
31/03/2016 – Press Release-Comments on Financial Results for fiscal year 2015

SFAKIANAKIS S.A. announced its Annual Financial Report for the period 01.01-31.12.2015 in accordance with the International Financial Reporting Standards (IFRS).

Despite the fact that year 2015 prevailed unprecedented conditions in the Greek economy Sfakianakis Group reported improvement in its financial figures and continue to maintain a leading role in the main markets where it operates.

The performance of the main activities of the Group is significantly improved:

Car trade. The market in 2015 with 75,805 passenger car registrations presented an increase of 6.4% compared to the relevant period of last year, with the second semester seriously affected by the adverse developments. **SUZUKI** in 2015 performed the best year of the last five years with 4,044 car registrations and market share of 5.3% (from 4.7% in 2014), which ranks the company in the 6th position among car importers. **Retail sector**, continues its upward trend gaining a market share in passenger cars 12.4% (from 11.9% in 2014) with sales of 9,378 cars (PC), 669 light trucks (LCV) and 1,551 used cars. Total sales of Sfakianakis (retail and wholesale) represent 15.4% of the Greek market (from 14.1% in 2013).

Car Leasing. The revenue of **Long Term Rental (LTR)** sector increased by 13.6% and profitability ejected at € 5,3 mil. The fleet under management reaches 6,000 vehicles maintaining a utilization rate of over 96%. **Rent-A-Car (RAC)** sector, exploiting the potential of tourism and the new strong brand of Enterprise, has increased its rents by 10.2% and result before tax amounts to € 2,9 mil. The fleet of rent vehicles exceeds 3,200 and is now from the younger in market after the extensive investment program implemented.

Heavy vehicles, machinery and industrial goods. There is a slowdown in product sales due to market uncertainty and delays in public tenders. The specific resistance shown by after sales resulted in total sales to remain at 2014 levels (€ 16.3 mil.).

Group's turnover in 2015 amounted to € 252.1 mil., presenting an increase of 13.5% compared to the turnover of 2014 while Company's turnover has been also improved by 19.3% reaching € 207.6 mil.

Gross profit margin amounted to 25.7% (from 25.0%) for the Group and 10.9% (from 10.0%) for the Company.

Continuing the conservative policy of the previous years, new provisions amounted to € 5,4 mil. for the Group and € 1.0 mil. for the Company mainly covering bad debts.

Group expands its operating profitability with EBITDA excluding provisions at € 22.8 mil. Compared to € 16,9 mil. the same period of last year (+34.7%). Operating result for the Company passes to positive amounts closing at € 0.2 mil. from € -2.5mil. in 2014.

The results of the Group and the Company have been charged with an investment loss from the impairment of the company Athoniki Techniki S.A. by € 3.0 mil. and € 12.0 mil. respectively. Excluding the extraordinary effect of this and the provisions formed, earnings before tax is € -10.0 mil. for the Group improved by 45.6% and € -14.0 mil. for the Company, that is 18.5% better compared to 2014.
