

**PRESENTATION TO THE HELLENIC FUND & ASSET MANAGEMENT ASSOCIATION**

**PLAISIO COMPUTERS S.A.**

With the motto «There is also that Greece», the President and C.E.O. of PLAISIO COMPUTERS, Mr. George Gerardos presented the annual results of the Group in the Hellenic Fund and Asset Management Association.

Mr Gerardos referred to the results of 2011 and put special emphasis on the following factors that led to the profitability of the year:

- The development of brands Turbo-X, Q Connect, Sentio and @work and
- The fact that Plaisio Computers is the strategic choice of its vendors.

Beyond the improvement of profitability, Group Plaisio achieved also an important improvement of its liquidity. With cash and equivalents of 35.146 th. €, low loans (21.898 th. €) and shielded receivables, thanks to the increased provisions, the Group Plaisio has a sound financial structure. Moreover, there was a short review of the figures of the Group from 2008 to 2011 that is during the economic crisis.

Emphasis was also put on the operation of the historical Stournari store, as well as the renovations of the stores of Psychico, Mall and Vouliagmenis.

Then, the Vice – President of Plaisio Mr. Costas Gerardos, referring to the way in which the Group achieved its results, analyzed the diversification of its products, customers and sales channels. Finally, a special reference was made to the management style of the Group, which facilitates quick solutions thanks to its flexible structure.

The presentation concluded with the announcement of the operation of a new store in the centre of Thessaloniki, a total investment of two million euro.