

SFAKIANAKIS

Commercial & Industrial Societe Anonyme for Cars,
Constructions, Hotels & Tourism Business

Companies Reg. No. 483/06/B/86/10

ANNUAL FINANCIAL REPORT
for the period:
01/01/2012 to 31/12/2012

(TRANSLATED FROM THE GREEK ORIGINAL)

in accordance with article 4 of Law 3556/2007
and the Decisions of the BoD of the Hellenic Capital Market Commission

The attached Annual Financial Report has been approved by the Board of Directors of SFAKIANAKIS S.A. on 27th March 2013 and has been posted with the Independent Auditor's Report and the Report of the Board of Directors on the website www.sfakianakis.gr

SFAKIANAKIS S.A.
Companies Reg. No. 483/06/B/86/10
5-7 Sidirokastrou St. & Pydnas St.,
Athens, GR-11855

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STATEMENTS BY THE MEMBERS OF THE BOARD OF DIRECTORS
(In accordance with article 4 par. 2 of Law 3556/2007)

The members of the Board of Directors,

1. Stavros P. Taki, President of the Board & Chief Executive Officer,
2. George Gardelis, Member of the BoD,
3. Nikolaos Patsatzis, Member of the BoD.

under their aforementioned capacity as Members of the Board, declare that to the best of their knowledge:

- a) the Annual Financial Statements of the Company and the Group of SFAKIANAKIS S.A. for the period 1st January 2012 till 31st December 2012, which were compiled according to the International Accounting Standards, present in a truthful manner the figures pertaining to assets, liabilities, shareholders equity and financial results of the Company, as well as the companies' which are included in the consolidation as total, and
- b) the Board of Directors Annual Report truly reflects the development, performance and the financial position of SFAKIANAKIS S.A. and its affiliates included in the consolidation as a whole, along with the description of the main uncertainties and risks they are faced with.

Athens, 27th March 2013

The President of the BOD
&
Chief Executive Officer

Stavros P. Taki
ID No. AE-046850

The Member of the
BoD

George N. Gardelis
ID No. T-089062

The Member of the
BoD

Nikolaos A. Patsatzis
ID No.Σ-164398

**ANNUAL REPORT OF THE BOARD OF DIRECTORS
FOR THE FINANCIAL STATEMENTS OF THE FISCAL YEAR
1st January till 31st December 2012**

To the Ordinary General Meeting of the Shareholders

Dear Shareholders,

On behalf of the Board of Directors of the SFAKIANAKIS S.A., we submit for approval the Annual Individual and Consolidated Financial Statements of the fiscal year from 1st January till 31st of December 2012. The fiscal year expired on the 31st of December 2012 is the fifty-second for the company and the twenty-second in the order for the consolidated financial statements.

The present Financial Statements, as the one of the previous fiscal year, are drawn up according to the International Financial Reporting Standards – IFRS, as adopted by EU.

The Consolidated Financial Statements include:

A) the subsidiary companies consolidated with the complete consolidation method:

1. SFAKIANAKIS S.A.
2. PERSONAL BEST S.A.
3. PANERGON S.A.
4. EXECUTIVE INSURANCE BROKERS S.A.
5. EXECUTIVE LEASE S.A.
6. MIRKAT OOD (situated in Bulgaria)
7. MIRKAT DOOEL SKOPJE (situated in Skopje)
8. ERGOTRAK S.A.
9. ERGOTRAK BULGARIA LTD (situated in Bulgaria)
10. ERGOTRAK ROMANIA (situated in Romania)
11. ERGOTRAK YU LTD (situated in Servia).

B) the subsidiary companies consolidated with the equity method:

1. SPEEDEX S.A.
2. ALPAN ELECTROLINE LTD (situated in Cyprus)
3. ATHONIKI TECHNIKI S.A.

The present Annual Report of the Board of Directors has been compiled in accordance with the relevant provisions of Article 107 of par.3 C.L. 2190/1920, the provisions of Article 4 of Law 3556/2007 and authorized by the same law decisions of the Hellenic Capital Market Commission.

A) PERFORMANCE AND FINANCIAL POSITION

The ongoing economic crisis of the Greek economy continued during the fiscal year 2012 having as effect the further reduction of the purchasing power of consumers resulting in the automotive market to record new record low sales levels which adversely affect the financial results of the Company and the Group.

Specifically, total car registrations in 2012 amounted to 58,482 units, recording a decrease of 40.1% compared with the respective registrations of the previous year 2011 which amounted to 97,682 units. SUZUKI in 2012, made 2,278 car registrations which represent a market share of 3.9% compared to 3.2% of the relevant period of last year occupying the 11th position among car importers.

Total motorcycle registrations in 2012 amounted to 32,884 units, recording a decrease of 29.5% compared with the respective registrations of the previous year 2011 which amounted to 46,615 units. SUZUKI in 2012 made 471 motorcycle registrations which represent a market share of 1.4%.

Referring to the Group and the Company their financial figures for fiscal year 2012 are as follows:

Group's turnover for 2012 amounted to € 182.6 mil. presenting a decrease of 25.4% compared with sales of € 244.8 mil. of 2011. Respectively, Company's turnover for 2012 amounted to € 134.6 mil., presenting a decrease of 29.2% compared with the sales of 190.1 mil. of 2011.

Gross profit for 2012 amounted to € 45.4 mil. for the Group and € 12.4 mil. for the Company compared with the corresponding figures of 2011 which amounted to € 60.5 mil. for the Group and to € 23.3 mil. for the Company, presenting a decrease of 25.0% for the Group and 46.8% for the Company.

Operating profit (EBITDA) of 2012 for the Group amounted to € -4.4 mil. while operating profit (EBITDA) for the Company amounted to € -15.6 mil.

Loss before tax for 2012 amounted to € 43.6 mil. for the Group and € 39.3 mil. for the Company.

During 2012 Management's effort to further reduce operating expenses continued having as a result their reduction at Group level by € 9.2 mil. and at Company level by € 7.4 mil. Total Group's operating expenses on 31.12.2012 amounted to € 69.0 mil., corresponding to a reduction of 11.7% compared to € 78.2 mil. on 31.12.2011. Respectively, total Company's operating expenses on 31.12.2012 amounted to € 42.0 mil. corresponding to a reduction of 14.8% compared to € 49.3 mil. on 31.12.2011.

Total debt at Group level decreased by € 11.7 mil. that is 3.8% from € 311.5 mil. on 31.12.2011 to € 299.8 mil. on 31.12.2012, while net debt at the Group level is raised at € 279.6 mil. on 31.12.2012.

Group's management, under the policy set since fiscal year 2008, further reduced total Group's stock by € 14.7 mil., that is total stock on 31.12.2012 (including foreign orders) amounted to € 55.7 mil., representing a reduction of 20.9% compared to € 70.4 mil. on 31.12.2011.

Furthermore, under the same policy, total receivables at Group level were reduced by € 21.9 mil. that is total receivables on 31.12.2012 amounted to € 76.6 million, representing a decrease of 22.2% compared to € 98.5 million on 31.12.2011.

For more comprehensive information on fiscal year 2012, basic ratios are presented concerning the development of economic figures of the Company.

BASIC RATIOS 2012

	Group		Company	
	<u>31.12.2012</u>	<u>31.12.2011</u>	<u>31.12.2012</u>	<u>31.12.2010</u>
A. Evaluation ratios				
Turnover	-25.40%	-21.47%	-23.50%	-23.50%
The above ratios show the increase of turnover and earnings before and after tax of the current year year against previous year.				
B. Profitability Ratios				
Net earnings before tax / Turnover	-23.87%	-13.57%	-12.78%	-12.78%
Net earnings after tax / Turnover	-25.37%	-15.04%	-13.99%	-13.99%
The above ratios present the final net profit before and after tax as a percentage tax as a percentage of turnover.				
Return on Equity	-8259.74%	-74.32%	-51.32%	-51.32%
This ratio reflects the net earnings before tx as a percentage of equity.				
Gross profit / Turnover	24.87%	24.73%	12.28%	12.28%
This ratio reflects the gross profit as percentage of turnover.				
C. Financial Leverage Ratios				
Debt / Equity (excluding minority rights)	687.01	8.51	5.23	5.23
Bank Loans / Equity	568.10	6.97	4.41	4.41
These ratios present dept and bank loans as a percentage of total shareholders equity.				
D. Financial Leverage Ratios				
Current Assets / Total Assets	42.53%	45.45%	37.67%	37.67%
This ratio shows the percentage of current assets over total assets.				
Total Liabilities / equity	687.01	8.51	5.23	5.23
This ratio shows the unit's financial self-sufficiency.				
Tangible and Intangible Assets / Equity	327.31	4.17	2.22	2.22
This ratio shows what percentage of company's own capital has been converted to assets.				
Current Assets / Short Term Liabilities	0.48	0.70	0.38	0.48
This ratio reflects company's general liquitidy ratio.				

B) IMPORTANT EVENTS

The subsidiary EXECUTIVE LEASE S.A. proceeded to the reduction of its share capital by € 3.0 mil. with a corresponding decrease of the nominal value of each share by € 1.20 from € 8.05 to € 6.85 and capital return with cash to SFAKIANAKIS S.A.

An agreement was made with the creditor banks on the terms of the restructuring of the Syndicated Loan of principal amount € 200.0 mil. and current balance € 186.5 mil. of the Parent company and the Syndicated Loan of principal amount € 25.0 mil. and current balance € 21.8 mil. of the subsidiary Executive Lease S.A. The expiring dates of the loans are extended until 2017. The achievement of the agreement ensures the financial stability of the Group and strengthens its efforts to successfully meet the challenges of the adverse business environment.

In the framework of restructuring and achievement of the final agreement for the extension of the expiration of the Bond Loan signed on 11.12.2009 of principal amount € 200.0 million and current balance € 186.5 million, proceeded to the provision of additional collaterals establishing floating charge according to Law 2844/2000 on the inventories and receivables of the Company to the bondholders, of total amount € 40.0 mil.

On 18.12.2012 the Board of Directors of the Company and its subsidiary PERSONAL BEST S.A. decided the beginning of the process of merging the two companies, with absorption of the latter by the former, as a 100% subsidiary company in accordance with the provisions of Articles 69-78 of Law 2190/1920 and Articles 1-5 of Law 2166/93, aiming to reduce the operating cost using the synergies and economies of scale that will arise and the more efficient management organisation. The date of the transformation balance sheet has been set at 31.12.2012. No new shares of SFAKIANAKIS S.A. will be issued from this merger since the acquiring owns the entire share capital of the acquired company. The realization of the above merger is subject to the necessary consents and approvals of the relevant authorities.

Company's Board of Directors decided the restructuring of retail sale points, as follows:

☞ The following stores were closed:

1. 6-8 Grigiriou Labraki, Pireaus
2. 4 Nirvana & Aharnon, Athens
3. 222 Ionias Avenue, Athens
4. 9th km Thessalonica – Moudania, Thessalonica
5. NATO Avenue, Kalistiri position

☞ The following store opened:

1. 34 Ethikis Antistaseos, Kalamaria

Company's investment result for fiscal year 2012 has been incurred with losses amounting to € 6,4 mil. relating to the impairment of value of the investments in Athoniki Techniki S.A. and Alpan Electoline Ltd. (€ 3,0 mil. and € 1,4 mil. respectively) and the impairment of the acquisition cost for securities amounting € 2,0 mil. for which their original value is considered to be non-recoverable.

Finally, there are no other important events both for the Parent Company and its subsidiaries which took place since the end of fiscal year 2012 till the date of writing this report.

C) RISK MANAGEMENT

a) Foreign exchange risk

Group's companies are active mainly within the Greek borders and thus their sales are made in Euro.

Purchases of goods (cars, motorcycles, spare parts) during 2012 were made at a percentage of 95% in Euro and 5% in JPY (imports from Japan).

Bank loans are entirely in Euro, so the foreign exchange risk for the Group is estimated as low.

In addition, Group's management constantly monitors the fluctuations and the tendency of foreign currencies, evaluates each case individually and takes the necessary measures if the risk is real and remarkable.

β) Credit Risk

Due to the economic crisis in the Greek market, Group's management in order to manage potential credit risks of the customers, has established specific credit policy for its operations.

Specifically, each type of transaction is covered:

- ☞ With letters of guarantee or other kind of collaterals
- ☞ With retention of ownership of the sold goods
- ☞ With sales through financial institutions, banks, leasing companies etc., which undertake the credit risk deriving from the customer

However, the unfavourable economic situation of the domestic market since the advent of the economic crisis poses risks for any bad debts and the creation of negative cash flow for the Group companies. Against the specific risks the management implements a series of measures, such as the exclusion of clients with clear indications of poverty, strict maintenance of the agreed credit time and the limiting of the credit amounts above the permitted limits set by the client.

c) Interest rate fluctuation risk

Group companies in order to cover their borrowing needs have signed bond loans which provide predetermined fixed margins. Any change in current interest rates will affect respectively the financial costs of the Group companies.

For Bond Loans being under restructuring of total current balance of € 208,3 mil. margins have been agreed until 2017.

d) Liquidity risk

Liquidity risk for Group companies in the unstable economic environment is visible and Group's management as counterbalance continuously reduces the operating expenses, closes unprofitable selling points, reduces the inventories, the receivables by collecting more intensively amounts due and credit policy (reduction of days of credit), changes the trade policy of payment to the suppliers and the restructuring of the paying terms of the current bank loans.

e) Other risks and uncertainties

Due to the ongoing negative economic situation, Company's management estimates that in the following months there may be a further shrinking of the car market with consequences to the reduction of sales for the Group companies.

f) Personnel

Group's companies have always been staffed with experienced and qualified manpower with full knowledge of the subject of its job. During the present economic situation despite the fact that there were several reductions in manpower all other employees in Group companies have demonstrated such professionalism and sensitivity that gives to the Company the optimism that they will support every effort in order to come out of the crisis.

The relations between the members of the Board of Directors and the managers of the Group companies with the personnel are excellent and no labour problems exist. The consequence of these relations is that there are no court cases involving labour issues.

In any case the infrastructure of the Company allows the immediate replacement of manpower, wherever necessary, with no impact on the continuation of the trade and business activities.

g) Social Responsibility

Group companies, reflecting the vision of the Management whose members are always innovative and with great sensitivity to environmental protection issues, believing that recycling is a key indicator for the culture of a country have introduced into the system of collective alternative management of waste electrical and electronic equipment and to the system of alternative recycling of packaging in order to prevent the creation of waste electrical equipment and their reuse and recycling and material recovery of packaging waste.

E) Information according to par. 7 of article 4 of Law 3556/2007 and Explanatory Report to the Annual General Meeting of the Shareholders

1. Structure of Company's share capital.

Company's share capital amounts to € 19,786,200 divided into 7,914,480 shares of a nominal value of € 2.50 each. Company's shares are listed for trading in the Securities Market of the Athens Stock Exchange, under the "Main Market" classification (Retail-Specialty Retailers). Company's shares are common registered with voting rights. The rights and obligations deriving from the shares are those stipulated by the Law 2190/1920 in conjunction with Law 3556/2007.

Company's shares are free for transfer and there are no restrictions pursuant to the Company's Articles of association and the Law concerning their transfer or possession.

Each share carries all the rights and obligations set out in law and in the Articles of Association of the Company which does not include stipulations more restricting than the Law. The possession of every share by each shareholder means de jure the acceptance of company's Articles of Association and the official decisions of shareholders' the General Meetings.

The liability of the shareholders is limited to the nominal value of the shares they hold. Shareholders participate to company's administration and earnings according to the law and the Articles of Association. The privileges and liabilities deriving from each share follow it to every universal or special successor of the shareholder. The shareholders exercise their rights in relation to the management of the company only by participating in the General Meetings.

2. Restrictions on the transfer of Company's shares.

The transfer of Company's shares is affected in accordance with the Law and there are no restrictions on their transfer pursuant to Company's Articles of association.

3. Significant direct or indirect participations in the sense of articles 9 till 11 of Law 3556/2007.

On 31.12.2012 the following shareholders possessed a percentage greater than 5% of total Company's voting rights:

1. SFAKIANAKIS HOLDING S.A. 49.39%,
2. Miranta-Efstratia Sfakianaki 10.47%,
3. Aikaterini Sfakianaki-Platia 8.33%,
4. Stavros Taki 7.05%.

4. Holders of any type of shares providing special auditing rights.

There are no shares of the Company that provide to their holders special rights of audit.

5. Restrictions on voting rights.

No restrictions on the voting rights deriving from the Company's shares are provided in its Articles.

6. Company Shareholders' agreements.

Company is aware of the signing of an agreement between its shareholders Mrs. Miranta-Efstratia Sfakianaki and Mrs. Aikaterini Sfakianaki-Platia dated 01.08.2007 according to which is regulated the right of preference in transferring shares, the exercise of the voting rights and the synergies for mayor Board of Directors' decisions.

7. Rules of appointment and replacement of Board members and amendment of Articles of association that deviate from those provided for in C.L. 2190/1920.

The rules provided in Company's Articles regarding the appointment and replacement of its Board members as well as the amendment of its Articles do not deviate from those provided for in Codified Law 2190/1920.

8. Competency of the Board of Directors or some of its members to issue new shares or purchase owned shares.

According to the provisions of the article 5 of the Articles of the Company, and the decision of the General Meeting, which is subject to the publication requirements of article 7b of Codified Law 2190/1920 and within five years from its relevant decision, the Board of Directors of the Company is entitled by virtue of a decision adopted by a majority of at least two thirds (2/3) of the total number of its members a) to increase the share capital of the Company through the issuance of new shares. In such case, the share capital may be increased only up to the amount of the capital which is paid-up on the date of adoption of the decision by the General Meeting and b) to issue syndicated bond loan for amount that cannot exceed half of the capital which is paid-up on the date of adoption of the decision by the General Meeting through the issuance of bonds convertible to shares. In that case provisions of paragraphs 2 and 3 of article 3a of Codified Law 2190/1920 are applied.

9. Important agreements contracted by the Company, which will enter into effect, will be amended or will expire in case of change in the Company's control following a public offer and the results of this agreement.

There is no such an existing agreement apart from agreements of Syndicated Bonds that include usual terms for possible change of property control.

10. There are no agreements of the Company with members of its Board of Directors or its personnel, which provide for the payment of compensation especially in case of resignation or release without substantiated reason or in case of termination of their term or employment due to a public offer. In case of termination of employment contracts of persons working in the company under contract labour employed, the compensation provided by law is applied.

E) STATEMENT OF CORPORATE GOVERNANCE (article 2, par. 2 of Law 3878/2010)

1. Code of Corporate Governance

The Company until the publication of Law 3873/2010, which incorporated into Greek law the Directive 2006/46/EC of the European Union, applied the principles of corporate governance, defined by the relevant law such as the Law 2190/1920 for anonymous Companies, Law 3016/2002, Law 3693/2008 and Law 3884/2010, which imposed respectively the involvement of non-executive and independent non-executive member on the board of directors of the listed companies, the establishment and operation of internal control unit and the adoption of rules of operation, the establishment of audit committee to check on the rights of shareholders and additional corporate disclosures to shareholders in the framework of preparing the General Meetings.

After the publication of Law 3873/2010 and the Code of Corporate Governance developed by the Association of Enterprises (SEV) the company to fully comply with the requirements of the Law, decided to apply this code for issues that concern them.

The Code of SEV that is available at http://www.sev.org.gr/Uploads/pdf/KED_TELIKO_JAN2011.pdf apart from the "general principles" addressing to all companies listed or not, it also includes the "special practices" referring only to listed companies. Our company in accordance with the given code belongs to the companies of "smaller size" and complies with its general principles. Regarding the specific practices of the Code with the exception of specific practices listed in Annex I of the Code, for which it is unnecessary to explain our non-compliance (apart from the non-specific practice B.I (1.4) «The audit committee should have at least three members») with which the company complies, there are some differences including the case of non-implementation, for which a brief analysis and explanation of the reasons for them follows. These differences are:

Part A - The Board of Directors and its members

I. Role and responsibilities of the Board of Directors

The Board of Directors has not made a recommendation of a separate committee to be in head of the process of nominations for election to the Board of Directors and to prepare proposals to the Board of Directors regarding the remuneration of executive directors and basic executives given that Company's policy in relation to these fees is fixed and formed.

III Role and qualities required of the President of the BoD

It is not necessary to appoint an independent Vice-president, based on the specific organizational structure of our company.

IV. Duties and behaviour of members of the BoD

The BoD has not adopted, as part of the internal rules of the company policies, for managing conflicts of interest among members of the BoD.

There is no process of analytical reporting of any business obligations of the members of the BoD (including executive or major commitments to companies and non-profit institutions) prior to their appointment to the BoD.

VI. Operation of the BoD

There is no specific regulation for the operation of the BoD, as the provisions of the Company are assessed as sufficient for its organization and operation. The Board of Directors in the beginning of each calendar year does not adopt calendar for meetings. When a need arises to call its members is easy, as all members are residents of Attica.

Is it possible to faithfully record the meetings of the BoD and therefore there is no need for support by a qualified and experienced corporate secretary.

The BoD members have sufficient and proven experience in matters relating to the purposes of the company and have the necessary organizational and administrative skills, which does not require the existence programs for introduction information, training skills and education of the members of the BoD.

The recruitment of external consultants is made with the approval of the BoD which includes the amount of their remunerations, in that case when business needs demand it.

VII. Assessment of the BoD

There is no institutionalized process in order to assess the effectiveness of the Board of Directors.

Part B – Internal Audit

I. Internal audit system

The audit committee members have specific knowledge and experience that ensure its effective operation and therefore it is not considered necessary to spend special funds for use of external consultants.

Corporate governance practices in addition to the provisions of the Act.

The Company, concerning the Corporate Governance, implements faithfully the rules set by the relevant legislation and does not follow other practices beyond the provisions of the Act.

2. Internal audit and risk management

2.1 Main features of the internal control system

The Company, in accordance with the provisions of law 3016/2002, as it stands today, as well as the provisions of the Decision 5/204/2000 of the BoD of the Hellenic Capital Market Commission, as applicable after its amendment by decision No. 3/348/2005 of the Hellenic Capital Market Commission, audits by the Internal Audit Division of the company. The management of internal audit is an independent department, addressed to the Board of Directors.

During the exercise of its supervisory duties, the internal audit department has the cooperation of both the Management and the Executives of the company and has available all the information referring to books, to accounting records, bank accounts of the company, as well as in its portfolio so as to be able to prepare objective reports for each controlled area. The audit may propose changes to existing procedures and policies, if it finds that during the implementation of the project, these are outdated and pose risks for the company.

2.2. Risk management for the company in relation to the process of preparing financial statements

Company's management has invested in the application development and maintenance of computer systems, which in conjunction with internal operating procedures ensure the proper display of financial data at the company's books. Every month analysis of financial results for all activities is made by the senior executives of the Group, with a thorough comparison between the actual and budgeted financial data. An analytical and detailed processing and interpretation of significant differences is made and immediate measures are taken for the further progress of each activity.

3. General Meeting

The General Meeting of Shareholders of the Company is its supreme institution and is entitled to decide for every case involving the Company. Its legal decisions bind both the shareholders who are absent or disagree.

The General Meeting of the shareholders is convened by the Board of Directors and meets regularly at time and place designated by the BoD during the first six months from the end of each fiscal year. The convening of the General Meeting is made at least 20 days prior to its implementation with invitation which states clearly the location and the time of convening, the items of the agenda and the procedure followed by the shareholders in order to be entitled to participate and vote. The Invitation is published as required by law and posted on the website of the Company.

The General Meeting is in quorum and convenes validly on the agenda when it is represented with at least 1/5 of the outstanding share capital, except as provided quorum of 2/3 of share capital under the statute.

Shareholders who participate in general meetings and vote shall elect chairperson and secretary.

Then the items of the agenda are discussed and decisions are taken on these items by an absolute majority. For the issues discussed and decided Minutes shall be signed by the president and the

secretary of the meeting. Summary of the Decisions of the General Meeting is directly publicly posted on the website of the Company.

The General Meeting is the only competent to decide on a) the increase or decrease of share capital, except from the increases of paragraph 2 of Article 5 of the Company, b) the approval of annual financial statements and distribution of annual profits, c) the election of the BoD members, except from the case of Article 12 of the Articles of Association of the Company, d) the election of auditors, e) for the approval of the submitted questions on the activities and the management of the BoD, f) the merger, division, conversion, revival, extension of the duration or dissolution of the Company, g) the appointment of liquidators.

4. Rights of Shareholders

1. Upon request of shareholders representing one twentieth (1/20) of the outstanding share capital, the BoD is obliged to convene an Extraordinary General Meeting of shareholders defining as day of its meeting, which will not be more than thirty (30) days from the day of serving the request to the President of the BoD. To the application it must be accurately determined, the subject of the agenda.

2. At the request of shareholders representing one twentieth (1/20) of the issued share capital, the BoD shall include in the agenda of the General Meeting, which has already been convened, additional issues, if the request is received by the BoD at least fifteen (15) days before the General Meeting. Additional topics should be published or communicated with the responsibility of the Board, under Article 26 of Law 2190/20, seven (7) days before the General Assembly. If these issues are not published, the applicants are entitled to ask shareholders to postpone the General Assembly in accordance with the following paragraph and make their own publishing, as defined in the preceding paragraph, at the expense of the Company.

3. Upon request of shareholders representing one twentieth (1/20) of the outstanding share capital, the President of the Meeting is obliged to postpone only once the making of decisions, ordinary or extraordinary General Assembly meeting to determine a date for the receipt, that, as defined in the application of shareholders, but not more than thirty (30) days from the date of deferral.

4. At the request of any shareholder submitted to the Company at least five (5) full days before the General Meeting, the BoD shall provide to the General Meeting the requested specific information on the affairs of the Company to the extent that these are useful for the assessment of the issues of the agenda. Also, at the request of shareholders representing one twentieth (1/20) of the outstanding share capital, the BoD is obliged to inform the General Meeting with the amounts paid, in the last two years for any reason by the Company to members of the BoD or to Directors or Managers or other employees, and any other provision of the Company to such persons or any other agreement of the Company, for any reason made with the same persons. The BoD may refuse to provide the information requested for due cause, stating the reasons for them in minutes.

5. Upon request of shareholders representing one-fifth (1/5) of the paid up capital, which was submitted to the Company within the period of the previous paragraph, the BoD has an obligation to give them at the General Assembly, or if preference, prior to that, to a representative, information on the course of corporate affairs and assets of the Company. The BoD may refuse to provide the information requested for a sufficient fundamental reason, stating the reasons for them in minutes.

6. In the case of the second subparagraph of paragraph 4 as in the case of paragraph 5 of this Article, any dispute concerning the validity of reasoning, solved by the competent office of the First Instance Court of the Company, the interim measures.

7. Upon request of shareholders representing one twentieth (1/20) of the paid up share capital, the decision on any matter on the agenda of the General Meeting shall be by roll call.

8. Shareholders who exercise the rights of this article must present to the company a certificate from register in which the securities are held, in accordance with the applicable provisions and amounts to proof of deposit of shares.

9. Shareholders of the Company representing at least one twentieth (1/20) of the paid up share capital, have the right to seek control of the Company by the competent court of the district in which the company is based. An audit ordered, on suspicion that the acts complained of, violated the provisions of the laws or the Constitution or decisions of the General Assembly. In any case, the application checks must be made within three (3) years from the adoption of annual accounts of the use, in which committed the alleged acts.

10. Shareholders of the Company, representing one fifth (1/5) of the paid up share capital, have the right to seek control of the Company since in the previous paragraph competent court if the entire course of corporate affairs, is believable, that the management of corporate affairs, is not exercised as required by sound and prudent management.

11. Shareholders who exercise their right of paragraphs 9 and 10 should be prove in court that they hold the shares that give them the right to seek control of the company. Such evidence is also the deposit of shares 1 and 2 of Article 28 of Law 2190/20.

5. Operation of the BoD and other Committees

5.1 Board of Directors

The Board of Directors of the company was elected by decision of the Annual General Meeting on June 30, 2010 for three years starting from the election until the date of the first Annual General Meeting after the expiry of three years, ie not later than 30.06.2013. It consists of eleven (11) members, three (3) of which are non-executive and independent, and two (2) are non-executive. The BoD meets at the headquarters of the company whenever necessary. The agenda for meetings of the BoD is established by the President based on proposals of competent persons or requisition during the legislative framework for the operation of the company.

After taking into account these decisions Company's BD re-established as follows:

Members of the BoD

1. Stavros Taki, Rodopolis resident, Marcou Botsari impasse, with ID Num. AE-046850, President & CEO, Executive Member
2. Miranta-Efstratia Sfakianaki, Rodopolis resident, Marcou Botsari impasse, with ID Num. AK-203199 Vice-President, Alternate CEO and Genera Manager, Executive Member
3. Nikolaos Patsatzis, Drafi Rafina resident 44 Filikis Etairias St., with ID Num. Σ-164398, Executive Member
4. Dimitrios Hountas, Peania resident 13 Hounta St., with ID Num. Ξ-442023, Executive Member
5. George Gardelis, Maroussi resident 7 Messolongi Str., with ID Num. T-089 062, Executive Member
7. Aikaterini Sfakianaki, Rodopolis resident, Marcou Botsari impasse, with ID Num. P-033127, Non-executive Member
8. Athanasios Platias, Rodopolis resident, Marcou Botsari impasse, with ID Num. AK-060971, Non-executive Member
9. Peter Leon, Politia resident 34 Palaiologou Str., with ID Num. P-093405, Non-executive Member
10. Christophoros Katsambas, Psichico resident, 6 Vitsi Str., with ID Num. Ξ-317762, Independent Non-executive Member
11. George Taniskidis, P. Psichico resident, Kisavou 6 Str. with ID Num. X-606444, Independent Non-executive Member.

Brief CV's of BoD members are as follows:

1. Stavros Taki is a graduate of B.Sc.Economics/Accounting, London City University, holds a MBA Marketing, London City University, Business School and works to the Company since 1992, has many years of experience and knowledgeable of the market and the scope of the company. He holds the Administration and the Direction of the Company.
2. Miranda-Efstratia Sfakianaki is a graduate of Public Administration and Political Sciences Faculty, University of Athens, holds MBA Marketing, London City University, Business School and works in the

Company since 1992, has many years of experience and is knowledgeable of the market and the scope of the Company.

3. Nikolaos Patsatzis, Mechanical Engineer of Aristotle University of Thessaloniki, holds MBA Ph.D. of Aristotle University of Thessaloniki. He joined the Company in 1999.

4. Dimitrios Hountas is a graduate of Athens University of Economics, worked for the Company from 1996 - 2000 and since 2004 until today.

5. George Gardelis, is a graduate of Business Administration, Sarasota College, worked at the Company from 2001 - 2004 and since 2005 until today.

6. Aikaterini Sfakianaki, Attorney, Graduate of Athens University Law School, holds MBA, Watford US International University.

7. Peter Leon, President & CEO of Leon & Partners Advertising S.A.

8. Athanasios Platias, Professor at Panteion University, Graduate Public Administration and Political Sciences Faculty, University of Athens holds MA Ph.D. (Harvard, Cornell, MIT).

9. Christophoros Katsambas, Engineering - Mechanical, General Manager of TEOFERT S.A.

10. George Taniskidis, Lawyer, former CEO of MILLENNIUM BANK.

5.2 Audit Committee

The Company is fully compliant with the requirements of Article 37 of Law 3693/2008, has elected a three-member Audit Committee consisting of the following members of the Board of Directors:

- a. Peter Leon, Non-executive Member
- b. Christophoros Katsambas, Independent Non-executive Member
- c. George Taniskidis, Independent Non-executive Member

Without changing or reducing the obligations of members of the management appointed by the General Meeting of the shareholders, the audit committee has the following obligations:

1. The monitoring of the process of financial reporting.
2. The monitoring of the effective operation of internal control and risk management system and monitoring of the proper functioning of the internal auditors of the company.
3. The monitoring of the progress of the statutory control of the individual and consolidated financial statements. Specifically, to examine the interim and final financial statements and ensure the proper application of accounting principles as well as the compliance of the company with the laws and the regulations of the ASE and the Hellenic Market Exchange Commission, before their adoption by the BoD.
4. The confirmation of the independence and objectivity of the auditors of the company.
5. The company's compliance with the Code of Conduct.
6. The recommendation to the General Meeting for the election of auditor.
7. The information from the nominal auditor on any matter relating to the progress and the outcome of the statutory audit on the service of a special report on any weaknesses in internal control, particularly the weaknesses of procedures for financial reporting and the preparation of financial statements.

E) TRANSACTIONS WITH RELATED PARTIES

As related parties according to I.A.S. 24 are, subsidiaries, companies with common property arrangement and/or administration with the company, related companies as well as the members of the Board of Directors and the senior executives of the Group's companies. It is noted that all commercial transactions between the Group companies are made according to the price lists that are in effect for the non connected parties, and include revenue from sale of merchandises, purchase of assets, services and rents.

The parent company made transactions with related companies for fiscal year 2012 as presented in the following tables in aggregate and analytically by type of transaction:

Parent Company's transactions with related parties: 01/01/2012 - 31/12/2012				
Company	Revenues	Expenses	Receivables	Liabilities
Subsidiaries				
PANERGON S.A.	306,505.85	161,543.58	272,394.19	413.26
PERSONAL BEST S.A.	7,476,389.05	1,102,771.01	2,227,417.44	16,425.44
ERGOTRAK S.A.	53,355.96	14,245.88	4,787.59	98.40
EXECUTIVE LEASE S.A.	5,383,427.65	2,894,903.73	56,761.13	4,848,574.72
EXEC. INS. BROKERS S.A.	319,226.42	0.00	50,757.80	518,286.57
MIRKAT OOD	1,985,444.27	230,652.73	12,983,416.80	0.00
MIRKAT DOOEL SKOPJE	937,625.14	0.00	893,071.22	0.00
Total of Subsidiaries	16,461,974.34	4,404,116.93	16,488,606.17	5,383,798.39
Affiliates				
SPEEDEX S.A.	223,753.13	195,788.90	59,322.49	24,597.14
ATHONIKI TECHNIKI S.A.	1,823.50	0.00	36,909.91	0.00
ALPAN ELECTROLINE Ltd	0.00		0.00	0.00
Total of Affiliates	225,576.63	195,788.90	96,232.40	24,597.14
Grand Total	16,687,550.97	4,599,905.83	16,584,838.57	5,408,395.53

Parent Company's revenues from related parties: 01/01/2012 - 31/12/2012					
Company	Sale of Goods	Services	Other revenues	Rents	Total
Subsidiaries					
PANERGON S.A.	226,771.83	12,824.01	818.45	66,091.56	306,505.85
PERSONAL BEST S.A.	7,129,539.81	36,891.32	125,712.29	184,245.63	7,476,389.05
ERGOTRAK S.A.	706.55	473.96	455.45	51,720.00	53,355.96
EXECUTIVE LEASE S.A.	4,905,741.90	277,270.37	40,499.82	159,915.56	5,383,427.65
EXECUTIVE INS. BROKERS S.A.	0.00	0.00	268,226.42	51,000.00	319,226.42
MIRKAT OOD	1,985,444.27	0.00	0.00	0.00	1,985,444.27
MIRKAT DOOEL SKOPJE	937,625.14	0.00	0.00	0.00	937,625.14
Total of Subsidiaries	15,185,829.50	327,459.66	435,712.43	512,972.75	16,461,974.34
Affiliates					
SPEEDEX S.A.	19,824.01	9,704.85	48,411.31	145,812.96	223,753.13
ATHONIKI TECHNIKI S.A.	1,337.19	486.31	0.00	0.00	1,823.50
ALPAN ELECTROLINE Ltd	0.00	0.00	0.00	0.00	0.00
Total of Affiliates	21,161.20	10,191.16	48,411.31	145,812.96	225,576.63
Grand Total	15,206,990.70	337,650.82	484,123.74	658,785.71	16,687,550.97

Parent Company's expenses from related parties: 01/01/2012 - 31/12/2012				
Company	Purchase of Goods	Services	Rents	Total
Subsidiaries				
PANERGON S.A.	194.29	13,173.29	148,176.00	161,543.58
PERSONAL BEST S.A.	74,967.44	822,803.57	205,000.00	1,102,771.01
ERGOTRAK S.A.	12,638.08	1,607.80	0.00	14,245.88
EXECUTIVE LEASE S.A.	2,068,252.71	826,651.02	0.00	2,894,903.73
EX. INSURANCE BROKERS S.A.	0.00	0.00	0.00	0.00
MIRKATOOD	213,026.40	17,626.33	0.00	
Total of Subsidiaries	2,156,052.52	1,664,235.68	353,176.00	4,173,464.20
Affiliates				
SPEEDEX S.A.	0.00	195,788.90	0.00	195,788.90
ALPAN ELECTROLINE Ltd	0.00	0.00	0.00	0.00
Total of Affiliates	0.00	195,788.90	0.00	195,788.90
Grand Total	2,156,052.52	1,860,024.58	353,176.00	4,369,253.10

The fees and benefits of the members of the Board of Directors and the senior executives for the Group and the Company are as follows:

BENEFITS	Group		Company	
	31/12/2012	31/12/2011	31/12/2012	31/12/2011
Other short-term benefits (salaries and fees, car expenses, travel expenses, etc.)	2,591,297.75	2,827,347.74	1,974,304.48	2,195,904.41
Provisions of the year for post-employment benefits	49,332.77	55,629.81	37,614.55	19,066.40
TOTAL	2,640,630.52	2,882,977.55	2,011,919.03	2,214,970.81

Athens, 27 March 2013

Stavros P. Taki
President of the BoD
and CEO

It is certify that the above report of the Board of Directors consisting of 16 pages, is the one mentioned in the audit report issued dated 28.03.2013.

Athens 28 March 2013

VASILIOS A. RITAS
Certified Public Accountant Auditor
Institute of CPA (SOEL) Reg. No. 14541



Associated Certified Public Accountants s.a.
member of Crowe Horwath International
3, Fok. Negri Street – 112 57 Athens, Greece
Institute of CPA (SOEL) Reg. No. 125

INFORMATION OF ARTICLE 10 OF LAW 3401/2005

The Announcements published by the company during the fiscal year 2012, as part of the information investors and in accordance with applicable law, are presented in the tables below and are posted on the company's website (www.sfakianakis.gr) as well as at the Athens Stock Exchange website (www.ase.gr).

DATE	SUBJECT	WEBSITE
20/12/2012	Absorption of affiliated company	www.sfakianakis.gr - www.ase.gr
18/12/2012	Announcement-New Internal Auditor	www.sfakianakis.gr - www.ase.gr
30/11/2012	Announcement according to paragraph 4.1.4.4 of ATHEX Regulation	www.sfakianakis.gr - www.ase.gr
30/11/2012	Q3 2011 Financial Results	www.sfakianakis.gr - www.ase.gr
30/11/2012	Financial Results for the nine month period of 2012	www.sfakianakis.gr - www.ase.gr
26/11/2012	Announcement	www.sfakianakis.gr - www.ase.gr
9/11/2012	Participation in the open competition of the Ministry of Public Order and	www.sfakianakis.gr - www.ase.gr
5/11/2012	Participation in the open competition of the Ministry of Public Order and	www.sfakianakis.gr - www.ase.gr
18/10/2012	Announcement	www.sfakianakis.gr - www.ase.gr
16/10/2012	Announcement regarding write-off of the unclaimed dividend for the fiscal year 2006	www.sfakianakis.gr - www.ase.gr
4/10/2012	Announcement of regulated Information according to the Law 3556/2007	www.sfakianakis.gr - www.ase.gr
31/8/2012	Announcement according to paragraph 4.1.4.4 of ATHEX Regulation	www.sfakianakis.gr - www.ase.gr
31/8/2012	Q2 2011 Financial Results	www.sfakianakis.gr - www.ase.gr
31/8/2012	Press Release-Comments on 2Q 2012 Financial Results	www.sfakianakis.gr - www.ase.gr
30/8/2012	Announcement	www.sfakianakis.gr - www.ase.gr
29/8/2012	Tax audit results	www.sfakianakis.gr - www.ase.gr
28/8/2012	Announcement of publish Q2 2011 Financial Results	www.sfakianakis.gr - www.ase.gr
16/7/2012	Announcement-New Internal Auditor	www.sfakianakis.gr - www.ase.gr
27/6/2012	New website for SFAKIANAKIS Group of companies	www.sfakianakis.gr - www.ase.gr
12/6/2012	Decisions of the Annual Ordinary General Meeting	www.sfakianakis.gr - www.ase.gr
31/5/2012	Announcement according to paragraph 4.1.4.4 of ATHEX Regulation	www.sfakianakis.gr - www.ase.gr
31/5/2012	Q1 2011 Financial Results	www.sfakianakis.gr - www.ase.gr
31/5/2012	Press Release-Comments on 1Q 2012 Financial Results	www.sfakianakis.gr - www.ase.gr
28/5/2012	Announcement of publish Q1 2011 Financial Results	www.sfakianakis.gr - www.ase.gr
16/5/2012	Invitation to the Annual General Meeting of the Shareholders	www.sfakianakis.gr - www.ase.gr
19/4/2012	Announcement of change of senior management	www.sfakianakis.gr - www.ase.gr
31/3/2011	2010 Annual Financial Statements	www.sfakianakis.gr - www.ase.gr
30/3/2012	Press Release - Comments on 2011 Annual Financial Statements	www.sfakianakis.gr - www.ase.gr
26/3/2012	Financial calendar 2012	www.sfakianakis.gr - www.ase.gr
26/3/2012	Announcement of publish of 2011 Annual Financial Statements	www.sfakianakis.gr - www.ase.gr
28/2/2012	Resignation and replacement of BoD member	www.sfakianakis.gr - www.ase.gr
12/1/2012	Organization changes in SFAKIANAKIS S.A.	www.sfakianakis.gr - www.ase.gr

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INDEPENDENT AUDITOR'S REPORT

To the Shareholders of SFAKIANAKIS S.A.

Report on the Separate and Consolidated Financial Statements

We have audited the accompanying separate and consolidated financial statements of SFAKIANAKIS S.A. which comprise the separate and consolidated statement of financial position as of 31 December 2012, the separate and consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Separate and Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these separate and consolidated financial statements in accordance with International Financial Reporting Standards, as adopted by the European Union, and for such internal controls as management determines is necessary to enable the preparation of separate and consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these separate and consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the separate and consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the separate and consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the separate and consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the separate and consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's system of internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the separate and consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the accompanying separate and consolidated financial statements present fairly, in all material respects, the financial position of the Company SFAKIANAKIS S.A. and its subsidiaries as of 31 December 2012 and of their financial performance and their cash flows for the year then ended in accordance with International Financial Reporting Standards, as adopted by the European Union.

Emphasis of Matter

We draw your attention to Note 2.2 "Going concern assumption" to the annual financial statements, where reference is made to the financial position of the Company and, in particular, the decline in turnover and the loss-making results, as also the process for restructuring the existing debt which is expected to be completed in the following year, conditions which indicate the existence of material uncertainty that may cast significant doubt upon the Company's ability to continue as a going concern. Our opinion is not qualified in respect of this matter.

Report to Other Legal and Regulatory Requirements

- a) The Report of the Board of Directors includes a corporate governance statement which provides all information set out in paragraph 3d of article 43a of c.L. 2190/1920.
- b) We verified the consistency and the correspondence of the content of the Report of the Board of Directors with the accompanying separate and consolidated financial statements, under the legal frame of the articles 43a, 108 and 37 of c.L. 2190/1920.

Athens, 28 March 2013

VASILIOS A. RITAS

Certified Public Accountant Auditor

Institute of CPA (SOEL) Reg. No. 14541



Associated Certified Public Accountants s.a.
member of Crowe Horwath International
3, Fok. Negri Street – 112 57 Athens, Greece
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SFAKIANAKIS

Annual Financial Statements

For the period 01.01.2012 - 31.12.2012

prepared in accordance with

the International Financial Reporting Standards (IFRS)

SFAKIANAKIS S.A.

Companies Reg. No. 483/06/B/86/10

5-7 Sidirokastrou St. & Pydnas St.,

Athens, GR-11855

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FINANCIAL STATEMENTS

STATEMENT OF FINANCIAL POSITION (Amounts in Euro)		GROUP		COMPANY	
		Note	31.12.2012	31.12.2011	31.12.2012
ASSETS					
Non-current assets					
Tangible Assets (Property, plant & equipment)	6	170,746,699.33	183,723,611.11	98,673,205.36	102,551,570.18
Intangible assets	7	1,959,232.83	2,624,184.25	1,898,804.68	2,588,308.44
Goodwill	8	8,238,596.29	8,238,596.29	6,134,000.00	6,134,000.00
Investments in subsidiaries	9.1	0.00	0.00	58,251,831.64	51,678,458.19
Investments in affiliates	9.2	7,576,175.69	9,778,355.77	11,749,167.07	13,761,599.50
Deferred income tax	15	4,077,554.73	6,480,766.97	2,865,576.57	4,139,675.33
Customers and other receivables	11.1	16,020,694.98	20,815,762.27	3,577,222.62	3,054,212.55
Total non-current assets		208,618,953.85	231,661,276.66	183,149,807.94	183,907,824.19
Current assets					
Inventories	10	49,485,102.57	60,637,747.19	34,064,686.95	42,637,015.38
Customers and other receivables	11.2	83,367,299.27	108,322,997.36	48,836,572.97	58,020,466.00
Available-for-sale financial assets	11.3	1,270,920.01	1,215,054.01	1,242,120.01	1,196,904.01
Cash and cash equivalents	12	20,286,289.20	22,853,212.16	3,180,634.52	9,311,357.71
		154,409,611.05	193,029,010.72	87,324,014.45	111,165,743.10
Total assets		363,028,564.90	424,690,287.38	270,473,822.38	295,073,567.28
EQUITY					
Capital and reserves attributed to parent company shareholders					
Share Capital	13.1	19,786,200.00	19,786,200.00	19,786,200.00	19,786,200.00
Premium on capital stock	13.1	10,601,614.09	10,601,614.09	10,601,614.09	10,601,614.09
Fair value reserves	13.2	(6,960,861.94)	(9,135,698.70)	(4,438,724.20)	(16,615,659.83)
Other reserves	13.3	36,717,232.69	36,717,232.69	36,139,946.41	36,139,946.41
Results carried forward	13.4	(59,616,539.94)	(13,289,967.15)	(42,988,683.01)	(2,563,467.03)
		527,644.90	44,679,380.93	19,100,353.29	47,348,633.64
Non controlling interest		3,271.60	3,860.03		
Total equity		530,916.50	44,683,240.96	19,100,353.29	47,348,633.64
LIABILITIES					
Long-term liabilities					
Loans	14.1	18,523,376.50	83,075,185.45	3,888,000.00	3,110,000.00
Deferred income tax	15	16,131,359.27	16,166,285.76	13,978,432.83	12,458,730.79
Provisions for employee benefits	16	1,877,485.87	1,987,830.96	1,230,310.02	1,298,047.06
Other long-term liabilities	17	1,149,498.82	1,661,535.53	0.00	0.00
		37,681,720.47	102,890,837.70	19,096,742.85	16,866,777.85
Short-term liabilities					
Suppliers and other liabilities	18	43,585,083.55	48,369,144.84	30,641,885.64	24,817,507.06
Current Income tax	18.1	0.00	329,232.12	0.00	143,437.94
Short-term loans	14.2	281,230,844.39	228,417,831.76	201,634,840.60	205,897,210.79
		324,815,927.94	277,116,208.72	232,276,726.24	230,858,155.79
Total liabilities		362,497,648.41	380,007,046.42	251,373,469.09	247,724,933.64
Total Liabilities and Equity		363,028,564.90	424,690,287.38	270,473,822.38	295,073,567.28

COMPREHENSIVE INCOME STATEMENT					
		GROUP		COMPANY	
	Note	01.01-31.12.2012	01.01-31.12.2011	01.01-31.12.2012	01.01-31.12.2011
Sales		182,600,487.22	244,765,005.02	134,577,984.30	190,104,059.66
Cost of sales		(137,184,422.55)	(184,236,349.16)	(122,177,701.60)	(166,755,111.67)
Gross Profit		45,416,064.66	60,528,655.86	12,400,282.70	23,348,947.99
Selling expenses	19.1	(76,056,083.70)	(83,787,879.38)	(40,837,362.58)	(46,056,593.98)
Administrative expenses	19.1	(19,014,020.92)	(20,946,969.85)	(10,209,340.64)	(11,514,148.49)
Other operating income	19.2	25,423,386.81	31,833,490.90	17,599,095.67	21,239,624.67
Operating income		(24,230,653.14)	(12,372,702.48)	(21,047,324.85)	(12,982,169.81)
Financial expenses	19.3	(17,305,465.65)	(18,107,741.47)	(11,695,204.38)	(11,579,779.10)
Financial income	19.3	1,956,576.89	2,953,792.07	96,763.50	350,249.44
Investing result	19.4	(4,002,575.09)	(5,680,071.01)	(6,662,775.77)	(89,379.86)
Profit/(Loss) before tax		(43,582,117.00)	(33,206,722.89)	(39,308,541.50)	(24,301,079.33)
Income tax	20	(2,745,044.24)	(3,611,466.08)	(1,116,674.48)	(2,297,507.91)
Profit/(Loss) for the period after tax (A)		(46,327,161.24)	(36,818,188.98)	(40,425,215.98)	(26,598,587.24)
Other comprehensive income (B)	19.5	2,174,836.76	(374,476.00)	12,176,935.63	(3,205,335.42)
Total Comprehensive Income (A)+(B)		(44,152,324.48)	(37,192,664.98)	(28,248,280.35)	(29,803,922.66)
Profit/(Loss) is attributable to:					
Company's Shareholders		(46,326,572.81)	(36,816,935.11)	(40,425,215.98)	(26,598,587.24)
Non controlling interest		(588.43)	(1,253.87)		
		(46,327,161.24)	(36,818,188.98)	(40,425,215.98)	(26,598,587.24)
Total Comprehensive Income is attributable to:					
Company's Shareholders		(44,151,736.05)	(37,191,411.11)	(28,248,280.35)	(29,803,922.66)
Non controlling interest		(588.43)	(1,253.87)		
		(44,152,324.48)	(37,192,664.98)	(28,248,280.35)	(29,803,922.66)
Profit/(Loss) per share after tax (in €)		(5.8534)	(4.6518)	(5.1078)	(3.3607)
Average weighted No. of shares		7,914,480	7,914,480	7,914,480	7,914,480

STATEMENT OF CHANGES IN EQUITY

GROUP

2012	Share capital & premium on capital stock	Reserves	Results carried forward	Non controlling interest	Total equity
Balance on 1 January	30,387,814.09	27,581,533.99	(13,289,967.14)	3,860.03	44,683,240.96
Net profit after tax (A)	0.00	0.00	(46,326,572.80)	(588.43)	(46,327,161.23)
Other comprehensive income (B)	0.00	(2,174,836.76)	0.00	0.00	(2,174,836.76)
Total comprehensive income (A)+(B)	0.00	(2,174,836.76)	(46,326,572.80)	(588.43)	(44,152,324.47)
Less : Dividends	0.00	0.00	0.00	0.00	0.00
Balance on 31 December	30,387,814.09	29,756,370.75	(59,616,539.94)	3,271.60	530,916.50
2011	Share capital & premium on capital stock	Reserves	Results carried forward	Non controlling interest	Total equity
Balance on 1 January	30,387,814.09	27,956,009.99	(23,526,967.96)	5,113.90	81,875,905.94
Net profit after tax (A)	0.00	0.00	(36,816,935.11)	(1,253.87)	(36,818,188.98)
Other comprehensive income (B)	0.00	(374,476.00)	0.00	0.00	(374,476.00)
Total comprehensive income (A)+(B)	0.00	(374,476.00)	(36,816,935.11)	(1,253.87)	(37,192,664.98)
Less : Dividends	0.00	0.00	0.00	0.00	0.00
Balance on 31 December	30,387,814.09	27,581,533.99	(13,289,967.15)	3,860.03	44,683,240.96

COMPANY

2012	Share capital & premium on capital stock	Reserves	Results carried forward	Non controlling interest	Total equity
Balance on 1 January	30,387,814.09	19,524,286.58	(2,563,467.03)	0.00	47,348,633.64
Net profit after tax (A)	0.00	0.00	(40,425,215.98)	0.00	(40,425,215.98)
Other comprehensive income (B)	0.00	12,176,935.63	0.00	0.00	(12,176,935.63)
Total comprehensive income (A)+(B)	0.00	(12,176,935.63)	(40,425,215.98)	0.00	(28,248,280.35)
Less : Dividends	0.00	0.00	0.00	0.00	0.00
Balance on 31 December	30,387,814.09	31,701,222.21	(42,988,683.01)	0.00	19,100,353.29
2011	Share capital & premium on capital stock	Reserves	Results carried forward	Non controlling interest	Total equity
Balance on 1 January	30,387,814.09	22,729,622.00	24,035,120.21	0.00	77,152,556.31
Net profit after tax (A)	0.00	0.00	(26,598,587.24)	0.00	(26,598,587.24)
Other comprehensive income (B)	0.00	(3,205,335.42)	0.00	0.00	(3,205,335.42)
Total comprehensive income (A)+(B)	0.00	(3,205,335.42)	(26,598,587.24)	0.00	(29,803,922.67)
Less : Dividends	0.00	0.00	0.00	0.00	0.00
Balance on 31 December	30,387,814.09	19,524,286.58	(2,563,467.03)	0.00	47,348,633.64

CASH FLOW STATEMENT (Amounts in €)

	GROUP		COMPANY	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Operating activities				
Profit/Loss before tax	(43,582,117.00)	(33,206,722.89)	(39,308,541.50)	(24,301,079.33)
Plus/Minus adjustments for:				
Depreciation	19,829,202.15	22,448,844.50	5,450,010.40	5,946,138.70
Provisions	3,268,873.77	2,304,855.20	991,851.87	705,254.14
Income from unused provisions	0.00	(361,546.00)	0.00	0.00
Exchange rate results	1,102.83	(76,246.36)	1,102.83	(70,361.21)
Results (income, expenses, profits & losses) from investing activities	2,045,998.20	2,726,278.94	6,566,012.27	(260,869.58)
Interest charges and related expenses	17,305,465.65	18,107,741.47	11,695,204.38	11,579,779.10
Plus / minus adjustments for changes in working capital accounts or related to operating activities :				
Decrease/ (increase) in stocks	14,612,918.82	26,845,286.16	8,472,328.43	21,540,467.68
Decrease/ (increase) in receivables	26,933,174.48	38,588,620.52	7,639,708.03	23,658,835.93
(Decrease)/Increase in liabilities (save banks)	(4,915,825.08)	(24,655,768.14)	5,173,715.11	(23,539,199.71)
Less:				
Interest charges and related expenses paid	(15,442,172.44)	(16,457,222.98)	(10,987,357.50)	(10,697,017.56)
Tax paid	(326,568.41)	(1,035,044.29)	(143,437.94)	(437,364.84)
Total input/(output) from operating activities (a)	19,730,052.98	35,229,076.14	(4,449,403.62)	4,124,583.33
Investing Activities:				
Acquisition of subsidiaries, affiliates, joint ventures and other investments	0.00		3,000,000.00	(202,500.00)
Purchase of intangible and tangible assets	(14,163,322.60)	(12,702,794.38)	(3,646,924.43)	(3,399,384.61)
Proceeds on sale of intangible and tangible assets	3,328,960.20	2,643,512.60	2,332,703.58	2,453,721.13
Interest received	276,182.78	1,559,162.87	117,271.47	350,249.44
Total input/(output) from investing activities (b)	(10,558,179.62)	(8,500,118.91)	1,803,050.62	(797,914.04)
Financing Activities				
Proceeds on loans issued/ taken out	0.00	12,695,725.29	0.00	7,000,000.00
Loan repayment	(9,783,533.08)	(44,284,349.19)	(3,484,370.19)	(17,950,885.90)
Leasing arrangement liabilities paid (instalments)	(1,955,263.25)	(3,013,428.78)	0.00	0.00
Dividends paid	0.00	(1,656.55)	0.00	(1,656.55)
Total input/ (output) from financing activities (c)	(11,738,796.32)	(34,603,709.23)	(3,484,370.19)	(10,952,542.45)
Net increase/ (decrease) in cash and cash equivalents (a)+(b)+(c)	(2,566,922.96)	(7,874,752.00)	(6,130,723.19)	(7,625,873.16)
Cash and cash equivalents at the beginning of the period	22,853,212.16	30,727,964.16	9,311,357.71	16,937,230.87
Cash and cash equivalents at the end of the period	20,286,289.20	22,853,212.16	3,180,634.52	9,311,357.71

NOTES ON THE FINANCIAL STATEMENTS

1. General Information

These financial statements include the corporate financial statements of SFAKIANAKIS S.A. (the Company) and the consolidated financial statements of the Company and its subsidiaries (the Group).

The Group's main activity is the import and trade of cars, motorcycles and spare parts for Suzuki and Cadillac, Daf trucks, Temsa buses, Landini tractors and Celli agricultural machineries, S4 loaders, Galligniani bale kickers as well as retail activities which include the trade of Suzuki, Opel, Ford, Volvo, BMW, Mini, Fiat, Alfa Romeo, Cadillac, Corvette, Hummer, Renault and Dacia cars as well as Suzuki and BMW motorcycles. Moreover, the Group is involved in car hire, insurance brokerage, trade of electronic and telecommunications materials and IT products construction and lifting machineries, engines and industrial equipment. Additionally, the Group provides courier services and is also active in real estate sector.

The Group operates in Greece, Cyprus, Bulgaria, FYROM, Serbia and Romania. Parent company's shares are traded on the Athens Stock Exchange.

The Company's registered offices are in Greece in the Municipality of Athens, Attica at the junction of 5-7 Sidirokastrou St. & Pydnas St. The company's website is www.sfakianakis.gr

The attached Annual Financial Statements for the period from 1st January to 31st December 2012 have been approved by the Board of Directors of SFAKIANAKIS S.A. on March 27, 2013.

The current Board of Directors of the parent company is as follows:

- | | |
|---------------------------------|---|
| 1. Stavros Taki | President & CEO, Executive Member |
| 2. Miranta-Efstratia Sfakianaki | Vice-President, Alternate CEO & General Manager, Executive Member |
| 3. Nikolaos Patsatzis | Executive Member |
| 4. Dimitrios Hountas | Executive Member |
| 5. Georgios Gardelis | Executive Member |
| 6. Aikaterini Sfakianaki | Non-executive Member |
| 7. Athanasios Platias | Non-executive Member |
| 8. Peter Leon | Non-executive Member |
| 9. Christophoros Katsambas | Independent Non-executive Member |
| 10. Georgios Taniskidis | Independent Non-executive Member |

1.1 Structure of the Group

SFAKIANAKIS group consist of the following companies:

A) Consolidation with total integration method (subsidiaries companies):

COMPANY	Country	PARTICIPATION	(%)
SFAKIANAKIS S.A.	Greece		Parent Company
PERSONAL BEST S.A.	Greece	DIRECT	100.00%
PANERGON S.A.	Greece	DIRECT	100.00%
EXECUTIVE INSURANCE BROKERS S.A.	Greece	DIRECT	100.00%
EXECUTIVE LEASE S.A.	Greece	DIRECT	100.00%
ERGOTRAK S.A.	Greece	DIRECT	100.00%
ERGOTRAK BULGARIA LTD	Bulgaria	DIRECT/INDIRECT	100.00%
ERGOTRAK ROM	Romania	DIRECT/INDIRECT	100.00%
ERGOTRAK YU LTD	Serbia	INDIRECT	100.00%
MIRKAT OOD	Bulgaria	DIRECT	99.91%
MIRKAT DOOEL SKOPJE	FYROM	DIRECT	100.00%

B) Consolidation with equity method (affiliated companies):

COMPANY	Country	Participation	(%)
SPEEDEX S.A.	Greece	DIRECT	49.55%
ALPAN ELECTROLINE LTD	Cyprus	DIRECT	40.00%
ATHONIKI TECHNIKI S.A.	Greece	DIRECT	49.90%

2. Major accounting principles used by the Group

2.1 Context within which the financial statements are drawn up

These financial statements of Sfakianakis S.A. relate to the period 01.01.2012 to 31.12.2012 and are complete. They have been prepared in accordance with the IFRS adopted by the European Union.

The accounting principles which are outlined below have been applied to all periods presented.

Preparation of the financial statements in accordance with the IFRS requires the use of accounting estimates and the exercise of judgement on how the accounting principles followed apply. These cases are outlined in Note 4.

The financial statements have been prepared on the basis of the historic cost principle amended by the adjustment in the value of real estate property to their fair (market) value in line with the exemption granted in IFRS 1, the valuation of investments in subsidiaries, affiliates and assets available for sale at fair value, and financial assets and liabilities at fair value in the income statement.

All revised or new published standards and interpretations that apply to the group and were in force on 31 December 2012, were considered to the extent they were applicable.

There are no changes to the accounting principles used compared to those used in the preparation of financial reports for 31 December 2011.

The estimates and judgements made by Management are re-examined continuously and are based on historical data and expectations about future events which are considered reasonable in light of current circumstances.

2.1.1 New standards, interpretations and amendments to existing standards.

New accounting standards, amendments to standards and interpretations have been issued that are mandatory for accounting periods beginning during this period or later.

The estimation of the Company's management on the impact of the implementing of these new standards, amendments and interpretations on the financial statements of the Group and the Company is set out below.

Standards and Interpretations effective for the current financial year

Amendment to IFRS 7 Financial Instruments: Disclosures effective for annual periods beginning on or after 01.07.2011 and provides a quote in a note disclosure of financial statements relating to transferred financial assets that are not deleted and any continuing involvement in this assets. This amendment is not expected to have any substantial influence in the financial statements of the Group and the Company.

Standards and Interpretations effective for the periods beginning the or after 1 January 2013

IAS 12 (Amended) Income Taxes with effect for annual periods beginning on or after 1 January 2013. The amendment introduces a practical method for the measurement of deferred tax liabilities and deferred tax receivables when investment property is measured with the fair value method according to IAS 40 Investment Property. This amendment has not yet been adopted by the European Union.

IFRS 9 Financial Instruments with effect for annual periods beginning on or after 1 January 2015. IFRS 9 reflects the first phase of the IASBs work on the replacement of IAS 39 and applies to the classification and measurement of financial assets and financial liabilities IASB in the following phases of the project aims to expand IFRS 9 so that new receivables for the devaluation of the value and accounting hedginh will be added. This standard has not yet been adopted by the European Union.

IFRS 13 "Fair value measurements", with effect for annual periods beginning on or after 01.01.2013. The new standard establishes a common framework for all measurements of assets made at fair value when this measurement is required or permitted by other IFRSs as it is introduced a clear definition of fair value as well as a framework under which the measurement of fair value is examined in order to reduce any incompatibilities between IFRS. The new standard describes the measures of fair value that are acceptable and these will be implemented by the application of the standard and onwards. The new standard does not introduce new requirements regarding the valuation of an asset or liability at fair value, does not change the assets or liabilities measured at fair value and does not deal with the presentation of changes in fair values. The potential impact of the change in the Standard in the financial statements of the Group and the Company is examined.

IFRIC Interpretation 20 Stripping Costs in the Production Phase of a Surface Mine with effect for annual periods beginning on or after 1 January 2013. This interpretation only applies to stripping costs incurred in surface mining activity during the production phase of the mine. This amendment has no effect in the financial statements of the Group and the Company. This standard has not yet been adopted by the European Union.

IFRS 7 (Amended) Financial Instruments: Disclosures with effect for annual periods beginning on or after 1 January 2013. IASB published this amendment to include additional information that will help users of financial statements of an entity to evaluate the effect or the likely effect that agreements would have to settle financial assets and liabilities, including the right of set-off associated with recognized financial assets and liabilities to the financial position of the entity. It is not expected to have a material effect on the Group and the Company.

IAS 32 (Amended) Financial Instruments: Presentation, with effect for annual periods beginning on or after 1 January 2014. This amendment to the application guidance of IAS 32 provides details on some requirements for offsetting financial assets and liabilities in the statement of financial position. It is not expected to have a material effect on the Group and the Company.

IAS 1 (Amendment) Presentation of income statement of other comprehensive income, effective for annual periods beginning on or after 01.07.2012. The amendment requires entities to separate the data presented in other comprehensive income into two groups based on whether they are likely in the future to be transferred to the income statement or not. This amendment is not expected to have a material effect on the Group and the Company.

IAS 19 (Amendment) Employee Benefits, effective for annual periods beginning on or after 01.01.2013. By modifying the standard it is eliminated the option regarding the recognition of gains and losses with the method «corridor». Additionally, changes from the revaluation of assets and liabilities arising from defined benefit plans will be presented in the statement of other comprehensive income. Additional disclosures will also be provided defining the characteristics of the benefit plan programs and the risks to which operators are exposed through the participation in those plans. It is not expected to have a material impact on the Group and the Company.

Group of standards regarding the consolidation and joint arrangements (effective for annual periods beginning on or after 1 January 2013).

IFRS 10 Consolidated Financial Statements with effect for annual periods beginning on or after 01.01.2013. The standard replaces in full the instructions regarding the control and the consolidation provided in IAS 27 and SIC 12. The new standard changes the definition of control as a key factor in deciding whether an entity should be consolidated. The standard provides extensive details that dictate the different ways in which an entity (investor) can control another entity (investment) and sets the conditions for the conditions on how to apply this concept. Furthermore, the Group will have to make a series of disclosures regarding the companies that are consolidated as subsidiaries but also for the non-consolidated companies with which it shares a relationship. This amendment is not expected to have any substantial influence in the financial statements of the Group and the Company.

IFRS 11 "Common Settlements", with effect for annual periods beginning on or after 01.01.2013 and replaces I.A.S. 31 "Interests in Joint Ventures" and IFRIC 13 "Jointly controlled entities – non monetary contributions by venturers". The Standard distinguishes common arrangements in joint activities and joint ventures. The joint activities are accounted in accordance with the standards dealing with related assets, liabilities, revenues and expenses of joint function. Interests in joint ventures apply mandatory consolidation with the equity method. The standard also provides guidance on the participants in joint agreements, without any joint control. I.A.S. 28 is renamed to "Investments in associates and joint ventures". This amendment is not expected to have any substantial influence in the financial statements of the Group and the Company.

IFRS 12 "Disclosures of Rights to other Entities", with effect for annual periods beginning on or after 01.01.2013. The Standard specifies the minimum disclosures about rights in subsidiaries, associates, joint ventures and structured non-controlled non-consolidated entities. This amendment is not expected to have any substantial influence in the financial statements of the Group and the Company.

IAS 27 (Amendment) Corporate Financial Statements. This Standard was published concurrently with IFRS 10 and together the two standards replace IAS 27 "Consolidated and Separate Financial Statements". The amended IAS 27 establishes the accounting treatment and the necessary disclosures regarding interests in subsidiaries, joint ventures and associates when an entity prepares separate financial statements. In addition, the Council has moved to IAS 27 requirements of IAS 28 "Investments in Associates" and IAS 31 "Interests in Joint Ventures" referring to corporate financial statements.

IAS 28 (Amendment) Investments in Associates and Joint Ventures. The amendment of IAS 28 replaces IAS 28 "Investments in Associates". The purpose of this standard is to specify the accounting treatment regarding its investments in associates and to cite the requirements for applying the equity method in accounting for investments in associates and joint ventures, according to the publication of IFRS 11.

IASB issued a circle of annual improvements for IFRSs 2009-2011, which contains amendments to the standards and the related bases of conclusion. The implementation date of the amendments is for annual periods beginning on or after January 1, 2013. The European Union has not yet adopted these upgrades.

IAS 1 "Presentation of Financial Statements". The amendment provides guidance on disclosure requirements for comparative information when an entity shall prepare an additional statement either (a) as required by IAS 8 "Accounting Policies, Changes in Accounting Estimates and Errors" or (b) voluntarily.

IAS 16 "Property, plant and equipment". The amendment clarifies that spare parts and other equipment maintenance are classified as assets rather than stocks, when they meet the definition of property that is when they are used for more than one period.

IAS 32 "Financial Instruments: Presentation". The amendment clarifies that income tax associated with the distribution is recognised to the results and income tax related to transaction expenses directly in equity is recognized in equity in accordance with IAS 12.

IAS 34 "Interim financial reporting". The amendment clarifies the disclosure requirements for assets and liabilities of the field in the interim financial report in accordance with IFRS 8 "Operating Segments".

2.2 Going concern assumption

The Financial Statements of the Group and Company for the period 01.01.2012-31.12.2012 are prepared under the going concern assumption.

During the period 01.01.2012-31.12.2012 the Company continues to present decrease in its turnover and losses in its results as a consequence of the ongoing economic crisis that has influenced greatly the automotive market. The process of adjustment to lower levels (downsizing) enables the seamless operation of the company while its relationship with suppliers has not changed. Until the beginning enforcing the new terms, the Group asked and obtained from the bondholders extending for the repayment of the instalments maturing on extension on 31.12.2012 amounting to € 46,336,360 until 31.03.2013.

The Company and the Group finance their needs for working capital only through cash flows from operational activity.

Company's Management makes significant and sustained efforts to reduce its operating expenses, such as closing of selling points, reduction of staff, reduction of fees and generally it has restructured its structure and operation at lower activity levels.

Furthermore, according to the restructuring plan of the Company and the Group that has been prepared under the negotiations with the Bondholders there is no question concerning the viability of the Company.

Management is confident for the successful completion of the negotiations with Bondholders and expects to verify its predictions and therefore the going concern assumption, used for the preparation of the Annual Financial Statements for the period 01.01-31.12.2012, is considered correct.

2.3 Consolidation

Subsidiaries

The consolidated financial statements include the financial statements of the Company and the business units controlled by the Company (its subsidiaries) on 31.12.2012.

Control is achieved where the Company has the power to determine financial and operating decisions of a business unit so as to acquire benefits from its activities.

When a business is purchased there are valued, at fair value, assets, liabilities and contingent liabilities at the date of acquisition.

The results of subsidiaries acquired or sold during the financial year are included in the consolidated income statement from or until the date of acquisition or sale, respectively.

The results, the assets and the liabilities of the subsidiaries are included in the consolidated financial statements with the full consolidation method.

The financial statements of the subsidiaries are prepared based on Parent Company's accounting principles. Intragroup transactions and intragroup balances are crossed out during consolidation.

The participations in subsidiaries in the separate balance sheet of the Parent Company are valued at fair value with the changes posted to equity.

Goodwill coming from the purchase of enterprises, if positive is recognized as non-depreciable asset, subject to annual check of value depreciation. If negative, it is recognized as revenue in Group's Income Statement. Goodwill represents the difference between the cost and fair value of individual assets and liabilities upon acquisition of the company.

Investments in affiliates

Affiliates are business units over which the Group can exercise substantive influence but not control or joint control. Substantive control is exercised via participation in financial and operational decisions of the business unit.

Investments in affiliates are presented in the group balance sheet at cost, adjusted to the later changes in the Group's holding in the net assets of the affiliates, taking into account any impairment to the value of individual investments. Losses of associates other than Group rights in them are not posted.

The cost of acquisition of an affiliate, to the extent that it exceeds the fair value of the net assets acquired (assets – liabilities – contingent liabilities) is posted as goodwill to the accounting period in which the acquisition occurred in the account 'Investments in affiliates'.

In the parent company's separate balance sheet investments in affiliates are valued at fair value with the changes posted to equity.

2.4 Segmental Reporting

A business segment is a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different from those of other business segments. A geographical segment is a geographical area engaged in providing products or services that are subject to risks and returns that are different from those of other areas.

Sales made in Greece are treated as one geographical segment.

The Group is divided into three business/ geographical segments:

1. Domestic trade which is the main segment of activity for the parent Company and Group which operate in Greece. The greatest part relates to wholesale and retail sale of cars and spare parts. There is also industrial activity which is minimal and this is not monitored separately.
2. Domestic services, which relates to all activities of the subsidiary Executive Lease (car hire) and Executive Insurance Brokers (insurance brokerage).
3. Foreign trade, which relates to the activities of the subsidiary MIRKAT OOD (dealer for Suzuki in Bulgaria) and MIRKAT DOOEL SKOPJE (dealer for Suzuki in Skopje), as well as the activity of the subsidiaries ERGOTRAK BULGARIA LTD and ERGOTRAK ROMANIA which trade manufactured equipment in Bulgaria and Romania respectively.

2.5 Foreign Exchange differences from conversion

(a) Functional and presentation currency

The financial statements of the Group's entities are valued in the currency of the primary economic environment in which the entity operates (functional currency). The consolidated financial statements are presented in Euro, which is parent Company's functional currency.

(b) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions.

Profits and losses from foreign exchange differences arising from conversion of currency units expressed in foreign currency during the period and on the balance sheet date at current exchange rates are posted to the results.

Foreign exchange differences from non-currency units valued at fair value are considered part of the fair value and thus are posted wherever fair value differences are posted.

(c) Companies of the Group

The conversion of the financial statements of the Group companies which have a different functional currency than that of the parent company is done as follows:

Assets and liabilities are converted at the exchange rate at the date of that balance sheet.

Equity is converted at the exchange rate at the date on which it arose.

The foreign exchange differences arising are posted to an equity reserve and are recognised in the income statement when the businesses are sold.

Goodwill and adjustments in fair value generated during the acquisition of business units abroad are translated using exchange rates on the balance sheet date.

2.6 Tangible Assets

a) Property, plant and equipment (tangible assets) used by company itself

Tangible assets (property, plant and equipment), apart from production-related property, are valued at acquisition cost less accumulated depreciation and impairment losses. The cost of acquisition includes all directly payable expenses for acquiring assets.

Expenses incurred in later periods increase the book value of tangible assets only where it is likely that in the future they will generate financial benefits for the Group and their cost can be reliably estimated. The cost of repairs and maintenance is posted to the results when incurred.

Residual value and the useful life of tangible assets are subject to re-examination on each balance sheet date.

When the book value of property, plant and equipment exceeds the recoverable value the differences (impairment) are posted as expenses to the results (Note 2.7).

Land is not depreciated. Depreciation of other tangible assets is calculated using the straight line method over their useful life as follows:

Buildings	25-40	YEARS
Machinery & equipment	12-15	YEARS
Cars	4-6	YEARS
Other equipment	5-7	YEARS

The residual values are not recognized. When the tangible assets are sold, differences between the price received and the book value are posted as profits or losses in the income statement.

b) Investments in Property

Investments in property are valued at acquisition cost less depreciation and impairment losses.

2.7 Intangible Assets

(a) Goodwill

Goodwill represents the difference between the cost and fair value of individual assets and liabilities upon acquisition of subsidiaries, associates or jointly controlled companies. Goodwill upon acquisition of associates includes the cost of investment.

Goodwill is posted as an asset and is audited at least annually for impairment.

To check goodwill, in order to ascertain if there is impairment, goodwill is allocated to the cash-generating units which represent the primary segmental reporting.

(b) Trademarks and licences

Trademarks and licences are valued at acquisition cost less depreciation. Depreciation is recorded using the straight line method over the useful life of the assets which ranges from 10 to 15 years.

(c) Software

Software licences are valued at acquisition cost less depreciation. Depreciation is recorded using the straight line method over the useful life of the assets which ranges from 3 to 5 years.

(d) Goodwill (customers)

Goodwill was valued by the method of multi period excess earning, which determines the present value of future economic benefit, based on discount rate that reflects the potential risk and assumptions of management. It is being amortized within 8 years.

Goodwill is recorded as asset on Assets and is reviewed at least annually for impairment.

For purposes of controlling goodwill and in order to determine whether there is impairment, it is distributed in cash-generating units, which represent the primary type of information in the field.

2.8 Impairment testing of tangible and intangible assets

Intangible assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment.

Assets subject to depreciation are tested for impairment, when there are indications that their book value cannot be recovered.

The recoverable value is either the fair value less the amount required for the cost of sale or the usage value of the asset whichever is higher. The usage value is determined using discounted future cash flows with a suitable discount rate.

If the recoverable value is less than the carried value, then the carried value is reduced to the level of the recoverable value.

Impairment losses are posted as expenses in the income statement for the accounting period in which they were incurred.

When the impairment loss in a later period has to be reversed, the carried value of the asset is increased up to the level of the revised assessment of recoverable value to the extent that the new carried value does not exceed the carried value which would have been determined had the impairment loss not been posted in previous periods.

Reversal of the impairment loss is posted to income. To assess impairment losses assets are placed in the smallest possible cash-generating units.

2.9 Financial assets

The Group classifies financial assets in the following categories:

a) Receivables from customers

Receivables from customers are posted initially at fair value and later valued at carried cost using the actual interest rate less impairment losses. Impairment losses (losses from bad debt) are recognised when there are objective indications that the Group is not in a position to collect the amounts due based on contractual terms. The amount of the impairment loss is the difference between the book value of receivables and the present value of estimated future cash flows, discounted at the effective interest rate. The amount of impairment loss is recognised in the income statement as an expense.

b) Loans and other receivables

This includes non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. These are created when the Group provides money or goods and services and there is no intention to sell these assets.

c) Held-to-maturity investments

This includes non-derivative financial assets with fixed or determinable payments and a specific maturity date which the Group intends to and is capable of holding to maturity.

d) Available-for-sale financial assets

This includes non-derivative financial assets which cannot be included in any of the foregoing categories. They are included in non-current assets unless Management intends to dispose of them within 12 months of the balance sheet date.

Financial assets held for sale are valued at fair value and the relevant profits or losses are posted to Other Comprehensive Income (B) till the assets are sold or recognised as impaired. Upon sale or when recognised as impaired, the profits or losses are transferred to the results.

Fair value determination

The fair values of investments quoted on active markets are designated based on current prices. In the case of non-quoted assets, fair value is determined using valuation techniques such as discounted future cash flows and option valuation models.

On each balance sheet date the Group ascertains if there are objective indications which lead to the conclusion that the financial assets are impaired. In the case of equity investments classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is considered an indication of impairment. If impairment is identified, the cumulative loss, which is the difference between the acquisition cost and fair value, is recognised in the income statement.

2.10 Hedging activities

Cash flow hedges

The effective proportion of change in the fair value of derivatives defined as cash flow change hedges are posted to an equity reserve. The gain or loss on the non-effective proportion is posted to the results. The amounts posted as an equity reserve are carried forward to the results of the periods where the hedged assets affect profits or losses. In cases of hedging forecast future transactions which result in recognition of a non-monetary asset, profits or losses which had been posted to equity are carried forward to acquisition cost of the non-financial asset generated.

When a hedge matures or is sold or when the hedging proportion no longer meets the hedge accounting criteria, the profits and losses accrued to equity remain as a reserve and are carried forward to the results when the hedge affects profits or losses. In the case of a hedge on a forecast future transaction which is no longer expected to be realised, the profits or losses accrued to equity are carried forward to the income statement.

2.11 Inventories

Inventory on Balance Sheet date is valued at acquisition cost or net realisable value which is lower. Acquisition cost is determined using the average weighted cost method. The stock of cars, which are depicted in the warehouse book by frame circulation number are valued at the individual cost.

Net realisable value is assessed based on current sale prices of stocks in the context of normal activity less any sale expenses which apply in the case.

The amounts of stock devaluations are recorded in the expenses of the year.

2.12 Cash and cash equivalents

Cash and cash equivalents include cash in sight deposits and short-term investments of up to 3 months which are highly-realizable and low risk.

2.13 Share capital

Ordinary shares are posted as equity.

Direct costs for the issuing of shares are presented after deducting the income tax applied to reduce the proceeds of the issue. Direct costs related to the issuing of shares to acquire businesses are included in the cost of acquiring the business acquired. There were no own share transactions.

2.14 Borrowings

Accounting principles

The cost of borrowing arising from the construction of production-related assets is capitalized during the period required to complete and prepare the asset for the use for which it is intended. Other borrowing costs are posted as expenses.

Net financial cost

Loans are posted initially at fair value less any direct costs for entering into the transaction. Later they are valued at carried cost using the effective interest rate. The Group has not liabilities from convertible corporate bonds.

2.15 Deferred income tax

Deferred income tax is calculated using the liability method which arises from temporary differences between the book value and taxation basis of the assets and liabilities.

Deferred tax is calculated at the tax rates applicable on the balance sheet date or those which will apply in the accounting periods in which the assets are expected to be acquired or the liabilities settled.

Deferred tax assets are posted to the extent that there will be a future taxable profit for use of the temporary difference generated by the deferred tax assets.

2.16 Employee benefits

Short-term benefits

Short-term benefits to staff in cash and kind are posted as expenses when accrued.

Staff leaving indemnity benefits

Leaving indemnity benefits are paid when employees depart before their retirement date. The Group posts these benefits when it undertakes either to terminate the employment of current employees in line with a detailed plan which is not likely to be withdrawn or when these benefits are offered as an incentive for voluntary redundancy. Leaving indemnity benefits due 12 months after the balance sheet date are discounted.

Provisions for post-employment benefits

The liability which is posted on the financial statements in order to define benefit plans is the current value of the commitment for the defined benefit.

The freezing of defined benefit (compensation under Law 2112/20 during the year of retirement) is calculated by an independent actuary using the method of the affected credits (Projected unit credit method).

2.17 Provisions

Provisions are recognised when the Group has current legal or presumed commitments as a result of incidents in the past, their clearance is likely via outputs and the level of the liability can be reliably estimated. Provisions are valued on the balance sheet date and are adjusted in order to reflect the current value of the expense which is expected to be required to settle the liability. Contingent liabilities are not recognised in the financial statements but are disclosed unless there is likelihood of a resource output incorporating financial benefits. Contingent assets are not recognised in the financial statements but are disclosed where the input of financial benefits is likely.

2.18 Income recognition

Income is recognised at fair value of the sale of goods and services, before VAT and other taxes and net of discounts and returns. Intra-group revenue is completely crossed out. Revenue is recognised as follows:

a) Sales of goods

Sales of goods are recognised where the Group delivers goods to customers, the goods are accepted by them and the collection of the receivables is reasonably secured.

b) Services

Income from services is booked based on the service completion stage compared to the total estimated cost.

c) Income from interest

Interest income is recognised on a time proportion basis using the effective or presumed interest method. When there is an indication of impairment of the receivable the book value is reduced to the recoverable amount which is the net value of expected future cash flows discounted using the initial effective interest rate.

d) Income from royalties

Income from royalties is booked based on accrued income arising from the substantive terms of the relevant contracts.

e) Dividends

Dividends are recognised as income when the right to receive payment is established.

2.19 Leasing

Leasing arrangements, where in effect the risk and rights of ownership remain with the lessor, are posted as operational leasing arrangements. Other leasing arrangements are classified as finance leases.

Lessor

The group does not function as a lessor for financial leases.

Lessee

The lease payments made for operating leases are posted as expenses to the results on a systematic basis during the lease.

Assets held under finance leases are posted as Group assets valued upon signing of the lease at fair value or, where lower, at the present value of the minimum payable lease payments. The relevant liability to the lessor is posted to the balance sheet as a finance lease liability. Lease payments are allocated to financial expenses and to payment of liability in a manner which generates a fixed interest rate from time to time. Financial cost is posted to expenses.

2.20 Dividend Distribution

Dividend distribution to shareholders is posted as liability to the consolidated financial statements when the dividend distribution is approved by the General Meeting of the Shareholders.

3. Financial risk management

3.1 Financial risk factors

The Group is exposed to financial risks such as market risk (changes in exchange rates, interest rates, market prices), credit risk and liquidity risk. Group's general risk management plan focuses on the unpredictability of financial markets and seeks to minimise potential negative impacts on Group's financial performance.

Risk management is effected by the Group's central financial services which operate on the basis of specific rules that have been approved by the Board of Directors. The Board of Directors provides guidelines and instructions on general risk management and special instructions on managing specific risks such as exchange rate risk, interest rate risk and credit risk.

(a) Market Risk

The fact that the company holds a leading position in its field and has also organizational and operational structures that ensure its smooth and seamless operation, gives the assurance that it will not encounter any other specific risks beyond those facing the global economy in the current economic situation.

(b) Credit Risk

Due to the economic crisis in the Greek market, Group's management in order to manage potential credit risks of the customers, has established specific credit policy for its operations.

Specifically, each type of transaction is covered:

- ☞ With letters of guarantee or other kind of collaterals
- ☞ With retention of ownership of the sold goods
- ☞ With sales through financial institutions, banks, leasing companies etc., which undertake the credit risk deriving from the customer

However, the unfavourable economic situation of the domestic market since the advent of the economic crisis poses risks for any bad debts and the creation of negative cash flow for the Group companies. Against the specific risks the management implements a series of measures, such as the exclusion of clients with clear indications of poverty, strict maintenance of the agreed credit time and the limiting of the credit amounts above the permitted limits set by the client.

(c) Liquidity risk

Liquidity risk for Group companies in the unstable economic environment is visible and Group's management as counterbalance continuously reduces the operating expenses, closes unprofitable stores, reduces the inventories, the receivables by collecting more intensively amounts due and credit policy (reduction of days of credit), changes the trade policy of payment to the suppliers and the restructuring of the terms of repayment of the current bank loans.

(d) Interest rate fluctuation risk

The cost of borrowing for Group's companies is based on a floating rate that is month or quarter Euribor plus a margin (spread). Any change in current interest rates will affect respectively Group's financial costs. The Company does not use tools in order to hedge interest rate fluctuation risk.

For Bond Loans being under restriction of total current balance of € 208,3 mil. margins have been agreed until 2017.

4. Major accounting estimates & judgements made by Management

The estimates and judgements made by Management are re-examined continuously and are based on historical data and expectations about future events which are considered reasonable in light of current circumstances.

The Group makes estimates and assumptions concerning the development of future events. Estimates and assumptions which entail a significant risk of substantive adjustments in the book value of assets and liabilities in the following 12 months are significantly bounded.

Group's judgement is required in order to calculate:

- a) The provision for income tax for fiscal years till 2010. There are many transactions and calculations for which the final level of tax is uncertain. If the final tax is different from that initially recognised the difference will affect income tax and the provision for deferred taxation for that period.
- b) The useful life of assets, change in which will affect depreciation and the results of the following accounting periods.
- c) Interest rate levels
- d) Provisions for devaluation of inventories, with a reassessment of the realizable value of inventories
- e) Provision for devaluation of receivables, with revised collecting requirements of receivables.
- d) Provision for devaluation of goodwill. For purposes of controlling the devaluation, intangible assets are allocated to cash-generating units, which represent the primary type of information in the field.

5. Segmental Reporting

Primary information sector - business segments

The Group is divided into the following three business, geographical segments:

- a) Domestic trade
- b) Domestic service provision and
- c) Foreign trade.

The results per segment on 31.12.2012 and 31.12.2011 are as follows:

01/01 - 31/12/2012	Domestic Trade	Domestic Service Provision	Foreign Trade	Deletions	Consolidated data of Financial Statements
Gross sales	149,282,696.29	37,974,589.67	5,858,625.74	(10,515,424.48)	182,600,487.22
Other Income	20,428,789.18	4,932,305.44	1,183,664.00	(1,121,371.82)	25,423,386.81
Depreciation	(6,066,815.11)	(13,506,084.91)	(359,000.97)	102,698.84	(19,829,202.15)
Other Expenses	(53,430,857.53)	(17,967,441.97)	(2,743,292.73)	2,170,666.37	(71,970,925.86)
Financial Expenses	(14,833,549.09)	(1,929,831.47)	(542,085.09)		(17,305,465.65)
Financial Income	1,127,071.75	383,024.65	446,480.49		1,956,576.89
Investing Result	(4,377,452.43)	(343.29)	375,220.63		(4,002,575.09)
Exchange rate differences	(1,102.83)	0.00	(0.00)		(1,102.83)
Other non cash items	(2,139,031.03)	(517,092.77)	(612,749.97)		(3,268,873.77)
Net Result (Loss) before tax	(44,675,508.91)	1,929,912.93	(1,173,194.90)	336,673.88	(43,582,117.00)
Income tax					(2,745,044.24)
Net Result (Loss) after tax					(46,327,161.24)

01/01 - 31/12/2012	Domestic Trade	Domestic Service Provision	Foreign Trade	Deletions	Consolidated data of Financial Statements
Gross sales	211,858,611.42	40,692,024.99	5,293,164.66	(13,078,795.77)	244,765,005.30
Other Income	26,053,482.43	5,640,158.94	1,096,092.90	(1,032,146.73)	31,757,587.54
Depreciation	(6,752,701.52)	(15,431,584.88)	(367,256.94)	102,698.84	(22,448,844.50)
Other Expenses	(61,216,025.06)	(19,091,966.52)	(2,704,133.45)	3,030,375.50	(79,981,749.53)
Financial Expenses	(14,942,740.51)	(2,144,142.70)	(1,020,858.27)		(18,107,741.47)
Financial Income	2,099,645.11	192,710.29	661,436.67		2,953,792.07
Investing Result	(5,673,528.52)	(6,542.49)	0.00		(5,680,071.01)
Exchange rate differences	(70,361.21)	0.00	(5,885.15)		(76,246.36)
Other non cash items	(1,498,987.95)	(802,934.64)	(2,932.61)		(2,304,855.20)
Net Result (Loss) before tax	(34,584,557.02)	2,775,443.82	(1,562,294.33)	164,684.64	(33,206,722.89)
Income tax					(3,611,466.08)
Net Result (Loss) after tax					(36,818,188.98)

Transfers and transactions between segments (internal sales) are made at arm's length subject to the same terms applying to transactions with third parties.

The assets and liabilities of the segments on 31.12.2012 and 31.12.2011 are as follows:

Assets and liabilities per segment on 31 December 2012					
Amounts in €	Domestic trade	Domestic service provision	Foreign trade	Deletions	Total
Total Assets	286,318,810.06	70,388,854.04	25,895,946.38	(19,575,045.58)	363,028,564.90
Total Liabilities	271,688,786.68	50,094,222.42	21,139,593.73	19,575,045.58	362,497,648.41

Assets and liabilities per segment on 31 December 2011					
Amounts in €	Domestic trade	Domestic service provision	Foreign trade	Deletions	Total
Total Assets	329,108,349.21	79,192,868.61	30,482,623.81	(14,093,554.24)	424,690,287.38
Total Liabilities	284,325,246.42	57,334,175.19	24,254,070.57	14,093,554.24	380,007,046.42

The assets of these segments primarily include tangible assets, intangible assets, inventories, receivables and cash. Segment liabilities include operating liabilities.

6. Tangible Assets

The acquisition cost of plots and land is the presumed cost of 01.01.2004 reduced by the losses of impairment.

The movement of tangible fixed assets for the year 2012 was as follows:

Group							
	Land	Buildings & installations	Machinery- Installations- Miscellaneous Equipment	Motor vehicles	Furniture and Miscellaneous Equipment	Tangible assets in course of construction	Total
31/12/2011 Cost	67,273,624.12	70,251,802.12	8,568,025.91	98,728,015.70	15,200,900.09	0.00	260,022,367.94
Accumulated depreciation	0.00	(15,653,910.36)	(6,265,012.80)	(40,654,449.77)	(13,725,383.91)	0.00	(76,298,756.83)
Net book value 31/12/2011	67,273,624.12	54,597,891.77	2,303,013.11	58,073,565.93	1,475,516.18	0.00	183,723,611.11
Year 2012 Additions	0.00	345,092.92	566,821.44	19,135,794.11	120,275.28	0.00	20,167,983.75
Reductions/Transfers of Cost	(905,857.00)	(602,370.59)	(683,923.30)	(27,292,677.90)	(233,425.01)	0.00	(29,718,253.80)
Depreciation of the year	0.00	2,429,882.88	821,264.91	15,051,836.62	760,944.47	0.00	19,063,928.89
Reductions of depreciation	0.00	(168,105.93)	(419,142.52)	(14,826,019.98)	(224,018.74)	0.00	(15,637,287.16)
31/12/2012 Cost	66,367,767.12	69,994,524.45	8,450,924.05	90,571,131.91	15,087,750.36	0.00	250,472,097.89
Accumulated depreciation	0.00	(17,915,687.31)	(6,667,135.19)	(40,880,266.41)	(14,262,309.64)	0.00	(79,725,398.56)
Net book value 31/12/2012	66,367,767.12	52,078,837.14	1,783,788.86	49,690,865.50	825,440.72	0.00	170,746,699.33

Parent Company							
	Land	Buildings & installations	Machinery- Installations- Miscellaneous Equipment	Motor vehicles	Furniture and Miscellaneous Equipment	Tangible assets in course of construction	Total
31/12/2011 Cost	46,771,557.43	60,993,519.96	5,730,515.83	9,543,632.01	10,902,483.64	0.00	133,941,708.87
Accumulated depreciation	0.00	(13,057,544.98)	(4,288,665.66)	(4,325,427.46)	(9,718,500.59)	0.00	(31,390,138.69)
Net book value 31/12/2011	46,771,557.43	47,935,974.98	1,441,850.17	5,218,204.55	1,183,983.05	0.00	102,551,570.18
Year 2011 Additions	0.00	244,361.74	105,763.20	3,213,076.65	83,722.84	0.00	3,646,924.43
Reductions/Transfers of Cost	(262,000.00)	(586,790.78)	(82,975.31)	(3,723,457.63)	(190,522.75)	0.00	(4,845,746.47)
Depreciation of the year	0.00	2,263,666.43	549,323.18	1,287,156.56	624,553.84	0.00	4,724,700.01
Reductions of depreciation	0.00	(287,812.20)	(75,610.68)	(1,493,927.20)	(187,807.15)	0.00	(2,045,157.23)
31/12/2012 Cost	46,509,557.43	60,651,090.92	5,753,303.72	9,033,251.03	10,795,683.73	0.00	132,742,886.83
Accumulated depreciation	0.00	(15,033,399.21)	(4,762,378.16)	(4,118,656.82)	(10,155,247.28)	0.00	(34,069,681.47)
Net book value 31/12/2012	46,509,557.43	45,617,691.71	990,925.56	4,914,594.21	640,436.45	0.00	98,673,205.36

The respective movement of tangible fixed assets for the year 2011 was as follows:

Group							
	Land	Buildings & installations	Machinery- Installations- Miscellaneous Equipment	Motor vehicles	Furniture and Miscellaneous Equipment	Tangible assets in course of construction	Total
31/12/2010 Cost	67,273,624.12	71,436,966.43	8,335,585.63	101,684,014.46	15,170,042.08	0.00	263,900,232.72
Accumulated depreciation	0.00	(13,737,001.29)	(5,499,253.16)	(36,323,416.85)	(12,880,449.48)	0.00	(68,440,120.77)
Net book value 31/12/2010	67,273,624.12	57,699,965.15	2,836,332.47	65,360,597.61	2,289,592.60	0.00	195,460,111.95
Year 2011 Additions	0.00	247,930.25	353,810.50	21,120,222.33	195,292.79	0.00	21,917,255.87
Reductions/Transfers of Cost	0.00	(1,433,094.56)	(121,370.22)	(24,076,221.09)	(164,434.78)	0.00	(25,795,120.65)
Depreciation of the year	0.00	2,511,972.20	849,934.89	17,032,967.78	987,955.70	0.00	21,382,830.57
Reductions of depreciation	0.00	(595,063.12)	(84,175.25)	(12,701,934.86)	(143,021.27)	0.00	(13,524,194.50)
31/12/2011 Cost	67,273,624.12	70,251,802.12	8,568,025.91	98,728,015.70	15,200,900.09	0.00	260,022,367.94
Accumulated depreciation	0.00	(15,653,910.36)	(6,265,012.80)	(40,654,449.77)	(13,725,383.91)	0.00	(76,298,756.83)
Net book value 31/12/2011	67,273,624.12	54,597,891.77	2,303,013.11	58,073,565.93	1,475,516.18	0.00	183,723,611.11

Parent Company							
	Land	Buildings & installations	Machinery- Installations- Miscellaneous Equipment	Motor vehicles	Furniture and Miscellaneous Equipment	Tangible assets in course of construction	Total
31/12/2010 Cost	46,771,557.43	61,503,442.83	5,588,188.22	10,183,434.14	11,012,436.57	0.00	135,059,059.19
Accumulated depreciation	0.00	(11,184,886.82)	(3,791,139.54)	(4,092,958.72)	(9,178,155.76)	0.00	(28,247,140.84)
Net book value 31/12/2010	46,771,557.43	50,318,556.01	1,797,048.68	6,090,475.42	1,834,280.81	0.00	106,811,918.35
Year 2010 Additions	0.00	178,249.10	215,502.14	2,534,427.44	138,253.86	0.00	3,066,432.54
Reductions/Transfers of Cost	0.00	(688,171.97)	(73,174.53)	(3,174,229.57)	(248,206.79)	0.00	(4,183,782.86)
Depreciation of the year	0.00	2,297,284.70	557,462.04	1,398,551.48	783,779.39	0.00	5,037,077.61
Reductions of depreciation	0.00	(424,626.54)	(59,935.92)	(1,166,082.74)	(243,434.56)	0.00	(1,894,079.76)
31/12/2011 Cost	46,771,557.43	60,993,519.96	5,730,515.83	9,543,632.01	10,902,483.64	0.00	133,941,708.87
Accumulated depreciation	0.00	(13,057,544.98)	(4,288,665.66)	(4,325,427.46)	(9,718,500.59)	0.00	(31,390,138.69)
Net book value 31/12/2011	46,771,557.43	47,935,974.98	1,441,850.17	5,218,204.55	1,183,983.05	0.00	102,551,570.18

Land and buildings were adjusted to fair value on 01.01.2004 by independent assessors. The adjustment was based on the fair market values of the properties.

The company performed an impairment test on the value of the properties and an impairment of € 0.262 mil. for the Company and € 0.906 million for the Group was made, which was recorded as an expense in the results of the year.

On 31.12.2012 there are mortgages and mortgage liens registered on the company's property in securing bank loans (bonds) worth a total of to € 222.68 mil. for the Company and € 194.20 for the Group.

7. Intangible assets

Group's Intangible Assets transactions for the period 01.01.2012 – 31.12.2012 can be broken down as follows:

Group	ACQUISITION COST				DEPRECIATION			CARRIED VALUE 31.12.2011	CARRIED VALUE 31.12.2012	
	Total on 31.12.2011	Additions & Purchases in 2012	Reductions in 2012	Total on 31.12.2012	Depreciation upto 2011	Depreciation Recorded in 2012	Reduction of depreciations 2012			Total Depreciation
Software Applications	2,597,080.10	157,988.53	(39,490.03)	2,715,578.60	2,335,395.85	195,273.27	18,176.65	2,548,845.77	261,684.25	166,732.83
Customers	4,560,000.00	0.00	0.00	4,560,000.00	2,197,500.00	570,000.00	0.00	2,767,500.00	2,362,500.00	1,792,500.00
Total	7,157,080.10	157,988.53	(39,490.03)	7,275,578.60	4,532,895.85	765,273.27	18,176.65	5,316,345.77	2,624,184.25	1,959,232.83

Company's Intangible Assets transactions for the period 01.01 – 31.12.2011 can be broken down as follows:

Company	ACQUISITION COST				DEPRECIATION			CARRIED VALUE 31.12.2011	CARRIED VALUE 31.12.2012	
	Total on 31.12.2011	Additions & Purchases in 2012	Reductions in 2012	Total on 31.12.2012	Depreciation upto 2011	Depreciation Recorded in 2012	Reduction of depreciations 2012			Total Depreciation
Software Applications	1,922,945.17	0.00	(26,284.08)	1,896,661.09	1,697,136.73	115,976.32	(22,756.64)	1,790,356.41	225,808.44	106,304.68
Customers	4,560,000.00	0.00	0.00	4,560,000.00	2,197,500.00	570,000.00	0.00	2,767,500.00	2,362,500.00	1,792,500.00
Total	6,482,945.17	0.00	(26,284.08)	6,466,661.09	3,894,636.73	685,976.32	(22,756.64)	4,557,856.41	2,588,308.44	1,898,804.68

Software is depreciated over 3 to 5 years. Customers are depreciated within 8 years.

8. Goodwill

GOODWILL	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
MIRKAT OOD	2,104,596.29	2,104,596.29	0.00	0.00
KONTELLIS S.A.	4,850,000.00	4,850,000.00	4,850,000.00	4,850,000.00
KOULOOURIS S.A.	1,284,000.00	1,284,000.00	1,284,000.00	1,284,000.00
Total	8,238,596.29	8,238,596.29	6,134,000.00	6,134,000.00

The goodwill for each case has been divided into units to create cash flow. From the impairment test conducted no damage was revealed.

9. Investments in subsidiaries and affiliates

Group investments fall into two categories, those consolidated using total consolidation method and those consolidated using the equity method.

9.1. Investments in subsidiaries

The valuation of all holdings on 31.12.2012 is as follows:

TOTAL CONSOLIDATION METHOD	ACQUISITION COST	DIFFERENCE IN FAIR VALUE	FAIR VALUE
PERSONAL BEST S.A.	6,629,040.39	(1,683,598.99)	4,945,441.40
PANERAGON S.A.	11,659,972.41	(6,283,139.95)	5,376,832.46
EXECUTIVE INSURANCE BROKERS S.A.	154,071.91	5,734,338.87	5,888,410.78
EXECUTIVE LEASE S.A.	17,720,151.13	9,473,512.29	27,193,663.42
MIRKAT OOD	5,994,559.63	368,613.16	6,363,172.79
MIRKAT DOOEL SKOPJE	655,000.00	342,656.50	997,656.50
ERGOTRAK S.A.	7,494,478.00	(9,251.97)	7,485,226.03
ERGOTRAK BULGARIA LTD	919.80	(466.54)	453.26
ERGOTRAK ROMANIA	975.00	0.00	975.00
TOTAL	50,309,168.27	7,942,663.37	58,251,831.64

The change of the account Difference in fair value and the corresponding reserve is shown in the following table:

	31/12/2012
Difference in fair value 31.12.2011	(1,634,337.28)
Difference in fair value 31.12.2012	7,942,663.37
Change in fair value of participations	9,577,000.65
less: Income 20% of positive differences in fair value	-1,921,918.13
Change of fair value reserve	7,655,082.52

In December 2012 the subsidiary company Executive Lease S.A. proceeded to the reduction of its share capital by € 3.0 mil. with a corresponding decrease of the nominal value of each share by € 1.20 from € 8.05 to € 6.85 and capital return with cash to SFAKIANAKIS S.A.

The acquisition cost of the companies Ergotrak Bulgaria Ltd and Ergotrak Romania has been changed by € 102.2 and € 3.525.0 respectively as a result of the impairment of their value.

Apart from the above, there were no other changes to the acquisition value of subsidiaries for the period 01.01–31.12.2012 as from the impairment test made their value is recoverable.

9.2 Investments in affiliates

Investments in affiliated companies presented on the parent company's balance sheet are as follows:

AFFILIATES	ACQUISITION COST	CHANGES IN EQUITY	CHANGES IN RESULTS	CHANGES OF F.Y. 2012	FAIR VALUE 31.12.2012
SPEEDEX S.A.	0.01	0.00	0.00	0.00	0.01
ALPAN ELECTROLINE LTD	6,950,627.70	(3,870,984.97)	(1,390,124.54)	340,886.99	2,030,405.18
ATHONIKI TECHNIKI S.A.	15,035,920.00	(1,346,779.24)	(3,007,184.00)	(963,193.88)	9,718,762.88
TOTAL	21,986,547.71	(5,217,764.21)	(4,397,308.54)	(622,306.89)	11,749,168.07

From the impairment in the value of investments in associates of the Company conducted impairment of amount € 3.0 mil. for the company Athoniki Techniki S.A. and € 1.4 mil. for the company Alpan Electroline Ltd., amounts recognized in the income statement of the Company as investment result.

There were no other changes in acquisition cost of the other affiliated companies for the period 01.01-31.12.2012.

The participation to affiliated companies presented in the consolidated Balance Sheet was changed with the proportion of profit or loss till 31.12.2012 as presented in the following table:

AFFILIATES	ACQUISITION COST 01.01.2012	OTHER CHANGES	PROFIT & LOSS	FAIR VALUE 30.12.2012
SPEEDEX S.A.	0.01	0.00	0.00	0.01
ALPAN ELECTROLINE LTD	853,078.74	5,460.77	(858,539.50)	0.01
ATHONIKI TECHNIKI S.A.	8,925,277.03	0.00	(1,349,101.36)	7,576,175.67
TOTAL	9,778,355.77	5,460.77	(2,207,640.86)	7,576,175.68

Financial figures, in thousands Euro, of affiliates on 31.12.2012 and 31.12.2011 were as follows:

Affiliates	ASSETS	LIABILITIES	INCOME	PROFIT or LOSS
2012				
SPEEDEX S.A.	17,572	18,996	27,271	(1,490)
ALPAN ELECTROLINE Ltd	19,692	17,299	30,469	(2,146)
ATHONIKI TECHNIKI S.A.	83,030	69,861	12,565	(2,704)
2011				
SPEEDEX S.A.	20,201	20,063	30,099	11
ALPAN ELECTROLINE Ltd	22,877	15,510	29,631	(2,548)
ATHONIKI TECHNIKI S.A.	87,675	72,064	24,031	(8,247)

9.3 Changes in the value of participations acquired in the period

During fiscal year 2012 there were no other changes in the acquisition cost of participations apart from those stated in paragraphs 9.1 and 9.2.

10. Inventories

INVENTORIES	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Acquisition cost	51,532,857.05	62,647,747.19	34,606,607.98	43,227,015.38
Devaluation of Inventories	(2,047,754.48)	(2,010,000.00)	(541,921.03)	(590,000.00)
TOTAL	49,485,102.57	60,637,747.19	34,064,686.95	42,637,015.38

The provision for inventories devaluation for the period 01.01.2012 to 31.12.2012 for the Group and the parent company is as follows:

PROVISION FOR DEVALUATION OF INVENTORIES	Group	Company
Balance 31.12.2011	(2,010,000.00)	(590,000.00)
Devaluation of the period	(429,703.45)	(100,000.00)
Use of provisions	391,948.97	148,078.97
Unused provisions	0.00	0.00
Balance 31.12.2012	(2,047,754.48)	(541,921.03)

11. Receivables from customers

11.1 Trade and other receivables (Non Current)

Long-term financial assets (non-current assets) can be broken down as follows:

TRADE AND OTHER RECEIVABLES (non-current)	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Long-term bills receivable	6,550,544.67	12,518,155.16	805,797.28	372,204.33
Long-terms cheques receivable	56,543.68	0.00	56,543.68	0.00
Non-accrued interest on long-term bills receivable	(564,868.61)	(1,148,901.97)	(66,341.57)	(36,979.44)
RECEIVABLES FROM CUSTOMERS	6,042,219.74	11,369,253.19	795,999.39	335,224.89
Long-term receivables	5,683,096.43	4,088,352.60	0.00	0.00
Non-accrued interest on long-term receivable	(249,002.97)	(710,195.32)	0.00	0.00
Receivables from leasing	1,493,506.49	3,084,159.94	0.00	0.00
Guarantees given	1,050,875.28	984,191.86	781,223.23	718,987.66
OTHER ASSETS	7,978,475.24	7,446,509.08	781,223.23	718,987.66
Derivatives on participations	2,000,000.00	2,000,000.00	2,000,000.00	2,000,000.00
TOTAL	16,020,694.98	20,815,762.27	3,577,222.62	3,054,212.55

Non-accrued interest is calculated using the effective interest rate. Long-term receivables from customers relate exclusively to the activities of the subsidiary Mirkat OOD and Mirkat Doel Skopje and come from the sale of cars on credit.

The derivative of present value € 2,000,000.00 relates to an option to sell to the vendor the participation of the parent company to WINLINK S.A.

11.2 Trade and other receivables (Current)

Short-term (current) assets can be broken down as follows:

TRADE AND OTHER RECEIVABLES (current)	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Customers	36,311,299.67	40,751,643.47	29,544,558.46	27,238,015.42
Short-term notes	20,714,941.86	23,803,013.98	1,598,245.28	1,496,176.42
Cheques receivable	8,267,491.08	13,846,413.15	6,063,156.46	9,324,721.65
Less: Provision for customer bad dept	(3,154,416.21)	(2,094,670.77)	(850,000.00)	(700,000.00)
RECEIVABLES FROM CUSTOMERS	62,139,316.40	76,306,399.84	36,355,960.20	37,358,913.49
Current asset orders	6,663,062.93	9,812,280.12	5,617,771.79	8,551,860.52
Sundry debtors	14,564,919.95	22,204,317.40	6,862,840.98	12,109,691.99
OTHER ASSETS	21,227,982.87	32,016,597.52	12,480,612.77	20,661,552.51
TOTAL	83,367,299.27	108,322,997.36	48,836,572.97	58,020,466.00

All these receivables are considered as short-term maturities. The fair value of these current assets is not determined independently because their book value is considered to be close to their fair value.

From all the above short-term receivables, for some of which the Group and the Company has not proceeded to impairment of their book value and are in delay. For this reason a provision is formed.

Provisions for customer bad debts for the period 01.01.2012 to 31.12.2012 for the Group and the Company are as follows:

PROVISION FOR BAD DEBTS	Group	Company
Balance 31.12.2011	(2,094,670.77)	(700,000.00)
Provisions for fiscal year 2012	(1,188,779.80)	(150,000.00)
Used provisions	129,034.36	0.00
Unused provisions	0.00	0.00
Balance 31.12.2012	(3,154,416.21)	(850,000.00)

The impaired receivables as well as the non overdue and not impaired receivables of 31.12.2012 distinct requirements depending upon the time expected to be collected are as follows:

	Group 31/12/2012	Company 31/12/2012
Overdue and Impaired	5,808,695.41	2,238,557.93
0-180	53,927,798.17	38,946,865.42
>180	23,630,805.69	7,651,149.62
Not overdue and not impaired	77,558,603.86	46,598,015.04
TOTAL TRADE AND OTHER RECEIVABLES	83,367,299.27	48,836,572.97

The Sundry Debtors account can be broken down as follows:

SUNDRY DEBTORS	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Greek state - advance & withholding tax	680,632.75	594,706.00	105,964.61	211,120.79
Greek state - other receivables	504,489.98	1,233,820.51	280,355.63	917,727.91
Supplier guarantee accounts	755,677.13	1,366,288.79	392,337.24	849,152.98
Sundry debtors	858,784.67	1,246,196.61	457,372.00	232,050.97
Special Registration Tax	1,520,245.39	5,522,968.82	1,504,808.41	2,338,225.55
Other sundry debtors in Euro	4,579,485.14	2,947,553.88	1,410,983.14	3,014,241.24
Other contested debtors	121,305.34	121,305.34	121,305.34	121,305.34
Customs clearance - accounts payable	12,814.5	660,806.6	12,814.46	660,806.56
Prepaid expenses	4,325,035.17	6,129,237.66	1,743,955.66	2,081,449.20
Receivables from derivatives	1,206,449.92	2,381,433.23	832,944.49	1,683,611.45
TOTAL	14,564,919.95	22,204,317.40	6,862,840.98	12,109,691.99

11.3 Financial assets available for sale

FINANCIAL ASSETS AVAILABLE FOR SALE	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Shares listed on ATHEX	457,800.00	405,054.00	429,000.00	386,904.00
Shares not listed on ATHEX	813,120.01	810,000.01	813,120.01	810,000.01
Total	1,270,920.01	1,215,054.01	1,242,120.01	1,196,904.01

The valuation of securities listed on ATHEX was effectuated at the price on 31.12.2012 (spot). Non-listed securities were valued at fair value.

SFAKIANAKIS S.A.		
Portfolio valuation on 31.12.2012		
SHARES	QUANTITY	Current value on 31.12.2012
SHARES LISTED ON ATHEX		
MARFIN INVESTMENT GROUP HOLDINGS S.A.	1,000,000	429,000.00
TOTAL (A)		429,000.00
SHARES LISTED ON ATHEX		
HELLENIC SEAWAYS S.A.	200,000	810,000.00
ELBISCO S.A.	48,000	3,120.00
WINLINK S.A.	20,000	0.10
TOTAL (A)		813,120.10
GRAND TOTAL (A + B)		1,242,120.10

SFAKIANAKIS S.A.		
Portfolio valuation on 31.12.2012		
SHARES	QUANTITY	Current value on 31.12.2012
SHARES LISTED ON ATHEX		
ELLAKTOR S.A.	15,000	28,800.00
TOTAL (A)		28,800.00

In the following table securities are presented per Company:

GROUP SECURITIES	Current value on 31.12.2012
SFAKIANAKIS SECURITIES	1,242,120.01
PERSONAL BEST SECURITIES	28,800.00
TOTAL	1,270,920.01

The breakdown of securities account for the period 01.01.2012-31.12.2012 is as follows.

	Group		Company	
	Shares listed on ATHEX	Shares not listed on ATHEX	Shares listed on ATHEX	Shares not listed on ATHEX
Fair value 31/12/2012	405,054.00	810,000.01	386,904.00	810,000.01
Transfer of Elbisco	(17,904.00)	17,904.00	(17,904.00)	17,904.00
Total	387,150.00	827,904.01	369,000.00	827,904.01
Less: Fair value of sales 2012	0.00	0.00	0.00	0.00
Remaining	387,150.00	827,904.01	369,000.00	827,904.01
Devaluation of value 31.12.2012	70,650.00	(14,784.00)	60,000.00	(14,784.00)
Fair value 31/12/2012	457,800.00	813,120.01	429,000.00	813,120.01

A sensitivity analysis table, showing the potential change of 5% in other total comprehensive income (B) from a decrease in fair value of available for sale financial assets for the Group and the Company respectively, follows:

	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Available for sale financial assets	1,270,920.01	1,215,054.01	1,242,120.01	1,196,904.01
Percentage of potential change	5.00%	5.00%	5.00%	5.00%
Change (decrease/increase) of Equity & Other comprehensive income	63,546.00	60,752.70	62,106.00	59,845.20

12. Cash

The breakdown of cash assets is as follows:

CASH AND CASH EQUIVALENTS	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Cash on hand	204,926.68	452,621.33	123,513.36	304,627.87
Sight Deposits	11,594,346.79	7,503,161.87	1,093,752.86	1,423,229.76
Time deposits	8,423,647.43	14,813,928.88	1,900,000.00	7,500,000.00
FX Sight deposits	63,368.30	83,500.08	63,368.30	83,500.08
TOTAL	20,286,289.20	22,853,212.16	3,180,634.52	9,311,357.71

Time deposits are of a few days (1-3) till 2 months with an average annual net interest rate ranging from 2.50% to 3.00%.

13. Equity

13.1. Share capital

	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Share Capital	19,786,200.00	19,786,200.00	19,786,200.00	19,786,200.00
Share premium reserve	10,601,614.09	10,601,614.09	10,601,614.09	10,601,614.09

No changes in share capital were made in fiscal year 2012.

13.2 Fair value reserves

Fair value reserves can be broken down as follows:

FAIR VALUE RESERVES	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Consolidated participations	0.00	0.00	4,758,839.18	(2,896,243.34)
Affiliates	(3,653,119.26)	(3,658,580.04)	(5,840,071.10)	(8,224,948.21)
Shares listed on ATHEX	(3,571,000.00)	(5,740,375.98)	(3,571,000.00)	(5,707,976.00)
Shares not listed on ATHEX	263,257.32	263,257.32	213,507.72	213,507.72
TOTAL	(6,960,861.94)	(9,135,698.70)	(4,438,724.20)	(16,615,659.83)

The change in fair value reserves regards a) reserve recorded directly in equity and showing in the Statement of total comprehensive income at Other Comprehensive Income (B) coming from the valuation of available for sale financial assets and the fair value of subsidiaries and associates

The change in Fair value Reserve for the Company is as follows:

FAIR VALUE RESERVE	FAIR VALUE 01.01.2012	REVERSALS/ TRANSERS	CHANGE 2012	FAIR VALUE 31.12.2012
Subsidiaries consolidated	(2,896,243.34)	3,143.07	7,651,939.45	4,758,839.18
Affiliated consolidated	(8,224,948.21)	4,397,309.54	(2,012,432.43)	(5,840,071.10)
Shares listed on ATHEX	(5,707,976.00)	2,076,976.00	60,000.00	(3,571,000.00)
Shares non-listed on ATHEX	213,507.72	0.00	0.00	213,507.72
TOTAL	(16,615,659.83)	6,477,428.61	5,699,507.02	(4,438,724.20)

The change in Fair value Reserve for the Group is as follows:

FAIR VALUE RESERVE	FAIR VALUE 01.01.2012	REVERSALS/ TRANSERS	CHANGE 2012	FAIR VALUE 31.12.2012
Subsidiaries consolidated	0.00	0.00	0.00	0.00
Affiliated consolidated	(3,658,580.04)	5,460.78	0.00	(3,653,119.26)
Shares listed on ATHEX	(5,740,375.98)	2,076,976.00	92,399.98	(3,571,000.00)
Shares non-listed on ATHEX	263,257.32	0.00	0.00	263,257.32
TOTAL	(9,135,698.70)	2,082,436.78	92,399.98	(6,960,861.94)

The amounts of the reversal are mainly related to the impairment of affiliated and securities charged to the results of the current year for which their original value is considered to be not be recoverable.

13.3 Other reserves

OTHER RESERVES	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Statutory reserve	8,212,078.12	8,212,078.12	7,920,766.43	7,920,766.43
Special reserves	593,260.21	593,260.21	590,915.55	590,915.55
Extraordinary reserves	1,263,322.30	1,263,322.30	1,248,106.37	1,248,106.37
Difference from adjustment in value of holdings - securities	161.37	161.37	161.37	161.37
Difference from adjustment of value of other assets	663,849.53	663,849.53	663,849.43	663,849.43
Untaxed reserves under special provisions of law	15,928,424.18	15,928,424.18	15,928,424.18	15,928,424.18
Other reserves	(0.10)	(0.10)	0.00	0.00
Tax-exempt income reserves	267,558.13	267,558.13	0.00	0.00
Special taxation reserves	9,784,463.95	9,784,463.95	9,783,608.08	9,783,608.08
Difference from conversion of capital to Euro	4,115.00	4,115.00	4,115.00	4,115.00
TOTAL	36,717,232.69	36,717,232.69	36,139,946.41	36,139,946.41

The Special and Extraordinary Reserves mainly come from prior periods and in the case of their distribution or capitalisation they will be taxed according to the current tax legislation. Reserves coming from items taxed under special provisions in case of distribution or capitalisation will be taxed with the current rate at the time of distribution.

13.4 Result carried forward

RESULT CARRIED FORWARD	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Balance brought forward	(13,289,967.15)	23,526,967.96	(2,563,467.03)	24,035,120.21
Profit/Loss after tax	(46,326,572.79)	(36,816,935.11)	(40,425,215.98)	(26,598,587.24)
TOTAL	(59,616,539.94)	(13,289,967.15)	(42,988,683.01)	(2,563,467.03)

14. Loans (including Leasing)

14.1 Long-term loans

Company's management agreed in March 2013 with the creditor banks on the terms of the restructuring of the Bond Loan of principal amount € 200.0 mil. and current balance of € 186.5 mil. for the Company and for the Bond Loan of principal amount of € 25.0 mil. and current balance of € 21.8 mil. for the subsidiary EXECUTIVE LEASE S.A. The maturing dates of the loans will be extended until 2017.

The maturities on 31.12.2012 amounted to € 40,500,000 for the Company and € 46,336,360 for the Group (amount € 2,336,360 refers to two doses of the bond loan of the subsidiary Executive Lease S.A.

and amount € 3,500,000 refers to one dose of the subsidiary Panergon S.A.). It should be noted that maturities on 31.12.2012 for Executive Lease S.A. € 636,360 and for Panergon S.A. 3,500,000 have been paid in March 2013.

As until the reporting date of the Annual Financial Statements of 31.12.2012 the above approval had not been received by the Bondholders (the previous extension for the Company was valid till 31.12.2012) and under the application of IAS 1 par. 74, the Company also posted the long-term amount of its Bond Loan € 119,000,000 on 31.12.2012 to the short-term bank liabilities, whereas the corresponding amount for the Group amounts to € 138.700.040 and refers to the reclassification of the longterm segments for both Company and Executive Lease S.A.

Long-term loans (Bond and Long-term) can be broken down as follows:

Long-term loans	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Syndicated Bond in Euro not convertible to shares	270,277,120.00	272,513,480.00	190,388,000.00	190,388,000.00
Long-term bank liabilities	3,421,052.32	4,740,984.19	0.00	0.00
Total	273,698,172.32	277,254,464.19	190,388,000.00	190,388,000.00
Long-term Bond liabilities payable within the next 12 months	(117,580,850.62)	(50,670,385.00)	(67,500,000.00)	(41,278,000.00)
Total Loans	156,117,321.70	226,584,079.19	122,888,000.00	149,110,000.00
Long-term leasing liabilities	1,106,094.81	2,491,106.26	0.00	0.00
Total	157,223,416.50	229,075,185.45	122,888,000.00	149,110,000.00
Long term liabilities posted as short term based on IAS 1 par. 74	(138,700,040.00)	(146,000,000.00)	(119,000,000.00)	(146,000,000.00)
Total	18,523,376.50	83,075,185.45	3,888,000.00	3,110,000.00

The contractive analysis of the non paid remaining of Syndicated Bonds on 31.12.2012 for the parent Company and the Group are presented per year in the following table:

BOND LOANS ANALYSIS	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Short-term from 0-1 year	115,145,080.00	49,350,720.00	67,500,000.00	41,278,000.00
From 1-5 years	155,132,040.00	223,162,760.00	122,888,000.00	149,110,000.00
After 5 years	0.00	0.00	0.00	0.00
Total	270,277,120.00	272,513,480.00	190,388,000.00	190,388,000.00

Analytical table of Bond Loans per company and year end:

Year	Company	Panergon S.A.	Executive Lease S.A.	Ergotrak S.A.	Total	Maturity Analysis
2013	67,500,000	38,500,000	8,009,080	1,136,000	115,145,080	115,145,080 Up to 1 year
2014	119,000,000	1,000,000	20,700,040	1,136,000	141,836,040	
2015	195,000	1,000,000	1,000,000	1,136,000	3,331,000	
2016	585,000	2,000,000	2,000,000	2,272,000	6,857,000	
2017	3,108,000	0	0	0	3,108,000	155,132,040 Till 5 years
Total	190,388,000.00	42,500,000.00	31,709,120.00	5,680,000.00	270,277,120.00	270,277,120

Information on long-term leasing liabilities is presented in paragraph 14.3.

14.2 Short-term loans

Short-term loans can be broken down as follows:

SHORT-TERM LOANS	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Short-term loans	24,012,315.08	30,239,556.28	15,134,840.60	18,619,210.79
Short-term corporate bond instalments payable in next year	71,244,490.62	37,170,385.00	27,000,000.00	27,778,000.00
Extented installments of Long-term Bond Loan	46,336,360.00	13,500,000.00	40,500,000.00	13,500,000.00
Short-term leasing instalments payable in next year	937,638.69	1,507,890.48	0.00	0.00
TOTAL	142,530,804.39	82,417,831.76	82,634,840.60	59,897,210.79
Long term Bond Loan liabilities posted as short term based on IAS 1 par. 74	138,700,040.00	146,000,000.00	119,000,000.00	146,000,000.00
TOTAL	281,230,844.39	228,417,831.76	201,634,840.60	205,897,210.79

Short-term loan interest rate is floating and the effective interest rate for total loans is between 4.0%-4.5%.

Information for short-term leasing liabilities is presented in paragraph 14.3.

14.3 Leasing obligations

Fixed assets include the following amounts which the Group holds as lessee under financial leases.

	Group	
	31.12.2012	31.12.2011
Cost of capitalising financial leases	4,216,229.32	6,902,877.50
Accumulated depreciation	(2,068,843.63)	(2,826,584.03)
Net book value	2,147,385.69	4,076,293.47

Financial Lease Obligations

	Group	
	31.12.2012	31.12.2011
Long-term financial lease liabilities	1,106,093.80	2,491,106.26
Short-term financial lease liabilities	937,638.69	1,507,890.48
Net book value	2,043,732.49	3,998,996.74

Financial lease obligations are secured on rented tangible assets which devolve to the lessor in the case where the lessee is unable to pay its liabilities.

FINANCIAL LEASE OBLIGATIONS - MINIMUM LEASING PAYMENTS	Group	
	31.12.2012	31.12.2011
Up tp 1 year	1,011,634.30	1,674,296.92
From 1 to 5 years	1,147,535.19	2,635,870.12
After 5 years	0.00	0.00
TOTAL	2,159,169.49	4,310,167.04
Future charges of financial cost at the financial leases	(115,437.00)	(311,170.30)
TOTAL	2,043,732.49	3,998,996.74

The current value of financial lease liabilities is as follows:

	Group	
	31.12.2012	31.12.2011
Up to 1 year	937,638.69	1,507,890.48
From 1 to 5 years	1,106,093.80	2,491,106.26
After 5 years	0.00	0.00
TOTAL LIABILITIES	2,043,732.49	3,998,996.74

15. Deferred income tax

Deferred tax assets are offset against deferred tax liabilities when there is a legitimate exercisable right of offset and both are subject to the same taxation authority.

Deferred tax was calculated on 31.12.2012 with a rate of 20%. The breakdown of deferred tax assets and liabilities is set out below:

RECEIVABLES	Group		Company	
	31/12/2012	31/12/2011	31/12/2012	31/12/2011
From staff compensation	372,119.94	394,483.30	246,062.00	259,609.41
From provision for bad debt	457,600.30	367,600.30	130,000.00	100,000.00
From inventory value decline	408,208.16	421,892.89	108,384.21	118,000.00
From adjustments to land	21,388.72	0.00	0.00	0.00
Other temporary differences	818,237.61	1,154,726.48	381,130.36	662,065.92
Tax losses	2,000,000.00	4,142,064.00	2,000,000.00	3,000,000.00
ΣΥΝΟΛΟ	4,077,554.73	6,480,766.97	2,865,576.57	4,139,675.33

The deferred tax asset due to deductible tax losses of some subsidiaries arises based on provisions for offsetting the said losses against future profits.

LIABILITIES	Group		Company	
	31/12/2012	31/12/2011	31/12/2012	31/12/2011
From adjustments to land	7,244,205.48	7,740,155.44	5,341,964.44	5,676,612.75
From adjustments to buildings	3,557,606.28	3,486,082.98	3,205,857.41	3,159,425.19
From fair value reserves	0.00	0.00	3,183,824.18	1,261,906.05
From fair value of goodwill	1,226,800.00	1,226,800.00	1,226,800.00	1,226,800.00
From surplus	358,500.00	472,500.00	358,500.00	472,500.00
From open tax periods	1,306,486.80	1,306,486.80	661,486.80	661,486.80
Other temporary differences	2,437,760.71	1,934,260.54	0.00	0.00
TOTAL	16,131,359.27	16,166,285.76	13,978,432.83	12,458,730.79

The change of receivables and liabilities is recorded in the financial results, excluding changes in deferred tax of participations of not listed companies in the Athens Stock Exchange which are registered in other comprehensive income (B) as shown in the following table:

COMPANY	Balance 01/01/2012	CHANGES IN OTHER COMPREHENSIVE	CHANGES IN RESULTS	Balance 31/12/2012
REICEVABLES	4,139,675.33	0.00	(1,274,098.76)	2,865,576.57
LIABILITIES	(11,196,824.74)	0.00	402,216.09	(10,794,608.65)
PARTICIPATIONS	(1,261,906.05)	(1,921,918.13)	0.00	(3,183,824.18)
Total	(8,319,055.46)	(1,921,918.13)	(871,882.67)	(11,112,856.26)

GROUP	Balance 01/01/2012	CHANGES IN OTHER COMPREHENSIVE	CHANGES IN RESULTS	Balance 31/12/2012
REICEVABLES	6,480,766.97	0.00	(2,403,212.23)	4,077,554.74
LIABILITIES	(16,166,285.76)	0.00	34,926.49	(16,131,359.27)
Total	(9,685,518.78)	0.00	(2,368,285.75)	(12,053,804.53)

16. Number of staff employed, cost and provisions for compensation

The number of staff employed and the total cost to the parent company and Group subsidiaries can be broken down as follows:

	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Total cost of employment	31,168,053.59	33,889,260.66	20,528,838.21	22,398,833.08
Staff Employed	827	968	552	643

	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Personnel dismissal and retirement compensation provision	1,877,485.87	1,987,830.96	1,230,310.02	1,298,047.06

The provision for employee benefits due to retirement in fiscal year 2012 is as follows:

	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Net liability in the beginning of the period	1,987,830.96	2,047,673.93	1,298,047.06	1,357,320.95
Social securities paid by the employer	(732,253.59)	(483,385.75)	(547,588.91)	(352,525.98)
Total expenses included in financial results	621,908.50	423,542.78	479,851.87	293,252.09
Balance end of the year	1,877,485.87	1,987,830.96	1,230,310.02	1,298,047.06

The obligation to pay compensation due to staff retirement is calculated using the projected unit credit method which considers that each year in service gives an additional unit of benefit entitlement and builds the total obligation, calculating each unit separately. Under this method the cost of past experience is the current value of any future benefit units which have been credited to employees for service in periods before the start of the plan or due to changes to the plan.

It should be noted that due to the current economic circumstances, the yield curve of bonds by the European Central Bank has been used instead of the Greek government bonds. More specifically, for discounting it is estimated a weighted average interest rate of 3.6% for the 31.12.2012, while for the maturation of payroll as an annual rate is considered 3% (2% inflation according to the Convergence Programme of the European Union - Lisbon Strategy).

According to the demographic assumptions, the mobility of staff will be as follows:

Group of age	Voluntary withdrawal	Dismissal
Until 35 years	7%	3%
36-45	4%	2%
46 and over	3%	2%

The company has assigned this calculation to recognised actuaries for 31.12.2011 and the estimated obligation on 31.12.2012 and the changes for fiscal year 2012 has been booked and presented in the financial statements based on IAS 19.

17. Other Long-term Liabilities

The long-term liabilities are broken down as follows:

CURRENT INCOME TAX	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Leasing guarantees	827,478.23	1,327,286.31	0.00	0.00
Other long-term liabilities	322,020.59	334,249.22	0.00	0.00
TOTAL	1,149,498.82	1,661,535.53	0.00	0.00

18. Suppliers and other liabilities

Suppliers and other liabilities are analysed as follows:

SUPPLIERS AND OTHER LIABILITIES	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Suppliers	21,797,918.88	25,829,020.38	14,937,139.13	13,903,976.97
Notes payable in FX	1,049,102.41	1,648,332.07	953,696.16	1,648,332.07
Dividends payable	5,406.25	9,172.75	5,406.25	9,172.75
Cheques payable	5,788,835.01	7,798,697.31	3,896,183.81	3,895,885.39
Other short-term liabilities	9,956,282.72	11,705,097.82	7,867,502.73	5,201,002.12
Accrued expenses	4,987,538.27	1,378,824.51	2,981,957.56	159,137.76
ΣΥΝΟΛΟ	43,585,083.55	48,369,144.84	30,641,885.64	24,817,507.06

Other short-term liabilities include:

OTHER SHORT-TERM LIABILITIES	Group		Company	
	31.12.2011	31.12.2011	31.12.2011	31.12.2011
Advances - other associates - third parties	131,569.75	609,829.99	922,162.09	519,145.95
Beneficiaries of financial guarantees	942,353.49	708,003.64	44,991.23	18,991.23
Tax and duties payable	1,800,803.31	2,098,053.10	799,980.12	739,705.45
Liabilities to insurance funds	1,374,501.79	1,548,577.88	824,552.24	973,354.68
Advances from customers	3,270,091.08	4,789,882.98	4,690,658.14	2,779,229.57
Other short-term liabilities	2,436,963.31	1,950,750.23	585,158.91	170,575.24
TOTAL	9,956,282.72	11,705,097.82	7,867,502.73	5,201,002.12

18.1 Current Income tax

This account relates to liability for income tax for the period at the currently applicable rate.

CURRENT INCOME TAX	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Income tax for the period	0.00	329,232.12	0.00	143,437.94
TOTAL	0.00	329,232.12	0.00	143,437.94

Open tax periods

For fiscal year 2011 and after the Company and its subsidiaries in Greece have been included in the tax audit of the statutory auditors carrying out the provisions of Article 82 paragraph 5 of Law 2238/1994.

The audit was conducted by the auditing firm SOL S.A. and the related tax compliance report was issued by unqualified conclusion.

During the preparation of the Annual Financial Statements for fiscal year 2012 have been calculated ratios accounting differences and it is no longer required provision for open tax periods for year 2012.

For Group companies in Greece, the tax audit for the fiscal year 2012 is already being carried out by SOL S.A. Upon the completion of the tax audit, the management of the Group companies does not expect to deliver significant tax liabilities beyond those recognized and reported in the financial statements.

This liability open tax periods till fiscal year 2010 is presented in paragraph 15 (Deferred income tax).

Company	Country	Total % holding	Open tax periods
<i>Total consolodation method</i>			
PERSONAL BEST S.A.	Greece	100.00%	2009-2010
PANERGON S.A.	Greece	100.00%	2010
EXECUTIVE INSURANCE BROKERS S.A.	Greece	100.00%	2010
EXECUTIVE LEASE S.A.	Greece	100.00%	2006-2010
MIRKAT OOD	Bulgaria	99.91%	2006-2012
MIRKAT DOOEL SKOPJE	FYROM	100.00%	2006-2012
ERGOTRAK	Greece	100.00%	2006-2010
SFAKIANAKIS S.A.	Greece	Parent company	2009-2010

The opening of the account provisions for open tax periods for fiscal year 2012 is as follows:

PROVISIONS FOR OPEN TAX PERIODS	Group	Company
Balance 31.12.2011	1,306,486.80	661,486.80
Used provisions		
SFAKIANAKIS S.A.	(0.00)	(0.00)
PANERGON S.A.	0.00	0.00
Unused provisions	0.00	0.00
Balance 31.12.2012	1,306,486.80	661,486.80

19. Results

19.1 Breakdown of expenditure

The main categories of expenditure can be broken down as follows:

BREAKDOWN OF EXPENDITURE AND OTHER EXPENSES	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Staff salaries and expenses	31,168,053.59	33,887,246.85	20,528,838.21	22,398,833.08
Third party fees and expenses	6,414,690.69	8,015,559.30	3,499,740.59	3,956,599.01
Charges for outside services	16,616,906.87	19,786,835.03	8,734,821.57	12,279,991.77
Taxes – Duties	4,154,998.07	4,283,806.92	1,934,936.21	2,131,523.58
Miscellaneous Expenses	10,698,266.04	12,259,616.75	7,282,859.71	8,554,355.15
Depreciation	19,829,202.15	22,448,844.50	5,450,010.40	5,946,138.70
Provisions / impairment	3,268,873.77	2,304,855.20	991,851.87	705,254.14
Exchange rate differences	1,102.83	0.00	1,102.83	0.00
Other expenses	2,918,010.61	1,748,084.68	2,622,541.83	1,598,047.04
Total	95,070,104.62	104,734,849.23	51,046,703.22	57,570,742.47

This expenditure is presented (allocated) in the income statement as follows:

	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Selling expenses	76,056,083.70	83,787,879.38	40,837,362.58	46,056,593.98
Administrative expenses	19,014,020.92	20,946,969.85	10,209,340.64	11,514,148.49
Total	95,070,104.62	104,734,849.23	51,046,703.22	57,570,742.47

Staff fees and expenses can be broken down as follows:

SALARIES AND EXPENSES	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Salaries and wages	24,768,582.67	26,536,331.39	16,316,596.76	17,496,137.36
Employer contributions	5,766,989.51	6,462,388.77	3,798,236.36	4,275,490.07
Other benefits	632,481.41	888,526.69	414,005.09	627,205.65
Total	31,168,053.59	33,887,246.85	20,528,838.21	22,398,833.08

Third party fees can be broken down as follows:

CHARGES FOR OUTSIDE SERVICES	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Electricity - Water	1,193,409.42	1,295,739.86	876,950.69	975,983.28
Telecommunications	916,957.57	961,089.93	654,527.57	650,221.20
Rents	6,969,353.98	7,685,245.35	3,463,695.98	5,038,612.05
Insurance premiums & warehousing costs	2,917,882.34	3,264,748.86	705,118.36	892,904.75
Repairs & maintenance	2,801,251.45	4,270,500.85	1,315,275.34	2,497,893.21
Other third party benefits	1,818,052.10	2,309,510.18	1,719,253.63	2,224,377.28
Total	16,616,906.87	19,786,835.03	8,734,821.57	12,279,991.77

Sundry expenses can be broken down as follows:

MISCELLANEOUS EXPENSES	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Transport costs	2,672,848.53	2,745,797.40	1,410,536.19	1,678,553.79
Promotion & advertising expenses	4,438,846.53	5,063,609.58	3,970,824.17	4,434,668.98
Subscriptions - contributions	266,586.97	318,616.05	216,378.12	271,321.64
Donations - Grants & XDE VAT	91,924.45	176,083.80	90,189.33	174,343.07
Printed materials and office supply expenses	303,836.88	415,525.52	177,238.43	242,922.41
Direct consumables	521,352.42	640,511.18	448,369.59	555,599.51
Miscellaneous Expenses	2,402,870.25	2,899,473.22	969,323.88	1,196,945.75
TOTAL	10,698,266.04	12,259,616.75	7,282,859.71	8,554,355.15

Depreciation can be broken down as follows:

	Group		Company	
	31.12.2012	31.12.2010	31.12.2012	31.12.2010
Depreciation of tangible assets	19,063,928.88	21,382,850.44	4,724,700.01	5,037,077.61
Depreciation of intangible assets	765,273.27	1,065,994.06	725,310.39	909,061.09
Total	19,829,202.15	22,448,844.50	5,450,010.40	5,946,138.70

The above expenditure is presented (allocated) in the income statement as follows:

	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Selling expenses	15,863,361.72	17,959,075.60	4,360,008.32	4,756,910.96
Administrative expenses	3,965,840.43	4,489,768.90	1,090,002.08	1,189,227.74
TOTAL	19,829,202.15	22,448,844.50	5,450,010.40	5,946,138.70

The provisions / impairments are analysed as follows:

PROVISIONS/IMPAIRMENTS	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Compensation of personal	621,908.50	423,542.78	479,851.87	293,252.09
Impairment of intangible assets	905,857.00	0.00	262,000.00	0.00
Of Inventories	442,850.87	937,800.34	150,000.00	412,002.05
Of bad debts	1,298,257.40	943,512.08	100,000.00	0.00
Total	3,268,873.77	2,304,855.20	991,851.87	705,254.14

19.2 Breakdown of other income

The breakdown of other income is as follows:

OTHER INCOME	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Subsidies – sundry income from sales	12,788,940.63	14,308,303.44	8,026,026.95	8,400,276.28
Services and related activities	10,164,706.36	13,581,389.45	7,715,459.54	10,173,760.44
Provisions unused	0.00	361,546.00	0.00	0.00
Provisions used	782,253.59	883,385.75	547,588.91	702,525.98
Other income	1,687,486.23	2,622,619.90	1,310,020.27	1,892,700.76
Exchange rate differences	0.00	76,246.36	0.00	70,361.21
TOTAL	25,423,386.81	31,833,490.90	17,599,095.67	21,239,624.67

19.3 Financial Expenses

The breakdown of Financial Income - Expenses is as follows:

NET FINANCIAL COST	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Interest charges and related expenses	17,305,465.65	18,107,741.47	11,695,204.38	11,579,779.10
Interest and related income	1,956,576.89	2,953,792.07	96,763.50	350,249.44
FINANCIAL RESULT	15,348,888.76	15,153,949.40	11,598,440.88	11,229,529.66

19.4 Investment Result

The breakdown of the investment result is as follows:

INVESTING RESULT	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Dividends	0.00	0.00	0.00	0.00
Earnings/Losses from affiliated companies	(2,207,640.86)	(5,134,325.09)	0.00	0.00
Impairment of affiliates	0.00	0.00	(4,400,936.74)	0.00
Impairment of securities	(2,113,510.00)	0.00	(2,091,760.00)	0.00
Extraordinary losses	(466,550.99)	(904,499.20)	(459,652.21)	(430,374.82)
Extraordinary profits	785,126.76	358,753.28	289,573.18	340,994.96
INVESTING RESULT	(4,002,575.09)	(5,680,071.01)	(6,662,775.77)	(89,379.86)

19.5 Other total comprehensive income (B)

Other comprehensive income relates to the change in the available for sale financial assets, with an equal change in fair value reserve, both for the Group and the Company.

Group

For the period 01.01-31.12.2012 total other comprehensive income of amount € 2,174,836.76 refers to:

a) Difference in valuation at the fair value of securities listed on the ASE amount € 2,174,836.76

For the period 01.01-31.12.2011 total other comprehensive income of amount € (374,476.00) refers to:

a) Difference in valuation at the fair value of securities listed on the ASE amount € (374,476.00)

Company

For the period 01.01-31.12.2012 total other comprehensive income of amount € 12,176,935.63 refers to:

a) Difference in valuation at the fair value of securities listed on the ASE amount € 2,136,796.00

b) Difference in valuation at the fair value of affiliated companies amount € 2,384,877.11

c) Difference in valuation at the fair value of consolidated companies amount € € 7,655,082.52

For the period 01.01-31.12.2011 total other comprehensive income of amount € (3,205,335.42) refers to:

a) Difference in valuation at the fair value of securities listed on the ASE amount € (342,376.00)

b) Difference in valuation at the fair value of affiliated companies amount € (2,049,888.60)

c) Difference in valuation at the fair value of consolidated companies amount € (813,070.82).

20. Income tax expenditure

The income tax expenditure according to the valid statutory tax rates on 31.12.2012 and 31.12.2011 can be broken down as follows:

	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Income tax for the period (profit/loss before tax)	8,716,423.40	6,641,344.59	7,861,708.30	4,860,215.86
Income tax on accounting differences and loss or decrease of tax losses	(11,282,763.57)	(9,754,421.56)	(9,139,784.64)	(6,915,433.99)
Income tax on non-taxed income	(55,835.40)	0.00	0.00	0.00
Income tax due to difference of foreign tax rate	(262,352.60)	(177,194.21)	0.00	0.00
Used provisions for open tax periods	0.00	476,967.20	0.00	338,513.20
Income tax due to change in tax rate of deferred taxes	465,234.52	0.00	406,193.67	0.00
Prior period tax audit adjustments	0.00	(476,967.20)	0.00	(338,513.20)
Other non-operating taxes	(325,750.59)	(321,194.90)	(244,791.81)	(242,289.78)
Tax of extraordinary contribution L.3845/2010	0.00	0.00	0.00	0.00
Provision for deferred tax from open tax periods	0.00	0.00	0.00	0.00
TOTAL	(2,745,044.24)	(3,611,466.08)	(1,116,674.48)	(2,297,507.91)

Under the new tax law 4110/2013, the tax rate for fiscal years beginning on and after January 1, is rising from 20% to 26%. As this increase is a non-adjusting event under IAS 10 paragraph 22, the Company on 31.12.2012 estimated the deferred tax at the applicable tax rate of 20% in accordance with IAS 12 par.47. If the rate of 26% had been taken into account for the calculation of deferred taxes at December 31, 2012, the deferred tax liability of the Group and the Company would have been increased by € 3.2 mil. and € 3.1 mil. respectively.

The Company formed provision up to year 2010 for possible liability arising from the tax audit payment deriving from the tax audit of the Group companies.

21. Earnings per share

The basic and reduced earnings per share are calculated by dividing earnings corresponding to parent company shareholders by the weighted average number of ordinary shares during the period, less own ordinary shares purchased by the enterprise.

EARNINGS NET OF TAX PER SHARE	GROUP	
	1.1-31.12.2012	1.1-31.12.2011
Profit/Loss is allocated to:		
Parent company shareholders	(46,326,572.81)	(36,816,935.11)
Minority interest	(588.43)	(1,253.87)
Earnings per share net of tax (in €)	(5.8534)	(4.6518)
Average weighted No. of shares	7,914,480	7,914,480

22. Risk Analysis

Risk analysis as required according to IFRS 7 is as follows:

22.1 Expiration Risk

The analysis of the liabilities according to the time their payment as shown in the financial statements on 31.12.2012 and in strict application of IAS 1 par. 74 is as follows:

Liabilities Analysis	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Up to 1 year	324,815,927.94	277,116,208.72	232,276,726.24	230,858,155.79
From 1 to 5 years	37,681,720.47	102,890,837.70	19,096,742.85	16,866,777.85
After 5 years	0.00	0.00	0.00	0.00
TOTAL	362,497,648.41	380,007,046.42	251,373,469.09	247,724,933.64

The analysis of the liabilities according to the contractive time of their payment not taking into account the redistribution of the Long-term Bond Loans of amount € 119,000,000 for the Company € 138,700,050 for the Group and on 31.12.2011 on 31.12.2012 in application of IAS 1 par. 74 is as follows:

Liabilities Analysis	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Up to 1 year	186.115.887,94	131.116.208,72	113.276.726,24	84.858.155,79
From 1 to 5 years	176.381.760,47	248.890.837,70	138.096.742,85	162.866.777,85
After 5 years	0,00	0,00	0,00	0,00
TOTAL	362.497.648,41	380.007.046,42	251.373.469,09	247.724.933,64

22.2 Foreign exchange rate risk

FINANCIAL STATEMENTS' FIGURES IN FOREIGN CURRENCY	Group		
	Amounts in Euro 31.12.2012		
	JPY	USD	TOTAL
Assets	56,570.66	6,797.64	63,368.30
Liabilities	(130,968.52)	(205,394.32)	(336,362.84)
Exchange position in foreign currency	(74,397.86)	(198,596.68)	(272,994.54)
Risk balance	0.00	0.00	0.00
OPEN EXCHANGE POSITION IN FOREIGN CURRENCY	(74,397.86)	(198,596.68)	(272,994.54)

FINANCIAL STATEMENTS' FIGURES IN FOREIGN CURRENCY	Group		
	Amounts in Euro 31.12.2011		
	JPY	USD	TOTAL
Assets	83,318.04	182.04	83,500.08
Liabilities	(1,653,347.60)	(1,878.24)	(1,655,225.84)
Exchange position in foreign currency	(1,570,029.56)	(1,696.20)	(1,571,725.76)
Risk balance	0.00	0.00	0.00
OPEN EXCHANGE POSITION IN FOREIGN CURRENCY	(1,570,029.56)	(1,696.20)	(1,571,725.76)

FINANCIAL STATEMENTS' FIGURES IN FOREIGN CURRENCY	Company		
	Amounts in Euro 31.12.2012		
	JPY	USD	TOTAL
Assets	56,570.66	6,797.64	63,368.30
Liabilities	(130,968.52)	(205,394.32)	(336,362.84)
Exchange position in foreign currency	(74,397.86)	(198,596.68)	(272,994.54)
Risk balance	0.00	0.00	0.00
OPEN EXCHANGE POSITION IN FOREIGN CURRENCY	(74,397.86)	(198,596.68)	(272,994.54)

FINANCIAL STATEMENTS' FIGURES IN FOREIGN CURRENCY	Company		
	Amounts in Euro 31.12.2011		
	JPY	USD	TOTAL
Assets	83,318.04	182.04	83,500.08
Liabilities	(1,653,347.60)	(1,878.24)	(1,655,225.84)
Exchange position in foreign currency	(1,570,029.56)	(1,696.20)	(1,571,725.76)
Risk balance	0.00	0.00	0.00
OPEN EXCHANGE POSITION IN FOREIGN CURRENCY	(1,570,029.56)	(1,696.20)	(1,571,725.76)

The possible change in foreign exchange rate influences next year's results equivalently as follows:

FOREIGN EXCHANGE RISK IN JPY	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Open exchange rate risk	(74,397.86)	(1,570,029.56)	(74,397.86)	(1,570,029.56)
Percentage of possible change in exchange rate	10.00%	10.00%	10.00%	10.00%
Change posted in financial results	(7,439.79)	(157,002.96)	(7,439.79)	(157,002.96)

FOREIGN EXCHANGE RISK IN USD	Group		Company	
	31.12.2011	31.12.2010	31.12.2011	31.12.2010
Open exchange rate risk	(198,596.68)	(1,696.20)	(198,596.68)	(1,696.20)
Percentage of possible change in exchange rate	10.00%	10.00%	10.00%	10.00%
Change posted in financial results	(19,859.67)	(169.62)	(19,859.67)	(169.62)

22.3 Foreign exchange rate risk for foreign affiliated company

Group has invested in subsidiaries of abroad whose transactions are being attended in local currency. Particularly, Mirkat OOD is active in Bulgaria and keeps its books in BGN. Mirkat Dooel Skopje is active in Fyrom and keeps its books in Denars. Ergotrak Romania keeps its books in LEU and Ergotrak Yu Ltd which is active in Serbia keeps its books in Denars.

Group is exposed in foreign exchange rate risk due to possible change of local currency rates over Euro. Liabilities and receivables for the above mentioned companies which are presented in local currency, excluding those presented in Euro, are presented in the following table:

FINANCIAL STATEMENTS' FIGURES IN FOREIGN CURRENCY	Group				
	Amounts in Euro 31.12.2012				
	BGN	DENARS	LEU	EURO	TOTAL
ASSETS					
Assets Accounts	25,990,356.97	802,677.34	327,999.64	0.00	27,121,033.95
Less: Assets in Euro	0.00	(115,683.07)	0.00	115,683.07	0.00
TOTAL ASSETS	25,990,356.97	686,994.27	327,999.64		27,121,033.95
LIABILITIES					
Liabilities Accounts	20,905,658.32	913,187.95	22,879.35		21,841,725.62
Less: Liabilities in Euro	(19,304,450.70)	(887,518.46)	0.00	20,191,969.16	0.00
TOTAL LIABILITIES	1,601,207.62	25,669.49	22,879.35		21,841,725.62
Exchange position in foreign currency					
	24,389,149.35	661,324.78	(305,120.29)	0.00	25,355,594.42
Risk balance	0.00	0.00	0.00	0.00	0.00
OPEN EXCHANGE POSITION IN FOREIGN CURRENCY	24,389,149.35	661,324.78	(305,120.29)	(0.00)	25,355,594.42

FINANCIAL STATEMENTS' FIGURES IN FOREIGN CURRENCY	Group				
	Amounts in Euro 31.12.2011				
	BGN	DENARS	LEU	EURO	TOTAL
ASSETS					
Assets Accounts	29,318,826.38	937,365.03	338,407.40	0.00	30,594,598.81
Less: Assets in Euro	0.00	(94,047.50)	0.00	94,047.50	0.00
TOTAL ASSETS	29,318,826.38	843,317.53	338,407.40		30,594,598.81
LIABILITIES					
Liabilities Accounts	23,178,388.24	941,620.96	21,486.37		24,141,495.57
Less: Liabilities in Euro	(22,231,149.07)	(882,194.65)	0.00	23,113,343.72	0.00
TOTAL LIABILITIES	947,239.17	59,426.31	21,486.37		24,141,495.57
Exchange position in foreign currency	28,371,587.21	783,891.22	(316,921.03)	0.00	29,472,399.46
Risk balance	0.00	0.00	0.00	0.00	0.00
OPEN EXCHANGE POSITION IN FOREIGN CURRENCY	28,371,587.21	783,891.22	(316,921.03)	(0.00)	29,472,399.46

Group estimates that the possibility of significant change of exchange rates over Euro is minimal as this is appointed by managers of the local authorities. The possible change in foreign exchange rates will influence Group's equity as follows:

	BGN		DENARS		LEU	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Open exchange rate risk	24,389,149.35	28,371,587.21	661,324.78	783,891.22	305,120.29	316,921.03
Percentage of possible change in exchange rate	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Change posted in equity	1,219,457.47	1,418,579.36	33,066.24	39,194.56	(15,256.01)	(15,846.05)

22.4 Interest rate risk

In order to define the risk of interest rate fluctuation there have been taken into account the following accrued items of liabilities and receivables:

1. Notes receivable of fixed interest rate.
2. Time deposits which they may have a fixed interest rate though due to their short duration they are considered as items having floating interest rate.
3. Loans (long-term bond loans, short-term loans) have floating interest rate.
4. Loans for leasing are considered liabilities with floating interest rate.

Taking into account the above mentioned the accrued items of assets and liabilities of floating interest rate are the following:

	Group		Company	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Accrued Assets	8,423,647.43	14,813,928.88	1,900,000.00	7,500,000.00
Accrued Liabilities	299,754,220.89	311,493,017.21	205,522,840.60	209,007,210.79
Interest rate risk	(291,330,573.46)	(296,679,088.33)	(203,622,840.60)	(201,507,210.79)
Risk balance	0.00	0.00	0.00	0.00
Open Interest rate risk	(291,330,573.46)	(296,679,088.33)	(203,622,840.60)	(201,507,210.79)
Change of 50 base points	0.50%	0.50%	0.50%	0.50%
Change in Interest Income	1,456,652.87	1,483,395.44	1,018,114.20	1,007,536.05

For the above interest rate risk the Company does not use hedging tools.

23. Operating Leasing

The Company and the Group have entered into real estate operating leasing both as a lessee and as a lessor. Taking into account the present leasing on 31.12.2012 and 31.12.2011 respectively, future leasing derive from the following tables, divided depending on the time they refer to and the role of lessee or lessor relating to the parent Company and the Group.

Parent Company and Group as a Lessor

Company's leasings 31.12.2012				
LESSEE	Up to 1 year	From 1 to 5	After 5 years	TOTAL
AFFILIATED COMPANIES	381,507.12	1,503,447.96	975,561.34	2,860,516.42
RELATED COMPANIES	27,704.40	109,438.74	164,000.00	301,143.14
OTHER	0.00	0.00	0.00	0.00
TOTAL	409,211.52	1,612,886.70	1,139,561.34	3,161,659.56

Company's leasings 31.12.2011				
LESSEE	Up to 1 year	From 1 to 5	After 5 years	TOTAL
AFFILIATED COMPANIES	554,992.51	2,211,960.48	1,732,124.44	4,499,077.43
RELATED COMPANIES	111,111.91	175,774.00	2,325.54	289,211.45
OTHER	0.00	0.00	0.00	0.00
TOTAL	666,104.43	2,387,734.48	1,734,449.98	4,788,288.89

Group's leasing (related companies, other)

Group's leasings 31.12.2012				
LESSEE	Up to 1 year	From 1 to 5	After 5 years	TOTAL
RELATED COMPANIES	27,704.40	109,438.74	164,000.00	301,143.14
OTHER	6,000.00	24,000.00	27,500.00	57,500.00
TOTAL	33,704.40	133,438.74	191,500.00	358,643.14

Group's leasings 31.12.2011				
LESSEE	Up to 1 year	From 1 to 5	After 5 years	TOTAL
RELATED COMPANIES	111,111.91	175,774.00	2,325.54	289,211.45
OTHER	8,160.00	31,440.00	39,900.00	79,500.00
TOTAL	119,271.91	207,214.00	42,225.54	368,711.45

Parent Company and Group as a lessee

Company's leasings 31.12.2012				
LESSOR	Up to 1 year	From 1 to 5	After 5 years	TOTAL
AFFILIATED COMPANIES	437,496.00	1,300,008.00	524,133.67	2,261,637.67
RELATED COMPANIES	0.00	0.00	0.00	0.00
OTHER	1,583,244.04	5,602,672.56	2,149,468.68	9,335,385.28
TOTAL	2,020,740.04	6,902,680.56	2,673,602.35	11,597,022.95

Company's leasings 31.12.2011				
LESSOR	Up to 1 year	From 1 to 5	After 5 years	TOTAL
AFFILIATED COMPANIES	461,239.56	1,651,158.24	700,024.57	2,812,422.37
RELATED COMPANIES	0.00	0.00	0.00	0.00
OTHER	2,498,359.82	7,178,410.83	2,730,363.67	12,407,134.32
TOTAL	2,959,599.38	8,829,569.07	3,430,388.24	15,219,556.68

Group's leasings 31.12.2012				
LESSOR/LESSEE	Up to 1 year	From 1 to 5	After 5 years	TOTAL
PARENT COMPANY/AFFILIATES	381,507.12	1,503,447.96	975,561.34	2,860,516.42
AFFILIATES/PARENT COMPANY	437,496.00	1,300,008.00	524,133.67	2,261,637.67
AFFILIATES/PARENT COMPANY	127,885.92	261,480.25	109,333.33	498,699.50
TOTAL	946,889.04	3,064,936.21	1,609,028.34	5,620,853.58

Group's leasings 31.12.2011				
LESSOR/LESSEE	Up to 1 year	From 1 to 5	After 5 years	TOTAL
PARENT COMPANY/AFFILIATES	554,992.51	2,211,960.48	1,732,124.44	4,499,077.43
AFFILIATES/PARENT COMPANY	461,239.56	1,651,158.24	700,024.57	2,812,422.37
AFFILIATES/PARENT COMPANY	127,885.92	350,966.17	147,733.33	626,585.42
TOTAL	1,144,117.99	4,214,084.89	2,579,882.34	7,938,085.22

24. Transactions with affiliated Companies

Services to and from affiliates and sales and purchases of goods are effectuated in accordance with the fee schedules which apply for non-affiliates and include income from sale of goods, purchase of assets, services and rents.

There are no bad debts or provisions for bad debts between the related parties (subsidiaries-relatives) of the Group.

Parent company-Subsidiaries/Affiliates

Parent company made transactions with related parties as follows:

Parent Company's transactions with related parties: 01/01/2012 - 31/12/2012				
Company	Revenues	Expenses	Receivables	Liabilities
Subsidiaries				
PANERGO S.A.	306,505.85	161,543.58	272,394.19	413.26
PERSONAL BEST S.A.	7,476,389.05	1,102,771.01	2,227,417.44	16,425.44
ERGOTRAK S.A.	53,355.96	14,245.88	4,787.59	98.40
EXECUTIVE LEASE S.A.	5,383,427.65	2,894,903.73	56,761.13	4,848,574.72
EXEC. INS. BROKERS S.A.	319,226.42	0.00	50,757.80	518,286.57
MIRKAT OOD	1,985,444.27	230,652.73	12,983,416.80	0.00
MIRKAT DOOEL SKOPJE	937,625.14	0.00	893,071.22	0.00
Total of Subsidiaries	16,461,974.34	4,404,116.93	16,488,606.17	5,383,798.39
Affiliates				
SPEEDEX S.A.	223,753.13	195,788.90	59,322.49	24,597.14
ATHONIKI TECHNIKI S.A.	1,823.50	0.00	36,909.91	0.00
ALPAN ELECTROLINE Ltd	0.00	0.00	0.00	0.00
Total of Affiliates	225,576.63	195,788.90	96,232.40	24,597.14
Grand Total	16,687,550.97	4,599,905.83	16,584,838.57	5,408,395.53

Parent Company's revenues from related parties: 01/01/2012 - 31/12/2012					
Company	Sale of Goods	Services	Other revenues	Rents	Total
Subsidiaries					
PANERGON S.A.	226,771.83	12,824.01	818.45	66,091.56	306,505.85
PERSONAL BEST S.A.	7,129,539.81	36,891.32	125,712.29	184,245.63	7,476,389.05
ERGOTRAK S.A.	706.55	473.96	455.45	51,720.00	53,355.96
EXECUTIVE LEASE S.A.	4,905,741.90	277,270.37	40,499.82	159,915.56	5,383,427.65
EXECUTIVE INS. BROKERS S.A.	0.00	0.00	268,226.42	51,000.00	319,226.42
MIRKAT OOD	1,985,444.27	0.00	0.00	0.00	1,985,444.27
MIRKAT DOOEL SKOPJE	937,625.14	0.00	0.00	0.00	937,625.14
Total of Subsidiaries	15,185,829.50	327,459.66	435,712.43	512,972.75	16,461,974.34
Affiliates					
SPEDEX S.A.	19,824.01	9,704.85	48,411.31	145,812.96	223,753.13
ATHONIKI TECHNIKI S.A.	1,337.19	486.31	0.00	0.00	1,823.50
ALPAN ELECTROLINE Ltd	0.00	0.00	0.00	0.00	0.00
Total of Affiliates	21,161.20	10,191.16	48,411.31	145,812.96	225,576.63
Grand Total	15,206,990.70	337,650.82	484,123.74	658,785.71	16,687,550.97

Parent Company's expenses from related parties: 01/01/2012 - 31/12/2012				
Company	Purchase of Goods	Services	Rents	Total
Subsidiaries				
PANERGON S.A.	194.29	13,173.29	148,176.00	161,543.58
PERSONAL BEST S.A.	74,967.44	822,803.57	205,000.00	1,102,771.01
ERGOTRAK S.A.	12,638.08	1,607.80	0.00	14,245.88
EXECUTIVE LEASE S.A.	2,068,252.71	826,651.02	0.00	2,894,903.73
EX. INS. BROKERS S.A.	0.00	0.00	0.00	0.00
MIRKAT OOD	213,026.40	17,626.33	0.00	230,652.73
Total of Subsidiaries	2,156,052.52	1,664,235.68	353,176.00	4,173,464.20
Affiliates				
SPEDEX S.A.	0.00	195,788.90	0.00	195,788.90
ALPAN ELECTROLINE Ltd	0.00	0.00	0.00	0.00
Total of Affiliates	0.00	195,788.90	0.00	195,788.90
Grand Total	2,156,052.52	1,860,024.58	353,176.00	4,369,253.10

The relevant transactions for year 2011 were as follows:

Parent Company's transactions with related parties: 01/01/2011 - 31/12/2011				
Company	Revenues	Expenses	Receivables	Liabilities
Subsidiaries				
PANERGON S.A.	149,877.88	160,025.41	56,785.75	1,934.11
PERSONAL BEST S.A.	12,640,801.44	1,143,078.34	378,121.87	206,322.56
ERGOTRAK S.A.	60,735.64	9,250.14	436.43	2,300.22
EXECUTIVE LEASE S.A.	7,784,159.83	4,496,966.12	257,271.09	423,194.87
EXEC. INS. BROKERS S.A.	170,080.12	0.00	3,563.04	447,958.91
MIRKAT OOD	1,372,202.23	0.00	11,723,124.02	0.00
MIRKAT DOOEL SKOPJE	747,320.62	0.00	882,194.65	0.00
Total of Subsidiaries	22,925,177.76	5,809,320.01	13,301,496.85	1,081,710.67
Affiliates				
SPEDEX S.A.	196,189.60	205,918.01	11,102.12	18,133.83
ATHONIKI TECHNIKI S.A.	1,426.20	0.00	64,000.00	0.00
ALPAN ELECTROLINE Ltd	0.00	388.05	0.00	0.00
Total of Affiliates	197,615.80	206,306.06	75,102.12	18,133.83
Grand Total	23,122,793.56	6,015,626.07	13,376,598.97	1,099,844.50

Parent Company's revenues from related parties: 01/01/2011 - 31/12/2011					
Company	Sale of Goods	Services	Other revenues	Rents	Total
Subsidiaries					
PANERGON S.A.	16,237.25	71,177.23	40.00	62,423.40	149,877.88
PERSONAL BEST S.A.	12,133,117.65	9,167.48	136,070.93	362,445.38	12,640,801.44
ERGOTRAK S.A.	1,944.01	321.63	750.00	57,720.00	60,735.64
EXECUTIVE LEASE S.A.	7,248,840.00	289,103.50	86,450.77	159,765.56	7,784,159.83
EXECUTIVE INS. BROKERS S.A.	1,135.06	0.00	117,945.06	51,000.00	170,080.12
MIRKAT OOD	1,372,202.23	0.00	0.00	0.00	1,372,202.23
MIRKAT DOOEL SKOPJE	747,320.62	0.00	0.00	0.00	747,320.62
Total of Subsidiaries	21,520,796.82	369,769.84	341,256.76	693,354.34	22,925,177.76
Affiliates					
SPEEDEX S.A.	13,437.00	7,453.23	35,467.05	139,832.32	196,189.60
ATHONIKI TECHNIKI S.A.	876.56	549.64	0.00	0.00	1,426.20
ALPAN ELECTROLINE Ltd	0.00	0.00	0.00	0.00	0.00
Total of Affiliates	14,313.56	8,002.87	35,467.05	139,832.32	197,615.80
Grand Total	21,535,110.38	377,772.71	376,723.81	833,186.66	23,122,793.56

Parent Company's expenses from related parties: 01/01/2011 - 31/12/2011				
Company	Purchase of Goods	Services	Rents	Total
Subsidiaries				
PANERGON S.A.	315.90	5,960.15	153,749.36	160,025.41
PERSONAL BEST S.A.	26,545.87	888,832.47	227,700.00	1,143,078.34
ERGOTRAK S.A.	3,370.07	5,880.07	0.00	9,250.14
EXECUTIVE LEASE S.A.	2,859,638.78	1,637,327.34	0.00	4,496,966.12
Total of Subsidiaries	2,889,870.62	2,538,000.03	381,449.36	5,809,320.01
Affiliates				
SPEEDEX S.A.	0.00	205,918.01	0.00	205,918.01
ALPAN ELECTROLINE Ltd	0.00	388.05	0.00	388.05
Total of Affiliates	0.00	205,918.01	0.00	206,306.06
Grand Total	2,889,870.62	2,743,918.04	381,449.36	6,015,626.07

At Group level all transactions (sales of goods, services, rents and other income) of the parent company with the subsidiaries incorporated in with the method of total consolidation as well as transactions between consolidated companies, of total amount € 21,863,890.50 have eliminated in the consolidated financial statements.

During the consolidation there have not been removed the relevant transactions and balances with associated companies of the Group which are consolidated by the equity method:

Affiliates

The following transactions are transactions with affiliates which are consolidated using the total integration method.

<i>amounts in euro</i>	Group	Company
a) Sales of goods and services and other income	308,618.91	225,576.63
b) Purchases of goods and services and expenses charged	286,492.12	195,788.90
c) Customers	152,548.89	96,232.40
d) Suppliers	38,979.80	24,597.14

These transactions involve the provision of services and rents.

Fees and other benefits to members of the Board and senior executives

The fees and benefits of the members of the Board of Directors and the senior executives for the Group and the Company are as follows:

BENEFITS	Group		Company	
	31/12/2012	31/12/2011	31/12/2012	31/12/2011
Other short-term benefits (salaries and fees, car expenses, travel expenses, etc.)	2,591,297.75	2,827,347.74	1,974,304.48	2,195,904.41
Provisions of the year for post-employment benefits	49,332.77	55,629.81	37,614.55	19,066.40
TOTAL	2,640,630.52	2,882,977.55	2,011,919.03	2,214,970.81

Receivables and Liabilities of members of the Board and senior executives

No receivables and liabilities which relate to all senior executives and the members of the Board of Directors existed on 31.12.2012.

25. Possibilities

The total amount of letters of guarantee to secure obligations of good performance and participation in public competitions that were pending (open) on 31 December 2012 was € 9,047,911.96. This protective action is not expected to affect adversely the Group's results.

26. Subsequent events

There are no other major events for both the Parent Company and its subsidiaries, which took place from the end of fiscal year 2012 till the date of the financial statements.

Athens, 27 March 2013

The President of the BoD
& Chief Executive Officer

The Member of the BoD

The Chief Financial Officer

The Accounting Director

Stavros P. Taki

George N. Gardelis

George C. Koukoumelis

Parthena D. Kouvaka

ID No. AE-046850

ID No. T-089062

ID No. AK-101669

ID No. AE 120054

SFKIANAKIS S.A.
COMMERCIAL & INDUSTRIAL SOCIETE ANONYME FOR CARS, CONSTRUCTIONS, HOTELS & TOURISM BUSINESSES
 ATHENS P.C.S.A. REGISTER NO 483/06/B/86/10
 5-7 SIDIROKASTROU & PIDNAS 118 55 ATHENS

FIGURES AND INFORMATION FOR THE PERIOD OF 1 JANUARY UNTIL 31 DECEMBER 2012

(according to the Law 2190/20, article 135 concerning companies which compile annual financial statements, either Consolidated or not under IFRS)

The figures presented below aim to give summary information about the financial position and results of SFKIANAKIS S.A. We advise the reader, before making any investment decision or other transaction concerning the company, to visit the company's web site where the financial statements according to International Financial Reporting Standards together with the Auditor's Report, whenever is required, are presented.

COMPANY'S INFORMATION	
Website address:	www.sfkianakis.gr
Company VAT:	094010226, Tax Office for Large Businesses
Competent Prefecture:	Ministry of Finance, Competition & Shipping
Date of approval of the annual financial statements:	27 March 2013
Auditor:	Ritas Ap. Vasilios (SOEL Reg. Number 14541)
Auditing firm:	S.O.L. S.A.
Type of Report:	Without qualification - Emphasis to a matter

STATEMENT OF FINANCIAL POSITION (Amounts in €)				
	GROUP		COMPANY	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
ASSETS				
Property, plant and equipment	170.746.699,33	183.723.611,11	98.673.205,36	102.551.570,18
Intangible assets	10.197.829,12	10.862.780,54	6.032.804,68	6.722.308,44
Other non-current assets	21.632.205,67	25.705.631,82	75.647.798,51	72.298.720,68
Inventories	49.485.102,57	60.637.747,19	34.064.686,95	42.637.015,38
Trade accounts receivable	68.181.636,13	87.675.653,03	37.151.959,58	37.694.138,37
Other current assets	42.785.192,08	56.084.863,69	16.903.367,30	31.169.814,23
TOTAL ASSETS	363.028.564,90	424.690.287,38	270.473.822,38	295.073.567,28
SHAREHOLDERS EQUITY AND LIABILITIES				
Share capital	19.786.200,00	19.786.200,00	19.786.200,00	19.786.200,00
Share capital and reserves	(19.258.555,10)	24.893.180,93	-685.846,71	27.562.433,64
Total Shareholders Equity (a)	527.644,90	44.679.380,93	19.100.353,29	47.348.633,64
Non controlling interest (b)	3.271,60	3.860,03		
Total Equity (c) = (a) + (b)	530.916,50	44.683.240,96	19.100.353,29	47.348.633,64
Long-term bank liabilities	18.523.376,50	83.075.185,45	3.888.000,00	3.110.000,00
Provisions/Other long-term liabilities	19.158.343,97	19.815.652,25	15.208.742,85	13.756.777,85
Short-term bank liabilities	281.230.844,39	228.417.831,76	201.634.840,60	205.897.210,79
Other short-term liabilities	43.585.083,55	48.698.376,96	30.641.885,64	24.960.945,00
Total Liabilities (d)	362.497.648,41	380.007.046,42	251.373.469,09	247.724.933,64
TOTAL SHAREHOLDERS EQUITY & LIABILITIES (c)+(d)	363.028.564,90	424.690.287,38	270.473.822,38	295.073.567,28

COMPREHENSIVE INCOME STATEMENT (Amounts in €)				
	GROUP		COMPANY	
	1-31.12.2012	1-31.12.2011	1-31.12.2012	1-31.12.2011
Turnover	182.600.487,22	244.765.005,02	134.577.984,30	190.104.059,66
Gross profit	45.416.064,66	60.528.655,86	12.400.282,70	23.348.947,99
Profit before taxes, financing & investment results	(24.230.653,14)	(12.372.702,48)	(21.047.324,85)	(12.982.169,81)
Profit before taxes	(43.582.117,00)	(33.206.722,89)	(39.308.541,50)	(24.301.079,33)
Profit after tax (A)	(46.327.161,24)	(36.816.188,98)	(40.425.215,98)	(26.598.587,24)
Attributable to:				
Shareholders	(46.326.572,81)	(36.816.935,11)	(40.425.215,98)	(26.598.587,24)
Non controlling Interests	(588,43)	(1.253,87)		
Other Comprehensive Income after tax (B)	2.174.836,76	(374.476,00)	12.176.935,63	(3.205.335,42)
Total Comprehensive Income after tax (A) + (B)	(44.152.324,48)	(37.192.664,98)	(28.248.280,35)	(29.803.922,66)
Attributable to:				
Shareholders	(44.151.736,05)	(37.191.411,11)	(28.248.280,35)	(29.803.922,66)
Non Controlling Interest	(588,43)	(1.253,87)		
Net Profit (after taxes) per share-basic (in €)	(5,8534)	(4,6518)	(5,1078)	(3,3607)
Profit before taxes, financing, investment results & depreciation	(4.401.451,00)	10.076.142,02	(15.597.314,45)	(7.036.031,11)

STATEMENT OF CHANGES IN NET EQUITY (Amounts in €)				
	GROUP		COMPANY	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Equity balance at the beginning of period, (01.01.2012 & 01.01.2011 respectively)	44.683.240,96	81.875.905,94	47.348.633,64	77.152.556,31
Total Comprehensive Income after tax	(44.152.324,47)	(37.192.664,98)	(28.248.280,35)	(29.803.922,66)
Equity, end of period (31.12.2012 & 31.12.2011 respectively)	530.916,50	44.683.240,96	19.100.353,29	47.348.633,64

CASH FLOW STATEMENT (Amounts in €)				
	GROUP		COMPANY	
	31.12.2012	31.12.2011	31.12.2012	31.12.2011
Operating Activities:				
Profit before taxes	(43.582.117,00)	(33.206.722,89)	(39.308.541,50)	(24.301.079,33)
Plus / Less adjustments for:				
Depreciation	19.829.202,15	22.448.844,50	5.450.010,40	5.946.138,70
Provisions	3.268.873,77	2.304.855,20	991.851,87	705.254,14
Revenue from unused prior year provisions	0,00	(361.546,00)	0,00	0,00
Exchange rate differences	1.102,83	(76.246,36)	1.102,83	(70.361,21)
Results (revenue, expenses, profit and loss) from investment activity	2.045.998,20	2.726.278,94	6.566.012,27	(260.869,58)
Interest charges and other related expenses	17.305.465,85	18.107.741,47	11.695.204,38	11.579.779,10
Plus / (less) adjustments for changes in working capital:				
Decrease / (increase) in inventories	14.612.918,82	26.845.286,16	8.472.328,43	21.540.467,68
Decrease / (increase) in receivables	26.933.174,48	38.588.620,52	7.639.708,03	23.658.835,93
Increase / (Decrease) in liabilities (excluding banks)	(4.915.825,08)	(24.655.768,14)	5.173.715,11	(23.539.199,71)
(Less):				
Interest charges and other related expenses paid	(15.442.172,44)	(16.457.222,98)	(10.987.357,50)	(10.697.017,56)
Paid taxes	(326.568,41)	(1.035.044,29)	(143.437,94)	(437.364,84)
Total inflow / (outflow) from operating activities (a)	19.730.052,98	35.229.076,14	(4.449.403,62)	4.124.583,33
Investment Activities:				
Acquisition of subsidiaries, affiliates, joint ventures and other investments	0,00	0,00	3.000.000,00	(202.500,00)
Purchase of tangible and intangible fixed assets	(14.163.322,60)	(12.702.794,38)	(3.646.924,43)	(3.399.384,61)
Proceeds from the sale of property, plant and equipment and intangible assets	3.328.960,20	2.643.512,60	2.332.703,58	2.453.721,13
Proceeds / (payments) from the sale / (purchase) of investing titles	0,00	0,00	0,00	0,00
Interest received	276.182,78	1.559.162,87	117.271,47	350.249,44
Dividends received	0,00	0,00	0,00	0,00
Total inflow / (outflow) from investing activities (b)	(10.558.179,62)	(8.500.118,91)	1.803.050,62	(797.914,04)
Financing activities:				
Proceeds from share capital increase	0,00	0,00	0,00	0,00
Proceeds from issued loans	0,00	12.695.725,29	0,00	7.000.000,00
Loans repayment	(9.783.533,08)	(44.284.349,19)	(3.484.370,19)	(17.950.885,90)
Payments of leasing liabilities	(1.955.263,25)	(3.013.428,78)	0,00	0,00
Dividends paid	0,00	(1.656,55)	0,00	(1.656,55)
Total inflow / (outflow) from financing activities (c)	(11.738.796,32)	(34.603.709,23)	(3.484.370,19)	(10.952.542,45)
Net increase / (decrease) in cash and cash equivalents (a)+(b)+(c)	(2.566.922,96)	(7.874.752,00)	(6.130.723,19)	(7.625.873,16)
Cash and cash equivalents at the beginning of the period	22.853.212,16	30.727.964,16	9.311.357,71	16.937.230,87
Cash and cash equivalents at the end of the period	20.286.289,20	22.853.212,16	3.180.634,52	9.311.357,71

- OTHER IMPORTANT DATA AND INFORMATION**
- The accounting principles applied on 31/12/2012 are compliant with those applied by the Group according to the International Financial Reporting Standards on 31/12/2011.
 - The emphasis of matter on the Auditor's Report refers to note 2.2 of the Annual Financial Report and refers to the going concern assumption and the existence of substantial uncertainty about the financial condition of the Parent Company and the Group and the restructuring of existing bank debt which is expected to be repaid.
 - The number of the employees on 31/12/2012 was 552 for the parent Company and 827 for the parent Company with the consolidated subsidiaries (Group). The respective amounts on 31/12/2011 were 643 for the parent Company and 968 for the Group.
 - The amounts of provision formed up to 31/12/2012 for non taxed audited financial years amounted to € 1.306.486,80 for the Group and € 661.486,80 for the parent Company respectively. Analysis of the provisions for the non taxed financial years are stated in note 18.1 of the financials statements.
 - Information of companies, establishment and consolidation method of companies are presented in note 1.1 in the financial statements.
 - Other comprehensive income (B) of amount € 2.174.836,76 for the Group and € 12.176.935,63 for the parent Company, refer to valuation at fair value of available for sale financial assets for the Group and additional valuation at fair value of subsidiaries and affiliates for the parent Company (note 19.5 of the Financial Statements).
 - No own shares are held by the Company or by its subsidiaries and associates companies.
 - There was no change in the consolidation method for the period 01.01.31.12.2012 in comparison with 31.12.2011. There were no companies that have not been included in the consolidation compared to 31.12.2011 and the relevant period of 01.01.31.12.2011. Additionally, there are no companies that are not included in the consolidation.
 - Transactions with related parties are as follows:

	Group	Company
a) Revenue	308.618,91	16.687.550,97
b) Expenses	286.492,12	4.599.905,83
c) Receivables	152.548,89	14.384.312,66
d) Liabilities	39.979,80	5.408.572,76
e) Transactions and fees of directors and BoD members	2.640.630,52	2.011.919,03
f) Receivables from management and BoD members	0,00	0,00
g) Payables to management and BoD members	0,00	0,00

Athens, 27 March 2013

The President of the BOD &
Chief Executive Officer

The Member of the BOD

Chief Financial Officer

The Accounting Director

Stavros P. Taki
ID No. AE-046850

George N. Gardelis
ID No. T-089062

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ID No. AK - 101669

Parthena D. Kouvaka
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