29/08/2013 – Press Release –Comments on Financial Results for first semester 2013

SFAKIANAKIS S.A. announced its Interim Financial Statements for the period 01.01-30.06.2013 in accordance with the International Financial Reporting Standards (IFRS).

During the first semester of 2013 the unfavourable economic situation which affects the recent years the Greek economy continued having significant effect on the purchasing power of consumers. Nevertheless, the severity of the crisis seems to be tempered. In the automotive market it was recorded for first time in the last four years a stabilizing trend.

More specifically, total car registrations in the first semester of 2013 amounted to 30,364 units presenting a slight decrease of 6.4% compared to the relevant registrations of the previous period of 2012. Suzuki in the first semester of 2013 made 1.262 car registrations achieving a market share of 4.2% and is ranked in the 9th position among car importers. The retail sector maintained its 1st position and in the first semester of 2013 achieving a market share of 12.4% from 11.6% in 2012.

Group's turnover in the first semester of 2013 amounted to € 85.4 mil., presenting a decrease of 6.8% compared to the turnover of € 91.6 mil. in the first semester of 2012. Respectively, Company's turnover in the first semester of 2013 amounted to € 68.3 mil. presenting a decrease of 3.0% compared to the turnover of € 70.4 mil. in the first semester of 2012.

Gross profit for the first semester of 2013 amounted to € 20.4 mil. for the Group and € 6.3 mil. for the Company while in the first semester of 2012 the respective amounts were € 21.3 mil. for the Group and € 6.3 mil. for the Company.

Operating result (EBITDA) for the first semester of 2013 amounted to € 0.5 mil for the Group and € -3.6 mil. for the Company against € -1.2 mil and € -6.4 mil. respectively the first semester of 2012.

Loss before tax for the first semester of 2013 presented a remarkable improvement and amounted to € -15.9 mil. for the Group against € -20.8 mil. the first semester of 2012 and to € -11.2 mil. for the Company against € -15.4 mil. the first semester of 2012.

The increase in the tax rate to 26% from 20% from 01.01.2013 increased Company’s deferred tax incurring the after tax result by € 3.1 mil., despite the decrease in losses before tax.

Cash flow from operating activities at Group level remains positive € 11.8 mil.

The continuing effort of Group’s Management for reducing operating expenses resulted in their further reduction at Group level by € 5,7 mil. in the first semester of 2013. As a result Group’s total operating expenses on 30.06.2013 amounted to € 28.4 mil., corresponding to a reduction of 16.7% compared to € 34.1 mil. on 30.06.2012.

Group’s total bank loans have been reduced by € 8.3 mil. that is 2.7% from € 302.5 mil. on 30.06.2012 to € 294.2 mil. on 30.06.2013, while Group’s net bank loans on 30.06.2013 amounted to € 272.8 mil.

By reaching the recent agreement with the banks it is completed successfully the restructuring of Group's debt, covering both syndicated and bilateral bond loans of € 281.9 mil. that is 96% of total debt which will secure the financial stability of the Group and will support the implementation of the business plan in progress.