



Koropi, 26/03/2013

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

### **Financial Results for the year 2012**

The consolidated financial statements of Inform Lykos are published today March 26 2013, 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 TERRANE LTD (INFORM LYKOS SA - Romania) and SAGIME GMBH (AUSTRIA CARD GmbH - Austria).

For the year of 2012, the consolidated sales were maintained at high levels, while all the profitability figures of the Group are presented as increased. The improvement of the results was achieved mainly through the extensive plan of reorganisation in the functions of the Group, under which in two years period 2011-2012, savings in operating expenses of € 9,8 mil., or 16% were achieved. The main figures of the Group are presented as following:

- Consolidated sales reached € 98,8 mil. compared to € 102,8 mil. in 2011, recording a marginal decrease 3,9% in comparison with 2011,
- Earnings before income tax, interest, depreciation and amortization (EBITDA) of the Group were improved by € 1,9 mio or 24,1% and reached € 9,6 mil. compared to € 7,7 mil. in 2011,
- Consolidated earnings before income tax, interest (EBIT), increased by € 2,4 mil. or 116,9% and reached € 4,5 mil. compared to € 2,1 mil. in 2011,
- Earnings before taxes (EBT) of the Group, reached € 3,6 mil. from € 0,7 mil. in 2011, increased by € 2,9 mil. or 390,3%.
- Consolidated earnings after taxes (EAT) of the Group, reached € 2 mil. from losses € 0,5 mil. in 2011, increased by € 2,5 mil.,

- Finally, consolidated earnings after minorities (EATAM), were improved by € 2,9 mil. and reached € 2 mil. from losses € 0,9 mil. in 2011.

Specifically, regarding the business by geographical segment:

In Greece, the sales of the parent company INFORM P.LYKOS S.A for the year 2012 decreased marginally by 3,9% compared to 2011, reaching € 26,6 mil. from € 27,7 mil. in 2011. Despite the marginal decrease in sales on sales values, the parent company, through the most competitive commercial policy, which it followed, managed to increase the volumes in its sales in a shrinking market, and as a result, the increase in its market shares, in combination with the savings in operating expenses, the company returned to operating profit, with earnings before income tax, interest, depreciation and amortization (EBITDA), presenting gains € 0,4 mil., compared to losses € 2,4 mil. in 2011.

In Austria, the sales of the subsidiary Austria Card GmbH for the year 2012 reached € 54,6 mil. compared to € 58,7 mil. in 2011, decreased by 7% in comparison with previous year. The said decrease, is due to the fact that 2012 was not a year of mass renewals in the Austrian banking cards. The earnings before income tax, interest, depreciation and amortization (EBITDA) for the year 2012, declined by 12,1% to € 8,5 mil. compared to € 9,7 mil. in 2011, and were affected by one-off costs € 0,8 mil., for the initial establishment of the new centres of production and personalisation of cards in Romania and Poland.

In Romania, the sales of the subsidiary INFORM LYKOS S.A. were increased marginally by 0,7% compared to 2011 in euro currency, used for financial reporting, reaching € 21,8 mil. from € 21,6 mil. in 2011, as result of the most competitive commercial policy, which was followed by the company, through which there was achieved the increase of the volumes in its sales, the increase of its share markets and the strengthening of its leading position in the market. As result of the increase in sales, in combination with the savings in operating expenses, earnings before income tax, interest, depreciation and amortization (EBITDA) for the year 2012, increased by 135,6% compared to 2011, and reached € 0,5 mil. from € 0,2 mil. in 2011.

In 2012, the Group continued to create positive free cash flow from operating activities, which reached € 3,7 mil. Borrowing was decreased by € 0,8mil. compared to 2011. Cash & cash equivalents amounted to € 7,7 mil. compared to € 129 mil. in 2011, decreased by € 5,2 mil.,

which were used mainly for fixed assets in the new centers of production and personalization of cards in Romania and Poland.

As stated by Panagiotis Spyropoulos, Chief Executive Officer, “In year 2012, the consolidated sales were maintained at high levels, while in parallel the Group improved all its profitability figures. The Printing Sector returned to operating profit (EBITDA), as a result of the mixture of the most competitive commercial policy, the increase in shares market and the strengthening of its leading position in the market, in combination with the savings in operating expenses, which was achieved through the extensive reorganization plan. The Sector of production and personalization of “Smart” Cards, maintained the figures of its operating profitability, while, through the new investments in the centers of production and personalization of cards in Romania and Poland, in new markets, as well as in new technologies, it strengthened its leading position in the area of Central and Eastern Europe, while, in parallel enhancing the perspectives of further development of its sales and market shares”.

#### About Inform Lykos ([www.lykos.gr](http://www.lykos.gr))

Inform Lykos was founded in 1897, has been listed on 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 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 currently occupies about 779 employees.