



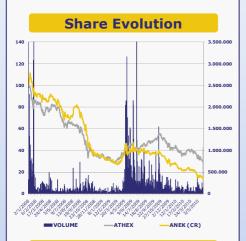
**Travel & Leisure - Travel & Tourism** 

# **IR RELEASE** Q1 2010

May 2010

# **Company Description**

ANEK LINES Group of companies is in the business of operating its own as well as chartered passenger ferry vessels for over 40 years. The group is active in sea routes of Greece and Adriatic and has achieved sustainable leadership in carrying passengers and vehicles with credibility by means of its 13 stateof-the-art passenger vessels.



#### **Share Data**

# of shares (CR)	157,360,940
# of shares (PR,90)	374,596
# of shares (PR,96)	3,563,655
Price (€): 26/5/2010 (CR)	0.31
Price (€): 26/5/2010 (PR,90)	2.10
Price (€): 26/5/2010 (PR,96)	1.25
Capitalization (€ mil.)	54.02
% change since 31/12/2009 (CR)	-51.6%
52 wks high €: 15/6/2009 (CR)	1.14
52 wks low €: 26/5/2010 (CR)	0.29
52 wks avrg. Daily vol # (CR):	284,094
REUTERS	ANKr.AT
BLOOMBERG	ANEK GA
ATHEX	ANEK

Please refer to the important disclosures shown on page 2

# **Basic Figures**

- 43 Years of leading presence
- Fleet of 13 own vessels and a total of 16 under operation
- 50 Ports
- 100 Destinations and service routes
- Best Company of the Year 2008 for the passenger ferry shipping
- Significant expansion opportunities
- Strong management

# Q1 2010 Consolidated financial figures

- +9.8% Boost of Parent company turnover: € 42.7 mil).
- +4.6% Boost of Group turnover: € 45.5 mil.

#### Key Facts of Q1 2010:

- During the first quarter of 2010, ANEK Group operated in the Cretan, Aegean and Adriatic Sea routes through a total of 16 vessels under operation (13 of which are privately owned).
- The passenger ferry sector is characterized by strong seasonality, with the first quarter of each year being significantly affected by low passenger transportation and risen cost due to the scheduled maintenance of the fleet's vessels.
- Moreover the group results of the first quarter have been affected by the adverse conjuncture of the current recession as well as by the increasing operating cost due to the risen fuel prices globally. The additional burden of the cost of fuel as compared to the first quarter of 2009 amounted approximately to euro 9 million.

(M €)	Q1 2009 (	Q1 2010
Sales	43.5	45.5
Gross Profit	-1.1	-6.9
EBITDA	-5.5	-11.3
EBIT	-8.9	-14.7
EBT	-14.9	-17.9
EATAM	-14.6	-18.2

### Key Figures Development (Q1 2010 versus Q1 2009):

- Turnover: Group turnover in the first quarter of 2010 (Q1 2010) amounted to euro 45.5 mil. over euro 43.5 mil. in the first quarter of 2009 (Q1 2009) marking a 4.6% increase. Accordingly, the Parent Company's turnover marked a 9.8% increase and amounted to euro 42.7 mil. over euro 38.9 mil. in Q1 of 2009.
- Gross Profit: Consolidated gross results formed at losses of euro 6.8 mil. versus losses of euro 1.1 mil. in Q1 of 2009. Respectively, the Parent Company's gross results formed at losses of euro 7.8 mil. versus losses euro 1.7 mil. in Q1 2009. The above change is attributed to the risen cost of sales by euro 7.7 million and euro 9.9 million for the Group and the Parent company respectively as a result of the significantly risen cost of fuel during the first quarter of the current fiscal year (approximately euro 9 million over and above the corresponding last year period).
- EBITDA: Group EBITDA formed at losses of euro 11.3 mil. versus losses of euro 5.5 mil. in Q1 2009, while Parent company EBITDA at losses of euro 12.0 mil. versus losses of euro 5.6 mil. in Q1 2009.
- Net results: Finally, consolidated net after taxes and minority rights results in Q1 2010 amounted to losses of euro 18.2 mil., versus losses of euro 14.6 mil. in the corresponding period last year. As regards the Parent company's net after taxes results they were formed at losses euro 18.5 mil. versus losses of euro 14.9 mil. in Q1 2009.

#### Key Figures Development (Q1 2010 versus Q1 2009):

Without dispute, the prevailing adverse market conditions and the impact of the ongoing economic recession are also affecting the passenger ferry sector, while at the same time the rising cost of fuel worldwide is suppressing profit margins. ANEK's key strategic objective is to sustain operating cost at low levels while offering attractive and competitive services to all market segments that operates.

#### **Ratios**

	SALES	EBITDA	EBIT	EAT& MIN	EPS*	DPS*	DIV YLD**	P/E	P/BV***	P/ SALES	P/ EBITDA	EV/ EBITDA	BANKS/ EQUITY	ROE
	(.000€)	(.000 €)	(.000€)	(.000€)	€	€	%	х	х	х	х	х	х	%
2007	254,332	43,017	27,104	12,314	0.1000	0.050	16.13%	4.39	0.26	0.21	1.26	5.87	1.21	5.84%
2008	282,356	26,909	15,130	-5,886	-0.0365	0.000	0.00%	-9.18	0.27	0.19	2.01	11.62	1.37	-2.99%
2009	274,572	24,249	10,795	-5,788	-0.0359	0.000	0.00%	-9.33	0.27	0.20	2.23	13.40	1.41	-2.94%

\* The ratio is calculated using the weighted average number of common shares per fiscal year

\*\* The ratio is calculated using the price of the common share
\*\*\* BV= Total Equity – Minority Rights.

ANEK LINES S.A. IR Release (May 2010)

# **Consolidated Financial Results**

Statement of Comprehensive Income							
(FY:December) (000 €)	Q1 2008	Q1 2009	Q1 2010				
Turnover (sales)	47,146	43,503	45,495				
Cost of sales	(47,074)	(44,627)	(52,359)				
Gross Profit	72	(1,124)	(6,864)				
Other operating income	73	95	73				
Other operating expenses	(588)	(172)	(103)				
Total Gross Profit	(443)	(1,201)	(6,894)				
Administrative & Distribution expenses	(7,193)	(7,721)	(7,804)				
EBITDA	(5,252)	(5,532)	(11,281)				
Depreciation	(2,384)	(3,390)	(3,417)				
EBIT	(7,636)	(8,922)	(14,698)				
Financial cost (net)	(3,699)	(4,802)	(3,259)				
Results from investing activities	(214)	(1,291)	(76)				
Profit/(loss) from participation in associates	89	75	116				
EBT	(11,460)	(14,940)	(17,917)				
Income tax	(43)	(45)	(37)				
Minority interest	(443)	(349)	216				
EATAM	(11,060)	(14,636)	(18,170)				

Source: Published Group's Financial Statements

#### Statement of Financial Position (.000 €) 2008 2009 Q1 2010 ASSETS 415.421 449.762 Fixed assets 439,615 10,849 11,438 10.801 Inventories 80,332 Trade receivables 76,806 73,814 Other current assets 25,044 13,758 33,942 **TOTAL ASSETS** 528,120 537,988 575,474 **EQUITY & LIABILITIES** Long-term liabilities 224,906 206,372 242,532 Short-term loans 50,256 75,904 72,738 Other short-term liabilities 50,612 52,843 75,289 **Total liabilities** 325,774 335,119 390,559 **Share Capital** 161,299 161,299 161,299 Other Company's shareholders equity 35.512 35.577 17,407 Total Company's shareholders equity 196.811 196.876 178,706 Minority rights 5.535 5.993 6.209 184,915 **Total Equity** 202,346 202,869 **TOTAL EQUITY & LIABILITIES** 528,120 537,988 575,474 Source: Published Group's Financial Statements

Sales Breakdown Q1 2010 Per business segment 88,72% Revenues from fares On-board & other trade activities Other Per geographical region 70% 13,899 54,41% Domestic Abroad Other activities **Ouarterly sales** 120.00 100.000 Caracar rad rad rad Caracar rad rad rad rad rad rad rad rad **Contact Details** Ioannis S. Vardinogiannis Managing Director, mgd@anek.gr Stelianos Stamos, Chief Financial Officer, cfo@anek.gr ANEK LINES S.A. Caramanli Avenue, Chania tel. +30 28210 24000

Additional information concerning the Financial Statements under I.F.R.S. can be found in the company's website: www.anek.gr

This presentation may contain forward-looking statements. These forward-looking statements are based upon current expectations and assumptions regarding anticipated developments and other factors affecting the Group. They are not historical facts, nor are they guarantees of future performance. Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause actual results to differ materially from those expressed or implied by these forward-looking statements. Further details of potential risks and uncertainties affecting ANEK LINES S.A are described in the ANEK LINES S.A. filings with the Athens Stock Exchange. These forward-looking statements speak only as of the date of this presentation.