



**“DUTY-FREE SHOPS, SOCIETE ANONYME EXPLOITING DUTY FREE SHOPS AND INDUSTRIAL,  
MANUFACTURING, TECHNICAL AND COMMERCIAL SOCIETE ANONYME S.A.”**

**REG. NO.: 14216/06/B/86/06**

**23<sup>RD</sup> KM ATHENS – LAMIA NATIONAL HIGHWAY 145 65, AG. STEFANOS, ATTICA**

## **INTERIM FINANCIAL STATEMENTS**

**FOR THE PERIOD 01.01.2013 TO 31.03.2013**

**AS PER IFRS 34**

THE ATTACHED FINANCIAL STATEMENTS FOR THE PERIOD 01.01.2013-31.03.2013 WERE APPROVED BY THE COMPANY’S BOARD OF DIRECTORS ON MAY 28<sup>TH</sup>, 2013 AND WAS PUBLISHED BY BEING POSTED IN THE INTERNET, AT [WWW.DUTYFREESHOPS.GR](http://WWW.DUTYFREESHOPS.GR) AND [WWW.FOLLIFOLLIEGROUP.COM](http://WWW.FOLLIFOLLIEGROUP.COM). THEY HAVE BEEN TRANSLATED FROM THE ORIGINAL STATUTORY FINANCIAL STATEMENTS THAT HAVE BEEN PREPARED IN THE GREEK LANGUAGE. IN THE EVENT THAT DIFFERENCES EXIST BETWEEN THIS TRANSLATION AND THE ORIGINAL GREEK LANGUAGE FINANCIAL STATEMENTS, THE GREEK LANGUAGE FINANCIAL STATEMENTS WILL PREVAIL OVER THIS DOCUMENT.

## Interim Financial Statements for the period 01.01.2013-31.03.2013

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## A. Interim Financial Statements

### 1. Statements of financial position for the Group and the Company

#### Statement of Financial position for the Group

|                                                     |              | The Group               |                         |
|-----------------------------------------------------|--------------|-------------------------|-------------------------|
|                                                     |              | 31.03.2013              | 31.12.2012              |
| <b>Assets</b>                                       |              |                         |                         |
| <b>Non-current assets</b>                           | <b>Notes</b> |                         |                         |
| Tangible fixed assets                               |              | 239.833.810,23          | 240.100.507,06          |
| Investment Property                                 |              | 72.601.713,73           | 72.865.151,63           |
| Intangible assets                                   |              | 98.922.523,23           | 99.605.695,21           |
| Goodwill                                            |              | 252.745.555,37          | 252.770.555,37          |
| Investments in subsidiaries                         |              | 0,00                    | 0,00                    |
| Investments in Associates                           |              | 429.097,96              | 505.733,64              |
| Investments available for sale                      |              | 676.738,56              | 616.878,56              |
| Deferred tax claims                                 |              | 3.959.280,26            | 22.631.222,89           |
| Other long term assets                              |              | 31.518.228,15           | 30.794.038,80           |
| <b>Total non-current</b>                            |              | <b>700.686.947,49</b>   | <b>719.889.783,16</b>   |
| <b>Current assets</b>                               |              |                         |                         |
| Inventories                                         |              | 413.555.155,90          | 377.616.142,19          |
| Trade receivables                                   |              | 465.090.272,29          | 445.537.105,50          |
| Other current assets                                |              | 158.323.592,13          | 146.280.364,56          |
| Derivatives                                         |              | 0,00                    | 0,00                    |
| Other financial assets at fair value through profit |              | 22.756,55               | 35.470,71               |
| Cash & cash equivalent                              |              | 123.882.157,64          | 126.483.148,41          |
| <b>Total current assets</b>                         |              | <b>1.160.873.934,51</b> | <b>1.095.952.231,37</b> |
| <b>Total assets</b>                                 |              | <b>1.861.560.882,00</b> | <b>1.815.842.014,53</b> |
| <b>Equity &amp; Liabilities</b>                     |              |                         |                         |
| <b>Equity of shareholders of the parent company</b> |              |                         |                         |
| Share capital                                       |              | 20.084.463,00           | 20.084.463,00           |
| Share Premium                                       |              | 145.211.731,47          | 145.211.731,47          |
| Other reserves                                      |              | 448.609,75              | -14.280.894,17          |
| Other equity                                        |              | -94.747.153,57          | -114.561.004,47         |
| Retained earnings                                   |              | 798.570.677,47          | 768.222.990,18          |
|                                                     |              | <b>869.568.328,12</b>   | <b>804.677.286,01</b>   |
| Minority interests                                  |              | 20.383.764,04           | 20.412.136,83           |
| <b>Total equity</b>                                 |              | <b>889.952.092,16</b>   | <b>825.089.422,84</b>   |
| <b>Liabilities</b>                                  |              |                         |                         |
| <b>Long-term liabilities</b>                        |              |                         |                         |
| Long-term borrowings                                |              | 507.334.246,78          | 428.829.361,00          |
| Deferred tax liabilities                            |              | 19.800.957,66           | 36.112.907,36           |
| Employee benefit liabilities                        |              | 7.603.690,06            | 8.274.109,55            |
| Total long-term provisions                          |              | 3.632.177,21            | 3.704.119,71            |
| Other long-term liabilities                         |              | 25.903.756,09           | 29.298.802,95           |
| <b>Total long-term liabilities</b>                  |              | <b>564.274.827,80</b>   | <b>506.219.300,57</b>   |
| <b>Short-term liabilities</b>                       |              |                         |                         |
| Short-term borrowings                               |              | 229.631.480,38          | 312.247.173,08          |
| Derivatives                                         |              | 0,00                    | 0,00                    |
| Trade and other payables                            |              | 161.071.831,01          | 152.291.571,36          |
| Current Income tax                                  |              | 12.772.557,25           | 15.039.688,88           |
| Current tax liabilities                             |              | 3.798.906,06            | 4.895.329,86            |
| Dividends payable                                   |              | 59.187,34               | 59.527,94               |
| <b>Total short term liabilities</b>                 |              | <b>407.333.962,04</b>   | <b>484.533.291,12</b>   |
| <b>Total liabilities</b>                            |              | <b>971.608.789,84</b>   | <b>990.752.591,69</b>   |
| <b>Total equity &amp; liabilities</b>               |              | <b>1.861.560.882,00</b> | <b>1.815.842.014,53</b> |

## Statement of Financial position for the Company

|                                                     |                     | The Company           |                       |
|-----------------------------------------------------|---------------------|-----------------------|-----------------------|
|                                                     |                     | 31.03.2013            | 31.12.2012            |
| <b>Assets</b>                                       |                     |                       |                       |
| <b>Non-current assets</b>                           | <b><u>Notes</u></b> |                       |                       |
| Tangible fixed assets                               |                     | 109.840.595,63        | 110.300.448,57        |
| Investment Property                                 |                     | 72.601.713,73         | 72.865.151,63         |
| Intangible assets                                   |                     | 88.859.565,97         | 89.322.851,05         |
| Goodwill                                            |                     | 200.171.794,84        | 200.171.794,84        |
| Investments in subsidiaries                         |                     | 193.592.864,24        | 193.522.864,24        |
| Investments in Associates                           |                     | 450.000,00            | 450.000,00            |
| Investments available for sale                      |                     | 614.537,56            | 614.677,56            |
| Deferred tax claims                                 |                     | 0,00                  | 18.513.623,29         |
| Other long term assets                              |                     | 19.698.236,23         | 20.516.989,50         |
| <b>Total non-current</b>                            |                     | <b>685.829.308,20</b> | <b>706.278.400,68</b> |
| <b>Current assets</b>                               |                     |                       |                       |
| Inventories                                         |                     | 102.177.114,91        | 91.545.137,04         |
| Trade receivables                                   |                     | 84.500.777,90         | 78.310.935,95         |
| Other current assets                                |                     | 35.897.512,60         | 37.806.143,01         |
| Derivatives                                         |                     | 0,00                  | 0,00                  |
| Other financial assets at fair value through profit |                     | 22.756,55             | 35.470,71             |
| Cash & cash equivalent                              |                     | 5.150.366,65          | 11.729.895,39         |
| <b>Total current assets</b>                         |                     | <b>227.748.528,61</b> | <b>219.427.582,10</b> |
| <b>Total assets</b>                                 |                     | <b>913.577.836,81</b> | <b>925.705.982,78</b> |
| <b>Equity &amp; Liabilities</b>                     |                     |                       |                       |
| <b>Equity of shareholders of the parent company</b> |                     |                       |                       |
| Share capital                                       |                     | 20.084.463,00         | 20.084.463,00         |
| Share Premium                                       |                     | 145.211.731,47        | 145.211.731,47        |
| Other reserves                                      |                     | -3.346.626,51         | -18.075.184,68        |
| Other equity                                        |                     | -85.554.366,48        | -85.554.366,48        |
| Retained earnings                                   |                     | 33.403.897,79         | 40.074.713,56         |
|                                                     |                     | <b>109.799.099,27</b> | <b>101.741.356,87</b> |
| Minority interests                                  |                     | 0,00                  | 0,00                  |
| <b>Total equity</b>                                 |                     | <b>109.799.099,27</b> | <b>101.741.356,87</b> |
| <b>Liabilities</b>                                  |                     |                       |                       |
| <b>Long-term liabilities</b>                        |                     |                       |                       |
| Long-term borrowings                                |                     | 495.825.906,77        | 400.008.208,00        |
| Deferred tax liabilities                            |                     | 18.449.965,04         | 34.825.381,41         |
| Employee benefit liabilities                        |                     | 6.044.649,99          | 6.866.678,00          |
| Total long-term provisions                          |                     | 2.721.000,00          | 2.721.000,00          |
| Other long-term liabilities                         |                     | 26.746.632,14         | 29.210.736,37         |
| <b>Total long-term liabilities</b>                  |                     | <b>549.788.153,94</b> | <b>473.632.003,78</b> |
| <b>Short-term liabilities</b>                       |                     |                       |                       |
| Short-term borrowings                               |                     | 182.464.327,13        | 284.874.963,01        |
| Derivatives                                         |                     | 0,00                  | 0,00                  |
| Trade and other payables                            |                     | 69.754.167,81         | 64.421.401,03         |
| Current Income tax                                  |                     | 11.877,40             | 4.158,80              |
| Current tax liabilities                             |                     | 1.701.023,92          | 972.571,35            |
| Dividends payable                                   |                     | 59.187,34             | 59.527,94             |
| <b>Total short term liabilities</b>                 |                     | <b>253.990.583,60</b> | <b>350.332.622,13</b> |
| <b>Total liabilities</b>                            |                     | <b>803.778.737,54</b> | <b>823.964.625,91</b> |
| <b>Total equity &amp; liabilities</b>               |                     | <b>913.577.836,81</b> | <b>925.705.982,78</b> |

## 2. Statement of Comprehensive Income for the Group and Company

### Statement of Comprehensive Income for the Group

|                                                                      |       | The Group                |                          |
|----------------------------------------------------------------------|-------|--------------------------|--------------------------|
|                                                                      |       | 01.01. -<br>31.03.2013   | 01.01. -<br>31.03.2012   |
|                                                                      |       | Continuing<br>operations | Continuing<br>operations |
|                                                                      | Notes |                          |                          |
| Turnover                                                             |       | 246.349.542,38           | 229.305.412,75           |
| Cost of goods                                                        |       | -122.245.940,21          | -108.366.705,44          |
| <b>Gross Profit</b>                                                  |       | <b>124.103.602,17</b>    | <b>120.938.707,31</b>    |
| Other operating income                                               |       | 4.348.352,58             | 4.955.562,62             |
| Administration expenses                                              |       | -13.273.645,20           | -14.703.053,80           |
| Selling expenses                                                     |       | -66.755.027,25           | -67.558.498,52           |
| Other operating expenses                                             |       | -1.436.620,21            | -932.193,80              |
| <b>Operating income</b>                                              |       | <b>46.986.662,09</b>     | <b>42.700.523,81</b>     |
| Financial income                                                     |       | 479.808,92               | 780.397,83               |
| Financial expenses                                                   |       | -12.636.777,79           | -14.047.656,66           |
| Share of profit of associates                                        |       | -76.635,68               | 0,00                     |
| <b>Profit/Loss (before the tax)</b>                                  |       | <b>34.753.057,54</b>     | <b>29.433.264,98</b>     |
| Income tax                                                           |       | -2.831.868,55            | -6.993.262,88            |
| Deferred Tax                                                         |       | -1.609.787,31            | -294.759,07              |
| <b>Profit/Loss (after the tax)</b>                                   |       | <b>30.311.401,68</b>     | <b>22.145.243,03</b>     |
| Depreciation & amortization                                          |       | 6.227.067,39             | 6.395.392,03             |
| <b>Profit before taxes depreciation &amp; amortisation</b>           |       | <b>53.213.729,48</b>     | <b>49.095.915,84</b>     |
| <b>Other comprehensive income / (expenses): Recognised in Equity</b> |       |                          |                          |
| Financial assets available for sale                                  |       | -140,00                  | -18.046,30               |
| Valuation of Assets                                                  |       | 0,00                     | 0,00                     |
| Valuation of financial instruments                                   |       | 2.464.104,26             | 1.532.131,66             |
| Income tax relating to items of the total income                     |       | -632.222,55              | -306.426,33              |
| Deferred taxes non-participants in Profit                            |       | 0,00                     | 0,00                     |
| Profit / loss from associates                                        |       | 0,00                     | 0,00                     |
| Other income / expenses not participating in profit for the period   |       | 857.676,17               | 0,00                     |
| Foreign translation exchange differences                             |       | 19.814.264,91            | -22.013.087,82           |
| <b>Other comprehensive income, net of taxes</b>                      |       | <b>22.503.682,79</b>     | <b>-20.805.428,79</b>    |
| <b>Total comprehensive income after taxes</b>                        |       | <b>52.815.084,47</b>     | <b>1.339.814,24</b>      |
| <b>Profit is attributable to:</b>                                    |       |                          |                          |
| <b>Shareholders of the parent company</b>                            |       | 30.339.774,47            | 22.116.116,29            |
| <b>Non controlling interests</b>                                     |       | -28.372,79               | 29.126,74                |
| <b>Total</b>                                                         |       | <b>30.311.401,68</b>     | <b>22.145.243,03</b>     |
| <b>Total comprehensive income</b>                                    |       |                          |                          |
| <b>Attributable to :</b>                                             |       |                          |                          |
| <b>Shareholders of the parent company</b>                            |       | 52.843.457,26            | 1.310.805,54             |
| <b>Non controlling interests</b>                                     |       | -28.372,79               | 29.008,70                |
| <b>Total</b>                                                         |       | <b>52.815.084,47</b>     | <b>1.339.814,24</b>      |
| <b>Earnings / Losses per share</b>                                   |       |                          |                          |
| <b>Basic and diluted (in euros):</b>                                 |       | <b>0,45509</b>           | <b>0,33502</b>           |

## Statement of Comprehensive Income for the Company

|                                                                      |       | The Company              |                          |
|----------------------------------------------------------------------|-------|--------------------------|--------------------------|
|                                                                      |       | 01.01. -<br>31.03.2013   | 01.01. -<br>31.03.2012   |
|                                                                      |       | Continuing<br>operations | Continuing<br>operations |
|                                                                      | Notes |                          |                          |
| Turnover                                                             |       | 73.431.772,43            | 75.552.690,45            |
| Cost of goods                                                        |       | -40.875.347,41           | -42.579.790,05           |
| <b>Gross Profit</b>                                                  |       | <b>32.556.425,02</b>     | <b>32.972.900,40</b>     |
| Other operating income                                               |       | 2.236.492,56             | 2.846.084,94             |
| Administration expenses                                              |       | -4.642.126,52            | -5.038.348,97            |
| Selling expenses                                                     |       | -23.352.567,26           | -23.525.592,96           |
| Other operating expenses                                             |       | -167.545,39              | -468.016,00              |
| <b>Operating income</b>                                              |       | <b>6.630.678,41</b>      | <b>6.787.027,41</b>      |
| Financial income                                                     |       | 119.912,82               | 466.199,68               |
| Financial expenses                                                   |       | -11.891.175,76           | -12.399.934,27           |
| Share of profit of associates                                        |       | 0,00                     | 0,00                     |
| <b>Profit/Loss (before the tax)</b>                                  |       | <b>-5.140.584,53</b>     | <b>-5.146.707,18</b>     |
| Income tax                                                           |       | -32.691,43               | -272.137,07              |
| Deferred Tax                                                         |       | -1.497.539,81            | -257.757,88              |
| <b>Profit/Loss (after the tax)</b>                                   |       | <b>-6.670.815,77</b>     | <b>-5.676.602,13</b>     |
| Depreciation & amortization                                          |       | 2.691.500,66             | 3.001.935,19             |
| <b>Profit before taxes depreciation &amp; amortisation</b>           |       | <b>9.322.179,07</b>      | <b>9.788.962,60</b>      |
| <b>Other comprehensive income / (expenses): Recognised in Equity</b> |       |                          |                          |
| Financial assets available for sale                                  |       | -140,00                  | -18.046,30               |
| Valuation of Assets                                                  |       | 0,00                     | 0,00                     |
| Valuation of financial instruments                                   |       | 2.464.104,26             | 1.532.131,66             |
| Income tax relating to items of the total income                     |       | -640.667,11              | -306.426,33              |
| Deferred taxes non-participants in Profit                            |       | 0,00                     | 0,00                     |
| Profit / loss from associates                                        |       | 0,00                     | 0,00                     |
| Other income / expenses not participating in profit for the period   |       | 857.676,17               | 0,00                     |
| Foreign translation exchange differences                             |       | 0,00                     | 0,00                     |
| <b>Other comprehensive income, net of taxes</b>                      |       | <b>2.680.973,32</b>      | <b>1.207.659,03</b>      |
| <b>Total comprehensive income after taxes</b>                        |       | <b>-3.989.842,45</b>     | <b>-4.468.943,10</b>     |
| <b>Profit is attributable to:</b>                                    |       |                          |                          |
| <b>Shareholders of the parent company</b>                            |       | -6.670.815,77            | -5.676.602,13            |
| <b>Non controlling interests</b>                                     |       | 0,00                     | 0,00                     |
| <b>Total</b>                                                         |       | <b>-6.670.815,77</b>     | <b>-5.676.602,13</b>     |
| <b>Total comprehensive income</b>                                    |       |                          |                          |
| <b>Attributable to :</b>                                             |       |                          |                          |
| <b>Shareholders of the parent company</b>                            |       | -3.989.842,45            | -4.468.943,10            |
| <b>Non controlling interests</b>                                     |       | 0,00                     | 0,00                     |
| <b>Total</b>                                                         |       | <b>-3.989.842,45</b>     | <b>-4.468.943,10</b>     |
| <b>Earnings / Losses per share</b>                                   |       |                          |                          |
| <b>Basic and diluted (in euros):</b>                                 |       | <b>-0,10006</b>          | <b>-0,08599</b>          |

### 3 Statement of Changes in Equity for the Group and the Company

| The Group                                                    |       |                      |                       |                           |                     |                       |                      |                       |                               |                            |                      |                       |
|--------------------------------------------------------------|-------|----------------------|-----------------------|---------------------------|---------------------|-----------------------|----------------------|-----------------------|-------------------------------|----------------------------|----------------------|-----------------------|
|                                                              | Notes | Share Capital        | Share Premium         | Consolidation Differences | Fair Value Reserves | own shares            | Other Reserves       | Retained earnings     | Currency exchange differences | Total shareholders' equity | Minority Interests   | Total Equity          |
| <b>Balance at 1.1.2012</b>                                   |       | <b>20.084.463,00</b> | <b>145.211.731,47</b> | <b>-87.027.854,86</b>     | <b>0,00</b>         | <b>-13.384.633,73</b> | <b>-9.542.642,86</b> | <b>674.731.561,69</b> | <b>-8.694.652,64</b>          | <b>721.377.972,07</b>      | <b>18.372.835,42</b> | <b>739.750.807,49</b> |
| Earnings After taxes                                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 93.625.719,74         | 0,00                          | <b>93.625.719,74</b>       | 1.994.435,36         | <b>95.620.155,10</b>  |
| Valuation of financial assets                                |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 7.898.448,03         | 0,00                  | 0,00                          | <b>7.898.448,03</b>        | 0,00                 | <b>7.898.448,03</b>   |
| Valuation of investments available for sale                  |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 215.178,99           | 0,00                  | 0,00                          | <b>215.178,99</b>          | 0,00                 | <b>215.178,99</b>     |
| Exchange Differences                                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | -18.838.496,97                | <b>-18.838.496,97</b>      | 0,00                 | <b>-18.838.496,97</b> |
| Other income not calculated in profit for the period         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 397.302,04           | 0,00                  | 0,00                          | <b>397.302,04</b>          | 0,00                 | <b>397.302,04</b>     |
| Subsidiary's Capital increase Expenses                       |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Income tax relating to items of the total income             |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 175.958,76           | 0,00                  | 0,00                          | <b>175.958,76</b>          | 0,00                 | <b>175.958,76</b>     |
| <b>Total comprehensive income for the period, net of tax</b> |       | <b>0,00</b>          | <b>0,00</b>           | <b>0,00</b>               | <b>0,00</b>         | <b>0,00</b>           | <b>8.686.887,82</b>  | <b>93.625.719,74</b>  | <b>-18.838.496,97</b>         | <b>83.474.110,59</b>       | <b>1.994.435,36</b>  | <b>85.468.545,95</b>  |
| Capital increase                                             |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Various Expenses/income in Equity                            |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Capital increase expenses                                    |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | -129.930,60          | 0,00                  | 0,00                          | <b>-129.930,60</b>         | 0,00                 | <b>-129.930,60</b>    |
| Minority interest resulted from Subsidiaries' rates change   |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Dividends payable                                            |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Acquisition of minority shareholding                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Transfers                                                    |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 89.425,20            | -134.291,25           | 0,00                          | <b>-44.866,05</b>          | 44.866,05            | <b>0,00</b>           |
| Liquidation of Participations                                |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Sale of own shares                                           |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| <b>Balance at 31st March 2012</b>                            |       | <b>20.084.463,00</b> | <b>145.211.731,47</b> | <b>-87.027.854,86</b>     | <b>0,00</b>         | <b>-13.384.633,73</b> | <b>-896.260,44</b>   | <b>768.222.990,18</b> | <b>-27.533.149,61</b>         | <b>804.677.286,01</b>      | <b>20.412.136,83</b> | <b>825.089.422,84</b> |
| <b>Balance at 1.1.2013</b>                                   |       | <b>20.084.463,00</b> | <b>145.211.731,47</b> | <b>-87.027.854,86</b>     | <b>0,00</b>         | <b>-13.384.633,73</b> | <b>-896.260,44</b>   | <b>768.222.990,18</b> | <b>-27.533.149,61</b>         | <b>804.677.286,01</b>      | <b>20.412.136,83</b> | <b>825.089.422,84</b> |
| Earnings After taxes                                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 30.339.774,47         | 0,00                          | <b>30.339.774,47</b>       | -28.372,79           | <b>30.311.401,68</b>  |
| Valuation of financial assets                                |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 2.464.104,26         | 0,00                  | 0,00                          | <b>2.464.104,26</b>        | 0,00                 | <b>2.464.104,26</b>   |
| Valuation of investments available for sale                  |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | -140,00              | 0,00                  | 0,00                          | <b>-140,00</b>             | 0,00                 | <b>-140,00</b>        |
| Exchange Differences                                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 19.814.264,91                 | <b>19.814.264,91</b>       | 0,00                 | <b>19.814.264,91</b>  |
| Other income not calculated in profit for the period         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 857.676,17           | 0,00                  | 0,00                          | <b>857.676,17</b>          | 0,00                 | <b>857.676,17</b>     |
| Subsidiary's Capital increase Expenses                       |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Income tax relating to items of the total income             |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | -632.222,55          | 0,00                  | 0,00                          | <b>-632.222,55</b>         | 0,00                 | <b>-632.222,55</b>    |
| <b>Total comprehensive income for the period, net of tax</b> |       | <b>0,00</b>          | <b>0,00</b>           | <b>0,00</b>               | <b>0,00</b>         | <b>0,00</b>           | <b>2.689.417,88</b>  | <b>30.339.774,47</b>  | <b>19.814.264,91</b>          | <b>52.843.457,26</b>       | <b>-28.372,79</b>    | <b>52.815.084,47</b>  |
| Capital increase                                             |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Various Expenses/income in Equity                            |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Capital increase expenses                                    |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Minority interest resulted from Subsidiaries' rates change   |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Dividends payable                                            |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Acquisition of minority shareholding                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Transfers                                                    |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | -7.498,81            | 7.912,82              | -414,01                       | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Liquidation of Participations                                |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                 | 0,00                  | 0,00                          | <b>0,00</b>                | 0,00                 | <b>0,00</b>           |
| Sale of own shares                                           |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 13.384.633,73         | -1.337.048,88        | 0,00                  | 0,00                          | <b>12.047.584,85</b>       | 0,00                 | <b>12.047.584,85</b>  |
| <b>Balance at 31st March 2013</b>                            |       | <b>20.084.463,00</b> | <b>145.211.731,47</b> | <b>-87.027.854,86</b>     | <b>0,00</b>         | <b>0,00</b>           | <b>448.609,75</b>    | <b>798.570.677,47</b> | <b>-7.719.298,71</b>          | <b>869.568.328,12</b>      | <b>20.383.764,04</b> | <b>889.952.092,16</b> |



| The Company                                                  |       |                      |                       |                           |                     |                       |                       |                       |                               |                            |                    |                       |
|--------------------------------------------------------------|-------|----------------------|-----------------------|---------------------------|---------------------|-----------------------|-----------------------|-----------------------|-------------------------------|----------------------------|--------------------|-----------------------|
|                                                              | Notes | Share Capital        | Share Premium         | Consolidation Differences | Fair Value Reserves | own shares            | Other Reserves        | Retained earnings     | Currency exchange differences | Total shareholders' equity | Minority Interests | Total Equity          |
| <b>Balance at 1.1.2012</b>                                   |       | <b>20.084.463,00</b> | <b>145.211.731,47</b> | <b>-85.554.366,48</b>     | <b>0,00</b>         | <b>-13.384.633,73</b> | <b>-13.277.409,67</b> | <b>51.996.203,74</b>  | <b>0,00</b>                   | <b>105.075.988,33</b>      | <b>0,00</b>        | <b>105.075.988,33</b> |
| Earnings After taxes                                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | -11.621.213,06        | 0,00                          | -11.621.213,06             | 0,00               | -11.621.213,06        |
| Valuation of financial assets                                |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 7.898.448,03          | 0,00                  | 0,00                          | 7.898.448,03               | 0,00               | 7.898.448,03          |
| Valuation of investments available for sale                  |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 215.178,99            | 0,00                  | 0,00                          | 215.178,99                 | 0,00               | 215.178,99            |
| Exchange Differences                                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Other income not calculated in profit for the period         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Subsidiary's Capital increase Expenses                       |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Affiliate's deferred tax in equity                           |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Income tax relating to items of the total income             |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 172.954,58            | 0,00                  | 0,00                          | 172.954,58                 | 0,00               | 172.954,58            |
| <b>Total comprehensive income for the period, net of tax</b> |       | <b>0,00</b>          | <b>0,00</b>           | <b>0,00</b>               | <b>0,00</b>         | <b>0,00</b>           | <b>8.286.581,60</b>   | <b>-11.621.213,06</b> | <b>0,00</b>                   | <b>-3.334.631,46</b>       | <b>0,00</b>        | <b>-3.334.631,46</b>  |
| Capital increase                                             |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Various Expenses/income in Equity                            |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Capital increase expenses                                    |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Minority interest resulted from Subsidiaries' rates change   |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Dividends payable                                            |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Acquisition of minority shareholding                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Transfers                                                    |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 300.277,12            | -300.277,12           | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Liquidation of Participations                                |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Sale of own shares                                           |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| <b>Balance at 31st March 2012</b>                            |       | <b>20.084.463,00</b> | <b>145.211.731,47</b> | <b>-85.554.366,48</b>     | <b>0,00</b>         | <b>-13.384.633,73</b> | <b>-4.690.550,95</b>  | <b>40.074.713,56</b>  | <b>0,00</b>                   | <b>101.741.356,87</b>      | <b>0,00</b>        | <b>101.741.356,87</b> |
| <b>Balance at 1.1.2013</b>                                   |       | <b>20.084.463,00</b> | <b>145.211.731,47</b> | <b>-85.554.366,48</b>     | <b>0,00</b>         | <b>-13.384.633,73</b> | <b>-4.690.550,95</b>  | <b>40.074.713,56</b>  | <b>0,00</b>                   | <b>101.741.356,87</b>      | <b>0,00</b>        | <b>101.741.356,87</b> |
| Earnings After taxes                                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | -6.670.815,77         | 0,00                          | -6.670.815,77              | 0,00               | -6.670.815,77         |
| Valuation of financial assets                                |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 2.464.104,26          | 0,00                  | 0,00                          | 2.464.104,26               | 0,00               | 2.464.104,26          |
| Valuation of investments available for sale                  |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | -140,00               | 0,00                  | 0,00                          | -140,00                    | 0,00               | -140,00               |
| Exchange Differences                                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Other income not calculated in profit for the period         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 857.676,17            | 0,00                  | 0,00                          | 857.676,17                 | 0,00               | 857.676,17            |
| Subsidiary's Capital increase Expenses                       |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Affiliate's deferred tax in equity                           |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | -640.667,11           | 0,00                  | 0,00                          | -640.667,11                | 0,00               | -640.667,11           |
| Income tax relating to items of the total income             |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| <b>Total comprehensive income for the period, net of tax</b> |       | <b>0,00</b>          | <b>0,00</b>           | <b>0,00</b>               | <b>0,00</b>         | <b>0,00</b>           | <b>2.680.973,32</b>   | <b>-6.670.815,77</b>  | <b>0,00</b>                   | <b>-3.989.842,45</b>       | <b>0,00</b>        | <b>-3.989.842,45</b>  |
| Capital increase                                             |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Various Expenses/income in Equity                            |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Capital increase expenses                                    |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Minority interest resulted from Subsidiaries' rates change   |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Dividends payable                                            |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Acquisition of minority shareholding                         |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Transfers                                                    |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Liquidation of Participations                                |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 0,00                  | 0,00                  | 0,00                  | 0,00                          | 0,00                       | 0,00               | 0,00                  |
| Sale of own shares                                           |       | 0,00                 | 0,00                  | 0,00                      | 0,00                | 13.384.633,73         | -1.337.048,88         | 0,00                  | 0,00                          | 12.047.584,85              | 0,00               | 12.047.584,85         |
| <b>Balance at 31st March 2013</b>                            |       | <b>20.084.463,00</b> | <b>145.211.731,47</b> | <b>-85.554.366,48</b>     | <b>0,00</b>         | <b>0,00</b>           | <b>-3.346.626,51</b>  | <b>33.403.897,79</b>  | <b>0,00</b>                   | <b>109.799.099,27</b>      | <b>0,00</b>        | <b>109.799.099,27</b> |

## 4. Cash Flow Statement

| 2nd Alternate: Indirect method                                                    | The Group                    |                              | The Company                 |                              |
|-----------------------------------------------------------------------------------|------------------------------|------------------------------|-----------------------------|------------------------------|
|                                                                                   | 01.01. -<br>31.03.2013       | 01.01. -<br>31.03.2012       | 01.01. -<br>31.03.2013      | 01.01. -<br>31.03.2012       |
|                                                                                   | Continuing<br>operations     | Continuing operations        | Continuing operations       | Continuing<br>operations     |
| <b><u>Cash Flows related to Operating Activities</u></b>                          |                              |                              |                             |                              |
| Net Profit before taxes (Continuing operations)                                   | 34.753.057,54                | 29.433.264,98                | -5.140.584,53               | -5.146.707,18                |
| Adjustments                                                                       |                              |                              |                             |                              |
| Depreciation and Amortisation                                                     | 6.227.067,39                 | 6.395.392,03                 | 2.691.500,66                | 3.001.935,19                 |
| Provisions                                                                        | 237.676,20                   | 172.983,53                   | 95.153,16                   | 57.775,89                    |
| Exchange differences                                                              | -1.223.182,13                | -11.111.725,85               | 0,00                        | 0,00                         |
| Results (income, expenses, gains and losses) from investing activities            | 2.644.819,05                 | 3.573.954,58                 | 2.083.377,29                | 3.222.545,84                 |
| Interest and related expenses                                                     | 9.542.743,26                 | 9.766.392,35                 | 8.937.743,01                | 8.711.188,75                 |
| Adjustments related to working capital or other operating activities              |                              |                              |                             |                              |
| Decrease/(increase) of Inventories                                                | -29.436.840,15               | -25.845.206,91               | -10.631.977,87              | -16.688.133,56               |
| Decrease/(increase) of Receivables                                                | -15.354.385,81               | -13.914.247,57               | -4.281.211,54               | -6.213.053,82                |
| Increase/(decrease) of payable accounts (except Banks)                            | 5.721.499,18                 | 11.471.749,41                | 6.001.714,38                | 16.729.641,12                |
| Minus                                                                             |                              |                              |                             |                              |
| Interest paid and similar expenses                                                | -10.334.140,29               | -10.262.554,78               | -9.460.500,33               | -9.144.092,29                |
| Income Tax paid                                                                   | -5.044.049,77                | -7.429.580,68                | -24.972,83                  | -48.501,38                   |
| Net cash inflows/(outflows) from Operating Activities (a)                         | <b><u>-2.265.735,53</u></b>  | <b><u>-7.749.578,91</u></b>  | <b><u>-9.729.758,60</u></b> | <b><u>-5.517.401,44</u></b>  |
| <b><u>Investing Activities</u></b>                                                |                              |                              |                             |                              |
| Purchases of subsidiaries, associates and other investments                       |                              | -191.852,36                  | -70.000,00                  | -1.169.002,62                |
| Acquisition of minorities                                                         |                              | 0,00                         | 0,00                        | 0,00                         |
| Purchases of tangible and intangible assets                                       | -4.342.240,16                | -7.828.396,73                | -1.513.346,45               | -1.446.469,02                |
| Proceeds from sale of tangible and intangible assets                              | 70.986,95                    | 438.690,26                   | 8.421,71                    | 32.124,87                    |
| Interest received                                                                 | 293.855,37                   | 399.611,78                   | 22.523,66                   | 139.238,91                   |
| Dividends received                                                                | 0,00                         | 0,00                         | 0,00                        | 0,00                         |
| Proceeds from sale of financial assets                                            | -1.982.418,18                | -3.493.334,69                | -2.093.186,79               | -3.345.086,46                |
| Decrease/(increase) of other long-term receivables                                | -724.189,35                  | -2.249.933,56                | 818.753,27                  | -4.232.685,38                |
| Net cash inflows/(outflows) from Investing Activities (b)                         | <b><u>-6.684.005,37</u></b>  | <b><u>-12.925.215,30</u></b> | <b><u>-2.826.834,60</u></b> | <b><u>-10.021.879,70</u></b> |
| <b><u>Financing Activities</u></b>                                                |                              |                              |                             |                              |
| Capital increase                                                                  | 0,00                         | 0,00                         | 0,00                        | 0,00                         |
| Proceeds from Loans                                                               | 4.800.000,00                 | 5.660.873,37                 | 2.000.000,00                | 5.000.000,00                 |
| Proceeds from leases                                                              | 0,00                         | 940.000,00                   | 0,00                        | 0,00                         |
| Payment of Loans                                                                  | -9.097.271,73                | -4.732.179,74                | -7.302.000,00               | -1.389.191,13                |
| Payments for leases                                                               | -1.401.082,39                | -2.444.548,00                | -768.179,79                 | -846.281,76                  |
| Own Stock                                                                         | 12.047.444,85                | 0,00                         | 12.047.584,85               | 0,00                         |
| Expenses related to capital increase                                              | 0,00                         | 0,00                         | 0,00                        | 0,00                         |
| Dividends paid                                                                    | -340,60                      | -176,85                      | -340,60                     | -176,85                      |
| Net cash inflows/(outflows) from Financing Activities (c)                         | <b><u>6.348.750,13</u></b>   | <b><u>-576.031,22</u></b>    | <b><u>5.977.064,46</u></b>  | <b><u>2.764.350,26</u></b>   |
| <b>Net increase / (decrease) in cash and cash equivalents<br/>(a) + (b) + (c)</b> | <b><u>-2.600.990,77</u></b>  | <b><u>-21.250.825,43</u></b> | <b><u>-6.579.528,74</u></b> | <b><u>-12.774.930,88</u></b> |
| <b>Cash and cash equivalents at beginning of period</b>                           | <b>126.483.148,41</b>        | <b>135.501.551,10</b>        | <b>11.729.895,39</b>        | <b>20.841.347,43</b>         |
| <b>Cash and cash equivalents at end of period</b>                                 | <b><u>123.882.157,64</u></b> | <b><u>114.250.725,67</u></b> | <b><u>5.150.366,65</u></b>  | <b><u>8.066.416,55</u></b>   |

## B. Notes on the Financial statements

The company titled **“DUTY-FREE SHOPS, SOCIETE ANONYME EXPLOITING DUTY FREE SHOPS AND INDUSTRIAL, MANUFACTURING, TECHNICAL AND COMMERCIAL SOCIETE ANONYME S.A.”** is a Societe Anonyme registered in Greece, in the Registry of Societes Anonymes with number: 14216/06/B/86/06 and its registered seat is in Agios Stefanos, Attica. The Company is active in the fields of travel retail, manufacturing of jewellery, department stores operation and in the field of apparel and footwear.

The Consolidated financial statements of the Folli Follie Group, and its affiliates, named the Group, cover the period from 01.01.2013-31.03.2013 and have been approved by the Board of Directors on May 28<sup>th</sup>, 2013.

### Group structure

The consolidated financial statements include the financial statements of the parent company and of its subsidiaries. The structure of the Group, as this has been formed after the merger of the three companies, is presented in the following table:

| Company Name                                     | Head Office | Direct %<br>Participation | Indirect %<br>Participation | Total   | Consolidation Method |
|--------------------------------------------------|-------------|---------------------------|-----------------------------|---------|----------------------|
| FOLLI FOLLIE UK LTD                              | UK          | 99,99%                    |                             | 99,99%  | FULL                 |
| FOLLI FOLLIE FRANCE SA                           | FRANCE      | 100,00%                   |                             | 100,00% | FULL                 |
| FOLLI FOLLIE SPAIN SA                            | SPAIN       | 100,00%                   |                             | 100,00% | FULL                 |
| FOLLI FOLLIE JAPAN LTD                           | JAPAN       | 100,00%                   |                             | 100,00% | FULL                 |
| FOLLI FOLLIE HONG KONG LTD                       | HONG KONG   | 99,99%                    |                             | 99,99%  | FULL                 |
| FOLLI FOLLIE ASIA LTD                            | HONG KONG   |                           | 99,99%                      | 99,99%  | FULL                 |
| FOLLI FOLLIE TAIWAN LTD                          | TAIWAN      |                           | 99,99%                      | 99,99%  | FULL                 |
| FOLLI FOLLIE KOREA LTD                           | S.KOREA     |                           | 99,99%                      | 99,99%  | FULL                 |
| FOLLI FOLLIE SINGAPORE LTD                       | SINGAPORE   |                           | 99,99%                      | 99,99%  | FULL                 |
| FOLLI FOLLIE MACAU LTD                           | MACAU       |                           | 99,99%                      | 99,99%  | FULL                 |
| FOLLI FOLLIE MALAYSIA LTD                        | MALAYSIA    |                           | 99,99%                      | 99,99%  | FULL                 |
| FOLLI FOLLIE THAILAND LTD                        | THAILAND    |                           | 99,99%                      | 99,99%  | FULL                 |
| FOLLI FOLLIE CHINA (PILION LTD)                  | CHINA       |                           | 100,00%                     | 100,00% | FULL                 |
| FOLLI FOLLIE SHENZHEN LTD                        | CHINA       |                           | 100,00%                     | 100,00% | FULL                 |
| BLUEFOL GUAM LTD                                 | Guam        |                           | 99,99%                      | 99,99%  | FULL                 |
| BLUEFOL HAWAII LTD                               | HAWAII      |                           | 99,99%                      | 99,99%  | FULL                 |
| BLUEFOL HONG KONG LTD                            | HONG KONG   |                           | 99,99%                      | 99,99%  | FULL                 |
| HELLENIC DISTRIBUTION S.A.                       | GREECE      | 100,00%                   |                             | 100,00% | FULL                 |
| LINKS (LONDON) LIMITED                           | UK          |                           | 100,00%                     | 100,00% | FULL                 |
| LINKS OF LONDON (INTERNATIONAL) LTD              | UK          |                           | 100,00%                     | 100,00% | FULL                 |
| LINKS OF LONDON COM LTD (UK)                     | UK          |                           | 100,00%                     | 100,00% | FULL                 |
| LINKS OF LONDON INC (USA)                        | USA         |                           | 100,00%                     | 100,00% | FULL                 |
| LINKS OF LONDON (FRANCE)                         | FRANCE      |                           | 100,00%                     | 100,00% | FULL                 |
| DUTY PAID SHOPS S.A.                             | GREECE      | 100,00%                   |                             | 100,00% | FULL                 |
| ELMEC ROMANIA SRL                                | ROMANIA     | 100,00%                   |                             | 100,00% | FULL                 |
| ELMEC SPORT BULGARIA EOOD                        | BULGARIA    | 100,00%                   |                             | 100,00% | FULL                 |
| MOUSTAKIS S.A.                                   | GREECE      | 100,00%                   |                             | 100,00% | FULL                 |
| ATTICA DEPARTMENT STORES S.A.                    | GREECE      | 25,00%                    | 25,00%                      | 50,00%  | FULL                 |
| LOGISTICS EXPRESS S.A.                           | GREECE      | 100,00%                   |                             | 100,00% | FULL                 |
| NORTH LANDMARK S.A.                              | GREECE      | 35,00%                    |                             | 35,00%  | FULL                 |
| MFK FASHION LTD                                  | CYPRUS      | 100,00%                   |                             | 100,00% | FULL                 |
| HDFS SKOPJE DOO (FYROM)                          | FYROM       | 100,00%                   |                             | 100,00% | FULL                 |
| PLANACO S.A.                                     | GREECE      | 100,00%                   |                             | 100,00% | FULL                 |
| ICE CUBE S.A.                                    | GREECE      | 25,00%                    |                             | 25,00%  | FULL                 |
| COLLECTIVE S.A.                                  | GREECE      | 80,00%                    |                             | 80,00%  | FULL                 |
| NORTH GREECE DEPARTMENT STORES S.A.              | GREECE      | 44,00%                    | 20,35%                      | 64,35%  | FULL                 |
| HELLENIC DISTRIBUTION S.A., DUTY PAID SHOPS S.A. | GREECE      |                           | 100,00%                     | 100,00% | FULL                 |

The subsidiaries in the separate financial statements have been evaluated at their acquisition cost, minus any impairment losses. On 22.04.2013 signed an agreement to sell 51% of the travel retail business who engages in exploitation duty-free shops in the Swiss Dufry AG. In particular, pursuant to the signed agreement, the company completed the process of carve out of the travel retail segment that contributed to a subsidiary of the Group. With the completion of the spin off, the Dufry AG acquired 51% of the share capital of the above subsidiary company absorbed the industry and maintains an option to acquire the remaining 49% in four years at fair market value.

## **Important accounting policies of the Group**

### **Drafting framework for the financial statements**

The consolidated financial statements of the Group and the financial statements of the company (hereon referred as the Financial Statements) have been prepared in accordance to the International Financial Reporting Standards (IFRS) 34 "Interim financial report" and consequently they will have to be examined in accordance to the Full Year financial statements that are available on the Group's websites.

### **IFRS 7 (Amendment) "Financial Instruments: Disclosures" – transfers of financial assets applied for annual accounting periods beginning on or after 1 July 2011)**

The present amendment provides the disclosures for transferred financial assets that have not been de-recognized entirely as well as for transferred financial assets that have been fully de-recognized but in which the Group continues to be involved. Guidance is also provided for the application of the required disclosures. This amendment has not yet been adopted by the European Union.

## **New standards, interpretations and amendments to existing IFRS standards**

### **IFRS 9 "Financial instruments" (applied for annual accounting periods beginning on or after 1 January 2015)**

IFRS 9 is the first phase of the IASB's (International Accounting Standards Board) plan to replace IAS 39 and refers to the classification and measurement of financial assets and financial liabilities. During the next phases of the project, the IASB will extend IFRS 9 in order to add new requirements for impairment and hedge accounting. The Group is in the process of assessing the effect of IFRS 9 on its financial statements. IFRS 9 cannot be applied earlier by the Group as it has not been adopted by the European Union. Only after its adoption, the Group will decide whether it will apply IFRS 9 before 1 January 2015

### **IFRS 10 "Consolidated Financial Statements"**

**The IFRS 10 replaces in full the instructions on the control and consolidation, as provided in IAS 27 and SIC 12.**

The new standard changes the definition of control as a key factor in deciding whether an entity should be consolidated. The standard provides extensive details that dictate the different ways in which one entity (investor) can control another entity (investment). The revised definition of control focuses on the need to have both the right (the ability to direct the activities that significantly affect performance) and performance variables (positive, negative). (Positive, negative or both) in order to have control. The new standard also provides clarification on participatory rights and veto rights (protective rights), as well as on relations agency

### **IFRS 11 "Joint Arrangements"**

The IFRS 11 provides a more realistic treatment of joint agreements focusing on the rights and obligations, rather than legal form. The types of agreements are limited to two: jointly controlled operations and joint ventures. The method of proportional consolidation is no longer permissible. Participants in consortia implement the consolidation required by the equity method. Entities that participate in jointly controlled operations apply similar accounting treatment to that currently apply to the participants jointly controlled assets or jointly controlled operations. The standard also provides guidance on the participants in joint agreements, without any joint control.

### **IFRS 12 "Notification of participation in other entities"**

The IFRS 12 refers to disclosures of an entity, including significant judgments and assumptions, which allow readers of financial statements to evaluate the nature, risks and economic impacts associated with the entity's participation in subsidiaries, associates from joint agreements and non-consolidated entities (structured entities). An entity has the ability to make some or all of these disclosures are not required to apply IFRS 12 in its entirety, or IFRS 11 or IAS 27 or 28.

### **IFRS 13, "Fair Value Measurement"(Effective for annual periods beginning on or after 1 January 2013)**

IFRS 13 provides new guidance on measuring fair value and required disclosures. The requirements of the standard do not expand the use of fair values, but provide details of their application if their use is binding required by other standards. The IFRS 13 provides precise definition of fair value and guidance on measuring fair value and required disclosures, regardless of the model based on making use of fair values. Moreover, the required disclosures have been extended to cover all assets and liabilities measured at fair value, not just financial. This standard is endorsed by the European Union.

### **IAS 1 (Amendment) "Presentation of Financial Statements"(Effective for annual periods beginning on or after 1 July 2012)**

This amendment requires entities to separate the data presented in other comprehensive income into two groups based on whether they are in future likely to be transferred to operating results or not. The amendment has not yet been adopted by the European Union.

### **IAS 19 (Amendment) "Employee Benefits"(Effective for annual periods beginning on or after 1 January 2013)**

This amendment involves substantial changes in the identification and measurement of the cost of defined benefit plans and retirement benefit obligations (elimination of the margin method) and the disclosure of all benefits to employees. The main changes relate mainly to the recognition of actuarial gains and losses, in

recognition of past service costs / cuts in the measurement of pension expense, the required disclosures, handling costs and taxes associated with defined benefit plans, and to distinguish between short and long term benefits. The amendment has not yet been adopted by the European Union.

## **Consolidation**

### **Subsidiaries**

The consolidated financial statements include the financial statements of the company and of its controlled businesses (subsidiaries). Control is considered when the company is able to define the financial and operational activities of a business with the purpose of acquiring a benefit. The results, assets and liabilities of subsidiaries have been integrated in the financial statements using the complete consolidation method. The financial statements of the subsidiaries have been prepared by following the same accounting policies followed by the company. Company to company transactions, inter-company balances and inter-company incomes and expenses are deleted during consolidation. The goodwill resulting during the acquisition of businesses, if it is positive, is registered as a non-depreciable asset, subjected annually to an audit for the impairment of its value. If it is negative, it is registered as income in the results of operations for the Group. The goodwill refers to the balance between the price for acquiring and the reasonable value of the separate assets, the liabilities and probable liabilities of the acquired business.

## **Currency translations**

### **(a) Operating currency and presentation currency**

The figures of the financial statements for the Group's companies and for the company are noted in Euro; which is the currency of the financial environment within which they operate (functional currency).

### **(b) Transactions and balances**

Any transactions in foreign currencies are converted to the functional currency, based on the exchange rates valid during the transactions' dates. Any profits and damages from currency differences, resulted from the liquidation of such transactions during the fiscal year and from the conversion of the of the currency elements expressed in a foreign currency with the current exchange rates, applicable on the date of the Balance Sheet are registered in results. Any foreign currency differences from non-currency elements evaluated at their reasonable price are considered as a section of the reasonable value; thus they are registered in the same section with the differences of reasonable value. The figures of the financial statements of the Group's companies are measured based on the currency of the financial environment for the specific country where each Group company is active. The separate financial statements of the companies participating in the

consolidation, which had initially presented in a currency other than the Group's presentation currency, have been converted into €. Assets and liabilities have been translated into € at the closing exchange rate on the date of the balance sheet. Incomes and expenses have been translated to the Group's presentation currency based on the average exchange rate for each stated fiscal year. Any differences resulting from this procedure are transferred to the reserve fund for translating subsidiary balance sheets in a foreign currency, in the net position, through the remaining total earnings.

## **Financial Information per segment**

The operational Segments of the Group are strategic units selling different goods. They are monitored and managed separately by the Board of Directors, because these goods are of completely different nature in terms of market demand and gross margins.

The segments of Group are the followings:

### **- Jewellery, Watches, Accessories:**

This segment deals with the design, manufacture, processing and marketing of jewellery, watches and other similar fashion accessories like handbags, small leather goods, belts, pashminas and sunglasses.

### **- Travel Retail:**

The segment travel retail includes duty free and duty paid retail sales at airport terminals, border stations and ports.

### **- Department Stores:**

This segment deals with the operation of the department stores.

### **- Clothing - Footwear:**

This segment concerns retail and wholesale sale of branded apparel and footwear and cosmetics.

### **- Other:**

This segment includes sales to exterior customers below 5%.

The accounting policies for the operating segments are the same as those used for the financial statements. The outcome of the segment is calculated upon the profitability, on a pre tax profit and without taking into account figures such as non recurring and foreign exchange transactions.

# Results per segment for the periods ended 31.03.2012 Vs 31.03.2011

| <i>amounts in thousands.000</i>          | GROUP         |                                 |                     |                   |               |                 |              | Consolidated data |
|------------------------------------------|---------------|---------------------------------|---------------------|-------------------|---------------|-----------------|--------------|-------------------|
|                                          | Travel Retail | Jewellery - Watch - Accessories | Clothing - Footwear | Department stores | Other segment | Total           | Eliminations |                   |
| <b>Reference period</b>                  |               |                                 |                     |                   |               |                 |              |                   |
| Sales to external customers              | 45.597        | 149.992                         | 33.154              | 31.433            | 597           | <b>260.773</b>  | -14.424      | 246.350           |
| Sales intersectoral                      | 13            | 161                             | 2.371               | 23                | 0             | <b>2.568</b>    | -2.568       | 0                 |
| Cost of sales                            | -24.347       | -71.397                         | -22.905             | -19.151           | -390          | <b>-138.190</b> | 15.944       | -122.246          |
| Cost of sales sectors                    | -22           | -14                             | -187                | -2.337            | -5            | <b>-2.564</b>   | 2.564        | 0                 |
| <b>Gross Margin</b>                      | <b>21.241</b> | <b>78.743</b>                   | <b>12.433</b>       | <b>9.967</b>      | <b>202</b>    | <b>122.586</b>  | <b>1.517</b> | <b>124.104</b>    |
| Other operating income                   | 2.308         | 2.920                           | 463                 | 463               | 229           | <b>6.383</b>    | -2.035       | 4.348             |
| Selling Cost                             | -14.550       | -32.113                         | -9.385              | -9.583            | -310          | <b>-65.940</b>  | -815         | -66.755           |
| Selling expenses crosscutting            | 0             | -1                              | -3                  | 0                 | 0             | <b>-3</b>       | 3            | 0                 |
| Administration cost                      | -2.650        | -10.584                         | -1.378              | -765              | -238          | <b>-15.616</b>  | 2.342        | -13.274           |
| Administrative expenses crosscutting     | 0             | 0                               | 0                   | 0                 | 0             | <b>0</b>        | 0            | 0                 |
| Other operating cost                     | -139          | -1.724                          | -313                | -7                | -5            | <b>-2.188</b>   | 751          | -1.437            |
| <b>Segment operating earnings (EBIT)</b> | <b>6.211</b>  | <b>37.241</b>                   | <b>1.817</b>        | <b>75</b>         | <b>-121</b>   | <b>45.222</b>   | <b>1.765</b> | <b>46.987</b>     |
| <b>Previous Reporting Period</b>         |               |                                 |                     |                   |               |                 |              |                   |
| Sales to external customers              | 41.523        | 132.354                         | 35.392              | 30.386            | 2.760         | <b>242.415</b>  | -13.110      | 229.305           |
| Sales intersectoral                      | 0             | 487                             | 3.199               | 17                | 36            | <b>3.740</b>    | -3.740       | 0                 |
| Cost of sales                            | -22.111       | -57.492                         | -24.866             | -17.120           | -1.793        | <b>-123.381</b> | 15.014       | -108.367          |
| Cost of sales sectors                    | 0             | 0                               | -97                 | -3.577            | 0             | <b>-3.674</b>   | 3.674        | 0                 |
| <b>Gross Margin</b>                      | <b>19.413</b> | <b>75.349</b>                   | <b>13.628</b>       | <b>9.706</b>      | <b>1.004</b>  | <b>119.100</b>  | <b>1.838</b> | <b>120.939</b>    |
| Other operating income                   | 3.111         | 612                             | 707                 | 947               | 15            | <b>5.392</b>    | -436         | 4.956             |
| Selling Cost                             | -12.671       | -33.244                         | -10.807             | -9.494            | -701          | <b>-66.917</b>  | -641         | -67.558           |
| Selling expenses crosscutting            | 3.490         | 0                               | -1.639              | -1.864            | 0             | <b>-13</b>      | 13           | 0                 |
| Administration cost                      | -1.691        | -10.888                         | -2.037              | -737              | -438          | <b>-15.791</b>  | 1.088        | -14.703           |
| Administrative expenses crosscutting     | 518           | 0                               | -688                | 170               | 0             | <b>0</b>        | 0            | 0                 |
| Other operating cost                     | -41           | -436                            | -355                | -43               | -58           | <b>-932</b>     | 0            | -932              |
| <b>Segment operating earnings (EBIT)</b> | <b>12.129</b> | <b>31.394</b>                   | <b>-1.191</b>       | <b>-1.315</b>     | <b>-178</b>   | <b>40.839</b>   | <b>1.861</b> | <b>42.701</b>     |



#### 4. OWN-USED TANGIBLE ASSETS – INVESTMENTS IN REAL PROPERTY

The book value of assets, for the Group and Company respectively, as shown in the consolidated balance sheet for the periods presented were as follows:

| The Group                              |                      |                                    |                                    |                          |                        |                          |                       |                      |
|----------------------------------------|----------------------|------------------------------------|------------------------------------|--------------------------|------------------------|--------------------------|-----------------------|----------------------|
|                                        | Land                 | Buildings & Leasehold improvements | Machinery & technical installation | Transportation equipment | Furniture and fixtures | Construction in progress | Total                 | Investment Property  |
| <b><u>Cost</u></b>                     |                      |                                    |                                    |                          |                        |                          |                       |                      |
| <b>Balance at 1.1.2012</b>             | <b>40.856.024,27</b> | <b>143.299.034,00</b>              | <b>12.880.726,30</b>               | <b>3.659.324,78</b>      | <b>84.967.068,63</b>   | <b>45.381.887,11</b>     | <b>331.044.065,09</b> | <b>77.283.262,55</b> |
| Additions                              | 0,00                 | 11.668.063,94                      | 669.294,90                         | 1.765.524,23             | 8.285.373,93           | 776.809,79               | <b>23.165.066,79</b>  | 86.531,09            |
| Disposals                              | 0,00                 | -2.254.430,11                      | -462.191,55                        | -172.413,81              | -1.985.476,72          | 0,00                     | <b>-4.874.512,19</b>  | 0,00                 |
| Transfers                              | 0,04                 | 7.472.959,45                       | -339.599,64                        | -1.323,72                | -377.214,39            | -2.197.303,88            | <b>4.557.517,86</b>   | 436.080,06           |
| Exchange Differences                   | -188.832,48          | -911.290,05                        | 102.777,32                         | -27.924,96               | -48.833,71             | -86.771,35               | <b>-1.160.875,23</b>  | 0,00                 |
| <b>Balance at 31.12.2012</b>           | <b>40.667.191,83</b> | <b>159.274.337,23</b>              | <b>12.851.007,33</b>               | <b>5.223.186,52</b>      | <b>90.840.917,74</b>   | <b>43.874.621,67</b>     | <b>352.731.262,32</b> | <b>77.805.873,70</b> |
| <b>Balance at 1.1.2013</b>             | <b>40.667.191,83</b> | <b>159.274.337,23</b>              | <b>12.851.007,33</b>               | <b>5.223.186,52</b>      | <b>90.840.917,74</b>   | <b>43.874.621,67</b>     | <b>352.731.262,32</b> | <b>77.805.873,70</b> |
| Additions                              |                      | 1.912.573,10                       | 61.638,57                          | 20.894,02                | 1.824.426,35           | 629.581,03               | <b>4.449.113,07</b>   | 0,00                 |
| Disposals                              |                      | -97.660,36                         | -7.246,03                          | -113.577,97              | -130.686,33            |                          | <b>-349.170,69</b>    | 0,00                 |
| Transfers                              |                      | 3.099,98                           |                                    | 0,03                     | 29.815,70              | -32.390,76               | <b>524,95</b>         | 0,00                 |
| Exchange Differences                   | 124.825,01           | 828.889,46                         | -30.327,36                         | 3.099,43                 | -129.794,47            | 16.251,07                | <b>812.943,14</b>     |                      |
| <b>Balance at 31.03.2013</b>           | <b>40.792.016,84</b> | <b>161.921.239,41</b>              | <b>12.875.072,51</b>               | <b>5.133.602,03</b>      | <b>92.434.678,99</b>   | <b>44.488.063,01</b>     | <b>357.644.672,79</b> | <b>77.805.873,70</b> |
| <b><u>Accumulated amortisation</u></b> |                      |                                    |                                    |                          |                        |                          |                       |                      |
| <b>Balance at 1.1.2012</b>             | <b>0,00</b>          | <b>30.474.097,23</b>               | <b>9.292.011,40</b>                | <b>2.773.499,96</b>      | <b>54.941.079,31</b>   | <b>376.002,82</b>        | <b>97.856.690,72</b>  | <b>3.479.157,56</b>  |
| Amortisation charge                    | 0,00                 | 10.229.706,91                      | 1.223.376,55                       | 237.808,72               | 9.202.260,09           | 0,00                     | <b>20.893.152,27</b>  | 0,00                 |
| Fair value impairment                  | 0,00                 | 0,00                               | 0,00                               | 0,00                     | 0,00                   | 0,00                     | <b>0,00</b>           | 1.053.751,61         |
| Decrease of amortisation               | 0,00                 | -1.538.439,33                      | -408.291,43                        | -65.919,02               | -1.529.037,80          | 0,00                     | <b>-3.541.687,58</b>  | 0,00                 |
| Transfers                              | 0,00                 | -1.268.743,48                      | -339.855,13                        | -1.321,34                | -881.256,04            | 241.742,58               | <b>-2.249.433,41</b>  | 407.812,90           |
| Exchange Differences                   | 0,00                 | -411.680,84                        | 73.754,89                          | -24.399,75               | -27.107,35             | 61.466,31                | <b>-327.966,74</b>    | 0,00                 |
| <b>Balance at 31.12.2012</b>           | <b>0,00</b>          | <b>37.484.940,49</b>               | <b>9.840.996,28</b>                | <b>2.919.668,57</b>      | <b>61.705.938,21</b>   | <b>679.211,71</b>        | <b>112.630.755,26</b> | <b>4.940.722,07</b>  |
| <b>Balance at 1.1.2013</b>             | <b>0,00</b>          | <b>37.484.940,49</b>               | <b>9.840.996,28</b>                | <b>2.919.668,57</b>      | <b>61.705.938,21</b>   | <b>679.211,71</b>        | <b>112.630.755,26</b> | <b>4.940.722,07</b>  |
| Amortisation charge                    | 0,00                 | 2.602.873,86                       | 354.592,91                         | 81.378,01                | 2.068.635,28           | 0,00                     | <b>5.107.480,06</b>   | 0,00                 |
| Fair value impairment                  | 0,00                 |                                    |                                    |                          |                        |                          | <b>0,00</b>           | 263.437,90           |
| Decrease of amortisation               | 0,00                 | -69.882,93                         | -5.299,84                          | -105.156,26              | -97.844,71             |                          | <b>-278.183,74</b>    | 0,00                 |
| Transfers                              | 0,00                 | -6.697,00                          |                                    |                          | -4.567,00              | 524,95                   | <b>-10.739,05</b>     | 0,00                 |
| Exchange Differences                   | 0,00                 | 406.242,36                         | 1.847,95                           | 672,63                   | -44.628,36             | -2.584,55                | <b>361.550,03</b>     | 0,00                 |
| <b>Balance at 31.03.2013</b>           | <b>0,00</b>          | <b>40.417.476,78</b>               | <b>10.192.137,30</b>               | <b>2.896.562,95</b>      | <b>63.627.533,42</b>   | <b>677.152,11</b>        | <b>117.810.862,56</b> | <b>5.204.159,97</b>  |
| <b><u>Net Book amount</u></b>          |                      |                                    |                                    |                          |                        |                          |                       |                      |
| <b>31.12.2012</b>                      | <b>40.667.191,83</b> | <b>121.789.396,74</b>              | <b>3.010.011,05</b>                | <b>2.303.517,95</b>      | <b>29.134.979,53</b>   | <b>43.195.409,96</b>     | <b>240.100.507,06</b> | <b>72.865.151,63</b> |
| <b>31.03.2013</b>                      | <b>40.792.016,84</b> | <b>121.503.762,63</b>              | <b>2.682.935,21</b>                | <b>2.237.039,08</b>      | <b>28.807.145,57</b>   | <b>43.810.910,90</b>     | <b>239.833.810,23</b> | <b>72.601.713,73</b> |

| The Company                            |                      |                                    |                                    |                          |                        |                          |                       |                      |
|----------------------------------------|----------------------|------------------------------------|------------------------------------|--------------------------|------------------------|--------------------------|-----------------------|----------------------|
|                                        | Land                 | Buildings & Leasehold improvements | Machinery & technical installation | Transportation equipment | Furniture and fixtures | Construction in progress | Total                 | Investment Property  |
| <b><u>Cost</u></b>                     |                      |                                    |                                    |                          |                        |                          |                       |                      |
| <b>Balance at 1.1.2012</b>             | <b>25.051.808,90</b> | <b>96.958.579,14</b>               | <b>4.781.047,13</b>                | <b>2.281.696,11</b>      | <b>34.987.132,02</b>   | <b>1.091.120,81</b>      | <b>165.151.384,11</b> | <b>79.591.135,03</b> |
| Additions                              | 0,00                 | 3.098.891,12                       | 183.530,58                         | 1.684.609,52             | 2.735.009,85           | 160.927,86               | <b>7.862.968,93</b>   | 86.531,09            |
| Disposals                              | 0,00                 | 0,00                               | -57.223,25                         | -147.317,84              | -39.221,73             | 0,00                     | <b>-243.762,82</b>    | 0,00                 |
| Transfers                              | 0,00                 | -541.764,57                        | -339.855,14                        | -1.323,59                | -580.714,85            | -169.820,81              | <b>-1.633.478,96</b>  | 436.080,06           |
| Exchange Differences                   | 0,00                 | 0,00                               | 0,00                               | 0,00                     | 0,00                   | 0,00                     | <b>0,00</b>           | 0,00                 |
| <b>Balance at 31.12.2012</b>           | <b>25.051.808,90</b> | <b>99.515.705,69</b>               | <b>4.567.499,32</b>                | <b>3.817.664,20</b>      | <b>37.102.205,29</b>   | <b>1.082.227,86</b>      | <b>171.137.111,26</b> | <b>80.113.746,18</b> |
| <b>Balance at 1.1.2013</b>             | <b>25.051.808,90</b> | <b>99.515.705,69</b>               | <b>4.567.499,32</b>                | <b>3.817.664,20</b>      | <b>37.102.205,29</b>   | <b>1.082.227,86</b>      | <b>171.137.111,26</b> | <b>80.113.746,18</b> |
| Additions                              | 0,00                 | 496.363,88                         | 19.075,68                          | 20.666,70                | 744.359,83             | 117.019,50               | <b>1.397.485,59</b>   | 0,00                 |
| Disposals                              | 0,00                 | 0,00                               | 0,00                               | -113.577,97              | 0,00                   | 0,00                     | <b>-113.577,97</b>    | 0,00                 |
| Transfers                              | 0,00                 | 0,00                               | 0,00                               | 0,00                     | 29.290,76              | -29.290,76               | <b>0,00</b>           | 0,00                 |
| Exchange Differences                   | 0,00                 | 0,00                               | 0,00                               | 0,00                     | 0,00                   | 0,00                     | <b>0,00</b>           | 0,00                 |
| <b>Balance at 31.03.2013</b>           | <b>25.051.808,90</b> | <b>100.012.069,57</b>              | <b>4.586.575,00</b>                | <b>3.724.752,93</b>      | <b>37.875.855,88</b>   | <b>1.169.956,60</b>      | <b>172.421.018,88</b> | <b>80.113.746,18</b> |
| <b><u>Accumulated amortisation</u></b> |                      |                                    |                                    |                          |                        |                          |                       |                      |
| <b>Balance at 1.1.2012</b>             | <b>0,00</b>          | <b>26.817.155,00</b>               | <b>3.090.468,71</b>                | <b>1.804.891,34</b>      | <b>23.400.978,52</b>   | <b>0,00</b>              | <b>55.113.493,57</b>  | <b>5.787.030,04</b>  |
| Amortisation charge                    | 0,00                 | 3.765.617,63                       | 296.635,53                         | 149.804,62               | 3.185.890,57           | 0,00                     | <b>7.397.948,35</b>   | 0,00                 |
| Fair value impairment                  | 0,00                 | 0,00                               | 0,00                               | 0,00                     | 0,00                   | 0,00                     | <b>0,00</b>           | 1.053.751,61         |
| Decrease of amortisation               | 0,00                 | 0,00                               | -55.141,32                         | -41.483,51               | -32.690,67             | 0,00                     | <b>-129.315,50</b>    | 0,00                 |
| Transfers                              | 0,00                 | -623.572,41                        | -339.855,13                        | -1.321,34                | -580.714,85            | 0,00                     | <b>-1.545.463,73</b>  | 407.812,90           |
| Exchange Differences                   | 0,00                 | 0,00                               | 0,00                               | 0,00                     | 0,00                   | 0,00                     | <b>0,00</b>           | 0,00                 |
| <b>Balance at 31.12.2012</b>           | <b>0,00</b>          | <b>29.959.200,22</b>               | <b>2.992.107,79</b>                | <b>1.911.891,11</b>      | <b>25.973.463,57</b>   | <b>0,00</b>              | <b>60.836.662,69</b>  | <b>7.248.594,55</b>  |
| <b>Balance at 1.1.2013</b>             | <b>0,00</b>          | <b>29.959.200,22</b>               | <b>2.992.107,79</b>                | <b>1.911.891,11</b>      | <b>25.973.463,57</b>   | <b>0,00</b>              | <b>60.836.662,69</b>  | <b>7.248.594,55</b>  |
| Amortisation charge                    | 0,00                 | 972.549,36                         | 67.367,14                          | 61.484,28                | 747.516,04             | 0,00                     | <b>1.848.916,82</b>   | 0,00                 |
| Fair value impairment                  | 0,00                 | 0,00                               | 0,00                               | 0,00                     | 0,00                   | 0,00                     | <b>0,00</b>           | 263.437,90           |
| Decrease of amortisation               | 0,00                 | 0,00                               | 0,00                               | -105.156,26              | 0,00                   | 0,00                     | <b>-105.156,26</b>    | 0,00                 |
| Transfers                              | 0,00                 | 0,00                               | 0,00                               | 0,00                     | 0,00                   | 0,00                     | <b>0,00</b>           | 0,00                 |
| Exchange Differences                   | 0,00                 | 0,00                               | 0,00                               | 0,00                     | 0,00                   | 0,00                     | <b>0,00</b>           | 0,00                 |
| <b>Balance at 31.03.2013</b>           | <b>0,00</b>          | <b>30.931.749,58</b>               | <b>3.059.474,93</b>                | <b>1.868.219,13</b>      | <b>26.720.979,61</b>   | <b>0,00</b>              | <b>62.580.423,25</b>  | <b>7.512.032,45</b>  |
| <b><u>Net Book amount</u></b>          |                      |                                    |                                    |                          |                        |                          |                       |                      |
| <b><u>31.12.2012</u></b>               | <b>25.051.808,90</b> | <b>69.556.505,47</b>               | <b>1.575.391,53</b>                | <b>1.905.773,09</b>      | <b>11.128.741,72</b>   | <b>1.082.227,86</b>      | <b>110.300.448,57</b> | <b>72.865.151,63</b> |
| <b><u>Net Book Amount</u></b>          |                      |                                    |                                    |                          |                        |                          |                       |                      |
| <b><u>31.03.2013</u></b>               | <b>25.051.808,90</b> | <b>69.080.319,99</b>               | <b>1.527.100,07</b>                | <b>1.856.533,80</b>      | <b>11.154.876,27</b>   | <b>1.169.956,60</b>      | <b>109.840.595,63</b> | <b>72.601.713,73</b> |

## 5. Intangible Assets

| The Group                              |                      |                      |                                     |                       |                       |
|----------------------------------------|----------------------|----------------------|-------------------------------------|-----------------------|-----------------------|
|                                        | Software Programs    | Rental Rights        | Grant of industrial property rights | Total                 | Goodwill              |
| <b><u>Cost</u></b>                     |                      |                      |                                     |                       |                       |
| <b>Balance at 1.1.2012</b>             | <b>18.245.074,84</b> | <b>13.861.497,25</b> | <b>113.517.649,88</b>               | <b>145.624.221,97</b> | <b>252.828.647,37</b> |
| Additions                              | 752.496,84           | 355.470,34           | 19.799,80                           | <b>1.127.766,98</b>   | 0,00                  |
| Disposals                              | -10.700,18           | -485.087,36          | 0,00                                | <b>-495.787,54</b>    | 0,00                  |
| Transfers                              | 80.069,91            | -34.957,97           | 34.957,90                           | <b>80.069,84</b>      | 0,00                  |
| Exchange Differences                   | -152.763,99          | -464.241,33          | -63.962,88                          | <b>-680.968,20</b>    | 0,00                  |
| <b>Balance at 31.12.2012</b>           | <b>18.914.177,42</b> | <b>13.232.680,93</b> | <b>113.508.444,70</b>               | <b>145.655.303,05</b> | <b>252.828.647,37</b> |
| <b>Balance at 1.1.2013</b>             | <b>18.914.177,42</b> | <b>13.232.680,93</b> | <b>113.508.444,70</b>               | <b>145.655.303,05</b> | <b>252.828.647,37</b> |
| Additions                              | 185.854,22           | 0,00                 | 25.000,00                           | <b>210.854,22</b>     | 0,00                  |
| Disposals                              | 0,00                 | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| Transfers                              | 0,00                 | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| Exchange Differences                   | -89.324,57           | -233.879,42          | 33.732,68                           | <b>-289.471,31</b>    | 0,00                  |
| <b>Balance at 31.03.2013</b>           | <b>19.010.707,07</b> | <b>12.998.801,51</b> | <b>113.567.177,38</b>               | <b>145.576.685,96</b> | <b>252.828.647,37</b> |
| <b><u>Accumulated amortisation</u></b> |                      |                      |                                     |                       |                       |
| <b>Balance at 1.1.2012</b>             | <b>15.347.231,05</b> | <b>5.664.549,15</b>  | <b>20.879.208,13</b>                | <b>41.890.988,33</b>  | <b>0,00</b>           |
| Amortisation charge                    | 1.144.549,69         | 1.417.037,03         | 2.528.549,60                        | <b>5.090.136,32</b>   | 0,00                  |
| Decrease of amortisation               | -4.716,90            | -456.312,90          | 0,00                                | <b>-461.029,80</b>    | 0,00                  |
| Transfers                              | 0,00                 | 0,00                 | 0,00                                | <b>0,00</b>           | 58.092,00             |
| Exchange Differences                   | -179.880,20          | -284.941,73          | -5.665,08                           | <b>-470.487,01</b>    | 0,00                  |
| <b>Balance at 31.12.2012</b>           | <b>16.307.183,64</b> | <b>6.340.331,55</b>  | <b>23.402.092,65</b>                | <b>46.049.607,84</b>  | <b>58.092,00</b>      |
| <b>Balance at 1.1.2013</b>             | <b>16.307.183,64</b> | <b>6.340.331,55</b>  | <b>23.402.092,65</b>                | <b>46.049.607,84</b>  | <b>58.092,00</b>      |
| Amortisation charge                    | 211.104,81           | 237.670,60           | 407.374,02                          | <b>856.149,43</b>     | 0,00                  |
| Decrease of amortisation               | 0,00                 | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| Transfers                              | 313,59               | 120.657,14           | -120.657,14                         | <b>313,59</b>         | 25.000,00             |
| Exchange Differences                   | -49.742,85           | -56.278,18           | -145.887,10                         | <b>-251.908,13</b>    | 0,00                  |
| <b>Balance at 31.03.2013</b>           | <b>16.468.859,19</b> | <b>6.642.381,11</b>  | <b>23.542.922,43</b>                | <b>46.654.162,73</b>  | <b>83.092,00</b>      |
| <b><u>Net Book amount</u></b>          |                      |                      |                                     |                       |                       |
| <b>31.12.2012</b>                      | <b>2.606.993,78</b>  | <b>6.892.349,38</b>  | <b>90.106.352,05</b>                | <b>99.605.695,21</b>  | <b>252.770.555,37</b> |
| <b><u>Net Book Amount</u></b>          |                      |                      |                                     |                       |                       |
| <b>31.03.2013</b>                      | <b>2.541.847,88</b>  | <b>6.356.420,40</b>  | <b>90.024.254,95</b>                | <b>98.922.523,23</b>  | <b>252.745.555,37</b> |

The analysis of the goodwill on March 31st 2013, is as follows:

An amount equal to €200 million appears in the Assets of the parent Company that resulted after the acquisition and refers to goodwill concerning the purchase of HDFS S.A. by FOLLI FOLLIE SA, and of ELMEC SPORT SA by Duty Free Shops S.A.

An amount of €52 million refers to the goodwill resulting from the acquisition of LINKS (LONDON) LIMITED Company by the Group's subsidiary, and an amount of €232 th. refers to other company acquisitions.

| The Company                            |                     |                      |                                     |                       |                       |
|----------------------------------------|---------------------|----------------------|-------------------------------------|-----------------------|-----------------------|
|                                        | Software Programs   | Rental Rights        | Grant of industrial property rights | Total                 | Goodwill              |
| <b><u>Cost</u></b>                     |                     |                      |                                     |                       |                       |
| <b>Balance at 1.1.2012</b>             | <b>4.926.514,57</b> | <b>10.400.773,27</b> | <b>110.315.253,77</b>               | <b>125.642.541,61</b> | <b>200.171.794,84</b> |
| Additions                              | 287.523,66          | 20.000,00            | 15.300,00                           | <b>322.823,66</b>     | 0,00                  |
| Disposals                              | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| Transfers                              | -0,01               | -34.957,90           | 34.957,90                           | <b>-0,01</b>          | 0,00                  |
| Exchange Differences                   | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| <b>Balance at 31.12.2012</b>           | <b>5.214.038,22</b> | <b>10.385.815,37</b> | <b>110.365.511,67</b>               | <b>125.965.365,26</b> | <b>200.171.794,84</b> |
| <b>Balance at 1.1.2013</b>             | <b>5.214.038,22</b> | <b>10.385.815,37</b> | <b>110.365.511,67</b>               | <b>125.965.365,26</b> | <b>200.171.794,84</b> |
| Additions                              | 115.860,86          | 0,00                 | 0,00                                | <b>115.860,86</b>     | 0,00                  |
| Disposals                              | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| Transfers                              | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| Exchange Differences                   | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| <b>Balance at 31.03.2013</b>           | <b>5.329.899,08</b> | <b>10.385.815,37</b> | <b>110.365.511,67</b>               | <b>126.081.226,12</b> | <b>200.171.794,84</b> |
| <b><u>Accumulated amortisation</u></b> |                     |                      |                                     |                       |                       |
| <b>Balance at 1.1.2012</b>             | <b>4.027.021,57</b> | <b>5.241.897,37</b>  | <b>23.526.031,37</b>                | <b>32.794.950,31</b>  | <b>0,00</b>           |
| Amortisation charge                    | 558.548,64          | 846.485,56           | 2.442.529,70                        | <b>3.847.563,90</b>   | 0,00                  |
| Decrease of amortisation               | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| Transfers                              | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| Exchange Differences                   | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| <b>Balance at 31.12.2012</b>           | <b>4.585.570,21</b> | <b>6.088.382,93</b>  | <b>25.968.561,07</b>                | <b>36.642.514,21</b>  | <b>0,00</b>           |
| <b>Balance at 1.1.2013</b>             | <b>4.585.570,21</b> | <b>6.088.382,93</b>  | <b>25.968.561,07</b>                | <b>36.642.514,21</b>  | <b>0,00</b>           |
| Amortisation charge                    | 67.983,81           | 125.401,85           | 385.760,28                          | <b>579.145,94</b>     | 0,00                  |
| Decrease of amortisation               | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| Transfers                              | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| Exchange Differences                   | 0,00                | 0,00                 | 0,00                                | <b>0,00</b>           | 0,00                  |
| <b>Balance at 31.03.2013</b>           | <b>4.653.554,02</b> | <b>6.213.784,78</b>  | <b>26.354.321,35</b>                | <b>37.221.660,15</b>  | <b>0,00</b>           |
| <b><u>Net Book amount</u></b>          |                     |                      |                                     |                       |                       |
| <b>31.12.2012</b>                      | <b>628.468,01</b>   | <b>4.297.432,44</b>  | <b>84.396.950,60</b>                | <b>89.322.851,05</b>  | <b>200.171.794,84</b> |
| <b><u>Net Book Amount</u></b>          |                     |                      |                                     |                       |                       |
| <b>31.03.2013</b>                      | <b>676.345,06</b>   | <b>4.172.030,59</b>  | <b>84.011.190,32</b>                | <b>88.859.565,97</b>  | <b>200.171.794,84</b> |

## 6. Investments in related entities

In the financial statements of the parent company, the following companies are valued at cost less impairment losses, as given in the table below. The consolidated statements incorporated all the full consolidation method.

| <b>Investments in subsidiaries</b>         | <b>The Company</b>    |                       |
|--------------------------------------------|-----------------------|-----------------------|
|                                            | <b>31.03.2013</b>     | <b>31.12.2012</b>     |
| <i>FOLLI-FOLLIE HONG KONG LTD</i>          | 22.627.986,94         | 22.627.986,94         |
| <i>FOLLI-FOLLIE UK LTD</i>                 | 3.110.450,19          | 3.110.450,19          |
| <i>FOLLI-FOLLIE FRANCE SA</i>              | 7.155.791,41          | 7.155.791,41          |
| <i>FOLLI-FOLLIE JAPAN LTD</i>              | 15.528.412,86         | 15.528.412,86         |
| <i>FOLLI-FOLLIE SPAIN SA</i>               | 4.983.697,81          | 4.983.697,81          |
| <i>MFK FASHION LTD</i>                     | 367.395,18            | 367.395,18            |
| <i>PLANACO SA</i>                          | 7.776.221,01          | 7.776.221,01          |
| <i>FOLLI-FOLLIE POLAND</i>                 | 0,00                  | 0,00                  |
| <i>FOLLI-FOLLIE SLOVAKIA</i>               | 0,00                  | 0,00                  |
| <i>FOLLI-FOLLIE CZECH</i>                  | 0,00                  | 0,00                  |
| <i>FOLLI-FOLLIE GMBH</i>                   | 0,00                  | 0,00                  |
| <i>HELLENIC DISTRIBUTION</i>               | 108.522.114,01        | 108.522.114,01        |
| <i>DUTY PAID SHOPS S.A.</i>                | 7.000.000,00          | 7.000.000,00          |
| <i>HDFS SCOPJE DOO</i>                     | 1.130.000,00          | 1.060.000,00          |
| <i>Elmec Romania SRL</i>                   | 5.545.971,25          | 5.545.971,25          |
| <i>Elmec Sport Bulgaria EOOD</i>           | 1.544.023,14          | 1.544.023,14          |
| <i>Chronosport AE</i>                      | 0,00                  | 0,00                  |
| <i>MOUSTAKIS S.A.</i>                      | 943.650,44            | 943.650,44            |
| <i>Logistics Express S.A.</i>              | 60.000,00             | 60.000,00             |
| <i>North Landmark S.A.</i>                 | 3.146.150,00          | 3.146.150,00          |
| <i>Ice Cube S.A.</i>                       | 25.000,00             | 25.000,00             |
| <i>Collective S.A.</i>                     | 960.000,00            | 960.000,00            |
| <i>LINKS OF LONDON LTD</i>                 | 0,00                  | 0,00                  |
| <i>ATTICA DEPARTMENT STORES S.A.</i>       | 1.450.000,00          | 1.450.000,00          |
| <i>NORTH GREECE DEPARTMENT STORES S.A.</i> | 1.716.000,00          | 1.716.000,00          |
| <b>Total</b>                               | <b>193.592.864,24</b> | <b>193.522.864,24</b> |

## 7. Other Long term Assets

| <b>Other long term assets</b>      | <b>The Group</b>     |                      | <b>The Company</b>   |                      |
|------------------------------------|----------------------|----------------------|----------------------|----------------------|
|                                    | <b>31.03.2013</b>    | <b>31.12.2012</b>    | <b>31.03.2013</b>    | <b>31.12.2012</b>    |
| <i>Bills and checks receivable</i> | 563.218,41           | 1.404.727,32         | 563.218,41           | 1.404.727,32         |
| <i>Rental deposits</i>             | 16.254.032,78        | 14.763.203,07        | 5.135.017,82         | 5.112.262,18         |
| <i>Other non current assets</i>    | 14.700.976,96        | 14.626.108,41        | 14.000.000,00        | 14.000.000,00        |
| <b>Total</b>                       | <b>31.518.228,15</b> | <b>30.794.038,80</b> | <b>19.698.236,23</b> | <b>20.516.989,50</b> |

## 8. Inventories

| <b>Inventories</b>                                | <b>The Group</b>      |                       | <b>The Company</b>    |                      |
|---------------------------------------------------|-----------------------|-----------------------|-----------------------|----------------------|
|                                                   | <b>31.03.2013</b>     | <b>31.12.2012</b>     | <b>31.03.2013</b>     | <b>31.12.2012</b>    |
| <i>Merchandise</i>                                | 424.634.272,76        | 388.134.112,04        | 100.912.917,59        | 89.972.673,00        |
| <i>Products - Raw Materials &amp; Consumables</i> | 2.581.888,65          | 2.913.957,96          | 2.282.690,90          | 2.598.134,78         |
| <i>Packing materials</i>                          | 859.885,86            | 751.330,10            | 295.515,36            | 288.338,20           |
| <i>Less: Provisions for obsolescence</i>          | -14.520.891,37        | -14.183.257,91        | -1.314.008,94         | -1.314.008,94        |
| <b>Total</b>                                      | <b>413.555.155,90</b> | <b>377.616.142,19</b> | <b>102.177.114,91</b> | <b>91.545.137,04</b> |

Inventories are measured at the lowest value between the acquisition value and the clear liquidating value, as provided for by IAS 2.

## 9. Trade receivables and other current Assets

| Trade receivables                                      | The Group             |                       | The Company          |                      |
|--------------------------------------------------------|-----------------------|-----------------------|----------------------|----------------------|
|                                                        | 31.03.2013            | 31.12.2012            | 31.03.2013           | 31.12.2012           |
| <i>Trade receivables (customers via open balances)</i> | 441.004.393,81        | 426.207.175,97        | 62.368.655,67        | 60.814.379,70        |
| <i>Cheques/promissory notes receivables</i>            | 24.645.159,36         | 20.272.964,45         | 22.223.360,77        | 17.953.757,09        |
| <i>Balance provision of bad debts 01.01.2012</i>       | -925.311,06           | -1.871.535,57         | -457.200,84          | -1.481.967,86        |
| <i>Expense for the period</i>                          | 0,00                  | -687.528,33           | 0,00                 | -573.195,76          |
| <i>Deletions / Recovery period</i>                     | 366.030,18            | 1.616.028,98          | 365.962,30           | 1.597.962,78         |
| <i>Balance provision of bad debts 31.12.2012</i>       | -559.280,88           | -943.034,92           | -91.238,54           | -457.200,84          |
| <b>Total</b>                                           | <b>465.090.272,29</b> | <b>445.537.105,50</b> | <b>84.500.777,90</b> | <b>78.310.935,95</b> |

| Other current assets                                  | The Group             |                       | The Company          |                      |
|-------------------------------------------------------|-----------------------|-----------------------|----------------------|----------------------|
|                                                       | 31.03.2013            | 31.12.2012            | 31.03.2013           | 31.12.2012           |
| <i>Trade receivables (customers via credit cards)</i> | 14.347.219,17         | 14.555.345,45         | 1.475.398,03         | 1.716.338,55         |
| <i>Short-term Loan Claims</i>                         | 472.798,88            | 171.600,11            | 12.264.454,40        | 11.848.424,96        |
| <i>Receivables from public sector</i>                 | 9.634.993,70          | 8.923.926,15          | 5.940.032,28         | 5.977.534,67         |
| <i>Advances to suppliers</i>                          | 75.892.996,34         | 68.001.443,03         | 3.866.668,69         | 4.845.736,23         |
| <i>Personel advances</i>                              | 217.067,08            | 155.881,55            | 99.042,50            | 68.263,25            |
| <i>Purchases under settlement</i>                     | 25.329.061,56         | 31.853.694,58         | 1.177.110,32         | 1.847.959,39         |
| <i>Other receivables</i>                              | 24.435.909,31         | 15.535.128,87         | 10.300.177,14        | 10.252.968,46        |
| <i>Prepaid expenses</i>                               | 7.350.701,42          | 6.225.945,19          | 286.679,55           | 673.785,91           |
| <i>Accrued income</i>                                 | 642.844,67            | 857.399,63            | 487.949,69           | 575.131,59           |
| <b>Total</b>                                          | <b>158.323.592,13</b> | <b>146.280.364,56</b> | <b>35.897.512,60</b> | <b>37.806.143,01</b> |

## 10. Cash and cash equivalents

| Cash & cash equivalent | The Group             |                       | The Company         |                      |
|------------------------|-----------------------|-----------------------|---------------------|----------------------|
|                        | 31.03.2013            | 31.12.2012            | 31.03.2013          | 31.12.2012           |
| <i>Cash on hand</i>    | 3.522.719,08          | 3.217.644,23          | 1.784.184,99        | 1.801.698,39         |
| <i>Cash at bank</i>    | 120.359.438,56        | 123.265.504,18        | 3.366.181,66        | 9.928.197,00         |
| <i>Credit cards</i>    | 0,00                  | 0,00                  | 0,00                | 0,00                 |
| <b>Total</b>           | <b>123.882.157,64</b> | <b>126.483.148,41</b> | <b>5.150.366,65</b> | <b>11.729.895,39</b> |

## 11. Borrowings

| <b>Borrowings</b>     | <b>The Group</b>      |                       | <b>The Company</b>    |                       |
|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
|                       | <b>31.03.2013</b>     | <b>31.12.2012</b>     | <b>31.03.2013</b>     | <b>31.12.2012</b>     |
| <b>Borrowed funds</b> |                       |                       |                       |                       |
| Bond Loans            | 208.844.233,05        | 447.414.428,18        | 206.107.692,22        | 444.500.000,00        |
| Bank Loans            | 477.275.995,12        | 241.600.708,92        | 428.833.156,68        | 196.265.606,22        |
| Leases                | 50.845.498,99         | 52.061.396,98         | 43.349.385,00         | 44.117.564,79         |
| <b>Total</b>          | <b>736.965.727,16</b> | <b>741.076.534,08</b> | <b>678.290.233,90</b> | <b>684.883.171,01</b> |
| Long-term borrowings  | 507.334.246,78        | 428.829.361,00        | 495.825.906,77        | 400.008.208,00        |
| Short-term borrowings | 229.631.480,38        | 312.247.173,08        | 182.464.327,13        | 284.874.963,01        |
| <b>Total</b>          | <b>736.965.727,16</b> | <b>741.076.534,08</b> | <b>678.290.233,90</b> | <b>684.883.171,01</b> |
| <b>Bond Loans</b>     |                       |                       |                       |                       |
| More than 5 years     | 0,00                  | 0,00                  | 0,00                  | 0,00                  |
| From 1 to 5 years     | 122.713.961,09        | 361.261.007,62        | 120.607.692,22        | 359.000.000,00        |
| Up to 1 year          | 86.130.271,96         | 86.153.420,56         | 85.500.000,00         | 85.500.000,00         |
| <b>Total</b>          | <b>208.844.233,05</b> | <b>447.414.428,18</b> | <b>206.107.692,22</b> | <b>444.500.000,00</b> |
| <b>Bank Loans</b>     |                       |                       |                       |                       |
| More than 5 years     | 1.000.000,00          | 0,00                  | 0,00                  | 0,00                  |
| From 1 to 5 years     | 337.245.822,41        | 20.096.857,94         | 335.000.000,00        | 0,00                  |
| Up to 1 year          | 139.030.172,71        | 221.503.850,98        | 93.833.156,68         | 196.265.606,22        |
| <b>Total</b>          | <b>477.275.995,12</b> | <b>241.600.708,92</b> | <b>428.833.156,68</b> | <b>196.265.606,22</b> |
| <b>Leases</b>         |                       |                       |                       |                       |
| More than 5 years     | 26.790.510,04         | 27.662.930,00         | 26.790.510,04         | 27.662.930,00         |
| From 1 to 5 years     | 19.583.953,24         | 19.808.565,44         | 13.427.704,51         | 13.345.278,00         |
| Up to 1 year          | 4.471.035,71          | 4.589.901,54          | 3.131.170,45          | 3.109.356,79          |
| <b>Total</b>          | <b>50.845.498,99</b>  | <b>52.061.396,98</b>  | <b>43.349.385,00</b>  | <b>44.117.564,79</b>  |

## 12. Retirement Benefit Liabilities-Retirement benefit due to service exit

| <b>Employee benefit liabilities</b> | <b>The Group</b>    |                     | <b>The Company</b>  |                     |
|-------------------------------------|---------------------|---------------------|---------------------|---------------------|
|                                     | <b>31.03.2013</b>   | <b>31.12.2012</b>   | <b>31.03.2013</b>   | <b>31.12.2012</b>   |
| Liabilities balance principle       | 8.274.109,56        | 9.310.325,07        | 6.866.678,00        | 7.865.683,00        |
| Formation of provision              | 475.802,10          | 531.042,40          | 58.679,16           | -9.568,00           |
| Provision used in period            | -1.146.221,60       | -1.567.257,92       | -880.707,17         | -989.437,00         |
| <b>Total</b>                        | <b>7.603.690,06</b> | <b>8.274.109,55</b> | <b>6.044.649,99</b> | <b>6.866.678,00</b> |

### 13. Long term provisions

| Total long-term provisions                           | The Group           |                     | The Company         |                     |
|------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|
|                                                      | 31.03.2013          | 31.12.2012          | 31.03.2013          | 31.12.2012          |
| Remaining provisions for additional taxes 01.01.2012 | 872.314,01          | 872.249,86          | 571.000,00          | 571.000,00          |
| Formation of provision                               | 0,00                | 0,00                | 0,00                | 0,00                |
| Provision used in period                             | 0,00                | 0,00                | 0,00                | 0,00                |
| <b>Provisions for additional taxes</b>               | <b>872.314,01</b>   | <b>872.249,86</b>   | <b>571.000,00</b>   | <b>571.000,00</b>   |
| Provisions for exposure & expenses 01.01.2012        | 2.809.863,20        | 2.490.780,10        | 2.150.000,00        | 2.150.000,00        |
| Formation of provision                               | 0,00                | 341.089,75          | 0,00                | 0,00                |
| Provision used in period                             | -50.000,00          | 0,00                | 0,00                | 0,00                |
| <b>Provisions for exposure &amp; expenses</b>        | <b>2.759.863,20</b> | <b>2.831.869,85</b> | <b>2.150.000,00</b> | <b>2.150.000,00</b> |
| <b>Total</b>                                         | <b>3.632.177,21</b> | <b>3.704.119,71</b> | <b>2.721.000,00</b> | <b>2.721.000,00</b> |

| Company Name                        | Unaudited Tax Years |
|-------------------------------------|---------------------|
| FOLLI FOLLIE UK LTD                 | 2006-2012           |
| FOLLI FOLLIE FRANCE SA              | 2006-2012           |
| FOLLI FOLLIE SPAIN SA               | 2007-2012           |
| MFK FASHION                         | 2006-2012           |
| PLANACO S.A.                        | 2010                |
| FOLLI FOLLIE JAPAN LTD              | 2010-2012           |
| FOLLI FOLLIE HONG KONG LTD          | 2006-2012           |
| FOLLI FOLLIE ASIA LTD               | 2006-2012           |
| FOLLI FOLLIE TAIWAN LTD             | 2006-2012           |
| FOLLI FOLLIE KOREA LTD              | 2006-2012           |
| FOLLI FOLLIE SINGAPORE LTD          | 2006-2012           |
| FOLLI FOLLIE MACAO LTD              | 2008-2012           |
| BLUEFOL GUAM LTD                    | 2006-2012           |
| BLUEFOL HAWAII LTD                  | 2006-2012           |
| BLUEFOL HONG KONG LTD               | 2006-2012           |
| FOLLI FOLLIE MALAYSIA LTD           | 2006-2012           |
| FOLLI FOLLIE THAILAND LTD           | 2006-2012           |
| FOLLI FOLLIE CHINA (PILION LTD)     | 2006-2012           |
| FOLLI FOLLIE SHENZHEN               | 2008-2012           |
| HELLENIC DISTRIBUTION S.A.          | 2010                |
| LINKS (LONDON) LIMITED              | 2006-2012           |
| LINKS OF LONDON (INTERNATIONAL) LTD | 2006-2012           |
| LINKS OF LONDON COM LTD (UK)        | 2006-2012           |
| LINKS OF LONDON INC (USA)           | 2006-2012           |
| LINKS OF LONDON (FRANCE)            | 2006-2012           |
| HDFS SKOPJE DOO S.A.                | 2006-2012           |
| DUTY PAID SHOPS S.A.                | 2010                |
| ELMEC ROMANIA SRL                   | 2007-2012           |
| ELMEC SPORT BULGARIA EOOD           | 2007-2012           |
| MOUSTAKIS S.A.                      | 2010                |
| LOGISTICS EXPRESS S.A.              | 2010                |
| ATTIKA DEPARTMENT STORES S.A.       | 2009-2012           |
| NORTH LANDMARK S.A.                 | 2009-2012           |
| NORTH GREECE DEPARTMENT STORES S.A. | -                   |
| ICE CUBE S.A.                       | -                   |
| COLLECTIVE PATRAS S.A.              | -                   |

For the year 2011 the Company has benefited from the tax audit of Chartered Accountants in accordance with the provisions of Article 82 § 5 N. 2238/1994. This monitoring is ongoing and the related tax certificate to be granted



after the publication of financial statements year 2011. (If at the completion of tax audits result in additional tax liabilities that we estimate will not have a material effect on financial statements).

In addition to provisions for additional taxes from future tax audits, the Group companies have formed the following provisions:

#### Provision for litigious cases

This provision is equal to €2.150 mil. and is based on the fact that a company of the Group is facing court action; the Greek State is the plaintiff in these cases and the above amount is a reliable evaluation of the amounts required to be paid if the final decision is against the Company.

#### Provision for the forfeiture of penalty clauses

This provision is equal to €324 thousand and stems from the fact that the Group's subsidiary company may be required to pay certain amounts as penalty clauses to its suppliers with whom the company has contracted a shop-in-shop commercial cooperation contract, if such cooperation is prematurely terminated, under specific conditions and terms.

These provisions are re-examined in each balance sheet date and are adjusted in order to show the present value of the expense anticipated in order to settle the obligation.

### **14. Other Long Term Liabilities**

| <b>Other long-term liabilities</b>       | <b>The Group</b>     |                      | <b>The Company</b>   |                      |
|------------------------------------------|----------------------|----------------------|----------------------|----------------------|
|                                          | <b>31.03.2013</b>    | <b>31.12.2012</b>    | <b>31.03.2013</b>    | <b>31.12.2012</b>    |
| Other liabilities                        | -842.876,05          | 77.270,00            | 0,00                 | 0,00                 |
| Valuation from financial hedging instrur | 26.746.632,14        | 29.210.736,37        | 26.746.632,14        | 29.210.736,37        |
| Special contribution tax                 | 0,00                 | 10.796,58            | 0,00                 | 0,00                 |
| <b>Total</b>                             | <b>25.903.756,09</b> | <b>29.298.802,95</b> | <b>26.746.632,14</b> | <b>29.210.736,37</b> |

### **15. Trade and other Liabilities**

| <b>Trade and other payables</b>     | <b>The Group</b>      |                       | <b>The Company</b>   |                      |
|-------------------------------------|-----------------------|-----------------------|----------------------|----------------------|
|                                     | <b>31.03.2013</b>     | <b>31.12.2012</b>     | <b>31.03.2013</b>    | <b>31.12.2012</b>    |
| Suppliers                           | 117.020.316,50        | 96.132.739,90         | 50.169.382,56        | 47.411.989,67        |
| Cheques / promissory notes payables | 11.062.598,89         | 10.429.051,29         | 7.150.074,79         | 6.011.499,81         |
| Advances from customers             | 5.872.262,70          | 7.334.391,17          | 4.483.189,48         | 5.977.418,95         |
| Personnel payroll payable           | 1.492.422,13          | 1.742.621,08          | 756.531,61           | 876.768,33           |
| Other creditors payable             | 8.313.592,81          | 6.593.315,80          | 1.124.997,51         | 79.112,38            |
| Social security contribution        | 3.237.644,49          | 6.221.137,22          | 2.059.738,73         | 2.449.673,18         |
| Other liabilities                   | 5.849.749,40          | 12.868.962,65         | 1.793.144,08         | 292.267,81           |
| Accrued expenses                    | 8.223.244,09          | 10.908.769,67         | 2.217.109,05         | 1.312.249,46         |
| Deferred revenue                    | 0,00                  | 60.582,58             | 0,00                 | 10.421,44            |
| <b>Total</b>                        | <b>161.071.831,01</b> | <b>152.291.571,36</b> | <b>69.754.167,81</b> | <b>64.421.401,03</b> |

## 16. Current income tax and current tax liabilities

| Current Income tax       | The Group            |                      | The Company      |                 |
|--------------------------|----------------------|----------------------|------------------|-----------------|
|                          | 31.03.2013           | 31.12.2012           | 31.03.2013       | 31.12.2012      |
| Income tax               | 12.237.218,79        | 15.039.688,88        | 11.877,40        | 4.158,80        |
| Taxes from tax audits    | 535.338,46           | 0,00                 | 0,00             | 0,00            |
| Special contribution tax | 0,00                 | 0,00                 | 0,00             | 0,00            |
| <b>Total</b>             | <b>12.772.557,25</b> | <b>15.039.688,88</b> | <b>11.877,40</b> | <b>4.158,80</b> |

| Current tax liabilities | The Group           |                     | The Company         |                   |
|-------------------------|---------------------|---------------------|---------------------|-------------------|
|                         | 31.03.2013          | 31.12.2012          | 31.03.2013          | 31.12.2012        |
| V.A.T.                  | 2.777.289,27        | 2.608.263,94        | 1.051.450,70        | -455.922,51       |
| Other taxes             | 1.021.616,79        | 2.287.065,92        | 649.573,22          | 1.428.493,86      |
| <b>Total</b>            | <b>3.798.906,06</b> | <b>4.895.329,86</b> | <b>1.701.023,92</b> | <b>972.571,35</b> |

## 17. Deferred Income Tax

| Deferred tax Claims-liabilities | The Group            |                         |                      |                         | The Company         |                         |                      |                         |
|---------------------------------|----------------------|-------------------------|----------------------|-------------------------|---------------------|-------------------------|----------------------|-------------------------|
|                                 | 31.03.2013           |                         | 31.12.2012           |                         | 31.03.2013          |                         | 31.12.2012           |                         |
|                                 | Deferred Tax Claim   | Deferred Tax Obligation | Deferred Tax Claim   | Deferred Tax Obligation | Deferred Tax Claim  | Deferred Tax Obligation | Deferred Tax Claim   | Deferred Tax Obligation |
| <b>Current assets</b>           |                      |                         |                      |                         |                     |                         |                      |                         |
| Tangible fixed assets           | 0,00                 | 14.666.834,41           | 0,00                 | 13.369.433,73           | 0,00                | 14.461.745,89           | 0,00                 | 13.969.765,25           |
| Intangible assets               | 0,00                 | 12.651.756,18           | 0,00                 | 12.754.662,38           | 0,00                | 12.168.265,09           | 0,00                 | 11.556.306,80           |
| Long Term receivables           | 155.368,87           | 0,00                    | 234.545,11           | 0,00                    | 30.493,50           |                         | 266.848,34           |                         |
| <b>Non-current assets</b>       |                      |                         |                      |                         |                     |                         |                      |                         |
| Provisions                      | 1.546.076,93         | 0,00                    | 1.967.099,14         | 0,00                    | 1.204.287,77        | 0,00                    | 1.418.015,05         | 0,00                    |
| Def.Tax recognised in Equity    | 6.970.895,65         | 0,00                    | 7.421.836,89         | 0,00                    | 6.954.124,35        | 0,00                    | 7.594.791,46         | 0,00                    |
| Losses                          | 2.827.920,75         | 0,00                    | 2.877.654,05         | 0,00                    | 0,00                | 0,00                    | 0,00                 | 0,00                    |
| Accruals                        | 0,00                 | 23.349,01               | 0,00                 | -141.276,45             | 0,00                | 8.859,68                | 0,00                 | 65.340,92               |
| <b>Total</b>                    | <b>11.500.262,20</b> | <b>27.341.939,60</b>    | <b>12.501.135,19</b> | <b>25.982.819,66</b>    | <b>8.188.905,62</b> | <b>26.638.870,66</b>    | <b>9.279.654,85</b>  | <b>25.591.412,97</b>    |
| Offsetting                      | -7.540.981,94        | -7.540.981,94           | 10.130.087,70        | 10.130.087,70           | -8.188.905,62       | -8.188.905,62           | 9.233.968,44         | 9.233.968,44            |
| <b>Total</b>                    | <b>3.959.280,26</b>  | <b>19.800.957,66</b>    | <b>22.631.222,89</b> | <b>36.112.907,36</b>    | <b>0,00</b>         | <b>18.449.965,04</b>    | <b>18.513.623,29</b> | <b>34.825.381,41</b>    |

## 18. Revenues

| Turnover             | The Group              |                        | The Company            |                        |
|----------------------|------------------------|------------------------|------------------------|------------------------|
|                      | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 |
| Sales of Merchandise | 243.094.826,47         | 224.740.069,37         | 70.676.916,36          | 71.611.697,75          |
| Sales of Products    | 1.337.153,15           | 2.421.031,47           | 1.074.103,95           | 2.209.011,39           |
| Sales of other goods | 257.256,82             | 108.964,91             | 256.684,94             | 108.964,91             |
| Sales of services    | 1.660.305,94           | 2.035.347,00           | 1.424.067,18           | 1.623.016,40           |
| <b>Total</b>         | <b>246.349.542,38</b>  | <b>229.305.412,75</b>  | <b>73.431.772,43</b>   | <b>75.552.690,45</b>   |

## 19. Other Income

| Other operating income                 | The Group              |                        | The Company            |                        |
|----------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                        | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 |
| Income from Marketing                  | 888.752,43             | 1.392.111,70           | 899.339,43             | 1.722.736,50           |
| Income from Promoters & Merch.         | 1.304.302,07           | 1.082.166,69           | 195.261,07             | 154.974,18             |
| Other income                           | 683.251,08             | 1.728.882,24           | 201.381,82             | 672.445,10             |
| Received grants                        | 126.386,47             | 56.420,39              | 126.386,47             | 56.420,39              |
| Rental income                          | 74.101,75              | 27.497,60              | 17.903,42              | 20.124,00              |
| Foreign exchange gains                 | 891.696,37             | 451.290,04             | 672.687,86             | 176.230,64             |
| Other operating & extraordinary income | 60.214,26              | 190.283,77             | 11.226,00              | 16.243,94              |
| Prior year income                      | 319.648,15             | 26.910,19              | 112.306,49             | 26.910,19              |
| <b>Total</b>                           | <b>4.348.352,58</b>    | <b>4.955.562,62</b>    | <b>2.236.492,56</b>    | <b>2.846.084,94</b>    |

The funds titled "Income from Marketing / Promoters and Merchandising" and "Other income" includes income related to advertisement and promotional actions, as well as income coming from subsidiary companies and refers to services and expenses charged by them to the businesses operating sale corners inside department stores, such as internal decoration expenses, telecom expenses, and expenses for joint advertisement actions.

## 20. Administrative and Selling expenses

| Administration expenses            | The Group              |                        | The Company            |                        |
|------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                    | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 |
| Total Fees & staff                 | 7.310.195,36           | 7.286.403,05           | 2.321.969,90           | 2.396.905,29           |
| Legal-professional-other fees      | 1.244.719,29           | 1.738.619,17           | 588.695,59             | 582.517,72             |
| Credit card commissions            | 10.749,52              | 5.222,18               | 0,00                   | 0,00                   |
| Postage & telecommunication        | 155.470,99             | 183.016,02             | 28.021,14              | 42.058,39              |
| Rent expenses                      | 1.009.298,32           | 1.269.370,47           | 80.133,44              | 69.682,68              |
| Car rentals & car leases           | 55.407,04              | 54.146,45              | 50.155,77              | 47.510,95              |
| Insurance                          | 102.611,50             | 171.936,42             | 43.485,56              | 86.674,16              |
| Repairs & Maintenance              | 211.846,07             | 276.518,61             | 82.337,62              | 98.027,87              |
| Utilities & cleaning               | 202.540,68             | 132.887,78             | 160.427,53             | 77.953,06              |
| Other taxes (not income tax)       | 322.531,44             | 284.489,98             | 86.548,29              | 68.685,98              |
| Transportation expenses            | 418.363,11             | 472.305,22             | 147.676,73             | 75.619,33              |
| Advertising & promotional expenses | 250.855,54             | 178.767,14             | 25.753,46              | 34.570,45              |
| Fairs & exhibition expenses        | -493,48                | 46.262,30              | 0,00                   | 0,00                   |
| Stationery & consumables           | 157.043,55             | 162.772,84             | 43.548,02              | 10.303,04              |
| Other expenses                     | 410.548,02             | 539.260,02             | 98.966,62              | 213.103,19             |
| Depreciation & amortization        | 1.299.051,49           | 1.803.220,19           | 848.056,81             | 1.238.955,52           |
| Provision for retirement           | 112.906,76             | 88.370,75              | 36.350,04              | -4.218,66              |
| Other Provisions                   | 0,00                   | 9.485,21               | 0,00                   | 0,00                   |
| <b>Total</b>                       | <b>13.273.645,20</b>   | <b>14.703.053,80</b>   | <b>4.642.126,52</b>    | <b>5.038.348,97</b>    |

| Selling expenses                   | The Group              |                        | The Company            |                        |
|------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                    | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 |
| Total Fees & staff                 | 26.001.747,53          | 26.289.241,22          | 11.104.149,24          | 11.164.089,90          |
| Legal-professional-other fees      | 5.082.293,93           | 5.393.487,37           | 1.406.072,13           | 1.661.109,22           |
| Credit card commissions            | 1.067.053,38           | 1.013.082,71           | 318.017,01             | 292.232,14             |
| Postage & telecommunication        | 438.609,71             | 491.044,02             | 157.760,64             | 172.012,36             |
| Rent expenses                      | 16.058.375,75          | 16.066.314,68          | 5.087.847,03           | 5.042.857,65           |
| Car rentals & car leases           | 72.091,85              | 90.207,51              | 65.170,26              | 79.872,57              |
| Insurance                          | 456.656,49             | 412.056,05             | 293.713,35             | 265.659,62             |
| Repairs & Maintenance              | 839.010,70             | 1.043.443,58           | 247.991,50             | 297.752,13             |
| Utilities & cleaning               | 1.962.157,87           | 1.673.577,61           | 797.824,62             | 662.046,20             |
| Other taxes (not income tax)       | 401.261,40             | 415.764,13             | 149.825,38             | 160.145,13             |
| Transportation expenses            | 1.084.104,93           | 1.043.725,61           | 428.188,79             | 416.419,21             |
| Advertising & promotional expenses | 3.628.935,11           | 4.115.083,36           | 799.960,61             | 933.204,58             |
| Fairs & exhibition expenses        | 169.559,76             | 45.692,97              | 142.741,21             | 19.204,12              |
| Stationery & consumables           | 339.292,03             | 377.267,80             | 43.116,20              | 58.926,48              |
| Other expenses                     | 4.135.443,16           | 4.455.707,83           | 416.029,03             | 524.183,65             |
| Depreciation & amortization        | 4.893.664,21           | 4.557.674,50           | 1.835.357,14           | 1.762.807,20           |
| Provision for retirement           | 124.769,44             | 68.603,55              | 58.803,12              | 13.070,80              |
| Other Provisions                   | 0,00                   | 6.524,02               | 0,00                   | 0,00                   |
| <b>Total</b>                       | <b>66.755.027,25</b>   | <b>67.558.498,52</b>   | <b>23.352.567,26</b>   | <b>23.525.592,96</b>   |

## 21. Other expenses

| Other operating expenses                       | The Group              |                        | The Company            |                        |
|------------------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                                | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 |
| Penalties & fines                              | 12.082,61              | 6.821,77               | 8.477,16               | 4.350,83               |
| Duties and taxes on deficits                   | 0,00                   | 0,00                   | 0,00                   | 0,00                   |
| Impairment of assets                           | 0,00                   | 75.045,27              | 0,00                   | 0,00                   |
| Stock loss & damage                            | 271.837,52             | 9.715,84               | 0,00                   | 0,00                   |
| Loss from claims not susceptible of collection | 268,22                 | 0,00                   | 0,00                   | 0,00                   |
| Provisions for exposure & expenses             | 0,00                   | 82.376,29              | 0,00                   | 47.774,28              |
| Foreign exchange losses                        | 363.730,66             | 538.210,73             | 0,00                   | 345.013,65             |
| Prior years' expenses                          | 103.825,78             | 71.235,72              | 100.117,26             | 42.323,39              |
| Other expenses                                 | 684.875,42             | 148.788,18             | 58.950,97              | 28.553,85              |
| <b>Total</b>                                   | <b>1.436.620,21</b>    | <b>932.193,80</b>      | <b>167.545,39</b>      | <b>468.016,00</b>      |

## 22. Financial Income-Expenses

| Financial income                             | The Group              |                        | The Company            |                        |
|----------------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                              | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 |
| Gain on sale of investments                  | 0,00                   | 0,00                   | 0,00                   | 0,00                   |
| Gains from forex instruments                 | 108.157,77             | 201.673,05             | 51.511,24              | 162.168,04             |
| Gains from invest. At fair value revaluation | 0,00                   | 0,00                   | 0,00                   | 0,00                   |
| Gains from derivatives                       | 45.877,92              | 51.415,00              | 45.877,92              | 51.415,00              |
| Dividends from subsidiaries                  | 0,00                   | 0,00                   | 0,00                   | 0,00                   |
| Dividends from investments fair value        | 0,00                   | 0,00                   | 0,00                   | 0,00                   |
| Dividends from other investments             | 0,00                   | 0,00                   | 0,00                   | 0,00                   |
| Interest on reserves                         | 280.699,00             | 315.593,46             | 13.073,49              | 58.426,68              |
| Other interests                              | 13.156,37              | 84.018,32              | 9.450,17               | 80.812,23              |
| Profits from sale of assets                  | 56,18                  | 20.689,23              | 0,00                   | 20.689,23              |
| Other financial income                       | 31.861,68              | 107.008,77             | 0,00                   | 92.688,50              |
| <b>Total</b>                                 | <b>479.808,92</b>      | <b>780.397,83</b>      | <b>119.912,82</b>      | <b>466.199,68</b>      |

| Financial expenses                            | The Group              |                        | The Company            |                        |
|-----------------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                               | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 | 01.01. -<br>31.03.2013 | 01.01. -<br>31.03.2012 |
| Losses from sale of investments               | 0,00                   | 0,00                   | 0,00                   | 0,00                   |
| Losses from foreign exchange products         | 0,00                   | 1.614.727,62           | 0,00                   | 1.602.289,14           |
| Loss on valuation of investment at fair value | 12.714,16              | 45.708,54              | 12.714,16              | 16.698,29              |
| Losses on valuation of other investments      | 0,00                   | 0,00                   | 0,00                   | 0,00                   |
| Losses on derivatives                         | 2.090.575,95           | 2.131.695,12           | 2.090.575,95           | 1.970.274,82           |
| Losses from the disposal of assets            | 50.565,55              | 380.167,09             | -0,61                  | 0,00                   |
| Assets Valuation                              | 25.000,00              | 0,00                   | 0,00                   | 0,00                   |
| Other financial expenses                      | 42.648,89              | 108.965,94             | 0,00                   | 99.483,27              |
| Impairment of investments                     | 0,00                   | 0,00                   | 0,00                   | 0,00                   |
| Interest expenses (Loans)                     | 9.280.638,95           | 8.651.344,99           | 8.902.210,20           | 7.835.311,36           |
| Interest expenses (Leases)                    | 573.010,00             | 551.368,24             | 558.290,13             | 551.066,93             |
| Other interests                               | 45.390,92              | 114.157,70             | 0,00                   | 0,00                   |
| Bank commission & taxes                       | 516.233,37             | 449.521,42             | 327.385,93             | 324.810,46             |
| <b>Total</b>                                  | <b>12.636.777,79</b>   | <b>14.047.656,66</b>   | <b>11.891.175,76</b>   | <b>12.399.934,27</b>   |

## 23. Related party transactions (according IAS 24)

| <b>Transactions between parent and subsidiary</b> |                                |                                |
|---------------------------------------------------|--------------------------------|--------------------------------|
|                                                   | <b>01.01. -<br/>31.03.2013</b> | <b>01.01. -<br/>31.03.2012</b> |
| Sales of goods                                    | 13.421.158,29                  | 14.000.766,92                  |
| Sales Services                                    | 6.059,96                       | 44.513,37                      |
| RENTALS - OTHER                                   | 0,00                           | 0,00                           |
| Purchases                                         | 1.897.700,64                   | 2.175.397,71                   |
| Reception - other expenses                        | 10.587,00                      | 31.615,25                      |

| <b>Parent transactions with other related parties</b> |                                |                                |
|-------------------------------------------------------|--------------------------------|--------------------------------|
|                                                       | <b>01.01. -<br/>31.03.2013</b> | <b>01.01. -<br/>31.03.2012</b> |
| Sales of goods                                        | 0,00                           | 0,00                           |
| Sales Services - Other Income                         | 0,00                           | 0,00                           |
| Purchases                                             | 0,00                           | 0,00                           |
| Reception - other expenses                            | 0,00                           | 0,00                           |

| <b>Transactions and Fees with managers</b> |                                |                                |
|--------------------------------------------|--------------------------------|--------------------------------|
|                                            | <b>01.01. -<br/>31.03.2013</b> | <b>01.01. -<br/>31.03.2012</b> |
| The Company                                | 1.238.129,19                   | 881.780,85                     |
| The Group                                  | 1.483.659,98                   | 1.132.746,05                   |

| <b>Group's transactions with other related parties</b> |                                |                                |
|--------------------------------------------------------|--------------------------------|--------------------------------|
|                                                        | <b>01.01. -<br/>31.03.2013</b> | <b>01.01. -<br/>31.03.2012</b> |
| Sales of goods                                         | 0,00                           | 0,00                           |
| Sales Services - Other Income                          | 7.324,00                       | 0,00                           |
| Purchases                                              | 581.834,00                     | 0,00                           |
| Reception - other expenses                             | 18.375,00                      | 0,00                           |

| <b>Ending period</b>              |                   |                   |
|-----------------------------------|-------------------|-------------------|
|                                   | <b>31.03.2013</b> | <b>31.12.2012</b> |
| <b>The Company</b>                |                   |                   |
| <b>From subsidiaries</b>          |                   |                   |
| Requirements                      | 60.975.527,36     | 53.997.477,06     |
| Obligations                       | 11.596.698,92     | 10.818.555,16     |
| <b>From other related parties</b> |                   |                   |
| Requirements                      | 39.937,15         | 38.907,97         |
| Obligations                       | 0,00              | 0,00              |
| <b>by executives</b>              |                   |                   |
| Requirements                      | 0,00              | 0,00              |
| Obligations                       | 0,00              | 0,00              |
| <b>The Group</b>                  |                   |                   |
| <b>From other related parties</b> |                   |                   |
| Requirements                      | 82.995,93         | 45.563,97         |
| Obligations                       | 1.020.431,00      | 838.698,00        |
| <b>by executives</b>              |                   |                   |
| Requirements                      | 0,00              | 0,00              |
| Obligations                       | 0,00              | 0,00              |

## **24. Probable obligations and unavoidable commitments**

The Group companies have transferred to third parties to secure letters of contingent liabilities of the Group for those parts which are not reflected in the consolidated Balance Sheet.

Elmec Romania SRL in Bucharest registered mortgage for property to the Bank Bancpost, the Group EFG Eurobank, to secure credit lines. Also entered in favor of the Bank AlphaBank Romania mortgage on the land Elmec Romania SRL, also situated in Bucharest, to secure credit lines.

The Company has guaranteed loans to its subsidiaries, totaling € 20 million.

No other restrictions on ownership or transfer or other charges on assets owned by the Group. The assets acquired through financial leases remain the property of third until the expiration of the contract and repay the obligation.

## **25. Number of employed personnel**

On 31.3.2013 the Group employed 5.893 personnel versus 5.955 on 31.3.2012, and for the Company 2213 from 2.164

## **26. Post Balance Sheet events**

There are no other events that occurred after March 31<sup>st</sup>, 2013 which could have a significant influence on the financial position and results of the Group as of March 31<sup>st</sup>, 2013.

Agios Stefanos, May 28<sup>th</sup>, 2013

**The Chairman**

Dimitrios Koutsolioutsos

**The CEO**

George Koutsolioutsos

**Deputy Managing Director**

Emmanouil Zachariou

**The Chief Accountant**

George Alavanos