

19/04/2019 – Press Release-Comments on Financial Results for fiscal year 2018

SFAKIANAKIS S.A. announced its Annual Financial Report for the period 01.01-31.12.2018 in accordance with the International Financial Reporting Standards (IFRS).

Sfakianakis Group of Companies returns to net profit in 2018 thanks to the methodical implementation of the reorganization plan of recent years. Combined with the 8-year refinancing of total loans in September 2018, Sfakianakis Group of Companies now has the financial and operational stability required to meet the goals of the new ambitious business development plan. The performance of the most important activities of the Group in 2018 was as follows

Car trade. The market in 2018 with 103,431 passenger car registrations presented an increase of 17.4% compared to the relevant period of last year. **SUZUKI** in 2018 made 5,905 car registrations and market share of 5.7%, which ranks the company in the 7th position among car importers. **Retail sector**, steady course by gaining a market share of 11.3% in passenger cars, with 11,736 cars sold (PC). In addition, it sold 994 light trucks (LCV) and 2,021 used cars. Total sales of Sfakianakis (wholesale and retail) account for 14.6% of the Greek market.

Hire of vehicles. Long Term Rental (LTR) rents are up 13.0% while the fleet under management reaches 8,747 vehicles (+ 9.7%), maintaining a holding rate close to 97%. The Rent-A-Car (RAC) sector, capitalizing on the potential of tourism and the strong brand of ENTERPRISE, has increased rents by 13.6%. The fleet of vehicles to be rented reaches 4,465 vehicles (+ 6.4%) and is now among the youngest in the market after the extended investment program.

Car Leasing. The revenue from rents of **Long Term Rental (LTR)** sector increased by 13.0% while fleet under management reaches 8,747 vehicles (+9.7%), maintaining a utilization rate of over 97%. **Rent-A-Car (RAC)** sector, capitalizing the potential of tourism and the strong brand of Enterprise, has increased its rents by 13.6%. The fleet of rental vehicles reaches 4,465 (+6.4%) and is now among the youngest in the market after the extended investment program.

Courier services. The incorporation of the growing courier sector into Group's portfolio significantly enhances total sales and operating profitability by € 37.9 mil. and € 2.9 mil. respectively.

Heavy vehicles, machinery and industrial goods. The slight increase in sales of 3.8% due to delayed public tenders was offset by a significant improvement in gross profit margin to 21.4% from 19.7% last year, dragging the operating result to a 36.4% rise to €0,8 mil.

Abroad activities. The upward trend of Group's subsidiaries abroad (Bulgaria and FYROM) continued in 2018, recording a 5.6% increase in sales and an operating result of €0.2 mil.

Group's turnover in 2018 amounted to € 359.6 mil., presenting an increase of 22.5% compared to 2017 while Company's turnover has been improved by 11.6% reaching € 300.6 mil.

Group expands its operating profitability with EBITDA of 2018 amounting to € 40.6 mil. presenting an increase of 25.8% compared to € 32.3 mil. in 2017. The corresponding result of 2018 for the Company amounted to €37.3 mil. compared to €32.5 mil. in the previous year.

Results before taxes for the Group amounted to € 1.7 mil. in 2018 from losses of €3.9 mil. in 2017 while for the Company the loss was €2.0 mil. against a loss of €5.2 mil.

Adjusted earnings before tax for 2018 for the Group amounted to € 5.6 mil. against a loss of € 2.4 mil.

FINANCIAL RESULTS 2018

<i>amounts in Euro</i>	GROUP			COMPANY		
	2018	2017	(%)	2018	2017	(%)
Sales	359,6	293,6	22,5%	300,6	269,4	11,6%
Gross profit	97,4	82,7	17,7%	83,6	76,4	9,5%
EBITDA	40,6	32,3	25,8%	37,3	32,5	14,7%
EBIT	15,3	9,1	67,7%	10,5	7,4	42,5%
Profit /(Loss) before tax	1,7	(3,9)		(2,0)	(5,2)	-60,9%
Adjusted Profit /(Loss) before tax	5,6	(2,4)		(0,5)	(3,7)	-86,2%