



L N K M

LANAKAM GROUP OF COMPANIES

1941

Company Profile Presentation

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Company Overview

1974

Listed on the Athens Stock Exchange, making LANAKAM one of Greece's longest-listed public companies.

80+ Years of Continuity & Reliability

A legacy of sustainable growth, adaptability to evolving market conditions, and long-standing business partnerships.

Fashion • Retail • Real Estate

Active in the distribution of international fashion brands, retail operations, and real estate development and asset management.

Long-Term Strategic Vision

LANAKAM S.A. operates with a long-term strategic outlook, focusing on sustainable growth, strong partnerships with international brands, and the enhancement of shareholder value through disciplined financial management, corporate transparency, and the optimization of its asset portfolio.

Find out more about us [here](#).



Corporate Milestones

- **1941**
Founded by Elias Kamsizoglou, initially operating in the electromechanical equipment sector.
- **1974**
Listed on the Athens Stock Exchange, marking the beginning of its public corporate presence.
- **1994**
Renamed to **LANAKAM S.A.** and strategically repositioned toward the fashion industry.
- **2002**
Discontinued manufacturing activities and focused exclusively on the distribution of branded fashion labels.
- **2006**
Opened the first **Coccinelle** monobrand store in Greece.
- **2018**
International expansion with the opening of a **Coccinelle** store in Limassol, Cyprus.
- **2024**
New strategic partnerships with **Laura Ashley** and **Furla**, alongside the renovation of the Golden Hall flagship location.
- **2025**
Strategic focus on digital growth (B2B & e-commerce platforms) and enhanced real estate asset utilization.





Business Model

LANAKAM S.A. operates through three core business pillars, creating a balanced and diversified operational model:

1. Trade (Wholesale and Retail)

Exclusive distribution of internationally recognized fashion brands in Greece and Cyprus, serving a network of more than 400 active B2B customers. The Company maintains long-term partnerships with selected retailers, ensuring strong brand positioning and a stable market presence.

Operation of monobrand and multibrand stores, including Coccinelle flagship locations as well as the Company's proprietary retail concept LNKM. The retail segment strengthens direct engagement with the end consumer, while enhancing brand awareness and the overall shopping experience.

2. Rental Income

Management of a proprietary real estate portfolio, with an estimated value of approximately €12 million (31/12/2024). The portfolio consists of commercial properties in strategic locations and is free of mortgages, pre-notice, or other encumbrances, strengthening the Company's balance sheet and long-term financial stability.



Strategic Focus Area

- **Wholesale & Retail Sales Growth**
Strengthening partnerships with premium and mid-market international fashion brands, aiming to expand the portfolio and reinforce our market position. Scaling digital operations through Shopify infrastructure, integration of omnichannel logistics, and delivery of a unified B2B & B2C customer experience. Efficiency enhancement through advanced ERP systems (Microsoft Business Central), improved inventory management, and optimization of the supply chain.
- **Real Estate Asset Optimization**
Active expansion in the real estate sector through acquisitions, alongside optimization of the existing portfolio to enhance recurring cash flows and rental yields.
- **Corporate Sustainability Enhancement**
Reduction of environmental footprint, promotion of sustainable practices in fashion retail, and upgrading of infrastructure to improve energy efficiency and long-term sustainability.

Wholesale Retail Active Brands

- **Brand Portfolio**

LANAKAM represents and exclusively distributes leading international fashion brands across **Greece and Cyprus**, maintaining a balanced geographical presence.

- **Active Brands (2026)**

Coccinelle • Furla • Relish • Nice Things Palomas • Zeybra • HVISK • BIASIA
• V73

- **Retail Presence**

Monobrand Stores

1 Coccinelle boutique (Golden Hall)

Multibrand Stores

1 LNKM concept stores (Athens)

E-Commerce

2 active online stores: **lnkm.gr** (Greece) & **lnkm.cy** (Cyprus)

COCCINELLE

FURLA

HVISK

FRANCESCO
BIASIA

V°73

ZEYBRA
PORTOFINO
1962



nice things
Paloma S.

Building & Land Holdings

- All property is free of mortgage prenotation.



Location	Total Area	Use of Property / Tenant	Property Valuation (€)
Keratea, Attiki	6.500 m ²	Merchandise Storage / Distribution / Rehau & Zambelis Group	4,12 m
Kallithea, Athens	3.465 m ²	Rented in Barg Bakery & Sado Printing	5,70 m
Thessaloniki	1.780 m ² (50%)	Peugeot Dealer / Car Service	1,65 m
N. Irakleio Athens	1.105 m ²	Rented in Car Wash Gyalise To	1,57 m
Property Valuation (31/12/2024)	—	—	≈ €13 m

Building & Land Holdings



Group Key Figures

Financial Metric	2023	2024	2025
Revenue	€ 2,45 m	€ 2.43 m	€ 2,40 m
EBITDA	€ 1,03 m	€ 0,74 m	€ 1,27 m
EBITDA Margin	42,20 %	30,57 %	52,91%
Net Equity	€ 9,04 m	€ 9,33 m	€ 9,95 m
Total Asset Value	€ 13,7 m	€ 14,2 m	€ 15,17 m
Leverage Ratio	16,91%	16,35%	15,26%



Sustainability at the core DNA of LANAKAM

“Sustainability is integrated in LANAKAM’s DNA — balancing business growth with social and environmental responsibility.”

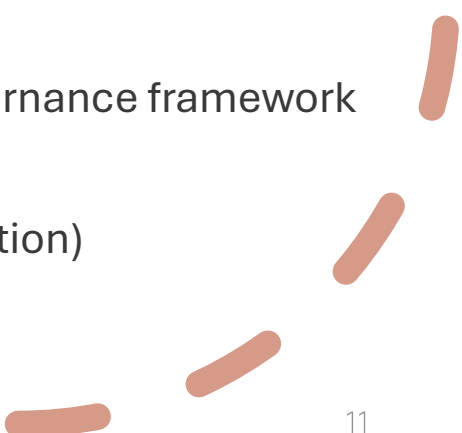
Environmental:

- Energy efficiency upgrades in owned buildings (LED, insulation)
- Sustainable packaging & waste reduction in retail stores
- Preference for partners with responsible sourcing standards

Social:

- Equal opportunity employer with 60% female workforce
- Support for local suppliers & Greek designers
- Training programs in digital fashion & retail technologies

Governance:

- Family-led management with strong corporate governance framework
 - Transparency in financial reporting
 - Commitment to ATHEX ESG Guidelines (2023 adoption)
- 



Board of Directors

Ioannis Damigos - Executive Chairman of the Board, Chief Executive Officer, General Manager

Konstantinos Damigos- Executive Vice Chairman of the Board

Elisavet Damigou – Non Executive Director

Natalia Damigou – Executive Director



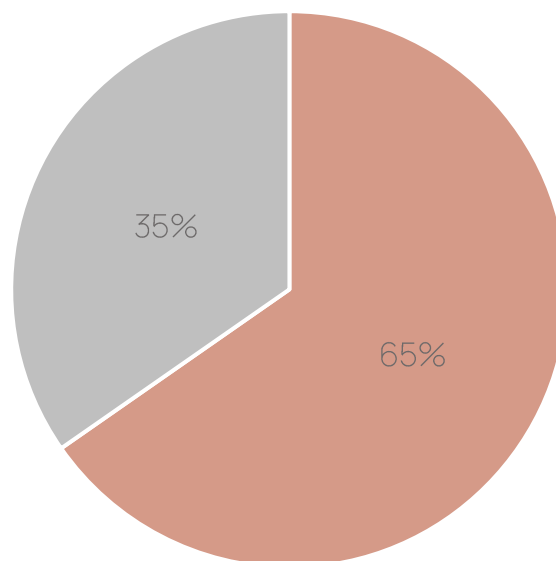
Ioannis Theodorou - Non-Executive Independent Director



Eleni Zenakou - Non-Executive Independent Director – Vice Chairman



Shareholder Structure

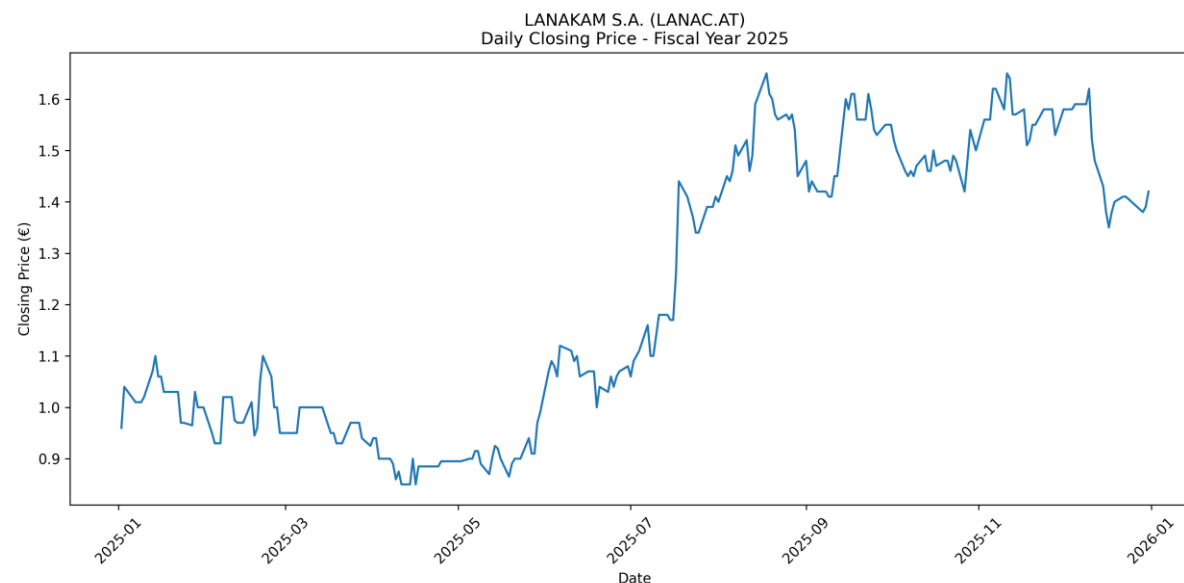


■ Family Damigos / Major Shareholders ■ Free Float Stocks

Share Capital & Structure

General Data

- **Market:** Athens Stock Exchange (Main Market)
- **Ticker:** LANAC:AT
- **ISIN Code:** GRS047063003
- **Industry:** Retail / Apparel Retailers
- **Participation in Indices:** DOM, FTSEA, FTSE_CD
- **Market Segment:** MAIN MARKET (2011.10.10)
- **Listed Since:** 1974
- **No. of Shares:** 5,939,268
- **Capitalization:** 8,4 m (31/12/2025)



- **52-Week High:** €1.72
- **52-Week Low:** €0.815
- **Market Capitalization:** ~€8.4 m (31/12/2025)

- **Average Daily Volume:** ~1,741 shares
- **12-Month Return:** ~+53 % (2025)

Contact & Investor Relations

- Thank you -

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LNKM
BRANDS WE LOVE