

Koropi, 31/03/2009

## INFORM P. LYKOS S.A. (Symbol A.S.E.: LYK)

Financial results for the year 2008

The consolidated financial statements of Inform Lykos are published today March 31 ,2009, according to the International Financial Reporting Standards (I.F.R.S.) and include the companies: INFORM P. LYKOS S.A., EKTIPOTIKI VOREIOU ELLADOS S.A., LYKOS PAPERLESS SOLUTIONS S.A., TERRANE LTD (consolidated financial statements) and SAGIME GMBH (consolidated financial statements).

The sales of the Group for the year 2008 became almost double compared to the previous year arising to  $\[ \le 127,9 \]$  mil. from  $\[ \le 73,4 \]$  mil. in 2007 and presenting a 74,2% increase compared to 2007. This increase was mainly caused by the consolidation of the company Austria Card, whose sales came up to  $\[ \le 60,3 \]$  mil. in 2008. The sales of the parent company, INFORM P. LYKOS S.A. presented a minor decrease in 2008 of about 4,1% compared to 2007, coming up to  $\[ \le 37,6 \]$  mil. from  $\[ \le 39,2 \]$  mil. in 2007. This decrease was caused by significant delays in contracts with the Public sector and the reduction of demand for telecommunication cards. The sales of the subsidiary in Romania were decreased by 6,3% compared to 2007 in the presenting currency Euro, coming up to  $\[ \le 29,3 \]$  mil.. from  $\[ \le 31,3 \]$  mil. in 2007. If the exchange rate has remained stable, sales would have been increased by 3,4% coming up to  $\[ \le 32,4 \]$  mil.

The consolidated Earnings before income tax, interest, depreciation and amortisation (EBITDA) of the Group were increased by 47,1% coming up to 18,5 mil., compared to 12,5 mil. in 2007, increased by 6 mil. The participation of Austria Card in this











result came up to  $\in$  11,1 mil., but compared to 2007 it was partially offset by the reduction of about 32% of the parent company and 50% of the subsidiary in Romania. The reduction in the profitability of the parent was caused by the reduction of sales by  $\in$  1,3 mil., which totally affected the income statement and increased the general expenses regarding the Group's operation by  $\in$  0,7 mil. In Romania, the negative economic conditions combined with the operational cost of the new plant, caused the decrease of profitability by  $\in$  2,8 mil.

Earnings before taxes of the Group came up to  $\in$  8,9 mil. from  $\in$  7,6 mil. in 2007, increased by 17% compared to 2007. The participation of Austria Card in this result came up to  $\in$  6,7 mil. Earnings before taxes of the parent company were decreased by net interest expenses of  $\in$  0,5 mil. concerning the acquisition of Austria Card. Earnings before taxes of the subsidiary in Romania were decreased by extra financial expenses of  $\in$  1,1 mil. compared to 2007, caused by the translation of all the loan obligations from Euro to RON in the context of a hedging policy against the exchange rate risk of the local currency and a simultaneous increase of the borrowing cost from 8% to 20%.

Earnings after taxes of the Group came up to  $\in$  6,5 mil. from  $\in$  5,1 mil., increased by 26% compared to 2007. The income tax came up to  $\in$  2,5 mil. an amount similar to the previous year, because of the tax policy applied at the acquisition of Austria Card and the lower income tax of the parent due to the decrease of its profits.

Finally, in 2008 the company emphasized on the effective management of inventory, receivables and liabilities of the parent and the subsidiaries, which resulted to a gain of about  $\in$  5 mil. The operational cash flows in 2008 came up to  $\in$  16,4 mil. Cash and cash equivalents came up to  $\in$  20,3 mil. at the end of the year, supplying the Group with high liquidity.











As stated by Mr Paulos Triposkiades, Executive Vice President, «the year 2008 has been critical for Inform P. Lykos S.A., since the company Austria Card GmbH was acquired and successfully consolidated by the Group beginning the introduction of Inform P. Lykos S.A. in the market of smart cards and aiming its business operation in the markets of Central and Eastern Europe of about 150 mil. consumers. This acquisition raised by 100% the consolidated financial figures of Inform P. Lykos S.A. All the economic objectives of the new subsidiary have been achieved during the first year of possecion with sales exceeding € 60 mil. and net earnings of € 5,3 mil. This extremely beneficial and strategic acquisition returned in cash in the first year almost 50% of its acquisition cost. The plan of introducing the new company to the Group has been mainly achieved, by maintaining the 100% of customers and significant executives and setting in operation synergies in the Group's sales. Austria Card will become the main operational body for the whole market of Central and Eastern Europe regarding the payment cards of the Group.»

## About Inform Lykos (www.lykos.gr)

Inform Lykos was founded in 1897, is listed in the Athens Stock Exchange since 1994 and today consists of five companies with a leading presence in the Central and Eastern Europe in the area of Information Management & Business Communication. The Group is active internationally in the development, production and personalization of Smart Cards for Banks, Telecommunications, Public Organizations and Retail chains holding international certificates by Visa, MasterCard & Diners. Inform Lykos is a leader in the area of printing management, production of safety documents, production of prepaid cards and Business Process Outsourcing offering services of printing and posting statements, electronic presentation of statements and printing management for Banks, Telecommunication companies, Public sector and Industrial/Trade companies. The Group Inform Lykos occupies today about 1.150 employees.











## *For further information:*

## Konstantinos Lagios

Tel: +30 210 66 97 616

Fax: +30 210 66 23 536

e-mail: k.lagios@lykos.gr

INFORM P. LYKOS S.A.

5th klm Varis-koropiou Av.,

19400 Koropi









