

PRESS RELEASE HALF YEAR 2013 RESULTS

PLAISIO COMPUTERS SA

E.A.T. increased by 65,9% - Surplus of Cash against borrowings

- Earnings After Tax € 5.657 th. and earnings per share 25,6 eurocents, increased by 66%
- Stable turnover, enhanced by the development in the "Telephony" segment and the stability in the "Computers and Digital Technology" segment
- Operating margin (EBITDA), improved by 1,8 units, rose to 6,4% with basic contributor (around 47%) the "Computers and Digital Technology" segment
- Total Operating Expenses € 23.911 th., decreased by 6,7%, due to the effective monitoring of the cost
- Sufficiency and increase of the "bad-debt provision" (to 34,3% from 31,9% on 31.12.2012) and of the "inventory depreciation provision" (to 27,5% from 24,2%), because of the conservative policy followed by the Group, given the current economic environment
- Further reduction compared to 31.12.2012, of the total borrowing by 9% to € 15,8 and diminishment of the total liabilities (borrowing not included) by 26,8%
- The Company is able to pay off the total of its borrowing, solely by its cash and cash equivalent by 2,4 times

Athens July 29th 2013: "Plaisio Computers" releases today the economic results for the first half year of 2013, according to the IFRS. The basic figures for the Group are the following:

Consolidated figures (th. €)	HY 2013	HY 2012*	+/- %
Turnover	131.541	132.945	-1,06%
EBITDA	8.416	6.156	+36,71%
EBITDA Margin (%)	6,40%	4,63%	1,8
EBT	6.684	4.218	+58,47%
EAT	5.657	3.409	+65,94%
Earnings per share (€)	0,2562	0,1544	+65,94%
Cash and cash equivalents at the end of the period**	37.728	45.362	-16,83%
Total Borrowing at the end of the period**	15.834	17.406	-9,03%
Net Borrowing	-21.894	-27.956	-21,68%

*Some results of the HY of 2012 are restated

**The figures for 2012 regard the 31st of December

Commenting on the results of the half year of 2013, the President of the Board of Directors and CEO of the Company Mr. George Gerardos mentioned the following: *"Once more, starting from 2011, we managed to improve the efficiency margins to such an extent, that the decrease in the turnover could be balanced. The success is due to the consistent actions we took in order to reduce cost, on the one hand restricted the operating expenses and on the other hand improved the conditions of cooperation with our vendors, within the current unfavorable conditions of the economic environment of our country. The stabilization of the turnover for the first six months of the current fiscal year makes us optimistic apart from the improvement of our competitiveness and the increase of the markets share we hold, also for the restrain of the downward trend in the sectors of our activities"*

The Vice President and CEO of the Company Mr. Konstantinos Gerardos added: *"The first six months of 2013 and within this half year the second trimester, was the best in years. EBITDA for Q2, improved by 63% in comparison to the same period in 2012. The reinforcement of the profitability enabled the further reduction of borrowing. The important payoff of liabilities towards our vendors that we fulfilled in this period, allowed us to demand better purchase terms and to await for further benefits for the fiscal period. In any case, we will insist in the fulfillment of the decisions we have made, in order to improve moreover our financial structure and our net profitability. Last, but not least, the robust cash flow, allows us to scan the market for our product expansion and the growth of our activities in general, independently from the macroeconomic environment and in favor always of our shareholders".*