

## Press release

Athens, 30 August 2013

Despite the continuing recession in Europe, the prevailing adverse conditions of the Greek economy and the negative market climate, SIDMA Group sales were close to last year's levels, while its financial magnitudes were significantly improved. The strategy of the Group's Administration, which was gradually implemented during the previous years and related to the continuous reduction of its companies' operational and financial costs, has considerably reduced the negative consequences of the crisis, as reflected in their results.

Specifically, the consolidated turnover of SIDMA during the first half of the year stood at € 48 million, as compared to € 49 million in the corresponding period of 2012, registering a 2% reduction, while together with the sales of the representatives, the turnover reached € 63.5 million, slightly reduced by 1.4% as compared with the previous year. In addition, always at Group level, earnings before interest, taxes, depreciation and amortization (EBITDA) amounted to € 195 thousand from damages equal to € 1 million, while the results before taxes showed a loss of € 4.6 million, increased by 33% or € 2.2 million, as compared with the corresponding period of last year. The improvement of the results is a combination of the increased gross profit rate by 22%, or € 647 thousand, the reduced operational costs of the Administration and Distribution by € 959 thousand or 13% and the reduced financial expenses by € 817 thousand or 20%, compared with the corresponding period of last year.

At company level, SIDMA turnover remained at € 28 million in the first half of the year, while together with the sales of the representatives it rose to € 43.5 million as in the corresponding period of 2012. The earnings before interest, taxes, depreciation and amortization (EBITDA) amounted to a profit of € 291 thousand, from damages equal to € 560 thousand in the corresponding period of last year, while earnings before taxes, showed a 50% improvement despite a € 2.8 million loss. In this case also, the improvement is a result of the combination of the increased gross profit rate by 9%, or € 215 thousand, the reduced operational costs of the Administration and Distribution by € 970 thousand or 17% and the reduced financial expenses by € 278 thousand or 12%, compared with the corresponding period of last year.

The management of the group monitors developments in the economic environment and evaluates the situation. In the immediate future, and for as long as the economic activity remains at low levels, the policy of SIDMA is to maintain a strong presence in Greece taking advantage of whatever development comes from the Balkans. Today the contribution of the Balkan subsidiaries in the Group's turnover amounts to 36% of the whole.



At the same time, it continues to focus on the harmonization of the costing structure with expected revenue and the maintenance of liquidity through the reduction of credit to its customers. This also significantly reduces SIDMA risk.

As regards the second half of the year, there is no prediction of any significant changes in the Greek market, which remains in recession, while among the Balkan markets only Romania presents a slight recovery. The situation of the Greek economy, coupled with the limited liquidity in the market, extends the uncertainty and makes it impossible to forecast the beginning of the recovery.