



Koropi, 30/03/2012

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

Financial Results for the year 2011

The consolidated financial statements of Inform Lykos are published today March 30 2012, according to the International Financial Reporting Standards (I.F.R.S.) and include the companies: INFORM P. LYKOS 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 2011 reached € 102,8 mil. compared to € 113,8 mil. in 2010, representing a 9,7% decrease compared to 2010. The consolidated earnings before income tax, interest, depreciation and amortization (EBITDA) declined by 48,6% to € 7,7 mil. compared to € 15,1 mil. in 2010. The consolidated earnings before taxes of the Group reached € 0,7 mil. compared to € 3,6 mil. in 2010, decreased by 79,6%.

The financial results deteriorated mainly because of the collapse in the Greek market, both in Private and Public sector, due to the unfavourable financial environment in the country during the last three years, but also because of the difficult market conditions in Romania. It should be noted that the results of the Group were affected by € 3,5 mil. restructuring costs from the reorganization program implemented across the companies of the Group.

Specifically, regarding the business by geographical segment:

In Greece, sales of the parent company INFORM P. LYKOS S.A for the year 2011 decreased by 13% compared to 2010, reaching € 27,7 mil. from € 3,8 mil. in 2010. This decrease was due mainly to the freeze and cuts in the projects of the Public sector. The earnings before income tax, interest, depreciation and amortization (EBITDA) for the year 2011, including restructuring costs of € 2,0 mil., reached € 2,4 mil. losses, at the same level with 2010. Finally, the earnings before taxes reached € 4,6 mil. losses compared to € 3,3 mil. in 2010. It should be noted that

the results of 2010 had benefited from dividends €1,7 mil. from its subsidiary company Austria Card GmbH.

In Austria, the sales of the subsidiary Austria Card GmbH for the year 2011 reached to € 58,7 mil. compared to €64,4 mil. in 2010, decreased by 87%. The year 2011 was not comparable to the year 2010, since 2010 was a year of mass renewals in the banking cards, which occurs periodically. As a result, the earnings before income tax, interest, depreciation and amortization (EBITDA) for the year 2011, declined by 42,3% to €9,7 mil. compared to € 16,8 mil. in 2010. Finally, the earnings before taxes reached to € 6,9 mil. compared to € 13,2 mil. in 2010, decreased by 47,5% compared to 2010. It should be noted that in the results of 2011 included € 1,2 mil. restructuring costs.

In Romania, the sales of the subsidiary INFORM LYKOS S.A. were decreased by 7,1% compared to 2010 in euro currency used for financial reporting, reaching € 21,6 mil. from € 23,3 mil. in 2010. This decrease was mainly caused by the difficult current situation in the market in Romania. The earnings before income tax, interest, depreciation and amortization (EBITDA) for the year 2011, decreased by 35,5% compared to 2010 reaching € 0,2 mil. from € 0,3 mil. in 2010. Finally, the earnings before taxes reached to losses € 1,5 mil. compared to € 1,6 mil. in 2010. It should be noted that in the results of 2011 included € 0,3 mil. restructuring costs.

During 2011, the Group focused on cash flow, creating € 10,8 mil. free cash flow from operating activities. Therefore, borrowing was decreased by € 9,1 mil. compared to 2010. The cash & cash equivalents amounted to € 12,9 mil. compared to € 24,3 mil. in 2010, decreased by € 11,4 mil. of which € 9,9 mil. was used for the buy out of the remaining 15% in the share capital of our subsidiary Austria Card GmbH.

As stated by Panagiotis Spyropoulos, Managing Director, “the significant reduction in operating expenses achieved within the comprehensive restructuring plan of operations for all the companies, makes the Group particularly competitive in these difficult economic environment we are experiencing, enabling us to increase our share in the markets where we operate, providing the high quality level of our products and services at competitive prices. Furthermore the focus of the Group management on creating free cash flow, enables us to invest both in new

technologies and new markets, enhancing the prospects of the Group and contributing to further strengthening its position in Central and Eastern Europe”.

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 four 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 secured 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 735 employees.