www.icap.gr



Data. Prisma USER MANUAL

User Access Rights to data: Full User Access to Cognos Workspace Advanced: Yes

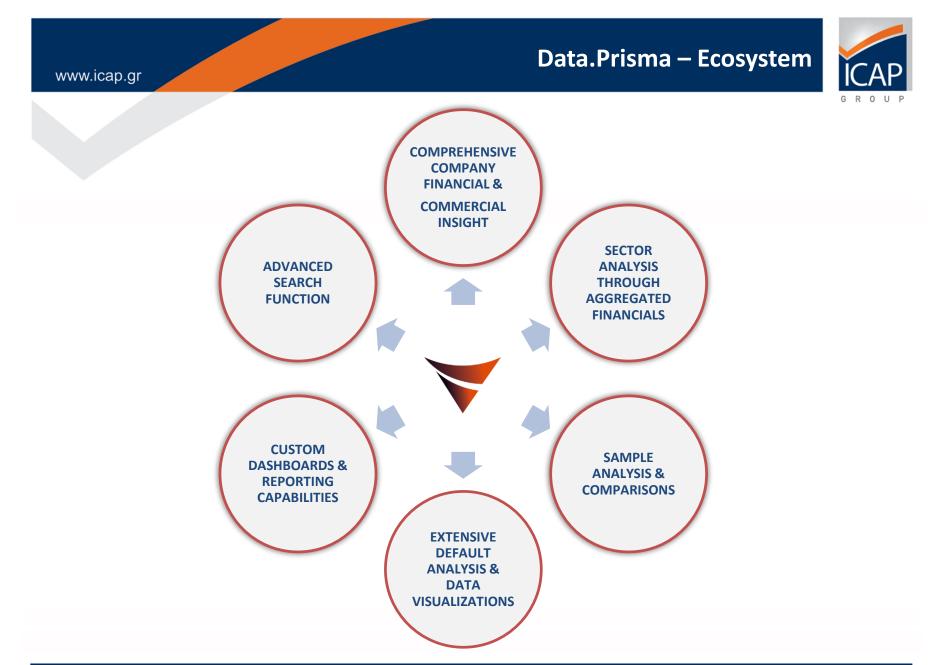


The product

Data.Prisma is ICAP's most contemporary business intelligence tool for in-depth analysis of financial and commercial data, for the primary purpose of business development through refined company profiling.

✓ Objective

The application has been designed aiming to provide customers with immediate access to comprehensive set of business information of a preselected universe of business entities. It offers at the same time all the necessary tools for aggregating, analysing, profiling and reporting all information provided by the system, enabling companies to identify new customers, search for partners' information and assist the overall day-to-day operations of multiple departments.

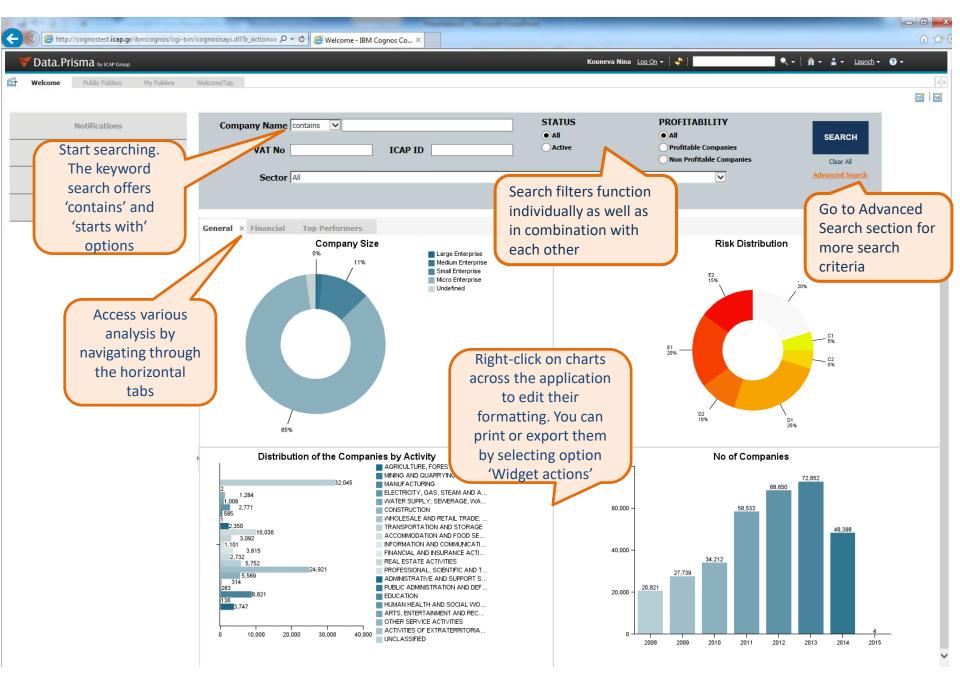


PRE LOG IN HOME PAGE

https://www.icapdataprisma.com



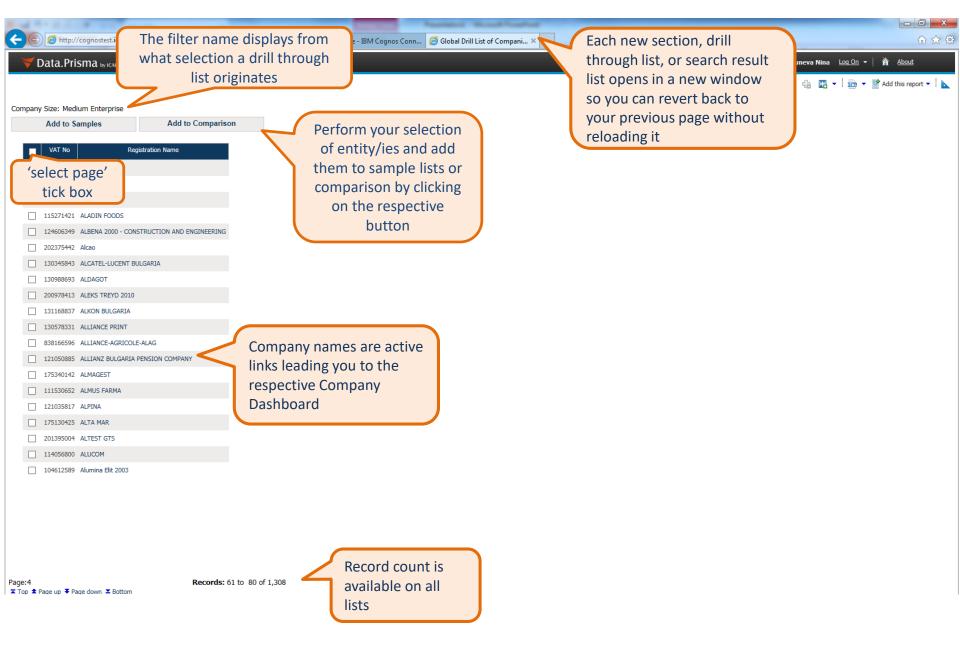
POST LOG IN WELCOME PAGE – GENERAL DASHBOARD



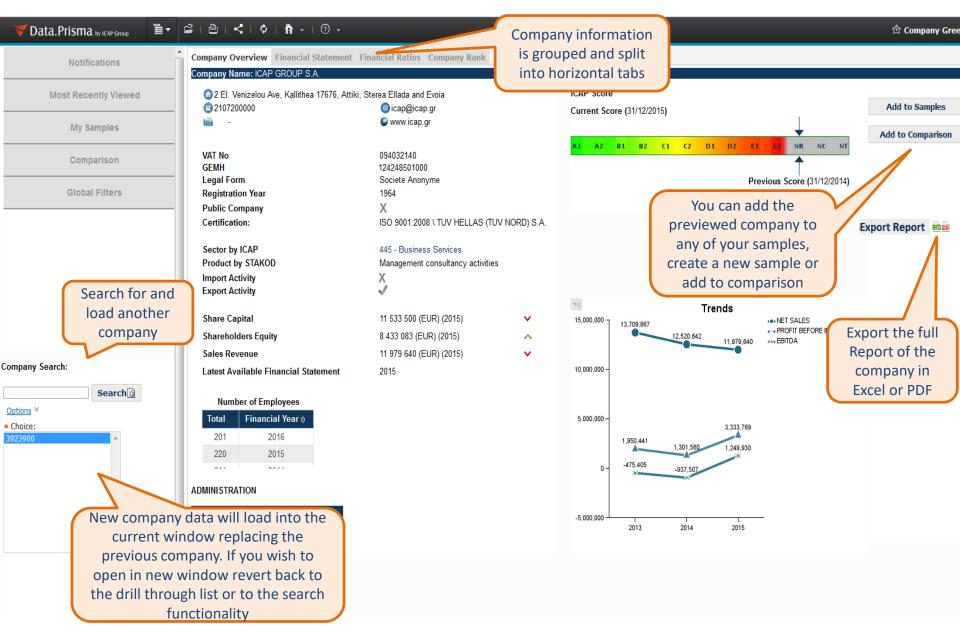
POST LOG IN WELCOME PAGE – GENERAL DASHBOARD



POST LOG IN WELCOME PAGE – GENERAL DASHBOARD



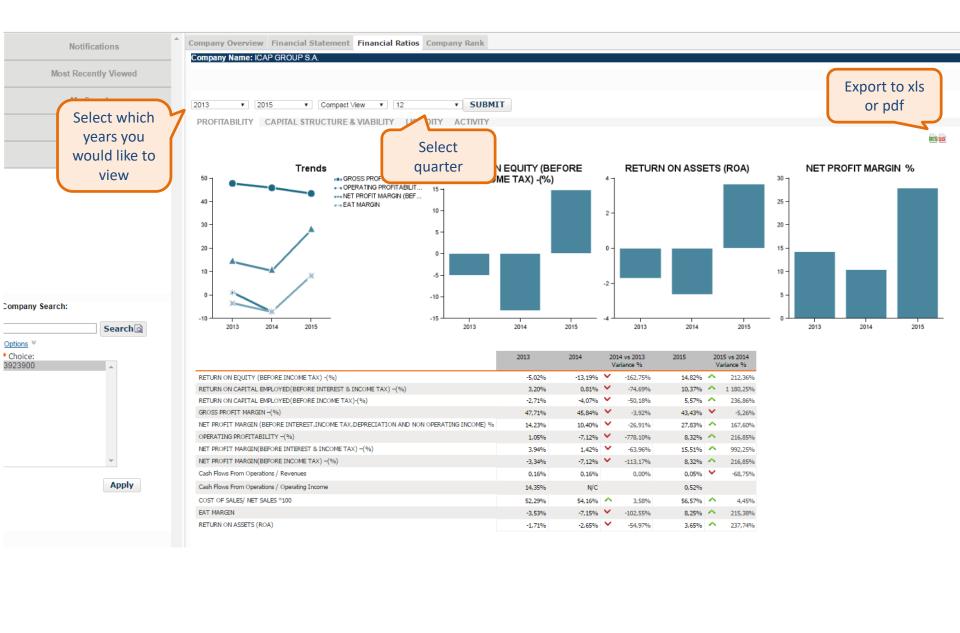
COMPANY DASHBOARD - COMPANY OVERVIEW TAB



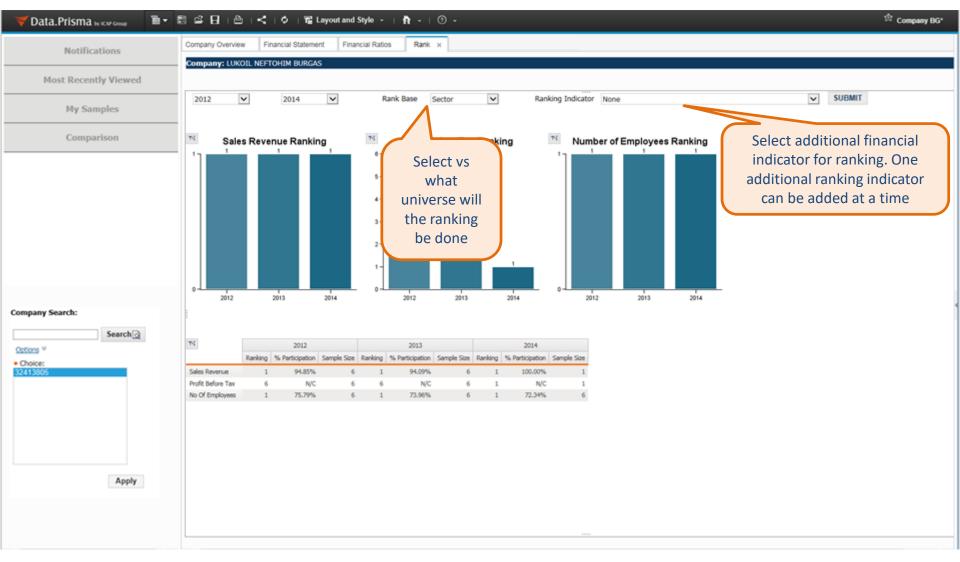
COMPANY DASHBOARD - FINANCIAL STATEMENT TAB



COMPANY DASHBOARD - FINANCIAL RATIOS TAB



COMPANY DASHBOARD – RANK TAB



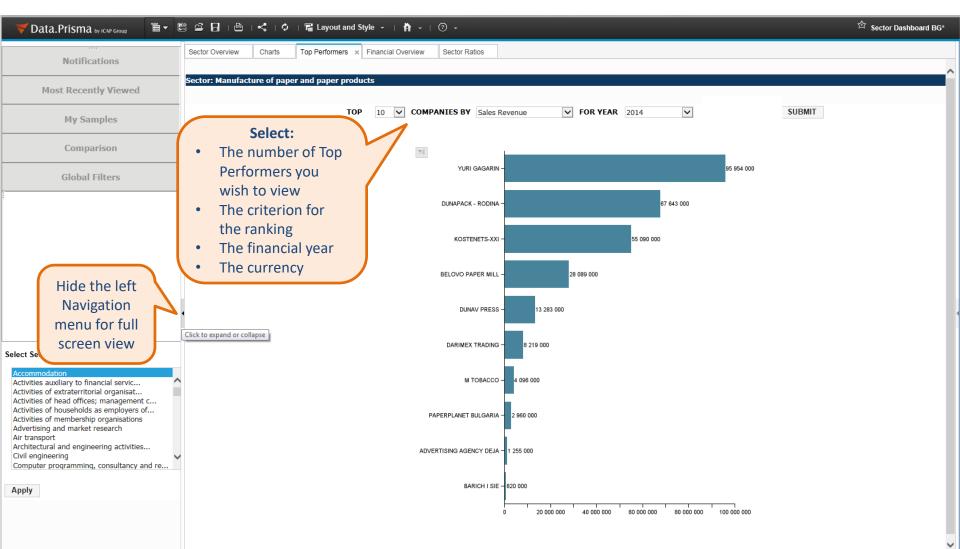
SECTOR DASHBOARD – OVERVIEW TAB

▼ Data.Prisma by ICAP Group	🖹 🖆 📙 🗆 🕹 T < T 🗘 T 🖀 Layout and	Style - 🏠 - 🕜 -		合 Sector Dashboard BG*
Notifications	Sector Overview × Charts Top Performers	Financial Overview Sector Ratios		^
Most Recently Viewed	Sector: Accommodation			
My Samples				
Comparison	Rank Criteria	Add to Samples Add Companies to C	Comparison Add Sector to Comparison	
Global Filters	VAT N Select criteria 040422 for ranking 20028 118516356	Select companies and add to existing or new samples	You can add any of the companies or the sector itself to comparison	
	113/1033 4+11 JOL 104636502 4TI SVETOVEN EKOLOGICHEN DIZAYN BAL 112610998 7 M 123009333 ABAS 102878834 ABIGEYL 102814931 ABIR 201095291 ABRIREXIA 127621331 ACKTION 813201420 ADONIS-45 131540376 ADORO HOLIDAY		2014 2013 2013 2013 2014 2014 2014 2013 2013 2013 2013 2013	4
Select Sector: Activities auxiliary to financial servic Activities of extraterritorial organisat Activities of head offices; management c Activities of households as employers of Activities of membership organisations Advertising and market research	102817614 ADS - TRAVAL 160044645 AFRODITA HOTELS	55.10 - Hotels and similar accommodation 55.20 - Holiday and other short-stay accommodation 55.10 - Hotels and similar accommodation	2013 2013 2014 2014 2013 2014 2014	
Advertising and market research Air transport Architectural and engineering activities Civil engineering Computer procomming, consultancy and re Apply Load another sector for review	Page:1	Records: 1 to 20 of 776 View the li of companies the secto	in	~

SECTOR DASHBOARD – CHARTS TAB



SECTOR DASHBOARD – TOP PERFORMERS



SECTOR DASHBOARD – TOP PERFORMERS

Vata.Prisma by ICAP Group	∎▼ 🖾	🗳 🔒 🖹 < 🗘 🖥 Layout	and Style 👻 🕴 🛉						会 Sector Dashboard BG
Notifications		Sector Overview Charts Top Po	erformers Finar	ncial Overview 🕺	Sector Ratio	Same	e as in		
						Com	npany		^
Most Recently Viewed		Sector: Accommodation				Dash	board		
My Samples		2012 🔽 2014 🔽 Compa	ct View 🔽 BGN	✓ S	UBMIT				
Comparison		BALANCE SHEET PROFIT & LOSS A				DER'S EQUITY FE	XED ASSETS	PAYABLES AND RECEIVABLES	
Global Filters									
	indica	Base' number ates the number	2012 (Base: 689)	(Base: 714)	013 vs 2012 /ariance %	(Base: 224) Va	14 vs 2013 ariance %		
	of cor	npanies from the	1 574 014 000 1 234 795 000	1 606 058 000 ^ 1 181 768 000 ¥	2,04% -4,29%	297 694 000 ¥ 191 681 000 ¥	-81,46% -83,78%		
	respe	ective sector that	1 018 937 000	1 015 938 000	-0,29%	140 178 000	-86,20%		
			5 980 000	5 882 000 💙	-1,64%	421 000 💙	-92,84%		
		included in the	208 418 000	158 332 000 💙	-24,03%	50 548 000 💙	-68,07%		
	ana	lysis each year	-131 000	-105 000 🔨	19,85%				
			1 591 000	1 721 000 🔨	8,17%	534 000 💙	-68,97%		
		TOTAL Fixed Assets	1 234 795 000	1 181 768 000 💙	-4,29%	191 681 000 💙	-83,78%		
		Current Assets	339 219 000	424 290 000 🔨	25,08%	106 013 000 💙	-75,01%		
Select Sector:		Inventories	60 562 000	65 303 000 🔨	7,83%	24 579 000 💙	-62,36%		
Accommodation		Short-term receivables	124 894 000	181 576 000 🔨	45,38%	51 452 000 💙	-71,66%		
Activities auxiliary to financial servic Activities of extraterritorial organisat	^	Short-term Financial Assets	3 814 000	6 950 000 🔨	82,22%	3 518 000 💙	-49,38%		
Activities of head offices; management c		Cash	138 621 000	157 957 000 🔨	13,95%	24 995 000 💙	-84,18%		
Activities of households as employers of Activities of membership organisations		Deferred Expenses (short-term)	11 328 000	12 504 000 🔨	10,38%	1 469 000 🗡	-88,25%		
Advertising and market research Air transport		TOTAL Current Assets	339 219 000	424 290 000 ^	25,08%	106 013 000 💙	-75,01%		
Architectural and engineering activities		TOTAL ASSETS	1 574 014 000	1 606 058 000 🔨	2,04%	297 694 000 💙	-81,46%		
Civil engineering Computer programming, consultancy and re	·	LIABILITIES & SHAREHOLDER'S EQUITY	1 574 014 000	1 606 058 000 🔨	2,04%	297 694 000 💙	-81,46%		
		Shareholders' Equity	972 390 000	1 067 132 000 🔨	9,74%	12 797 000 💙	-98,80%		
Apply		Share capital	415 058 000	444 278 000 ^	7,04%	14 289 000 ¥	-96,78%		
		Reserves Financial result	295 436 000	299 921 000 ^	1,52%	17 252 000 V	-94,25%		
			261 896 000	322 933 000 ^	23,31%		-105,80%		
		TOTAL Shareholders' Equity Long-term Liabilities	972 390 000	1 067 132 000 ^ 306 364 000 ¥	9,74%		-98,80%		
		Long-term payables	338 668 000 338 668 000	306 364 000	-9,54% -9,54%	190 682 000 ¥	-37,76%		
		TOTAL Long-term Liabilities	338 668 000	306 364 000 ¥	-9,54%	190 682 000 V	-37,76%		~
		TOTAL LONG COM LIADNINGS	350 000 000	500 504 000	5,5470	250 002 000	37,7070		

MY SAMPLES



SAMPLE DASHBOARD OVERVIEW

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Most Recently butto	0n ccomodation20 ♥ ♥ ♥ ♥ ♥ ♥ ↓ ♥ ₩ ₩ ₩	- No. - -					\$
My Samples							
Comparison	Rank Criteria	Remove from Sample	Add Com	panies to Com	Darison Add Sample to Com	parison	
Global Filters	Y1 VAT No Registration Name ⇒ □ 04042211 IVRI - IVAN MIHOV	Latest available financial statement	ASSETS (BGN) Rank	k1 % Participal	opon adams	2 % Participation 2 N/C	
	Once clicked an	2013 2013	273,000 13,124,000	19 6	companies or samples to	N/C	
	expandable menu will	2013 2013	561,000 2,111,000	17 14	Comparison, click	N/C N/C	
	appear. Select criteria and rank the	2013 2014	2,844,000 10,866,000	13 7	'refresh' so they	N/C N/C	
	companies in the	IA 2014 2013	72,000 84,000	23 22	will appear in Comparison list	N/C N/C	
	Sample	2013 2013 2014	100,000 241,000 629,000	21 20 16	0.00%	N/C N/C N/C	
	102078034 ABIGHT 102814931 ABIR 201095291 ABRIEKSIA	2014 2014 2013	4,376,000	10	0.00% 19,000 0.00%	2 10.00%	
	127621331 ACKTION 813201420 ADONIS-45	2013 2013	455,000 46,595,000	18	0.00% 0.06% 171,000	N/C 1 88.95%	
Select Sample:	131540376 ADORO HOLIDAY 102817614 ADS - TRAVAL	2013 2013	2,053,000 3,082,000	15 12	0.00%	N/C N/C	
Accomodation20 test1 TEST2	160044645 AFRODITA HOTELS 102727647 AGAT LTD	2013 2014	4,404,000 19,005,000	10 5	0.01% 0.02%	N/C N/C	
test3 TEST4 test5	Re	cords: 1 to 20 of 26					
load a	nother		w the list				
Apply review			of				
			npanies in e sample				
			Jumpic				

SAMPLE DASHBOARD ACTIVITIES

Image: Sample Overview Charts Top Performers Financial Overview Sample Ratios Sample Activities ×

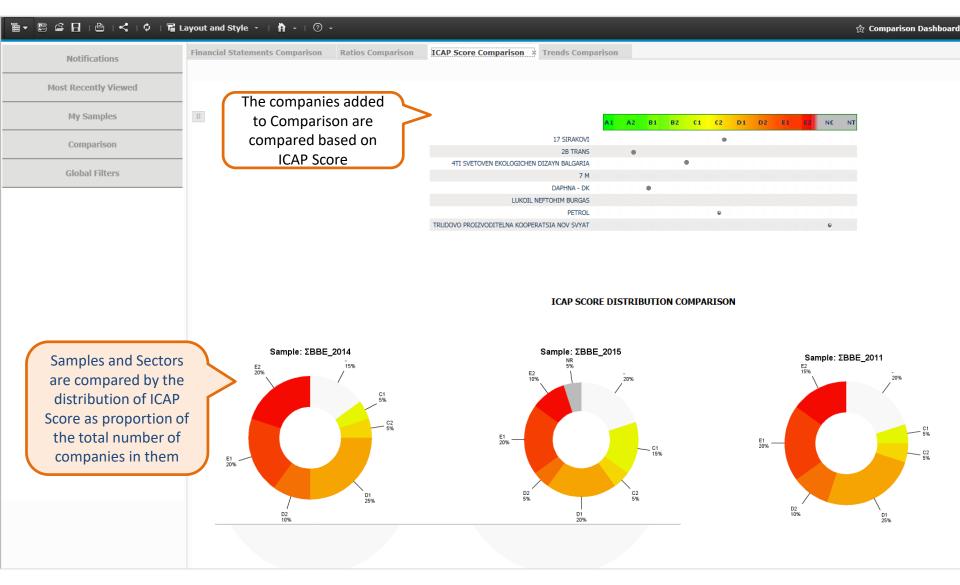
Sample: Accomodation20

VAT No	COMPANY NAME	SECTOR OF ACTIV	VITY NACE ACTIVITY
040422155	10 - NOEMVRI - IVAN MIHOV	55 - Accommodation	55.30 - Carego eds, recreational vehicle parks and trailer parks
201662496	100 KABA GAYDI-YANA HRISTOVA	55 - Accommodation	ation
200284086	17 SIRAKOVI	55 - Accommodation	Choose between viewing
201891406	2B TRANS	49 - Land transport and transport via pipeli	
175330340	3 CCREATIVE	49 - Land transport and transport via pipeli	activity by registration, by
201948063	3 UEY SOLYUSHANS	49 - Land transport and transport via pipeli	ICAP classification or both
118516356	4-TI JULI	55 - Accommodation	ation
104636502	4TI SVETOVEN EKOLOGICHEN DIZAYN BALGARIA	55 - Accommodation	55.10 - Hotels and similar accommodation
112610998	7 M	55 - Accommodation	55.10 - Hotels and similar accommodation
201791772	A END I GRUP	49 - Land transport and transport via pipelines	49.42 - Removal services
123009333	ABAS	55 - Accommodation	55.10 - Hotels and similar accommodation
102878834	ABIGEYL	55 - Accommodation	55.90 - Other accommodation
102814931	ABIR	55 - Accommodation	55.10 - Hotels and similar accommodation
201095291	ABRIEKSIA	55 - Accommodation	55.10 - Hotels and similar accommodation
127621331	ACKTION	55 - Accommodation	55.10 - Hotels and similar accommodation
813201420	ADONIS-45	55 - Accommodation	55.10 - Hotels and similar accommodation
131540376	ADORO HOLIDAY	55 - Accommodation	55.10 - Hotels and similar accommodation
102817614	ADS - TRAVAL	55 - Accommodation	55.10 - Hotels and similar accommodation
160044645	AFRODITA HOTELS	55 - Accommodation	55.10 - Hotels and similar accommodation
102727647	AGAT LTD	55 - Accommodation	55.10 - Hotels and similar accommodation

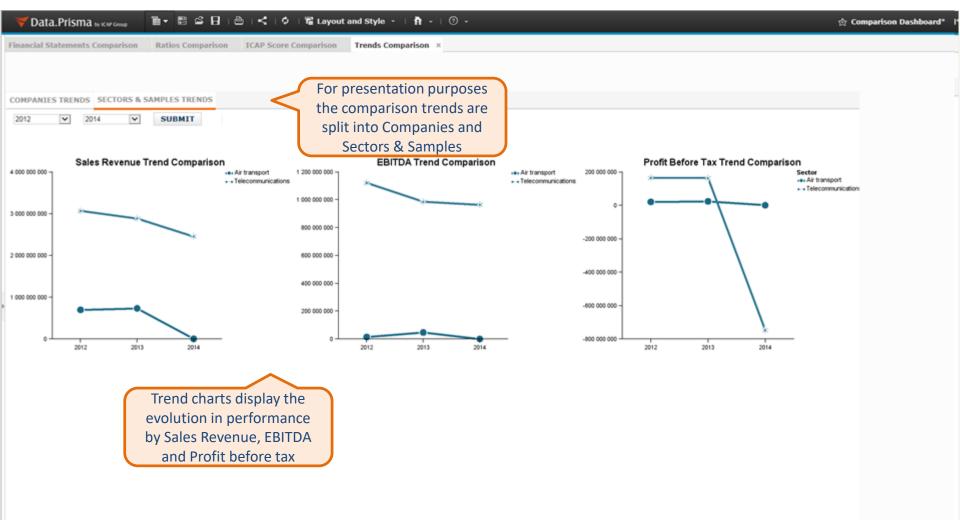
COMPARISON DASHBOARD

Notifications	Financial Statements Comparison × R	atios Comparison	ICAP Score	Comparison 1	Frends Compari	son		
it Recently Viewed	BALANCE SHEET PROFIT & LOSS ACCO	NUNT						
4y Samples	Year V Compact View V	SUBMIT						
Comparison	[76]	4TI SVETOVEN	DAPHNA - DK	LUKOD, NEFTOHEM	PETROL	TRUDOVO	Sector: Wholesale	Semple :
	Companies, Samples	EKOLOGICHEN		BURGAS		PROLZVODITELNA KOOPERATSIA NOV SVYAT	and retail trade and repair of motor vehicles and motorcycles	Accomodation20
IZVODITELNA KOOPERATSIA NOV	Sectors can be compa	ared	26 643 000	4 440 136 000	307 873 000	512 000	285 422 000	1 741 638 000
	· · · · · · · · · · · · · · · · · · ·		13 440 000	3 619 765 000	215 305 000	418 000	97 932 000	1 056 981 000
(1)	between each other. Up		13 440 000	3 512 641 000	25 181 000	266 000	82 819 000	1 052 091 000
w20 X	entities (no matter the	type)	0	54 790 000	310 000	4 000	1 298 000	1 016 000
	can be added for Comp		0	3 869 000	162 135 000	136 000	13 453 000	3 709 000
(1)	can be added for Comp	alisuli					9 000	
d retail trade and repair of motor	Deferred Expenses (long-term)						10 000	
	Deferred tax assets			48 465 000	27 679 000	12 000	343 000	165 000
	TOTAL Fixed Assets	18 000	13 440 000	3 619 765 000	215 305 000	418 000	97 932 000	1 056 981 000
as the Commentant	Current Assets	0	13 203 000	820 371 000	92 568 000	94 000	187 490 000	684 657 000
s the Comparison	Inventories	0	1 102 000	521 004 000	20 712 000	41 000	91 050 000	185 190 000
hboard from the	Short-term receivables	Ó	5 885 000	294 652 000	65 204 000	0	60 085 000	470 821 000
	Short-term Financial Assets	0	0	30 000	0	0	430 000	0
indable Navigation	Cash	0	6 216 000	1 028 000	6 543 000	53 000	33 842 000	27 595 000
at any point in the	Deferred Expenses (short-term)			3 657 000	109 000		2 083 000	1 051 000
	TOTAL Current Assets	0	13 203 000	820 371 000	92 568 000	94 000	187 490 000	684 657 000
plication that it is	DTAL ASSETS	18 000	26 643 000	4 440 136 000	307 873 000	512 000	285 422 000	1 741 638 000
present	ABILITIES & SHAREHOLDER'S EQUITY	18 000	26 643 000	4 440 136 000	307 873 000	512 000	285 422 000	1 741 638 000
	Shareholders' Equity	2 000	14 293 000	213 828 000	117 176 000	198 000	99 200 000	1 095 633 000
	Share capital	5 000	5 000	53 212 000	109 250 000	165 000	8 823 000	955 395 000
	Reserves	0	7 729 000	1 853 659 000	18 696 000	39 000	29 602 000	1 376 000
	Financial result	-3 000	6 559 000	-1 693 043 000	-10 770 000	-6 000	60 782 000	138 862 000
	TOTAL Shareholders' Equity	2 000	14 293 000	213 828 000	117 176 000	198 000	99 200 000	1 095 633 000
	Long-term Liabilities	16 000	12 234 000	2 784 691 000	117 605 000	0	53 152 000	312 430 000
	Long-term payables	16 000	12 234 000	2 784 691 000	117 605 000	0	52 805 000	312 430 000
	Deferred Income (long-term)						347 000	
	TOTAL Long-term Liabilities	16 000	12 234 000	2 784 691 000	117 605 000	0	53 152 000	312 430 000
	Short-term liabilities	0	116 000	1 441 617 000	73 092 000	314 000	133 073 000	333 575 000

COMPARISON DASHBOARD – ICAP SCORE



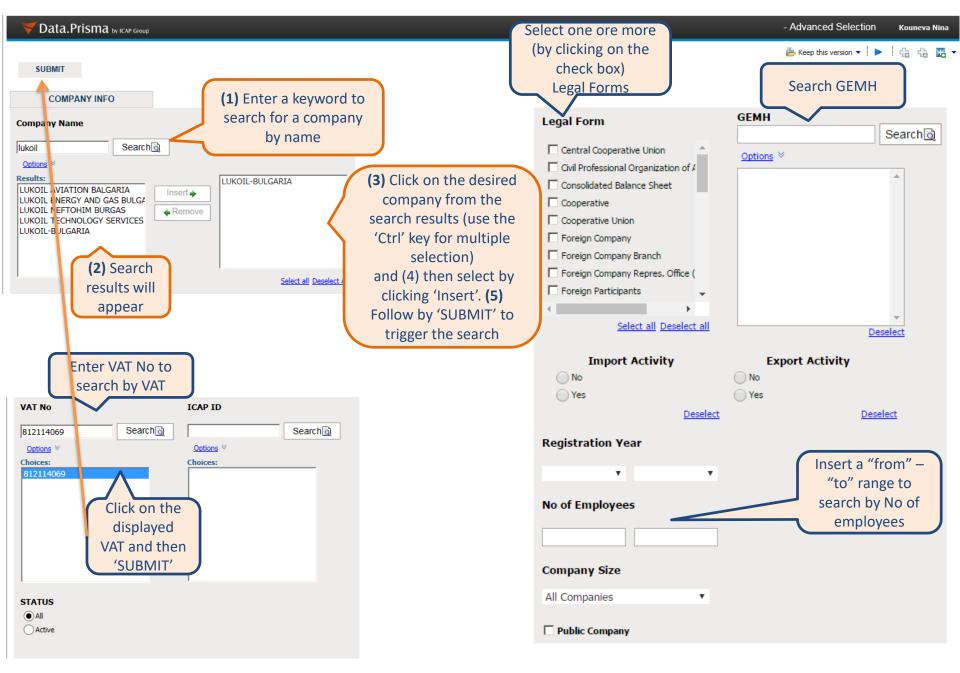
COMPARISON DASHBOARD – TRENDS



ADVANCED SEARCH



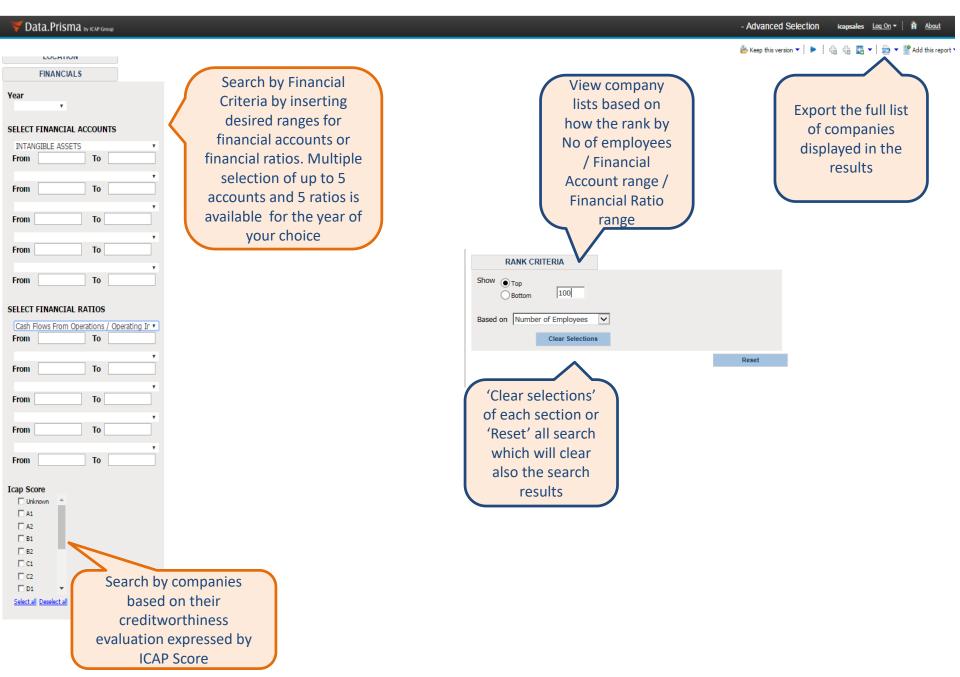
ADVANCED SEARCH - FILTER SELECTION



ADVANCED SEARCH – FILTER SELECTION

Vata.Prisma by ICAP Group		- Advanced Selection	icapsales Log On 🕶 👔 About
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Submit COMPANY INFO ACTIVITY Sector by ICAP Advertising Advertising Advertising Advertising Advertising Advertising Business Services Camping Chambers Camping Chambers Camputer Services Sect All Deselect All	You can either search by ICAP Sector or ICAP industry classification OR search in 3 NACE levels: 1. The Intermediate level is the NACE 2, 2 digit classification 2. The Detail level is NACE 2, 3 digit classification 3. The Product level is NACE 2, 4 digit classification	NACE 2 (2-digit) Search Options ♥ Results: Insert ♥ Remove Select All Deselect all NACE 2 (3-digit) Search Options ♥ Results: Insert ♥ Remove	ės: Seiect ali Deselect Ali
	Dictionary of the Industry and NACE 2 classifications can be found attached in the email:	Select All Develoct all Product NACE 2 (4-digit) Search Options Results: Insert Results: Insert Remove Select All Develoct all	Select all Deselect All

ADVANCED SEARCH - FILTER SELECTION





Description

IBM Cognos Workspace Advanced is a web-based tool which is used to enable business users to author reports and analyze data. **It is an advanced feature of Data.Prisma application**. The user interface is designed for business users to get insight into their business.

✓ Objective

IBM Cognos Workspace Advanced allows for advanced data exploration and ad-hoc simple reports authoring. Being in IBM Cognos Workspace, in order to perform deeper analysis and report authoring, you can seamlessly graduate to Cognos Workspace Advanced, where advanced data exploration, such as adding additional measures, conditional formatting, and advanced calculations, based on relational and dimensional data sources, as well as representing data in lists, crosstabs, and charts are feasible. IBM Cognos Workspace Advanced is also accessible directly from the IBM Cognos Connection portal. With Cognos Workspace Advanced, you can create reports. You can also use your own external data source.



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	Cognos Workspace Advanced
	\wedge
	Select Cognos Workspace Advanced from Launch Menu





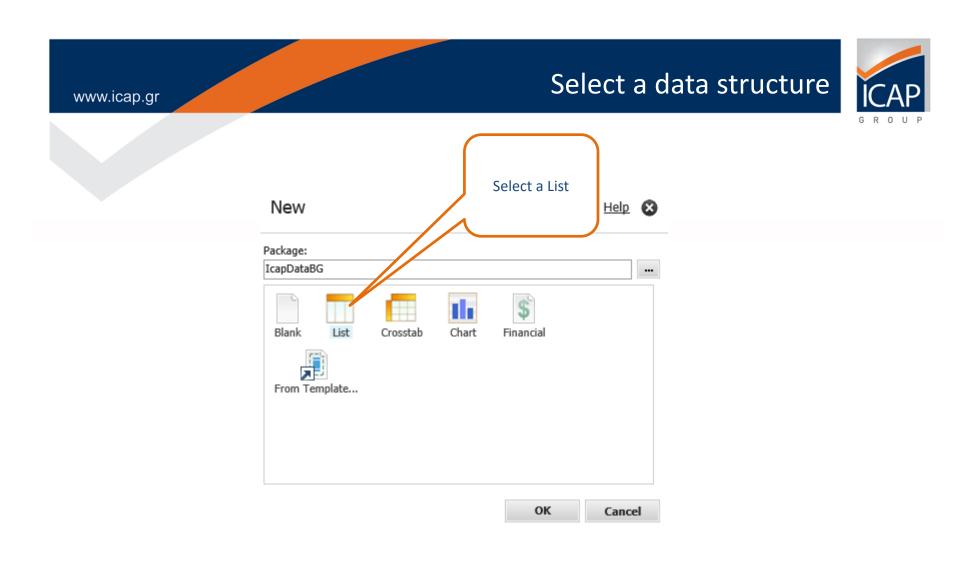
e	Select a package (Naviga	ate) - Internet Explorer			×
Attp://cognosdev.icap.gr/ibmo	cognos/cgi-bin/cognosisapi.dll				
Select a package (Navigate)				Help	8
Select which package to use.				Se	earch
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List of all packages:		2			
Cognos > Public Folders		Entries: 1	- 8		
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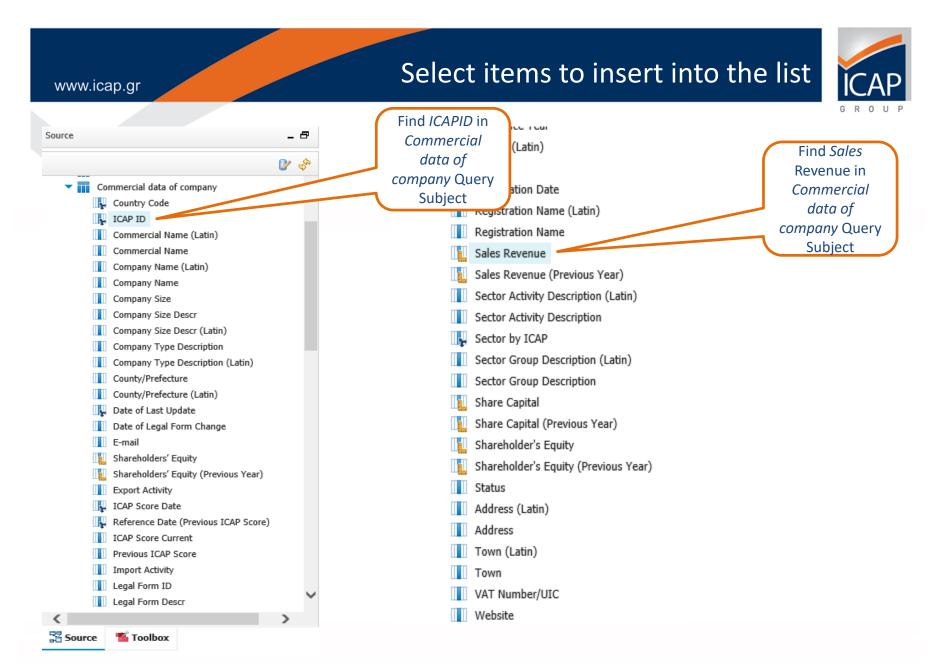


Create new workspace





Create a list www.icap.gr _ 0 Internet Explorer On the left Attp://cognosdev.icap.gr/ibmcognos/pat/rsapp.htm there is the list File Edit View Structure Data Style Run Tools Help selected in the | 🔗 🔛 | 🐇 🗎 🏠 🗶 | 🖑 🌭 | ▾ | 🍸 ▾ 🐯 ▾ 🏖 ▾ 🔯 ▾ | 🗉 🖽 🔁 🖬 ▾ | 🎚 previous step * * * * 🖩 🛛 \mathbf{v} ♥ Size _ 8 e-click to edit text Source n 🕅 🆑 🏅 🔢 IcapDataBG 8 Activities / Products Balance Sheet & PL Accounts Board ofAdministrators Commercial data of company Drop items here to create new columns Company Data Historical Updates This is all Company Phones available data Company Products – Activities Company Shareholders – Owners (Individuals) items in the Comparison Table selected Financial Overview Personnel per Company package Ratios Related Companies Sector Activity Samples Financial Years GeneralScore Representatives Stored Procedures Source Source Nov 4, 2016 1 2:35:57 PM 🕱 Top 🛣 Page up 🛫 Page down 💌 Bottom 🛛 🧬 80 Properties



List after inserting these items



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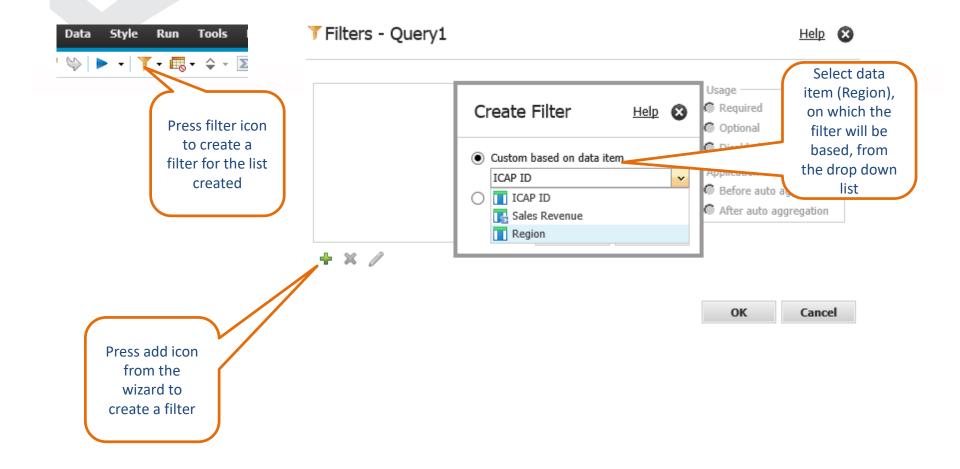
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- Profitable Company
- Public Company
- Reference Date (Company Size)
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- Registration Name (Latin)
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- Sector Activity Description (La
- Sector Activity Description

ICAP ID Sales Revenue Region 32544288 Sofia (Capital) 9,867,000 32610182 461,000 Sofia 37412087 5,000 Plovdiv 108,000 Stara Zagora 34227313 Burgas 34737000 4,000 36928337 Veliko Tarnovo 3,292,000 32437966 6,847,000 Haskovo 36845894 4,000 Shumen 32367963 95,000 Varna 32472138 140,000 Plovdiv 36955287 84,000 Silistra 36715418 120,000 Plovdiv

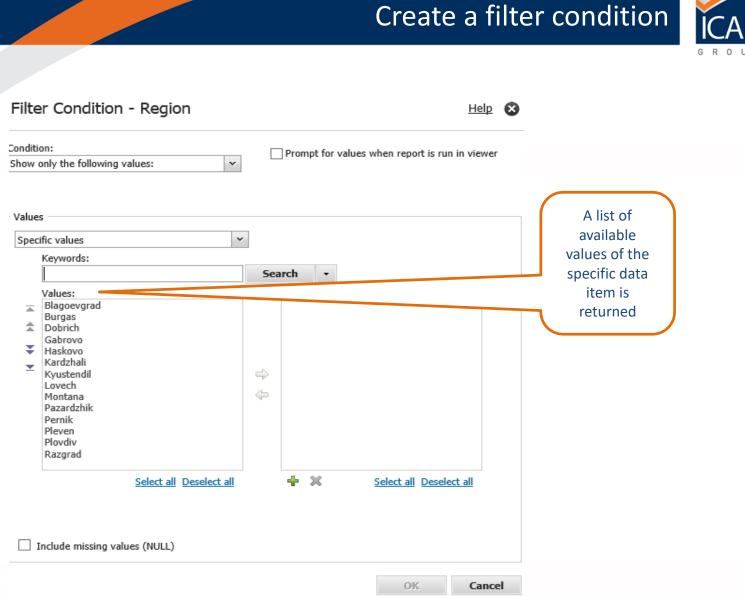
Find *Region* in *Commercial data of company* Query Subject List created after dragging and dropping ICAPID, Sales Revenue, Region into the List object

Filter the list based on data item





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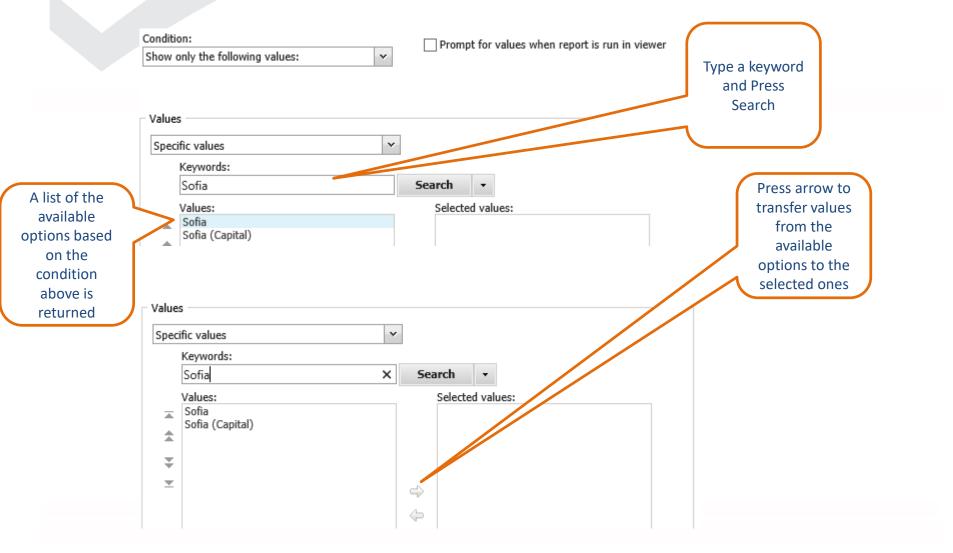


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Select values to be included in the filter condition

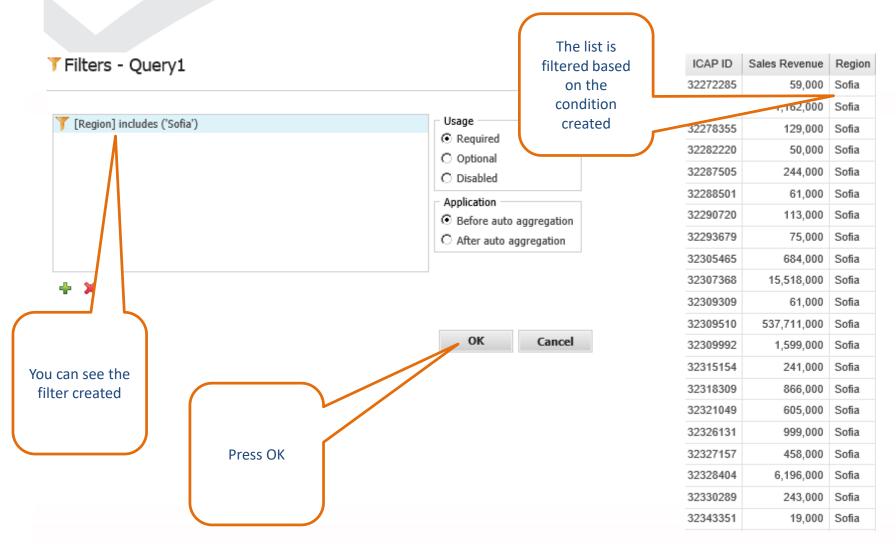
www.icap.gr

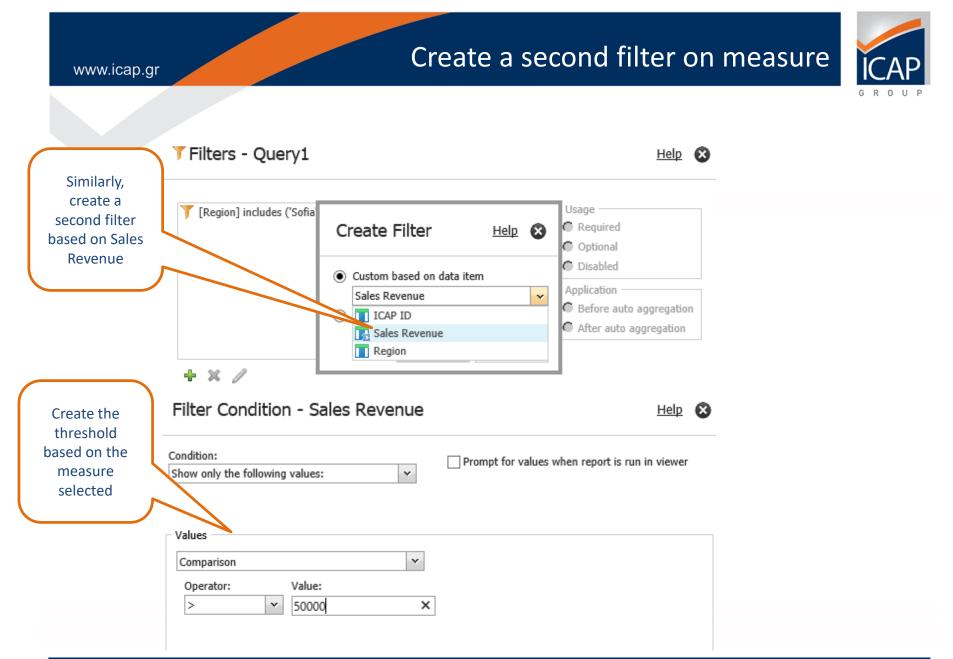




Press OK and see the list filtered

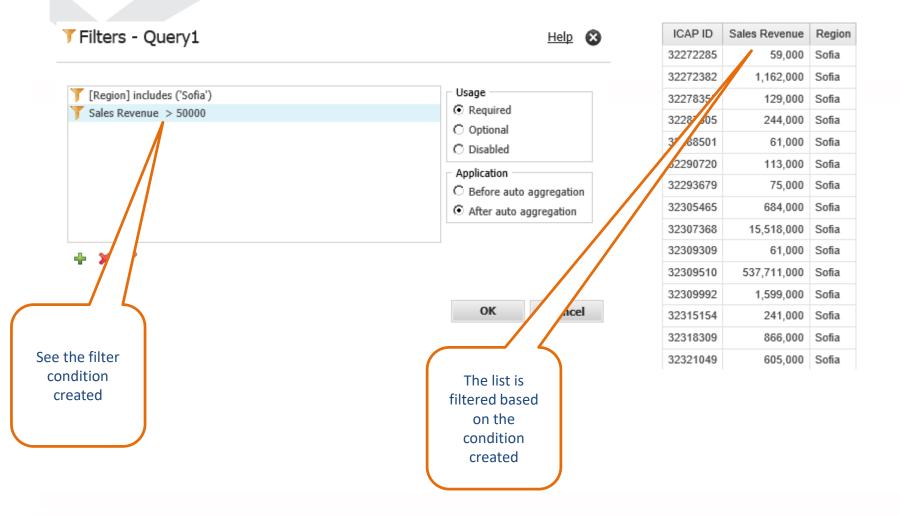








Press OK and see the results



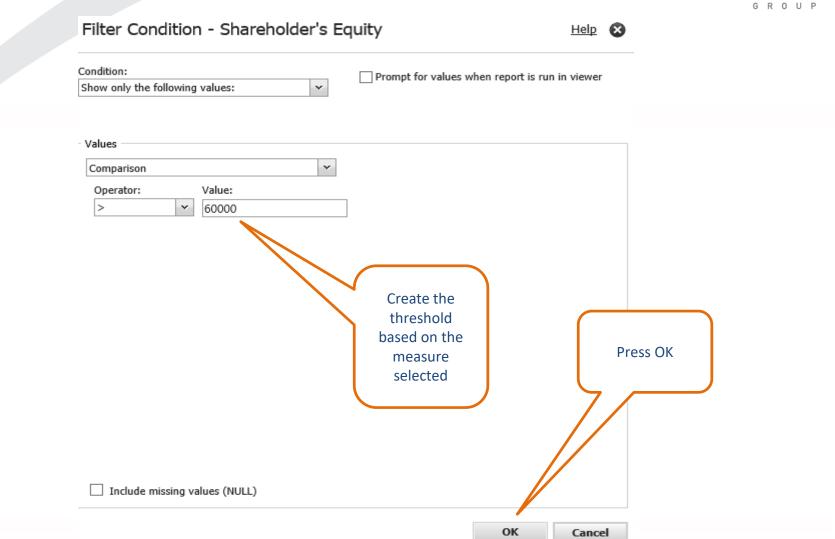
Create a new filter on any item



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		Double-click to edit text	Source -
	Sales Revenue Region		·····
2272382	1,162,000 Sofia		Profitable Company
2278355	129,000 Sofia		Public Company
2279037	1,490,000 Sofia		Reference Date (Company Size)
2281409	1,175,000 Sofia		Reference Previous Year
287505	244,000 Sofia		Reference Year
293266	5,823,000 Sofia		Region (Latin)
303874	650,000 Sofia		Registration Date
304479	5,448,000 Sofia		Registration Name (Latin)
307368	15,518,000 Sofia		Registration Name
309510	537,711,000 Sofia		📜 Sales Revenue
314704	287,000 Sofia		Sales Revenue (Previous Year)
315154	241,000 Sofia		Sector Activity Description (Latin)
321049	605,000 Sofia	Select a data	Sector Activity Description
23202	395,000 Sofia		Sector by ICAP
324881	26,296,000 Sofia	item for a new	Sector Group Description (Latin)
325621	3,401,000 Sofia	filter condition,	Share Capital
326131	999,000 Sofia		Share Capital (Previous Year)
327157	458,000 Sofia	right click on it	Shareholder's Equity
330289	243,000 Sofia	and select	👔 Sha Insert
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Create a filter condition





See the results on the list

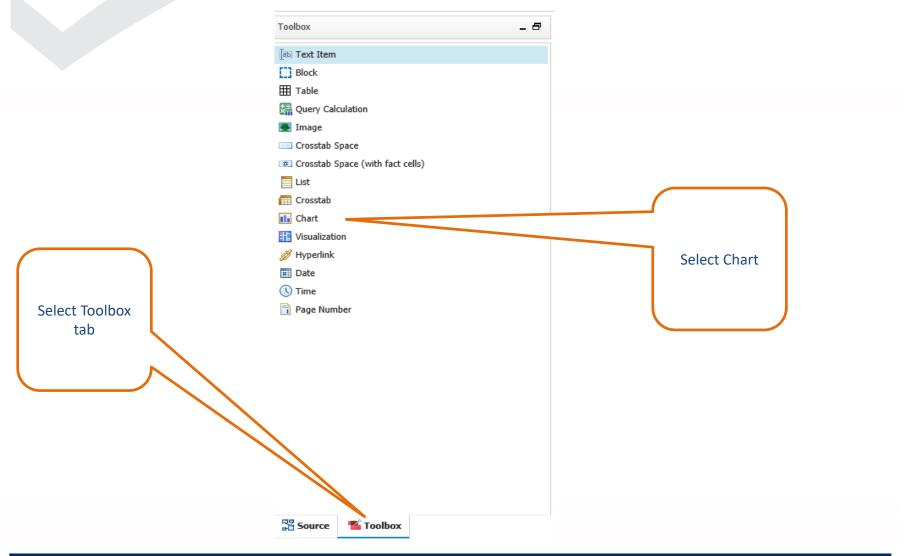


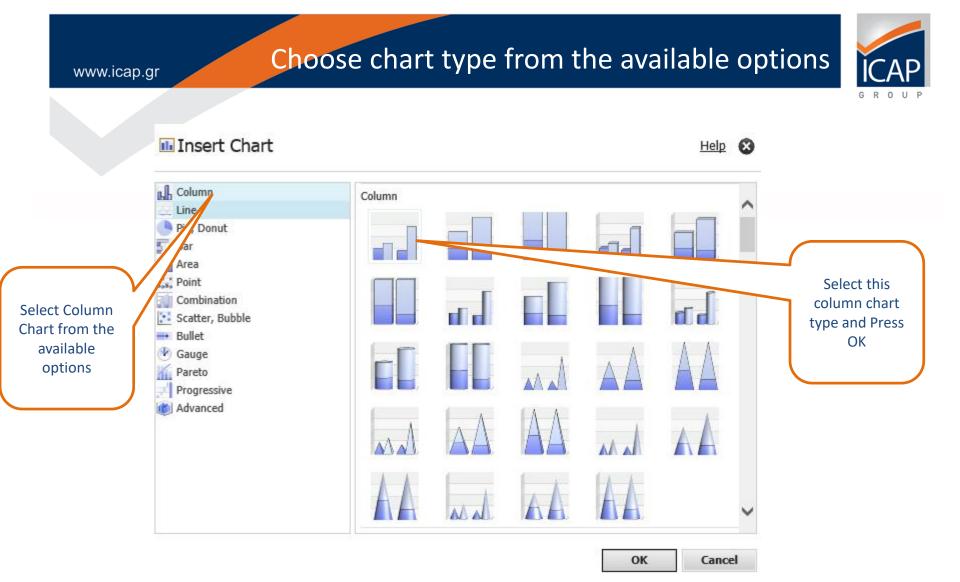
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279037 1,490,000 Sofia		Reference Date (Company Size)
281409 1,175,000 Sofia		Reference Previous Year Reference Year
287505 244,000 Sofia		Region (Latin)
293266 5,823,000 Sofia		Region
303874 650,000 Solia This is th	ie in the second se	Registration Date
304479 5 448 000 Sofia		Registration Name (Latin)
307368 15,518,000 Sofia updated li		Registration Name
309510 537,711,000 Sofia after apply	/ing	Sales Revenue
314704 287,000 Sofia 315154 241.000 Sofia the previo		Sales Revenue (Previous Year) Sector Activity Description (Latin)
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321049 605,000 Sofia filter		Sector Activity Description
323202 395,000 Sofia		Sector Group Description (Latin)
324881 26,296,000 Sofia 325621 3,401,000 Sofia		Sector Group Description
325521 3,401,000 Sofia 326131 999,000 Sofia		Share Capital
327157 458,000 Sofia		Share Capital (Previous Year)
330289 243,000 Sofia		Shareholder's Equity
332750 834,000 Sofia		Shareholder's Equity (Previous Year)
336690 64,000 Sofia		Address (Latin)
340052 1,821,000 Sofia		Address
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Select a chart object from toolbox



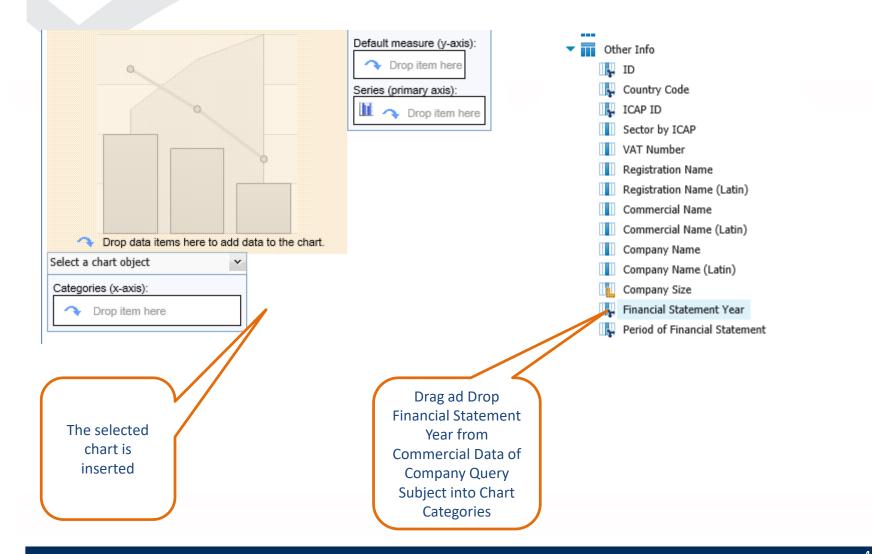






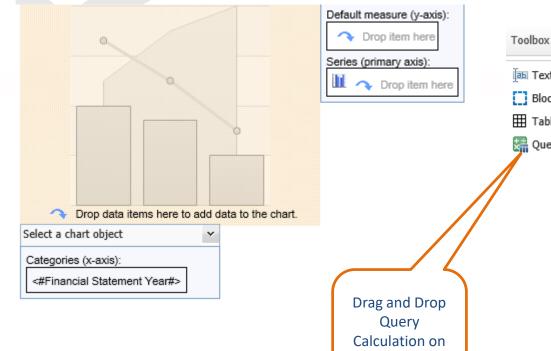
www.icap.gr and Drop Financial Statement Year into Categories



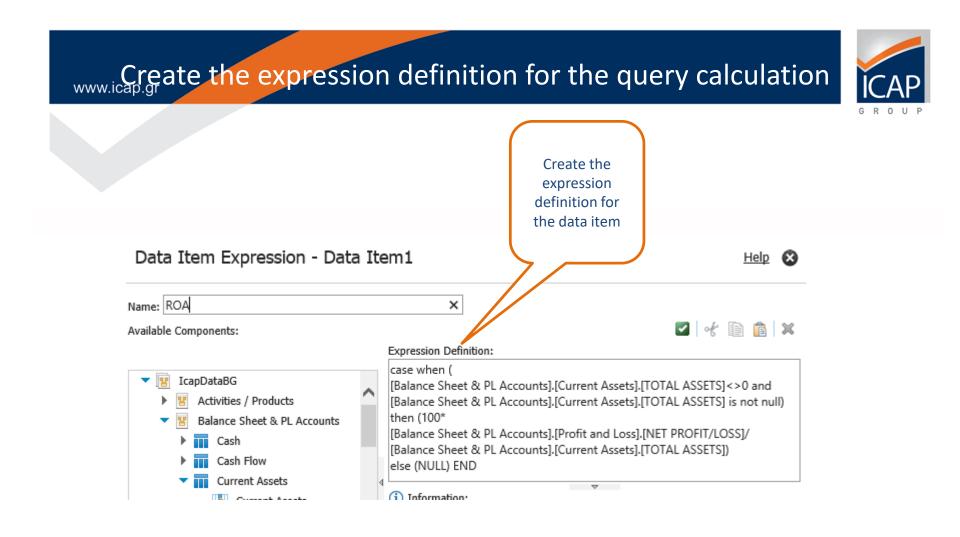


www.icap.gr Drag and Drop Query calculation into Default measure



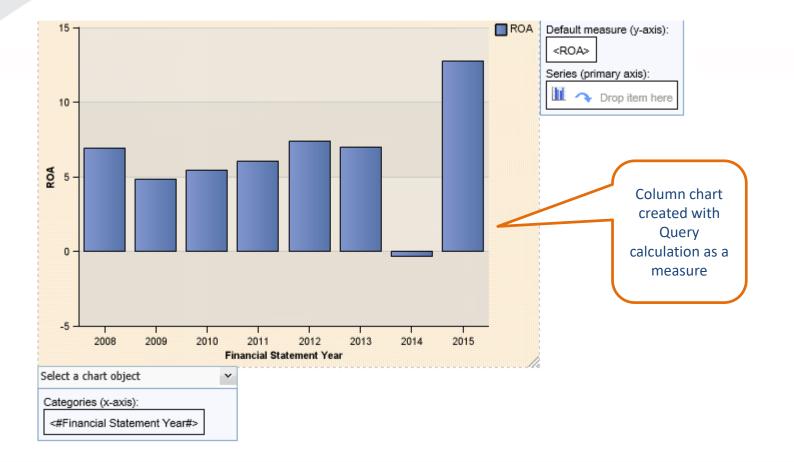


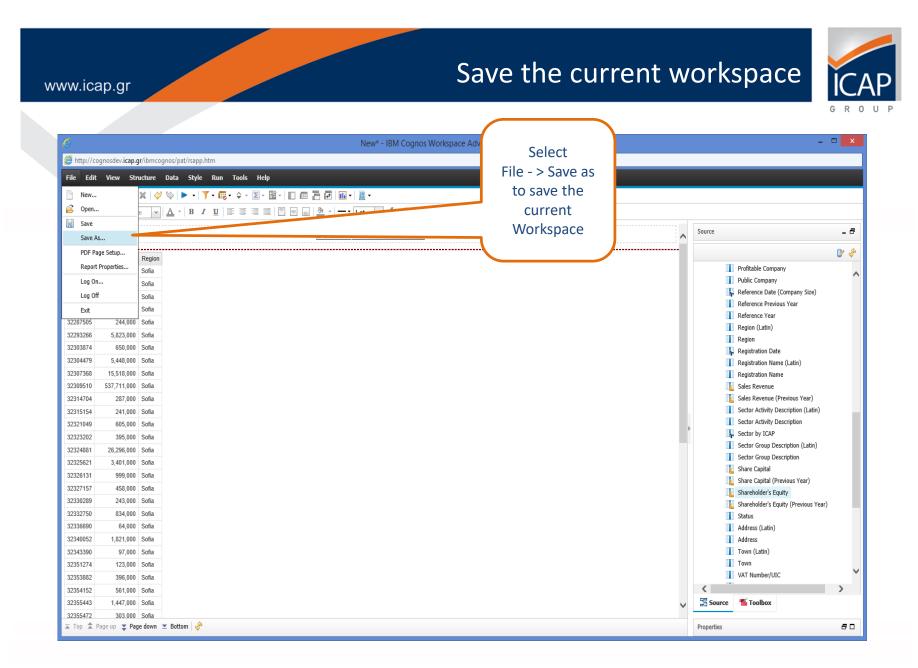
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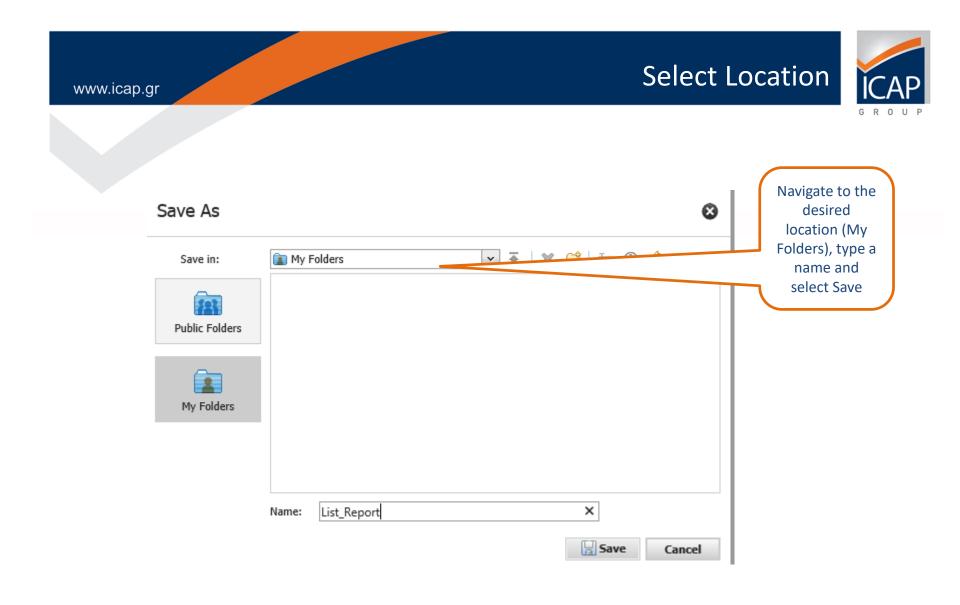




See the column chart created









For more information or technical problems please contact ICAP Customer Care at 210 7200 050 or <u>customercare@icap.gr</u>.

Thank you!

