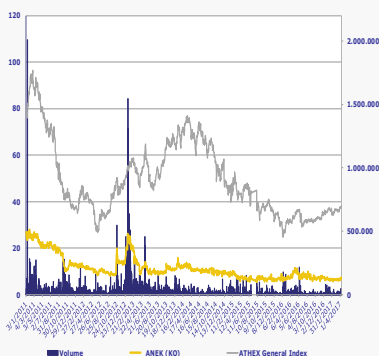


### Company Description

**ANEK LINES** Group of companies is in the business of operating its own as well as chartered passenger ferry vessels for over 50 years. The group is active in sea routes of Greece and the Adriatic and has achieved sustainable leadership in carrying passengers and vehicles with credibility by means of its 10 owned and chartered state-of-the-art passenger vessels.

### Share Chart



### Share Data

# of shares (CR)	185.373.016
Price (€): 10/04/2017 (CR)	0,065
Capitalization (€ mil.)	12,05
% change since 31/12/2016 (CR)	-1,5%
52 wks high €: 10/05/2016 (CR)	0,103
52 wks low €: 04/08/2016 (CR)	0,05
52 wks avg. Daily vol # (CR):	13.533
REUTERS	ANKR.AT
BLOOMBERG	ANEK GA
ATHEX	ANEK

Please refer to the important disclosures shown on page 2

### Basic Figures

- ❖ 50 Years of leading presence
- ❖ Fleet of 10 owned / chartered vessels
- ❖ Strong brand name in the sector

### FY 2016 Consolidated financial figures

#### Key Facts of FY 2016:

- ❖ During 2016, ANEK Group operated through owned and chartered vessels in routes of Adriatic Sea (Ancona, Venice), Crete (Chania, Heraklion), Dodecanese and Cyclades.
- ❖ By executing a total of 9% less itineraries in comparison to the previous year, ANEK Group in 2016 in all routes operated, transferred in total 1 million passengers, same as in 2015, 188 thousand vehicles as opposed to 176 thousand during the previous year and 133 thousand trucks compared to 137 thousand.
- ❖ In Crete and Adriatic routes, the Group's vessels continued to execute combined itineraries through the joint venture with the vessels of "ATTICA HOLDINGS S.A.", while in Cyclades and Dodecanese, the operation in public service routes was continued. In addition, within the context of a more efficient management of the fleet, company's vessels were chartered to third parties.
- ❖ ANEK Group during FY 2016 preserved its net profitability, certifying the significant recovery which begun during the previous year. The more efficient management of vessels and itineraries, the rationalization of cost, extraordinary charters as well as the fluctuation of international oil prices in lower levels in comparison with previous years, allowed the Group to hedge the consequences of the generally negative economic environment.

(M €)	FY 2015	FY 2016
Sales	159,8	157,6
Gross Profit	42,6	41,1
EBITDA	29,6	25,6
EBIT	18,3	16,1
EBT	1,0	1,9
EATAM	0,6	0,6

#### Key Figures Development (FY 2016 versus FY 2015):

- ❖ **Group turnover: €157.6 mil.** compared to €159.8 mil.
  - Revenue from domestic shipping activities: €60.6 mil. compared to €65.7 mil.
  - Revenue from shipping activities abroad: €87.8 mil. compared to €85.8 mil.
  - Revenue from other activities: €9.2 mil. compared to €8.3 mil.
- ❖ **Consolidated cost of sales: €116.5 mil.** from €117.2 mil.
- ❖ **Consolidated gross profits: €41.1 mil.** compared to €42.6 mil.
- ❖ **Group EBITDA: €25.6 mil.** compared to €29.6 mil.  
The reduction of EBITDA during FY 2016 is mainly attributed to the decrease of gross profit before depreciation by €3.3 mil.
- ❖ **Group's net results after taxes and minority rights: profits of €0.6 mil.,** remaining unchanged as compared to FY 2015.

### Strategy - Prospects:

- ❖ It should be noted that at the end of March 2017, the restructuring of the parent company's long term debt, was completed successfully. According to the terms of the new loan agreements, the repayment has been agreed to take place gradually until 2023, interest rates are significantly lower while is provided a partial write off of the capitalized interest expenses.
- ❖ The bank debt restructuring achieves to ensure Group's financial stability, to restore the working capital and to enhance the capital structure. The effect of the above loan agreements' terms will be included in the financial statements of FY 2017.
- ❖ After the positive financial results of the two previous years, the management's strategic goal for 2017 – which constitutes a landmark year for ANEK, having completed 50 years of dynamic presence in the coastal shipping sector – is to safeguard and improve profitability.

### Ratios

	SALES (.000 €)	EBITDA (.000 €)	EBIT (.000 €)	EAT& MIN (.000 €)	EPS* €	P/E	P/BV**	P/ SALES	P/ EBITDA	EV/ EBITDA	BANKS/ EQUITY	ROE %
2014	169.476	10.101	-1.036	-17.784	-0.0959	neg	neg	0,07	1,19	28,41	neg	na
2015	159.845	29.581	18.279	559	0.0030	21,56	neg	0,08	0,41	9,78	neg	na
2016	157.583	25.572	16.056	634	0.0034	19,01	neg	0,08	0,47	11,17	neg	neg

Ratios are calculated using the closing price of common share

\* The ratio is calculated using the number of common shares at the end of each fiscal year

\*\* BV= Total Equity – Minority Rights.

## Consolidated Financial Results

### Statement of Comprehensive Income

(FY:December) (000 €)	FY 2014	FY 2015	FY 2016
<b>Turnover (sales)</b>	<b>169.476</b>	<b>159.845</b>	<b>157.583</b>
Cost of sales	(143.852)	(117.200)	(116.532)
<b>Gross Profit</b>	<b>25.624</b>	<b>42.645</b>	<b>41.051</b>
Other operating income	4.446	1.467	3.535
Other operating expenses	(5.741)	(2.970)	(5.723)
<b>Total Gross Profit</b>	<b>24.329</b>	<b>41.142</b>	<b>38.863</b>
Administrative & Distribution expenses	(25.365)	(22.863)	(22.807)
<b>EBITDA</b>	<b>10.101</b>	<b>29.581</b>	<b>25.572</b>
Depreciation	(11.137)	(11.302)	(9.516)
<b>EBIT</b>	<b>(1.036)</b>	<b>18.279</b>	<b>16.056</b>
Financial cost (net)	(15.893)	(16.726)	(14.026)
Results from investing activities	(2.010)	(609)	(166)
Profit/(loss) from participation in associates	84	10	19
<b>EBT</b>	<b>(18.855)</b>	<b>954</b>	<b>1.883</b>
Income tax	(342)	(501)	(613)
Minority interest	(1.413)	(106)	636
<b>EATAM</b>	<b>(17.784)</b>	<b>559</b>	<b>634</b>

Source: Published Group's Financial Statements

### Statement of Financial Position

(.000 €)	FY 2014	FY 2015	FY 2016
<b>ASSETS</b>			
Fixed assets	296.460	274.341	270.003
Inventories	3.129	2.723	2.592
Trade receivables	45.381	39.892	37.070
Other current assets	16.896	18.225	23.162
<b>TOTAL ASSETS</b>	<b>361.866</b>	<b>335.181</b>	<b>332.827</b>
<b>EQUITY &amp; LIABILITIES</b>			
Long-term liabilities	42.523	29.554	24.863
Short-term loans	274.215	279.678	282.135
Other short-term liabilities	54.369	34.504	33.170
<b>Total liabilities</b>	<b>371.107</b>	<b>343.736</b>	<b>340.168</b>
Share Capital	56.597	56.597	56.597
Other Company's shareholders equity	-70.396	-69.432	-68.690
<b>Total Company's shareholders equity</b>	<b>-13.799</b>	<b>-12.835</b>	<b>-12.093</b>
Minority rights	4.558	4.280	4.752
<b>Total Equity</b>	<b>-9.241</b>	<b>-8.555</b>	<b>-7.341</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>361.866</b>	<b>335.181</b>	<b>332.827</b>

Source: Published Group's Financial Statements

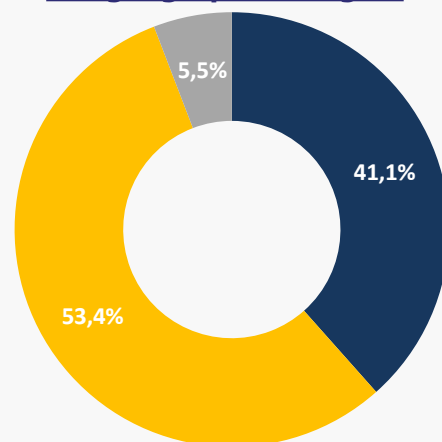
Additional information concerning the Financial Statements under I.F.R.S. can be found in the company's website: [www.anek.gr](http://www.anek.gr)

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

### Sales Breakdown

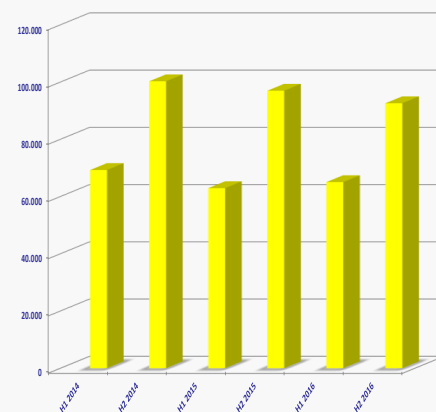
FY 2016

Per geographical region



- Domestic
- Abroad
- Other activities

### Semiannual sales



### Contact Details

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