26 February 2014

FINANCIAL RESULTS OF THE YEAR 2013, ACCORDING TO IFRS

PLAISIO COMPUTERS SA

Earnings After Tax increased by 39% - third continuous year of improving results – Increase of Revenue in the fourth quarter

- Earnings After Tax € **14,3** m. and earnings per share **65** eurocents, increased by **39,3%**.
- Slightly decreased turnover in full year results, recovering though, at the last and most important quarter of the financial year.
- Operating margin (EBITDA), significantly increased by **236** base units to **8,3%**. Improvement of more than **200** base units to all three operational segments.
- Further **reduction** of cost of sales by **3,8**% and of operating costs by **5,6**%, resulting to the robustness of profitability margins.
- Robust operational cash flows € **12,3** m., despite the important repayment of vendors.
- Robust Capital Structure, with financial leverage ratio (Debt / Equity), shrinking to **0,80** from **1,05**.
- Reduction of € **3 m.** of total borrowing, amounting to € **14,3 m.**
- Cash and cash equivalents more than € **52 m.** accounting for **40%** of total capitalization.

Athens, October 26th 2014: "Plaisio Computers" releases today the financial results for the period 01.01.2013-31.12.2013, according to the IFRS. The basic figures for the Group are the following:

Consolidated figures (th. €)	2013	2012*	+/-
Turnover	282.739	286.876	-1,44%
EBITDA	23.491	17.062	37,67%
EBITDA Margin (%)	8,31%	5,95%	2,36
EBT	19.448	13.124	48,18%
EAT	14.309	10.276	39,25%
Earnings per share (€)	0,6480	0,4654	39,25%
Cash and cash equivalents	52.219	45.362	15,12%
Total Debt	14.263	17.406	-18,06%
Net Debt	-37.956	-27.956	35,77%

**Some figures of 2012 have been restated*

Commenting on the results of the financial year, the President of the Board of Directors and CEO of the Company Mr. George Gerardos mentioned the following: *"Earnings before tax, reached € 20 m., almost 50% higher than in 2012 and only the increase of tax rates limited somehow the percentage increase of the after taxes results. The consistent monitoring of operating cost, led for another year to its restriction, while the EBITDA increased by 37,7%. The robust Capital Structure of the Group, in relation to the wide liquidity - cash and cash equivalents exceeded € 50 m.- , allows us to propose to the General Assembly the distribution of dividend of 20 eurocents per share, significantly higher by 66% in relation to 2012, marking our desire to maximise our shareholders benefits, as a result of our Company's course.".*

The Vice President and CEO of the Company Mr. Konstantinos Gerardos added: *"In 2013 we made four strategic actions:*

- *We entered the mobile telephony product category, with our own brand Turbo-X*
- *Additionally with our brand Turbo-X, we entered the TVs category*
- *We invested in School Supplies, a fact that resulted to a strong period of selling school products*
- *For the first time in Plaisio's history, we made our first TV spot commercial, aiming to brand our own private label products.*

These actions increased our market share and also our profitability. At the same time we worked, as we do every year, on the refreshment and improvement of our stores, website and catalogues".