



Koropi, 29/08/2012

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

Financial results for the first half of 2012

The consolidated financial statements of Inform Lykos are published today August 29th 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., as well as the consolidated financial statements of the companies TERRANE LTD and SAGIME GMBH .

The sales of the Group in the first half of 2012 reached € 46,8 mil. compared to € 52 mil. in the corresponding period of 2011, representing a decrease of € 5,2 mil. or 10%. Specifically by excluding the intercompany transactions, the sales of the parent company, INFORM P. LYKOS S.A, decreased by € 2,4mil. or 16,3% compared to the corresponding period of 2011 and reached € 12,5 mil. compared to € 14,9 mil. The decrease was due to the fact that mass renewals of bank cards took place in the corresponding period of 2011, which occurs periodically, thus the first half of 2011 is not comparable to the corresponding period of the current year. The sales of our subsidiary INFORM LYKOS SA in Romania decreased by € 2,1 mil. or 18% compared to the first half of 2011 and reached € 9,4 mil. from € 11,5 mil. in the corresponding period of 2011, due to decrease in product demand from the Banks, the Organizations of Common Utilities, as result also decrease in the corresponding activity of statement mailing services and postal fees management. Finally the sales of our subsidiary AUSTRIA CARD GmbH in Austria reached € 24,9 mil. compared to € 25,6 mil. in the corresponding period of 2011, representing a marginal decrease of € 0,7 mil. or 2,8%.

The decrease in the sales of the Group in the first half of 2012, was fully compensated by the reduction in the operational expenses, which achieved in the frame of the extended restructuring plan of the functions in all the companies of the Group. Specifically, overall the operational expenses of the Group reached € 25,6 mil. in the first half of 2012 from € 29,7 mil. in the corresponding period of 2011, decreased by 13,8%, thus savings of € 4,1 mil.

As a result of that containment of the operational expenses, all the profitability figures of the Group increased. More specifically:

- The consolidated earnings before income tax, interest, depreciation and amortization (EBITDA) of the Group increased by € 0,1 mil. or 2,4% and reached € 5,2 mil. compared to € 5,1 mil. in the corresponding period of 2011.
- The consolidated earnings before income tax, interest (EBIT) of the Group increased by € 0,5 mil. or 21,9% and reached € 2,6 mil. compared to € 2,1 mil. in the corresponding period of 2011.
- The consolidated earnings before taxes (EBT) of the Group, reached € 2,2 mil. from € 1,5 mil. in the corresponding period of 2011, increased by € 0,7 mil. or 46,4%.
- The consolidated earnings after taxes (EAT) of the Group, reached € 1,4 mil. from € 0,8 mil. in the corresponding period of 2011, increased by € 0,6 mil. or 71%.
- The consolidated earnings after minorities (EATAM), increased by € 1,0 mil. or 263,9% and reached € 1,4 mil. from € 0,4 mil. in the corresponding period of 2011.

The operational cash flow of the Group in the first half of 2012 was marginally negative by € 0,5 mil. from € 1,7 mil. in the corresponding period of 2011. The cash & cash equivalents reached € 7,2 mil. compared to € 7,9 mil. in the corresponding period of 2011. The bank debt of the Group reached € 33,7 mil. from € 39,7 mil. reduced by € 6 mil.

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 742 employees.