

## Q3 2013 RESULTS PRESS RELEASE

### PLAISIO COMPUTERS S.A.

#### Earnings After Tax increased by 75% - Continuous improvement of EBITDA margin and Group's Capital Structure

- Earnings After Tax € 8.703 th. and earnings per share 39,4 eurocents, increased by 75%. Earnings of Q3 2013 € 3.045 th, almost double than Q3 2012.
- Slightly decreased turnover, development in the "Telecom equipment" segment
- Operating margin (EBITDA), improved by 50%, rose to 6,7%. Better performance in Q3: EBITDA margin higher at 7,4%
- Continuous and accelerated reduction of total operating costs by 7,38%, with stable financial results
- Important improvement of the structure of the Balance Sheet, with Shareholders' Equity accounting for the 57,2% of the Equity & Liabilities and the ratio of Debt / Equity declining to 0,75 from 1,05 in 2012.
- Continuous negative short-term financial debt, amounting to € 14,5 million and simultaneously increased provisions for doubtful receivables.

**Athens, October 29th 2013:** "Plaisio Computers" releases today the financial results for the period 01.01.2013-30.09.2013, according to the IFRS. The basic figures for the Group are the following:

<b>Consolidated figures (th. € )</b>	<b>01.01- 30.09.2013</b>	<b>01.01- 30.09.2012</b>	<b>+/- %</b>
Turnover	197.724	203.106	-2,65%
EBITDA	13.296	9.113	45,90%
EBITDA Margin (%)	6,72%	4,49%	49,87%
EBT	10.706	6.197	72,76%
EAT	8.703	4.970	75,09%
Earnings per share (€)	0,3941	0,2251	75,09%
Cash and cash equivalents at the end of the period*	52.346	64.686	-19,08%
Total short-term liabilities at the end of the period*	37.858	49.074	-22,86%
Short-term financial debt*	-14.488	-15.612	-7,20%

*\*2012 figures refer to 31.12.2012. Short-term financial debt refers to the difference between cash and cash equivalents*

*& short-term financial receivables, with the total of the short-term liabilities.*

Commenting on the results for the period 01.09-30.09.2013, the President of the Board of Directors and CEO of the Company Mr. George Gerardos mentioned the following: *"For another quarter, we are particularly satisfied, as we succeeded not only in improving our results in comparison to the previous financial years, but also in comparison to the previous quarters of this particular financial period. The mix of sales is continuously enriched by products that are increasingly based on Plaisio's know-how, satisfy customers' requirements in a more complete way, and at the same time improving operating and total efficiency of the Group. We continue to increase our competitiveness, offering at the same time better terms to our customers, because of our Turbo-X, Q Connect, @work, Sentio and Goomby products. We have already covered 85% of the net earnings of 2012 and we consider feasible that 2013, will be the most efficient financial year regarding financial results, in the history of the Group, in favor of the shareholders, the employees and in general associates of Plaisio".*

The Vice President and CEO of the Company Mr. Konstantinos Gerardos added: *"The third quarter of this financial year, was one of the best in the history of the Group, mainly for two reasons: On the one hand we managed a high penetration of sales in school products and improved our market share in this particular market. On the other hand, as a consequence of the constant effort of improvement of the quality of our products with a simultaneous reduction of cost, in Q3 EBITDA rose to almost 5 million euro. Until now in 2013 we have achieved an over 200 base units improvement of EBITDA margin in all segments of our operation. The trust embedded to us by our customers and the certainty for the ability of our employees to cope with the continuously expanding demands, makes us optimistic not only for the results of this current financial period, but mostly for the development perspectives for the following years".*