



Koropi, 31/05/2013

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

Financial results for the first quarter 2013

The consolidated financial statements of Inform Lykos are published today May 31 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).

The sales of the Group for the first quarter 2013 reached € 24,5 mil., compared to € 22,8 mil. in the corresponding quarter 2012, representing a 7,5% increase. Especially by excluding the intercompany transactions, the sales of the parent company INFROM P. LYKOS S.A., increased by 24,7% compared to the corresponding quarter 2012 and reached € 7,8 mil. from 6,2 mil.. This increase is a result of the most competitive commercial policy, followed by the parent company, with the export growth and the significant increase of its share in the Greek market, through the achievement of big new projects in all areas of business. The sales of the subsidiary in Romania increased by 16,2% compared to the corresponding quarter 2012 and reached € 5,3 mil. from € 4,6 mil, from the achievement of significant new projects in statement enveloping and mailing services, mainly in the Sector of Common Utilities, with result the strengthening of its share in the Romanian market. Finally, the sales of the subsidiary in Austria reached € 11,3 mil. compared to € 11,9 milthe corresponding quarter 2012, decreased by 5,6%, due to seasonality in the renewals of the bank cards, so, a significant part of the sales volume is expected to take place in the second half of 2013.

Given the fact, that a significant part of the sales volume of the subsidiary in Austria is expected to take place in the second half of 2013, due to seasonality, the figures of profitability of the Group show a downward trend in the first quarter 2013, which given the aforementioned

seasonality in the sales, is not representative of the course for the whole year. The main profitability figures of the Group are presented as following:

- Earnings before income tax, interest, depreciation and amortization (EBITDA) of the Group decreased by € 0,7 mil. or 30,4% and reached € 1,7 mil. compared to € 2,4 mil. in the corresponding quarter 2012,
- Consolidated earnings before income tax, interest (EBIT), decreased by € 0,7 mil. or 67,2% and reached € 0,4 mil. compared to € 1,1 mil. in the corresponding quarter 2012,
- Earnings before taxes (EBT) of the Group, reached € 0,1 mil. from € 0,9 mil. in the corresponding quarter 2012, decreased by € 0,8 mil. or 87,6%.
- Consolidated earnings after taxes (EAT), reached to losses € 168 thous. from earnings € 913 thous. in the corresponding quarter 2012, affected by the application of the higher rate income tax in Greek Group companies to 26% from 20%.

The operating cash flow of the Group for the first quarter 2013 was negative € 2,2 mil. compared to positive € 0,8 mil in the corresponding quarter 2012, mainly due to the increased needs in stocks in Austria and the delay in collections in Greece. The cash & cash equivalents reached € 3,9 mil. from € 11,1 mil. in the corresponding quarter 2012, decreased mainly from the investments taken place in 2012 in the new centers of production and personalization of cards in Romania and Poland. Finally, the bank debt of the Group reached € 32 mil. from € 33,2 mil. in the corresponding period 2012, decreased by € 1,2 mil.

#### 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 800 employees.