

03/11/2017 – Press Release - Comments on Financial Results for nine-month period 2017

In the nine-month period of 2017 Sfakianakis Group of Companies improves the performance of its activities compared to the same period of last year. Specifically, sectors present the following figures:

Car trade. The car market in the nine-month period of 2017 with 69,858 passenger car registrations presented an increase of 10.5% compared to 2016. **SUZUKI** made 4,533 car registrations acquiring a market share of 6.5%, occupying the 7th position among car importers. **Retail** ameliorated its market share to 12.4% (from 12.0% in 2016) with sales of 8,658 passenger cars. In addition, 565 light trucks and 1,242 used vehicles were sold. Total sales of Sfakianakis (wholesale and retail) represent 15.6% of the Greek new car market (from 14.8% in 2016).

Car Leasing. Revenue of the **Long Term Rental (LTR)** sector is increased by 17.6% while fleet under management is composed of 7,880 vehicles (+16,8%) with an utilization rate of 97%. The **Rent-A-Car (RAC)** sector, exploiting the potential of tourism and the strong brands of Enterprise/National/Alamo has increased rental by 19.0% with rents vehicles reaching 4,195 (+18,8%).

Heavy vehicles, machinery and industrial goods. The sector in the nine-month period of 2017 presents increase in sales by 12.0% and profitable result.

Group's turnover amounted to € 219.0 mil., presenting an increase of 6.7% compared to 2016 while Company's turnover was improved by 20.2% reaching € 204.0 mil.

Group expands its operating profitability with EBITDA at €24.8 mil. presenting an increase of 7.8% compared to € 23.0 mil. the relevant period of 2017. Operating result for the Company amounted to €23.4 mil. against €1.4 mil. the relevant period of 2016.

Loss before tax for the Group presented an improvement of 63.1% and amounted to €3.1 mil. while for the Company loss is €3.0 mil. presenting an improvement of 69.7%.

Τόσο ο Όμιλος όσο και η Εταιρεία παρουσιάζουν κέρδη ποσού €1,1 εκατ. και € 0,9 εκατ. αντίστοιχα έναντι ζημιών €3,7 εκατ. και €12,3 την αντίστοιχη περσινή περίοδο.

Both the Group and the Company present profits of €1.1 mil. and €0.9 mil. respectively against losses of €3.7 mil. and €12.3 mil. in the relevant period of last year.

It should be noted that Company's financial figures are not directly comparable to 2016 as the absorption of the subsidiary Executive Lease took place.

9MONTH PERIOD FIGURES

amounts in mil. EUR	GROUP		COMPANY	
	2017	2016	2017	2016
Sales	219,0	205,2	204,0	169,8
Gross profit	62,4	53,7	58,5	17,1
EBITDA	24,8	23,0	23,4	1,4
EBIT	9,9	9,9	9,0	-1,3
Profit /(Loss) before tax	1,1	-3,7	0,9	-12,3