

## 20/05/2019 – Press Release - Comments on Financial Results for three-month period 2019

In the three-month period of 2019 Sfakianakis Group of Companies improves its profitability compared to the relevant period of last year and remains on track to meet the business plan goals for the year. Specifically:

**Car trade.** The car market in the three-month period of 2019 with 26,289 passenger car registrations presented a decrease of 1.8% compared to 2018, affecting total sales of the parent company and by extension of the Group. **SUZUKI** made 1,560 car registrations acquiring a market share of 5.9%, occupying the 9<sup>th</sup> position among car importers. **Retail** sector with 2,568 passenger car (PC) sales, 208 light trucks (LVC) and 570 used cars acquired a market share of 9.8% in new passenger cars. Total sales of Sfakianakis (wholesale and retail) represent 12.7% of the Greek market.

**Car Leasing.** Revenue of the **Long Term Rental (Executive Lease)** remain to previous year's levels while fleet under management reaches 9,182 vehicles (+8.9%) maintaining an utilization rate around 9%. The **Rent-A-Car (Enterprise – National - Alamo)** sector has increased rentals by 7.4% with rental vehicles reaching 4,435 cars (+8,7%).

**Courier services.** Speedex presents stability in sales and contributes positively to the Group's operating profitability.

**Heavy vehicles, machinery and industrial goods.** Ergotrak presents increase in sales by 17.5%.

**Abroad activities.** The upward trend of the Group's subsidiaries abroad (Bulgaria and FYROM) is continued in the first quarter of 2019 recording an increase in sales by 39.4%.

Group's turnover amounted to €75.7 mil., presenting an decrease of 4.3% compared to 2018 while Company's turnover amounted to €62.5 mil. presenting a decrease of 6.8%.

Οι ζημιές προ φόρων για τον Όμιλο διαμορφώνονται σε €3,9 εκατ. από €4,2 εκατ. πέρυσι ενώ για την Εταιρεία σε €4,3 εκατ. έναντι ζημιάς €5,0 εκατ. στο αντίστοιχο διάστημα του 2018.

Group expands its operating profitability with EBITDA reaching €6.2 mil. the first quarter of 2019 presenting an increase of 25.5%. The corresponding result for the Company amounted to €5.8 mil. against €4.3 mil. the relevant period of last year.

Loss before tax for the Group amount to €3.9 mil. from €4.2 mil. the previous year while for the Company to €4.3 mil. against loss €5.0 mil. the respective period of 2018.

### 3MONTH PERIOD FIGURES

amounts in mil. EUR	GROUP			COMPANY		
	2019	2018	(%)	2019	2018	(%)
<b>Sales</b>	<b>75,7</b>	<b>79,1</b>	<b>-4,3%</b>	<b>62,5</b>	<b>67,0</b>	<b>-6,8%</b>
Gross profit	58,3	61,7	-5,6%	47,9	52,5	-8,8%
<b>EBITDA</b>	<b>6,2</b>	<b>5,0</b>	<b>25,5%</b>	<b>5,8</b>	<b>4,3</b>	<b>36,2%</b>
EBIT	-0,5	-0,9	40,0%	-1,2	-2,0	40,3%
Profit/(Loss) before tax	(3,9)	(4,2)	5,5%	(4,3)	(5,0)	13,4%
<b>Adjusted Profit/(Loss) before tax</b>	<b>(3,8)</b>	<b>(3,6)</b>	<b>-5,6%</b>	<b>(4,3)</b>	<b>(4,5)</b>	<b>5,0%</b>