

General Commercial Registry Number: 3027701000 (previous Registration No:14216/06/B/86/06)

23rd Km Athens - Lamia 145 65 Ag.Stefanos Financial Data and Information for the period January 1st, 2012 - December 31st, 2012

The following data and information that result from Financial statements aim to provide a general briefing for the financial position and the results of operations of HDF's S.A, with trade mark "FF GROUP", and the Group. It is therefore recommended, to any reader, before proceeding to any kind of investment decision or other transaction with the Company, to visit Company's web site, where the Financial Statements are posted, as well as the relevant. Certified Auditors Report review whenever that is required by the law.

Company Information
Supervisory Authority:
Website address:
Financial Statements' approval date by the BoD
Certified Auditor Accountant:
Auditing Company:
Type of Auditors' Review:

MINISTRY OF DEVELOPMENT/General Secretariat of Commerce, www.dutyfreeshops.gr & www.follifolliegroup.com 26 March 2013

Chrisoula G.Tsakalogianni BAKER TILLY HELLAS A.E Unqualified opinion

Members of the Board Directors:
Chairman - Executive Member
Managing Director - Executive member
Vice President - Executive Member
A' Deputy Managing Director & General Manager, Executive Member
B' Deputy Managing Director & General Manager, Executive Member
Executive Member
Non-Executive Member
Non-Executive Member
Non-Executive Member
Non-Executive Member
Non-Executive Member
Non-Executive Member
Independent non-Executive Member
Independent non-Executive Member
Independent non-Executive Member

Dimitris koutsolioutsos George koutsolioutsos Kalti koutsolioutsos George Velentzas Emmanouil Zachariou Einin Noti Jannong Qian Elias Koukoutsas Zacharias Mantzavinos Elias Kouloukountis Zacharias Mantzavinos Elias Peteis

DATA FROM STATEMENT OF FINANCIAL POSITION (consolidated and non consolidated) amounts in € The Group The Company					DATA FROM STATEMENT OF COMPREHENSIVE INCOME (consolidated and non consolidated) amounts in € The Group The Company				
	31.12.2012	oup 31.12.2011	31.12.2012	pany 31.12.2011		01.01 31.12.2012	01.01	01.01	01.01
							31.12.2011 Continuing operations	31.12.2012 Continuing operations	31.12.201
SSETS.									
operty, Plant & Equipment	240.100.507,06	233.187.374,37	110.300.448,57	110.037.890,54	Turnover	1.110.032.536,04	1.021.417.216,65	407.937.451,01	406.493.0
vestment Property tangible assets	72.865.151,63 352.376.250,58	73.804.104,99 356.561.881,01	72.865.151,63 289.494.645,89	73.804.104,99 293.019.386,14	Gross Profit Profit before tax, financial and investing results (EBIT)	556.861.034,25 185.781.456,86	516.517.948,20 173.976.774,48	188.788.536,02 46.549.978,86	192.643.1 47.670.9
rticipations	505.733,64	0,00	193.972.864,24	132.264.028,84	Profit/Loss (before the tax)		121.937.756,64	-3.291.177,87	-1.614.4
her non-current assets	54.042.140,25	49.996.275,02	39.645.290,35	34.978.307,25		95.620.155,10	91.288.882,19	-11.621.213,06	-9.962.3
ventories ade Receivables	377.616.142,19 445.537.105.50	339.169.114,36 399.457.535,52	91.545.137,04 78.310.935,95	99.959.887,22 74.538.337.92	Attributable to : Shareholders of the parent company	93.625.719.74	89.518.910.34	-11.621.213,06	-9.962.3
her current assets	272.798.983,68	271.737.851,99	49.571.509,11	54.357.811,26		1.994.435,36	1.769.971,85	0,00	5.502.
OTAL ASSETS	1.815.842.014,53	1.723.914.137,26	925.705.982,78	872.959.754,16		-10.151.609,15		8.286.581,60	-2.474.4
					Total comprehensive income net of tax (A) + (B) Attributable to:	85.468.545,95	116.486.171,38	-3.334.631,46	-12.436.8
					Shareholders of the parent company	83.474.110,59	114.716.081,50	-3.334.631,46	-12.436.
					Non controlling interests	1.994.435,36	1.770.089,88	0,00	
					Basic Earnings/losses (after tax) per share(expressed in €)	1,4182	1,3560	-0,1760	-
OUITY AND LIABILITIES					Profit before taxes, financing and investing results , depreciation and				
nare capital	20.084.463,00	20.084.463,00	20.084.463,00	20.084.463,00	amortisation (EBITDA)	212.818.497,06	198.748.243,74	58.849.242,72	59.795.0
ther components of equity	784.592.823,01	701.293.509,11	81.656.893,87	84.991.525,33					
otal equity attributable to owners of the Parent (a)	804.677.286,01	721.377.972,11	101.741.356,87	105.075.988,33	CASH FLOW S				
on controlling interests (b) otal Equity (c) = (a)+(b)	20.412.136,83 825.089.422.84	18.372.835,42 739.750.807.53	0,00 101.741.356.87	0,00 105.075.988.33	(consolidated and non con	onsolidated) amounts in €			
ong-term borrowings	428.829.361,00	314.665.406,03	400.008.208,00	242.204.098,29	2nd Alternate: Indirect method				
ovisions / Other long terms liabilities	77.389.939,57	80.855.583,88	73.623.795,78	77.377.997,07		The Gro		The Cor	
nort-term borrowings	312.247.173,08	417.244.907,17	284.874.963,01	382.937.594,77		01.01 31.12.2012	01.01 31.12.2011	01.01 31.12.2012	01.01. 31.12.20
ther current liabilities	172.286.118,04	171.397.432,65	65.457.659,12	65.364.075,70					
otal liabilities (d)	990.752.591,69	984.163.329,73	823.964.625,91	767.883.765,83	Net Profit before taxes (Continuing operations)	130.894.451,56	121.937.756,64	-3.291.177,87	-1.614.
OTAL EQUITY AND LIABILITIES (c) + (d)	<u>1.815.842.014,53</u>	1.723.914.137,26	925.705.982,78	872.959.754,16	Adjustments Depreciation and Amortisation	27.037.040,20	24.771.469,26	12.299.263,86	12.124.
					Provisions	8.602.157,59	2.456.443,36	163.235,03	1.490.
					Exchange differences	108.935,76	-10.032.741,42	0,00	
					Results (income, expenses, gains and losses) from investing activities	5.756.323,52	10.914.488,28	12.457.969,98	12.574.
					Interest and related expenses	40.594.222,66	42.064.170,30	38.622.252,90	39.020.
					Adjustments related to working capital or other operating activities				
dditional notes and information:					Decrease/(increase) of Inventories	-51.403.757,65	-31.202.308,68	8.289.721,43	-1.565.3
. The name and the registered office of each company include			•		Decrease/(increase) of Receivables Increase/(decrease) of payable accounts (except Banks)	-70.978.114,66 -4.794.818,95	-59.199.200,95 -27.736.375,05	-8.176.479,62 -3.476.168,67	-13.333.3 -7.928.2
long with the respective participation percentage of the Comp hich was applied, for each company included in the consolida					Minus	1.751.010,33	27.730.373,03	3.170.100,07	7.520.2
					Interest paid and similar expenses	-38.186.341,47	-40.014.509,82	-36.214.371,71	
ote E.1 of the Financial Statements. 2. The un-audited tax fiscal inancial Statements. 3. The personnel employed by the Group	cal years of the parent Comp	any and its subsidiaries	are mentioned in n	ote E.16 of the	Income Tax paid	-23.981.320,97	-33.822.436,50	-498.540,41	-15.044.5
ote E.1 of the Financial Statements. 2. The un-audited tax fisca	cal years of the parent Comp p as of 31.12.2012 stood at 6	any and its subsidiaries 5.063 and for the paren	s are mentioned in not company 2.169. Fo	ote E.16 of the or the period	Income Tax paid Net cash inflows/(outflows) from Operating Activities (a)				-15.044.
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MANAGING DIRECTOR GEORGE KOUTSOLIOUTSOS ID. AB 593469 DEPUTY MANAGING DIRECTOR & GENERAL MANAGER GEORGE VELENTZAS ID AB 285760

CHIEF FINANCIAL OFFICER VASILIOS KALAMATIANOS ID AE 011034 GEORGE ALAVANOS ID AI 518859 AP.AΔ. O.E.E. 0008211 A' CLASS

DIMITRIOS KOUTSOLIOUTSOS ID AK 031337