



**New Corporate name:** 

"European Innovation Solutions S.A."

("E.In.S S.A.")



Specialization in Energy & Digital Transition, Defence, and Innovation Development

Respect for Corporate Governance – Creating Shareholder Value





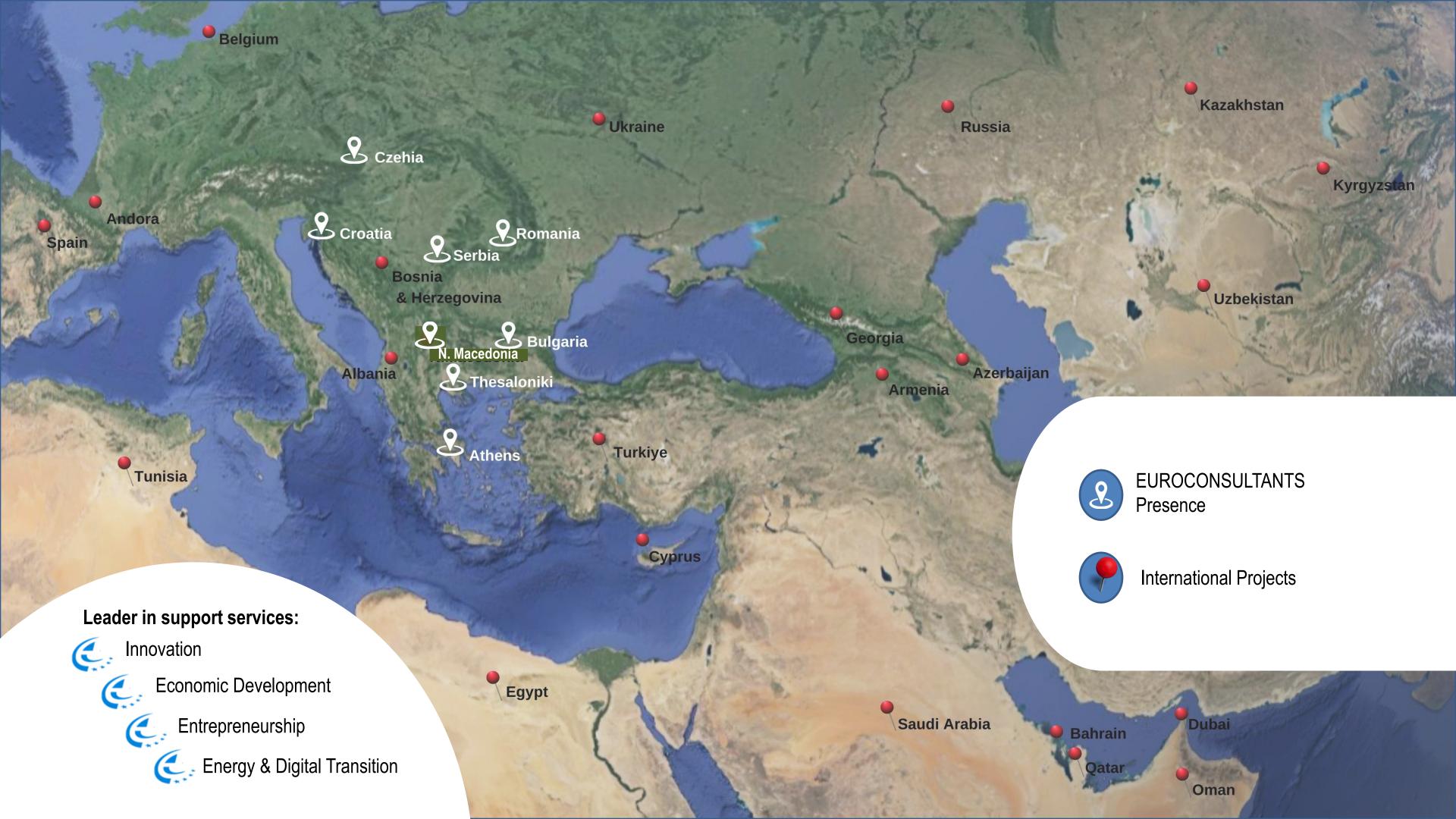
Euroconsultants is an international consulting firm with 35 years of history and the only Greek consultancy listed on the Athens Stock Exchange

Leading consulting group in Greece, Southeastern Europe & Middle East, with projects in 30+ countries.

One of the world's leading groups in the design, implementation, and operational management of Innovation Ecosystems and Technology Parks.

A team of 70+ professionals and experts with deep experience in high-impact, cutting-edge sectors.







# EUROCONSULTANTS provides consulting services to both the public and private sectors – with a strong focus on Innovation, Energy & Digital Transition, and Technological Development.



#### **Governments / Public**

#### **SectorInternational Organizations**

- > Local, Regional, and Central Government authorities in Greece and abroad.
- International Organizations and Institutions (e.g. EU, IFC, EBRD, World Bank, etc.)



#### **Private Sector**

> Corporate Digital & Energy
Transformation and
FinancingTransaction and fund
advisory (project and corporate
financing, privatizations)



#### Innovation

> Services for the development of innovative infrastructure and businesses (Innovation Ecosystems, Science and Technology Parks, Business Incubators, etc.)

3

2

Implementation of dozens of multi-year Development Program design projects and flagship initiatives across Greece, Europe, and the Middle East.

Providing support from the design and financing stages through to the full implementation of investment projects

Among the top 5 global firms offering these services, with a presence across all continents.



# **Indicative Recipients of Euroconsultants services**







EuropeAid-Albania, 2017-2018



EuropeAid-Turkey, 2016-2017, 2019-2021



Cyprus Energy Regulatory Authority



World Bank- Kazakhstan, 2019-2021



Central Bank of Cyprus



Republic of Czech Republic



Aga Khan Foundation-Tajikistan, 2021-2022

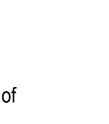


European Bank for Reconstruction and Development





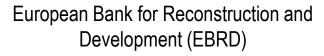




European Investment Bank

International sector Principality of Andorra







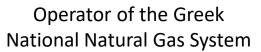
























**Private** Sector









# **GREECE / Public Sector & Organizations**

# **Indicative National Projects**

- > Development of the National Defense Industry Financing Program 2025–2030
- Energy efficiency for households management of a €2 billion program (RRF) and Energy Upgrade for Businesses €0.7 billion program (RRF)
- ➤ Upgrade of services, tools, and collaboration procedures of the Public Employment Service (OAED) Project Development Mechanism (Structural Funds CSF III) / Phase I and Project Development Mechanism (Structural Funds NSRF) / Phase II
- ➤ Preparation of a carbon disengagement strategy and roadmap, targeting Net Zero Emissions for EYDAP S.A. (Athens Water and Sewerage Company)
- > Development of the National Smart Specialization Strategy for the Greek industrial sector
- ➤ Government planning advisory services for the 2021–2027 NSRF, with a total budget of €26.2 billion
- Advisor to the Hellenic Republic Asset Development Fund (HRADF) for the privatization of key regional ports (Igoumenitsa / Volos / Heraklion / Alexandroupoli)
- > Advisory services for the liberalization of the natural gas market in Greece

# **Representative Customers**





















**SEYDAP** 









# **Technical Consultant for Energy Saving Programs in homes and businesses**

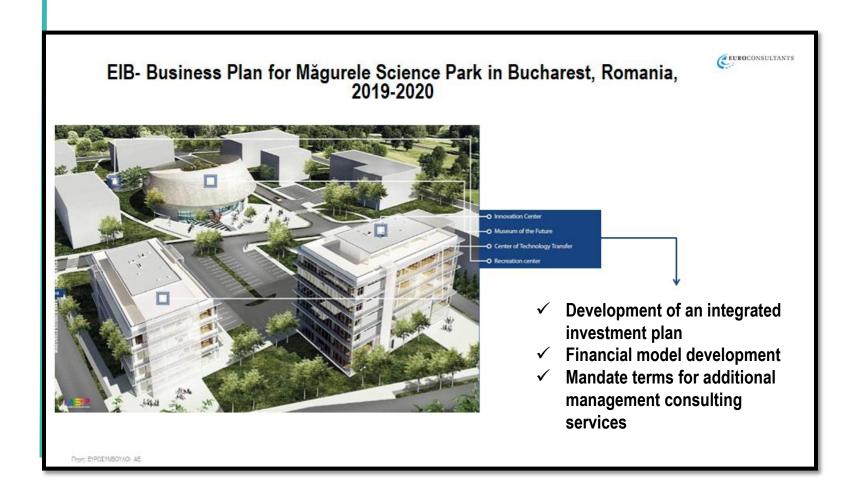


- 1. Energy transition to reduce Greenhouse Gas emissions
- 2. Increasing the use of Renewable Energy Sources
- Decarbonized electricity production, improving energy efficiency



# Indicative international projects and innovation projects

- ➤ INCONET GCC I & II: Bridging EU R&D Programs with Gulf Cooperation Council (GCC) countries
- ➤ Support for the Supplier Development Mechanism in multinational Oil & Gas corporations and SME certification Global scope
- > Strategy and Roadmap for transforming Andorra into an Innovation Zone
- Strategy and Roadmap for the development of an Innovation District in the Dominican Republic











Development Plan 2025 – 2027 & Financial Data



# Work Development and specialization based on international trends and perspectives from European Policies and Funding

1: Partner in DevelopmentPlanning and Implementation

The EU continues its intervention in Development Issues through old and new tools, such as the new Structural Funds design as well as the next generation of interventions in critical issues such as the competitiveness of the European Economy, (Dragi report), the development of RRF as well as the emphasis on energy security and development of European Defense Industry. The next financial frameworks will concern the period 2028 – 2034.

2: Partner in Energy

Transformation

The New National Plan for Energy and Climate Change (ESEK - 2050) foresees investments in the Energy Transition sector amounting to €450 billion with the aim of reducing greenhouse gas emissions by 58% by 2030 (front-loading) and 80% by 2050.

3. Partner in the Development of Infrastructure and Innovation Mechanisms for countries as well as Technology from Businesses

The development of innovation and technology ecosystems and the development of products by businesses in the field of energy, digital transition as well as defense technologies are among the priorities of the European Policies for Industry, Defense and Energy (Green Deal, Industrial Plan, Digital Transition Plan, EDIS, EU Defence, Industrial Strategy)

4. Partner in improving health and social solidarity systems

The European Policy for Health and Social Welfare is a central objective of the structural programs (NSRF, €5.5 billion until 2027) and the future of the European Programs and is called to deal with

- The strengthening of health systems to deal with the effects of climate change, pandemics
- The increase in the elderly population and the goal of healthy longevity
- Unlocking the potential of Artificial Intelligence to treat disease



# **Strategic development axes:**

01

In the area of continued organic growth, the Company, utilizing its long-standing and specialized know-how, is gradually diversifying its portfolio of services into new areas of activity. Already the Company, in the context of this diversification, aims to undertake projects in the fields of health, welfare and support of SMEs, with an emphasis on new technologies and innovation. At the same time, it strengthens its presence in energy upgrading projects and services, but also in the field of strategic planning and transformation of organizations and businesses.

02

In exploring and exploiting new business opportunities and forming synergies and participating in other, beyond the existing, activities, with the aim of increasing / diversifying the turnover and EBITDA, through acquisitions of companies and / or partnerships with companies of high added value operating in highly specialized supplementary fields

03

In the further exploitation of the opportunities arising from the ever-increasing emphasis of National Economies on the development of innovation and innovative entrepreneurship. The Company will continue to strengthen and diversify its technological and innovative footprint, even taking into account that over 60% of its annual turnover is related to the sector of innovation, technology transfer, and technological applications related to energy and climate change.



# **Current Situation – Prospects of the Company for the period 2025 - 2027**

The positive financial performance of the ES, the successful course, as well as the continued upgrading of its growth dynamics (without taking into account the impact of the new projects to be secured), are estimated to continue in the period 2025-2026, making it clear that the growth of the Company has acquired more permanent characteristics.

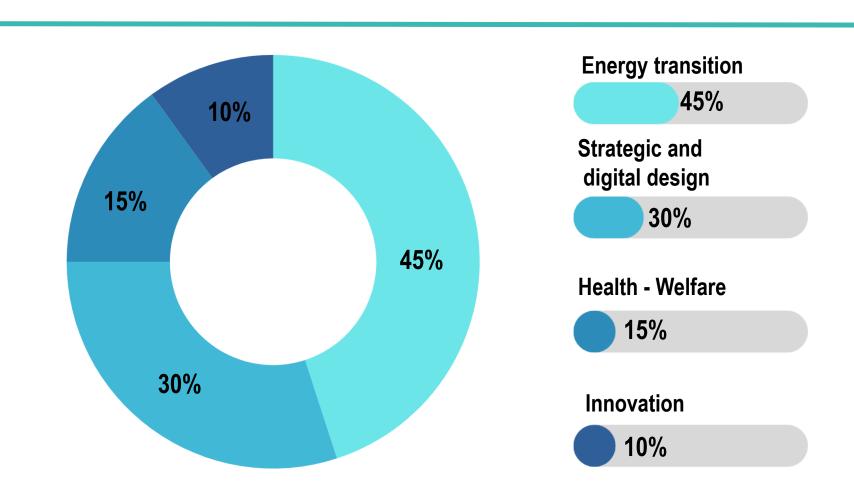
At the same time in the same period the Company will:

>> Complete the sale of its owned building for €5.9 million, gaining substantial liquidity to support its future investment plans.

# Forecast Backlog 31.12.2024 – 16 million euros (versus euro 3 million in 2023)

# 2027 2 million euros Allocation of Backlog of euro 16 million and euros 2025 6 million euros

#### Distribution by activity sector



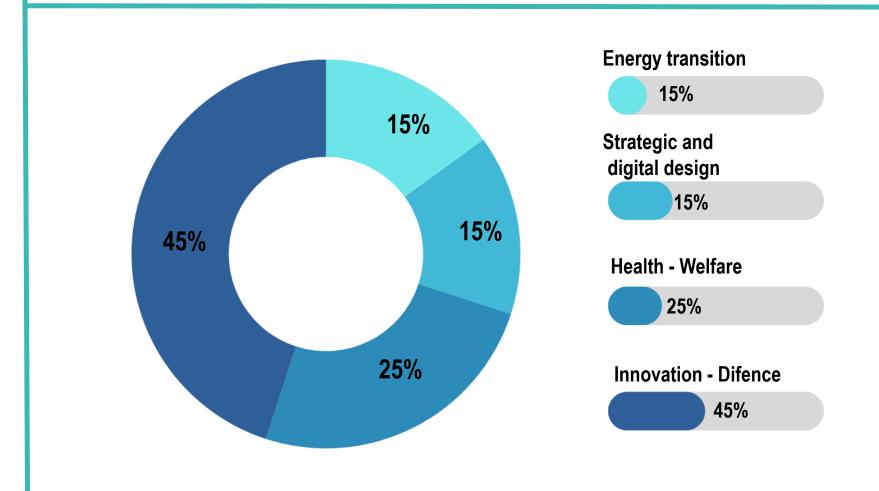


# Targeted Euroconsultants projects based on November 2024 data

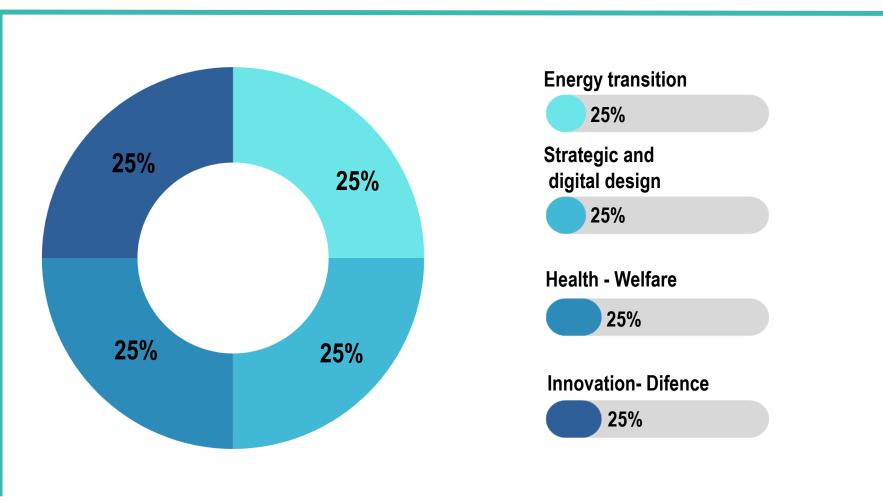


In accordance with the new corporate strategy of diversification of the areas of operational profitability, Euroconsultants focuses on areas that offer increased added value.

#### **Targeted new projects**



#### **Future composition of activities**





# EC now targets a larger share of the growing consulting services market

# Key Strengths of EC

- 1. Established market position in Greece
- 2. Significant expertise in high-demand consulting services
- 3. Strong financial performance
- 4. Robust shareholder structure and leadership

# **Growth Drivers**

- 1. Favorable business environment
- 2. Public sector modernization across all domains
- 3. Multiple funding sources for new projects
- 4. New national strategies (e.g. decarbonization)

# Next Steps:

Targeting annual revenues exceeding €10 million by the end of 2027



# Euroconsultants' growth strategy is primarily driven by organic expansion, complemented by carefully aligned acquisitions when strategically justified.

# **Organic growth**

Continuation of Euroconsultants' core business activity, which involves the provision of consulting services to international organizations, governments, and the private sector, based on the company's proven and established capabilities, particularly in the following areas:

- > Innovation project and ecosystem support services
- > Strategic advisory, mergers & acquisitions
- Consulting services for Net Zero goals and sustainable development
- ➤ Technical assistance to governments for the management of large-scale, multi-year, multimillion-euro projects
- Green transition / energy efficiency / decarbonization and technical support for energy performance programs
- Support to the defense and dual-use industries, including solution development

# **External development**

In parallel with the continuous strengthening of its existing activities, EUROCONSULTANTS is exploring the potential expansion of its service portfolio through acquisitions and strategic partnerships in the following areas:

- Complementary consulting firms that can enhance the company's existing work by contributing additional revenue streams, expertise, and human capital
- IT consulting and digital transformation companies, as well as ICT solution providers, particularly in applications related to defence, energy, smart cities, and emerging digital technologies
- Development of joint ventures (JVs) with a leading Greek blockchain team, focusing on applications in the defence and public health sectors
- Engineering consulting firms specializing in energy, netzero transition, and technical solutions for climate change



# **Growth with High-Impact Value**

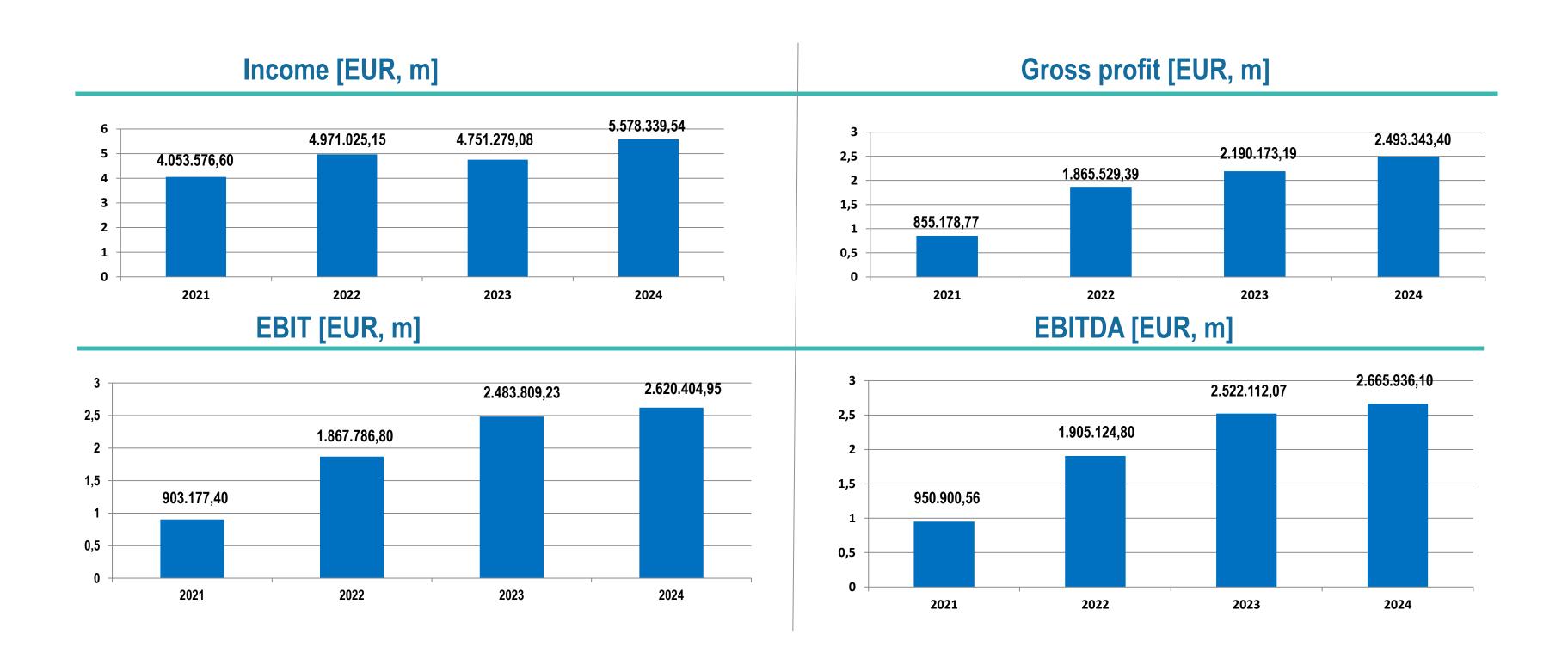
- Rebranding of Euroconsultants, alongside its existing services and products, with a transition to a new market category on the Athens Stock Exchange (Technology sector).
- ➤ New corporate identity: E.In.S. European Innovation Solutions

### **Core Focus Areas**

- Defense & Dual-Use Technologies
- Digital Transformation
- Green Transition / Decarbonization Development of Innovation Ecosystems



# **Financial Data**



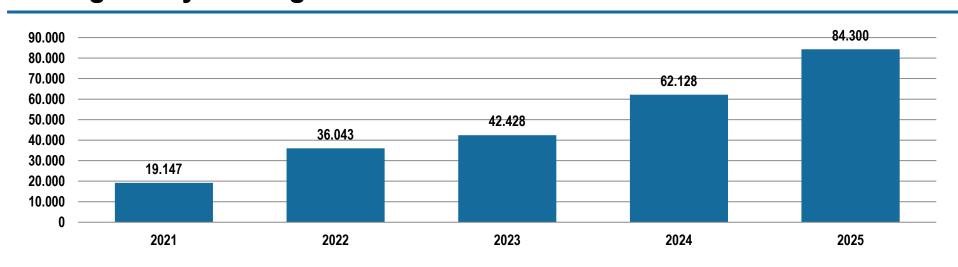


# The stock has been consistently demonstrating increasing trading volumes and transaction numbers

# Historical stock price data [EUR



# **Average daily trading volume**



# Right to vote (≥5%) 1/11/2024

- > WW INVESTMENTS LLC USA (9,0%)
- > TAVRIDIS EFSTATHIOS (13%)
- > KOKOROTSIKOS PARIS (13%)
- > STRATEGIC PARTNERS: 20%INSTITUTIONAL INVESTORS: 5% (INCLUDES FOREIGN INSTITUTIONAL INVESTORS FOR THE FIRST TIME)FREE FLOAT: 40%

#### **Board of Directors**

- > Paris Kokorotsikos Chairman / CEO / Executive Member
- Efstathios Tavridis Vice Chairman / CEO / Executive Member
- > Evangelos Poulios Non-Executive Vice Chairman
- Giorgos Koukouzelis Non-Executive Member
- Petros lakovou Independent Non-Executive Member
- > Dr. Elena Tsipouri Independent Non-Executive Member
- > Eleni Tzakou Independent Non-Executive Member
- > Michail Broustis Non-Executive Member
- > Christos Folias Non-Executive Member

Number of Shares: 15,333,480 Number of Shareholders: 1,640

Designated Market Makers: Eurobank Equities, Optima Bank Market Capitalization: €18.06 million (€1.30 closing price as of 17/07/2025)



# **CONTACT INFO**

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