

## PRESS RELEASE

The economic crisis that continues for fourth year and the fiscal adjustment measures imposed under the loan agreement of the country by the European Commission, the E.C.B. and the International Monetary Fund, have strongly affected consumer confidence and have intensified insecurity in all social classes. As a result of the significant reduction in disposable income of consumers and the rising unemployment, car market during 2011 suffered new major decline. This fact is reflected in the financial statements of both the Company and the Group.

In particular, total car registrations in 2011 amounted to 97,680 units presenting a decrease of 31.0% compared to the relevant registrations of 2010 which amounted to 141,499 units. SUZUKI in 2011 made 3,103 car registrations with a market share of 3.2% and is ranked in the 11<sup>th</sup> position among car importers.

Total motorcycle registrations in 2011 amounted to 46,615 units presenting a decrease of 24.7% compared to the relevant registrations of 2010 which amounted to 61,898 units. SUZUKI in 2011 made 1,229 motorcycle registrations with a market share of 2.6%.

Group's turnover in 2011 amounted to € 244.8 mil., presenting a decrease of 21.4% compared to the turnover of € 311.7 mil. of 2010. Respectively, Company's turnover in 2011 amounted to € 190. mil. presenting a decrease of 23.5% compared to the turnover of 248.5 mil. of the relevant period of 2010.

Gross profit for 2011 amounted to € 60.5 mil. for the Group and € 23.4 mil. for the Company compared to the corresponding figures of 2010 which amounted to € 75.6 mil. for the Group and to € 36.6 mil. for the Company, presenting a decrease of 20.0% for the Group and 36.1% for the Company.

Operating profit (EBITDA) of 2011 for the Group amounted to € 10.1 mil. compared to € 9.3 mil. of 2010, while operating profit (EBITDA) for the Company amounted to € -7.0 mil. compared to € 7.7 mil. of 2010. Loss before tax for 2011 amounted to € 33.2 mil. for the Group and € 24.3 for the Company.

Cash flow from operating activities at Group level is positive € 35.2 mil. as a result mainly of the reduction of stock and the collection of receivables.

Group's management effort for further reduction of operating expenses is continuous and had as a result their decrease at Group level by € 17.5 mil. Total Group's operating expenses on 31.12.2011 amounted to € 78.2 mil. presenting a decrease of 18.3% compared to € 95.8 mil. on 31.12.2010.

Total bank loans of the Group have been reduced by € 33.3 mil. that is 9.7% from € 344.8 mil. on 31.12.2010 to € 311.5 mil. on 31.12.2011, while net bank loans of the Group amounted to € 288.6 mil. on 31.12.2011.

Athens 23/03/2012

The Board of Directors