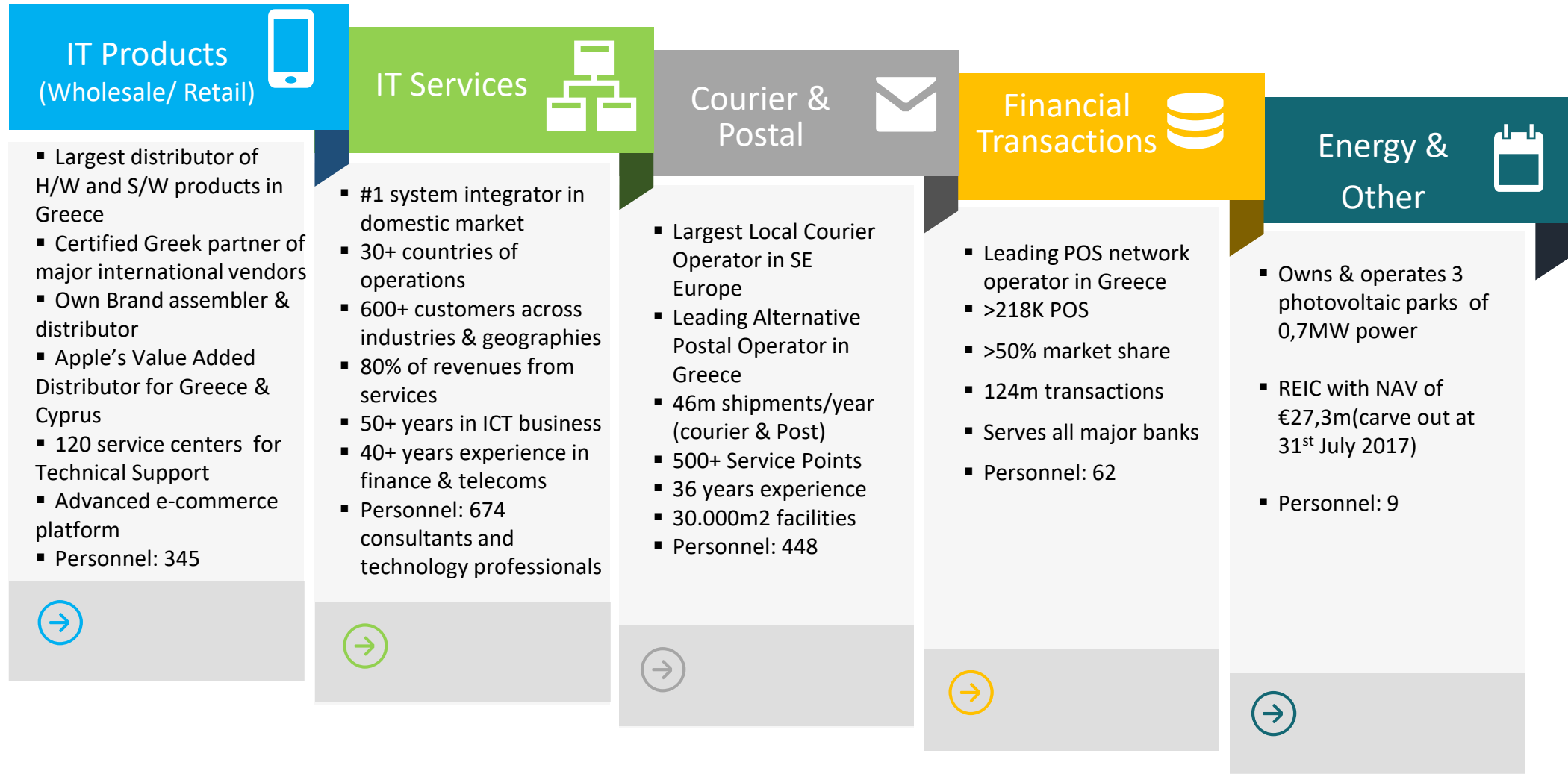
- Return in cash of ~ €4m / Q4-2017
- QE – Explore opportunities for new PV parks with discounted valuations
- Re-calculation of Cardlink acquisition earn out and test for impairment in remaining assets



03. AREAS
of ACTIVITY



Segment Description

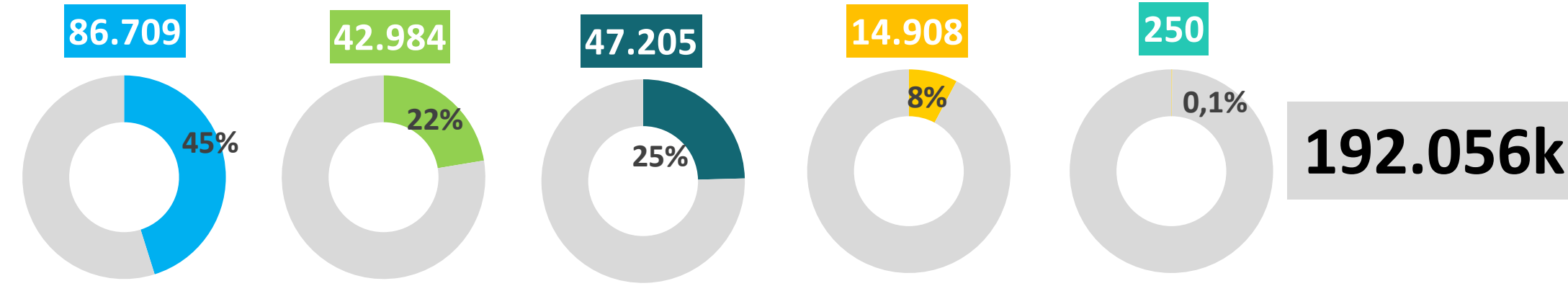


Segment P&L (6months 2017)

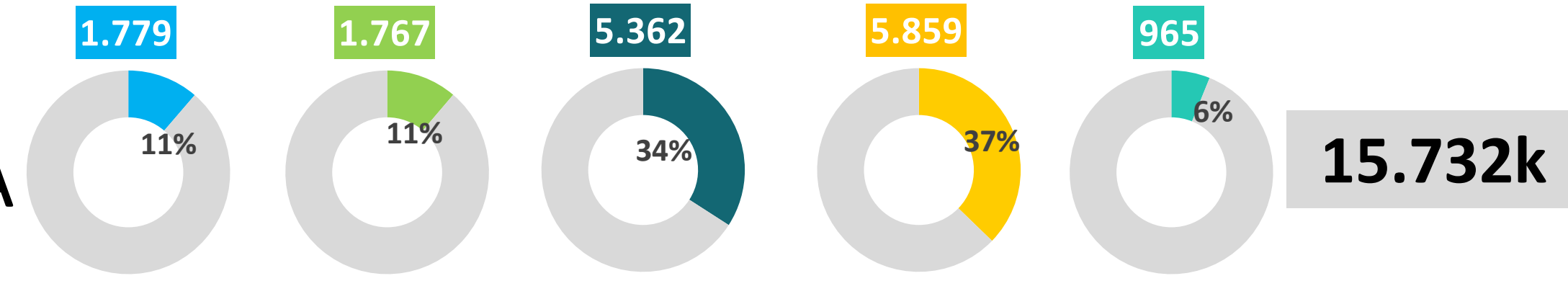
Amounts in ,000 €

	IT Products (Wholesale/ Retail)	IT Services	Courier & Postal	Financial Transactions	Energy & Other	Total Group
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Sales



EBITDA

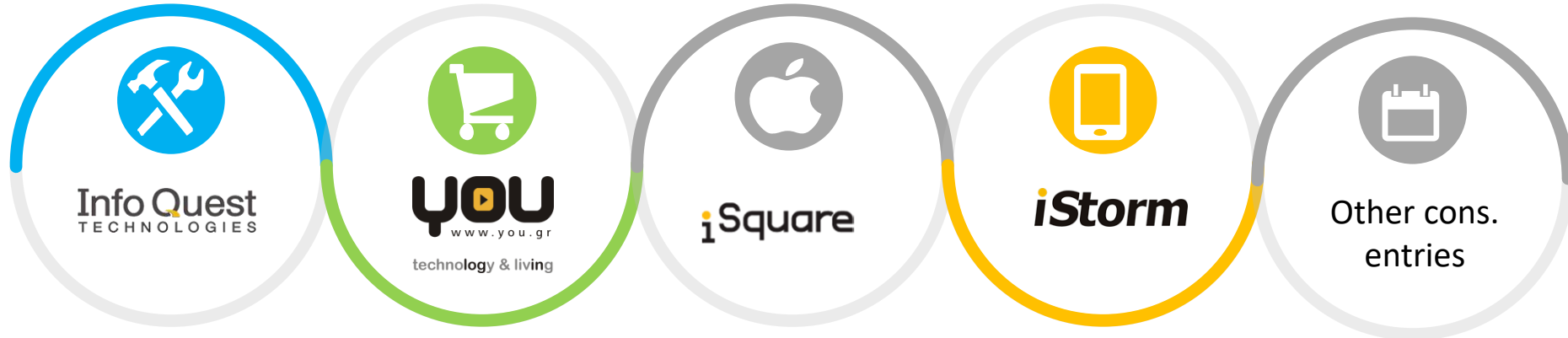


EBITDA Margin

2% 4% 11,4% 39,3% 8,2%

IT Products (Wholesale/Retail) 6months 2017

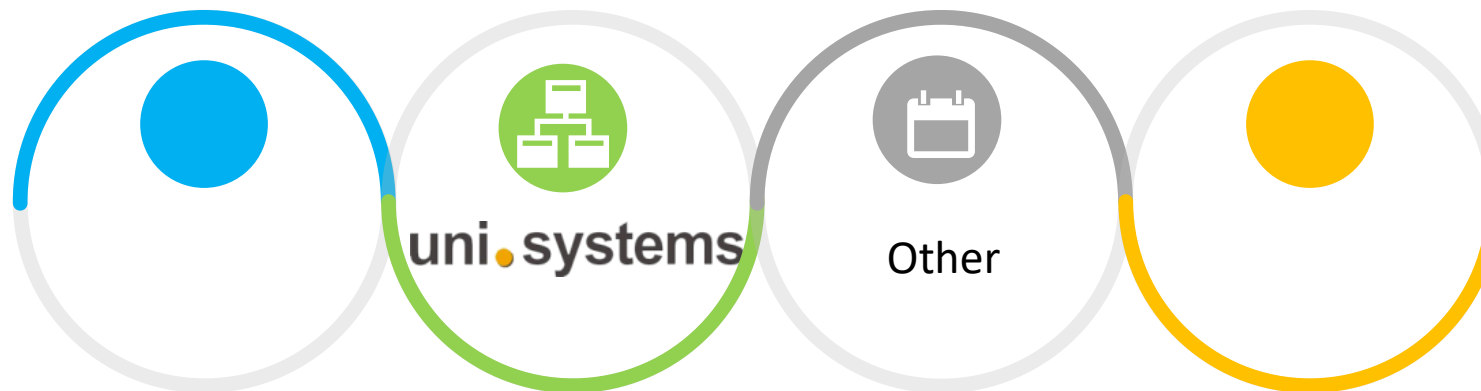
Amounts in ,000 €



		Info Quest Technologies	YOU	iSquare	iStorm	Other cons. entries	Total	
Sales	2017	55.056	5.976	28.434	7.855	(10.611)	86.709	+8%
	2016	51.003	4.548	27.614	5.847	(8.679)	80.333	
EBITDA	2017	842	91	731	128	(14)	1.779	+20%
	2016	681	(142)	851	112	(18)	1.483	
EBT	2017	166	42	625	(68)	(14)	751	+12%
	2016	229	(183)	682	(38)	(18)	672	

IT Services (6months 2017)

Amounts in ,000 €



Sales	2017	43.361	(378)	42.984	+4%
	2016	41.594	(360)	41.234	
EBITDA	2017	1.767	-	1.767	-9%
	2016	1.951	-	1.951	
EBT	2017	985	(150)	835	-35%
	2016	1.397	(110)	1.288	

Courier & Post (6months 2017)

Amounts in ,000 €



				Total	
Sales	2017	47.798	(593)	47.205	+14%
	2016	41.643	(186)	41.457	
EBITDA	2017	5.343	19	5.362	+27%
	2016	4.188	26	4.214	
EBT	2017	4.840	19	4.859	+30%
	2016	3.703	26	3.729	

Financial Transactions (6months 2017)

Amounts in ,000 €



				Total	
Sales	2017	14.922	(14)	14.908	+54%
	2016	9.664	(2)	9.663	
EBITDA	2017	5.779	80	5.859	+152%
	2016	2.326	(4)	2.322	
EBT	2017	1.019	80	1.099	+195%
	2016	(1.205)	43	(1.162)	

Other Activities (6months 2017)

Amounts in ,000 €



		Quest Holdings	Quest Energy	BriQ Properties	Other cons. entries	Total	
Sales	2017	2.823	229	944	(3.747)	250	-94%
	2016	3.297	3.934	-	(3.366)	3.864	
EBITDA	2017	2.514	(57)	507	(2.000)	965	+83%
	2016	2.061	2.634	-	(4.169)	526	
EBT	2017	2.434	(398)	531	(2.000)	567	-85%
	2016	2.140	2.944	-	(1.326)	3.758	

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- Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to:
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 - Legislative and regulatory developments
 - Global and local macroeconomic and political trends
 - Fluctuations in currency exchange rates and general financial market conditions
 - Delay or inability in obtaining approvals from authorities
 - Technical development
 - Litigation
 - Adverse publicity and news coverage, which would cause actual development and results to differ materially from the statements made in this document

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Thank you

