

SEPE | news

English edition 2008

CHRISTOS FOLIAS

**Innovation - Quality - Extraversion
are Greece's "passport" in the global environment**



KOSTAS HATZIDAKIS

**Our main priority is the development
of our national broadband strategy**



ROBERTO VIOLA

**€300 billion the investment needed
to upgrade existing EU infrastructure to fibre**



**High-tech industry grows across Europe
and becomes the vehicle of the advanced economy**

**Information & Communications Technologies
spending in Greece reaches \$19.1 billion**

The role of SEPE in the Greek market



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**Welcome to the
Human Network.**



SEPE|news

English edition 2008

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WITSA Global IT Excellence Award 2008 winner

During the 16th World Congress on Information Technology (WCIT 2008), the global forum on information and communications technology, which was held in Kuala Lumpur Malaysia, INTRALOT was honoured with the prestigious "Global IT Excellence Award 2008" by the World Information Technology and Services Alliance (WITSA).

Nominated for the "Private Sector Excellence Award" by the Federation of Hellenic Information Technology and Communications Enterprises (SEPE), member of the WITSA, INTRALOT participated in an international voting procedure by a multinational committee consisted of professionals belonging to WITSA's member associations worldwide.

INTRALOT was distinguished among other organizations all over the world for the demonstration of effectiveness of the use of IT, the number of people benefiting from the application of the technology, the degree of effectiveness of the technology, and the level of innovation used in implementing the technology's application. The Private Sector Excellence Award recognizes information technology users, whose innovative uses of information technology directly increase a business ability to meet its objectives, improve its competitiveness or better serve its customers needs.



Mr. Constantinos Antonopoulos, CEO of INTRALOT, stated in the occasion of the awarding: "We are extremely honoured to receive this significant award by such a prominent global Organization, whose members comprise more than 90% of the global ICT market. In particular, we would like to thank the Federation of Hellenic Information Technology and Communications Enterprises (SEPE) for proposing INTRALOT to this prestigious contest. The flagship event of WCIT, also known as the Olympics of the ICT, was an excellent opportunity to share our practices and celebrate our distinction with people from the top ICT companies worldwide. This new recognition of our efforts by the World Information Technology and Services Alliance ratifies our commitment to excellence and innovation".

INTRALOT is a leading supplier of integrated gaming and transaction processing systems, Innovative Game Content & Sports Betting Services to state-licensed gaming organizations worldwide. The company is listed on the Stock Exchange since 1999.

Leveraging its advanced know-how in the development of cutting edge products and capitalizing on its significant experience in gaming operations management, INTRALOT offers customized and fully integrated solutions that are highly efficient and absolutely secure.

Today, INTRALOT is the new champion of the gaming sector worldwide having won the majority of the tenders that have been procured internationally during the last four years.

With presence in 45 countries, a workforce of approximately 4.400 full time professionals and revenues of €835.5 million in 2007, INTRALOT's footprint straddles five continents.



CHRISTOS FOLIAS

Innovation - Quality - Extraversion are

In an era of radical changes and wider redefinition of production and consumption models, the investment in new technologies and in innovation is set to be a strategic objective for the country. The Information Society, based on the rapid development of Information & Communications Technologies (ICT), directs the traditional economy in a new non-material economy based on knowledge, creating in parallel new opportunities for growth, prosperity and quality of life. With the growth of Information Society, we see a new process of conducting financial activity. The financial wealth becomes less dependent on the possession of material goods (natural resources, land and machinery) and more in non material goods, such as information, knowledge, and research. The processes of production of material goods tend to become less important than the processes of production, enhancement and dissemination of information and hence in the new economies we shift in focus towards the information and its dissemination.

The changes that took place in the telecommunications market at a European level look impressive. It is not just the number of new business agreements that creates impressive traction in the

sector, but mainly the speed with which these agreements were implemented with new investment forms that mark a departure from the state monopolies that traditionally dominated this market. The scene changes, the new dimensions are set and will most likely be extended with undiminished intensity in the near future; the technological developments will determine the way with which financial and investment decisions will be made. The big "innovation", naturally, was the big interest of private equity funds in telecommunications. The sector offers powerful motives for investment from such company schemes and is largely compatible with their philosophy; it is all about investment in companies of capital intensity, state of the art technology with exceptionally promising prospects.

In Greece, we promote a development model entirely customised in the needs of this new era. We seek to combine effectively the international competitiveness with the social cohesion of a country. This objective is supported by three pillars:

1. the educated, skilled and highly capable human capital.
2. the creation, development and dissemination of technology, innovation and knowledge.



3. the development of an innovation culture that allows the experimentation, the modernization, the multiplicity of approaches, the creation, the undertaking of risks and the boldness of implementing of new ideas.

Based on facts that were presented by the Greek Observatory of the Information Society regarding the contribution of ICT sector in the GDP, we see this figure at 3.8% in 2006. However, this percentage falls short compared with the rest of the EU that stands at 6-8%. It is estimated that this percentage presents growth potential. Regarding broadband, it is indicated that the growth of broadband penetration is continued at a high rate and the dynamics of this market contribute in a rapid convergence with the EU-25, which is expected to be achieved by the end of 2010. According to the latest facts of the Observatory, broadband penetration was 7.5% at

It is obvious that the challenge for our country is explicit and given: to successfully take up a place in the demanding international environment leveraging three dynamic elements: "Innovation - Quality - Extraversion"

Greece's "passport" in the global environment

the end of August 2007. The impressive changes in the domain of Information & Communications Technologies in the past few years brought emphatically in the foreground the positive relation between new technologies and their application in the market, with the encouragement and growth of research and development with marketable results.

Innovation

With the creation of the Innovation Centre of Microelectronics and after one year of operation of Cluster microelectronics (an important Greek achievement that brings us in the "heart" of modern research coupled with innovation and business activity), it is proven that research can be linked with production and work wonders. It is obvious that the challenge for our country is explicit and given: to successfully take up a place in the demanding inter-national environment leveraging three dynamic elements: "Innovation - Quality - Extraversion".

The initiatives that the Ministry of Development has undertaken create the conditions for the creation of a suitable environment for growth of innovation, in those sectors of Greek economy, which present capable characteristics to create conditions of competitive advantage at an international level. The Hellenic Technology Clusters Initiative "Corallia" - as it is named - is a pioneering source for innovative Greek business activity.

The Ministry of Development plans and actively invests in the sector of new technologies as well as their implementation in the market mainly when we encourage the growth of Greek research and technology with tangible results. Specifically for 2008 - 2010, it

The encouragement of research and technology with results for the market, as in the clusters example, constitute great creativity examples and enterprising dynamics that we will support and develop further

promotes the implementation of further important initiatives such as:

- Programs - interventions for implementation of state of the art Research & Development through the collaboration of Greek Industry, Universities and Research Centres and support of newly founded innovative enterprises in focused thematic regions, beginning with the Microelectronics and Embedded Systems, and in the near future in other technological priorities such as the Renewable Energy Sources, Culture & Educational Software and Multimedia, and Health Sciences.
- Ease of the innovation gap through collaboration and partnerships among cluster-members as well as between cluster-members and national and international organizations, including world-class innovation Centres of excellence such as the Sophia-Antipolis Foundation.

- Important actions for the repatriation of talented Greek scientists and managers and the attraction of premium investments from USA and EU, particularly via cooperation with Greek capital and technology enterprises of Greek interests abroad.

The technological changes, the transformations that are observed in all sectors of traditional economy, the parallel growth of "non-material economy" and the creation of new needs in the enterprises of new economy, the rapid increase of information and the globalisation, alter the needs of the employment market as well as the nature of employment. At the same time, these changes differentiate the type of knowledge, the faculties and the professional dexterities of professions and specialities that are required in this new environment. The synergy of all involved institutions is required in an extensive and continuous social dialogue for the management of technological changes, which should, mainly, focus in lifelong learning and in the process of recognition and transferability of qualifications (eg social dexterities, dexterities of behavior, etc.).

Likewise, issues as the new organisation of work with the use of tele-working, the import of wider innovations that are decisive for the orientation in new technologies are our direct priorities. The encouragement of research and technology with results for the market, as in the clusters example, constitute great creativity examples and enterprising dynamics that we will support and develop further. **S**

Mr. Christos Folias is Minister of Development of Greece.

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K O S T A S H A T Z I D A K I S

Our main priority is the development



Greece has experienced steady progress in the sector of tele-communications, enabling competition in the market and thus allowing for better quality services to be offered to the consumer. Nevertheless, it is a fact that we still need to accelerate our pace in many areas, one of which is the telecommunication market regulation. In most states in Europe, the leading part in this area is taken by the Independent Regulating Authorities. Following the same pattern in Greece, EETT is the National Regulatory Authority, which supervises and regulates the tele-communications market, and will all strive to support its work.

Moreover, the Ministry of Transport and Communications plans, coordinates and monitors projects and actions targeting the development of communications and new technologies across Greece. We already develop actions and projects that will be included in ESPA, the National Strategic Reference Framework (NSRF), and will be part of the strategy for the Electronic Communications industry in Greece. Our main priority is the development of our national telecommunications strategy, so that the rapid development of tele-

communications and high technology that we see all over the world becomes available to the Greek citizens too. This will allow our country to gain an equal place in the European Family.

In all things, there is always room for improvement - this is our aim, to become better day by day. The same stands for telecommunications as well. Our country has already made impressive steps, and this was also acknowledged by the European Commissioner for Information Society and Media, Mrs. Viviane Reding, during her recent visit. While, in the past, Greece held the last place in the broadband development, a negative fact as much for the competitiveness of the country as for the citizens themselves, it now achieved within a year to accelerate the growth of broadband penetration reaching 10,2%. A number of factors contribute to this achievement, among those the support from the enterprises, EETT and the government. The effort should be continued. What we owe to do from our side is to set up fair rules so that in collaboration with the Independent Regulating Department and other interested parties to enable healthy

competition among the enterprises of the sector. The telecommunications market changes daily at a global level. It is my personal belief that, in this particularly dynamic market which is transformed in our country as well, that there is place for all; not only for the Hellenic Telecommunications Organization (OTE), that admittedly has shown big vigor in the past few years, but also for alternative suppliers offering quality services. The Hellenic Telecommunications Organization should continue dynamically and become even more modern as a priority of the company's management.

Our goal is to support the tele-communications market so that we converge to the European Community average in the leverage of electronic communications. For this purpose we

What we owe to do from our side is to set up fair rules so that in collaboration with the Independent Regulating Department and other interested parties to enable healthy competition among the enterprises of the sector

of our national broadband strategy

Give more traction
in the sector
of communications
and to move faster
in the spread of
broadband networks,
especially in the region



should attract big investments and protect the consumers' interest at the same time. Our focus is always the citizens - consumers and in order to protect their rights, the market should function properly, in the appropriate competitive framework. In the telecommunications sector, EETT should have a big role. A role that becomes even more important if we mediate that our country, even if it made important progress, was delayed in applying the Community legislation on telecommunications. We should boost our actions and mainly, we should all comprehend that there is a need for coordinated and essential efforts from all. Not only the Regulator that should function really independent from all kinds of influences, but also the State and the Enterprises.

In my speech to the Parliament regarding the Departmental program I set 6 specific targets, which I want to achieve during my time in the Ministry. One of them is to give more traction in the sector of communications and to move faster in the spread of broadband networks, especially in the region. It is important to give emphasis in the region

where the development of broadband infrastructures is more difficult and naturally more expensive. It is already in progress a very ambitious program of the Operational Program "Information of Society" with our goal to create such infrastructures in 75 Greek cities.

With the completion of this program the entire country will obtain modern telecommunication infrastructures, enabling further broadband penetration. At the same time we coordinate projects that will give us alternative possibilities for the broadband development in Greek regions, where the cost of land-line connection is really big because of the area morphology. For instance, the program "DORY", has been planned precisely to offer broadband services in the faraway regions of Greece via satellite Internet, overcoming the technical and economic difficulties that we would have using land-line connections. Broadband, in Greece as well as in the rest of the world grows rapidly. It is true that up to date we had a lot of delays and quite enough problems. Even though we achieved to get to the right path, it appears that still we fall short concerning

the rest European states in broadband penetration. That is why we plan our next moves very carefully, in order to gain the lost ground. The role of citizens in this effort is very important.

It is natural - and we all want it - that the consumer will demand quality services and better products. This way the market is forced for improvement, and the government is also forced to undertake action there where the private initiative cannot correspond as for instance in the infrastructures in faraway regions of the country. We have also seen similar problems abroad, because thus it happens in each new market and in each new technology. And we realise that these problems sooner or later will smoothen out - there are solutions as long as we all try to become better and mainly more effective. The government, from its part, should and must help substantially, so that that the citizen enjoys faster all possibilities that can be offered by the digital era. **S**

Mr. Kostas Hatzidakis is Minister of Transport and Communications of Greece.

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upgrade existing EU infrastructure to fibre



EU infrastructure to fibre. Thus, the EU regulatory model appears, so far, resulted in under investment.

All issues of reflections above mentioned clarifies why there is, for ERG, no time for complacency and how much work remains yet to be done.

What is exactly the Next Generation Networks and how will the facts change in electronic communications?

The introduction of Next Generation Networks (NGN) leading to a multi-service network for audio (including voice), video

(including TV) and data as well as new plans and investment in next generation access (NGA) sets the communications sector on the verge of a new era. These developments give rise to innovation opportunities at both the service and infrastructure level. Additionally, due to the increased economies of scope of a multi-service network cost savings are to be expected.

The NGN architecture is structured according to a service layer and an IP-based transport layer, which provides IP-connectivity to end-user equipment. Investments and developments on a single

all-IP network to substitute multiple traditional core networks may be distinguished from developments in NGA.

In about half of the countries that contributed to the "Fact Finding Questionnaire of the Project Team on IP-Interconnection and NGN", NRAs stated that implementation of NGNs is, normally, beginning at the core (transport) level followed by changes in access networks. Differences between Member States (but also within each country) exist in particular with regard to the pace of migration to NGN and NGA, depending on the actual strategy chosen by the operator, according to the Fact Finding. The aim is the same, the possibility to provide a wide array of services including those requiring high bandwidth (voice, high-speed data, TV and video) over one or very few platforms.

What is the progress regarding IPTV in European Union and which actions does the EU promote for its growth?

Convergence has been a topic of discussion within the telecommunications and computing industries for many years. Now this transformation is being driven by the evolution of enabling technologies that include IPTV and the IP Multimedia Subsystem (IMS).

Telecommunications is thus undergoing a fundamental change from traditional separate provision of voice, data, video services, to the provision of a mix that blends traditional services and adds new multimedia features.

With the IPTV market rapidly growing towards EU predicted, by different analysts, 25 million users by 2010, 46.9

SAY THIS
IS YOU
OFFERING
EXCITING NEW
EXPERIENCES

AND HERE ARE
THE CUSTOMERS
EAGER
TO ADOPT
THEM

HERE WE ARE HELPING
YOU EXPLORE THE
FULL POTENTIAL

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becomes the vehicle of the advanced economy

today in combination with low-priced telephone flat rates or online on-demand services for movies and music." At the same time, the prices for data transfer are falling. If connections with a speed of 1 Mbit were the standard a few years ago, today twice this rate is normal.

According to the latest EITO forecast, by the end of 2008 there will be an estimated €114 million broadband Internet connections in Western Europe, making fast data lines available to 26% of the population. By far the largest single market in Europe is Germany, with an estimated turnover volume of €8.4 billion in 2008. This represents a plus of 8.5 percent compared to last year and a market share of 25 percent in the European Union. France is recording the strongest growth among the EU countries with the largest populations, with an increase in turnover of 22.5 percent, to €4.6 billion. Great Britain, also with €4.6 billion, is achieving growth of 7.2 percent. France and Great Britain each have a market share in the EU of 13.6 percent. In Spain turnover is increasing by 7.6 percent to €3.2 billion. This is equivalent to a share of 9.2 percent. EITO predicts that dynamic

growth in turnover in Internet access connections will also continue in 2009, at plus 9 percent to €36.9 billion.

Greece

Between 2003 and 2009, according to EITO the ICT Greek market has experienced increase in value, restriction of margins due to intense competition and a turn to new technology offerings and services. The Greek ICT market is growing by 3.5% to €10.7 in 2008 and by 2.4% to €10.9 billion in 2009. Telecommunications sector is leading in share even though the IT market is, this year, experiencing a

higher growth rate. The Greek IT market is growing by 5.3% to €2.3 billion in 2008 and by 5.3% to €2.5 billion in 2009. The Greek telecommunications market is growing by 3% to €8.3 billion in 2008 and by 1.5% to €8.4 billion in 2009 (Figure 1). The software sector is growing by 4.4% in 2008 and by 5.1% in 2009. The outsourcing services is growing by 6.4% in 2008 and by 7.3% in 2009. In the telecommunications sector internet access is growing by 46.8% in 2008 and by 20.1% in 2009. Also Pay TV services are growing by 13.8% in 2008 and by 9.7% in 2009. **S**

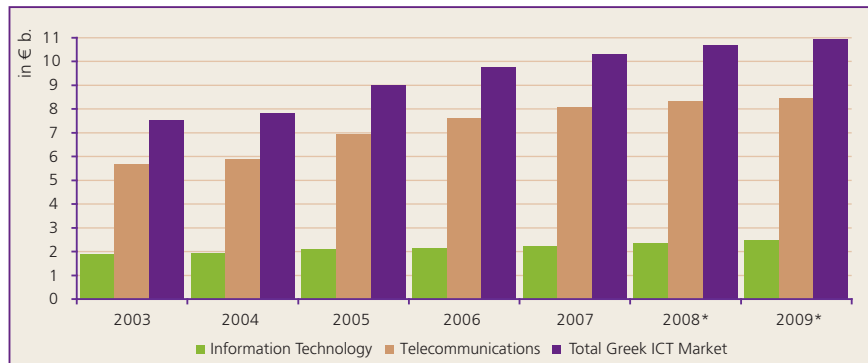


Figure 1. The Greek ICT Market, in € b., Source: EITO, SEPE 2008, * estimation

Greece	Market Volume (in € m.)					Growth Rate			
	2005	2006	2007	2008*	2009*	2006/2005	2007/2006	2008/2007	2009/2008
ICT Market									
Hardware	€ 795	€ 798	€ 827	€ 884	€ 932	0.4%	3.6%	6.9%	5.4%
Software	€ 455	€ 478	€ 505	€ 527	€ 554	5.1%	5.6%	4.4%	5.1%
IT Services	€ 821	€ 855	€ 895	€ 934	€ 983	4.1%	4.7%	4.4%	5.2%
Total IT	€ 2,071	€ 2,131	€ 2,227	€ 2,345	€ 2,469	2.9%	4.5%	5.3%	5.3%
Telecom end-user equipment	€ 572	€ 581	€ 587	€ 582	€ 589	1.6%	1.0%	-0.9%	1.2%
Network Equipment	€ 624	€ 836	€ 874	€ 896	€ 917	34.0%	4.5%	2.5%	2.3%
Carrier services	€ 5,718	€ 6,187	€ 6,620	€ 6,848	€ 6,948	8.2%	7.0%	3.4%	1.5%
Total Telecommunications	€ 6,914	€ 7,604	€ 8,081	€ 8,326	€ 8,454	10.0%	6.3%	3.0%	1.5%
Total ICT Market	€ 8,985	€ 9,735	€ 10,308	€ 10,671	€ 10,923	8.3%	5.9%	3.5%	2.4%

Table 2. Greek ICT Market, Source: EITO 2008, *estimation

spending in Greece reaches \$19.1 billion

The world spending for Information & Communications Technologies (ICT), will grow in 2008 to \$3.8 trillion and will present constant growth up to 2011, reaching \$4.4 trillion

is represented by the state and the enterprises. These percentages are expected to fluctuate in the coming years until 2011. In the next four-year period the spending from the consumer market will be increased by 6.4% vs 11.2% in the previous four-year period 2003 - 2007. Spending from the state sector and the enterprises is calculated at the next four-year period to increase by 6.1% vs 8.9% in the four-year period 2003-2007. On the contrary, the investments in ICT in the sector of transport

will be increased; it is speculated that the spending of this particular sector will grow during the four-year period 2007 - 2011 with a growth rate of 10.5% vs 9.4% in the previous four-year period 2003 - 2007.

Greece

The spending for Information & Communications Technologies is expected to reach up to \$19.1 billion in the Greek market during 2008, increased by 13% since last year. This is split to \$14.1 billion spending

for Telecommunications, and \$4.9 billion spending for Information Technology (of which \$2.2 billion for Equipment, 1.2 billion for Software and \$1.5 billion for Services).

According to the Digital Planet report, the consumer market will be the champion in ICT spending in Greece during 2008, whilst the telecommunications, transport and public sectors follow. Analytically, in Information & Communications Technologies during 2008 the telecommunications sector will invest \$2,264 billion, manufacturing \$462.3 million, education \$296.6 million, energy \$289.6 million, financing \$839.4 million, public \$1,458 billion, health \$710 million, tourism \$911.3 million, industry \$637.7 million, services \$985.8 million, retail trade \$715.8 million, transports \$1,297.5 million, natural resources \$275.4 million, wholesale trade-distribution \$341.2 million and consumers \$7,591 billion (Table 1). **S**

Greece	ICT Spending										Growth Rate						
	2003	2004	2005	2006	2007	2008*	2009*	2010*	2011*	2004/03	2005/04	2006/05	2007/06	2008/07	2009/08	2010/09	2011/10
Computer Hardware	\$1,202.2	\$1,385.4	\$1,522.6	\$1,805.7	\$1,930.9	\$2,089.8	\$2,252.0	\$2,388.1	\$2,529.4	15.2%	9.9%	18.6%	6.9%	8.2%	7.8%	6.0%	5.9%
Computer Software	\$560.9	\$707.0	\$817.9	\$1,056.7	\$1,170.8	\$1,280.8	\$1,379.1	\$1,492.5	\$1,642.9	26.1%	15.7%	29.2%	10.8%	9.4%	7.7%	8.2%	10.1%
Computer Services	\$821.3	\$970.3	\$1,071.4	\$1,368.4	\$1,457.6	\$1,559.6	\$1,642.1	\$1,744.6	\$1,893.5	18.1%	10.4%	27.7%	6.5%	7.0%	5.3%	6.2%	8.5%
Total IT	\$2,584.3	\$3,062.7	\$3,411.8	\$4,230.7	\$4,559.3	\$4,930.2	\$5,273.2	\$5,625.2	\$6,065.8	18.5%	11.4%	24.0%	7.8%	8.1%	7.0%	6.7%	7.8%
Total Communications	\$8,570.6	\$10,509.8	\$10,304.5	\$10,628.3	\$12,358.0	\$14,146.6	\$14,793.4	\$14,894.8	\$14,663.3	22.6%	-2.0%	3.1%	16.3%	14.5%	4.6%	0.7%	-1.6%
Total ICT Spending	\$11,154.9	\$13,572.5	\$13,716.3	\$14,859.0	\$16,917.3	\$19,076.8	\$20,066.6	\$20,520.1	\$20,729.1	21.7%	1.1%	8.3%	13.9%	12.8%	5.2%	2.3%	1.0%
Major ICT Segments																	
Communications	\$1,202.9	\$1,630.4	\$1,686.3	\$1,729.0	\$2,005.3	\$2,264.0	\$2,470.5	\$2,616.1	\$2,575.5	35.5%	3.4%	2.5%	16.0%	12.9%	9.1%	5.9%	-1.6%
Construction	\$295.3	\$325.8	\$331.1	\$360.9	\$417.6	\$462.3	\$478.0	\$477.1	\$464.6	10.3%	1.6%	9.0%	15.7%	10.7%	3.4%	-0.2%	-2.6%
Educational Services	\$163.8	\$188.1	\$191.1	\$222.9	\$257.5	\$296.6	\$317.8	\$334.9	\$350.7	14.9%	1.6%	16.6%	15.6%	15.2%	7.1%	5.4%	4.7%
Energy and Utilities	\$156.6	\$183.6	\$239.2	\$233.0	\$269.4	\$289.6	\$303.3	\$314.2	\$325.3	17.3%	30.3%	-2.6%	15.6%	7.5%	4.7%	3.6%	3.5%
Financial Services	\$477.7	\$580.8	\$600.3	\$678.8	\$762.2	\$839.4	\$888.6	\$930.6	\$981.0	21.6%	3.3%	13.1%	12.3%	10.1%	5.9%	4.7%	5.4%
Government	\$760.7	\$979.7	\$975.0	\$1,178.4	\$1,311.1	\$1,458.3	\$1,548.9	\$1,619.1	\$1,675.1	28.8%	-0.5%	20.9%	11.3%	11.2%	6.2%	4.5%	3.5%
Healthcare	\$394.8	\$440.2	\$446.7	\$596.8	\$624.7	\$710.0	\$765.0	\$813.4	\$864.5	11.5%	1.5%	33.6%	4.7%	13.7%	7.7%	6.3%	6.3%
Hospitality, Hotels & Leisure	\$540.0	\$613.3	\$683.7	\$827.9	\$825.9	\$911.3	\$946.6	\$970.2	\$993.6	13.6%	11.5%	21.1%	-0.2%	10.3%	3.9%	2.5%	2.4%
Manufacturing	\$432.3	\$504.4	\$491.5	\$504.4	\$595.0	\$637.7	\$651.1	\$655.2	\$660.4	16.7%	-2.6%	2.6%	18.0%	7.2%	2.1%	0.6%	0.8%
Natural Resources	\$197.7	\$206.0	\$209.3	\$221.3	\$255.9	\$275.4	\$278.5	\$277.6	\$275.7	4.2%	1.6%	5.7%	15.6%	7.7%	1.1%	-0.3%	-0.7%
Services	\$542.7	\$691.1	\$746.0	\$808.0	\$894.6	\$985.8	\$1,030.2	\$1,061.7	\$1,092.6	27.3%	7.9%	8.3%	10.7%	10.2%	4.5%	3.1%	2.9%
Retail Trade	\$592.3	\$654.2	\$583.3	\$599.6	\$666.3	\$715.8	\$724.3	\$716.8	\$705.1	10.5%	-10.8%	2.8%	11.1%	7.4%	1.2%	-1.0%	-1.6%
Transportation	\$605.2	\$784.3	\$805.8	\$833.4	\$1,071.4	\$1,297.5	\$1,455.9	\$1,521.4	\$1,521.3	29.6%	2.7%	3.4%	28.6%	21.1%	12.2%	4.5%	0.0%
Wholesale and Distribution	\$250.8	\$270.5	\$270.2	\$261.7	\$304.8	\$341.2	\$352.7	\$354.7	\$351.5	7.8%	-0.1%	-3.2%	16.5%	11.9%	3.4%	0.6%	-0.9%
Consumer	\$4,542.1	\$5,520.2	\$5,456.8	\$5,802.9	\$6,655.6	\$7,591.7	\$7,855.3	\$7,856.9	\$7,892.1	21.5%	-1.1%	6.3%	14.7%	14.1%	3.5%	0.0%	0.4%
Economic Factors																	
Gross Domestic Product	\$222,325.0	\$264,391.8	\$283,473.5	\$308,785.1	\$360,975.8	\$424,367.4	\$433,541.2	\$443,288.2	\$453,840.6								
Employment (000s of Workers)	\$4,274.5	\$4,313.1	\$4,369.0	\$4,452.3	\$4,502.5	\$4,547.6	\$4,582.6	\$4,613.4	\$4,636.1								
Population (000s of Workers)	\$11,139.9	\$11,200.0	\$11,248.4	\$11,288.5	\$11,215.0	\$11,222.0	\$11,228.0	\$11,231.0	\$11,233.0								

Table 1. Greek ICT Market spending, in \$US m., * estimation

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