



Koropi, 30/11/2012

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

Financial results for the nine months period of 2012

The consolidated financial statements of Inform Lykos are published today November 30th 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., ALBANIAN DIGITAL PRINTING SOLUTIONS Sh.p.k., as well as the consolidated financial statements of the companies TERRANE LTD and SAGIME GMBH .

The sales of the Group for the nine months period of 2012 reached € 71,8 mil. compared to € 78,9 mil. in the corresponding period of 2011, representing a decrease of € 7,1 mil. or 9%. Specifically, by excluding the intercompany transactions, the sales of the parent company, INFORM P. LYKOS S.A, decreased by € 2mil. or 9,5% compared to the corresponding period of 2011 and reached € 18,8 mil. compared to € 20,8 mil. The decrease was mainly due to the mass renewals of bank cards, which took place in the corresponding period of 2011, occurs periodically, thus the nine months period of 2011 is not comparable to the nine months period of 2012.. The sales of our subsidiary INFORM LYKOS SA in Romania decreased by € 2 mil. or 12,5% compared to the nine months period of 2011 and reached € 14,4 mil. from € 16,4 mil. in the corresponding period of 2011, due to the 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 € 38,5 mil. compared to € 41,6 mil. in the corresponding period of 2011, decreased by € 3,1 mil. or 7,5%, due to the seasonality of the sales, where a significant part of the volume transferred to the last quarter of 2012.

The decrease in the sales of the Group in the nine months period of 2012, was largely 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 € 38,7 mil. in the nine months period of 2012 from € 44,9 mil. in the corresponding period of 2011, so we had savings of € 6,2 mil in the nine months of 2012.

Given the evidence of the reduction in sales and operational expenses, as detailed above, all the profitability figures of the Group are presented as following:

- The consolidated earnings before income tax, interest, depreciation and amortization (EBITDA) of the Group decreased by € 1,1 mil. or 14,4% and reached € 6,7 mil. compared to € 7,8 mil. in the corresponding period of 2011.
- The consolidated earnings before income tax, interest (EBIT) of the Group decreased by € 0,7 mil. or 19% and reached € 2,8 mil. compared to € 3,5 mil. in the corresponding period of 2011.
- The consolidated earnings before taxes (EBT) of the Group, reached € 2,3 mil. from € 2,5 mil. in the corresponding period of 2011, decreased by € 0,2 mil. or 9,1%.
- The consolidated earnings after taxes (EAT) of the Group, reached € 1,3 mil. from € 0,7 mil. in the corresponding period of 2011, increased by € 0,6 mil. or 89,3%.
- The consolidated earnings after minorities (EATAM), increased by € 1,0 mil. or 400% and reached € 1,3 mil. from € 0,3 mil. in the corresponding period of 2011.

The operational cash flow of the Group in the nine months period of 2012 was negative by € 2,4 mil. compared to positive € 1,2 mil. in the corresponding period of 2011, due to increase in receivables and inventories, which is expected to be improved in the last quarter of the year. The cash & cash equivalents reached € 4,9 mil. compared to € 5,6 mil. in the corresponding period of 2011. The bank debt of the Group reached € 32,4 mil. from € 34,9 mil., reduced by € 2,5 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 784 employees.