

### **ANNUAL FINANCIAL REPORT**

REG.NR.: 14216/06/B/86/06

23<sup>RD</sup> KM NATIONAL ROAD ATHENS – LAMIA 145 AG. STEFANOS

FOR THE PERIOD 1/1/2008 to 31/12/2008

In accordance with
International Financial Reporting Standards
(According to Art.4 of law 3556/2007)

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### **HELLENIC DUTY FREE SHOPS S.A.**

### ANNUAL FINANCIAL STATEMENTS PERIOD FROM JANUARY 1<sup>ST</sup> TO DECEMBER 31<sup>ST</sup> 2008

It is declared that the accompanying Financial Statements for the period 01.01.2008 – 31.12.2008 are those which have been approved by the Board of Directors of the Company "HELLENIC DUTY FREE SHOPS S.A." on March 24<sup>th</sup>, 2009, and have been published by being posted on the internet, at the address <u>www.dutyfreeshops.gr</u>., and have been signed by the assigned by the Board of Directors following persons:

THE CHAIRMAN OF THE BoD

THE MANAGING DIRECTOR

George Koutsolioutsos I.D. AB-593469 Dimitrios Koutsolioutsos I.D. H-159150

THE GENERAL DIRECTOR

George Velentzas I.D. AB-285760

THE DIRECTOR OF FINANCE & ADMINISTRATION

THE HEAD OF THE ACCOUNTING

Efstratios Elissaios I.D. AB 593929

Anna Bouga-Tsopela I.D. K 044348



### A. <u>STATEMENT OF THE MEMBERS OF THE BOARD OF DIRECTORS</u> (in accordance with the provision of the article 4 § 2 of Law 3556/2007)

The members of the Board of Directors of the company "Hellenic Duty Free Shops S.A.":

- 1. George Koutsolioutsos, Chairman Executive Member of the Board of Directors
- 2. Dimitrios Koutsolioutsos, Managing Director Executive Member of the Board of Directors
- 3. George Velentzas, General Director Executive Member of the Board of Directors

under our stated capacity, specifically assigned for this purpose by the Board of Directors of the societe Anonyme under the name "Hellenic Duty Free Shops S.A." (hereinafter referred to as the "Company" or "HDFS S.A."), we hereby declare and confirm that, to the best of our knowledge:

- (a): the annual company and consolidated financial statements of the company "Hellenic Duty Free Shops S.A." for the period  $1^{\rm st}$  January 2008 to  $31^{\rm st}$  December 2008, which have been conducted in accordance with the International Accounting and Financial Standards in effect, reflect in a true manner the assets, liabilities, net equity and results of the Company and the Group, as well as of the companies that are included in the consolidation taken as a whole.
- ( b ): the annual report of the Board of Directors, reflects in a true manner, the development, performance and financial position of the company "Hellenic Duty Free Shops S.A.", as well as of the companies that are included in the consolidation taken as a whole, along with the description of the principal risks and uncertainties they are faced with.

Ag. Stefanos, March 24th 2009

The members of the Board,

THE CHAIRMAN OF THE BoD

THE MANAGING DIRECTOR

George Koutsolioutsos

**Dimitrios Koutsolioutsos** 

THE GENERAL DIRECTOR

George Velentzas



### B. <u>ANNUAL REPORT OF THE BOARD OF DIRECTORS</u> FOR THE PERIOD FROM 1.1.08 – 31.12.08

The present Report of the Board of Directors was drafted according to the provisions of article 136 of Codified Law 2190/1920 and according to the provisions of Article 4, paragraphs 2(c), 6, 7 and 8 of Law 3556/2007 and article 2 of executive decision 7/448/11.10.2007 issued thereto, by the Board of Directors of the Capital Market Commission.

The purpose of the Report is to inform its investors:

- > Of the financial condition, results, total development of the Company and the Group in the period in question, as well as the changes that occurred.
- > Of the significant events that took place during 2008 and their impact on both the Company and Consolidated Annual Statements.
- > Of the risks that may affect the Company and the Group and their foreseen course and development.
- > Of the transactions that were drafted between the Company and its related individuals.

Furthermore, includes the Explanatory Report of Article 4, paragraph 8 of Law 3556/2007.

### <u>Financial Information – Progress of Works – Significant Events - Investments</u>

The **turnover** of DUTY FREE SHOPS S.A. during 2008 amounted to € 268.2 million, compared to € 262.5 million in 2007, recording a 2.1 % increase.

During the period (January – December 2008), passenger traffic increased slightly by 1.0%, compared to 2007. This was a challenging year for the transportation and tourism segments as well as for consumer purchasing power.

Moreover, the annual increase of passenger traffic was held back, primarily from the developments in the fourth quarter due to the global credit crisis and the deteriorating global macro-economical environment. In particular, the 4<sup>th</sup> quarter of 2008 shows a delay, as there is a reduction of passenger traffic by 3.0%, compared to the same period of 2007.

The Company's basic indices showed the following development:

- Passenger traffic for 2008 amounted to € 29.6 million passengers compared to 29.3 million in 2007,
   i.e. 1.0% increase.
- Average spend per passenger for 2008 was € 40.6 compared to € 39.8 in 2007, i.e. 2.0% increase.
- Penetration in 2008 reached 26.82% compared to 27.14% in 2007, i.e. 0.32% reduction.



In the context of applying new concepts to the existing product mix/store network, we established the POWER TEAMS stores that operate in the Extra Schengen section of the Athens International Airport and at the port of Patras (the Patras store belongs to the subsidiary company HELLENIC DISTRIBUTIONS S.A.) and at the same time, their products, such as original shirts, accessories and souvenirs of major Greek, European and National teams as well as FORMULA 1 teams, are also available in other sale points.

In the Intra Schengen section of the Athens International Airport the Company's new store has been established which offers the latest fashion apparel by BOSS, ARMANI JEANS, DIESEL, as well as a huge collection of brand name sunglasses.

The Company, within the framework of its rather ambitious investment programme of restructuring Border Stations, has begun to provide a broad range of services to travellers – customers (F&B) at the border station of Kipon, Evros. At the same time, it has begun the operation of a gas station with duty paid petrol at the Ormenio Border Station.

Furthermore, the change of the company new brand name was completed with the presentation of the new logo, which reflects both the youthful, modern and contemporary image of the stores, following the new international trends in travel retail, as well as the Company's objective.

Other factors that affected the Company's sales were the reduction of the Company's sales of the stores at the Skopje border by 13.2% compared to 2007 (as a result of reduced passenger traffic in the region by 15.0%), the bankruptcy of XL Leisure Group, the third largest tourism company in Britain, whose services included airline flights and organisation of trips to Greece, as well as the reduction of purchasing power British citizens due to the devaluation of the British pound.

The sales analysis for 2008 per channel, compared to 2007, was as follows:

CHANNEL	2007	2008	D %
AIA	86,0	87,3	1,6 %
OTHER AIRPORTS	84,5	87,5	3,6 %
BORDER STATIONS	69,3	68,8	-0,8 %
PORTS	18,5	20,0	8,2 %
WHOLESALES	4,3	4,5	5,9 %
TOTAL	262,5	268,2	2,1 %

Amounts in € millions



The **company's gross profits** amounted to  $\in$  133.0 million in 2008, compared to  $\in$  128.6 million in 2007, namely an increase of 3.5%, and the gross sales profit percentage increased to 49.6% in 2008, compared to 49.0% in 2007.

The **Company's financial income** amounted to  $\in$  31.4 million in 2008, affected by the payment of dividends by the subsidiary ELMEC, amounting to  $\in$  31.0 million. The **Company's financial expenses** amounted to  $\in$  10.8 million in 2008 compared to  $\in$  2.0 million in 2007, affected by the cost of the loan used to acquire the ELMEC group, the cost of which was recorded for the entire year, against 2007, where it was recorded only in the fourth quarter.

The Company's Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA) amounted to  $\in$  53.1 million in 2008, compared to  $\in$  54.7 million in 2007, i.e. a 3.0% reduction. The difference was due to increased payroll expenditures, due to the application of a limited voluntary retirement plan.

The **Company's earnings before taxes** recorded an increase by 38.6% in 2008 and amounted to  $\in$  68.8 million, compared to  $\in$  49.6 million in 2007, affected, primarily, from the  $\in$  31.0 million dividend paid by the subsidiary ELMEC. If the dividend was excluded for comparison reasons, the profits before taxes would be  $\in$  37.7 million in 2008, compared to  $\in$  49.6 million in 2007, affected mainly by the increase of operational expenses and debt interest, amounting to  $\in$  9.7 million that concern the loan for financing the acquisition of ELMEC.

Finally, the **Company's net profit** amounted to  $\in$  59.2 million in 2008, compared to  $\in$  31.1 million in 2007, increased by 90.3%. Respectively, if the ELMEC dividend is excluded, it would be  $\in$  28.2 million proportionally affected by the debt interest amounting to  $\in$  9.7 million.

In 2008, the Company proceeded in **investments** with the purpose of expanding its activities and modernising its stores. The total investment amounted to  $\in$  4.6 million.

In 2008, the **consolidated sales of Group** DUTY FREE SHOPS S.A., increased by 49.0% and amounted to  $\in$  617.1 million compared to  $\in$  414.1 million in 2007, affected mainly by the consolidation of the ELMEC Group for the entire year. In particular:

DUTY FREE SHOPS Group	2007	2008	D %
DUTY FREE SHOPS S.A.	262.5	268.2	2.1 %
HELLENIC DISTRIBUTIONS S.A.	25.7	24.1	-6.0 %
LINKS	67.0	78.1	16.7 %
ELMEC S.A.	62.8	250.7	299.4 %
Consolidation Differences	-3.8	-4.0	4.2 %
	414.1	617.1	49.0 %



- a. The **sales** of subsidiary company **HELLENIC DISTRIBUTIONS S.A.** amounted to  $\leq$  24.1 million from  $\leq$  25.7 million. The reduction was caused by the rationalisation of wholesales.
- b. The **sales of LINKS** recorded an increase o 16.7% and amounted to € 78.1 million compared to € 67.0 million in 2007, completing yet another year of successful growth and thus confirming the Group's choice to acquire this company. At this point, we must emphasise the negative affect that the devaluation of the British Pound compared to the € had on the comparative volumes of LINKS, and note that LINKS' sales in sterling pounds recorded an increase of 35.8% in 2008, amounting to GBP 62.2 million compared to GBP 45.8 million in 2007.
- c. The DUTY FREE SHOPS Group in 2008 consolidated the total **sales and results** of the acquired **ELMEC Group**, whose contribution to the Group's consolidated sales amounted to  $\in$  250.7 million, compared to  $\in$  62,8 million in 2007, during which the volumes of only the fourth quarter were consolidated in the financial results. By comparing the sales volume of the ELMEC Group for 2008 with the total volume for 2007, we note an increase of 18.5%, as the consolidated sales in 2007 amounted to  $\in$  211.6 million. Specifically:

ELMEC Group	2007	2008	D %
ELMEC	74.5	95.3	27.9 %
ROMANIA	41.3	48.8	18.0 %
BULGARIA	6.3	9.8	56.8 %
FACTORY	7.9	8.7	10.7 %
FACTORY AIRPORT	7.6	7.7	1.4 %
ATTICA	91.9	106.3	15.7 %
ATTICA (Golden Hall)		5.0	
OTHER	2.2	1.8	-14.6 %
Consolidation Differences	-20.0	-32.8	63.5 %
	211.6	250.7	18.5 %

Amounts in € millions

• ELMEC group is the exclusive distributor of the apparel and footwear of Nike in Romania and Bulgaria. Moreover, the group owns the right to design and produce apparel bearing the Converse brand, along with the right to distribute exclusively the apparel and footwear of Converse in Greece, Cyprus, Romania and Bulgaria. In addition, the group designs and produces the collection of apparel under the brand-name of Harley-Davidson, which distributes mainly in Greece and also in



other European countries. Furthermore, the group distributes the collections of Gas Jeans, Patrizia Pepe, Joseph, UGG, ReRock, Kitson L.A. and 40-Weft (in Greece), Dockers (in Greece and in Cyprus), Helly-Hansen (in Greece, Cyprus and Bulgaria), Redskins (in Greece and in Bulgaria), along with the children copllections of Gas, Levi's, Cacao, Papermoon, MonnaLisa, Patrizia Pepe, Mariella Burani, Alviero Martini and Ermanno Scervino (in Greece).

- The wholesale activity of Converse products in Greece and Cyprus, which contributed approximately
   € 14.5 million to the Group's turnover, compared to € 11.2 million in 2007. It must be noted that in
   2007, the said activity started on 1 June 2007.
- The contribution of our subsidiary in Romania to the group's sales is quite significant, as it recorded a 18.1% sales increase in €o and 30.3% in the local currency RON, namely RON 179.6 million in 2008, compared to RON 137.8 million in 2007.
- Our subsidiary in Bulgaria recorded an impressive sales increase by 56.8%, continuing its dynamic growth.
- The contribution of the 'Factory Outlet' department stores proved to be of great importance, considering that they recorded an 8.6% sales increase. It must be noted that the last quarter was quite strong (amidst crisis) with sales increasing by 15%.
- The 'Attica' department store recorded a significant sales increase by 15.3%, having established itself in the Greek market, covering all the needs of modern consumers.
- At the end of November of 2008, the new 'Attica' opened in the Golden Hall mall in the Northern Suburbs. The new state-of-the-art department store contributed to sales by € 5 million.

The **company's gross profits** amounted to  $\in$  302.0 million, compared to  $\in$  210.8 in 2007, namely an increase of 43.3%, and the sales gross profit percentage decreased to 48.9% in 2008, compared to 50.9% in 2007. The difference is due to the consolidation of the acquired ELMEC Group, for the entire year, compared to 2007, in which only the fourth quarter was consolidated.

The **Group's financial expenses** amounted to  $\in$  23.3 million in 2008 compared to  $\in$  9.4 million in 2007, affected by the cost of the loan used to fund the acquisition of the ELMEC group, the cost of which was recorded for the entire year, as compared to 2007, when it was recorded only for the fourth quarter.

The **Group's Earnings Before Interest, Taxes, Depreciation and Amortisation** (**EBITDA**) amounted to  $\in$  96.9 million in 2008, compared to  $\in$  69.8 million in 2007, i.e. a 38.8% increase. The most important factors that contributed to the increase of EBITDA, are the following:

a. The Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA) of LINKS recorded an impressive increase of 60.3% and amounted to  $\in 12.9$  million compared to  $\in 8.0$  million in



2007. The increase of EBITDA demonstrates this significant affect on the results and the increase of the company's sales. LINKS proves that despite the recorded crisis, it is constantly increasing its sales and results and is achieving increased international recognition.

b. The consolidation of the acquired **ELMEC Group** for 2008, whose contribution to the Group's **Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA)** amounted to  $\in$  27.8 million, compared to  $\in$  5.4 million in 2007, during which we had consolidated only the volumes of the fourth quarter in the financial results. By comparing the sales volume of the ELMEC Group for 2008, with the total volume for 2007, we note an increase of 17.8% as the EBITDA in 2007 amounted to  $\in$  23.6 million.

The **Group's profits before taxes** amounted to  $\in$  62.5 million, compared to  $\in$  55.5 million in 2007, recording an increase of 12.5%, whereas the **Group's net profits after taxes and minority rights** amounted to  $\in$  43.1 million in 2008, compared to  $\in$  33.5 million in 2007, increased by 28.6%, affected, as with the above volumes, by the full consolidation of ELMEC for 2008. Specifically:

- a. **LINKS' profits before taxes** amounted to  $\in$  9.3 million compared to  $\in$  4.8 million for 2007, namely an increase of 94.1%, whereas **profits after taxes** amounted to  $\in$  7.0 million in 2008 compared to  $\in$  2.4 million, recording an increase of 186.6%.
- b. The contribution of the acquired **ELMEC Group** to the Group's **profits before taxes** amounted to  $\in$  15.7 million compared to  $\in$  1.3 million in 2007, during which only the profits of the fourth quarter had been consolidated and the **profits after taxes and minority rights** amounted to  $\in$  8.1 million compared  $\in$  0.2 million in 2007.

In 2008, the **Group** implemented **investments** with the purpose of expanding its activities and modernising its stores. The total investment amounted to  $\in$  39.6 million. Specifically, the following were implemented:

- a. Our subsidiary HELLENIC DISTRIBUTION S.A. began operation of its new innovative stores TRITON, that sell modern, innovative and useful gadgets, in the duty free zone of Athens International Airport and Patras.
- b. LINKS expanded its network of stores and increased its number of stores to 13. At the end of 2008, the company had a global (mainly in Britain, USA and Asia) network of 44 exclusive stores and 22 sales points in commercial multi-purpose venues.
- c. In 2008 the ELMEC Group, regarding its network of retail stores, began the operation of 34 new sales points, 20 of which are in Greece, 9 in Romania, 3 in Bulgaria and 2 in Moldova. At the end of 2008, the group had 142 stores in total. Furthermore, at the end of November 2008, it began the operation of 'Attica', the second biggest department store, with a total area of 13,000 sq. m. in 'Golden Hall' in



Maroussi, Attica. The new 'Attica' has four levels of modern architecture housing the most popular and well-known brand names.

The Group, regarding the purchase of the ELMEC Group, applied optionally the accounting policy described in revised IAS 27, which was issued in January 2008, for purchasing minority percentages of existing subsidiary companies. Specifically, paragraphs 30 and 31 of the revised standard, state, among other, that the changes of participation percentages in existing subsidiaries that do not lead to loss of control, are considered transactions with the company's owners under this capacity. Therefore, it arises that in these cases additional goodwill will not be recorded during the acquisition of minority percentages in subsidiary companies.

Thus, the Group, by applying the above, changed the accounting policy and registered the gooddwill that was generated from the subsequent purchase of shares after the initial acquisition of 51.48% of ELMEC Group on 5 October 2007, by reducing Equity, according to the revised IAS 27. The revised goodwill from the purchase of ELMEC amounted to € 35.4 million.

It must be noted that, from 1 January 2008 to 31 December 2008, the Company carried out subsequent purchases to acquire 2,390,104 shares of ELMEC SPORT S.A., for  $\in$  9.5 million in total. The goodwill that was generated for the said purchases, amounting to  $\in$  4.2 million, was recorded by reducing Equity.

The total revised goodwill that was recorded from reducing Equity on 31 December 2008 amounted to € 23.4 million.

The **Groups loans** on 31 December 2008 are as follows:

DFS Group	Long-term Borrowing	Short-term Loans	Total
DUTY FREE SHOPS S.A.	160.0	1.9	161.9
HELLENIC DISTRIBUTIONS S.A.	60.0	0.6	60.6
LINKS	0.4	0.9	1.3
ELMEC	50.2	80.3	130.5
	270.6	83.7	354.3

Amounts in € millions

Finally, it must be noted that on 30 October 2008, the subsidiary company ELMEC SPORT announced the six-month extension of the agreement between ELMEC, DUTY FREE SHOPS S.A. and the members of the Papaioannou family regarding the purchase, by ELMEC, of the shares owned by the Papaioannou family in companies of the LAPIN Group. The affected parties achieved the said extension jointly, in order to counterbalance precisely the consequences in the market from the current financial turmoil.



The Company's share after recording a relatively stable course during the first semester of 2008, closed the year at € 5.74, recording losses of 52.4%. However, this drop was less compared to the drop of the General Index of the Athens Stock Exchange, which recorded annual losses reaching 65.5% and the drop of other domestic companies operating in the field of retail, as well as of foreign companies with similar activities.

For the financial year 2008, the Board of Directors will propose, for approval, to the Ordinary General Shareholder Meeting the distribution of a  $\in$  0.50 dividend per share.

In order to implement the decisions dated 30 May 2007 and 6 October 2008 by the Shareholders General Meeting, DUTY FREE SHOPS S.A. purchased 332,064 own shares, namely 0.6304% of its share capital, with a total value of € 2.8 million. These purchases were carried out because they were deemed the most profitable among other available investment opportunities. On 31 December 2008, the Company owned a total of 668,724 of own shares, with a total acquisition cost of € 7.3 million and nominal value of € 0.30 each, namely a total nominal value of € 200,617.2, which represents 1.2695% of its share capital. Respectively, the Group owned a total of 879,664 own shares, with a total acquisition cost of € 10.6 million and nominal value of € 0.30 each, namely a total nominal value of € 263,899.2, which represents 1.6700% of its share capital.

### Basic financial ratios of the Group's results performance

**Leverage & Liquidity Ratios** 

	2007	2008
<u>Current Assets</u> Total Assets	38.2%	42.7%
<u>Total Liabilities</u> Total Equity & Liabilities	73.4%	78.6%
<u>Total Equity</u> Total Equity & Liabilities	26.6%	21.4%
<u>Current Assets</u> Short Term Liabilities	100.8%	118.1%

#### **Performance Ratios**

	2007	2008
<u>EBIT</u> Sales	14.9%	13.6%
<u>EBT</u> Totel Equity	36.8%	42.3%
<u>Net Debt</u> EBITDA	6.14	5.15



### **Prospects for 2009**

The general crisis of the global economy is estimated to have a negative affect on tourist traffic.

In this context, the **Company** aims at maintaining its financial volumes by exercising stricter management and adopting a series of aggressive commercial actions. Specifically:

- Strict management of operating expenses with respective reduction where possible.
- Streamlined use of human resources.
- Pursue a more aggressive Purchase policy by maintaining or restricting price increases from main suppliers, guaranteeing special discounts and offers and by intensifying special promotional actions.
- The average cost of loans is expected to reduce to 4.1%, compared to 6.1% in 2008.

The **Group's** policy for 2009 focuses on the following:

- a. LINKS will maintain its dynamic presence and high returns, through the significant expansion of its sales network, as well as through the continuous operation and growth of existing stores and the establishment of new ones in 2008.
- b. The ELMEC group will continue to develop its sales:
- Maturing the wholesale sales activity of Converse products and by establishing Nike and Coach stores, which will have a positive affect on the parent company's turnover.
- In Romania, despite the devaluation of the local currency and because of the fact that its economy
  is hurt more than any other Balkan country, we expect a slight increase of sales in local currency
  compared to 2008. The said increase, due to the dramatic devaluation of the currency compared to
  the €o, will be recorded as a reduction in sales expressed in €o.
- Bulgaria is expected to maintain its high growth rates, due to the maturing of our sales network and its expansion with new stores.
- The 'Factory Outlet' stores will maintain their momentum, especially during the current period, as they meet even more the consumer needs that are shaped by the existing financial conditions.
- The successful growth and establishment of 'Attica' and the new 'Attica' in Golden Hall, which will mature over time, as well as the department store segment is gaining ground in the domestic retail sale market, and will contribute positively in the increase of the Group's sales. It must be noted that the sales of the new 'Attica' for 2009 will contribute to the Group's turnover in total, whereas in 2008 it only contributed for a month, approximately.



### **Risks and Uncertainties**

### On a Company level:

<u>Liquidity Risk:</u> There is no liquidity risk due to the nature of the Company's object (retail sales) and its high profitability.

### Price Risk

The company posses certain securities listed in the ASE, and therefore their fair value is determined by the market prices.

### **Interest Rate Risk:**

This risk is based on the bonding and short term bank loans of the Group and specifically from the fact that these agreements are expressed in floating rate in connection with EURIBOR index.

Currency Risk: The Company is not exposed to any currency risk.

<u>Credit Risk:</u> The Company is not facing any credit risks, as its income originates from cash retail sales.

### On a Group level:

#### Market Risk

### Currency Risk

This risk has two parts:

- a. Risk of reduced profitability and cash flows due to appreciation of foreign currencies against the operating currencies of the Group's companies.
- b. Risk from converting, financial reports expressed in another currency to €o.

Regarding the 1st part, concerning ELMEC, the risk derives from the fact that the company purchases part of its goods in prices expressed in USD and GBP and sells those goods in prices expressed in €o. In addition to the above-described risk that the company faces, is that the ELMEC Group is exposed to a similar risk regarding the activities of Elmec ROMANIA SRL, ELMEC SPORT BULGARIA EOOD and ICS ELMEC SPORT SRL. The said risk derives mainly from the fact that the Group purchases goods in prices expressed in €o and USD which are then sold through the above companies in the markets of Romania, Bulgaria and Moldova expressed in local currency (RON, BGN and MDL respectively). Furthermore, part of the distribution costs of those companies (leases, royalties) is expressed in €o. The same applies for part of the bank loan of ELMEC ROMANIA SRL.

ELMEC's policy is to counterbalance this risk at a percentage above 50% through forward contracts for USD and GBP, which are made at the beginning of each commercial period (season). Furthermore, the



commercial departments take into consideration the risk of currency exchange rate when setting the prices of their goods.

As for the second part, the financial statements of the ELMEC Group are included in the financial statements of ELMEC ROMANIA SRL, ELMEC SPORT BULGARIA EOOD and ICS ELMEC SPORT SRL, which originally were drafted in the local currency (RON, BGN and MDL respectively).

#### Price Risk

The Group posses certain securities that are listed on the Athens Stock Exchange, therefore their fair value is determined by market value. The prices of the goods sold by the Group (apparel, footwear, cosmetics etc) do not present significant fluctuation, therefore they do not constitute price risk.

### Interest Rate Risk

This risk is based on the Building and equipment Lease agreements, as well as the bonding and short term bank loans of the Group and specifically from the fact that these agreements are expressed in floating rate in connection with EURIBOR index.

### Credit Risk

Credit risk exists in bank deposits, derivatives, receivables from retail sale customers (through credit cards) and primarily in receivables from wholesale customers.

Regarding the receivables from banks and financial institutions in general, including receivables from sales through credit cards, and despite the current conditions of the global economic crisis, the credit risk is considered small due to the careful selection of Greek, primarily, financial institutions with strong capital base.

Regarding the credit risk from wholesales, through the initiative of the Credit Department, the supervision of the Commercial and Financial Department and the Board of Directors which is in charge of strategic planning, are taking measures to limit this risk, for example, by spreading the client base, performing detailed checks on the financial information of each customer prior to the decision to grant credit limit and by signing credit insurance policies.

#### Liquidity Risk

Despite the unfamiliar financial crisis and the limited liquidity on a global scale, group maintains high liquidity thanks to the retail nature of the majority of its sales, and takes measures to further boost liquidity by creating outlets for selling old stock, as well as limiting expenses. At the same time, it maintains a balance of receivables from sales through credit cards.



The Reserves Management Department drafts anticipated cash flow statements for each company in the group, which are brought to the attention of the Financial and General Management, with the aim of ensuring improved liquidity management planning.

### Stock Risk

This risk originates from the possession of old stock from certain companies in the Group and constitutes the inability to sell this stock or to sell this stock at prices lower than the value calculated in the attached balance sheets. Risk management is carried out by the special team that has been established, the results of which are supervised on a monthly basis by Management. Group's basic instrument for liquidating old stock is the two discount department stores 'Factory Outlet' that the group operates in Neo Faliro and the Commercial Park of the Athens Airport, as well as the ten, approximately, smaller discount outlets, operated by the Group in Greece, Romania and Bulgaria. The group have evaluated the old stock in their net cash value based on the experience of the Management and the actual facts from the sale of old stock.

### <u>Important transactions between the Company and associated entities</u>

RECEIVABLE -LIABILITIES OF THE COMPANY

(Amounts in €)

31.12.2008 & 31.12.2007

#### **THE COMPANY**

	LIABILITIES	
	31.12.2008	31.12.2007
FOLLI FOLLIE	496,898	2,927,831
HELLENIC		
DISTRIBUTIONS	68,703	520,097
ELMEC SPORT	92,666	22,685
to otHer related parties	0	
to BoD members	0	
TOTAL	658,267	3,470,613

	RECEIVABLE		
	31.12.2008	31.12.2007	
FOLLI FOLLIE	0	0	
HELLENIC			
DISTRIBUTIONS	0	245,433	
ELMEC SPORT	0	1,051	
to other related parties	0	0	
to BoD members	0	0	
TOTAL	0 246,484		



### RECEIVABLE -LIABILITIES OF THE GROUP

(Amounts in €)

31.12.2008 & 31.12.2007

### **THE GROUP**

31.12.2008	LIABILITIES			
	FOLLI FOLLIE	to other related parties	total	to BoD members
HDFS	496,898	0	496,898	
HELLENIC				
DISTRIBUTIONS	98,583	0	98,583	
LINKS	24,348	0	24,348	0
ELMEC SPORT	1,405,282	90,241	1,495,523	2,007
TOTAL	2,025,111	90,241	2,115,352	2,007

31.12.2008	RECEIVABLE			
	FOLLI FOLLIE	to other related parties	total	to BoD members
HDFS	0	0	0	0
HELLENIC				
DISTRIBUTIONS	452,380	0	452,380	
LINKS	580,681	0	580,681	0
ELMEC SPORT	379,906	2,056	381,962	
TOTAL	1,412,967	2,056	1,415,023	0

31.12.2007	LIABILITIES			
	FOLLI FOLLIE	to other related parties	total	to BoD members
HDFS	2,927,832		2,927,832	
HELLENIC				
DISTRIBUTIONS	8,379		8,379	
ELMEC SPORT	523,518		523,518	131,290
TOTAL	3,459,729	0	3,459,729	131,290

31.12.2007	RECEIVABLE			
	FOLLI FOLLIE	to other related parties	total	to BoD members
HDFS	0	0	0	0
HELLENIC				
DISTRIBUTIONS	0	0	0	0
ELMEC SPORT	24,410	0	24,410	34,590
TOTAL	24,410	0	24,410	34,590



### **INCOME - EXPENSES OF THE COMPANY**

(Amounts in €)

### 01.01.2008 - 31.12.2008

### **THE COMPANY**

Sales of goods to related parties	goods	sales of services concession fees	other	TOTAL
FOLLI FOLLIE	0	0	1,679	1,679
HELLENIC DISTRIBUTIONS	3,799,940	11,856		3,811,796
ELMEC SPORT ABETE	0	0		0
HELLENIC TOURIST BUREAU	0	0		0
TOTAL	3,799,940	11,856	1,679	3,813,475

Purchases of goods from related parties	goods <u>purchase of</u> goods <u>services</u> concession fe		other	ΣΥΝΟΛΟ
FOLLI FOLLIE	2,701,820	961,044	611,216	4,274,080
HELLENIC DISTRIBUTIONS	139,315			139,315
ELMEC SPORT	91,184		26,130	117,314
TOTAL	2,932,318	961,044	637,346	4,530,708

<b>BoD</b> members and directors	
remuneration	4,267,365

### 01.01.2007 - 31.12.2007

### **THE COMPANY**

Sales of goods to related parties	goods	sales of services concession fees	other	TOTAL
FOLLI FOLLIE	0		0	0
HELLENIC DISTRIBUTIONS	3,606,796	11,856		3,618,652
ELMEC SPORT	33,977		1,051	35,028
HELLENIC TOURIST BUREAU	0	0	0	0
ΣΥΝΟΛΟ	3,640,772	11,856	1,051	3,653,680

Purchases of goods from related parties	goods	<u>purchase of</u> <u>services</u> concession fees	other	ΣΥΝΟΛΟ
FOLLI FOLLIE	2,177,768	909,480	265,991	3,353,239
HELLENIC DISTRIBUTIONS				
ELMEC SPORT				
HELLENIC TOURIST BUREAU				
TOTAL	2,177,768	909,480	265,991	3,353,239



### **INCOME - EXPENSES OF THE GROUP**

(Amounts in €)

### 01.01.2008 - 31.12.2008

### **THE GROUP**

Sales of goods to related parties	FOLLI FOLLIE	to otner related parties	TOTAL
HDFS	0	0	0
HELLENIC DISTIBUTIONS	392,533	0	392,533
LINKS	811,156	0	811,156
ELMEC SPORT	485,276	1,760	487,036
HELLENIC TOURIST BUREAU	0		0
TOTAL	1,688,965	1,760	1,690,725

Purchase of goods from related parti	FOLLI FOLLIE	related parties	TOTAL
HDFS	2,701,820	0	2,701,820
HELLENIC DISTRIBUTIONS	130,400	0	130,400
LINKS	66,418	0	66,418
ELMEC SPORT	1,324,362	0	1,324,362
HELLENIC TOURIST BUREAU	0		0
TOTAL	4,223,000	0	4,223,000

Services received from related partie	FOLLI FOLLIE	related	TOTAL
HDFS	1,572,260		1,572,260
HELLENIC DISTRIBUTIONS	0		0
ELMEC SPORT	20,065	1,600	21,665
HELLENIC TOURIST BUREAU	1,200		1,200
TOTAL	1,593,525	1,600	1,595,125

BoD members and directors	
remuneration and transactions	
HDFS	4,267,364
HELLENIC DISTRIBUTIONS	176,573
ELMEC SPORT	2,042,326
TOTAL	6,486,263

### 01.01.2007 - 31.12.2007

### THE GROUP

Sales of goods to related parties	FOLLI FOLLIE	σε λοιπα συνδεόμενα	ΣΥΝΟΛΟ
ΚΑΤΑΣΤΗΜΑΤΑ ΑΦΟΡΟΛΟΓΗΤΩΝ ΕΙΔΩΝ	0		0
ΕΛΛΗΝΙΚΕΣ ΔΙΑΝΟΜΕΣ Α.Ε.	0		0
ELMEC SPORT ABETE	26,475		26,475
HELLENIC TOURIST BUREAU A.E.	0		0
ΣΥΝΟΛΟ	26,475	0	26,475

Purchase of goods from related parti	FOLLI FOLLIE	σε λοιπα συνδεόμενα	ΣΥΝΟΛΟ
ΚΑΤΑΣΤΗΜΑΤΑ ΑΦΟΡΟΛΟΓΗΤΩΝ ΕΙΔΩΝ	2,177,768	0	2,177,768
ΕΛΛΗΝΙΚΕΣ ΔΙΑΝΟΜΕΣ Α.Ε.	8,379	0	8,379
ELMEC SPORT ABETE	572,225		572,225
HELLENIC TOURIST BUREAU A.E.			0
ΣΥΝΟΛΟ	2,758,373	0	2,758,373

Services received from related partie	FOLLI FOLLIE	από λοιπα συνδεόμενα	ΣΥΝΟΛΟ
ΚΑΤΑΣΤΗΜΑΤΑ ΑΦΟΡΟΛΟΓΗΤΩΝ ΕΙΔΩΝ	1,175,471		1,175,471
ΕΛΛΗΝΙΚΕΣ ΔΙΑΝΟΜΕΣ Α.Ε.			0
ELMEC SPORT ABETE			
HELLENIC TOURIST BUREAU A.E.	1,200		1,200
ΣΥΝΟΛΟ	1,176,671	0	1,176,671

### BoD members and directors remuneration and transactions

ΚΑΤΑΣΤΗΜΑΤΑ ΑΦΟΡΟΛΟΓΗΤΩΝ ΕΙΔΩΝ	2,663,408
ΕΛΛΗΝΙΚΕΣ ΔΙΑΝΟΜΕΣ Α.Ε.	167,349
ELMEC SPORT ABETE	838,954
ΣΥΝΟΛΟ	3,669,712

FREE ESHOPS ANNUAL FINANCIAL REPORT 2008

## Explanatory Report to the Ordinary General Shareholder Meeting (In Accordance with Law 3556/2007, Article 4, paragraphs 7 and 8)

### **Share Capital Structure**

The Company's share capital amounts to  $\in$  15,802,500, divided into 52,675,000 ordinary registered shares with a nominal value of  $\in$  0.30, each and it is fully paid. Every ordinary share gives the right to one vote. All shares are listed for trading on the Athens Stock Exchange, in the Small Cap Category.

Each ordinary registered Company share incorporates all the rights and obligations stipulated by the Law and the Articles of Association of DUTY FREE SHOPS S.A., which do not stipulate provisions more restrictive than those provided by Law. Shareholder liability is limited to the nominal value of the shares they own. The possession of a share automatically entails the acceptance from its owner of the Articles of Association of DUTY FREE SHOPS S.A. and the lawful decisions of the General Shareholders Meetings. The Articles of Association of DUTY FREE SHOPS S.A. does not provide special rights in favour of specific shareholders nor does it contain terms on changing the capital and amending the rights of the shareholders, which are more restrictive than the provisions of the Law. The shareholders exercise their rights with respect to the Company's Management, through the General Meetings. Each shareholder is entitled to participate in the Company's General Shareholders Meeting, either in person or by proxy.

In order for a shareholder to participate in the General Meeting, s/he must block all or part of their shares on the Dematerialised Securities System (SAT) through their Operator or (if the shares in a Special Account in SAT) through Hellenic Exchanges S.A. The share blocking certificate and the representation documents must be submitted to the Company at least 5 full days before the day of the General Meeting and the shareholder must be given a receipt for admittance to the General Meeting. Shareholders who do not comply with the above requirements can only participate in the General Meeting following permission by it. Ten days before the Ordinary General Meeting, every shareholder can ask for the annual financial statements and the relevant reports of the Board of Directors and the Auditors of the Company.

The Company's shareholders have all the minority rights provided by Law from Article 39 of Codified Law 2190/1920 and Article 25 of the Company's Articles of Association, such as for example the right to submit a request to convene an Extraordinary General Meeting, submit additional issues for the daily agenda for the convened General Meeting, postpone making decisions on all or certain issues of the convened General Meeting, provide information, conduct a vote on roll call, etc. Besides, the shareholders who represent 5% of the Company's paid share capital, have the right to request from the



First Instance Court whose jurisdiction governs the Company's headquarters, to appoint one or more auditors specifically for auditing the Company, pursuant to Articles 40 and 40a of Law 2190/1920.

The shareholders have option rights in every future increase of the Company's Share Capital, depending on their participation in the existing share capital, as stipulated in article 13 of Codified Law 2190/1920.

The dividend for each share is paid within 2 months from the date the Ordinary General Shareholder Meeting approved the financial statements. The place and manner of payment will be announced through the Press. According to Article 18 of Law 3697/2008 (Government Gazette A 194/25.9.2008), which amended Article 54 of the Income Tax Code, the profits distributed by domestic S.A. companies in the form of dividends or pre-dividend to physical or legal entities, domestic or foreign, societies of people or asset groups, irrespective if their payment is made in cash or shares, are subject to taxation at a rate of ten percent (10%). This taxation completes the beneficiary's tax obligation for the above incomes. The dividends that have not been collected within five years are written off and the respective amount is given to the Greek State.

### **Limitations of Transferring Company Shares**

The transfer of Company shares is performed according to the procedures stipulated by the Law and the regulation of the Athens Stock Exchange, and according to its Articles of Association, there are no limitations to their transfer.

## Significant Direct or Indirect Participations According to the Meaning of Articles 9 to 11 of Law 3356/2007

Shareholder	Amount	Percentage (%)
FOLLI-FOLLIE S.A.	29,902,834	56.77
AGRICULTURAL BANK OF GREECE S.A.	10,595,056	20.11

Date: 31 December 2008

No other physical or legal entity owns a percentage greater than 5% of the share capital.

### **Shares Granting Special Control Rights**

There are no Company shares giving their owners special control rights.

### **Voting Right Limitations**

There are no voting right limitations, arising from the Company shares.



### **Agreements between Company Shareholders**

The Company is not aware of any agreements whatsoever between its shareholders on the exercise of voting rights derived from these shares.

# Regulations on the appointment and replacement of BoD members and on the amendment of Articles of Association, differentiating them to the ones stipulated by Codified Law 2190/1920

Regarding the appointment and replacement of BoD members and on the amendment of the Articles of Association, the Company conforms to the provisions of Codified Law 2190/1920, as in force.

Specifically, according to Article 9 of the Company's Articles of Association, the Board of Directors has nine (9) to thirteen (13) members and is elected by the Company's General Shareholders Meeting by majority vote for a five year term which may be extended until the first general meeting after the termination of their term and which cannot exceed six years.

In the event of death or resignation or departure for any reason of a member of the Board of Directors, the remaining members of the Board of Directors, provided that they have lawful quorum, are obligated to elect a temporary advisor in place of the member who left, for the remainder of his/her term. This election is submitted for approval in the first, from the election, General Shareholders Meeting, which can replace the elected even if a relevant item has not been included in the daily agenda.

## Competency of the BoD or of certain BoD members regarding the issuance of new shares or the purchase of own shares, pursuant to article 16 of Codified Law 2190/1920

Pursuant to Article 13 of Codified Law 2190/1920 and Article 6 of the Company's Articles of Association, the Company's General Shareholders Meeting, upon its decision which is subject to the publication requirements of Article 7b, of Codified Law 2190/1920, can authorise the Board of Directors, to increase the Company's share capital partially or fully by issuing new shares, for an amount that cannot exceed the amount of the share capital that was paid on the date the decision was made by the General Meeting, by a decision made by a majority vote of at least two thirds (2/3) of its members.

By exemption, if the Company's reserves exceed one fourth (1/4) of the Company's paid share capital, the General Meeting is required to reach a decision in extraordinary quorum and majority as stipulated by Article 29, paragraph 1 and 2, and Article 31, paragraph 1 of Codified Law 2190/1920 and amendment of the Company's Articles of Association.

Regarding the purchase of own shares, pursuant to Article 33 of the Company's Articles of Association, with reservation to the principle of equal treatment of shareholders that are in the same position and



the provisions of Law 3340/2005, the Company can proceed to acquire own shares after the approval of the General Meeting and according to the terms and conditions of Article 16 of Codified Law 2190/1920, as in force.

A significant agreement that the Company has signed and which goes into effect, is amended, or expires, in case the control of the Company changes, after a takeover bid and the results of this agreement.

Such an agreement does not exist.

### **Agreements with BoD members or Company Personnel**

There are no agreements between the Company and members of the Board of Directors or its personnel, which provide for the payment of compensation, especially in the event of resignation or termination of employment without reasonable grounds or termination of term or employment due to a takeover bid.



### C. INDEPENDENT AUDITORS' REPORT

To the Shareholders of "DUTY FREE SHOPS .SA".

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

We have audited the accompanying financial statements of "DUTY FREE SHOPS .SA (the company), and the consolidated financial statements of the Company and its subsidiaries ("the Group"), which comprise the balance sheet as at December 31, 2008, and the income statement, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes.

### **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. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatements, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### **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 the Greek Auditing Standards, which conform to International Standards of Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance 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 the management, as well as evaluating the overall presentation of the financial statements.

### **Opinion**

our audit opinion.

In our opinion, the aforementioned financial statements present fairly, in all material respects, the financial position of "DUTY FREE SHOPS .SA" and the Group as of December 31, 2008, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards that have been adopted by the European Union.

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

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

We confirm that the information given in the Directors' Report is consistent with the accompanying financial statements in the context of the requirements of articles 43a, 107 and 37 of Codified Law 2190/20.





Certified Public Accountants S.A. 396, Mesogion Avenue 153 41 Ag.Paraskevi – Athens Greece SOEL Reg.No: 148

Athens, 27 March 2009 The Certified Public Accountant

Georgios I. Varthalitis

SOEL Reg.No: 10251



### D. ANNUAL COMPANY AND CONSOLIDATED FINANCIAL STATEMENTS

### 1. BALANCE SHEET

(Annual consolidated and non consolidated) Amounts reported in € thousand

		CONSOLIDATED		THE CON	1PANY
		<u>31.12.2008</u>	31.12.2007	31.12.2008	<u>31.12.2007</u>
ASSETS	<u>Σημ.</u>				
Non-current Assets	5.7	163.591	140.715	25.582	25.052
Investment in property	5.7	75.621	82.922	0	0
Intangible Assets	5.8	143.217	144.567	48.746	49.657
Investment	5.9	0	0	231.192	221.721
Other current assets	5.10	12.436	10.377	5.695	5.334
Inventory	5.11	156.084	122.043	49.721	42.461
Trade receivables	5.12	29.672	22.347	64	314
Cash and cash equivalent	5.13	41.416	38.013	5.260	4.612
Other current assets	5.12	60.509	58.715	5.526	5.833
Non current assets	5.14	7.024	0	0	0
available for sale					
TOTAL ASSETS		<u>689.570</u>	<u>619.699</u>	<u>371.786</u> <u>0</u>	<u>354.984</u>
NET EQUITY AND LIABILITIES					
Share Capital	5.15	15.803	15.803	15.803	15.803
Reserves Premium	5.15	65.259	65.259	65.259	65.259
Other reserves	5.16	28.683	24.515	31.224	27.509
Other equity	5.16	-6.024	-844	0	0
Profits carried forward		29.487	33.530	62.314	44.334
Total Capital and reserves of the		133,208	138,263	174.600	152.905
Shareholders of the Company (a)					
Minority interests (b)		14.490	12.839	0	0
Total Equity (c) = $(a)+(b)$		<u>147.698</u>	<u>151.102</u>	<u>174.600</u>	<u>152.905</u>
Long-term debt liabilities	5.17	270.634	207.122	160.000	100.000
Provisions/Other long term liabilities	5.18	21.710	22.374	9.530	7.393
Short- term borrowings	5.17	83.710	112.932	1.921	63.644
Other short-term liabilities	5.19	158.518	126.169	25.735	31.042
Liabilities related to fixed assets available for sale		7.300	0	0	0
	5.20				
Total Liabilities (d)		<u>541.872</u>	468.597	<u>197.186</u>	202.079
TOTAL EQUITY & LIABILITIES (c)+(d)		<u>689.570</u>	<u>619.699</u>	<u>371.786</u>	<u>354.984</u>



### 2. FINANCIAL STATEMENT OF THE PERIOD

(Annual consolidated and non consolidated) Amounts reported in € thousand

		CONSOLIDA	TED	THE COMPANY		
		01.01- 31.12.2008	01.01- 31.12.2007	01.01- 31.12.2008	01.01- 31.12.2007	
		CONTINUIING ACTIVITIES	CONTINUING ACTIVITIES	CONTINUING ACTIVITIES	CONTINUING ACTIVITIES	
Sales 5.	.23	617.109	414.115	268.174	262.548	
Cost of Sales 5.	.24	<u>-315.103</u>	<u>-203.358</u>	<u>-135.158</u>	<u>-133.989</u>	
Gross Profit		302.006	210.757	133.017	128.560	
Other income 5.	.25	25.950	15.310	9.619	8.659	
	.28	-40.398	-34.418	-13.491	-13.788	
	.29	-197.259	-127.852	-79.951	-71.755	
Other expenses 5.	.27	-6.515	-2.284	-1.065	-1.744	
Earnings before interest and taxes (EBIT) Financial income 5.		83.784	61.513	48.128	49.932	
	.30	<u>-21.322</u> <b>62.462</b>	<u>-5.862</u> <b>55.651</b>	<u>20.650</u> <b>68.777</b>	<u>-306</u> <b>49.625</b>	
Earnings before taxes Less: Taxes 5.	.31	-15.330	-21.015	-9.573	-18.515	
Earnings after taxes	.51	47.131	34.635	<b>59.204</b>	31.110	
Allocated to:						
Company Shareholders		43.106	33.632			
Minority Interests		4.025	1.003			
Earnings per share after taxes - basic (in €) 5.	.32	0,8269	0,6452			
Proposed dividend per share - (in €)				0,5000	0,6600	
Depreciation		13.137	8.323	4.946	4.795	
Earnings before interest, taxes, depreciation and amortization (EBITDA)		96.921	69.836	53.074	54.726	



### 3. STATEMENT OF CHANGES IN NET EQUITY FOR THE FINANCIAL YEAR

THE COMPANY

(Annual consolidated and not consolidated) Amounts reported in € thousand

	Share Capital	Share Premium	Own Shares	Fair Value Reserves	Currency Exchange Differences	Other Reserves	Retained Earnings	Total Net Equity
Balance at 1.1.2007	15,803	65,259	-1,231	50	0	44,735	406	125,022
Profit of the period after taxes	0	0	0	0	0	0	31,110	31,110
Dividends payable	0	0	0	0	0	0	0	0
Transition to reserves	0	0	0	0	0	-12,818	12,818	0
Share buy back	0	0	-3,227	0	0	0	0	-3,227
Balance at 31.12.2007	15,803	65,259	-4,458	50	0	31,917	44,334	152,905
Balance at 1.1.2008	15,803	65,259	-4,458	50	0	31,917	44,334	152,905
Profit of the period after taxes	0	0	0	0	0	0	59,204	59,204
Dividends payable							-34,450	-34,450
Transition to reserves	0	0	0	0		6,541	-6,541	0
Net income classified directly in the net equity						,	-233	-233
Share buy back	0	0	-2,826	0	0	0	0	-2,826
Balance at 31.12.2008	15,803	65,259	-7,284	50	0	38,458	62,314	174,600



<u>CONSOLIDATED</u>
(Annual consolidated and not consolidated) **Amounts reported in € thousand** 

	Share Capital	Share Premium	Fair Value Reserves	Other Reserves	Own Shares	Retained Earnings	Currency Exchange differences	Total net equity of the Shareholders (b)	Minority Interests ©	Total Net Equity (d)=(b)+(c)
Balance at 01.01.07	15,802.50	65,259.02	49.81	45,073.59	-1,230.87	3,602.67	70.14	128,626.86	0.09	128,626.95
Period Results	0	0	0	0	0	33,530.24	0.00	33,530.24	1,002.89	34,533.13
Share buy back					-6560.31			-6,560.31		-6,560.31
Third parties interests from acquisition of subsidiary						0.00		0.00	13,579.56	13,579.56
Transition of reserves				-12817.82		12,817.82		0.00		0.00
Other changes				0		-237.86	0.00	-237.86	0.00	-237.86
Currency exchange differences							-913.69	-913.69		-913.69
Balance at 31.12.2007	15,802.50	65,259.02	49.81	32,255.77	-7,791.18	49,712.87	70.14	155,358.93	14,582.54	169,027.78
Balance at 1.1.2008	15,802.50	65,259.02	49.81	32,255.77	-7,791.18	49,712.79	-843.46	154,445.24	14,582.54	169,027.78
Period Results	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00
Share buy back	0.00	0.00	0	0.00				0.00		0.00
Third parties interests from acquisition of subsidiary	0.00	0.00	0	0.00				0.00		0.00
of percentage in share capital of subsidiary	0.00	0.00	0	0.00				0.00		0.00
Expenses due to share capital increase of subsidiary								0.00		0.00
Deferred taxation of subsidiary on equity								0.00		0.00
Dividends payable	0.00	0.00		0.00				0.00		0.00
Transitions	0.00	0.00						0.00		0.00
Currency exchange differences	0.00	0.00	0	0.00				0.00		0.00
Balance at 31.12.2008	15,802.50	65,259.02	49.81	32,255.77	-7,791.18	49,712.79	-843.46	154,445.24	14,582.54	169,027.78

### 4. CASH FLOW STATEMENT

(Annual consolidated and not consolidated) Amounts reported in € thousand

	CONSOLIDA	TED DATA	THE COM	<u>IPANY</u>
	Continuing Activity	Continuing Activity	Continuing Activity	Continuing Activity
2nd Alternative: Indirect Method	<u>01.01-</u> <u>31.12.2008</u>	<u>01.01-</u> <u>31.12.2007</u>	<u>01.01-</u> <u>31.12.2008</u>	<u>01.01-</u> <u>31.12.2007</u>
Operating Activities				
Results before taxes (continuing activity) Plus/Less adjustments for:	62.462	55.651	68.777	49.625
Depreciation Provisions	13.137 725	8.323 796	4.946 609	4.795 648
Currency exchange differences	4.101	-597	0	0
Results (income, expenses, profits and losses) from investment activ	-1.983	-4.347	-31.408	-1.655
Interest and similar expenses	23.305	10.208	10.758	1.961
Plus/Less adjustments for changes in working capital account related to operating activities:				
Decrease/(increase) in inventory	-34.041	-7.770	-7.260	-2.711
Decrease/(increase) in receivables	-12.067	14.054	376	-270
Decrease/(increase) in liabilities (exc. Loans)	31.275	9.150	-2.574	7.399
Less:				
Interest and similar expenses paid	-21.336	-10.247	-9.090	-1.700
Paid taxes	-17.377	-22.319	-12.069	-15.146
Total inflow / (outflow) from operating activities (a)	<u>48.201</u>	<u>52.902</u>	<u>23.065</u>	<u>42.946</u>
Investing activities Acquisition of subsidiaries, related companies, joint ventures and other investments Purcahse of tangible and intangible fixed assets	-9.471 -39.555	-180.737 -12.245	-9.471 -4.564	-207.661 -3.318
Proceeds from disposal of tangible and intangible fixed assets	7.559	0	0	25
Interests received	1.856	3.581	357	1.632
Proceeds from dividends	199	812	31.038	23
Total inflow / (outflow) from investing activities (b)	-39.412	<u>-188.589</u>	<u>17.360</u>	-209.29 <u>9</u>
Financing Activities Proceed froms issued loans	61.149	155.698	0	163.644
Loans paid off	-23.727	155.050	-2.500	0
Payments of leasing liabilities	-1.532	-1.459	0	0
Dividends paid	-38.450	-34.766	-34.451	-34.766
Share buy back	-2.826	-6.560	-2.826	-3.227
Total inflow/(outflow) from financing activities (c ) Net increase/(reduction) in cash and cash equivalents (a)+(b)+(c)	<u>-5.386</u> <b>3.403</b>	<u>112.913</u> <b>-22.774</b>	-39.777 <b>648</b>	<u>125.651</u> <b>-40.702</b>
Cash and cash equivalent at the beginning of the period	38.013	60.787	4.612	45.314
Closing balance, cash and cash equivalents	41.416	38.013	5.260	4.612



# 5. Notes To The Annual Financial Statements And The Consolidated Financial Statements

### **5.1.** General Information

The company Hellenic Duty Free Shops S.A. is active in the travel retail sector. In particular, the Company holds the exclusive right to operate duty free shops in existence or that may be established in the future in Greece. This right was conceded to the Company under art. 120 of L. 2533/1997. The Company operates 90 shops in 44 points (21 airports, 11 border crossings and 12 ports) throughout Greece. Hellenic Duty Free Shops S.A. is a societe anonyme company incorporated and domiciled in Greece. The address of its registered office is at 23<sup>rd</sup> km Athens - Lamia National Road, Ag. Stefanos, its web site: <a href="www.dutyfreeshops.gr">www.dutyfreeshops.gr</a>, and has its primary listing on the Athens Stock Exchange (Sector "Retail – Specialty Retailers).

The Company, on 05.10.2007 acquired 28,718,770 common shares of the Company ELMEC SPORT S.A., namely 51.84% of its share capital and voting rights. The cost of the transaction, along with the commission and the transfer fees amounted to €120,928,461.65. Since with this transaction the Company exceeded one third (1/3) of the voting rights of ELMEC, the Company pursuant to the provisions of Law 3461/2006, submitted a Mandatory Public Offer for the acquisition of the total of ELMEC shares, at the price of €4.00/ per share. The Company, on 31.12.2007 owned 91.12% of the share capital of ELMEC with a total price of €207,660,641, including the commission and the transfer fees. On 31.03.2008, the Company owned 94.71% of the share capital of ELMEC for €215,636,102, including the commission and the transfer fees. On 30.06.2008, the Company owned 94.90% of the share capital of ELMEC for €216,052,614, including the commission and the transfer fees. On 30.09.2008 the Company owned 95.1366% of the share capital of ELMEC for €216,566,605, including the commission and the transfer fees. On 31.12.2008, the Company owned 95.4315% of the share capital of ELMEC for €217.131.605,52 including the commission and the transfer fees.

The consolidated financial statements of the Company cover the Company and its subsidiaries (The Group). The subsidiaries of the Group and the respective participation percentages, which are included in the consolidated financial statements (implementing the full consolidation method) are:



### - Structure of the Group

COMPANY	REGISTERED OFFICE	% PARTICIPATION	CONSOLIDATION METHOD
a. HELLENIC DUTY FREE SHOPS S.A.	Agios Stefanos Attica	Parent Company	
b. HELLENIC DISTRIBUTIONS S.A.	Agios Stefanos Attica	99.9900%	Direct, full
ba. LINKS (LONDON) LIMITED	United Kingdom	99.9900%	Indirect, full
ba1. LINKS OF LONDON (INTERNATIONAL) LTD (UK)	United Kingdom	99.9900%	Indirect, full
ba2. LINKS OF LONDON COM LTD (UK)	United Kingdom	99.9900%	Indirect, full
ba3. LINKS OF LONDON ASIA LTD (HK)	Hong-Kong	99.9900%	Indirect, full
ba4. LINKS OF LONDON INC (USA)	USA	99.9900%	Indirect, full
ba5. LINKS OF LONDON (FRANCE)	France	99.9900%	Indirect, full
c. HDFS SKOPJE DOO (FYROM)	Skopje	100.0000%	Direct, full
d. HELLENIC TOURIST BUREAU S.A.	Agios Stefanos	99.9900%	Direct, full
e. ELMEC SPORT S.A.	Glyfada	95.4315%	Direct, full
ea. FACTORY OUTLET S.A.	Greece	95.4300%	Indirect, full
eb.FACTORY OUTLET AIRPORT S.A.	Greece	95.4300%	Indirect, full
ec. ELMEC ROMANIA SRL	Romania	95.4300%	Indirect, full
ed. ELMEC SPORT BULGARIA EOOD	Bulgaria	95.4300%	Indirect, full
ee. CHRONOSPORT S.A.	Greece	47.7200%	Indirect, full
ef. MOUSTAKIS S.A.	Greece	95.4300%	Indirect, full
eg. LOGISTICS EXPRESS S.A.	Greece	95.4200%	Indirect, full
eh. ATTICA DPT. S.A.	Greece	47.7000%	Indirect, full
ei. IPIROTIKI S.A.	Greece	95.3300%	Indirect, full
ej. NORTH LANDMARK S.A.	Greece	33.4000%	Indirect, full
ek. ICS ELMEC SPORT SRL	Moldova	95.4300%	Indirect, full

As of 05.05.2006, the Group is included implementing the full consolidation method, in the consolidated financial statements of the company FOLLI-FOLLIE S.A, a company with registered address in Ag. Stefanos Attica, with a 56.769% participation.

### 5.2. Accounting principles for the preparation of Financial Statements

### 5.2.1 Compliance with the IFRS

The Company's and Consolidated financial statements of HDFS S.A. have been prepared in compliance with the IFRS that have been issued from the International Accounting Standards Board (IASB), as well as their interpretations issued by the Standards Interpretation Committee (IFRIC) of IASB, which have been adopted by the European Union until December 31<sup>st</sup>, 2007.



### 5.2.2. Accounting principles of Financial Statements

The preparation of financial statements in compliance with IFRS, requires the use of certain critical accounting estimates and judgments in the process of implementing the Company's accounting policies. These Company and Consolidated financial statements for the period 1<sup>st</sup> January to 31<sup>st</sup> December 2008 have been prepared based on:

- The principle of historical cost
- The principle of continuation of activity (going concern)
- The principle of independence of each financial year
- The uniformity of presentation
- The significance of data

And refer to the ones of the previous financial year, except of the adoption of the amendments of IAS 39 and IFRS 7 "Reclassification of Financial Instruments". The main impact from the said adoption is as follows:

### Amendments of IAS 39 and IFRS 7 "Reclassification of Financial Instruments"

The amendment of IAS 39 issued in October 2008, allows an entity to reclassify non-derivative financial assets (except the ones classified at fair value through results at the initial recognition) in another category than the one of fair value through results, in specific cases.

The amendments in IFRS 7 require additional disclosures in the financial statements of the entities that adopt the amendments of IAS 39. Such disclosures are shown in note 5.10 of the Financial Statements.

### **5.2.3** Approval of the Financial Statements

The Financial Statements have been approved by the Board of Directors on 24th March 2009.

### 5.2.4 Period concerned

The present annual consolidated financial statements include the financial statements of HDFS S.A. and its subsidiaries', herein mentioned as a Group, and concern the period 1<sup>st</sup> January to 31<sup>st</sup> December 2008.

### 5.2.5 <u>Consolidation – Valuation of subsidiaries and other related Companies</u>

The method of purchase is the accounting method used for the consolidation. The cost for the acquisition of a subsidiary company is the fair value of the assets given, instruments issued and liabilities incurred or assumed at the date of the exchange, plus any costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business consolidation are measured initially at their fair values at the acquisition date, irrespective of the shareholding percentage. The cost beyond the one of the fair value cost of the acquired data, is recorded as goodwill. If the total cost of acquisition is less than the fair value of the net assets acquired, the difference is recorded directly in the income statement.

FREE SHOPS ANNUAL FINANCIAL REPORT 2008 Specifically, for those business mergers that have been realized before the date of transition of the Group to the IFRS (1st January 2004), the exception of IFRS 1 was used and the purchase method was not applied retrospectively. In the context of the aforementioned exception, the Company did not recalculate the acquisition cost of the subsidiaries acquired before the transition date to the IFRS, nor the fair value of the acquired assets and liabilities at the acquisition date, and therefore no goodwill has been recognized in its consolidated financial statements in accordance with IFRS.

Inter - company transactions, balances and unrealized gains from transactions between group companies are eliminated. Unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. The accounting policies of the subsidiaries are consistent with the policies adopted by the Group.

The participations in subsidiaries in the balance sheet of the parent Company are measured at acquisition cost less any provision for impairment of their values.

### 5.2.6 Goodwill from acquisition of subsidiaries

The Company, on 05.10.2007, acquired the 51.84% of the company ELMEC SPORT S.A. Since with this transaction the Company exceeded one third (1/3) of the voting rights of ELMEC, the Company pursuant to the provisions of Law 3461/2006, submitted a Mandatory Public Offer for the acquisition of the total of ELMEC shares, at the price of €4.00 per share. On 15.11.2007, The Hellenic Capital Market Commission approved the Public Offer, submitted by the Company. The submission of the Public Offer resulted to the increase of the Company's percentage and on 31.12.2007 the total participation of the Company was 91.12% of the share capital and the voting rights of ELMEC SPORT S.A.

The acquisition of 51.84% of Elmec Sport S.A. resulted to temporary goodwill of €70,372,973, which was defined as follows:

ASSETS	Amounts in €
Fixed assets	
Tangible fixed assets	106,855,455.00
Intangible fixed assets	3,560,318.00
Consolidation goodwill	11,170,682.00
Investments available for selling	545,346.00
Deferred taxation	1,566,467.00
Other long-term debtors	1,491,681.00
	125,189,949.00
Current assets	
Inventory	68,069,210.00
Trade and other short-term receivables	75,849,814.00
Investments fairly valued	2,640,094.00
Cash and other cash equivalents	20,927,417.00
	167,486,535.00
TOTAL ASSETS	292,676,484.00



### LIABILITIES

Long-term	liabi	<u>lities</u>

Loans & financial leasing	-45,916,145.00
Deferred taxation	-1,847,374.00
Employees' retirement	-925,291.00
Provisions for additional taxes	-840,271.00
	-49,529,081.00

### **Short-term liabilities**

Loans & financial leasing	-58,404,977.00
Trade creditors and other liabilities	-68,562,595.00
Current tax liabilities	-9,383,474.00
Provisions for risks and expenses	-2,664,375.00
	-139,015,421.00

TOTAL LIABILITIES	-188,544,502.00
Minority interests	-6,508,143.00

TOTAL EQUITY ( Assets - Liabilities )	97,623,839.00
Group's acquisition percentage	51.8390%
Group's purchased assets value	50,607,222.00

### Therefore the goodwill resulted as follows:

Goodwill	70,372,973.00
Less: Fair value of assets purchased by the Group (as above)	50,607,222.00
Cost of acquisition	120,980,195.00

The net cash outflow amounted to € 100.052.778 and resulted as follows:

Cost of acquisition	120,980,195.00
Less cash and other cash equivalents Net cash outflow (from subsidiary's acquisition)	-20,927,417.00 100,052,778.00

During the period 05.10.2007 - 31.12.2007, the Company purchased another 21,760,115 shares of ELMEC SPORT S.A. which represent the 39,278% of its share capital for a total price of 686,680,445.67 and resulted in an additional goodwill of 48,763,141. Consequently, on 31.12.2007 the total temporary recognized goodwill amounted to 119,136,114. The additional goodwill was counted as follows:

ASSETS	Amounts in €
Fixed assets	
Tangible fixed assets	109,334,834.00
Intangible fixed assets	3,562,885.00
Consolidation goodwill	11,170,682.00
Investments available for selling	411,746.00
Deferred taxation	1,634,473.00
Other long-term debtors	1,448,325.00
-	127,562,945.00



Inventory Trade an other short-term receivables Investments fairly valued Cash and other cash equivalents  TOTAL ASSETS	69,181,805.00 53,908,024.00 2,561,537.00 26,923,944.00 152,575,310.00 280,138,255.00
LIABILITIES	
<u>Long-term liabilities</u> Loans & financial leasing	-45,833,839.00
Deferred taxation	-1,863,575.00
Employees' retirement	-1,017,161.00
Provisions for additional taxes	-610,459.00
Trovisions for additional taxes	-49,325,034.00
Short-term liabilities	.5,5_5,6566
Loans & financial leasing	-44,973,024.00
Trade creditors and other liabilities	-74,200,107.00
Current tax liabilities	-5,868,734.00
Provisions for risks and expenses	-2,664,375.00
·	-127,706,240.00
TOTAL LIABILITIES	-177,031,274.00
Minority interests	-5,952,194.00
TOTAL EQUITY ( Assets - Liabilities )	97,154,787.00
Group's acquisition percentage	91.117%
Group's purchased assets value	88,524,527.00

Therefore the goodwill resulted as follows:

Total goodwill	119,136,114.00
Less: fair value of assets purchased by the Group	88,524,527.00
Cost of acquisition	207,660,641.00

Therefore the temporary goodwill from the purchases effected in the period 5.10.07 to 31.12.2007 amounted to  $\in (119.136.114 - 70.372.973 =) 48.763.141$ 

The net cash outflow at 31.12.2007 amounted to € 180.736.697 and resulted as follows:

Total cost of acquisition	207,660,641.00
Less cash and cash equivalent	-26,923,944.00
Net cash outflow (Καθαρή ταμιακή εκροή (from acquisition of	
subsidiary)	180.736.697,00

During the third quarter of 2008, the Group proceeded with the valuation at fair values of the property (land – buildings) of the acquired during the previous fiscal year (5.10.2007) subsidiary "ELMEC SPORT S.A.", as well as the assets of its subsidiaries FACTORY OUTLET S.A., FACTORY OUTLET AIRPORT S.A., IPIROTIKI AEKE, ELMEC ROMANIA SRL, ELMEC SPORT BULGARIA EOOD.

The valuation has been realised by an Independent Auditor following the IFRS 3 and within the provided 12month period from the said acquisition.



The Group increased the value on which the said assets of the aforementioned companies are recognized in the consolidated balance sheet at the amount of their estimated purchase-fair value, classified them either in tangible assets or in investments in property.

The valuation of property (land – buildings) of the aforementioned companies is as follows:

A.	TANGIBLE ASSETS			
		RESIDUAL VALUE	FAIR VALUE	DIFFERENCE
1.	ELMEC SPORT BULGARIA EOOD	- 127.513,00	- 156.408,00	-28.895,00
2.	ELMEC ROMANIA SRL			
	Land	5.275.959,00	13.665.000,00	
	Buildings	<u>5.242.672,00</u>	8.952.000,00	42.000.000.00
		10.518.631,00	22.617.000,00	-12.098.369,00
3.	ELMEC SPORT S.A.	12.283.890,00	22.290.971,00	-10.007.081,00
4.	IPIROTIKI S.A.	<u>36.518.980,00</u>	<u>36.728.109,00</u>	<u>-209.129,00</u>
	TOTAL (1)	59.449.014,00	81.792.488,00	-22.343.474,00
В.	INVESTMENT IN PROPERTY			
1.	FACTORY OUTLET S.A.	8.041.753,00	57.975.539,00	-49.933.786,00
2.	IPIROTIKI S.A.	2.133.799,00	7.024.416,00	-4.890.617,00
3.	FACTORY OUTLET AIRPORT S.A. TOTAL (2)	16.209.167,00 <b>26.384.719,00</b>	17.647.268,00 <b>82.647.223,00</b>	-1.438.101,00 <b>-56.262.504,00</b>
	GRAND TOTAL	85.833.733,00	164.439.711,00	-78.605.978,00

Based on the above, the accounting and fair value of the ELMEC Group at 05.10.2007 is as follows:

(Amounts in €)	Book Value	Fair Value
ASSETS <b>Tangible fixed assets</b> Property	106.855.455,00	129.198.929,00 56.262.504,00
Intangible fixed assets	3.560.318,00	3.560.318,00



Consolidation goodwill	11.170.682,00	0,00
Investments available for sale	545.346,00	545.346,00
Deferred tax receivables	1.566.467,00	1.566.467,00
Other long-term receivables	1.491.681,00	1.491.681,00
	125.189.949,00	192.625.245,00
Current assets		
Inventory	68.069.210,00	68.069.210,00
Trades and other short-term receivables	75.849.814,00	75.849.814,00
Investment at fair value through valuations	2.640.094,00	2.640.094,00
Cash and bank deposits	20.927.417,00	20.927.417,00
	167.486.535,00	167.486.535,00
TOTAL ASSETS	292.676.484,00	360.111.780,00
LIABILITIES		
Long-term liabilities		
Loans and leasing	-45.916.145,00	-45.916.145,00
Deferred tax liabilities	-1.847.374,00	-1.847.374,00
Employees retirement obligations	-925.291,00	-925.291,00
Provision for additional taxes	-840.271,00	-840.271,00
	-49.529.081,00	-49.529.081,00
Short-term liabilities.	50 404 055 00	50 404 0 <del>55</del> 00
Loans and leasing	-58.404.977,00	-58.404.977,00
Suppliers and other liabilities	-68.562.595,00	-68.562.595,00
Current tax obligations	-9.383.474,00	-9.383.474,00
Provision for risk and expenses	-2.664.375,00	-2.664.375,00
	-139.015.421,00	-139.015.421,00
TOTAL LIABILITIES	-188.544.502,00	-188.544.502,00
Minority interest	-6.508.143,00	-6.508.143,00
TOTAL NET EQUITY	0.00012 10,00	0100012 10700
(Assets-Liabilities)	97.623.839,00	165.059.135,00
Group's acquisition percentage	51,8390%	51,8390%
Value of assets purchased by the Group	50.607.222,00	85.565.004,99
Table 5. decemperation by the croup	33.33.1222,00	22.233.00 1,33
Cost of acquisition	120 000 105 00	120 000 105 00
Cost of acquisition Less: Value of assets purchased	120.980.195,00 50.607.222,00	120.980.195,00 85.565.004,99
Goodwill	· ·	
GOOGWIII	70.372.973,00	35.415.190,01

The Group implemented optionally the accounting policy described in the revised IAS 27 which has been issued in January 2008, for the acquisition of minority percentages in existing subsidiaries. Specifically, in par. 30 and 31 of the revised standard it is reported that the changes in participation percentages in the existing subsidiaries that do not lead in the loss of control, are considered as transactions with the owners of the company under their capacity as such. It is therefore evident that in such cases no additional goodwill will be recorded during the acquisition of minority percentages in subsidiary companies.



Therefore, the Group by implementing the above, in accordance with the revised IAS 27, changed the accounting policy and register the goodwill resulted from the successive purchases following the initial acquisition at 05.10.2007, in the reduction of net equity.

Based on the above, the revised goodwill since the initial acquisition of ELMEC amounted to € 35.415.190,01.

The temporary goodwill resulted from the purchases following 8.10.2008 (date of initial acquisition of ELMEC Group) and until 31.12.2007 amounted to € 48.763.141. The above goodwill after the fixing of the fair value of ELMEC Group that amounted to € (165.059.135 - 97.623.839=) 67.435.296 was revised by € 29.592.536 (corresponds to the share percentage acquired in the period 8.10.2007 - 31.12.2007, € 67.435.296 \* 39,278%=29.592.536). The remaining amount of € (48.763.141 - 29.592.536=) 19.170.605 was registered to reduction of net equity.

Within the period 1/1/2008 to 31/12/2008 the company purchased through successive purchases 2.390.104 shares of ELMEC SPORT S.A. for a total price of € 9.470.963. The resulted goodwill of € 4.207.270 was registered in the reduction of net equity. Thus, the total revised goodwill registered in the reduction of net equity on 31.12.2008 amounted to € (19.170.605 + 23.377.875 =) 23.377.875.

#### 5.2.7 Property, Plant & Equipment – Investment in Property

(A) Property, plant and equipment are estimated at cost less subsequent depreciation. The cost includes expenditure that is directly attributable for the acquisition of the items. Subsequent costs are included in the asset's carrying amount or only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be reliably measured. All other repairs and maintenance are charged to the income statement during the financial period in which they are incurred. Installations on third parties' property (establishment of stores) are depreciated over the estimated time of the lease.

Land is not depreciated. Depreciation of buildings - installations on third parties' property is calculated using the straight - line method over their estimated useful lives and other PPE are based on the rates provided by Presidential Degree 299/2003, as follows:

- Buildings (privately owned)	50	YEARS
- Installations on third parties' property (buildings)	20	<b>»</b>
- Installations on third parties' property (other)	12.50	<b>»</b>
- Machinery equipment	8.33	»
- Cars - Vehicles	6.67 – 8.33	<b>»</b>
- Other equipment	6.67	»



The useful life of PPE is periodically revised and the depreciation factors are readjusted for the current and the future financial years, if they differ significantly from the preceded estimations. When the accounting values of tangible assets exceed their recovered value, the difference (impairment) is recognized directly in the income statement. Residual values are not recognized.

During the selling of property, plant and equipment the differences between the obtained part and its accounting value are registered as gain or loss in the statements.

(B) Property possessed with the intention of benefit either by their long term leasing or concession, or by the increase of their value (capital profit), or by both resources, are classified as property possessed for investment.

Property possessed for investment refers to land and buildings. The renovations and maintenance of this property are classified in the expenses of the fiscal year within which they are realized.

Significant improvements are capitalized at cost of relative assets, provided they increase the useful life, increase the production capacity or improve the efficiency of the relative assets.

#### 5.2.8 Intangible Assets

## (a) Exclusive Right to operate Duty Free Shops

The exclusive right to operate Duty Free shops (art. 120 L. 2533/1997) is shown at cost less accumulated amortization. Amortization is calculated using the straight - line method to allocate the cost of licenses over their estimated useful lives, which is set to 50 years (amortization rate 2%).

#### (b) Computer Software

Acquired computer software licenses are capitalized on the basis of the costs incurred to acquire and bring to use the specific software. These costs are amortized over their estimated useful lives, which is estimated to 4.17 years approx. (amortization rate 24%).

#### (c) Concession rights

Concession Rights are related to the value of stores obtained with the acquisition of the company "THE NUANCE GROUP (HELLAS) S.A." and are calculated by an independent evaluator, based on future cash flows.

#### 5.2.9 <u>Inventory</u>

Inventories are valuated at the lower value between the cost of acquisition and net realizable value. Cost is determined using the weighted average cost formula. Net realizable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses wherever is necessary.



#### 5.2.10 Trade Receivables

Trade receivables are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method, less provision for impairment. A provision for impairment of trade receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the effective interest rate. The amount of the impairment loss is recognized as an expense in the income statement.

#### 5.2.11 Cash and Cash Equivalent

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short - term highly liquid and low risk investments with original maturities of three months or less.

#### **5.2.12** Transactions in foreign currencies

Transactions expressed in foreign currencies, are translated into Euro at the exchange rate effective at the date of the transaction. At the balance sheet date the monetary property assets and liabilities that are expressed in foreign currencies are translated into Euro at the exchange rate effective at this date. The exchange differences that arise at this conversion are recognized in the income statement.

The currency of operation of the foreign subsidiaries of the Group (none of which had double digit inflation on the 31<sup>st</sup> December 2008) is the official currency of each country where the subsidiary operates. Therefore, in each date of the financial statements, all balance sheet accounts of assets and liabilities of the subsidiaries are translated into Euro based on the exchange rate effective at the date of the financial statements, and the accounts of shareholder equity are identified according to the historical rate. Income and expenses are translated based on the average exchange rate, effective during the financial period covered by the financial statements.

#### 5.2.13 Non current assets available for sale

Non current assets are classified as "available for sale" when their accounting value is estimated that will be recovered through sale and not through continuous usage and as long as the sale is considered very probable and the asset is available for immediate sale as it stands.

The non current assets available for sale are valuated at the lowest value between the accounting and the fair value less the costs required for the sale.

#### 5.2.14 Share Capital

Common shares are classified as equity. Incremental costs related to the issuance of new shares are shown in equity as a deduction from the proceeds, net of tax. Direct costs related to the issuance of shares for the acquisition of enterprises are shown in the acquisition cost of the acquired company.

FREE SHOPS ANNUAL FINANCIAL REPORT 2008 The acquisition cost of own shares, deducted by the tax income (if need occurs) is deducted by the Company's equity until the shares are disposed or cancelled. Any profit or loss resulted from the sale of own shares, net from any related to the transaction costs and tax income, if need arises, is shown as reserve in the equity.

#### **5.2.14** Government Grants

Grants from the government are recognized at their fair value where there is a reasonable assurance that the grant will be received and the Company will comply with all provided conditions. Government grants relating to costs are deferred and recognized in the income statement over a period required to correspond them with the costs that are intended to compensate.

#### 5.2.15 Loans

Loans are initially registered at their fair value deducted by the direct expenses for the realization of the transaction. Subsequently, they are evaluated at the non-depreciated cost based on the real interest rate. Any difference between the received amount (net from related expenses) and the payment value is identified at the results during the loan period based on the method of the real interest. Loans are classified as short term liabilities except when the Group has the right to postpone the payment of liability for at least 12 months from the date of the balance sheet. The loans debit interests' are classified directly in the income statement of the period they are related to.

#### 5.2.16 <u>Deferred tax income</u>

Deferred tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts.

Deferred tax is determined using tax rates (and laws) that are expected to apply when the related deferred tax is realized or the deferred tax liability is settled.

Deferred tax claims are recognized to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized.

#### **5.2.17 Employee Benefits**

#### (a) Short term benefits

Short - term employee benefits towards the employees in money and in kind are recognized as an expense when accrued.



#### (b) Post Employment Benefits

Post - employment benefit schemes comprise both defined contribution plans (Government pension insurance) and defined benefit plans (lump sum benefit paid to employee on retirement dependent on years of service. Provided and imposed by L. 2112/20). Accrued cost of defined contribution plans is recognized as an expense over the related period.

The liability recognized in the balance sheet in respect of defined benefit pension plans is the present value of the defined benefit obligation at the balance sheet date. The defined benefit obligation is calculated annually by independent actuaries using "the projected unit credit method". According to this method, the defined benefit obligations that relate to past - service at the date of value determination are accounted separately from the expected benefits at the year after the date of value determination (employees remaining in service for a specific period of time).

#### 5.2.18 Provisions

Provisions are recognized when:

- a) There is a present legal or constructive obligation as a result of past events,
- b) It is more likely that an outflow of resources will be required to settle the obligation and,
- c) The required amount has been reliably estimated.

#### 5.2.19 Revenue Recognition

Revenue comprises the fair value of the sale of goods and services, net of value - added tax, rebates and discounts and after eliminating sales within the Group. Revenue is recognized as follows:

#### (a) Sale of goods

Sale of goods is recognized when a Group entity has delivered products to the customer; the customer has accepted the products; and collection of the related receivables is reasonably assured. The sales of goods are mainly carried out in cash or by credit cards.

#### (b) Interest Income

Interest income is recognized based on the principle of accrued income, using the effective interest.

#### (c) Marketing – Royalties etc.

Income from marketing activities - customizations - royalties - HR services etc. is recognized on an accruals basis, in accordance with the substance of the relevant agreements.

#### (d) <u>Dividends</u>

Dividend income is recognized when the right to receive payment is established, i.e. when approved by the body entitled to pay them out (General Assembly).



#### 5.2.20 <u>Dividend Distribution</u>

Thereinafter, the dividend distribution will be considered as the Company's obligation following the approval of the General Assembly. Thus, in this year end, they appear at the shareholders equity account and after their approval by the General Assembly, will be transferred to the Liabilities Account "Dividend payable". In the previous financial years, the company considered the dividend distribution as liability after their approval by the BoD and therefore they were appearing in the account "Dividend payable".

#### 5.3. Significant accounting estimations and management judgment

The Company proceeds to estimations and assumptions with regard to future events. There are no estimations or assumptions that could cause substantial adjustments in the accounting principles of the assets and the liabilities within the next 12 months.

## 5.4. <u>Standards, amendments and interpretations on standards already in existence which are not yet in effect or adopted.</u>

#### a. New standards, interpretations and amendments mandatory for the financial year 2008

The Company implemented for the first time the amended Standards IFRS 39 "Financial instruments: Recognition and Measurement" and IFRS 7 "Financial instruments: Disclosures", whose implementation became mandatory in the presented financial year.

The implementation of these two amended Standards resulted to reclassification of the company shares listed in ASE from the "fair value investments through results" to the "investments available for sale". This reclassification resulted to the direct charge in the net equity of valuation losses of approx.  $\in$  233 thousand that refer to the fourth quarter of the financial year.

The three interpretations issued from the International Financial Reporting Interpretation Committee that apply in the financial year 2008 are:

IFRIC 11, Group and Treasury share transactions.

IFRIC 12, Service Concession Arrangements.

IFRIC 14, The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction.

The financial results of the Group and the Company have not been affected by the implementation of the aforementioned interpretations.

## b. New standards, amendments and interpretations not yet effective for the year 2008

In addition, the following new amended and revised standards, and interpretations are not mandatory for the year 2008:



- IFRS 8 "Operating segments", mandatory for the financial year 2009, introduces the "management approach" in the information per segment. IFRS 8 will require a change in the presentation and disclosure of segment information based on the internal reports regularly reviewed by the Management, however, its implementation is not expected to have significant impact on the consolidated financial statements.
- IFRS 23 "Borrowing Costs" (amendment), mandatory for the financial year 2009, removes the option to expense the borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset and requires the capitalization of this cost. The implementation of the amended IFRS 23 is not expected to affect the company's results, however the consolidated results for the years 2009 to 2011 will be positively effected towards future fiscal years.
- IAS 1 "Presentation of Financial Statements" (amendmet), mandatory for the financial year 2009, introduces the term "total comprehensive income" which represent changes in equity during a period other than those changes resulting from transactions with owners in their capacity as owners. Total comprehensive income may be presented in either a single statement of comprehensive income or in an income statement and a separate statement of comprehensive income. The implementation of the revised IAS 1 is not expected to have significant impact on the financial statements of the Group. For the financial statements of the year 2009, the Group plans to present the total comprehensive income in a separate statement of total comprehensive income.
- IAS 32 "Financial Instruments: Presentation" (amendment) and IAS 1 "Presentation of Financial Statements" (amendment): Puttable financial instruments and obligations arising from liquidation, mandatory from year 2009, requires puttable instruments and instruments that impose on the entity and obligation to deliver to another party a pro rata share of the net assets of the entity on liquidation to be classified as equity if certain conditions are met. The implementation of the said amendment is not expected to have significant impact on the financial statements of the Group.
- IAS 39 "Financial Instruments: Recognition and Measurement" (amendment): Eligible Hedged items clarifies the application of existing principles that determine whether specific risks or portions of cash flows are eligible for designation in a hedging relationship. The amendment will become mandatory for year. The implementation of the said amendment is not expected to have significant impact on the financial statements of the Group.  $\acute{\epsilon} \kappa \theta \epsilon \sigma \eta$  2008  $\Sigma \epsilon \lambda$ . 41
- IFRS 3 "Business Combinations" (revision) mandatory from the year 2010, in accordance with (a) the definition of a business has been broadened, which is likely to result in more acquisitions being treated as business combinations, (b) Contingent consideration will be measured at fair value, with subsequent



changes to be recognized in profit or loss, (c) Transaction costs, other than costs of share issuance and debt issue costs, will be recongnized as expenses as incurred, (d) Any pre existing interest in the acquiree will be measured at fair value with the gain or loss recognized in profit and loss, (e) Any minority interest will be measured at either their fair value, or at its proportionate interest in the identifiable assets and liabilities of the acquiree, on a transaction-by-transaction basis. The Group will implement the revised IAS 3 only in future business combinations.

- IAS 27 "Consolidated and separate Financial Statements" (amendment), become mandatory from year 2010, requires changes in ownerships interest by the Group in a subsidiary, while maintaining control, to be recognized as an equity transaction. The Company has taken into consideration following § 12 of IAS 8, the revised IAS 27, with regard to accounting policy of goodwill resulted from the acquisition of minority interest in subsidiaries, given that, before the amendment of IAS 27, such transaction was not regulated by any Standard in force.
- IFRS 2 "Share value-based payment" (amendment): Vesting conditions and Cancellations, mandatory from year 2009, clarifies the definition of vesting conditions, introduces the concept of non-vesting conditions, requires the non-vesting conditions to be reflected in grant-date fair value and provides the accounting policy for non-vesting conditions and cancellations. The implementation of the revised IFRS 2 is not expected to have a significant impact on the financial statements of the Group.
- IFRS 1 "First time adoption of International Financial Reporting Standards" (amendment) and IAS 27 "Consolidated and Company Financial Statements" (amendment): Cost of an Investment in Subsidiary, jointly controlled entity or associate, mandatory from year 2009. This amendment provides for those companies that adopt for the first time the International Financial Reporting Standards, relief form certain requirements of IAS 27. As all companies of the Group have already adopted the International Financial Reporting Standards, this amendment will not have an impact in the financial statements of the Group.
- IFRS 13 "Customer Loyalty Programmes", mandatory from year 2009, results to amendments in the measurement of income, in cases of sale of goods when the customer can redeem credits for awards such as free or discounted goods or services. The Group has not defined as yet the probable impact of this interpretation in the financial statements.
- IFRS 15 "Agreements for the construction of real estate", mandatory from year 2009, broadens the cases of transactions incurred in IAS 18 instead of IAS 11. This interpretation will not have any impact in the financial statements of the Group.



- IFRS 16 "Hedges of a net investment in a foreign operation", mandatory from year 2009, clarifies that net investment hedging can be applied only to foreign exchange differences arising between the functional currency of a foreign operation and the parent entity's functional currency and the hedging instrument may be held by any entity within the Group. The implementation of this interpretation is not expected to have any impact in the financial statements of the Group.
- IFRS 17 "Distributions of non-cash assets to owners", mandatory from year 2010, provides guidance on when and how a liability for certain distributions of non-cash assets, is recognized and measured and how to account for settlement of that liability. The implementation of this interpretation is not expected to have any impact in the financial statements of the Group.
- IFRS 18 "Transfer of Assets from Customers", mandatory from 2010, refers to entities that receive contributions in tangible assets from their customers and do not apply to the Group.

  Besides the adoption of the provided policy by the amended IAS 27 for goodwill resulted from increase of percentage in existing subsidiaries, the Company has not as yet adopted the aforementioned new or amended/revised standards and interpretations, nor intends to adopt them before the date of their mandatory implementation.

# c. <u>Amendments to existing standards as part of its first annual improvements effective</u> after 2008

The International Accounting Standard Board made certain amendments to existing standards as part of its first annual improvements.

The Group has not as yet adopted the said amendments, nor intends to adopt them before the date of their mandatory implementation. Based on the existing structure of the Company and the accounting policies applied, Management does not expect significant impact in the financial statements of the Group from the implementation of the said amendments when these become applicable, and therefore will not be presented in detail here below.

The amended standards are as follows:

IAS 1 "Presentation of the Financial Statements", mandatory from year 2009.

IAS 16 "Tangible fixed assets" and subsequent amendment to IAS 7 "Cash Flow statement", mandatory from year 2009.

- IAS 19 "Employees Benefits", mandatory from year 2009.
- IAS 20 "Accounting of state grants and disclosure of state support", mandatory from year 2009.
- IAS 23 "Borrowing Costs", mandatory from year 2009
- IAS 27 "Consolidated and company financial statements", mandatory from year 2009.
- IAS 28 "Investments in related companies" and subsequent amendments in IAS 32



"Financial Instruments: Presentation" and in International Financial Report Standard 7 "Financial Instruments: Disclosures", mandatory from year 2009.

IAS 29 "Presentation of financial data in overinflated economies", mandatory from year 2009

IAS 31 "Participation in joint ventures" and subsequent amendments in IAS 32 "Financial Instruments:

Presentation" and in International Financial Report Standard 7 "Financial Instruments: Disclosures",

International Financial Report Standard

IAS 36 "Impairment of current assets value", mandatory from year 2009.

IAS 38 "Intangible assets mandatory from year 2009.

IAS 39 "Financial Instruments: Recognition and measurement", mandatory from year 2009

IAS 40 "Investment in Property" and subsequent amendments in IAS 16 "Tangible fixed assets", mandatory from year 2009.

IAS 41 "Agriculture", mandatory from year 2009.

IFRS 5 "Non current assets possessed for sale and interrupted activities" and subsequent amendments in IFRS 1 "First time adoption of IFRS" mandatory from year 2010.

#### 5.5. <u>Financial Risk Management – Financial Risk Factors</u>

The Group is exposed to market, credit and liquidity risk.

The risk management is under the responsibility of both treasury and credit departments.

#### **Market risk**

Foreign exchange risk:

- (a) Risk of reduction of gross profitability due to revaluing of foreign currencies against functional currencies of the companies of Group.
- (b) Risk derived from the conversion of financial statements expressed in foreign exchange currency. As far as (a) is concerned, the risk derives from the fact that the group purchases part of its merchandise (as far as the ELMEC SPORT Group is concerned) at prices expressed in USD and GBP and disposes this merchandise in the Greek, Romanian, and Bulgarian markets at prices expressed in local currency, and specifically from the fact that these prices are defined approximately 9 months before the Group proceeds to their import, payment and disposal. Since the sale prices are defined several months before the import and payment of merchandise, any revalue of the USD would increase the cost of sales without subsequent increase in selling prices, resulting to loss of part of gross profit of the Group.

The Group Treasury department in cooperation with the respective Commercial Departments is responsible for the management of this risk. The BoD takes the decision if and to which degree the Group should be covered against the foreign exchange currency risk. The Commercial Departments



take into consideration the risk of the change of the exchange rate for the determination of the selling prices of their merchandise.

The Group in the past was using products for the counter balance of exchange risk, mainly agreements of "forward type". However, the use of these products during the financial year under examination was negligible compared to the level of the total purchases and liabilities of the Group in USD.

#### Price Risk

The company posses certain securities listed in the ASE, and therefore their fair value is determined by the market prices. Those securities at 31.12.2007 were classified as fair value investments through results, whereas, at 30.9.2008 were reclassified as investments available for sale applying the provisions of revised IAS 39. Besides, the prices of merchandise of the Group (fashion, footwear, cosmetics, etc) do not present any particular variation, therefore they are not considered as price risk source.

#### Interest risk

This risk is based on the Building and equipment Lease agreements, as well as the bonding and short term bank loans of the Group and specifically from the fact that these agreements are expressed in floating rate in connection with EURIBOR index.

There is a slight risk of significant impact of the variability of interest in the Company's results, taking into consideration that the final cost of interest will be lower due to significant reduction of the serious reduction of interest of European Central Bank and, the final cost of money in 2009 is expected to be 4,1% against 6,1% in 2008.

#### 5.5.1 Credit Risk

The credit risk results from cash in hand, bank deposits, as well as from credit reports to the wholesale sales customers of the ELMEC SPORT GROUP.

As far as banks and other financial institutions are concerned in general, the risk is low due to accurate selection of the Greek financial institutions with substantial credit rating, under the responsibility of the Treasury Department.

Additionally, the credit risk resulting from the wholesales is limited, due to the wide clientele of the Group.

The credit risk related to wholesale sales is managed by the Credit Department of the Group and includes, among others, detailed control of the financial data of its client before any decision is taken for the provision of the credit limit to the client. The BoD is responsible for the credit policy for the companies of the Group.

In addition, the mother company ELMEC SPORT has signed insurance credit contracts with the companies Euler Hermes and Attradius, which cover part of the credit in Greece and abroad.



#### 5.5.2 Liquidity Risk

Considerable management of liquidity risk prerequisites a) substantial security of cash in hand, b) availability of financing through substantial credit lines.

Due to the dynamic nature of its operations, the group preserves financing flexibility by keeping high unused limits in short term bank loan contracts.

The Treasury Department composes anticipated cash flow statements under the supervision of management for optimum liquidity management.

The loan and other liabilities on the Group and the Company classified by the schedule of payment are presented extensively in the annual financial statements.

#### 5.5.3 Capital Management

The Capital Management intends to secure the continuation of the operations of the Group in order to provide profits to the shareholders and benefits to other interested parties, preserving at the same time a capital structure that will minimize the cost of capital.

The tools for the capital management are the dividend policy the issuance or return of capital and sale and purchase of assets.

The leverage ratio is the basic factor for capital management and is calculated as net debit divided to the total capital. The net debit is calculated as the total loans (including short and long term loans) minus the cash in hand. The total capital is calculated as shareholders equity appearing in the balance sheet, plus the net debit.

The leverage ratio was estimated at 31.12.2008 and at 31.12.2007 respectively as follows:

Amounts in € thousand	THE G	ROUP	THE CO	MPANY	
	31/12/2008	31/12/2007	31/12/2008	31/12/2007	
Borrowing Capital	354.344.260	320.053.756	161.920.883	163.643.848	
Less: Cash in hand	(41.415.416)	(38.012.635)	(5.260.289)	(4.611.797)	
Net debit	312.928.844	282.041.121	156.660.594	159.032.051	
Total equity	147.698.501	151.101.796	174.600.363	152.904.788	
Leverage ratio	67,9%	65,1%	47,3%	51,0%	

The leverage ratio was increased at year end due to (a) the acquisition of the ELMEC SPORT Group.

#### 5.5.4 Accounting Principles and Accounting Management

The Total of Accounting Principles and Accounting Management implemented by the Company for the disclosure and evaluation for each category of financial instruments are presented in note 5.2 "summary of basic accounting principles" and in separate notes for the financial instruments.



#### 5.5.6 Categories and Analysis of Financial Instruments

All financial instruments used by the company are presented and analyzed as above, either in the financial statements or in the relevant notes.

#### 5.6. Transition to IFRS

#### 5.6.1 Basis of transition to IFRS

#### 5.6.1.1 Application of IFRS 1

The Company's and the Group's financial statements for the year 31<sup>st</sup> December 2005 were the first annual financial statements under IFRS. These financial statements have been prepared according to the aforementioned. The Group has implemented the IFRS 1. The reporting date of these financial statements is December, 31<sup>st</sup> 2005. The IFRS adoption date is January, 1<sup>st</sup> 2005. For the preparation of these financial statements, the group has implemented some of the optional exceptions of the retrospective implementation.

#### 5.6.1.2 Exemptions from full retrospective application decided by the Group

Employee benefits

The Company has decided to recognize all cumulative actuarial gains and losses as at 1<sup>st</sup> January 2004.

#### 5.6.1.3 Consistency of estimates between Greek GAAP and IFRS

The estimates under IFRS, as of 01.01.2004 are consistent with the estimates made for the same date under Greek GAAP, with the exception of the cases where there is evidence that those estimates were in error. Such were the cases of the assets' useful lives, which under previous GAAP were based on tax provisions.



## 5.7. Property, Plant & Equipment

The changes in property, plant and equipment of the Group and the Company are provided below:

## CONSOLIDATED

			CONS	OLIDATED				
	Land	Buildings	Investments in property	Machinery & Mechanical equipment	Transportation means	Furniture, Fittings & equipment	Assets under construction	Total
01.01 - 31.12.2007								
Opening Balance	102	27,682		3,511	1,374	27,761	3,579	64,009
Additions	0	2,731		807	127	5,029	3,371	12,065
Assets from acquired subsidiary	13,432	58,090		1,301	1,166	20,185	30,447	124,622
Valuation of assets of acquired subsidiary	8,389	13,954	56,399					78,742
Transitions	-2,798	-23,593	26,523	1,972	46	-2,150	0	0
Currency exchange differences	0	-497		-102	-1	-954	0	-1,555
Sales - reductions	0	-189		-146	-229	-729	-2	-1,295
Balance 31.12.2007	19,125	78,178	82,922	7,344	2,482	49,143	37,395	276,589
Accumulated depreciation								
Balance 01.01.2007	0	8,176		2,277	954	19,081	0	30,488
Depreciation of acquired subsidiary	0	8,899		522	653	7,691	0	17,766
Currency exchange differences	0	-157		-43	-1	-480	0	-681
Depreciation of the period	0	2,286		826	181	3,260	0	6,554
Impairement of depreciation	0	-247		-145	-150	-634	0	-1,175
Balance 31.12.2007	0	18,957		3,438	1,639	28,919	0	52,952
Residual value 31.12.2007	19,125	59,221	0	3,906	843	20,224	37,395	223,637
Balance 01.01.2008	19,125	78,178	82,922	7,344	2,482	49,143	37,395	276,589
New opening balance	19,125	78,178	82,922	7,344	2,482	49,143	37,395	276,589
Additions	2,324	21,082	225	1,434	264	9,739	3,208	38,276
Transitions	0	-696	-7.024	12	0	209	-2,683	-3,104
Currency exchange differences	-235	-430	0	-965	-43	-3,771	1,053	-4,392
Sales - reductions	0	-532		-41	-197	-1,151	-22	-8,967
Balance 31.12.2008	21,214	97,602	75.768	7,784	2,506	54,169	38,950	298,403
Accumulated depreciation								
Balance 01.01.2007	0	18,957	0	3,438	1,639	28,919	0	52,952
Depreciation of the period	0	4,266	226	866	256	5,061	0	10,676
Transitions	0	-1,276	276	1,097	46	-1,372		-1,166
Currency exchange differences	0	207		-558	-42	-1,646		-2,039
Impairement of depreciation	0	-332		-41	-93	-758		-1,232
Balance 31.12.2008	0	21,823	147	4,802	1,806	30,204	0	59,191
Balance 31.12. 2008	21,214	75,780	75,621	2,982	699	23,966	38,950	239,212



			THE COMPAN	IY			
	Land	Buildings	Machinery & Mechanical Equipment	Transportation means	Furniture, Fittings & equipment	Assets under construction	Total
01.01 - 31.12.2007							
Opening Balance 01.01.2007	102	22,586	3,251	1,308	18,012	2,678	47,937
Addtions	0	673	205	0	1,591	805	3,274
Disposals	0	0	-23	-16	-111	-2	-152
Balance 31.12.2007	102	23,259	3,433	1,292	19,492	3,481	51,059
Accumulated Depreciation							
Balance 01.01.2007	0	6,530	2,111	936	13,556	0	23,133
Depreciation of the period	0	1,046	251	125	1,594	0	3,017
Impairment of depreciation	0	0	-19	-13	-111	0	-143
Balance 31.12.2007	0	7,576	2,343	1,048	15,040	0	26,007
Net book value 31.12.2007	102	15,683	1,090	244	4,452	3,481	25,052
Balance 01.01.2008	102	23,259	3,433	1,292	19,492	3,481	51,059
Additions	0	1,822	368	82	1,276	674	4,222
Transitions		301				-971	-671
Disposals				-5			-5
Balance 31.12.2008	102	25,381	3,800	1,369	20,768	3,185	54605
Accumulated Depreciation							
Balance 01.01.2008	0	7576	2343	1048	15040	0	26007
Depreciation of the period		1105	236	95	1582		3018
Impairment of depreciation				-1			-1
Balance 31.12.2008	0	8682	2578	1142	16621	0	29024
Net book value 31.12.2008	102	16700	1222	227	4147	3185	25582



## 5.8. <u>Intangible Assets</u>

#### CONSOLIDATED

	CONSOLIDATED				
	Other set up expenses	Acquisition of subsidiary	Goodwill	Grant & right for industrial ownership	Total Group
01.01 - 31.12.2007					
Balance 01.01.2007	5,411	3,860	52,366	58,694	120,331
Additions	143	,	0	25	168
Additions from acquisition of subsidiary	1,390		0	3,870	5,259
From acquisition of subsidiary			35,415		35,415
Currency exchange differences	-326		0	0	-326
Sales - reductions	0		0	0	0
Balance 31.12.2007	6,618	3,860	87,781	62,589	160,848
Accumulated depreciation	,	,	•	,	,
Balance 01.01.2007	2,073	19	0	10,565	12,657
Depreciation from acquisition of subsidiary	793			906	1,699
Depreciation of period	673		0	1,254	1,927
Reduction of depreciation	0		0	0	0
Currency exchange differences	-2		0	0	-2
Balance 31.12.2007	3,536	19	0	12,725	16,281
Residual value 31.12.2007	3,082	3,840	87,781	49,863	144,567
01.01 - 31.12.2008			-		
Balance 01.01.2008	6,618	3,860	87,781	62,589	160,848
New balance 01.01.08	6,618	3,860	87,781	62,589	160,848
Additions	502	1	0	775	1,278
Transitions	971	-315			656
Currency exchange differences	-27	-816			-843
Sales - reductions	-18		0	-5	-23
Balance 31.12.2008	8,046	2,731	87,781	63,358	161,917
Accumulated depreciation			•		
Balance 01.01.2008	3,536	19	0	12,725	16,281
Depreciation from acquisition of subsidiary				,	0
Depreciation of period	931	3	0	1,526	2,461
Readjustment from fair value					0
Transitions	-9			1	-8
Reduction of depreciation	-17				-17
Currency exchange differences	-13	-4			-17
Balance 31.12.2008	4,428	19	0	14,253	18,700
Net book value 31.12.2008	3,618	2,712	87,781	49,106	143,217



#### THE COMPANY

	Other set up expenses	Grant & right for industrial ownership	Total Company	
01.01 - 31.12.2007				
Balance 01.01.2007	5,239.72	58,694.06	63,933.78	
Additions	29.14	0.00	29.14	
Disposals	0.00	0.00	0.00	
Balance 31.12.2007	5,268.86	58,694.06	63,962.92	
Accumulated depreciation	·	•		
Balance 01.01.2007	1,963.12	10,564.93	12,528.05	
Depreciation of the period	603.85	1,173.87	1,777.72	
Impairment of depreciation	0.00	0.00	0.00	
Balance 31.12.2007	2,566.97	11,738.80	14,305.77	
Residual value 31.12.2007	2,701.89	46,955.26	49,657.15	
01.01 - 31.12.2008			10,000120	
Balance 01.01.2008	5,268.86	58,694.06	63,962.92	
Additions	321.44	25.30	346.74	
Transitions	670.57	20:00	670.57	
Disposals	070.37		0.00	
Balance 31.12.2008	6,260.87	58,719.36	64,980.23	
Accumulated depreciation	,	,	•	
Balance 01.01.2008	2,566.97	11,738.80	14,305.77	
Depreciation of the period	753.13	1,175.17	1,928.30	
Impairment of depreciation			0.00	
Balance 31.12.2008	3,320.10	12,913.97	16,234.07	
Residual 31.12.2008	2,940.77	45,805.39	48,746.16	



## 5.9 <u>Investments</u>

	THE C	ROUP	THE COMPANY			
Amounts in € thousand	31.12.2008	31.12.2007	31.12.2008	31.12.2007		
HELLENIC DISTRIBUTION S.A.	0,00	0,00	12.599,97	12.599,97		
HELLENIC TURIST BUREAU S.A.	0,00	0,00	499,95	499,95		
HDFS SCOPJE DOO	0,00	0,00	960,00	960,00		
ELMEC SPORT S.A.	0,00	0,00	217.131,61	207.660,64		
	0,00	0,00	231.191,53	221.720,56		

## 5.10 Other intangible fixed assets

	THE GI	ROUP	THE COMPANY		
Amounts in € thousand	31.12.2008	31.12.2007	31.12.2008	31.12.2007	
Cash receipt vouchers, checks	583	137	0	0	
Warranty deposits	5.713	5.584	3.833	3.639	
Other receivables	1.024	789	0	0	
Deferred tax receivables	4.122	2.124	1.290	0	
Investments available for sale	992	1.743	573	1.695	
	12.435	10.377	5.696	5.333	

The "investments available for sale" of Group and Company are analyzed as follows:

## a. The Group

	Internet Store SA	Evenis SA	MicroCom DOI	Petros Stathis LTD Part.	Lito SA	Zanis Lalas Co	British Multistores Rhodes LTD	Achaiki Sineterist iki				Securiti es	Total
	Store SA	Everiis SA	DOI	LID Part.	LIIO SA	Laias Co	LIU	IKI	Deposits	A.B.G.	Multirama	es	TOTAL
							_			_	_		
Balance at 1/1/2007	23	0	1	80	338	1	0	2	72	0	0	0	519
Additions	0	0	37	134	0	0	0	0	0	0	0	0	171
Reductions	-23	0	-38	0	0	0	0	0	-3	0	0	0	-64
Impairments	0	0	0	-214	0	0	0	0	0	0	0	0	-214
Balance at 31/12/2007	0	0	0	0	338	1	0	2	69	0	0	0	412
Additions	0	36	0	0	0	0	0	0	0	0	0	0	36
Reductions	0	0	0	0	0	0	0	0	0	0	0	0	0
Impairments	0	(36)	0	0	0	0	0	0	0	0,00	0,00	0,00	-36
Transitions	0	` o´	0	0	0	0	0	0	0	449,00	335,00	34	818
Valuation 01.10.08-31.12.08	0	0	0	0	0	0	0	0	0	-126,00	-106,00	(6)	-238
Balance at 31/12/2008	0	0	0	0	338	1	0	2	69	323	229	29	992



#### b. The Company

Transitions	-	49	335	22	<u>)</u>	806
Valuation 01.10.08-31.12.08 <b>Balance at 31/12/2008</b>	-1: <b>32</b>		-106 <b>229</b>	0 <b>22</b>	)	-233 <b>573</b>

It is noted that the aforementioned investments appear in the previous year as "Financial Assets valuated at fair value through results" and been reclassified in accordance with the provisions of amended IAS 39, due to rare conditions resulting from the crisis in the international markets during 2008. Thus, the Group defined the investments which at 1.10.2008 had no intention to trade or sale in the near future. These investments in shares listed in the ASE were reclassified from the category "Investments valuated at fair value through results" in the category "Investments available for sale".

The financial results of the Company would include losses from change in their fair value of  $\in$  233 thousand, which following the classification were registered directly in net equity, if the Company had not reclassified the shares at 1.10.2008.

For the period 1.1-30.9.2008, a loss of  $\in$  891 thous. was recognized in the financial results of the company (1.1-30.9.2007: loss  $\in$  23,89 thous.), which represents change at fair value of shares that have been reclassified. For the period 1.1-30.9.2008,  $\in$  899 thous. (1.1-30.9.2007: loss  $\in$  23,89 thous.) which represents change in the fair value of reclassified shares.

The changes are as follows:

#### a. The Group

	Various securities	A.B.G.	Multiram a	Various	Total
Balance at 31/12/2006	15	1295	639	21	1970
Valuation	3	-248	-13	0	-258
Balance at 31/12/2007	18	1047	626	21	1712
Balance at 1/1/2008	18	1047	626	21	1712 0
Valuation	(5)	-598,60	-292,00	0,00	-895
Transitions	(13)	-449,00	-334,00	-21,00	-817
Balance at 31/12/2008	0	0	0	0	0



## b. The Company

	A.B.G.	Multirama	Various Securities	Total
Balance at 1/1/2007	1295	640	21	1956
				0
Additions	0			0
Valuation	-248	-13	0	-261
Balance at 31/12/2007	1048	627	21	1695
				0
Balance at 1/1/2008	1048	627	21	1695
				0
Additions				0
Valuation	-598	-292	0	-890
Transition	-449	-335	-21	-805
Balance at 31/12/2008	0	0	0	0

## 5.11 <u>Inventory</u>

	CONSOLI	DATED	THE COMPANY	
Amounts in € thousands	31.12.2008	31.12.2007	31.12.2008	31.12.2007
Merchandise	158.274	124.123	49.560	42.224
Products - Raw Materials s& Consumables	636	593	0	0
Suppliers Merchandise	0	163	0	0
Wrapping Materials	190	257	161	237
Devaluation of Stock	-3.016	-3.094	0	0
	156.084	122.043	49.721	42.461

## 5.12 <u>Trade and other current assets</u>

	CONSOLID	ATED	THE COM	1PANY
	31.12.2008	31.12.2007	31.12.2008	31.12.2007
Trade receivables	29.603	22.347	64	314
Credit card receivables	19.851	18.701	0	0
Provision for insecure receivables	-834	-1.197	0	0
Post dated checks	13.871	13.129	3	0
Receivables from State	11.682	9.719	1.142	1.142
Advances to suppliers	5.959	6.693	566	48
Advances for purchase of inventory	769	609	117	535
Purchases under settlement	547	244	0	0
Other debtors	7.229	7.878	3.560	3.991
Other receivables	235	1.985	137	116
Dividends payable	0	32	0	0
Income received	27	2	0	0
Prepaid expenses	925	920	0	0
Non tangible fixed assets available for sale	316		0	0
Total	90.181	81.063	5.590	6.147



#### 5.13 Cash and cash equivalent

	THE GR	OUP	THE COMPANY		
	31.12.2008	31.12.2007	31.12.2008	31.12.2007	
Cash in hand	2,453.82	2,918.64	709.93	1,388.10	
Current and time deposits	38,956.02	35,082.31	4,544.51	3,212.10	
Credit cards (banks)	5.93	11.68	5.85	11.60	
	41,415.77	38,012.63	5,260.29	4,611.80	

#### **5.14** Non-Current Assets available for sale

	THE GR	OUP	THE CO	MPANY
	31.12.2008	31.12.2007	31.12.2008	31.12.2007
Assets Available for Sale	7.024,00	0,00	0,00	0,00
	7.024,00	0,00	0,00	0,00

The Group classified this asset as "non current asset available for sale" in accordance with IFRS 5. In the consolidated statement of 31.12.2007 this asset was registered in "Investments in Property"

#### **5.15 Share Capital and Share premium**

The total authorized number of common shares is 52,675,000 shares with a nominal value of €0.30 per share. All issued shares are fully paid. Information concerning Share Capital and own shares is provided below:

					COMPANY		GROUP	
	Number of Shares	Common Shares	Issued Capital	Share Premium	Own shares	<b>Cost of Shares</b>	Own Shares	Cost of Shares
31st December 2007	52,675,000	52,675,000	15,802.50	65,259.02	336,660	4,458,330.8	547,600.0	7,791,182.8
31st December 2008	52,675,000	52,675,000	15,802.50	65,259.02	668,724	7,284,469.7	879,664.0	10,617,548.7

#### 5.16 Other reserves & Net Equity

	THE G	ROUP	THE COM	IPANY
1	31.12.2008	31.12.2007	31.12.2008	31.12.2007
Legal Reserve	12.242,63	12.474,28	12.041,56	12.273,20
Tax Free Reserve from Exmpted Taxation income	22.470,52	15.203,84	21.880,52	15.066,07
Extraordinary Reserve	4.537,58	4.578,25	4.537,58	4.578,25
Differencies from readjustment of value of Securities and Investments	49,81	49,81	49,81	49,81
Own Shares	-10.617,54	-7.791,18	-7.284,47	-4.458,33
Total Other Reserves	28.683,00	24.515,00	31.225,00	27.509,00
<b>Net Equity</b> Currency Exchange Differencies	-6.023,00	-843,00	0,00	0,00



According to the provisions of the Companies' Act of Greece (L. 2190/20) the formation of Legal Reserve, with the per annum transfer of an amount equal to 5% of annual net profits, is mandatory until the size of the legal reserve reaches the one third (1/3) of the Share Capital. The other reserves (tax - free reserves) concern accumulated profit for which it is provided either an exemption from taxation or taxation at a lower tax rate, as long as they are not distributed. In case of appropriation it shall be paid income tax at the tax rate effective at the time of its appropriation. The General Meeting of Shareholders approves the distribution of reserves. With regard to tax free reserves under Law 3220/2004, the Company followed the tax legislation.

#### 5.17 <u>Loans</u>

The Loans are set out as follows:

	THE	THE GROUP		MPANY
Amounts in € thousand	31.12.2008	31.12.2007	31.12.2007	31.12.2007
Capital Loans: Breakdown				
Debenture Loan	145.062	85.048	60.000	0
Bank Loan	187.996	212.188	101.921	163.644
Financial Leasing	21.286	22.818	0	0
	354.344	320.054	161.921	163.644
Allocated to long-term liabilities	270.634	207.122	160.000	100.000
Allocated to short-term liabilities	83.710	112.932	1.921	63.644
	354.344	320.054	161.921	163.644
Debenture Loan				
Over 5 years	10.889	16.333	0	0
From 1 to 5 years	133.611	68.167	60.000	0
Up to 1 year	562	548	0	0
Total	145.062	85.048	60.000	0
Bank Loans				
Over 5 years	0	72		
From 1 to 5 years	107.430	105.055	100.000	100.000
Up to 1 year	80.566	107.060	1.921	63.644
Total	187.996	212.188	101.921	163.644
Financial Leasing				
Over 5 years	12.518	14.455	0	0
From 1 to 5 years	7.092	6.807	0	0
Up to 1 year	1.676,44	1.555,92		
	21.286,37	22.817,87	0,00	0,00



## 5.18 Other long-term liabilities

	THE GF	THE GROUP		PANY
	31.12.2008	31.12.2007	31.12.2008	31.12.2007
Provison for employees indemnity	7,498	6,882	6,276	5,667
Concessions warranties	0	0	0	0
Financial leasing liabilities	0	0	0	0
Deferred tax liabilities	4,695	5,399	2,773	1,726
Provision for additional taxes	1,603	0	480	. 0
Provision for risk and expenses	2,664	2,664	0	0
Other long term liabilities	5,249	7,428		
-	21,709.28	22,374.00	9,529.80	7,393.71

#### 5.19 Trade and other short-term liabilities

Amounts in € thousand	Ο Όμι	λος	Н Ета	ρεία
	31.12.2008	31.12.2007	31.12.2008	31.12.2007
Trade Liabilities	100,324.46	71,989.69	17,892.36	18,743.31
Checks payable - cash paid vouchers	14,214.08	15,332.84	0.00	0.00
Advances from trade receivables	5,916.47	4,481.03	110.97	105.42
Employees wages payable	1,121.57	1,004.76	867.23	810.45
Sundry creditors	600.00	600.00	600.00	600.00
Dividends payable	197.73	141.41	0.00	0.00
Sundry creditors	8,711.10	2,828.89	0.00	0.00
Tax liabilities	13,512.68	14,980.34	3,997.06	7,580.20
Social security liabilities	3,430.80	4,524.27	1,426.12	1,233.04
Other liabilities	9,258.69	8,012.05	841.64	1,969.04
Accrued expenses	1,228.93	1,804.72	0.00	0.00
Retained income	0.28	468.75	0	0
	158,516.80	126,168.75	25,735.39	31,041.46

#### 5.20 Liabilities related to non current assets available for sale

Amounts in € thousand	THE GROUP		in € thousand THE GROUP		THE COM	<b>IPANY</b>
	31.12.2008	31.12.2007	31.12.2008	31.12.2007		
Deposit for sale of property	7,300.00	0.00	0.00	0.00		

In year 2008, a subsidiary company signed a preliminary agreement for sale of property. Therefore, the Group classified this property as "non current asset available for sale" in accordance with IFRS 5.

The final contract for the sale of property was signed in January 2009 for a price equal to the pre agreed.

In the consolidated financial statement of 31<sup>st</sup> December 2007, this property was classified in the "tangible fixed assets".



#### 5.21 <u>Deferred tax income</u>

Deferred tax claims and obligations are offset when there is a legally enforceable right to offset current tax claims against current tax obligations and when the deferred taxes relate to the same tax authority. The deferred taxes are calculated based on tax rate that will burden the profit of each company during the year that the deferred tax obligation is expected to be settled, taking into consideration the tax provisions in force at the date of Balance sheet.

Therefore, the tax rate used for the calculation of the deferred taxation is as follows: following the recent amendments of the Greek tax legislation 25% for the temporary deviation expected to be settled within 2009, 24% for those to be settled within 2010, 23% for those to be settled within 2011, 22% for those within 2013 and 20% for those to be settled after 1/1/2014.

The offset amounts are as follows:

		CONSOLID	ATED DATA		THE COMPAN	1	THE COMPAN	Υ
	31.1	2.2008	31.1	2.2007	31.1	2.2008	31.1	2.2007
Amounts in € thousand	Receivables	Liabilities	Receivables	Liabilities	Receivables	Liabilities	Receivables	Liabilities
Fixed Assets								
Tangible assets	385,37	1.897,62	485,19	3.026,58	179,25	0,00	419,25	0,00
Intangible assets	-172,60	482,46	0,00	1.012,67	-186,10	482,46	0,00	1.044,79
leasing	0,00	1.416,23	0,00	1.435,07	0,00	0,00	0,00	0,00
Long-term receivables	41,68	0,00	51,44	0,00	41,68	0,00	48,37	0,00
Valuations	0,00	52,99	6,59	0,00	0,00	0,00	0,00	0,00
Current assets	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Receivables	447,05	1.034,40	729,74	1.033,91	0,00	1.034,40	0,00	1.034,17
Provisions	1.293,45	0,00	1.495,10	0,00	0,00	0,00	0,00	0,00
Losses	2.551,32	0,00	191,42	0,00	0,00	0,00	0,00	0,00
Long-term liabilities	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Employees retirement benefits								
obligation	1.262,49	0,00	1.416,51	0,00	1.255,29	0,00	1.409,15	0,00
Provisions	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Liabilities -(participation expenses)	0,00	1.254,27	0,00	1.524,18	0,00	1.254,27	0,00	1.524,18
Liabilities -(provisions for currency e	0,00	2,21	0,00	0,00	0,00	2,21	0,00	0,00
Liabilities of LINKS	0,00	241,62	0,00	0,00	0,00	0,00	0,00	0,00
Total	5.808,76	6.381,79	4.375,99	8.032,42	1.290,12	2.773,33	1.876,77	3.603,15
Set off	-1.686,92	-1.686,92	-2.632,77	-2.632,77	0,00	0,00	-1.876,77	-1.876,77
Total	4.121,83	4.694,87	1.743,22	5.399,65	1.290,12	2.773,33	0,00	1.726,38

#### **5.22** Retirement benefit obligation

Based on the provisions of L. 2112/20 the Company is obliged to pay to the retired employees a lump sum multiple amount of the monthly salary at the time of retirement (determined by the Law), on the basis of the years of service. These benefits were determined by an independent actuary. The main actuarial assumptions used are as follows:



	THE GI	ROUP	THE COM	IPANY
Amounts in € thousand	01.01- 31.12.2008	01.01- 31.12.2007	01.01- 31.12.2008	01.01- 31.12.2007
Obligations of opening balance Retirement benefits (provisions &	6.882	5.996	5.667	5.020
payments)	616	886	609	648
Total	7.498	6.882	6.276	5.667
Expenses charged: Retirement benefits (provisions &				
payments)	616	886	609	648
Total	616	886	609	648

As of Date	Discount interest rate (%)	Inflation (%)	Salary increase (%)
31.12.2008	5.70%	2.50%	2.35%
31.12.2007	4.90%	3.10%	4.00%

## 5.23 <u>Sales</u>

	1.1 -	1.1 -	1.1 -	1.1 -
	31.12.2008	31.12.2007	31.12.2008	31.12.2007
Sales to passengers to non EU countries (duty free) Sales to EU Passengers (duty paid)	196.611,79	183.110,08	108.970,41	104.963,12
	169.725,61	167.994,81	159.047,46	157.453.55
Sales of merchandise Πωλήσεις Προϊόντων & λοιπών αγαθών	237.845,63	58.815,05 14	,	0
Sales of stock and useless material	126	171	83	81
Services	12.727	4.009	51	51
Total	617.109	414.115	268.174	262.548

## 5.24 Cost of Sales

Amounts in € thousand	THE GR	THE GROUP		MPANY
	1.1 - 31.12.2008	1.1 - 31.12.2007	1.1 - 31.12.2008	1.1 - 31.12.2007
Cost of Inventory	311.045	202.614	135.424	134.242
Cost of provided services	4.373	1.072	0	0
Estimated income	-316	-328	-266	-253
Total	315.103	203.358	135.157	133.989



## 5.25 Other operating income

	<b>μΟ΄ Ο</b>	ιλος	Н Ета	ιρεία
Amounts in thousand	1.1 - 31.12.2008	1.1 - 31.12.2007	1.1 - 31.12.2008	1.1 - 31.12.2007
Income from secondary activities	7.201	1.400	0	0
Income from marketing activities	6.627	5.957	6.492	5.894
Income from Promoters & Merch.	7.343	5.966	1.877	1.780
Other income	899	634	658	356
income from rents	866	245	12	12
Earnings from disposal of assets	0	426	0	13
Conversion of foreign currency to euro	140	162	140	162
Currency exchange differences	1.775	16	26	16
Reserves interest L.3220/2004	845	45	164	0
Other operating income	254	459	249	425
Total	25.950	15.310	9.619	8.659
				_

## 5.26 Benefits to Employees

	THE GR	OUP	THE COMPANY		
Amounts in € thousand	1.1 - 31.12.2008	1.1 - 31.12.2007	1.1 - 31.12.2008	1.1 - 31.12.2007	
Salaries and wages	64,725	40,671	33,479	30,069	
Social security contribution	16,687	6,236	8,685	7,736	
Dismissal compensation	1,999	122	1,213	208	
Other benefits	1,150	530	984	846	
Total	84,561	47,560	44,361	38,859	

## 5.27 Other operating expenses

	THE GR	THE GROUP		MPANY
Amount in € thousand	1.1 - 31.12.2008	1.1 - 31.12.2007	1.1 - 31.12.2008	1.1 - 31.12.2007
Fines & surchanges	63	76	10	12
Revenues and taxes on trades	136	262	136	262
Losses from tangible fixed assets sale	503	6	0	5
Impairment of asset value	12	0	0	0
Losses from inventory distruction or loss	692	303	266	253
Provision for insecure receivables	84	0	0	0
Provisions for risk and expenses	0	0	0	0
Debit currency exchange differences	4.380	225	18	15
prorata	59	57	55	52
Social security contribution	36	153	36	153
Interest v.3220/2004	0	743	0	743
Other expenses	550	458	544	249
Total	6.515	2.284	1.065	1.744



## 5.28 <u>Breakdown of administration expenses</u>

	THE GROUP		THE CO	MPANY
A contract of the contract			1.1 -	1.1 -
Amounts in € thousand	1.1 - 31.12.2008	1.1 - 31.12.2007	31.12.2008	31.12.2007
Employees salaries and wages	13.271	7.929	7.624	7.639
Third parties fees	5.015	1.208	964	993
Credit card charges and charges for wholesales	1	0	0	0
Concessions	1.310	920	916	920
Rents - Leasing	242	149	200	139
Communication expenses	389	504	170	504
Insurance fees	204	23	8	23
Renovations and maintenance	249	234	125	234
Electricity, water supply, heating and cleaning	348	28	0	28
Taxes and duties	780	110	39	20
Transportation expenses	465	175	192	172
Advertisement and promotion expenses	398	56	61	56
Exhibition expenses	0	0	0	0
Stationary & consumables	357	162	145	160
Utilities	298	259	298	259
Other expenses	13.411	19.804	671	409
Depreciation	3.530	2.722	1.957	2.105
Provisions	128	135	122	126
	40.398	34.418	13.491	13.788

## 5.29 <u>Breakdown of distribution expenses</u>

	THE GR	ROUP	THE CO	MPANY
	1.1 -	1.1 -	1.1 -	1.1 -
Amounts in € thousand	31.12.2008	31.12.2007	31.12.2008	31.12.2007
Employees salaries and wages	71.073	36.545	37.337	31.219
Third parties fees	18.780	73	105	73
Credit card charges and charges for wholesales	1.142	1.155	1.068	1.113
Concessions	40.114	30.509	29.512	28.571
Rents - Leasing	204	37	52	37
Communication expenses	1.053	247	515	221
Insurance fees	964	372	349	336
Renovations and maintenance	1.687	419	560	391
Electricity, water supply, heating and cleaning	3.147	963	916	915
Taxes and duties	1.035	101	123	81
Transportation expenses	4.386	2.531	2.306	2.485
Advertisement and promotion expenses	8.314	1.568	1.901	1.562
Exhibition expenses	69	82	69	82
Stationary & consumables	1.940	160	109	146
Utilities	23	0	23	0
Other expenses	33.787	47.113	1.531	1.312
Depreciation	9.051	5.457	2.989	2.690
Provisions	487	521	487	521
	197.259	127.852	79.951	71.755



## 5.30 Results from financing and investing activities

	THE GR	OUP	THE CO	MPANY
		1.1 -	1.1 -	1.1 -
Amounts in € thousand	1.1 - 31.12.2008	31.12.2007	31.12.2008	31.12.2007
Financial Income				
Cuarrency Trade Earnings	0,00		0,00	0,00
Currency trade earnings	0,00	6,65	0,00	0,00
Earnings from valuation of invested fair value	4,35	1,60	0,00	0,00
Earnings from valuation of derivatives	328,70	0,00	31.030,06	0,00
Dividends from subsidiaries	0,00	0,00	8,20	22,87
Dividends from other investments	95,87	22,87	357,37	1.535,06
Interest from cash in hand	1.187,50	1.777,49	12,17	96,74
Other interest	37,00	577,97	0,00	0,00
Other interest - LINKS	0,00	163,32	0,00	0,00
Credit currency exchange differences	0,00	640,73	0,00	0,00
Other financial income	329,93	522,07		•
	1.983,35	3.712,70	31.407,80	1.654,67
	THE GR	OUP	THE COM	MPANY
Amounts in 6 thousand		1.1 -	1.1 -	1.1 -
Amounts in € thousand	1.1 - 31.12.2008	1.1 - 31.12.2007	1.1 - 31.12.2008	1.1 - 31.12.2007
Financial Expencies	1.1 - 31.12.2008			
Financial Expencies Losses from sale of investments	<b>1.1 - 31.12.2008</b> 0,00	<b>31.12.2007</b> 22,54		31.12.2007
Financial Expencies		31.12.2007	31.12.2008	<b>31.12.2007</b>
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses	0,00	<b>31.12.2007</b> 22,54  13,74  340,80	<b>31.12.2008</b> 0,00	31.12.2007 0,00 0,00
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses Losses from valuation of other investment	0,00	22,54 13,74 340,80 110,60	31.12.2008 0,00 0,00	31.12.2007 0,00 0,00 260,64
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses Losses from valuation of other investment Other financial expenses	0,00 0,00 899,53	22,54 13,74 340,80 110,60 0,00	31.12.2008 0,00 0,00 890,68 0,00 0,00	0,00 0,00 260,64 0,00
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses Losses from valuation of other investment Other financial expenses Interest - Bank Loan Interest	0,00 0,00 899,53 35,66	22,54 13,74 340,80 110,60 0,00 6.561,65	0,00 0,00 0,00 890,68 0,00	0,00 0,00 260,64 0,00 0,00
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses Losses from valuation of other investment Other financial expenses Interest - Bank Loan Interest Financial Leasing Interest	0,00 0,00 899,53 35,66 1.029,90	22,54 13,74 340,80 110,60 0,00 6.561,65 328,69	31.12.2008 0,00 0,00 890,68 0,00 0,00	0,00 0,00 260,64 0,00 0,00 1.524,96
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses Losses from valuation of other investment Other financial expenses Interest - Bank Loan Interest Financial Leasing Interest Other interest	0,00 0,00 899,53 35,66 1.029,90 18.171,53	22,54 13,74 340,80 110,60 0,00 6.561,65 328,69 365,23	0,00 0,00 890,68 0,00 0,00 9,740,83	0,00 0,00 260,64 0,00 0,00 1.524,96
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses Losses from valuation of other investment Other financial expenses Interest - Bank Loan Interest Financial Leasing Interest Other interest Credit card charges	0,00 0,00 899,53 35,66 1.029,90 18.171,53 1.293,48	22,54 13,74 340,80 110,60 0,00 6.561,65 328,69 365,23 366,67	0,00 0,00 890,68 0,00 0,00 9,740,83 0,00	0,00 0,00 260,64 0,00 0,00 1.524,96 0,00 0,00
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses Losses from valuation of other investment Other financial expenses Interest - Bank Loan Interest Financial Leasing Interest Other interest Credit card charges Bank commission and taxes	0,00 0,00 899,53 35,66 1.029,90 18.171,53 1.293,48 71,87	22,54 13,74 340,80 110,60 0,00 6.561,65 328,69 365,23 366,67 266,91	0,00 0,00 890,68 0,00 0,00 9.740,83 0,00 0,00	0,00 0,00 260,64 0,00 0,00 1.524,96 0,00 0,00 0,00
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses Losses from valuation of other investment Other financial expenses Interest - Bank Loan Interest Financial Leasing Interest Other interest Credit card charges	0,00 0,00 899,53 35,66 1.029,90 18.171,53 1.293,48 71,87 1.167,84	22,54 13,74 340,80 110,60 0,00 6.561,65 328,69 365,23 366,67	0,00 0,00 890,68 0,00 0,00 9.740,83 0,00 0,00 0,00	0,00 0,00 260,64 0,00 0,00 1.524,96 0,00 0,00 0,00 175,30
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses Losses from valuation of other investment Other financial expenses Interest - Bank Loan Interest Financial Leasing Interest Other interest Credit card charges Bank commission and taxes	0,00 0,00 899,53 35,66 1.029,90 18.171,53 1.293,48 71,87 1.167,84 635,64	22,54 13,74 340,80 110,60 0,00 6.561,65 328,69 365,23 366,67 266,91	31.12.2008 0,00 0,00 890,68 0,00 0,00 9.740,83 0,00 0,00 0,00 126,65	
Financial Expencies Losses from sale of investments Currency trade losses Fairly value investment losses Losses from valuation of other investment Other financial expenses Interest - Bank Loan Interest Financial Leasing Interest Other interest Credit card charges Bank commission and taxes	0,00 0,00 899,53 35,66 1.029,90 18.171,53 1.293,48 71,87 1.167,84 635,64 0,00	22,54 13,74 340,80 110,60 0,00 6.561,65 328,69 365,23 366,67 266,91 1.197,13	31.12.2008 0,00 0,00 890,68 0,00 0,00 9.740,83 0,00 0,00 0,00 126,65 0,00	0,00 0,00 260,64 0,00 0,00 1.524,96 0,00 0,00 0,00 175,30 0,00

## 5.31 Income tax

	THE GR	ROUP	THE COMPANY		
Amounts in € thousand	1.1-31.12.2008	1.1- 31.12.2007	1.1- 31.12.2008	1.1-31.12.2007	
Current tax for the period	16,815	13,707	10,593	11,339	
Tax on reserves N.322082004	-1,257	5,865	-1,257	5,865	
Deferred tax	-1,321	1,296	-243	1,311	
Additional taxes from previous financial years	37	350	0		
Provision for additional taxes	1,056	-203	480	0	
	15,330	21,015	9,573	18,515	

## 5.32 <u>Earnings per share</u>

#### **Basic**

Basic earnings per share are calculated by dividing the profit attributable to shareholders of the Company by the weighted average number of common issued shares in issue during the period, excluding common shares purchased by the Company and held as treasury shares.



	THE (	GROUP	THE COMPANY		
	1.1- 31.12.2008	1.1-31.12.2007	1.1-31.12.2008	1.1-31.12.2007	
Net profit for the period	43.105,91	33.632,52	59.204,03	31.110,26	
Weighted average number of shares	52.138.949,19	52.128.949,19	52.340.467,10	52.363.912,36	
Basic earnings per share (€/shares)	0,8268	0,6452	1,1311	0,5941	
	0,6695	0,6515		·	

For the current period earnings per share were calculated by the weighted average number of ordinary shares in issue during the referred period (01.01-31.12.2008).

## 5.33 Contingencies

The Group has contingent liabilities in respect of the Greek State, other guarantees and other matters arising in the ordinary course of business. It is not anticipated that any material liabilities will arise from the contingent liabilities. No additional payments are anticipated at the date of these financial statements. The un-audited tax fiscal are mentioned at the following table:

COMPANY	UN-AUDITED TAX YEARS
a. HELLENIC DUTY FREE SHOPS S.A.	2005 - 2007
b. HELLENIC DISTRIBUTIONS S.A.	2006- 2007
ba. LINKS (LONDON) LIMITED	2006- 2007
ba1. LINKS OF LONDON (INTERNATIONAL) LTD (UK)	2006- 2007
ba2. LINKS OF LONDON COM LTD (UK)	2006- 2007
ba3. LINKS OF LONDON ASIA LTD (HK)	2006- 2007
ba4. LINKS OF LONDON INC (USA)	2006- 2007
ba5. LINKS OF LONDON (FRANCE)	2006- 2007
c. HDFS SKOPJE DOO (FYROM)	2006- 2007
d. HELLENIC TOURIST BUREAU S.A.	2006 -2007
e. ELMEC SPORT S.A.	2007
ea. FACTORY OUTLET S.A.	2007
eb.FACTORY OUTLET AIRPORT S.A.	2007
ec. ELMEC ROMANIA SRL	2007
ed. ELMEC SPORT BULGARIA EOOD	2003- 2007
ee. CHRONOSPORT S.A.	2003- 2007
ef. MOUSTAKIS S.A.	2002- 2007
eg. LOGISTICS EXPRESS S.A.	2007
eh. ATTICA DPT. S.A.	2007
ei. IPIROTIKI S.A.	2007
ej. NORTH LANDMARK S.A.	INCORPORATION 2008
ek. ICS ELMEC SPORT SRL	INCORPORATION 2008



#### 5.34 Dividends payable

The Annual Ordinary General Assembly of the Shareholders that took place on May 30, 2008, decided the distribution of dividend of  $\in$  0.66 per share (total amount of  $\in$ 34,765,500 for the fiscal year 01.01.2007 - 31.12.2007. The payment of the dividend took place on 26.06.2008.

#### **5.35** Transactions with other related parties

The following transactions were carried out with related parties:

	THE GR	OUP	THE COMPANY		
Amounts in € thousand	01.01- 31.12.2008	01.01- 31.12.2007	01.01- 31.12.2008	01.01- 31.12.2007	
<b>A. Company</b> Sale of goods	878	26	0	0	
Sale of services - concession fees - others		0	2	0	
Purchases	4,157	2,757	2,702	2,178	
Purchase of services (concession fees - utilities - others)	1,594	1,177	1,572	1,175	
<b>B. Subsidiaries</b> Sale of goods		0	3,800	3,642	
Sale of services - concession fees Purchase of goods		0	12 230	12 294	
Purchase of services (concession fees- utilities - others)		0	26	0	
C. Other related parties Sale of goods Sale of services - concession fees Purchases	2	0		0 0 0	
Purchase of services (concession fees - utilities - others)	2	0		0	
D. Transactions - Management and Directors remuneration	6,486	3,670	4,267	2,663	

In 2008, the Company hired 21 new executives whose salaries and social security contribution amounts to  $\in$  1.201.127,18.

#### Year end balances arising from sales of goods and services

	THE G	ROUP	THE COMPANY		
Amounts in € thousand	31.12.2008	31.12.2007	31.12.2008	31.12.2007	
A. Company					
Receivables	832,28	24,41	0,00		
Liabilities	2.000,76	3.459,73	496,90	2.927,83	
B.Subsidiaries					
Απαιτήσεις		0,00	0,00	541.54	
Υποχρεώσεις		0,00	161,37	246,67	
C. Other related parties					
Receivables	2,05			0,00	
Liabilities	90,24			0,00	
D.Board members and managers					
Receivables		34,56	0,00	0,00	
Liabilities	2,00	131,24	0,00	0,00	



#### 5.36 Number of employed personnel

The total number of employed personnel in 2008 was 4,086 persons for the Group and 1,206 for the Company. In the respective period of 2007 the personnel employed amounted to 3,661 persons in the Group and 1,160 in the Company.

#### 5.37 Existing Liens

A pre-notice of mortgage has been registered on items of Fixed Assets of the Group as a collateral of loan obligations currently amounting to €4 million, whereas, there are not other liens on any fixed assets or buildings/plots of land.

#### 5.38 Pending judicial disputes / disputes referred to arbitration

A company of the Group has pending judicial cases against the Greek State, for which a provision of € 2.150.000 has been made.

#### 5.39 Contingencies and undertakings

The companies of the Group have signed over letters of guarantee of €18,733,334 to third parties, against €17,865,692 on 31.12.2007, to secure contingent liabilities of the Group towards those parties, which do not appear in the consolidated balance sheet.

The subsidiary of the group, ELMEC SPORT, has undertaken the commitment to pay €1,05 million within 2010, due to its participation in the share capital of NORTH LANDMARK S.A.

#### **5.40** Post Balance Sheet Events

After 31st December 2008 the following events affect the financial status and results of the Group:

- In March 2009, a subsidiary of the Group, signed with Bank EFG Eurobank Ergasias an agreement for the issuance of a common debenture loan of € 31 million, of duration up to September 2015, which will be used for the change of short term loan liabilities to long term loan liabilities.
- The devaluation of national currency of a foreign country and functional currency of a subsidiary company of the Group active in this country against Euro, during the a' quarter of 2009, and especially by approx. 8% in connection with the exchange rate at 31<sup>st</sup> December 2008, and by approx. 17% in connection with the average exchange rate of fiscal year 2008. This might result to reduction of profitability from its activities.

The Group faces such risk by readjusting in time the prices of merchandise available in this market so they reflect the new levels of currency exchange rate and having already purchased the highest amount of US Dollar and Euros required for the payment of purchases of current season.



#### 5.41 Reclassification of assets

The Group in accordance with IFRS 3, finalized the temporary goodwill initially calculated during the acquisition of the company ELMEC SPORT S.A., in the previous fiscal year (5.10.07), and implemented optionally the accounting management described in the revised IAS 27 which has been issued in January 2008, for the acquisition of minority percentages in existing subsidiaries.

Specifically, in par. 30 and 31 of the revised standard it is reported that the changes in participation percentages in the existing subsidiaries that do not lead in the loss of control, are considered as transactions with the owners of the company under their capacity as such. It is therefore evident that in such cases no additional goodwill will be recorded during the acquisition of minority percentages in subsidiary companies.

Therefore, the aforementioned accounting policies resulted in the following changes in the comparative information of fiscal year 2007:

#### - Balance Sheet

The tangible fixed assets of the Group have been decreased by  $\in$  4.179.433, the investments in property increased by  $\in$  82.921.784, the goodwill decreased by  $\in$  94.891.605, the deferred tax receivables increased by  $\in$  32.962, the deferred tax liabilities increased by  $\in$  1.809.698, the retained earnings decreased by  $\in$  1.743.734.

#### - Financial statement for the period

The administration expenses of the financial statements decreased (due to reduction of depreciation) by  $\in$  156.921, the results (expenses) from financial and investing activities increased by  $\in$  20.548, the taxes increased by  $\in$  34.093 and the net profit after taxes of the shareholders of the company increased by  $\in$  102.280.

#### - Cash flow

The results before taxes increased by  $136.373 \in$ , the depreciations decreased by  $156.921 \in$ , the debit interest and other similar income increased by  $20.548 \in$ .

#### -Net equity

The earnings for the year-end after taxes increased by 102.280 €. The net equity decreased by € 18.028.270 due to change of goodwill accounting policy because of the optional implementation of the revised IAS 27. The minority interests decreased due to change of percentage in subsidiary by €237.855 and the net income increased being transferred directly in the net equity by an equal amount and the total of net equity at the year-end 31.12.2007 decreased by € 17.925.990.



## E. FINANCIAL FACTS & FIGURES FOR YEAR 2008 AND 2007 (CONSOLIDATED AND COMPANY)

#### "HELLENIC DUTY FREE SHOPS S.A."

Societe Anonyme Registration Number: 14216/06/B/86/06
23rd Km. E.O. Athens - Lamia, Ag. Stefanos Attica
FINANCIAL DATA AND INFORMATION
for the period 1 January 2008 to 31 December 2008
(published according to Law 2190/20 article 135 for companies that prepare annual financial statements, on a consolidated and parent basis, according to IFRS)

The following financial data, from the Financial Statements, provide a general view of the financial position and financial results of HELLIPIC DUTY FREE 9HDPS S.A. of the Group HELLIPIC DUTY FREE 9HDPS S.A. Therefore we advise the reader, before making any investment decision or other transaction with the Company, to access the financial statements according to the IPRS, so well as the relevant certified auditor's report, at the Company's web site www.dutyfreeshops.gr, where the financial statements are uploaded.

Proper prefecture:
Company web site:
Approval date from the Board of Directors
of the annual framcial statements:
Certified Auditor Accountant:
Auditing company:
Type of Auditor (a Report :

						ir ini Kautsollautsos laos Lambropoulos			
					Executive member Ibari Non executive member April	nis Tsigounakis tolos Chatriantoniou			
					Non executive member Apos	their chatramened			
	BALANCE SHEET					INCOME STATEMENT			
(annual consolidated and non-consolidated) amounts in € thousand  CONSOLIDATED COMPANY					(annual consolidated and non-consolidated) amounts in € thousand  CONSOLIDATED COMPANY				
	31.12.2008	31.12.2007	31.12.2008	31.12.2007		01:01-	SOLIDATED 01.01-	01/01-	01.01
						Continuing activ		Continuing activity	Continuing activity
ASSETS	163.591	140.715	25.582	25.052		4.00	.109 414.115	5 268.174	262.548
Property, plant and equipment Investments in property	75.621	82.922	0.002	25,102	Sales Gross profit		.109 414.115 .006 210.757		
Intangble fixed assets	143.217	144.567	48.746	49.657	Earnings before interest and taxes (EBIT)		.784 61.513		
Investments Other fixed assets	0 12.436	10.377	231.192 5.695	221.721 5.334	Earnings before taxes (EBT) Earnings after taxes (EAT)		.462 55.651 .131 34.635		
Inventory	156.084	122.043	49.721	42.461	carrigs are rares (CAT)	4/	.131 34.030	39.204	31.110
Trade receivables	29.672	22.347	64	314	Distributed to:				
Cash and oter cash equivalents Other current assets	41.416 60.509	38.013 58.715	5.260 5.526	4.612 5.833	Shareholders Minority interest	43	.106 33.632 .025 1.003		
Non current assets classified as	7.024	0	0	0	LANCACA RATE OFF	,	1000		
available for sale					Earnings per share after taxes - basic (in €)	0,	8269 0,6452		
TOTAL ASSETS	689,570	619,699	371,786	354.984	Proposed dividend per share (in €)			0,5000	-,
EQUITY AND LIABILITIES					Earnings before interest, taxes, depreciation and amortization (EBITDA)	96	.921 69.836	5 53.074	54.726
Share capital	15.803	15.803	15.803	15.803					
Share premium reserve	65.259	65.259	65.259	65.259		CASH FLOW STATEMENT			
Other reserves	29.683	24.515	31.224	27.509	(annual consolidated	and non-consolidated) amount	s in € thousand		
Other Equity Profits carried forward	-6.024 29.487	-844 33.530	62.314	0 44.334	2nd Alternative: Indirect method				
Profits carried forward Total Shareholders Equity (a)	29.487 133,208	33.530 138.263	62.314 174.600	44.334 152,905	2nd Alternative: Indirect method	CON	SOLIDATED	COM	PANY
Minority interests (b)	14.490	12.839	0	0		01.01-	SOLIDATED 01.01-	01.01-	21 12 2007
Total Equity (c) = (a)+(b)	147.698	151.102	174.600	152,905 100,000	a contract the				
Long term debt liabilities Provision / other long term liabilities	270.634 21.710	207.122	160.000 9.530	100.000 7.393	Operating activities Earnings before taxes (continuing activity)	63	.462 55.651	1 68.777	49.625
Short term borrowings	83.710	112.932	1.921	63.644	Plus / less adjustments for:				
Other short term borrowings	158.518	126.169	25.735		Depreciation		.137 8.323		4.795
Liabilities related to non current assets classified as available for sale	7.300	0	0	0	Provisions Foreign exchange differences		725 796 .101 -597	7 0	0
Total liabilities (d)	541.872	468,597	197.186	202.079	Results (revenue, expenses, profit and loss) from investing activity	-1	.983 -4.347	7 -31.408	
TOTAL EQUITY AND LIABILITIES (c)+(d)	689,570	619.699	371.786	354.984	Debit interest and other related expenses	23	.305 10.208	8 10.758	1.961
Additional notes and information:					Plus / less adjustments for changes in working capital related to operating activity:				
PRODUCTION OF THE PROPERTY OF					Decrease / (ncrease) in inventory	-34	.041 -7.770	7.260	-2.711
1. a. The name and the registed office of each company tha	t included in the consolidate	ed Financial Statemer	nts for the period 01.01.	2008 - 31.12.2008,	Decrease / (increase) in receivables		.067 14.054		
along with the respective participation percentage of the Com-	pany, direct or indirect, in a	each of their share c	apital and bithe consolid	ation method, which	Decrease / (increase) in liabilities (excluding banks)	31	.275 9.150	-2.574	7.399
was applied, for each company included in the consolidated Fir the Financial Statements. 2. The un-audited tax fiscal years of	nancal Statements for the fifthe narent Company and	penod 01.01.2006 Lits subsidanes are r	su.12.2006, are mentor nentioned in note 5.33 o	red in note 5.1 of f the Financial	Debit interest and other related expenses paid		.336 -10.247	7 -9.090	-1.700
Statements. 3. The personnel employed in the Group, as at	31.12.2008, amounted to	4,086 persons and i	n the Company amount	ed to 1,206	Paid taxes		.377 -22.319		
persons. The respective period of 2007 the personnel employ Statements of the Group are included in the consolidated final	ed amounted 3,661 person	ns in the Group and :	1,160 in the Company.	4. The Financial	Total inflow / (outflow) from operating activities (a)  Investing activities	49	201 52.902	2 23.065	42,946
Lamia, Agios Stefanos, Attica and a participation of 56.77%, i	under the method of full co	nsoldation. 5. The I	Financial statements incli	ude in total the	Acquisition of subsidiaries, related companies, joint ventures and other investm	ents 4	.471 -180.737		
following provisions a) for the Group: €2,150 thousand for con	tested disputes, €1,603 th	ousand for un-audite	d tax fiscal years and €	11,862 thousand for	Purchase of tangble and intangble fixed assets	-39	.555 -12.245		
other provisions b) for the Company: 6480 thousand for un-a Financial Statements for the period 01.01.2008 - 31.12.2008	udited tax fiscal years and the following companies are	€6,276 thousand for lockyled for the first	other provisions . 6. In 1	the consolidated k S.A. incomposited	Proceeds from sale of tangible and intandible fixed assets Interest received		.559 0 .856 3.581	0 0	1.632
on February of 2008 and B) ICS Elmec Sport SRL, incorporate	d on September of 2008.	7. The total number	r of Own shares owned	by the Company is	Dividends received		199 812		
669,724 shares of €7,294.7 thousand and by the Group is 97 goodwill which had been accounted duting the acquisition of El.	9,664 shares of €10,617.5	thousand total value	<ul> <li>8. The Group finalised</li> </ul>	the temporary	Total inflow / (outflow) from investing activities (b)	:39	412 -188.589	9 17.360	:209.299
goodwill which had been accounted duting the acquisition of EL optionally applied the accounting policy according to revised IA	MEC SPORT S.A. the previous 27, according the goodw	ious tiscal year (on 0 If from the acquisition	<ul> <li>5.10.2007), according to of the minority interest</li> </ul>	in subsidiaries.	Einancing activities		.149 155.698		163.644
These changes regulated in a decrease of 616,182 thousand of	n the consolidated equity of	f the Shareholders o	f the Company and an it	acrease of £103	Proceeds from issued loans Loans paid off		.149 150.696 .727 0	-2.500	163.644
thousand on the consolidated EAT of the Shareholders' of the agreement was signed by a subsidiary of the Group for the a	Company, comparind to re consistion of the entirety of	espective fiscal year the charge of the or	of 2007. <b>9.</b> A preliminar	y share transer anin House, On	Payments of leasing labilities	-1	.532 -1.459	9 0	0
30.10.2008, it was agreed a six-month extention of the time:	schedule set forth in the ab	overnentioned prein	ninary agreement. 10. T	he amounts of	Dividends paid Share buyback		.450 -34.766 .826 -6.560		
income/expenses posted directly in net equity were for a, the	Company,€233 thousand	concerning loss from	valuation of investment	s classified as	Share buyback Total inflow / (outflow) from financing activities (c)		386 112.913		
available for sale at fair value and bithe Group, 45,323 thousiloss from valuation of investments classified as available for si	and concerning expenses or ale at fair value, 4935 thou	f €110 thousand from sand concerning inco	n share increase,4237 ti me from deferrent taxa	nousand concerning tion, €5,908					
thousand concerning expenses from foreign exchange different	nces of consolidation of for	eign subsidaries and	€3 thousand concerning	other expences.	Net increase / (decrease) in cash and cash equivalents for the year (a)+(b)+(c)	3.	403 -22,774	6-48	-40.702
11. Every transaction in total (inflows & outflows) from the bi of the Company and the Group ,at the end of the current fisc	eginning of the fiscal year o call year, that came from to	it 2008, along with the ansactions with relati	e balance of the receiva ed parties, according to	IAS 24 is presented	Cash and cash equivalents at the beginning of the period	38.	013 60.787	4.612	45.314
as follows:									
	GROUP	COMPANY			Cash and cash equivalents at the end of the period	41.	416 38.013	5.260	4.612
a) Income b) Expenses	1.691 5.818	3.813 4.531							
b) Expenses c) Receivable	5.818 1.415	4.531			STATE	MENT OF CHANGES IN EQUITY			
d) Liabities	2.115	658			(annual consolidated	and non-consolidated) amount	s in € thousand		
e) BoD members' and directors' remuneration and transaction	6.496	4.267							
f) Receivable from directors and the BoD	0.400	0					ONSOLIDATED		MPANY
g) Liabilities to directors and the BoD	2	0				31.12.2	008 31.12.2007	31.12.2008	31.12.2007
					Equity balance at the beginning of the period (01.01.2008 and 01.01.2007 res	pectively) IE4	.102 128.627	7 152.905	125.022
					Earnings of the period after taxes (continuing activity)	47	.131 34.635	5 59.204	31.110
					Dividends distributed		.450 0		
					Change in goodwill accounting policy according to revised IAS 27 Acquisition of minoritity interests		.207 -18.028		0 0
					Minority interests due to acquisition of subsidiary		.550 13.580	o o	0
					Net income directly posted in equity	-5	.323 -1.152	2 -233	0
					Share buyback		.826 -6.560		
					Equity balance at the end of the period (31.12.2008 and 31.12.2007 respective	ey) 147.	698 151.102	174.600	152.905
Agios Stefanos,				os, March 24, 2009			HEAD OF ACCOUNTING		
CHAIRMAN OF THE BOD		MANAGING DIRECTO	OR.		GENERAL DIRECTOR DIRECTOR OF	FINANCE & ADMINISTRATION	'	NEAD OF ACCOUNTING	
						IRATIOS ELISSAIOS ID AB 593929	1	ANNA BOUGA-TSOPELA	
GEORGE KOUTSOLIDUTSOS ID. AB 593469	Di	IMITRIOS KOUTSOLIO ID H 159150	ITSOS		GEORGE VELENTZAS ID AB 295760	IU PO SEPEZE		ID K 044348	
ID NB 333403		201120130					Chartered /	Acc. Licence No.001232	O A Class



## f. Information according to article 10 of Law 3401/2005

The following Announcements / Notifications have been published by the Company during 2008 and are available on the Company's website  $\underline{www.dutyfreeshops.gr}$ . (In chronological order.)

17.01.2008	Announcement pursuant to Law 3556/2007
12.02.2008	Internal Audit changes
27.02.2008	Investors' calendar 2008
05.03.2008	Announcement date of the 12M 2007 financial results
05.03.2008	Conference call for the 12M 2007 financial results
12.03.2008	Financial results 12M 2007
20.03.2008	Presentation to Greek Institutional Investors
06.05.2008	Invitation to the Annual Ordinary General Assembly
21.05.2008	Announcement date of the 3M 2008 financial results
27.05.2008	Financial results 3M 2008
30.05.2008	Annual General Assembly
02.06.2008	Announcement
02.06.2008	Share buyback scheme
03.06.2008	Announcement
04.06.2008	Dividend information
12.06.2008	Sale agreement of Elmec shares
24.06.2008	Announcement pursuant to Law 3556/2007
25.06.2008	Announcement pursuant to Law 3556/2007
01.07.2008	Announcement pursuant to Law 3556/2007
03.07.2008	Announcement pursuant to Law 3556/2007
07.07.2008	Announcement pursuant to Law 3556/2007
09.07.2008	Announcement pursuant to Law 3556/2007
10.07.2008	Announcement pursuant to Law 3556/2007
11.07.2008	Announcement pursuant to Law 3556/2007
15.07.2008	Announcement pursuant to Law 3556/2007
16.07.2008	Announcement pursuant to Law 3556/2007
17.07.2008	Announcement pursuant to Law 3556/2007
22.07.2008	Announcement pursuant to Law 3556/2007
23.07.2008	Announcement pursuant to Law 3556/2007
22.08.2008	Announcement date of the 6M 2008 financial results
22.08.2008	Conference call for the 6M 2008 financial results
25.08.2008	Announcement pursuant to Law 3556/2007
26.08.2008	Announcement pursuant to Law 3556/2007
28.08.2008	Financial results 6M 2008
05.09.2008	Announcement pursuant to Law 3556/2007
09.09.2008	Invitation to an Extraordinary General Assembly
15.09.2008	Announcement pursuant to Law 3556/2007
16.09.2008	Announcement pursuant to Law 3556/2007
17.09.2008	Announcement pursuant to Law 3556/2007
18.09.2008	Announcement pursuant to Law 3556/2007
22.09.2008	Announcement pursuant to Law 3556/2007
26.09.2008	Announcement pursuant to Law 3556/2007
29.09.2008	Announcement pursuant to Law 3556/2007
30.09.2008	Announcement pursuant to Law 3556/2007
01.10.2008	Announcement pursuant to Law 3556/2007
03.10.2008	Announcement pursuant to Law 3556/2007
06.10.2008	Announcement pursuant to Law 3556/2007
06.10.2008	Extraordinary General Assembly
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07.10.2008
              Announcement pursuant to Law 3556/2007
08.10.2008
              Announcement pursuant to Law 3556/2007
09.10.2008
              Announcement pursuant to Law 3556/2007
              Announcement pursuant to Law 3556/2007
13.10.2008
              Announcement pursuant to Law 3556/2007
14.10.2008
              Announcement pursuant to Law 3556/2007
15.10.2008
15.10.2008
              Announcement regarding share buyback
15.10.2008
              Share buyback
16.10.2008
              Share buyback
17.10.2008
              Share buyback
20.10.2008
              Share buyback
20.10.2008
              Announcement pursuant to Law 3556/2007
21.10.2008
              Share buyback
              Announcement pursuant to Law 3556/2007
21.10.2008
22.10.2008
              Share buyback
22.10.2008
              Announcement pursuant to Law 3556/2007
23.10.2008
              Share buyback
              Announcement pursuant to Law 3556/2007
23.10.2008
              Share buyback
24.10.2008
              Announcement pursuant to Law 3556/2007
24.10.2008
27.10.2008
              Share buyback
27.10.2008
              Announcement pursuant to Law 3556/2007
29.10.2008
              Share buyback
              Share buyback
30.10.2008
              Announcement pursuant to Law 3556/2007
30.10.2008
31.10.2008
              Share buyback
              Share buyback
05.11.2008
              Share buyback
06.11.2008
07.11.2008
              Share buyback
12.11.2008
              Share buyback
14.11.2008
              Share buyback
17.11.2008
              Share buyback
              Share buyback
18.11.2008
              Share buyback
19.11.2008
20.11.2008
              Share buyback
21.11.2008
              Share buyback
24.11.2008
              Share buyback
24.11.2008
              Announcement date of the 9M 2008 financial results
24.11.2008
              Conference call for the 9M 2008 financial results
26.11.2008
              Share buyback
27.11.2008
              Share buyback
27.11.2008
              Financial results 9M 2008
28.11.2008
              Share buyback
01.12.2008
              Share buyback
02.12.2008
              Share buyback
03.12.2008
              Share buyback
              Share buyback
04.12.2008
05.12.2008
              Share buyback
              Share buyback
08.12.2008
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              Share buyback
10.12.2008
              Share buyback
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              Share buyback
              Share buyback
15.12.2008
16.12.2008
              Share buyback
17.12.2008
              Share buyback
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Share buyback
18.12.2008
19.12.2008
            Share buyback
22.12.2008
            Share buyback
            Share buyback
23.12.2008
24.12.2008
            Share buyback
            Share buyback
29.12.2008
            Share buyback
31.12.2008
31.12.2008
            Announcement regarding share buyback
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# g. The annual financial statements, the auditors reports of the companies included in the consolidated financial statements as they are posted on the Company's website.

The annual financial statements, the auditors' reports of the companies included in the consolidated financial statements and the reports of the Board of Directors are posted on the Company's website <a href="https://www.dutyfreeshops.gr">www.dutyfreeshops.gr</a>

