



**AEGEAN AIRLINES S.A.**

**PROSPECTUS**

Related to the acquisition of  
**OLYMPIC AIR S.A.**

The present prospectus is drafted in accordance with article 4.1.3.12 of the Athens  
Exchange rulebook and Decision 25/17.07.2008

The responsibility for drafting the present prospectus lies with the Company, which is  
also liable for the accuracy and the completeness of the data

**NOVEMBER 2013**

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## **1 General**

### **1.1 Purpose for Drafting the Prospectus**

The present prospectus aims at providing the investment public with information on the acquisition of the entire shares in the joint-stock company with the name “OLYMPIC AIR S.A.” (hereby referred to as “OLYMPIC AIR”) by the company “Aegean Airlines S.A.” (hereby referred to as “AEGEAN” or the “Company”).

The present prospectus is drafted in accordance with article 4.1.3.12 of the Athens Exchange Rulebook in the case of an acquisition of an unlisted company by a listed company which is carried out without a share capital increase, and provided the acquisition cost exceeds thirty percent (30%) of the listed company’s equity according to its most recently disclosed (at the time of the decision of the appropriate body of the issuer) financial statement and in case of preparation of consolidated financial statements, of the equity of the group.

The acquisition price was determined to the amount of seventy two million and sixty Euros (€72,000,060) for 100% of the shares, i.e. forty four Euros and 0.6512 (44.6512 Euros) per share, on the basis of the agreement on the sale and purchase of non-listed shares (SPA), which was concluded on October 23<sup>rd</sup> 2013 between “MARFIN INVESTMENT GROUP HOLDINGS S.A.” (hereby referred to as “MIG” or “MARFIN”) and AEGEAN. The transfer of 100% of OLYMPIC AIR shares was completed the same day.

The acquisition consideration corresponds to 42% of AEGEAN’S Equity, which, according to the financial statements published on 30.06.2013 (most recently published ones at the time the agreement was signed), amounted to €170,631.16 thousand.

On October 16<sup>th</sup> 2012 the Board of Directors of AEGEAN authorized its members Mr. Eftichios VASSILAKIS and Mr. Dimitrios GEROGIANNIS to sign the preliminary agreement (pre-SPA), dated October 22<sup>nd</sup> 2012. The acquisition and the signing of the final agreement on the sale and purchase of shares, dated October 23<sup>rd</sup> 2013, was approved of during the meeting of the Board of Directors of AEGEAN, dated October 18<sup>th</sup> 2013.

### **1.2 Parties Responsible for Drafting the Prospectus**

The parties responsible for the drafting of the Prospectus and the accuracy of the data mentioned in it are:

- 1) Mr. Eftichios Vassilakis, Vice-Chairman of the BoD
- 2) Mr. Dimitrios Gerogiannis, Managing Director

The present prospectus is available from the headquarters of the Company at number 31 Viltanioti Street, Kifissia, P.C. 145 64. Electronic version is also available at Athens Exchange's website at [www.athex.gr](http://www.athex.gr) and the Company's website at [www.aegeanair.com](http://www.aegeanair.com).

The responsibility for drafting the present prospectus lies with the Company, which is also liable for the accuracy and the completeness of the data.

### **1.3 Auditors of the Acquired Company**

The acquired company OLYMPIC AIR is audited by chartered auditors – accountants. The published financial statements concerning the fiscal years from 2009 through 2012 have been drafted in accordance with the International Financial Reporting Standards and have been audited by Mr. Marios LASANIANOS, member of the Association of Chartered Auditors-Accountants with Registration Number 25101, chartered auditor-accountant of the company Grant Thornton, Chartered Accountants Management, 56 Zefirou Street, 17564 Palaio Faliro. The relevant audit reports are included in sections 6.1, 7.1 and 8.1.

## **2 Acquisition**

### **2.1 Description of Acquisition**

AEGEAN and MARFIN concluded a preliminary agreement on October 22<sup>nd</sup> 2012, concerning the sale of 100% of OLYMPIC AIR to AEGEAN.

The completion of the transaction was subject to the granting of the necessary approval by the European Commission, which was granted on October 9<sup>th</sup> 2013.

The signing of the final agreement and the transfer of the shares took place on October 23<sup>rd</sup> 2013.

Upon the completion of the transaction, OLYMPIC AIR constitutes a subsidiary of the listed company AEGEAN, whereas the consolidation of the administrative services shall commence immediately, aiming at yielding the necessary synergies whilst targeting a more efficient fleet utilization and network planning of the two companies. The two airlines will each preserve their name and brand, as well as distinct flying operations and fleet.

The Company hereby states that the acquisition does not consist of a case of indirect listing according to the provisions of paragraph 3.1.7 of Athens Exchange Rulebook.

#### **2.1.1 Information on the criteria for determining the acquisition consideration**

The acquisition consideration for 100% of the shares was agreed to amount to seventy two million and sixty Euros (€72,000,060), i.e. forty four Euros and 0.6512 (44.6512 Euros) per share, following negotiations between MIG and AEGEAN that resulted to the preliminary agreement on the sale and purchase of shares dated October 22<sup>nd</sup> 2012. Within the context of the transaction, MIG had made specific warranties, whereas the completion of the transaction was subject to the approval granted by the competent Competition Authorities.

The price was finally determined to the amount of €72,000,060 and the final agreement on the sale and purchase of shares was signed on October 23<sup>rd</sup> 2013, following the ascertainment that the warranties made were abided by and the approval by the European Commission, which was granted on October 9<sup>th</sup> 2013.

The basic criteria for AEGEAN on determining the acquisition price were the synergies expected to be generated as a result of the acquisition. Provided efficient management and the right strategy, those synergies will set the base for viable growth whilst

maintaining the high quality standards of the services offered. The anticipated synergies are analyzed in chapter 2.2 of the present prospectus. More specifically:

- a. Synergies and economies of scale are expected to be generated at an administrative, commercial and technical level. At the same time, increased buying power, benefits from the abolition of the use of parallel systems for the two companies and premises cost savings should be expected. The synergies should contribute to the reduction in unit costs, and set a base for viable growth.
- b. Network synergies will be developed from the strengthening of the domestic/international destinations connectivity, resulting in the better fleet management and higher load factors.
- c. The prospects for the gradual expansion of the international network will be created, both from Athens as well as from regional airports, with an anticipated increase in aircraft bases.

### **2.1.2 Method of payment**

The consideration was agreed to be paid as follows:

Upon the signing of the Preliminary Agreement, dated October 22<sup>nd</sup> 2012, the amount of twenty million (€20,000,000) Euros was paid. The remaining consideration, amounting to fifty two million and sixty Euros (€52,000,060) was agreed to be paid in five equal annual installments, out of which the first was paid upon the signing of the definitive agreement on the sale and purchase of shares, dated October 23<sup>rd</sup> 2013, whereas the remaining four (4) equal installments will be paid as follows: on 15.10.2014 the second one, on 15.10.2015 the third one, on 14.10.2016 the fourth one and on 16.10.2017 the fifth one.

### **2.1.3 Financing of the Acquisition**

The acquisition of 100% of OLYMPIC AIR will be financed by AEGEAN's cash reserves as far as the advance payment of October 2012 is concerned, while AEGEAN's operating cash flow is expected to more than cover the remaining annual installments of €10.4m each over the 2013-2017 years, without the need to resort to external financing.

### **2.1.4 Required approvals by Competition Authorities**

The proposed concentration had to be notified to Greek, Cypriot and Albanian competition authorities.



The Proposed Transaction does not meet the turnover thresholds set out in Article 1(3) of the EUMR as the combined aggregate worldwide turnover of all the undertakings concerned is significantly lower than EUR 2,500 million threshold.

The notification to the Hellenic Competition Commission was filed on November 5<sup>th</sup>, 2012, in accordance with article 6 of the Law No. 3959/2011. During the meeting No. 73/5.11.2012, the Plenary Session of the Hellenic Competition Commission unanimously accepted the request made by the European Commission and referred the notified acquisition of OLYMPIC AIR S.A. by AEGEAN thereto, in accordance with article 22 of the Council Regulation (EC) No. 139/2004. More specifically, it held that the typical and the essential requirements of the relevant provisions of the Regulation on the reference of the case are met, given that the concentration has a significant impact on trade among member states and competition in the Greek territory and in another member state. Furthermore, it also held that the previous investigation of the proposed concentration between the same companies by the European Commission in 2010-2011 will facilitate the more efficient handling of the case. Within the framework of cooperation between the two authorities, the Hellenic Competition Commission assisted the European Commission during the case investigation.

The notification of the concentration to the Commission for the Protection of Competition of Cyprus was filed on October 30<sup>th</sup>, 2012, in accordance with the Law on the Control of Concentrations Between Undertakings (Law 22(I)/99), as amended. Similarly, the investigation of the concentration was referred to the European Commission, in accordance with article 22 of the Council Regulation (EC) No. 139/2004. Within the context of the provisions of the Council Regulation No. 139/2004, the Commission for the Protection of Competition cooperated with the European Commission during the case investigation.

The European Commission assumed jurisdiction over the proposed concentration on December 3<sup>rd</sup>, 2012.

On February 28<sup>th</sup>, 2013 the European Commission received a notification of the transaction in question by AEGEAN. Upon the completion of the first phase of the investigation (Phase I), the European Commission announced the opening of an in-depth investigation (Phase II) on April 23<sup>rd</sup>, 2013.

On October 9<sup>th</sup>, 2013 the European Commission announced its decision to clear under the EU Merger Regulation the proposed acquisition. The Commission pointed out that the Greek crisis has seen a drop of 26% in demand for domestic air passenger transport

from Athens: from 6.1 million passengers in 2009 to 4.5 million passengers in 2012. This decline has continued during the first half of 2013 (6.3% decrease compared to the preceding year). Furthermore, the number of routes served by both Aegean and Olympic Air has decreased substantially over recent years. When the Commission blocked Aegean's previous attempt to merge with Olympic Air in 2011, the parties provided competing services on 17 routes, nine of which raised competition concerns. Currently, Aegean and Olympic Air have overlaps on seven routes of which the following five domestic routes are served only by them: Athens - Chania, Athens - Mytilene, Athens - Santorini, Athens - Corfu (Aegean only operates in the summer), Athens - Kos (Aegean only operates in the summer). The Commission concluded that due to the on-going economic crisis in Greece and Olympic's difficult financial situation, Olympic would be forced, in any event, to exit the market. Consequently, it approved of the concentration, given that it has no additional negative effect on competition.

Lastly, the Competition Authority of Albania approved of the transaction on February 6<sup>th</sup>, 2013.

## **2.2 Rationale of the acquisition**

The main reasons for which the acquisition was pursued are the following:

**Obtain a sufficient size, which will allow it to compete efficiently in the global aviation field and should create the conditions for sustainable growth through the exploitation of expected synergies**

The airline sector is characterized by intense consolidation, especially since 2006. More specifically, the mergers and acquisitions in Europe have led to the creation of 3 big groups, generating annual revenue of €20 to €30 bn. More particularly, Lufthansa acquired Swiss Air, Austrian and Brussels. Air France, after the merger with KLM, acquired 25% of Alitalia, whereas the latter has merged with its local competitor, Air One. BA merged with Iberia and created the IAG group (International Airlines Group), which later on acquired bmi. Additionally, the rapidly growing low-cost carrier, Vueling, merged with Clickair, which is also Spanish, and constitutes a part of the IAG group. ETIHAD acquired a minority shareholding in Air Berlin, Aer Lingus, as well as the Serbian Jat. The government of Portugal has expressed its intention to sell the national air carrier, TAP. Lastly, Croatia recently announced its intention to seek for an investor to purchase 49% of Croatia Airlines. At the same time, low-cost carriers have been rapidly growing since the late 1990s, by establishing bases throughout Europe and increasing their market shares.

From 2006 until 2012, during which period the European airline scene was changing radically, with the big European airlines growing either through mergers or organic growth, the 2 main Greek airlines did not have the opportunity to form a more powerful Greek air carrier.

Both AEGEAN and OLYMPIC AIR are sub-scale when compared to their international competitors and dynamically growing companies in the region who are typically much larger and also show a significant and growing activity with flights to and from Greek airports.

**Table 1: Comparison of turnover / fleet – European Airline Sector**

|                       | Revenue (€ in m)* | Fleet*    |
|-----------------------|-------------------|-----------|
| Lufthansa             | 30,135            | 627       |
| Air France - KLM      | 25,633            | 573       |
| IAG (BA, bmi, Iberia) | 18,117            | 377       |
| Turkish               | 6,446             | 199       |
| Aeroflot              | 6,333             | 233       |
| Ryanair               | 4,884             | 305       |
| easyJet               | 4,684             | 203       |
| Air Berlin            | 4,312             | 155       |
| TAP Portugal          | 2,618             | 71        |
| Pegasus               | 1,920             | 44        |
| Norwegian             | 1,717             | 68        |
| <b>AEGEAN**</b>       | <b>563</b>        | <b>30</b> |
| <b>OLYMPIC AIR**</b>  | <b>216</b>        | <b>15</b> |

Source: Bloomberg, Company, \* most recently published annual results of operations, \*\* AEGEAN / OLYMPIC AIR annual revenue for 2012 (excluding passenger airport charges), fleet as of 23/10/2013

**Table 2: Fleet growth of main carriers in the region for the period 2006-2012**

| Fleet                                | 2006      | 2013      |
|--------------------------------------|-----------|-----------|
| Ryanair                              | 133       | 305       |
| Aeroflot                             | 128       | 233       |
| easyJet                              | 122       | 203       |
| Turkish                              | 103       | 199       |
| Vueling                              | 16        | 53        |
| <b>Aegean &amp; Olympic combined</b> | <b>67</b> | <b>45</b> |
| Cyprus                               | 10        | 9         |

Source: Bloomberg, Company

As it can be seen in the aforementioned tables, even TAP Portugal generates 4.7 times more revenue than the larger Greek air carrier, AEGEAN, and 3.3 times higher revenue than both Greek companies together. Turkish Airlines has doubled the size of its fleet from 2006 to 2013 and is already the dominant air carrier in the area with 200 aircrafts and significant orders for new aircrafts in the following years.

**Table 3: Significant orders for Aircrafts**

|         | <b>No. of Aircrafts Ordered</b> |
|---------|---------------------------------|
| Ryanair | 175                             |
| easyJet | 135 + 100 options               |
| Turkish | 285                             |
| Pegasus | 106                             |
| Vueling | 62 + 58 options                 |

Source: Companies Websites

The activity of third-country air carriers to/from the Greek airports is equally significant, and especially of Low-Cost Carriers, whose activity is rapidly growing over the last years.

It is worth highlighting that the market share of the 2 Greek companies in the total international traffic from Greece amounts to just 16% (2012). For comparison purposes, it is noted that the respective degree of concentration for the larger air carriers amounts to an average of 40% in their respective European home markets. The particularly low market share of the Greek companies in international flights to and from Greece is translated into a significant loss for the country's GDP and employment rate, since merely 16% of flight operations participate to GDP.

**The crisis in the Greek economy and the shrinking of the local market make the need for the two companies to join forces even more imperative**

Over the last 5 years the crisis has dealt a severe blow to all sectors of the economy and particularly the domestic aviation market. The direct outcome of the crisis and, more specifically, the significant drop in the Greek consumer's disposable income, is that domestic passenger traffic in the country has decreased by 30% to 35%, depending on the destination.

**Table 4: GDP growth rate at market prices**

|     | <b>2008</b> | <b>2009</b> | <b>2010</b> | <b>2011</b> | <b>2012</b> |
|-----|-------------|-------------|-------------|-------------|-------------|
| GDP | -0.2%       | -3.1%       | -4.9%       | -7.1%       | -6.4%       |

Source: HELLENIC STATISTICS AUTHORITY

**Table 5: Total Domestic Passenger Traffic to/from Athens (total market, data from the Athens International Airport) in millions**

| Millions            | 2009 | 2012 | 2009/2012 | 2013<br>(1 <sup>st</sup> Half) | 2009/2013 |
|---------------------|------|------|-----------|--------------------------------|-----------|
| Domestic Passengers | 6.1  | 4.5  | -26%      | -7%                            | -32%      |

Source: AIA

During the same period of time and in order for the Company to respond to the decrease in the purchasing power of the Greek consumer, the average fares offered by AEGEAN in the domestic routes were decreased by 20% to 25%, again depending on the destination, despite the significant increase in oil prices. Hence, the decrease in the total market of domestic flights, in terms of value, is estimated to be near 50% since 2009.

**Table 6: Total International Passenger Traffic (in millions)**

| Millions          | 2009 | 2010 | 2011 | 2012 | 2012/<br>2009 | 2013/2012<br>(Jan-Aug) |
|-------------------|------|------|------|------|---------------|------------------------|
| All airports      | 26.0 | 25.8 | 27.6 | 26.4 | 2%            | 7%                     |
| Regional airports | 16.0 | 16.1 | 18.2 | 18.0 | 13%           | 13%                    |
| To/from AIA       | 10.0 | 9.8  | 9.5  | 8.4  | -16%          | -5%                    |

Source: CAA

International passenger traffic to and from Greek airports in 2012 reached approximately the levels of 2009, though with different trends among regional airports and Athens. Nevertheless, the weakness of Athens traffic, which is the outcome of both the economic crisis and the disruptions affecting the attractiveness of Athens as a safe destination and the incoming tourism to the capital, deals a blow mainly to the two Greek companies, who have Athens airport as their main base.

What is really indicative is the fact that out of the total passenger traffic of the country's total airports, international traffic (Table 7) accounts for 85% of the total traffic, whereas in terms of value it exceeds 90%.

**Table 7: Total Market – Domestic and international passenger traffic from all Greek airports**

| Millions        | Domestic Passengers | International Passengers | Total |
|-----------------|---------------------|--------------------------|-------|
| 2013 Estimation | 4.95                | 28.25                    | 33.20 |
| % in total      | 15%                 | 85%                      | 100%  |

Source: Company, based on data by the HCAA for 2012 and YOY% change for Jan-Aug 2013 period

Amidst a difficult business environment, AEGEAN's strategy focused on network adjustments over the last years, by reallocating the capacity that was released by necessity from the domestic market due to falling demand, and investing it in the expansion of its international network. International network expansion has also targeted increasing incoming tourism traffic, both in Athens and the regional airports, where 6 bases have been created for direct international flights. At the same time, it also proceeded with significant adjustments and took initiatives in terms of cost management. However, both the crisis and the company's strategy to invest in new international markets had resulted in losses for the years 2009-2012.

On the other hand, OLYMPIC AIR significantly reduced its operations, in order to contain losses, by returning the biggest part of its Airbus aircraft fleet in 2013 (capacity of 138-162 seats) and by operating with Q-400 and Dash 8-100 Bombardier aircrafts (capacity of 76 and 37 seats respectively).

Both the crisis in Greece and the lack of the necessary economies of scale deprived, until recently, the two Greek companies of their potential to be competitive against the foreign companies at a more respective size basis and, mainly, of their ability to schedule and plan a course of sustainable and viable growth.

**The synergies that will emerge from the acquisition will provide the potential for sustainable growth.**

Synergies and economies of scale are expected to be developed at an administrative, commercial and technical level. At the same time, increased buying power and consequent savings in basic categories of both fixed and variable expenses are expected, along with benefits from the abolition of the use of parallel systems for the two companies and savings in premises costs and joint supplies. The expected synergies shall contribute to the reduction in the unit cost, thus enhancing the group's competitiveness and ensuring sustainable growth.

More specifically, the business plan provides for the gradual consolidation of the administrative, commercial, financial and technical services. At the same time, each company shall preserve its distinct flying personnel and aircrafts, whereas both brands, AEGEAN and OLYMPIC AIR, shall be used separately. Under this structure, the fleet could be jointly utilized.

At the same time, network synergies shall be developed stemming from:

1. The increased domestic to international connectivity, resulting in better fleet management and higher load factors.
2. The complementarity of the fleets (Jet and Turboprop aircrafts) with the appropriate use and combination, depending on demand, destination and season, thus providing the opportunity for optimizing the network and the capacity offered.

**The synergies that will emerge are expected to result to multiple benefits for tourism, consumers and the country's economy**

Within a steady economic environment, obtaining a sufficient size and reducing unit costs will allow the Company to follow a course of growth and gradual expansion of its network from Athens as well as from regional bases, thus supporting local employment and Greece's tourism as well as offering more choices to consumers.

Additionally, the expected synergies and the reduction in unit costs will allow the offer of even more attractive fares and the full coverage of the country's domestic network.

### **2.3 Impact on the Company's Financials**

With regard to the fiscal year 2013, the acquisition is not expected to have any material impact on the parent company AEGEAN, given that the operating cash flows are expected to cover in full the needs for financing the acquisition consideration (1<sup>st</sup> installment), without any impact on the Company's borrowing and net equity position.

The acquired company shall be consolidated with the method of full consolidation as from the acquisition date, i.e. October 23<sup>rd</sup>, 2013. After having taken into account the financial operations from the fleet of 14 Bombardier aircraft, this will result in the contribution of approximately 10-15% to the consolidated turnover of the new group on an annualized basis and approximately 3% in 2013 (consolidation 23/10/2013-31/12/2013).

As far as the consolidated figures are concerned, the impact of the acquisition on equity will depend on the goodwill valuation, which is expected to be determined prior to the publication date of the annual financial statements for 2013. It should be noted, though, that the equity of the acquired company as at December 31<sup>st</sup>, 2012 amounted to €23.8m, whereas the total acquisition price was agreed at €72m. The equity of the acquiring company on June 30<sup>th</sup>, 2013 amounted to €170.6m.

The impact of the acquisition on the new group's borrowings is expected to be zero, since the acquired company is not expected to have any loan obligations as at the end of the year (31/12/2013), apart from the obligations deriving from the lease of 10 Q400 aircrafts.

OLYMPIC AIR had posted losses after taxes amounting to €8.6m in fiscal year 2012. The consolidation of the results of operations for OLYMPIC AIR for the period 23/10/2013-31/12/2013 is indeed expected to be negative, as the anticipated synergies will not have emerged during the aforementioned period of time, though it shall have no material impact at a consolidated level.

It is noted that the Auditors Report for fiscal year 2012 makes reference to OLYMPIC AIR's equity being less than ½ of its share capital and therefore the provisions of article 47 of Law 2190/1920 could apply. In addition, total short term liabilities exceed current assets, a fact which could potentially indicate the existence of uncertainty regarding the company's ability to continue as a going concern.

The company's new management has started to implement the new strategic planning, aiming at maximizing the benefits and synergies from the acquisition. These actions and more specifically the unification of management functions and systems provide the basis for sustainable growth going forward and are also expected to improve OLYMPIC AIR's financials. In any case, the financial support of OLYMPIC AIR, within a stable economic environment and provided a successful execution of the integration plan, is not expected to have a negative impact on listed company AEGEAN on a longer-term horizon.

In the long run and after the completion of the new business plan, the total revenue and cost synergies, which are described in chapter 2.2 of the present, are anticipated to amount to 3% to 4% of the consolidated turnover in a stable economic environment.

## **2.4 Presentation of the main risks faced by the Company**

The expected synergies and further sustainable growth prospects require a steady economic and political environment in the country.

Furthermore, what follows is a brief listing of the most important risks associated with the business activity of the Company and the industry.

### **Risks Associated with the Air Transport Market**

- The Company operates internationally in a very competitive market.



- Historically, airlines have high fixed expenses and low profit margins, making them more vulnerable to relatively small changes in the number of passengers or fares or the traffic composition.
- The profitability of airlines may be cyclical and adversely influenced by political and economic uncertainty.
- Capacity offered in the markets where the Company already operates or intends to operate may be significantly increased, resulting in aggravating consequences on the performance of certain specific routes.
- Airlines face risks related to the further increase in the price of jet fuel.
- Epidemics/pandemics may negatively influence air travel demand.
- Terrorist attacks or the threat of similar incidents and the requirement for increased security measures could lead to a drop in passenger traffic.
- The air transport market is extensively regulated and airlines cannot always pass the expenses related to the regulatory requirements over to their customers. Changes in the applicable legislation may adversely affect the expenses of airlines, their flexibility, their promotion strategy, their way of operation and their ability to expand.
- The Company's strategy with regard to the inauguration of new routes or the increase in the frequency in existing destinations may be limited by the availability of slots at the relevant airports.
- The Company's international expansion to destinations outside the EU depends on the availability of traffic rights.
- Airlines could be negatively affected by any changes in the regulatory framework on aircraft emissions, allocation rights or the fluctuation in the price of emission rights.
- Airlines depend on third-party providers of services and premises.
- Airline insurance could be extremely difficult or expensive, due to unforeseen incidents.
- Airport charges, Airport Traffic Control and taxes as well as other expenses beyond the Company's control, may rise.
- The Company's operation is extensively regulated at a national, European and international level and is subject to ownership and control limitations.

### **Risks Associated with the Company's Business Activity**

- The ability to implement the Company's growth strategy and the OLYMPIC AIR's integration business plan entail execution risks and may be influenced by a variety of factors beyond the Company's control.
- The competition that the Company faces may intensify.
- A significant part of the group's revenue is influenced by the Greek domestic market and, consequently, the Company depends on the country's economic recovery.
- The Company is affected by the purchasing power of the Greek consumer, which influences demand for both domestic and international travel. A further decrease in the disposable income is expected to negatively affect the Company.
- An important part of the Company's revenue depends on incoming tourism. Any events that have an adverse impact on the country's attractiveness as a destination are expected to have an adverse impact on the Company as well.
- The Company's operation and the success of its strategy depend to a great extent on the tapping of the opportunities offered by Athens International Airport (AIA) as a hub for the Company's international routes network.
- A significant part of the Company's expenses relate to airport charges. Any increases in airport charges are expected to have an adverse impact on the Company's results of operations, particularly amidst a weak economic environment.
- Any security breaches in the Company's website could discourage potential customers, have an adverse impact on its reputation and lead to the raising of claims against it.
- The supply of the Company's jet aircrafts and aircraft engines by just one aircraft manufacturer and just one aircraft engine manufacturer makes it vulnerable to problems related to aircrafts, their engines or their manufacturers respectively.
- A significant increase in the purchase value of aircrafts or less favorable conditions for aircraft leasing may negatively influence the Company's cost base.
- The Company's operating results are subject to seasonal fluctuations.
- In case of an accident or another incident involving its aircraft, the Company's reputation, business activity, economic status and operating results may suffer losses.

- The good relationships with the Company's employees are of a vital importance to the Company and its successful activities.
- The Company's operations may be disturbed by strikes and demonstration stoppages by third parties, such as the employees of civil aviation authorities, air traffic controllers, ground handlers and catering companies.
- The Company is dependent on uninterrupted operation of technology.
- A big part of the Company's expenses is paid in US Dollars, such as fuel, aircraft leases, distribution expenses, spare parts, maintenance expenses and insurance premiums for aircrafts, whereas it generates most of its revenues in Euros. However, despite the foreign exchange risk hedging policies, substantially adverse movements of the US Dollar could potentially have a material negative impact on the Company's business activity, financial status and operating result.
- The Company is exposed to interest rate fluctuations risk through its bank deposits and financing obligations, as well as through the aircraft finance leases agreed on a floating interest rate.
- The Company is exposed to risks stemming from fluctuations in oil prices.
- The Company is exposed to credit risk. In order to be protected against such risk, the Company monitors its trading receivables on a regular basis and, whenever necessary, assesses the insurance of the receivables collection, mainly through factoring. Under the current circumstances, though, credit risk has increased as compared to the past.
- The Company is exposed to potential liquidity risk. The Company manages the aforementioned risk by maintaining adequate cash available, liquid securities and sufficient credit lines both from banks and suppliers, depending on its operational, investment and financial needs.

### 3 Pre-existing Relationship between the companies

#### 3.1 Reference to the shareholder relationship between the companies (direct or indirect through affiliated companies)

Prior to the transaction dated October 23<sup>rd</sup> 2013, there was no shareholder relationship between the companies AEGEAN and OLYMPIC AIR, whether a direct one or an indirect through other affiliated companies.

On October 23<sup>rd</sup> 2013 AEGEAN became the sole shareholder and owner of 100% of the share capital of OLYMPIC AIR.

#### 3.2 Members of the BoD and executives shared by the two (2) companies

Prior to the acquisition, there were no common BoD members and executives between the two companies.

On October 23<sup>rd</sup> 2013 and following the formation of a new Board of Directors of OLYMPIC AIR, the common members of the Board of Directors and executives shared by the two companies are the following:

**Table 8: Members of the BoD and executives shared by the two (2) companies**

|                                                 | <b>OLYPIC AIR</b>                    | <b>AEGEAN</b>                        |
|-------------------------------------------------|--------------------------------------|--------------------------------------|
| Mr. Theodoros VASSILAKIS, son of Eftichios      | Chairman – Non-Executive Member      | Chairman – Executive Member          |
| Mr. Eftichios VASSILAKIS, son of Theodoros      | Vice-Chairman – Executive Member     | Vice-Chairman – Executive Member     |
| Mr. Dimitrios GEROGIANNIS, son of Christodoulos | Managing Director – Executive Member | Managing Director – Executive Member |
| Mr. Iosif MASTORANTONAKIS, son of Stylianos     | Executive Member of the BoD          | Director of Administration           |
| Mr. Michalis KOUVELIOTIS, son of Konstantinos   | Non-Executive Member of the BoD      | Director of Finance                  |

#### 3.3 Guarantees granted by the one company in favor of the other one. Economic agreements, collaborations and transactions between the acquiring and the acquired company

The trade agreements and relationships between the acquiring and the acquired company, that preexisted and were in force prior to the acquisition, are analyzed below.

The Company has concluded interline agreements with a number of airlines, among which OLYMPIC AIR. On the basis of such interline agreements an airline accepts passengers in its flights, whose tickets and travel documents have been issued by another airline.

Moreover, the acquiring and the acquired company have concluded agreements on the operating sublease of two Airbus A320 aircrafts. The duration of such agreements commences on 29/07/2013 and ends on 30/11/2014. In order to secure the terms of the agreements, the acquiring company has paid a security deposit amounting to €967,596.08.

### **3.4 The companies in which they jointly participate and the dependence among the affiliated companies at a group level**

There are no companies, in which they jointly participate. AEGEAN does not participate in any company other than OLYMPIC AIR. OLYMPIC AIR does not participate in any company's share capital.

## **4 Information on the Acquiring Company**

### **4.1 General Information**

The Company AEGEAN AIRLINES S.A. is a Joint-Stock Aviation Company with the distinctive title AEGEAN AIRLINES. Its international transactions are realized under the name AEGEAN AIRLINES S.A. The duration of the Company has been determined to last until 31/12/2044, whereas it may be renewed following a resolution of the General Meeting of the shareholders. The Company's seat is the Municipality of Kifissia, Attica (31 Viltanioti Street, P.C 145 64).

### **4.2 Brief description of business activities**

The Company operates in the field of air transport, by providing services concerning the transportation of passengers and cargo in the area of public air transport, both within and outside the Greek territory, through the operation of scheduled or chartered flights. At the same time, it provides services of aviation applications, technical support and aircraft ground support. The following indicative operations/activities fall within the Company's purposes:

- a. participation in any enterprise, whether domestic or foreign, pursuing a similar purpose
- b. the establishment of branches, agencies
- c. the import, trade, lease of aircrafts and spare parts.

The Company commenced its activities in the field of scheduled and chartered short-haul and medium-haul flights in 1999. In July 2007 it was listed in the Athens Exchange. As of June 30, 2010 AEGEAN is a member of the most powerful global airline alliance, STAR ALLIANCE. In 2013 the Company operated a fleet of 30 Airbus aircrafts with the annual passenger traffic expected at 6.5 million from 6.1 million in 2012.

The Company has been awarded by numerous international and local organizations and bodies, as an acknowledgment of the quality of the services it offers, its contribution to Greek tourism and passenger traffic growth.

### **4.3 Shareholders Structure**

With record date November 12<sup>th</sup>, 2013 the following shareholders owned a stake of more than 5% of the total voting rights in the Company: Mr. Theodoros VASSILAKIS

39.726% (29.231% directly and 10.495% through Autohellas S.A.), Alnesco Enterprices Company Limited 9.621%, Siana Enterprices Company Limited 9.621% and Mr. Achilleas KONSTANTAKOPOULOS 5.766%.

#### 4.4 Management

The Company's Board of Directors is presented below:

**Table 9: AEGEAN's Board of Directors**

| Name and surname                   | Capacity                            | Tenure start | Tenure end |
|------------------------------------|-------------------------------------|--------------|------------|
| 1. Mr. Theodoros VASSILAKIS        | Chairman, Executive member          | 14/06/2012   | 30/06/2015 |
| 2. Mr. Eftichios VASSILAKIS        | Vice- Chairman, Executive member    | 14/06/2012   | 30/06/2015 |
| 3. Mr. Dimitrios GEROGIANNIS       | Managing Director, Executive member | 14/06/2012   | 30/06/2015 |
| 4. Mr. Georgios VASSILAKIS         | Non-executive member                | 14/06/2012   | 30/06/2015 |
| 5. Mr. Iakovos GEORGANAS           | Non-executive member                | 14/06/2012   | 30/06/2015 |
| 6. Mr. Anastasios DAVID            | Non-executive member                | 14/06/2012   | 30/06/2015 |
| 7. Mr. Christos IOANNOU            | Non-executive member                | 14/06/2012   | 30/06/2015 |
| 8. Mr. Achilleas KONSTANTAKOPOULOS | Non-executive member                | 14/06/2012   | 30/06/2015 |
| 9. Mr. Panagiotis LASKARIDIS       | Non-executive member                | 14/06/2012   | 30/06/2015 |
| 10. Mr. Alexandros MAKRIDIS        | Independent non-executive member    | 14/06/2012   | 30/06/2015 |
| 11. Mr. Victor PISANTE             | Independent non-executive member    | 14/06/2012   | 30/06/2015 |
| 12. Mr. Markos TSAKTANIS           | Non-executive member                | 14/06/2012   | 30/06/2015 |

#### 4.5 History

##### 1988-1999

- Incorporation of the Company in 1988 as a limited liability company and conversion to a joint-stock company in 1995
- Acquisition by the Vassilakis family in 1994
- As from 1994 until the commencement of scheduled passenger flights in 1999, the Company was operating non-scheduled "air-taxi" flights

##### 1999

- Deregulation of the Greek domestic airline industry
- Commencement of scheduled passenger flights in May 1999 with new AVRO RJ-100 aircrafts and the participation of additional shareholders on its capital

- Acquisition of AIR GREECE S.A. in December 1999 and fleet increase reaching 9 aircrafts (4 new AVRO RJ 100 aircrafts, 3 ATR 72 aircrafts and 2 FOKKER-100 aircrafts). The Company took over the activity of the newly-acquired company, which suspended its operation and remained inactive until the completion of its sale in 2007.

- 10 domestic destinations during the first year of launching scheduled passenger flights

#### **2000**

- Achieve fleet homogeneity through the non-renewal of the lease for 2 FOKKER-100 aircrafts and their replacement by 2 AVRO RJ-100 aircrafts

- 11 domestic destinations with more than 80 daily flights

- Significant increase in passenger traffic from approximately 310 thousand passengers in 1999 to 1.5 million passengers in 2000

#### **2001**

- Merger with Cronus Airlines, a Greek carrier owned by the Laskaridis Group, which was operating exclusively with Boeing 737/300-400 aircrafts and was serving domestic routes and seven international routes

- Relocation from the airport in Elliniko to the state-of-the-art premises of Athens International Airport

#### **2002**

- Implementation of a restructuring plan through cost cutting and network streamlining, in order to face the adverse conditions prevailing in the airline industry, as a result of the economic recession and the September 11<sup>th</sup> events

- Steady passenger traffic to approximately 2.4 million passengers

#### **2003**

- Marginal profits for the first time after the launch of operations

- The first Greek airline Company introducing electronic booking and the issuance of tickets over the internet

- Commencement of flights from Athens to Milan

- Gradual increase of low-cost carriers' activity in competitive routes to Greece

- Non-renewal of the lease for three ATR-72 aircrafts, aiming at a homogeneous fleet



- Increase in passenger traffic from 2.5 million passengers in 2002 to 2.8 million passengers in 2003

#### **2004**

- The Company's fleet is comprised by exclusively 19 Jet aircrafts, i.e. 13 Boeing 737-300/400 aircrafts and 6 AVRO RJ-100 aircrafts
- Commencement of flights to Larnaca
- Increase in passenger traffic from 2.8 million passengers in 2003 to 3.6 million passengers in 2004

#### **2005**

- AEGEAN becomes the 'regional partner' of Lufthansa in Greece and constitutes the first Greek airline company that concludes a close cooperation with a globally-established air carrier
- In December 2005 the Company finalizes its irrevocable order for the purchase of 8 new Airbus A-320 aircrafts and the lease of 3 additional new Airbus A-320 aircrafts, with an option to purchase up to 12 additional aircrafts
- Increase in passenger traffic from 3.6 million passengers in 2004 to 4.0 million passengers in 2005

#### **2006**

- Increase in passenger traffic from 4.0 million passengers in 2005 to 4.45 million passengers in 2006

#### **2007**

- Commencement of Athens-Munich and Athens-Frankfurt routes
- Change in the order for the purchase and lease of Airbus aircrafts to a total of 25 aircrafts
- Delivery of the first 3 Airbus A-320 aircrafts
- Listing in the Athens Exchange
- Increase in passenger traffic from 4.5 million passengers in 2006 to 5.2 million passengers in 2007

#### **2008**

- Exercise of the option to lease two additional Airbus A-321 aircrafts - Change in the order for the purchase and lease of Airbus aircrafts to a total of 27 aircrafts

- Commencement of Athens-London, Athens-Paris, Athens-Düsseldorf routes
- Increase in passenger traffic to 6 million passengers, with AEGEAN becoming the largest air carrier in the Greek market

#### **2009**

- Acceptance for future accession to the global airline alliance STAR ALLIANCE
- Commencement of routes from Athens to Brussels, Berlin, Barcelona, Venice, Istanbul, Vienna and Madrid
- Increase in passenger traffic to 6.6 million passengers

#### **2010**

- The gradual exit of the Boeing 737-300/400 aircrafts from AEGEAN's fleet is completed
- Commencement of flights from Athens to Tel Aviv and from Thessaloniki to Moscow
- Return of 2 AVRO RJ100 aircrafts
- Entry to the airline alliance STAR ALLIANCE on June 30<sup>th</sup> 2010.
- Passenger traffic 6.2 million passengers

#### **2011**

- Homogeneous fleet of Airbus A320 family aircrafts as from May 2011 with the exit of the 4 AVRO RJ 100 aircrafts
- Commencement of flights from Athens to Moscow
- Significant increase in international flight operations from the regional airports of Greece and a respective increase in passenger traffic (+23% to/from Heraklion, +37% to/from Rhodes, +10% to/from Thessaloniki)
- Acquisition of three (3) slots at London Heathrow Airport and one (1) slot at Paris Charles de Gaulle Airport.
- Passenger traffic 6.5 million passengers

#### **2012**

- Strengthen international focus and presence in the main markets of Germany, France, Russia, Israel and Belgium
- International flights from 8 airports in Greece, as well as from Larnaca



- Commencement of flights to the Czech Republic, Hungary, Ukraine and Georgia
- Agreement between AEGEAN and MIG on the acquisition of OLYMPIC AIR
- Passenger traffic 6.1 million passengers

## **2013**

- AEGEAN was awarded at the SKYTRAX World Airline Awards as the best Regional Airline in Europe for the third consecutive time and for the 4<sup>th</sup> time in total
- Further expanding the international network from Athens, as well as from regional airports
- Passenger traffic 6.5 million passengers (estimate).

## **5 Information on the Acquired Company**

### **5.1 General Information**

The company OLYMPIC AIR is a Joint-Stock Aviation Company with the distinctive title OLYMPIC AIR and Registration Number 60016/04/B/06/93(2009). It was incorporated on 27/1/2006 and its statutory duration has been determined to end on 31/12/2055.

On 15/6/2009 the company was renamed from PANTHEON AIRWAYS to OLYMPIC AIR, in accordance with the resolution of the General Meeting of the shareholders, dated 4/6/2009, which was approved of by virtue of the decision No. 5304/15-6-2009 by the Prefecture of Eastern Attica.

On 18/05/2012 the company's seat was relocated to Athens International Airport, Building 57, Spata, Attica P.C. 19019 (Government Gazette No. 8452 09/08/2012). Until that date, the company's seat was at Athens International Airport, Building 53A, Spata, Attica P.C. 19019.

Apart from its headquarters, as at 31.12.2012 the company had 14 branches and 13 offices in Greece and 8 branches abroad.

### **5.2 Brief history of the acquired company**

The privatization of the State-owned Olympic group (OLYMPIC AIRLINES and OLYMPIC AIRWAYS SERVICES) in 2009 took place on the basis of the provisions of Law No. 3759/2009 and the approving decisions Nos. C (2009) 1824/10.3.2009 and E (2008) 5074/17.9.2008 by the European Commission, with regard to the issue of state aid.

The Hellenic Republic incorporated PANTHEON Airways for the flying operations, which was later renamed to OLYMPIC AIR.

Within the context of the provisions of the Law No. 3759/2009, on 23/03/2009 Marfin Investment Group signed the agreement on the Sale and Purchase of Shares between the Hellenic Republic and the Companies, Olympic Airlines S.A. and Pantheon Airways, concerning the acquisition of minimum assets of Olympic Airlines S.A. through Pantheon Airways. The company Olympic Airlines S.A. transferred the Minimum Assets of the flying operations (brand and slots) to Pantheon during a transitional period.

Following the ratification of such agreements by the Hellenic Parliament on 30/04/2009, Marfin Investment Group completed the acquisition of 49.00% of the share capital of the company PANTHEON AIRWAYS, which on 15/06/2009 was renamed to OLYMPIC AIR, in

consideration for the amount of € 30,529 thousand. On 30/09/2009 the acquisition of the remaining stake of 51% of the share capital of OLYMPIC AIR was completed, in consideration for the amount of € 31,847 thousand.

OLYMPIC AIR commenced its operations on September 29<sup>th</sup> 2009 with 200 daily flights to domestic and international destinations, as a full service airline company, with one of the youngest fleets in Europe, comprising seventeen (17) Airbus 319/320 aircrafts, nine (9) Dash 8/Q400 Bombardier aircrafts, five (5) Dash-8/100 Bombardier aircrafts and one (1) ATR-42 aircraft.

During the winter season of 2010, OLYMPIC AIR operated an average of 150 daily flights, whereas its operations during the summer season were increased to 250 daily flights.

As at the end of 2010, the fleet comprised fourteen (14) Airbus 319/320 aircrafts, ten (10) Dash 8/Q400 Bombardier aircrafts and five (5) Dash-8/100 Bombardier aircrafts. The one (1) ATR-42 aircraft exited the fleet in 2010.

In 2011 OLYMPIC AIR operated an average of 160 daily flights to 44 destinations, 32 domestic and 12 international. In the end of 2011 the network comprised 40 destinations, whereas the international destinations had been reduced to 8, within the context of the strategic readjustments of the network.

During the winter season of 2011, OLYMPIC AIR operated an average of 130 daily flights, whereas its operations during the summer season increased to almost 190 daily flights.

As at the end of 2011, the fleet comprised eight (8) Airbus 320/319 aircrafts, ten (10) Q400 Bombardier aircrafts and five (5) Dash 100 Bombardier aircrafts and one (1) ATR aircraft, i.e. a total of twenty four (24) aircrafts.

2012 was a particularly adverse year for domestic aviation market, since Greece was experiencing the most serious economic crisis in its contemporary history, with the repercussions of the collapse of economic activity being visible in passenger traffic.

OLYMPIC AIR continues to serve the majority of the remote and isolated destinations (public service routes), with flights to fifteen destinations, for which it owns the rights of exclusive operation until March 2016.

During the year, the company carried more than 2.9 million passengers in its network with almost 150 daily flights with an average load factor of 63%. In its domestic network,

OLYMPIC AIR carried 2.3 million passengers with an average load factor of 63% and 600 thousand international passengers with an average load factor of 63%.

As at the end of 2012, the fleet comprised five (5) Airbus 320/319 aircrafts, ten (10) Q400 Bombardier aircrafts and four (4) Dash 100 Bombardier aircrafts.

In October 2013 OLYMPIC AIR operated a fleet of 15 Aircraft: one (1) Airbus 319, ten (10) Q400 Bombardier and four (4) Dash 100 Bombardier.

### **5.3 Business Activities**

The purpose of the company is the operation of domestic and international, scheduled or chartered flights, carrying passengers and cargo and any freight of any nature in general, within as well as outside the EEA.

The following operations/activities fall under the company's purposes:

- Self-ground handling as well as providing ground handling services to third parties.
- The transport of domestic and international air mail.
- The provision of engines and aircraft maintenance services to third-parties, including the operation of a General Repairs Hangar.
- Travel agency services
- The purchase, lease and sale of aircrafts.
- The exercise of any other aviation, technical, trade, tourism operations and utilization, which are relevant to the aforementioned activities, indicatively including activities related to technical works and constructions, the operation of airports, IT and telecommunications systems, the provision of training services, including remote training, distance training and the organization of training classes with regard to issues related to the company's operations, as well as any other operation which may directly or indirectly serve the company's activities, including the purchase of any nature of hotels and tourist premises and the acquisition thereof in any other manner whatsoever, aiming at promoting airline passenger traffic and serving passengers.
- The participation in or the collaboration with any domestic or foreign enterprise having a similar purpose, aiming at pursuing its corporate purpose.

## 5.4 Shareholders Structure (Before and after the acquisition)

The sole Shareholder of the company that owned 100% of the paid-up share capital until 23/10/2013 was MARFIN INVESTMENT GROUP S.A.

Following the completion of the acquisition of 100% of the shares in OLYMPIC AIR on 23/10/2013, the new shareholder is Aegean Airlines S.A.

## 5.5 Board of Directors (Before and after the acquisition)

The members of the Board of Directors of OLYMPIC AIR prior to the acquisition dated October 23<sup>rd</sup> 2013 are shown in the following table.

**Table 10: Board of Directors of OLYMPIC AIR prior to the acquisition (23/10/2013)**

| Name and surname            | Capacity                                        |
|-----------------------------|-------------------------------------------------|
| Mr. Dionysios MALAMATINAS   | Chairman & Managing Director – Executive Member |
| Mr. Efthimios BOULOUTAS     | Vice- Chairman – Non-Executive Member           |
| Mr. Georgios EFSTRATIADIS   | Non-Executive Member                            |
| Mr. Christophe VIVIEN       | Executive Member                                |
| Mr. Ioannis ARTINOS         | Non-Executive Member                            |
| Mr. Konstantinos KLEITSAKIS | Executive Member                                |
| Mr. Georgios KOULOOURIS     | Executive Member                                |
| Mr. Fotios KARATZENIS       | Non-Executive Member                            |

Following the completion of the acquisition of 100% of the shares in OLYMPIC AIR by Aegean Airlines S.A. on October 23<sup>rd</sup> 2013, an Extraordinary General Meeting of the shareholders of OLYMPIC AIR was convened on that same day, which unanimously decided to revoke the existing members of the company's BoD and elect a new seven-member Board of Directors, which was formed into a body on that same day and assumed all the competencies and the responsibilities attached thereto, in accordance with the company's Articles of Association and the Law, as follows:

**Table 11: Board of Directors of OLYMPIC AIR after the acquisition on 23/10/2013**

| Name and surname                                | Capacity                             |
|-------------------------------------------------|--------------------------------------|
| Mr. Theodoros VASSILAKIS, son of Eftichios      | Chairman – Non-Executive Member      |
| Mr. Eftichios VASSILAKIS, son of Theodoros      | Vice- Chairman – Executive Member    |
| Mr. Dimitrios GEROGIANNIS, son of Christodoulos | Managing Director – Executive Member |
| Mr. Konstantinos KLEITSAKIS, son of Dimitrios   | Executive Member                     |
| Mr. Iosif MASTORANTONAKIS, son of Stylianos     | BoD Executive Member                 |
| Mr. Michalis KOUVELIOTIS, son of Konstantinos   | BoD Non-Executive Member             |
| Mr. Dionysios MALAMATINAS, son of Kontantinos   | Non-Executive Member                 |

## 5.6 Participation of the BoD members and the main shareholders in the Management and/or capital of other companies

AEGEAN AIRLINES S.A., the main and sole shareholder of OLYMPIC AIR, does not participate in the capital of other companies.

The participation of the BoD members in the Management and/or the capital of other companies are shown in the following tables.

**Table 12: Participations of Mr. Theodoros VASSILAKIS, son of Eftichios**

| Company                       | Management Participation        | Participation in share capital |
|-------------------------------|---------------------------------|--------------------------------|
| AEGEAN AIRLINES S.A.          | BoD Chairman – Executive Member | 29.23%                         |
| AUTOHELLAS S.A.               | BoD Chairman – Executive Member | 58.16%                         |
| TECHNOCAR S.A.                | BoD Chairman                    | 42.89%                         |
| VELMAR S.A.                   | BoD Chairman                    | 42.19%                         |
| VACAR S.A.                    | BoD Chairman                    | 50.23%                         |
| ALIMOS YACHTING SHIPPING S.A. | -                               | 68.33%                         |



**Table 13: Participations of Mr. Eftichios VASSILAKIS, son of Theodoros**

| Company              | Management Participation           | Participation in share capital |
|----------------------|------------------------------------|--------------------------------|
| AEGEAN AIRLINES S.A. | Vice- Chairman – Executive Member  | 1.38%                          |
| AUTOHELLAS S.A.      | Vice- Chairman & Managing Director | 4.45 %                         |
| TECHNOCAR S.A.       | BoD Executive Member               | 5.02 %                         |
| VAKAR S.A.           | BoD Executive Member               | 24.89 %                        |
| VELMAR S.A.          | BoD Executive Member               | 11.504 %                       |
| FOURLIS              | BoD Non-Executive Member           |                                |
| TITAN                | BoD Non-Executive Member           |                                |
| PIRAEUS BANK         | BoD Non-Executive Member           |                                |

Mr. D. Gerogiannis, Mr. I. Mastorantonakis and Mr. K. Kouveliotis do not participate in the share capital or the management of other companies apart from the management of AEGEAN, as described in Table 8. Furthermore, Mr. K. Kleitsakis does not participate in the management or the share capital of other companies apart from the management of OLYMPIC AIR.

Mr. Dionysios MALAMATINAS participation in management of other companies is presented below:

**Table 14: Participations of Mr. Dionysios MALAMATINAS, son of Konstantinos**

| Company                            | Management Participation |
|------------------------------------|--------------------------|
| SAXO BANK A/S (Copenhagen)         | BoD Chairman             |
| CELIO GROUP Ltd (Brussels)         | BoD member               |
| CLASSIC FINE FOODS Ltd (Singapore) | BoD member               |
| MIDOCEAN PARTNERS (New York)       | BoD member               |

## 5.7 Key financial highlights of the last three years

**Table 15: OLYMPIC AIR key financial highlights for 2010-2012 period**

| (amounts in ,000 €)                                | 2012           | 2011           | 2010           |
|----------------------------------------------------|----------------|----------------|----------------|
| <b>Balance Sheet</b>                               |                |                |                |
| Tangible assets                                    | 121,581        | 135,925        | 143,757        |
| Intangible assets                                  | 30,505         | 31,410         | 42,977         |
| Other non current assets                           | 4,714          | 8,188          | 8,539          |
| Current assets                                     | 72,083         | 122,221        | 114,237        |
| <b>Total assets</b>                                | <b>228,883</b> | <b>297,744</b> | <b>309,510</b> |
| Share capital                                      | 161,250        | 160,000        | 100,000        |
| Other (share premium, reserves, retained earnings) | -137,433       | -136,583       | -159,453       |
| <b>Total equity</b>                                | <b>23,817</b>  | <b>23,417</b>  | <b>-59,453</b> |
| Long-term borrowings                               | 112,100        | 80,666         | 85,768         |
| Short-term borrowings                              | 13,115         | 27,547         | 119,968        |
| Other liabilities                                  | 79,851         | 166,114        | 163,227        |
| <b>Total liabilities</b>                           | <b>205,066</b> | <b>274,327</b> | <b>368,963</b> |
| <b>Sales</b>                                       | <b>216,315</b> | <b>240,483</b> | <b>333,987</b> |
| <b>Gross result</b>                                | <b>2,053</b>   | <b>-21,133</b> | <b>-38,490</b> |
| <b>Profit/Loss before tax</b>                      | <b>-6,824</b>  | <b>-38,596</b> | <b>-79,648</b> |
| <b>Profit/Loss after tax</b>                       | <b>-8,607</b>  | <b>-37,599</b> | <b>-80,935</b> |

During the first year of its operation, the company generated sales of € 63,294 thousand (commercial activity for the last 3 months of the year) and losses after taxes amounting to € 81,577 thousand.

It should be noted that given the commencement of the operation on September 29<sup>th</sup> 2009, within six months from acquisition, the company had incurred the necessary startup expenses, amounting to € 22.9m during the period April – September 2009, in order to ensure the uninterrupted commencement of flight operations, the provision of high-quality services in terms of safety, on-time flight performance, as well as the passenger's friendly service and satisfaction.

During 2010 the company generated sales of €333,987 thousand and losses after taxes amounting to €80,935 thousand.

During 2011 the company reported sales of €240,483 thousand and losses after taxes amounting to €37,599 thousand. Management efforts to contain operating expenses, as well as to necessary network adjustments resulted in the losses containment, amidst a particularly adverse environment.

During 2012 the company generated sales of €216,315 thousand and losses amounting to € 8,607 thousand. The company's sales for 2012 fell by 10% versus the previous year, as a result of reduced flight activity. During 2012 7% less flights were operated in relation to 2011, whereas passenger traffic had a respective 14% drop, which was mainly caused by the suspension of non-profitable international routes.

The cost of services sold was reduced by 18% in relation to the respective period of the previous year. The total available seat kilometers (ASKs) were reduced by 28% as compared to 2011, due to network adjustments, as well as due to the gradual exit of the Airbus aircraft fleet.

With reference to post balance sheet events, OLYMPIC AIR had agreed a 36-month settlement on March 22, 2013, for overdue social contribution payments to IKA (Social Security Organization) for the months of November-December-Christmas bonus 2012 and January 2013. It is noted however that on October 30, 2013 the company fully paid the amounts due (€ 2,388,303.21).

Key financial highlights are presented below.

**Table 16: OLYMPIC AIR: Evolution of sales and profits 2009-2012**

| In thousand €                      | 2009 (Oct-Dec) | 2010    | 2011    | 2012    |
|------------------------------------|----------------|---------|---------|---------|
| <b>Sales</b>                       | 63,294         | 333,987 | 240,483 | 216,315 |
| <b>Other revenues</b>              | 4,684          | 32,047  | 44,829  | 55,598  |
| <b>Profits/Losses before Taxes</b> | -81,245        | -79,648 | -38,596 | -6,824  |
| <b>Profits/Losses after Taxes</b>  | -81,577        | -80,935 | -37,599 | -8,607  |

**Table 17: OLYMPIC AIR: Evolution of passenger traffic 2009-2012**

| Passengers           | 2009 (Oct-Dec)   | 2010             | 2011             | 2012             |
|----------------------|------------------|------------------|------------------|------------------|
| <b>Domestic</b>      | 661,601          | 2,951,941        | 2,577,649        | 2,278,998        |
| <b>International</b> | 347,091          | 1,432,263        | 786,388          | 627,134          |
| <b>Total</b>         | <b>1,008,692</b> | <b>4,384,204</b> | <b>3,364,037</b> | <b>2,906,132</b> |

**Table 18: OLYMPIC AIR: Fleet evolution 2009-2012**

| Fleet – end of year        | 2009 | 2010 | 2011 | 2012 |
|----------------------------|------|------|------|------|
| <b>Airbus 319/320</b>      | 17   | 14   | 8    | 5    |
| <b>Q400 BOMBARDIER</b>     | 9    | 10   | 10   | 10   |
| <b>DASH 100 BOMBARDIER</b> | 5    | 5    | 5    | 4    |
| <b>ATR</b>                 | 1    |      | 1    |      |

It is noted that the service of remote and isolated destinations (public service obligation routes, PSO) constitutes a significant part of the company's activity. Following the conduct of relevant tenders, the Hellenic Civil Aviation Authority awarded the operation of flights to 15 remote and isolated destinations (public service obligation routes, PSO) to OLYMPIC AIR for 4 years, starting from 01/04/2012. The fifteen PSO routes in total to remote and isolated destinations operated by the company, are the following:

1. Athens – Syros
2. Athens – Zakynthos
3. Athens – Astypalaia
4. Athens – Leros
5. Athens – Milos
6. Rhodes – Karpathos – Kasos – Siteia
7. Athens – Naxos
8. Rhodes – Kastelorizo
9. Athens – Skiathos
10. Athens – Ikaria
11. Athens – Kythira
12. Athens – Karpathos
13. Athens – Paros
14. Rhodes – Kos – Kalymnos – Leros – Astypalaia
15. Athens – Kalymnos

## **5.8 Asset structure and financial position**

### **5.8.1 Tangible Assets**

As at 31/12/2012 the Tangible Assets amounted to €121,581 thousand, out of which the amount of €117,742 thousand concerns the leasing of ten (10) aircrafts, whereas the remaining amount of €3,839 thousand refers to the depreciable value of investments in Furniture and other equipment (€2,275 thousand), Buildings and premises (€1,214

thousand) and Vehicles and Machinery (€340 thousand). Those mentioned above are shown in more detail in the following table:

**Table 19: OLYMPIC AIR – Tangible Assets as at 31/12/2012**

| Amounts in € 000                       | Aircrafts      | Buildings and premises | Machinery  | Vehicles   | Furniture and other equipment | Total          |
|----------------------------------------|----------------|------------------------|------------|------------|-------------------------------|----------------|
| Book Value as at 1/1/2012              | 140,366        | 652                    | 0          | 219        | 4,153                         | 145,390        |
| Accumulated Amortization               | -7,631         | -188                   | 0          | -66        | -1,580                        | -9,465         |
| Net Book Value as at 1/1/2012          | <b>132,735</b> | <b>464</b>             | <b>0</b>   | <b>153</b> | <b>2,573</b>                  | <b>135,925</b> |
| Additions                              | 0              | 1,295                  | 243        | 0          | 529                           | 2,067          |
| Sales / disposals                      | 0              | -222                   | 0          | -8         | -155                          | -385           |
| Impairment losses                      | -5,769         | -419                   | 0          | 0          | 0                             | -6,188         |
| Amortizations                          | -9,224         | -139                   | -8         | -32        | -766                          | -10,169        |
| Amortizations of sold / disposed items | 0              | 235                    | 0          | 2          | 94                            | 331            |
| Book Value as at 31/12/2012            | 134,597        | 1,306                  | 243        | 211        | 4,527                         | 140,884        |
| Accumulated Amortization               | -16,855        | -92                    | -8         | -96        | -2,252                        | -19,303        |
| Net Book Value as at 31/12/2012        | <b>117,742</b> | <b>1,214</b>           | <b>235</b> | <b>115</b> | <b>2,275</b>                  | <b>121,581</b> |

It is noted that on 28/06/2012 the Company amended the existing leasing agreements concerning ten (10) aircrafts, which it had concluded with MIG Aviation 3 and MIG Aviation (UK), whose owner, after their acquisition, became NAC Aviation.

### 5.8.2 Intangible Assets

As at 31/12/2012 the intangible assets amounted to € 30,505 thousand, out of which the amount of € 28,288 thousand concerns the depreciable value of the Trademarks and the amount of €2,217 thousand concerns Software and other items. Those mentioned above are shown in more detail in the following table:

**Table 20: OLYMPIC AIR – Intangible Assets as at 31/12/2012**

|                                                      | Trademarks    | Software     | Other      | Total         |
|------------------------------------------------------|---------------|--------------|------------|---------------|
| Book Value as at 1/1/2012                            | 30,700        | 4,082        | 224        | 35,006        |
| Accumulated Amortization                             | -1,754        | -1,842       | 0          | -3,596        |
| Net Book Value as at 1/1/2012                        | <b>28,946</b> | <b>2,240</b> | <b>224</b> | <b>31,410</b> |
| Additions                                            | 0             | 237          | 591        | 828           |
| Reclassification Adjustments                         | 0             | 142          | -142       | 0             |
| Impairment losses acknowledged in Profits and Losses | 0             | 0            | -74        | -74           |
| Amortizations                                        | -658          | -1,001       | 0          | -1,659        |
| Book Value as at 31/12/2012                          | 30,700        | 4,461        | 599        | 35,760        |
| Accumulated Amortization                             | -2,412        | -2,843       | 0          | -5,255        |
| Net Book Value as at 31/12/2012                      | <b>28,288</b> | <b>1,618</b> | <b>599</b> | <b>30,505</b> |

The trademark concerns the exclusive right to use the trade name “Olympic”, the logo and the registered trademarks of Olympic, as mentioned in detail in the privatization Law No. N.3759/2009. Such trademarks are valued at the acquisition cost, minus the accumulated amortizations and any accumulated impairment loss. Such trademarks have a limited life period, spanning through the statutory duration of the Company, i.e. until 2055.

Other items concern slots, i.e. the period of time granted at an airport to an airline for the take-off or landing of a specific flight, which are necessary especially in specific congested airports. Such rights do not have a specified working life period and are reviewed by the Company at least on a yearly basis or even when there is impairment indication, in accordance with the provisions of IAS 36. Their value was determined on the basis of their use value, which shall not return any future benefits to the company, due to the change in its flight operations and the focus on the markets of Southeastern Europe.

Furthermore, the licenses to use the new software installed by the Company in order to monitor the ticket sales are also included in the additions of the other items.

### **5.8.3 Derivative Financial Instruments**

The company executes derivative transactions, as far as currency forwards, currency options and fuel options are concerned. The fair values of the derivative financial products and fuel derivatives are based on a marked-to-market valuation and are confirmed by the financial institution, with which the relevant agreements have been concluded.

As at December 31<sup>st</sup> 2012, the company had open positions in currency options, for the partial hedging against foreign exchange risk due to the fluctuation in the Euros/US Dollar rate, amounting to 5.7% of the total anticipated exposure for the year (2011: 52%)

#### **- Foreign exchange futures**

Such contracts are used as means for hedging cash flows against the risk from the changes in the US Dollar exchange rate, thus avoiding the increase in the value of obligations through the safeguarding of fixed exchange rates.

As at 31/12/2012, the Company had no open positions in futures (2011: €65,963 thousand).

Out of the positions in derivatives that expired during 2012 a profit of €5,695 thousand (2011: loss of €3,493 thousand) was realized, which was proportionally allocated to the cost of sold services, and more specifically €3,191 thousand for fuel costs, €1,939 thousand for rents and €565 thousand for aircraft maintenance.

- Currency options

Such contracts are used as means for hedging cash flows against the risk from the changes in the US Dollar exchange rate, thus avoiding the increase in the value of obligations through the safeguarding of fixed exchange rates.

The nominal amount of the open positions in futures as at 31/12/2012 amounted to 10,232 thousand Euros (2011: 0 thousand Euros).

The changes in the fair value of the hedging means are recognized in equity as "Fair value reserves".

The profits and losses from currency options, which have been recognized in the equity's fair value reserves as at 31/12/2012 amount to €2 thousand and €19 thousand respectively, before the deduction of the deferred tax, and will be carried forward to the results of operations of the fiscal years, in which the transactions concerning the hedging were realized.

Out of the positions that were settled during 2012, a loss of €191 thousand was realized, which was proportionally allocated to the hedging obligation, and more specifically the amount of €77 thousand for fuel costs, the amount of €76 thousand for rents and the amount of €38 thousand for aircraft maintenance.

- Fuel options

As at 31/12/2012 there were no gains or losses from foreign currency fuel options recognized in the equity's fair value reserves (2011: profits of €659 thousand) (2011: losses of €1,020 thousand) respectively, before the deduction of the deferred tax.

Out of the positions in derivatives that closed during 2012 a profit of €2 thousand was realized (2011: profit of €6,608 thousand), which was carried forward to fuel costs in the P&L account.

With regard to the conversion of the value of the open derivatives contracts in Euros, the Dollar/Euro exchange rate as at 31/12/2012 was used (1.3194), as determined by the European Central Bank (2011: 1.2939).

### 5.8.4 Equity

The total equity as at 31/12/2012 amounted to €23,817 thousand, out of which the Retained Profits/Losses amounted to losses of €148,817 thousand.

### 5.8.5 Loan Obligations

Short-term loan obligations of OLYMPIC AIR as at 31/12/2012 amounted to €13,115 thousand, out of which the amount of €4,000 thousand concerns loans granted by the previous shareholder Marfin Investment Group, whereas the amount of €9,115 thousand concerns the short-term obligations stemming from the leasing of ten (10) aircrafts.

The long-term loan obligations, amounting to €112,100 thousand, concern exclusively the obligations stemming from the leasing of the ten (10) aircrafts.

It is noted that the amount of loans granted by Marfin Investment Group (balance of €6.5m as of 31/10/2013) is expected to be fully repaid by 23/11/2013.

### 5.8.6 Cash

The cash and cash equivalents of the company include the following:

**Table 21: OLYMPIC AIR – Cash as at 31/12/2012**

| Amounts in € '000                        |            |            |
|------------------------------------------|------------|------------|
|                                          | 31/12/2012 | 31/12/2011 |
| -                                        |            |            |
| Petty cash                               | 7          | 231        |
| Cash at bank                             | 2,746      | 1,886      |
| Short-term time deposits at bank         | 3,500      | 26,507     |
| Short-term blocked time deposits at bank | 18,553     | 22,141     |
| Blocked deposits                         | 0          | 68         |
| Total of Cash and cash equivalents       | 24,806     | 50,833     |

Blocked deposits are analyzed as follows:

**Table 22: OLYMPIC AIR – Blocked Deposits as at 31/12/2012**

|                       | 31/12/2012 | 31/12/2011 |
|-----------------------|------------|------------|
| Blocked deposits      |            |            |
| Letters of Guarantees | 18,114     | 20,466     |
| Leasing               | 84         | 158        |
| Hedging               | 355        | 1,585      |
|                       | 18,553     | 22,209     |



### 5.8.7 Share Capital

The Company's share capital is analyzed below:

**Table 23: OLYMPIC AIR – Share Capital as at 31/12/2012**

| Amounts in € '000                |                  |               |                          |               |
|----------------------------------|------------------|---------------|--------------------------|---------------|
|                                  | Number of shares | Nominal value | Value of ordinary shares | Share Premium |
| Opening balance as at 1/1/2012   | 1,600,000        | 0.10          | 160,000                  | 0             |
| <b>Issuance of New Shares</b>    |                  |               |                          |               |
| - Ordinary                       | 12,500           | 0.10          | 1,250                    | 11,250        |
| Closing balance as at 31/12/2012 | 1,612,500        | 0.10          | 161,250                  | 11,250        |

| Amounts in € '000                                                                  |                  |               |                          |               |
|------------------------------------------------------------------------------------|------------------|---------------|--------------------------|---------------|
|                                                                                    | Number of shares | Nominal value | Value of ordinary shares | Share Premium |
| Opening balance as at 1/1/2011                                                     | 1,000,000        | 0.10          | 100,000                  | 0             |
| - Ordinary                                                                         | 1,200,000        | 0.10          | 120,000                  | 0             |
| Decrease in share capital by means of offsetting losses from previous fiscal years | -600,000         |               | (60,000)                 | 0             |
| Closing balance as at 31/12/2011                                                   | 1,600,000        | 0.10          | 160,000                  | 0             |

On June 27<sup>th</sup> 2012 the increase in the share capital of OLYMPIC AIR, amounting to twelve million five hundred thousand Euros (€12,500 thousand) was fully covered by Marfin Investment Group. The share capital was increased by €1,250 thousand, by means of issuing 12,500 new registered shares of a nominal value of €100 each, which were offered at a price exceeding the nominal value, amounting to €1,000 per share. The share premium received from the offering of the shares at a price exceeding the nominal value, amounting to €11,250 thousand, was credited to the account "Share premium reserve".

Hence, the share capital of the Company amounts to €161,250 thousand and is divided into 1,612,500 ordinary registered shares of a nominal value of €100 each and an offer price exceeding the nominal value, amounting to €1,000 per share. The aforementioned capital injection was used to repay the company's bank borrowing.

On July 16<sup>th</sup> 2012 the BoD ratified the aforementioned change in the share capital.

The expenses of the increase amounted to 14 thousand Euros and were directly recognized in equity.

## 6 OLYMPIC AIR: Summary Financial Data and Information for the period from 1 January 2012 to 31 December 2012<sup>1</sup>

| <p style="text-align: center;"><b>OLYMPIC AIR S.A.</b><br/> <b>Societe Anonyme Reg. No. 60016/04/8/06/93 (2009)</b><br/> <b>SUMMARY FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM 1 JANUARY 2012 TO 31 DECEMBER 2012</b><br/> <b>According to the Law 2190/20 art. 135 for Companies publishing their Annual Consolidated and Non Consolidated Financial Statements in accordance to the International Accounting Standards</b></p>                                                                                                                                                           |                |                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>The following data and information aim at providing a general overview of the financial status and results of OLYMPIC AIR S.A. Consequently, it is recommended to the reader, before any investment decision and transaction with the Company, to refer to the Website (www.marfininvestmentgroup.com) where the financial statements as well as the Auditor's report are posted. (Amounts in thousand €)</p>                                                                                                                                                                                   |                |                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <p><b>Company Information</b><br/> Address of head offices: Building 57, Spata Attica, PC 19019<br/> Societe Anonyme Reg. No. 60016/04/8/06/93 (2009)<br/> Relevant Prefecture: Region of Attica, General Development Administration, Administration of Regional Development, East Attica Region, Department of S.A.<br/> Financial Statements approval date: 28 March 2013<br/> Certified Auditor: Marios Lasanianos (SOEL 25101)<br/> Audit firm: Grant Thornton<br/> Type of Auditors' Audit Report: Unqualified (emphasis of a matter)<br/> Website address: www.marfininvestmentgroup.com</p> |                | <p><b>Σύνθεση Διοικητικού Συμβουλίου:</b><br/> MALAMATINAS Dionysios Chairman &amp; Managing Director<br/> BOULOUTAS Efthimios Vice-Chairman<br/> EFTSIRATIDAKIS Georgios Director<br/> SOUWATZOGLOU Areli Director<br/> KARATZENIS Fotios Director<br/> ARTINOS Ioannis Director<br/> KLEITSAKIS Konstantinos Director<br/> KOULOURLIS Georgios Director<br/> LOS Konstantinos Director</p> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Statement of Financial Position Amounts in € '000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                | Income Statement Amounts in € '000                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 31/12/2012     | 31/12/2011                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>ASSETS</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                |                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Tangible assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 121,581        | 135,925                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Intangible assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 30,505         | 31,410                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Other non current assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 4,714          | 8,188                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Inventories                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 5,380          | 5,374                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Trade and other receivables                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 22,764         | 44,509                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Other current assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 43,939         | 72,338                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Total Assets</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | <b>228,883</b> | <b>297,744</b>                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>EQUITY AND LIABILITIES</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                |                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Share capital                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 161,250        | 160,000                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Other                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | -137,433       | -136,583                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Total Equity (a)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | <b>23,817</b>  | <b>23,417</b>                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Long-term borrowings                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 112,100        | 80,666                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Provisions/Other long-term liabilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 10,749         | 64,148                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Short-term debt                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 13,115         | 27,547                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Other current liabilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 69,102         | 101,966                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Total liabilities (b)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>205,066</b> | <b>274,327</b>                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Total Equity and Liabilities (a+b)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | <b>228,883</b> | <b>297,744</b>                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Statement of Changes in Equity in € '000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                | Additional Data and Information                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 31/12/2012     | 31/12/2011                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Equity balance at the year's beginning (1/1/2012 & 1/1/2011 respectively)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 23,417         | -59,453                                                                                                                                                                                                                                                                                                                                                                                      | 1. Auditor's emphasis refers to the fact that the Total Equity of the Company is less than 1% of the share capital and there are conditions for application of Article 47 of Codified Law 2190/1920. In addition, total short term liabilities exceed current assets, a fact which could potentially indicate that the company may not be able to meet its contractual obligations. Consequently, the shareholders will have to decide in the next General Meeting to take measures to the financial support of the Company, a condition which has been considered in the preparation of the attached Financial Statements. As outlined in note 3.33, management estimates that it would not face problems in refinancing its borrowings and will continue as a going concern. |
| Increase/Decrease of share capital                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 12,500         | 120,000                                                                                                                                                                                                                                                                                                                                                                                      | 2. Unaudited fiscal years are mentioned in note 3.54 of the company's Financial Report                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Share capital increase expenses                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | -14            | -1,320                                                                                                                                                                                                                                                                                                                                                                                       | 3. Investments in tangible and intangible assets for fiscal year 2012 amounted to €2,067 and €828 thousand, respectively. Respective amounts for fiscal year 2011 amounted to €259 thousand and €832 thousand.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| Deferred tax                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 0              | 264                                                                                                                                                                                                                                                                                                                                                                                          | 4. Total headcount at the end of year amounted to 733 from 939 on 31/12/2011.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Total comprehensive income after tax                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | -12,086        | -36,074                                                                                                                                                                                                                                                                                                                                                                                      | 5. The company has provisioned €759 thousand for bad debts or litigation or other arbitration proceedings as outlined in paragraphs 3.53 of the Financial Report. Apart from these, there are no other cases deemed to have a material impact on the company's financial position.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| <b>Balance as of end of period (31/12/2012 &amp; 31/12/2011 respectively)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>23,817</b>  | <b>23,417</b>                                                                                                                                                                                                                                                                                                                                                                                | 6. The company has provisioned an amount of €2,564 thousand for doubtful receivables and other provisions of €5,758 thousand as outlined on notes 3.30 and 3.42 of the company's Financial Report.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Statement of Cash Flows in € '000 - INDIRECT METHOD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                |                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 31/12/2012     | 31/12/2011                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Cash flows from operating activities</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                |                                                                                                                                                                                                                                                                                                                                                                                              | 7. The company is fully consolidated by MKS, its sole shareholder, based in Greece                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Profit (loss) before taxation from continuing operation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | -6,824         | -38,596                                                                                                                                                                                                                                                                                                                                                                                      | 8. Share capital amounts to €161,250 thousand, divided into 1,612,500 registered shares of nominal value €100 each.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Adjustments for:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                |                                                                                                                                                                                                                                                                                                                                                                                              | 9. The Company does not hold treasury shares.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Depreciation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 11,828         | 9,621                                                                                                                                                                                                                                                                                                                                                                                        | 10. Amounts in € thousand, as in the Financial Report. Any differences are attributed to rounding.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Foreign Exchange gains/losses                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | -1,907         | 3,238                                                                                                                                                                                                                                                                                                                                                                                        | 11. The amount of €-3,479 thousand of other Comprehensive Income refers to cash flow hedging.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Provisions                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | -1,725         | 442                                                                                                                                                                                                                                                                                                                                                                                          | 12. There has not been a discontinuation of operations.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Interest and similar expenses                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 9,549          | 11,082                                                                                                                                                                                                                                                                                                                                                                                       | 13. The company has adopted the same accounting principles as in the previous fiscal year. There have not been changes in accounting policies, estimations or correction of accounting mistakes in the Financial Report.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Interest and similar income                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | -987           | -864                                                                                                                                                                                                                                                                                                                                                                                         | 14. For comparison purposes, the company reclassified certain items without any impact on its total assets, results and equity. Reclassifications are presented in note 3.59 of the Financial Report.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Impairment of assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 449            | 0                                                                                                                                                                                                                                                                                                                                                                                            | 15. Related parties transactions in the context of IAS 24 as presented below:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| (Profit) loss on sale of property, plant and equipment                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 43             | -11,165                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| (Increase) / Decrease in inventories                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | -317           | -723                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| (Increase)/Decrease in trade receivables                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 21,395         | -1,084                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| (Increase)/Decrease in other receivables                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 110            | -3,746                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Increase / (Decrease) in liabilities (excluding banks)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | -35,034        | 4,701                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Minus:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                |                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Interest paid                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | -7,630         | -12,051                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Net Cash flows operating activities (a)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <b>-11,050</b> | <b>-39,145</b>                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Cash flows from investing activities</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                |                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Purchase of tangible assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | -2,067         | -259                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Purchase of intangible assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | -828           | -832                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale of tangible assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 0              | 4                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Sale of intangible assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 0              | 22,030                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Interest received                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 987            | 864                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Subsidies received                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 0              | 0                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Net Cash flow from investing activities (b)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <b>-1,908</b>  | <b>21,807</b>                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Cash flow from financing activities</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                |                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Proceeds from issuance of ordinary shares (minus expenses)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 12,486         | 118,680                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Payment of finance lease liabilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | -7,750         | -5,682                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Loans received                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 16,000         | 61,500                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Loans paid                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | -33,000        | -155,883                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Net Cash flow financing activities (c)</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>-12,264</b> | <b>18,615</b>                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Net (decrease) / increase in cash and cash equivalents (a)+(b)+(c)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | -25,222        | 1,277                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Cash and cash equivalents at beginning of the period                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 50,833         | 49,556                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Foreign Exchange differences on cash and cash equivalent from continuing operations                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | -805           | 0                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| <b>Net cash and cash equivalents at the end of the period</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>24,806</b>  | <b>50,833</b>                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

| Amounts in € '000                          | 31.12.2012 |
|--------------------------------------------|------------|
| Revenue                                    | 301        |
| Expenses                                   | 36,610     |
| Receivables                                | 582        |
| Payables                                   | 10,469     |
| Management's transactions and remuneration | 3,078      |
| Receivables / Management advance payments  | 0          |
| Payables to management                     | 0          |
| Commitments                                | 1,897      |

Spata Artemidos, 28 March 2013

Chairman &amp; Managing Director

CFO

Chief Accountant

MALAMATINAS Dionysios  
Pass n. AA056727/2006KLEITSAKIS Konstantinos  
A.A.T. : 193399TZANOGLIOU Nikolaos  
A.A.T. AE 578851  
A' TASH 19863

<sup>1</sup> Translation from Greek as provided by AEGEAN

## **6.1 OLYMPIC AIR: Independent's Auditor Report (FY 2012)<sup>2</sup>**

To the Shareholders of OLYMPIC AIR S.A.

### **Financial Statements Report**

We have audited the attached financial statements of OLYMPIC AIR S.A., which comprise the statement of financial position as at December 31, 2012 and the statements of comprehensive income, changes in equity and cash flows for the fiscal year that ended on this date, and a summary of significant accounting principles and methods along with other explanatory information.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards as adopted by the European Union, and for such internal control as management determines is necessary to ensure the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Auditing Standards. These standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of risks of material misstatement in the financial statements, whether due to fraud or error. When making those risk assessments, the auditor checks the internal control relevant to the preparation and fair presentation of the Company's financial statements in order to create audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's. An audit also includes evaluating the appropriateness of accounting principles and methods used and the reasonableness of the estimations, made by the Management, as well as evaluating the overall financial statement presentation.

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<sup>2</sup> Translation from Greek as provided by AEGEAN

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the attached financial statements present fairly, in all material respects, the financial position of the Company OLYMPIC AIR S.A. at December 31<sup>st</sup> 2012 and its financial performance and its cash flows for the fiscal year that ended on this date in accordance with International Financial Reporting Standards as adopted by the European Union.

### **Emphasis on the Issue**

We draw your attention to Section 3.33 of the financial statements, which describes the issue that the Total Equity of the Company is less than ½ of the share capital and there are conditions for application of Article 47 of Codified Law 2190/1920. Furthermore, the total value of the Company's short-term liabilities exceeds the total value of its current assets which possibly indicates the existence of uncertainty regarding the company's ability to continue as a going concern. Consequently, the shareholders will have to decide in the next General Meeting to take measures to the financial support of the Company, a condition which has been considered in the preparation of the attached Financial Statements. As stated in the Explanatory Section 3.33, the Management has planned to take the appropriate measures to improve its financial position and the smooth continuation of its activities.

In our opinion there is no reservation in relation to this issue.

### **Report on Other Legal and Regulatory Issues**

We verified the agreement and correspondence of the content of the Management Report of the Board of Directors with the attached financial statements in the context of the provisions of articles 43a and 37 of Codified Law 2190/1920.

Athens, March 29, 2013

The Certified Accountant

Marios Lasanianos

Registry No. of the Greek Institute of Certified Accountant 25101



Ορκωτοί Ελεγκτές Σύμβουλοι Επιχειρήσεων  
Ζεφύρου 56, 17564 Παλαιό Φάληρο  
Α.Μ. ΣΟΕ/Α 127



## **7.1 OLYMPIC AIR: Independent Auditor's report (FY 2011)**<sup>4</sup>

To the Shareholders of OLYMPIC AIR S.A.

### **Financial Statements Report**

We have audited the attached financial statements of OLYMPIC AIR S.A., which comprise the statement of financial position as at December 31, 2011 and the statements of income and comprehensive income, changes in equity and cash flows for the fiscal year that ended on this date, and a summary of significant accounting principles and methods along with other explanatory information.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards as adopted by the European Union, and for such internal control as management determines is necessary to ensure the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Auditing Standards. These standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of risks of material misstatement in the financial statements, whether due to fraud or error. When making those risk assessments, the auditor checks the internal control relevant to the preparation and fair presentation of the Company's financial statements in order to create audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's. An audit also includes evaluating the appropriateness of accounting principles and methods used and the reasonableness of the estimations, made by the Management, as well as evaluating the overall financial statement presentation.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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<sup>4</sup> Translation from Greek as provided by AEGEAN

**Opinion**

In our opinion, the attached financial statements present fairly, in all material respects, the financial position of the Company OLYMPIC AIR S.A. at December 31<sup>st</sup> 2011 and its financial performance and its cash flows for the fiscal year that ended on this date in accordance with International Financial Reporting Standards as adopted by the European Union.

**Emphasis on the Issue**

We draw your attention to Section 3.33 of the financial statements, which describes the issue that the Total Equity of the Company is less than ½ of the share capital and there are conditions for application of Article 47 of Codified Law 2190/1920. Consequently, the shareholders will have to decide in the next General Meeting to take measures to the financial support of the Company, a condition which has been considered in the preparation of the attached Financial Statements. Management's assessment that the Company will not face problems with refinancing its bank borrowings and the seamless continuation of its activity. In our opinion there is no reservation in relation to this issue.

**Report on Other Legal and Regulatory Issues**

We verified the agreement and correspondence of the content of the Management Report of the Board of Directors with the attached financial statements in the context of the provisions of articles 43a and 37 of Codified Law 2190/1920.

Athens, March 29, 2012  
The Certified Accountant

Marios Lasanianos  
Registry No. of the Greek Institute of Certified Accountant 25101



## 8. OLYMPIC AIR: Summary Financial Data and Information for the period from 1 January 2010 to 31 December 2010<sup>5</sup>

### OLYMPIC AIR SA

Societe Anonyme Reg. No. 60016/04/B06/93 (2009)

SUMMARY FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM 1 JANUARY 2010 TO 31 DECEMBER 2010

(According to the Law 2190/20 art. 135 for Companies publishing their Annual Consolidated and Non Consolidated Financial Statements in accordance to the International Accounting Standards)

The following data and information aim at providing a general overview of the financial status and results of OLYMPIC AIR S.A. Consequently, it is recommended to the reader, before any investment decision and transaction with the Company, to refer to the Company's Website (www.marfinvestmentgroup.com) where the financial statements are posted. (Amounts in thousand €)

#### Company information

Address of head offices: 1st km Varis Koropiou ave &amp; Ifaistou, Koropi

Societe Anonyme Reg. No. 60016/04/B06/93 (2009)

Supervising Authority: Ministry of Economy, Competitiveness and Shipping, SA and credit administration

Financial Statements approval date: 22 March 2011

Certified Auditor: Marios Lasanianos (SOEL 25101)

Audit firm: Grant Thornton

Type of Auditors' Audit Report : Unqualified (emphasis of a matter)

Website address: www.marfinvestmentgroup.com

#### Board of Directors

Chairman

Ioannis Karakadas

Vice Chairman

Andreas Vgenopoulos

Managing Director

Athanasios Paschalis

Deputy Managing Director

Georgios Efstratiadis

Director

Areti Souvatzoglou

Director

Petros Vettas

Director

Fotios Karatzenis

Director

Ioannis Artinos

Director

Konstantinos Klitsakis

Director

Georgios Koulouris

Director

Markos Foros

#### Statement of Financial Position Amounts in € '000

|                             | 31/12/2010     | 31/12/2009     |
|-----------------------------|----------------|----------------|
| <b>ASSETS</b>               |                |                |
| Non-Current Assets          |                |                |
| Tangible assets             | 143,757        | 4,314          |
| Intangible assets           | 42,977         | 47,580         |
| Other non current assets    | 8,539          | 34,457         |
| Inventories                 | 4,651          | 1,154          |
| Trade and other receivables | 44,290         | 32,480         |
| Other current assets        | 65,296         | 31,794         |
| <b>Total Assets</b>         | <b>309,510</b> | <b>151,779</b> |

#### EQUITY AND LIABILITIES

|                                        |                |                |
|----------------------------------------|----------------|----------------|
| Share capital                          | 100,000        | 100,000        |
| Other                                  | -159,453       | -81,289        |
| <b>Total Equity</b>                    | <b>-59,453</b> | <b>18,711</b>  |
| Long-term borrowings                   | 85,768         | 157            |
| Provisions/Other long-term liabilities | 51,638         | 1,723          |
| Short-term debt                        | 119,968        | 29,526         |
| Other current liabilities              | 111,589        | 101,662        |
| <b>Total liabilities</b>               | <b>368,963</b> | <b>133,068</b> |
| <b>Total Equity and Liabilities</b>    | <b>309,510</b> | <b>151,779</b> |

#### Statement of Changes in Equity in € '000

|                                                                               | 31/12/2010     | 31/12/2009    |
|-------------------------------------------------------------------------------|----------------|---------------|
| Equity balance at the year's beginning (1.1.2010 & 1.1.2009 respectively)     | 18,711         | 61,520        |
| Increase/Decrease of share capital                                            | 0              | 40,000        |
| Profit / (loss) after tax                                                     | -78,164        | -82,408       |
| Distributed dividends                                                         | 0              | 0             |
| Share capital increase expenses                                               | 0              | -400          |
| <b>Balance as of end of period (31.12.2010 &amp; 31.12.2009 respectively)</b> | <b>-59,453</b> | <b>18,711</b> |

#### Statement of Cash Flows in € '000

|                                                                                  | 31/12/2010     | 31/12/2009     |
|----------------------------------------------------------------------------------|----------------|----------------|
| <b>Cash flows from operating activities</b>                                      |                |                |
| <b>Profit (loss) before taxation from continuing operation</b>                   | <b>-79,648</b> | <b>-81,245</b> |
| Adjustments for:                                                                 |                |                |
| Depreciation                                                                     | 2,531          | 859            |
| Unrealized Exchange gains/losses                                                 | -3,354         | 442            |
| Provisions                                                                       | 11,055         | 1,240          |
| Interest and similar expenses                                                    | 4,142          | 549            |
| Interest and similar income                                                      | -163           | -1,246         |
| Profit / Loss from sale of financial assets at fair value through profit or loss | 0              | -1,938         |

#### Changes in Working Capital

|                                                        |         |         |
|--------------------------------------------------------|---------|---------|
| (Increase) / Decrease in inventories                   | -3,497  | -1,154  |
| (Increase)/Decrease in trade receivables               | -11,116 | -68,763 |
| (Increase)/Decrease in other receivables               | 26,550  | -14,130 |
| Increase / (Decrease) in liabilities (excluding banks) | 7,216   | 101,025 |

|                                            |                |                |
|--------------------------------------------|----------------|----------------|
| Interest paid                              | -3,505         | -164           |
| Income tax paid                            | 0              | -431           |
| <b>Net Cash flows operating activities</b> | <b>-49,789</b> | <b>-64,956</b> |

#### Cash flows from investing activities

|                                                |               |                |
|------------------------------------------------|---------------|----------------|
| Purchase of property, plant and equipment      | -746          | -4,500         |
| Purchase of intangible assets                  | -942          | -48,209        |
| Interest received                              | 163           | 1,246          |
| <b>Net Cash flow from investing activities</b> | <b>-1,525</b> | <b>-51,463</b> |

#### Cash flow from financing activities

|                                           |               |               |
|-------------------------------------------|---------------|---------------|
| Proceeds from issuance of ordinary shares | 0             | 40,000        |
| Payment of finance lease liabilities      | -249          | -2            |
| Proceeds from borrowings                  | 102,000       | 64,705        |
| Payments for borrowings                   | -16,100       | -35,019       |
| <b>Net Cash flow financing activities</b> | <b>85,651</b> | <b>69,684</b> |

|                                                               |               |               |
|---------------------------------------------------------------|---------------|---------------|
| Net (decrease) / increase in cash and cash equivalents        | 34,337        | -46,735       |
| Cash and cash equivalents at beginning of the period          | 15,219        | 61,954        |
| <b>Net cash and cash equivalents at the end of the period</b> | <b>49,556</b> | <b>15,219</b> |

#### Income Statement Amounts in € '000

|                                      | 31/12/2010     | 31/12/2009     |
|--------------------------------------|----------------|----------------|
| Sales                                | 333,987        | 63,294         |
| Gross profit                         | -38,490        | -59,612        |
| Operating profit                     | -74,307        | -83,696        |
| Profit before income tax             | -79,648        | -81,245        |
| <b>Net profit for the period (a)</b> | <b>-80,935</b> | <b>-81,577</b> |

#### Other Total Comprehensive Income / (expense) (b)

|  |       |      |
|--|-------|------|
|  | 2,771 | -831 |
|--|-------|------|

#### Total Comprehensive Income (c) = (a)+(b)

|  |         |         |
|--|---------|---------|
|  | -78,194 | -82,408 |
|--|---------|---------|

#### Basic (after taxes) earnings per share in €

|  |          |           |
|--|----------|-----------|
|  | -80.9350 | -135.4668 |
|--|----------|-----------|

#### Profit / (loss) before tax, financing, investing results and depreciation

|  |         |         |
|--|---------|---------|
|  | -71,776 | -82,577 |
|--|---------|---------|

#### Additional Data and Information

- Auditors emphasis refers to the fact that the Total Equity of the Company is negative and therefore the conditions for application of Article 47 and 48 of Codified Law 2190/1920 prevail. Consequently, the shareholders will have to decide in the next General Meeting to take necessary measures so as to remedy these conditions.
- The Company developed its main activity (scheduled flights - air transport of passengers and freight) in the last quarter of 2009 (comparative fiscal year) and as a consequence the reported accounts of the financial statements are not comparable.
- The accumulated provision made for the unaudited fiscal years, amounts to 25 thousand euros. Relevant analysis is available in paragraph 6.55 of Financial Report.
- Investments in tangible and intangible assets for fiscal year 2010 amounted to €746 and €942 thousand, respectively.
- Total headcount at the end of year amounted to 1,112 from 1,183 on 31/12/2009.
- The company has provisioned for bad debts or litigation or other arbitration proceedings as outlined in paragraphs 6.46 and 6.54 of the Financial Report. Apart from these, there are no other cases deemed to have a material impact on the company's financial position.
- The company has provisioned an amount of €1,173 thousand for doubtful receivables as outlined on paragraph 6.30 of the company's Financial Report. There are no other provisions under the terms of IAS 37 (Provisions, Contingent Liabilities and Contingent Assets).
- The company is consolidated through the net equity method by MARFIN INVESTMENT GROUP, based in Greece for its 49% stake as of April 30, 2009. As of September 30, 2009 Olympic Air is fully consolidated by MIG as the latter's stake was raised to 100%.
- Share capital amounts to €100,000 thousand, divided into 1,000,000 registered shares of nominal value €100 each.
- The Company does not hold treasury shares.
- Amounts in € thousand, as in the Financial Report. Any differences are attributed to rounding.
- The amount of €2,771 thousand of other Comprehensive Income refers to cash flow hedging.
- On 22/2/2010 the main shareholders of AEGEAN AIRLINES and OLYMPIC AIR have reached an agreement regarding the merger of their respective activities, resulting in the formation of a new company that will be listed on the Athens Exchange. OLYMPIC HANDLING and OLYMPIC ENGINEERING would become 100% subsidiaries of the new company subject to the approval of the European Commission. The European Commission announced on 26/01/2011 its decision to prohibit the proposed transaction as mentioned in note 11 of the Financial Report.
- Given the fact that total equity is negative, the Company intends to convene a Shareholders Meeting within the deadlines defined by Law in order to take the necessary measures according to articles 47 and 48 of Law 2190/1920.
- The company has adopted the same accounting principles as in the previous fiscal year. There have not been changes in accounting policies, estimations or correction of accounting mistakes in the Financial Report.
- Related parties transactions are depicted in the following table.

| Amounts in € '000                          | 01.01-31.12.10  | 01.01-31.12.09  |
|--------------------------------------------|-----------------|-----------------|
| Revenue                                    | 839             | 826             |
| Expenses                                   | 75,558          | 10,826          |
| Management's transactions and remuneration | 2,712           | 1,610           |
| <b>Amounts in € '000</b>                   | <b>31.12.10</b> | <b>31.12.09</b> |
| Receivables                                | 51,437          | 1,020           |
| Payables                                   | 262,350         | 20,757          |
| Receivables / Management advance payments  | 0               | 6               |
| Payables to management                     | 0               | 24              |

Koropi 22 March 2011

Vice Chairman: Andreas Vgenopoulos, K231260

Managing Director: Thanos Paschalis, Z237006

CFO: Konstantinos Kleitsakis, Z193399

Chief Accountant: Zontanos Georgios, AH 120179

<sup>5</sup> Translation from Greek as provided by AEGEAN



## **8.1 OLYMPIC AIR: Independent Auditor's Report (FY 2010)** <sup>6</sup>

To the Shareholders of OLYMPIC AIR S.A.

### **Financial Statements Report**

We have audited the attached financial statements of OLYMPIC AIR S.A., which comprise the statement of financial position as at December 31, 2010 and the statements of income and comprehensive income, changes in equity and cash flows for the fiscal year that ended on this date, and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards as adopted by the European Union, and for such internal control as management determines is necessary to ensure the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Auditing Standards. These standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of risks of material misstatement in the financial statements, whether due to fraud or error. When making those risk assessments, the auditor checks the internal control relevant to the preparation and fair presentation of the Company's financial statements in order to create audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the estimations, made by the Management, as well as evaluating the overall financial statement presentation.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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<sup>6</sup> Translation from Greek as provided by AEGEAN

### **Opinion**

In our opinion, the attached financial statements present fairly, in all material respects, the financial position of the Company OLYMPIC AIR S.A. at December 31<sup>st</sup> 2010 and its financial performance and its cash flows for the fiscal year that ended on this date in accordance with International Financial Reporting Standards as adopted by the European Union.

### **Emphasis on the Issue**

Without expressing any reservation in our opinion, we draw your attention on the fact that the Total Equity of the Company has become negative and there are conditions for application of Articles 47 & 48 of Codified Law 2190/1920, regarding the Company's ability to continue as a going concern. Consequently, the shareholders will have to decide in the next General Meeting to take measures to the financial support of the Company, an assumption which has been considered in the preparation of the attached Financial Statements, prepared according to the principle of going concern.

### **Report on Other Legal and Regulatory Issues**

We verified the agreement and correspondence of the content of the Report of the Board of Directors with the attached financial statements in the context of the provisions of articles 43a and 37 of Codified Law 2190/1920.

Athens, April 14, 2011  
The Certified Accountant

Marios Lasanianos  
Registry No. of the Greek Institute of Certified Accountant 25101



Ορκωτοί Ελεγκτές Σύμβουλοι Επιχειρήσεων  
Ζεφύρου 56, 175 64, Παλαιό Φάληρο  
Α.Μ.ΣΟΕΛ 127



## **9.1 AEGEAN: Auditor's review report on Interim Financial Statements (1H 2013)**

To the Shareholders of "AEGEAN AIRLINES S.A."

### **Introduction**

We have reviewed the accompanying statement of financial position of "Aegean Airlines S.A." as at 30 June 2013, and the related statements of comprehensive income, changes in equity and cash flows for the six-month period then ended, as well as the selected explanatory notes that constitute the interim condensed financial information, which is an integral part of the interim financial report under article 5 of L. 3556/2007. Management is responsible for the preparation and presentation of this interim condensed financial information in accordance with International Financial Reporting Standards as adopted by the European Union (EU) and applies to interim financial information ("IAS 34"). Our responsibility is to express a conclusion on this interim condensed financial information based on our review.

### **Scope of Review**

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Greek Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### **Conclusion**

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information is not prepared, in all material respects, in accordance with International Accounting Standard "IAS 34".

### **Report on Other Legal Requirements**

Our review has not detected any inconsistency or mismatch between the other elements of the six month report provided by article 5 of Law 3556/2007 and the accompanying financial information.

Athens, 30 August 2013

ENEL AUDITING S.A.

Reg.Number 155

388 Mesogeion Avenue

Ag. Paraskevi Athens Greece

Certified Accountant

Michalis Zacharioudakis

Reg.Number 13191

## 10 AEGEAN: Summary Financial Data and Information for the period from 1 January 2012 to 31 December 2012



### AEGEAN AIRLINES S. A.

#### SUMMARY FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM 1 JANUARY 2012 TO 31 DECEMBER 2012

(According to the Law 2190/20 art. 135 for Companies publishing their Annual Consolidated and Non Consolidated Financial Statements in accordance to the International Accounting Standards)

The following data and information aim at providing a general overview of the financial status and results of AEGEAN AIRLINES S.A. Consequently, it is recommended to the reader, before any investment decision and transaction with the Company, to refer to

#### COMPANY INFORMATION :

Address of head offices : Viltanioti 31, 145 04 Kifisia  
Societe Anonyme Reg. No. : 32603/06/B/95/3  
Supervising Authority : Ministry of Development  
Website address : www.aegeanair.com  
Date of Approval of Financial Statements: 26 March 2013  
Certified Auditors : ENEL S.A. ( Reg.No. 155)  
Audit Firm : Panagiotis Vrousstouris (Reg.No. 12921)  
Type of Auditors' Audit Report : Unqualified

#### Board of Directors

President - Executive Member : Theodore Vasilakis  
Vice President - Executive Member : Efthychios Vassilakis  
CEO - Executive Member : Dimitrios Gerogiannis  
Non Executive Member : George Vassilakis  
Non Executive Member : Achilleas Constantakopoulos  
Non Executive Member : Anastasios David  
Non Executive Member : Isakovos Georganas  
Non Executive Member : Christos Ioannou  
Non Executive Member : Panagiotis Laskarides  
Non Executive Independent Member : Alexandros Makrides  
Non Executive Independent Member : Victor Pizante  
Non Executive Member : Markos Tsaktanis

#### FINANCIAL POSITION

|                                               | 31/12/2012        | 31/12/2011        |
|-----------------------------------------------|-------------------|-------------------|
| <b>ASSETS</b>                                 |                   |                   |
| Tangible assets                               | 89,240.61         | 98,944.87         |
| Intangible assets                             | 26,791.31         | 27,176.57         |
| Other non current assets                      | 66,025.18         | 45,018.68         |
| Inventories                                   | 5,331.19          | 5,975.14          |
| Customers and other trade receivables         | 47,089.63         | 52,425.11         |
| Other current assets                          | 162,680.08        | 188,949.03        |
| <b>TOTAL ASSETS</b>                           | <b>397,158.01</b> | <b>418,489.41</b> |
| <b>EQUITY AND LIABILITIES</b>                 |                   |                   |
| Share capital                                 | 46,421.11         | 46,421.11         |
| Additional paid-in capital and reserves       | 106,793.36        | 122,897.82        |
| <b>Total shareholders' equity (a)</b>         | <b>153,214.47</b> | <b>169,318.93</b> |
| Loan long term liabilities                    | 8,340.00          | 0.00              |
| Provisions and other long term liabilities    | 109,752.33        | 111,420.89        |
| Short term bank loans                         | 4,370.39          | 27,724.73         |
| Other short term liabilities                  | 121,480.83        | 110,024.87        |
| <b>Total liabilities (b)</b>                  | <b>243,943.54</b> | <b>249,170.48</b> |
| <b>EQUITY AND LIABILITIES (c) = (a) + (b)</b> | <b>397,158.01</b> | <b>418,489.41</b> |

#### STATEMENT OF COMPREHENSIVE INCOME

|                                                             | 01/01-31/12/2012   | 01/01-31/12/2011   |
|-------------------------------------------------------------|--------------------|--------------------|
| Revenue                                                     | 653,388.41         | 668,217.77         |
| Operating profit / (loss)                                   | 25,835.10          | 2,433.36           |
| Profit / (loss) before tax, financing and investing results | (8,878.61)         | (30,682.09)        |
| <b>Profit / (loss) before tax</b>                           | <b>(12,618.40)</b> | <b>(31,152.60)</b> |
| Income tax                                                  | 2,121.94           | 3,976.90           |
| <b>Profit / (loss) after tax (a)</b>                        | <b>(10,496.46)</b> | <b>(27,175.70)</b> |
| Other Total Comprehensive Income / (expense) (b)            | (5,608.01)         | (4,448.19)         |
| <b>Total Comprehensive Income (c) = (a)+(b)</b>             | <b>(16,104.47)</b> | <b>(31,623.89)</b> |

#### Basic (after taxes) earnings per share in €

|                                                                           |           |             |
|---------------------------------------------------------------------------|-----------|-------------|
|                                                                           | (0.1470 ) | (0.3805)    |
| Profit / (loss) before tax, financing, investing results and depreciation | 2,943.57  | (17,687.51) |

#### STATEMENT OF CHANGES IN EQUITY

|                                                                               | 31/12/2012         | 31/12/2011         |
|-------------------------------------------------------------------------------|--------------------|--------------------|
| Equity balance at the year's beginning (1.1.2012 & 1.1.2011 respectively)     | 169,318.93         | 200,942.81         |
| Profit / (loss) after tax                                                     | (10,496.46 )       | (27,175.70 )       |
| <b>Total comprehensive income after tax</b>                                   | <b>(5,608.01 )</b> | <b>(4,448.19 )</b> |
| <b>Balance as of end of period (31.12.2012 &amp; 31.12.2011 respectively)</b> | <b>153,214.47</b>  | <b>169,318.92</b>  |

#### CASHFLOW STATEMENT

|                                                                               | 31/12/2012         | 31/12/2011         |
|-------------------------------------------------------------------------------|--------------------|--------------------|
| <b>Operating activities</b>                                                   |                    |                    |
| Profit / (loss) before taxes                                                  | (12,618.40)        | (31,152.60)        |
| Plus / less adjustments for:                                                  |                    |                    |
| Depreciation                                                                  | 11,822.17          | 12,994.56          |
| Provisions                                                                    | 1,955.14           | 7,473.89           |
| Foreign exchange differences                                                  | (2,409.18)         | 1,103.26           |
| (Profit) / loss from investing activities                                     | (2,454.98)         | (9,123.76)         |
| Finance Cost                                                                  | 4,381.26           | 3,819.24           |
| <b>Cash flows from operating activities before changes in working capital</b> | <b>643.94</b>      | <b>11.01</b>       |
| (Increase) / Decrease in inventories                                          | 11,520.06          | 10,386.36          |
| (Increase) / Decrease in trade & other receivables                            | 5,325.31           | 5,774.50           |
| (Increase) / Decrease in derivative receivables                               | 6,516.14           | 9,027.60           |
| Increase / (Decrease) in payables (other than banks)                          | (3,923.31)         | (5,950.00)         |
| Increase / (Decrease) in derivatives liabilities                              | (3,334.05)         | (3,536.67)         |
| Interest expenses paid                                                        | -                  | (4,984.16)         |
| Tax paid                                                                      | 17,424.10          | (4,156.77)         |
| <b>Net cash flows from operating activities (a)</b>                           | <b>17,424.10</b>   | <b>(4,156.77)</b>  |
| <b>Investing Activities</b>                                                   |                    |                    |
| Purchases of assets                                                           | (1,920.24)         | (24,564.20)        |
| Sales of tangible & intangible assets                                         | 186.85             | 12,177.63          |
| Downpayments for purchases of tangible assets                                 | -                  | (15.40)            |
| Downpayments for investing activities                                         | (20,000.00)        | -                  |
| Proceeds from sale of investments (shares)                                    | -                  | 1,469.79           |
| Interest and other financial income received                                  | 2,153.44           | 4,596.13           |
| <b>Net cash flows from investing activities (b)</b>                           | <b>(19,579.96)</b> | <b>(10,932.18)</b> |
| <b>Financing Activities</b>                                                   |                    |                    |
| Loans' repayments                                                             | (7,524.92)         | (42.15)            |
| Changes in finance lease capital                                              | (7,820.38)         | (6,936.36)         |
| <b>Net cash flows from financing activities (c)</b>                           | <b>(15,345.30)</b> | <b>(6,978.51)</b>  |
| <b>Net increase / (decrease) in cash and cash equivalents (a)+(b)+(c)</b>     | <b>(17,501.17)</b> | <b>184,272.27</b>  |
| <b>Cash and cash equivalents at the beginning of the period</b>               | <b>166,800.94</b>  | <b>(17,471.34)</b> |
| <b>Cash and cash equivalents at the end of the period</b>                     | <b>149,299.77</b>  | <b>166,800.94</b>  |

#### ADDITIONAL DATA & INFORMATION

- The Company hasn't been audited by the tax authorities up for the fiscal years 2007 to 2010. For the non tax audited periods there is a cumulative provision of € 1,400 thousand.
- Apart from the above provision, the Company has made an additional provision of € 29,129,25 thousand related to future obligations for the maintenance of its aircraft (See Note 5.39b of the Financial Statements), also has made a provision of € 2,924,77 thousand related to expenses that will derive from the agreement with Marfin Investment Group for the purchase of 100% of Olympic Air (See Note 5.39c of the Financial Statements).
- There are no pending judicial cases or court decisions, which may have a material impact on the financial operations of the Company. The Company has not formed any provisions as such.
- The total number of employees as at 31/12/2012 was 1,347 and as at 31/12/2011 was 1,615
- The company does not hold own shares at the end of the current period.
- On 22/10/2012 Aegean Airlines has signed an agreement with Marfin Investment Group regarding the acquisition of 100% of the share capital of Olympic Air. After the completion of the transaction, Olympic Air will be subsidiary of Aegean Airlines S.A. The transaction and its relevant completion timeframe are conditional upon the approval of the European Competition Commission. The price of 100% of Olympic Air is set at 72 million euros and will be partially paid in cash.
- According to I.A.S. 24, related party transactions for 2012 and receivables/ payables balances as at 31.12.2012 are analyzed below:

| Amounts in thousand €                                 |          |
|-------------------------------------------------------|----------|
| a) Revenue                                            | 311.69   |
| b) Expenses                                           | 1,686.74 |
| c) Receivables - Deposits                             | 58.77    |
| d) Payables                                           | 202.84   |
| e) Management's and Board of Directors' remuneration  | 2,892.09 |
| f) Payables to Management and Board of Directors      | 0.00     |
| g) Receivables from Management and Board of Directors | 0.00     |

#### 8. The statement of total income are analyzed as follows :

| Amounts in thousand €                                            | 31/12/2012        | 31/12/2011        |
|------------------------------------------------------------------|-------------------|-------------------|
| <b>Cash flow hedging :</b>                                       |                   |                   |
| Reclassification of (profit) / loss in the result for the period | (5,254.37)        | (4,265.04)        |
| Profit / (loss) for the period                                   | (1,755.62)        | (1,295.19)        |
| Cash flow hedging income tax                                     | 1,401.99          | 1,112.05          |
| <b>Other comprehensive income for the period after taxes</b>     | <b>(5,608.01)</b> | <b>(4,448.19)</b> |

Athens, 26 March 2013

Chairman of BoD    Chief Executive Officer    Chief Financial Officer    Head of Accounting dept

Theodoros Vassilakis    Dimitrios Gerogiannis    Michael Kouveliotis    Maria Zannaki

## **10.1 AEGEAN: Independent Auditor's report (FY2012)**

To the Shareholders of "AEGEAN AIRLINES S.A."

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Aegean Airlines S.A., which comprise the statement of financial position as at December 31, 2012, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of Aegean Airlines S.A. as at December 31, 2012 and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

### **Report on Other Legal and Regulatory Requirements**

- a) The Report of the Board of Directors includes a statement of corporate governance, which provides the information specified in paragraph 3d of article 43a of C.L. 2190/1920.



- b) We verified that the content of the Board of Directors' Report is consistent and correspond with the accompanying Financial Statements within the scope set by articles 43a, 107 and 37, of C.L. 2190/1920.

Athens, 27 March 2013

ENEL AUDITING S.A.

Reg.Number 155

388 Mesogeion Avenue

Ag. Paraskevi Athens Greece

Certified Accountant

Panagiotis K.Vroustouris

Reg.Number 12921

# 11 AEGEAN: Summary Financial Data and Information for the period from 1 January 2011 to 31 December 2011



## AEGEAN AIRLINES S. A.

### SUMMARY FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM 1 JANUARY 2011 TO 31 DECEMBER 2011

(According to the Law 2190/20 art. 135 for Companies publishing their Annual Consolidated and Non Consolidated Financial Statements in accordance to the International Accounting Standards)

The following data and information aim at providing a general overview of the financial status and results of AEGEAN AIRLINES S.A. Consequently, it is recommended to the reader, before any investment decision and transaction with the Company, to refer to

#### COMPANY INFORMATION :

Address of head offices : Viltanioti 31, 145 64 Kifisia  
Societe Anonyme Reg. No. : 3260306B/95/3  
Supervising Authority : Ministry of Development  
Website address : www.aegeanair.com  
Date of Approval of Financial Statements : 27 March 2012  
Certified Auditors : ENEL S.A. ( Reg.No. 155)  
Audit Firm : Panagiotis Vrousouris (Reg.No. 12921)

#### Board of Directors

President - Executive Member : Theodore Vasilakis  
Vice President - Executive Member : Efthychos Vassilakis  
CEO - Executive Member : Dimitrios Gerogiannis  
Non Executive Member : George Vassilakis  
Non Executive Member : Achilleas Constantakopoulos  
Non Executive Member : Anastasios David  
Non Executive Member : Isakovos Georganas  
Non Executive Member : Christos Ioannou  
Non Executive Member : Panagiotis Laskarides  
Non Executive Independent Member : Alexandros Makrides  
Non Executive Independent Member : Victor Pizante

| FINANCIAL POSITION                            |                   |                   | STATEMENT OF COMPREHENSIVE INCOME                                         |                    |                    |
|-----------------------------------------------|-------------------|-------------------|---------------------------------------------------------------------------|--------------------|--------------------|
|                                               | 31/12/2011        | 31/12/2010        |                                                                           | 01/01-31/12/2011   | 1/1-31/12/2010     |
| <b>ASSETS</b>                                 |                   |                   | Revenue                                                                   | 668,217.77         | 591,004.33         |
| Tangible assets                               | 98,944.87         | 118,158.65        | Operating profit / (loss)                                                 | 2,433.36           | 10,106.30          |
| Intangible assets                             | 27,176.57         | 4,697.08          | Profit / (loss) before tax, financing and investing results               | (30,682.09)        | (12,490.03)        |
| Other non current assets                      | 45,018.68         | 38,441.51         | <b>Profit / (loss) before tax</b>                                         | <b>(31,152.60)</b> | <b>(18,679.25)</b> |
| inventories                                   | 5,975.14          | 5,986.14          | Income tax                                                                | 3,976.90           | (4,613.13)         |
| Customers and other trade receivables         | 52,425.11         | 67,482.84         | <b>Profit / (loss) after tax (a)</b>                                      | <b>(27,175.70)</b> | <b>(23,292.38)</b> |
| Other current assets                          | 188,949.03        | 212,602.56        | Other Total Comprehensive Income / (expense) (b)                          | (4,448.19)         | 8,954.93           |
| <b>TOTAL ASSETS</b>                           | <b>418,489.41</b> | <b>447,368.80</b> | <b>Total Comprehensive Income (c) = (a)+(b)</b>                           | <b>(31,623.89)</b> | <b>(14,337.44)</b> |
| <b>EQUITY AND LIABILITIES</b>                 |                   |                   | <b>Basic (after taxes) earnings per share in €</b>                        | (0.3805)           | (0.3261)           |
| Share capital                                 | 46,421.11         | 46,421.11         | Profit / (loss) before tax, financing, investing results and depreciation | (17,687.51)        | 1,018.57           |
| Additional paid-in capital and reserves       | 122,897.82        | 154,521.71        |                                                                           |                    |                    |
| <b>Total shareholders' equity (a)</b>         | <b>169,318.93</b> | <b>200,942.81</b> |                                                                           |                    |                    |
| Provisions and other long term liabilities    | 111,420.89        | 109,233.57        |                                                                           |                    |                    |
| Short term bank loans                         | 27,724.73         | 27,309.86         |                                                                           |                    |                    |
| Other short term liabilities                  | 110,024.87        | 109,882.56        |                                                                           |                    |                    |
| <b>Total liabilities (b)</b>                  | <b>249,170.48</b> | <b>246,425.99</b> |                                                                           |                    |                    |
| <b>EQUITY AND LIABILITIES (c) = (a) + (b)</b> | <b>418,489.41</b> | <b>447,368.80</b> |                                                                           |                    |                    |
|                                               |                   |                   |                                                                           |                    |                    |
|                                               |                   |                   |                                                                           |                    |                    |
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Athens, 27 March 2012

Chairman of BoD    Chief Executive Officer    Chief Financial Officer    Head of Accounting dept

Theodoros Vassilakis    Dimitrios Gerogiannis    Michael Kouveliotis    Maria Zannaki



## **11.1 AEGEAN: Independent's Auditor report (FY2011)**

To the Shareholders of "AEGEAN AIRLINES S.A."

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Aegean Airlines S.A., which comprise the statement of financial position as at December 31, 2011, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of Aegean Airlines S.A. as at December 31, 2011 and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

**Report on Other Legal and Regulatory Requirements**

- c) The Report of the Board of Directors includes a statement of corporate governance, which provides the information specified in paragraph 3d of article 43a of C.L. 2190/1920.
- d) We verified that the content of the Board of Directors' Report is consistent and correspond with the accompanying Financial Statements within the scope set by articles 43a, 107 and 37, of C.L. 2190/1920.

**Athens, 28 March 2012**

ENEL AUDITING S.A.

Certified Accountant

Reg.Number 155

388 Mesogeion Avenue

Panagiotis K.Vroustouris

Ag. Paraskevi Athens Greece

Reg.Number 12921

## 12 AEGEAN: Summary Financial Data and Information for the period from 1 January 2010 to 31 December 2010



### AEGEAN AIRLINES S. A.

#### SUMMARY FINANCIAL DATA AND INFORMATION FOR THE PERIOD FROM 1 JANUARY 2010 TO 31 DECEMBER 2010

(According to the Law 2190/20 art. 135 for Companies publishing their Annual Consolidated and Non Consolidated Financial Statements in accordance to the International Accounting Standards)

The following data and information aim at providing a general overview of the financial status and results of AEGEAN AIRLINES S.A. Consequently, it is recommended to the reader, before any investment decision and transaction with the Company, to refer to

#### COMPANY INFORMATION :

Address of head offices : Viltanioti 31, 145 64 Kifisia  
Societe Anonyme Reg. No. : 32603/06/B/95/3  
Supervising Authority : Ministry of Development  
Website address : www.aegeanair.com  
Date of Approval of Financial Statements : 14 March 2011  
Certified Auditors : ENEL S.A. ( Reg.No. 155)  
Audit Firm : Panagiotis Vroustouris (Reg.No. 12921)  
Type of Auditors' Audit Report : Unqualified

#### Board of Directors

President - Executive Member : Theodore Vasilakis  
Vice President - Executive Member : Elifichios Vassilakis  
CEO - Executive Member : Dimitrios Gerogiannis  
Non Executive Member : George Vassilakis  
Non Executive Member : Achilles Constantakopoulos  
Non Executive Member : Anastasios David  
Non Executive Member : Iakovos Georganas  
Non Executive Member : Christos Ioannou  
Non Executive Member : Panagiotis Laskarides  
Non Executive Independent Member : Alexandros Makrides  
Non Executive Independent Member : Victor Pizante  
Non Executive Member : Markos Tsaklanis

#### FINANCIAL POSITION

|                                               | 31/12/2010        | 31/12/2009        |
|-----------------------------------------------|-------------------|-------------------|
| <b>ASSETS</b>                                 |                   |                   |
| Tangible assets                               | 118,158.65        | 111,088.03        |
| Intangible assets                             | 4,697.08          | 1,185.09          |
| Other non current assets                      | 38,441.51         | 49,469.45         |
| Inventories                                   | 5,986.14          | 9,232.00          |
| Customers and other trade receivables         | 67,482.84         | 66,228.51         |
| Other current assets                          | 212,602.56        | 224,589.99        |
| <b>TOTAL ASSETS</b>                           | <b>447,368.80</b> | <b>461,793.07</b> |
| <b>EQUITY AND LIABILITIES</b>                 |                   |                   |
| Share capital                                 | 46,421.11         | 46,421.11         |
| Additional paid-in capital and reserves       | 154,521.71        | 178,143.37        |
| <b>Total shareholders' equity (a)</b>         | <b>200,942.81</b> | <b>224,564.48</b> |
| Long term bank loans                          | 0.00              | 20,000.00         |
| Provisions and other long term liabilities    | 109,233.57        | 83,759.54         |
| Short term bank loans                         | 27,309.86         | 5,368.39          |
| Other short term liabilities                  | 109,882.56        | 128,100.66        |
| <b>Total liabilities (b)</b>                  | <b>246,425.99</b> | <b>237,228.59</b> |
| <b>EQUITY AND LIABILITIES (c) = (a) + (b)</b> | <b>447,368.80</b> | <b>461,793.07</b> |

#### STATEMENT OF COMPREHENSIVE INCOME

|                                                             | 01/01-31/12/2010   | 1/1-31/12/2009   |
|-------------------------------------------------------------|--------------------|------------------|
| Revenue                                                     | 591,004.33         | 622,713.11       |
| Operating profit / (loss)                                   | 10,106.30          | 49,122.15        |
| Profit / (loss) before tax, financing and investing results | (12,490.03)        | 19,538.91        |
| <b>Profit / (loss) before tax</b>                           | <b>(18,679.25)</b> | <b>32,526.33</b> |
| Income tax                                                  | (4,613.13)         | (9,489.29)       |
| <b>Profit / (loss) after tax (a)</b>                        | <b>(23,292.38)</b> | <b>23,037.04</b> |
| Other Total Comprehensive Income / (expense) (b)            | 8,954.93           | 6,605.68         |
| <b>Total Comprehensive Income (c) = (a)+(b)</b>             | <b>(14,337.44)</b> | <b>29,642.72</b> |

#### Basic (after taxes) earnings per share in €

|                                                                           |           |           |
|---------------------------------------------------------------------------|-----------|-----------|
|                                                                           | (0.3261 ) | 0.3226    |
| Profit / (loss) before tax, financing, investing results and depreciation | 1,018.57  | 31,542.13 |

#### STATEMENT OF CHANGES IN EQUITY

|                                                                               | 31/12/2010        | 31/12/2009        |
|-------------------------------------------------------------------------------|-------------------|-------------------|
| Equity balance at the year's beginning (1.1.2010 & 1.1.2009 respectively)     | 224,564.48        | 212,775.16        |
| Profit / (loss) after tax                                                     | (23,292.38 )      | 23,037.04         |
| Distributed dividends                                                         | (9,284.23)        | (17,853.39)       |
| Total comprehensive income after tax                                          | 8,954.93          | 6,605.68          |
| <b>Balance as of end of period (31.12.2010 &amp; 31.12.2009 respectively)</b> | <b>200,942.81</b> | <b>224,564.48</b> |

#### CASHFLOW STATEMENT

|                                                                               | 31/12/2010         | 31/12/2009         |
|-------------------------------------------------------------------------------|--------------------|--------------------|
| <b>Operating activities</b>                                                   |                    |                    |
| Profit / (loss) before taxes                                                  | (18,679.25)        | 32,526.33          |
| Plus / less adjustments for:                                                  |                    |                    |
| Depreciation                                                                  | 13,508.86          | 12,003.86          |
| Provisions                                                                    | 12,527.66          | 20,341.19          |
| Foreign exchange differences                                                  | 6,876.86           | (3,510.72)         |
| (Profit) / loss from investing activities                                     | (16,128.74)        | (11,153.54)        |
| Finance Cost                                                                  | 3,081.64           | 2,976.46           |
| <b>Cash flows from operating activities before changes in working capital</b> |                    |                    |
| (Increase) / Decrease in inventories                                          | (254.14)           | (567.95)           |
| (Increase) / Decrease in trade & other receivables                            | (6,704.73)         | 1,931.23           |
| (Increase) / Decrease in derivative receivables                               | (6,640.87)         | (6,604.86)         |
| Increase / (Decrease) in payables (other than banks)                          | (2,065.14)         | (6,700.51)         |
| Increase / (Decrease) in derivatives liabilities                              | 9,642.14           | 7,429.37           |
| Interest expenses paid                                                        | (2,715.18)         | (2,701.70)         |
| Tax paid                                                                      | (22,184.27)        | (4,597.25)         |
| <b>Net cash flows from operating activities (a)</b>                           | <b>(29,735.16)</b> | <b>41,371.90</b>   |
| <b>Investing Activities</b>                                                   |                    |                    |
| Purchases of assets                                                           | (11,463.22)        | (14,543.06)        |
| Proceeds from sale of tangible & intangible assets                            | 25,398.53          | 3,747.66           |
| Downpayments for purchases of tangible assets                                 | 7,394.80           | 41,159.98          |
| Proceeds from sale of investments (shares)                                    | 1,469.79           | 1,469.79           |
| Investment in bonds                                                           | 0.00               | (6,477.25)         |
| Interest and other financial income received                                  | 4,548.29           | 5,724.06           |
| <b>Net cash flows from investing activities (b)</b>                           | <b>27,348.19</b>   | <b>25,357.12</b>   |
| <b>Financing Activities</b>                                                   |                    |                    |
| Loans' repayments                                                             | (59.49)            | (19,480.13)        |
| Dividend's repayment                                                          | (9,274.66)         | (17,828.34)        |
| Changes in finance lease capital                                              | (12,231.16)        | (9,725.40)         |
| <b>Net cash flows from financing activities (c)</b>                           | <b>(21,565.31)</b> | <b>(47,033.86)</b> |
| <b>Net increase / (decrease) in cash and cash equivalents (a)+(b)-(c)</b>     | <b>(23,952.29)</b> | <b>182,805.35</b>  |
| <b>Cash and cash equivalents at the beginning of the period</b>               | <b>208,224.56</b>  | <b>25,419.22</b>   |
| <b>Cash and cash equivalents at the end of the period</b>                     | <b>184,272.27</b>  | <b>208,224.57</b>  |

#### ADDITIONAL DATA & INFORMATION

- The Company has been audited by the tax authorities up to the fiscal year 2006. For the non tax audited periods there is a cumulative provision of € 1,400 thousand.
- Apart from the above provision, the Company has made an additional provision of € 24,137.00 thousand related to future obligations for the maintenance of its aircraft (See Note 5.40b of the Interim Financial Statements).
- According to law 3845/2010 an extraordinary one-off corporate solidarity tax will be imposed for the financial year 2010, provided that a company's net income during that period will exceed € 100.00 thousand. The financial impact for the Company will be € 4,984.16 thousand.
- There are no pending judicial cases or court decisions, which may have a material impact on the financial operations of the Company. The Company has not formed any provisions as such.
- The total number of employees as at 31/12/2010 was 1,949 and as at 31/12/2009 was 2,463
- The company does not hold own shares at the end of the current period.
- The European Commission following an investigation which lasted 10 months, announced on 26/01/2011 its decision to prohibit the proposed transaction with regards to the merger of Olympic Air with AEGEAN. The transaction had been agreed by the main shareholders of AEGEAN and MARFIN INVESTMENT GROUP on February 22, 2010, subject to the approval by the European Competition Commission. Given the aforementioned Decision, the agreement of February 22, 2010 between the two parties is dissolved.
- According to I.A.S. 24, related party transactions for 2010 and receivables/ payables balances as at 31.12.2010 are analyzed below:

#### Amounts in thousand €

|                                                       |          |
|-------------------------------------------------------|----------|
| a) Revenue                                            | 327.20   |
| b) Expenses                                           | 1,810.22 |
| c) Receivables - Deposits                             | 56.46    |
| d) Payables                                           | 264.07   |
| e) Management's and Board of Directors' remuneration  | 2,920.19 |
| f) Payables to Management and Board of Directors      | 0.00     |
| g) Receivables from Management and Board of Directors | 0.00     |

#### 9. The statement of total income are analyzed as follows :

|                                                                  | 31/12/2010      | 31/12/2009      |
|------------------------------------------------------------------|-----------------|-----------------|
| <b>Amounts in thousand €</b>                                     |                 |                 |
| <b>Cash flow hedging :</b>                                       |                 |                 |
| Reclassification of (profit) / loss in the result for the period | (6,649.35)      | 2,032.32        |
| Profit / (loss) for the period                                   | 17,932.77       | 6,594.44        |
| Cash flow hedging income tax                                     | (2,328.49)      | (2,021.08)      |
| <b>Other comprehensive income for the period after taxes</b>     | <b>8,954.93</b> | <b>6,605.68</b> |

Athens, 14 March 2011

Chairman of BoD    Chief Executive Officer    Chief Financial Officer    Head of Accounting dept

Theodoros Vassilakis    Dimitrios Gerogiannis    Michael Kouveliotis    Maria Zannaki

## **12.1 AEGEAN: Independent Auditor's report (FY2010)**

To the Shareholders of "AEGEAN AIRLINES S.A."

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Aegean Airlines S.A., which comprise the statement of financial position as at December 31, 2010, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of Aegean Airlines S.A. as at December 31, 2010, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

### **Report on Other Legal and Regulatory Requirements**

- e) The Report of the Board of Directors includes a statement of corporate governance, which provide the information specified in paragraph 3d of article 43a of C.L. 2190/1920.
- f) We verified that the content of the Board of Directors' Report is consistent and correspond with the accompanying Financial Statements within the scope set by articles 43a, 107 and 37, of C.L. 2190/1920.

**Athens, 14 March 2011**

ENEL AUDITING S.A.

Certified Accountant

Reg.Number 155

388 Mesogeion Avenue

Panagiotis K.Vroustouris

Ag. Paraskevi Athens Greece

Reg.Number 12921