

## INFORM P. LYKOS SA

### Significant increase in operating profitability, new projects in Greece and abroad

- \* Upward trend in sales (+2.7%), significant increase in EBITDA (41%) in the first semester of 2016
- \* New projects in Greece and Romania in the Public sector and Telco sector
- \* Completion of € 4.5 million investments for ultra-modern digital printing equipment and software.

Koropi, 30/09/2016 – The consolidated financial statements of Inform P. Lykos S.A. are published today, in accordance with the International Financial Reporting Standards (I.F.R.S.).

INFORM Group registered an upward trend in the first semester both in terms of sales and profitability, as the production and overhead costs reduced thanks to the efficiency development program implemented by the company in recent years, with the aim of further improving competitiveness.

The Group sales represented an increase of 2.7% in the first semester of 2016, and reached € 31.9 million compared to € 31.1 million in the first semester of 2015. The increase came mainly from the new projects of printing and mailing statements for Telecom companies in Romania, as well as projects for Public sector in Greece.

The earnings before interest, taxes, depreciation and amortization (EBITDA) of the Group reached € 3 million compared to € 2.1 million in the first semester of 2015, increased by 40.9%, mainly due to the reduction of operating expenses.

The parent company, INFORM P. LYKOS SA, by excluding the intercompany sales, recorded revenues of € 16.3 million in same levels with the first semester of 2015. Respectively in Romania, the subsidiary INFORM LYKOS S.A. recorded revenues of € 15.3 million compared to € 14.6 million in the first semester of 2015, due to the new projects of printing and mailing statements for Telecom companies.

As a result, the key financial figures of INFORM Group are presented improved, as follows:

- The earnings before interest, taxes, depreciation and amortization (EBITDA) of the Group, increased by € 0.9 million or 41% and reached € 3 million compared to € 2.1 million in the first semester of 2015,
- The earnings before interest and taxes (EBIT) of the Group, increased by € 0.8 million or 258% and reached € 1.1 million compared to € 0.3million in the first semester of 2015,
- The earnings before taxes (EBT) of the Group, reached € 522 thousand compared to losses € -241 thousand in the first semester of 2015,

- The consolidated earnings after taxes (EAT) of the Group, reached € 344 thousand compared to losses € -158 thousand in the first semester of 2015.

The consolidated operating cash flow in the first semester of 2016 is presented marginally negative at € -0.2 million compared to € -0.5 million in the first semester of 2015, mainly due to the needs in working capital for purchasing inventories. The bank debt of the Group amounted to € 15.6 million in the first semester of 2016 from € 14.7 million in the first semester of 2015, increased by € 0.8 million, due to the investments that the Group completed in the first semester of 2016.

Specifically, the Group, constantly committed to a strategy for strengthening its position in the sectors where operates, completed investments of €4.5 million in ultra-modern digital printing equipment and software in the first semester of 2016. As a result, the Group is in position to offer the possibility of direct, personalized and interactive information in the most efficient and economical way, presenting innovative solutions for effective communication with products like Dynamic Statements, Cloud Printing, e-Invoicing.

It is noted that the consolidated financial statements of Inform P. Lykos S.A. include the companies: INFORM P. LYKOS S.A., LYKOS PAPERLESS SOLUTIONS S.A., ALBANIAN DIGITAL PRINTING SOLUTIONS Sh.p.k., SAGIME GmbH (Austria), as well as the consolidated financial statements of TERRANE LTD (INFORM LYKOS SA - Romania). The aforementioned financial statements are included in the consolidated financial statements of the parent company AUSTRIACARD AG (former LYKOS AG) with its headquarters in Austria.

### **About INFORM**

INFORM LYKOS was founded in 1897, has been listed on the Athens Stock Exchange since 1994 and today is an international Group with leading presence in the Central and Eastern Europe in the area of Information Management, with production facilities in Greece, Romania and Albania. The Group is activated internationally and is leader in the area of printing management, production of secured documents, 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, and occupies about 410 employees.

It is a member of the Group AUSTRIACARD AG (former LYKOS AG) headquartered in Austria, which is an international group active in the business areas of “Digital Security” under the brand AUSTRIACARD and “Information Management” under the brand INFORM, having two additional production facilities for producing smart cards, identities, etc. in Austria and Romania, highest data security, certified by international organizations such as Visa, MasterCard, Diners etc. It has five personalization centers for smart cards in Greece, Austria, Poland, Romania and Turkey, also the highest data security and certified by international organizations.

In 2015, the Group recorded revenues of € 130 million and EBITDA € 13 million, occupying in total about 900 employees.

*For more information, you could visit the website [www.lykos.gr](http://www.lykos.gr)*