

FINANCIAL RESULTS OF THE YEAR 2011, ACCORDING TO IFRS**PLAISIO COMPUTERS SA****E.A.T. 6,4 m. euro & Turnover 312,3 m. euro**

The significant increase of the profitability was the main characteristic of 2011. The main factors that contributed to this success were:

- The growth of the brands **Turbo-X, Q Connect, Sentio** και **@work** that are characterized by:
 - Value for money
 - State of the art design
 - Exceptional technical support

With the above brands we achieve the disintermediation and very competitive prices combined with profitability that enables growth.

- The fact that Plaisio Computers is a strategic choice for its vendors:
 - Thanks to its leading position in the Greek market
 - Thanks to its sound financial structure
 - Thanks to its possibility to pay in cash

Moreover, the Group continues to increase its market share, given that its turnover decreased by just 12,8%.

It is also noteworthy, that apart from the improvement of its profitability, the Group Plaisio achieved a notable improvement of its liquidity, having decreased its receivables and its inventories. With cash and cash equivalents of 31.146 th. €, low loans (21.898 th. €) and shielded receivables, thanks to the increased provisions, the Group Plaisio has a sound financial structure, which gives it flexibility in this difficult economic environment.

The management of the Company decided to propose to the General Assembly dividend for distribution to the Shareholders of 0,08 € per share from the profits of 2011 (gross amount).

Below are some figures for the year 2011:

(amounts in th. €)	THE GROUP	
	12M 2011	Δ%
Turnover	312.296	-12,8%
EBITDA	13.253	21,9%
EBT	8.899	74,7%
EAT	6.423	148,5%

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