

FINANCIAL ANALYSIS H1 2006 UNDER IFRS

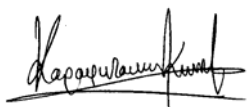


In this analysis the reader is able to find financial data on the Group's turnover and earnings, broken down into activity and country, which we hope will give a better understanding of the group's growth potential.

You can find relevant information at our web site, under the Investor Relations Section, <http://ir.germanos.gr>.

We remain at your disposal for any further information or clarification.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Kostas Karafotakis', with a horizontal line drawn underneath.

Kostas Karafotakis

Investor Relations
and Corporate Affairs Director

SUMMARY OF FINANCIAL RESULTS H1 2006



25.4 %

increase of Turnover

5.2 %

increase of EBITDA

376.2 %

increase of EBT

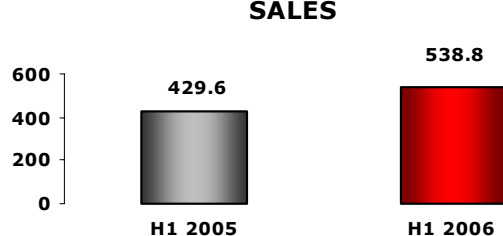
416.7 %

increase of EAT

FINANCIAL HIGHLIGHTS FOR GERMANOS GROUP OF COMPANIES

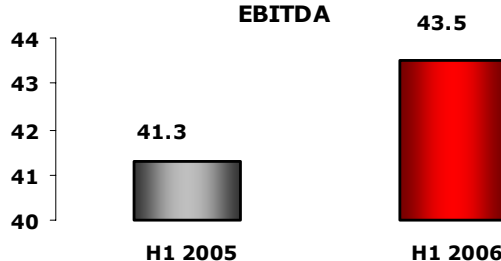
	30/06/05	% Ch.	30/06/06
	€ mil.		€ mil.
Turnover	429.6	25.4 %	538.8
Earnings Before Interest, Taxes and Depreciation (EBITDA)	41.3	5.2 %	43.5
Earnings Before Taxes (EBT)	33.5	376.2 %	159.7
Earnings After Taxes (EAT)	27.7	416.7 %	143.0
Earnings Per Share (EPS)	0.34	412.9 %	1.75

SALES



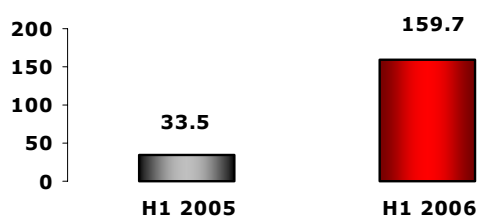
in € mil.

EBITDA

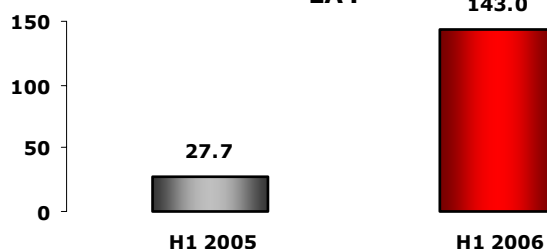


in € mil.

EBT



EAT



CONSOLIDATED INCOME STATEMENT H1 2006 (IFRS)



Consolidated Income Statement (in € thousand)	30/06/05	CH. %	30/06/06
Turnover	429,587	25.4%	538,847
Cost of Goods Sold	337,905		432,441
Gross Operating Profit	91,683	16.1%	106,406
<i>Gross Profit Margin %</i>	<i>21.34%</i>		<i>19.7%</i>
Other Operating Income	5,377		4,454
Operating Expenses	55,723	20.9%	67,380
EBITDA	41,336	5.2%	43,480
<i>EBITDA Margin %</i>	<i>9.6%</i>		<i>8.1%</i>
Earnings from affiliated companies	5,905		2,336
Net Financial Expense	-2,660		125,249
Depreciation	11,053		11,400
Earnings before Taxes (EBT)	33,527	376.2%	159,666
<i>EBT Margin %</i>	<i>7.8%</i>		<i>29.6%</i>
Taxes	5,961		16,745
Earnings after Taxes (EATAM)	27,683	416.7%	143,033



1. TURNOVER

Consolidated turnover amounted to € 538.8 million versus € 429.6 million in the same period last year, posting a growth of 25.4%.

More specifically, retail sales posted a growth of 12.9% and amounted to €284.2 mil. Wholesale activity rose by 42% with its revenues reaching € 215 million. Finally, the industrial sector generated revenues of € 35.5 million, higher by 49.8% as compared to the same period last year.

1.1 RETAIL

Revenues generated from the Group's major activity increased by 12.9% amounting to € 284.2 million, as compared to €251.8 million in the first half 2005.

Specifically, airtime, which increased by 23.6%, had a significant contribution to this income category, mostly attributed to post-paid connections that in turn increased by 29.1% exceeding € 32.4 million.

Furthermore, the contribution of connection fees, which amounted to € 129 million from €119 million previously, up by 8.2%, was also a significant contributor to this income category.

Income from target bonus reached €14.2 million from € 13.7 mil

The sales of handsets increased by 17.2% and amounted to € 53.2 million from € 45.4 million in the half last year.

Income from electronic products reported a significant increase of 23%, amounting to € 36 million, a trend that demonstrates the constantly increasing market share of GERMANOS Group in this product category.

TOTAL GROUP' SALES BREAKDOWN (in € mil.)

	30/06/05		30/06/06
	TOTAL	CHANGE %	
Mobile and Fixed Line Telephony	219.7	11.6 %	245.2
Air Time Postpaid	25.1	29.1 %	32.4
Air Time Prepaid	5.1	7.8 %	5.5
Air Time Fixed Line	1.1	-27.3 %	0.8
Total Air Time	31.3	23.6 %	38.7
Connection Fees Postpaid	79.7	5.5 %	84.1
Connection Fees Prepaid	39.3	13.5 %	44.6
Total Connection Fees	119.0	8.2 %	128.7
Target Bonus Postpaid	11.2	2.7 %	11.5
Target Bonus Prepaid	2.5	8.0 %	2.7
Total Target Bonus	13.7	3.6 %	14.2
Handset Revenues	45.4	17.2 %	53.2
Accessories	7.4	0.0 %	7.4
Service	2.9	3.4 %	3.0
Products	32.1	21.5 %	39.0
Electronic Goods-H/W-Internet	29.3	22.9 %	36.0
Retail Batteries	2.8	7.1 %	3.0
TOTAL SALES RETAIL	251.8	12.9 %	284.2
INDUSTRIAL BATTERIES	23.7	49.8 %	35.5
Batteries Wholesale	10.9	6.4 %	11.6
Prepaid cards Wholesale	140.4	44.8 %	203.3
TOTAL WHOLESALE ACTIVITY	151.3	42.0 %	214.9
TOTAL SALES CORE	426.8	25.3 %	534.6
Other Sales	2.8	50.0 %	4.2
E - Value	2.8	50.0 %	4.2
TOTAL CONSOLIDATED SALES	429.6	25.4 %	538.8

1.2 DISTRIBUTION NETWORK OF CONSUMER PRODUCTS

Income from the distribution network of consumer products demonstrated a significant growth by 42%, reaching € 214.9 million, a trend attributed to the positive contribution of pre-paid cards, which sales reached € 203.3 million. It is worth noting that the Group has expanded this activity to the markets outside Greece.

1.3 INDUSTRIAL

Sales from industrial activity increased by almost 50%, amounting to € 35.5 million. It is worth noting that the downward trend observed in the profit margin of this category is attributed to the product mix change and to markets characterized by lower profit margins.

2. GROSS PROFIT MARGIN

Gross profit margin for the period reached 19.75% from 21.34%, a trend attributed to the stronger contribution of wholesale activity as well as to the higher participation of non-Greek subsidiaries to total turnover. Their participation reached 30% from 25.8% during the first half of the previous year.

3. EARNINGS BEFORE INTEREST, TAXES DEPRECIATION AND AMORTISATION (EBITDA)

Earnings before Interest, Tax, Depreciation and Amortization increased by 5.2% reaching €43.5 million from €41.3 million in 2005. In this category It is noted that there is an expense booking of € 1.3mil, which concerns company stock options for 2006.

The non-cash item structure of this expense, which is simply applied for reporting purposes according to IFRS, is also noted. Given the non-cash item structure of this expense, real EBITDA amounted to € 44.8mn, thus presenting an increase of 8.5%. Finally the operating expenses are increased due to the heavy store expansion abroad.

4. NET FINANCIAL EXPENSES

The financial results of the Group amounted to €125.2 million with their largest part concerning capital gains from the sale of participations in Hellenic Duty Free Shops and in SILKWAY (Unitel, Uzbekistan).

5. INCOME FROM AFFILIATED COMPANIES

This category includes -based on the net equity method- the profit deriving from the consolidation of HDFS and SILKWAY (Unitel, Uzbekistan) until 5/5/2006 and 9/2/2006 respectively. Specifically, profit attributed to HDFS (participation 24.68%) reached € 1.9 million. It is reminded that the Company sold its entire participation in HDFS (May 2006).

Finally, the participation (20%) in SILKWAY, which is a mobile telephony operator in the market of Uzbekistan, contributed € 0.32 million. It is also reminded that the sale of this participation was concluded in 09/02/2006.

6. EARNINGS BEFORE TAXES (EBT)

Earnings before tax for the Group increased by 376.2% reaching €159.7 million from €33.5 million in the first quarter 2005. The main factor behind this surging profitability was the capital gain resulting from the sale of the participation in SILKWAY and Hellenic Duty Free Shops.

If we don't take into account the earnings from the participations in Unitel and Hellenic Duty Free Shops, EBT increased by 11% reaching €30.7 millions from €27.6 millions in H1 2005

7. EARNINGS PER SHARE (EPS)

Finally, earnings per share for the company reached €1.75 from €0.34 higher by 412.8%, an increase that was mainly due to the capital gains generated from the sale of participation in SILKWAY and Hellenic Duty Free Shops.

The consolidated turnover of the Group for the first half of 2006, amounted to € 538.8 million from € 429.6 million in the same period of 2005.

Consolidated Earnings before Interest, Tax and Depreciation (EBIDTA) advanced by 5.2% reaching € 43.5 million from €41.3 million in 2005.

Earnings Before Tax for the Group increased by 376.2% settling at €159.7 million from €33.5 million in 2005.

The following table depicts the comparative figures of Sales, EBITDA and EBT per country.

GROUP'S TURNOVER AND EARNINGS PER COUNTRY			
in mil. €	30/06/06		
	SALES	EBITDA	EBT
GREECE	395.0	43.3	132.3
POLAND	59.6	0.6	0.0
ROMANIA	54.9	-0.9	-1.7
BULGARIA	27.7	2.8	2.5
F.Y.R.O.M.	5.7	-0.05	-0.2
UKRAINE	13.5	-2.0	-2.5
CYPRUS	6.9	-0.1	-0.3
OTHER COUNTRIES	0.7	0.0	0.0

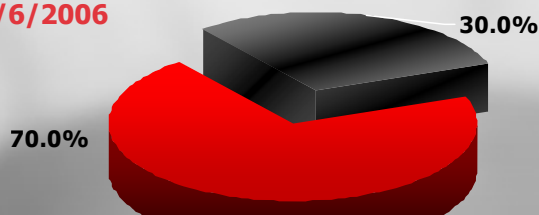
GROUP'S TURNOVER AND EARNINGS PER COUNTRY			
in mil. €	30/06/05		
	SALES	EBITDA	EBT
GREECE	333.4	37.3	33.7
POLAND	46.0	1.0	0.2
ROMANIA	39.1	2.3	1.4
BULGARIA	21.1	1.8	1.6
F.Y.R.O.M.	5.3	0.3	0.1
UKRAINE	1.5	-0.6	-0.8
CYPRUS	2.7	0.0	-0.2

The following graph depicts the performance of the companies that are active in Greece and abroad for the first quarters of 2006 and 2005 respectively. The turnover generated from the activities of the Group abroad increased on aggregate basis. Thus, their participation in consolidated turnover, from 25.8% in the first half of 2005, increased to 30% in the first half of 2006.

30.0 %

Participation of foreign subsidiaries in consolidated sales

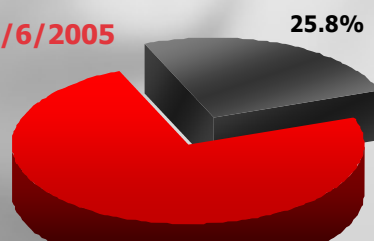
30/6/2006



■ Greece

■ Abroad

30/6/2005





GROUP OF COMPANIES

FINANCIAL CALENDAR X

ANNOUNCEMENT OF Q1 2006 RESULTS
Tuesday, 23 May 2006

ANNUAL MEETING OF SHAREHOLDERS
Thursday, 22 June 2006

EX-DIVIDEND DATE
Tuesday, 08 August 2006

DIVIDEND PAYMENT DATE
Thursday, 17 August 2006

ANNOUNCEMENT OF H1 2006 RESULTS
Monday, 28 August 2006

ANNOUNCEMENT OF 9M 2006 RESULTS
Monday, 27 November 2006

INFORMATION ABOUT CONTENT >

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GROUP OF COMPANIES

APPENDIX X

1. FINANCIAL STATEMENTS OF GERMANOS GROUP AND GERMANOS SA – H1 2006 UNDER IFRS