

Q1 2015 RESULTS PRESS RELEASE

PLAISIO COMPUTERS SA

Limited decrease of Sales with strong capital base. Distribution of excess liquidity to shareholders.

- Decrease of sales by a low one-digit percentage, exceeding € 70 m.
- Positive operational profitability (EBITDA) of € 3,3 m.
- Decline of Earnings Before Tax to more than € 2,5 m.
- Cash and Cash Equivalents of more than € 36 m. and net liquidity of more than € 28 m.
- Accelerated shrinkage of the financial leverage ratio (Debt / Equity), to 0,49 from 0,60.
- Decision of the General Assembly for return of capital to shareholders, of an amount of 50 cents per share.

Athens, May 22nd 2015: “Plaisio Computers” releases today the financial results for the period 01.01.2015 - 31.03.2015, according to IFRS. The basic figures for the Group are the following:

Consolidated figures (th. €)	01.01.-31.03.2015	01.01-31.03.2014	+/-
Turnover	70.287	72.797	(3,4%)
EBITDA	3.261	4.746	(31,3%)
EBITDA Margin (%)	4,64%	6,52%	(1,88)
EBT	2.519	3.757	(33,0%)
EAT	1.802	2.721	(33,8%)
Earnings per share (€)	0,0816	0,1232	
Cash and cash equivalents*	36.200	45.115	(19,8%)
Total Debt*	8.187	9.979	(18,0%)
Net Debt*	(28.013)	(35.136)	(20,3%)
Trade Payables & Other Short Term Liabilities*	25.833	32.927	(21,5%)

*The figures for 2014, are these of 31st of December

Commenting on the results of the quarter, the President of the Board of Directors and CEO of the Company Mr. George Gerardos mentioned the following: *“In an environment which was characterised by the conduction of the national elections and the discussions with the institutional partners of the country for the final arrangement regarding the Greek Debt, events which led to a relative freeze to the consuming demand of Greeks, Plaisio achieved to retain, almost, stable the sales over the level of € 70 m.. As far as, the medium-term target of our Company has as its base the continuous development of the Group’s activities, the related expansion costs in combination with the stability of cost of sales in relation with the respective last year’s period, resulting in the basic P&L accounts to decrease. However, as far as, the time base for comparison is limited, no safe conclusion can be exported regarding the trend for the whole year. In total, the*

Group's performance was in line with our expectations, taking into account the drastic changes in the consuming behaviour of customers, changes which were, first, spotted in the last months of 2014. For the rest of the corporate year 2015, we are going to observe closely the evolutions in a national level and, mainly, in the product mix which compose Plaisio's sales, with target to immediately and effectively intervene in order to optimise the quality of our results and to minimize any effects by the adverse business environment.

The most important event for Plaisio was the decision of the General Assembly for return of a part of the excess liquidity to its shareholders. The Management estimated that the cash and cash equivalents of the Group are exceptionally high in relation, not only, with the capital needs for the forthcoming years, but also mainly, in relation with the proven ability of the Company to produce strong cash flows and consequently to strengthen its capital. Thus, the retention of the capital structure to such high levels would lead to a divergence from the principal of financial leverage optimization, a situation which would not satisfy the maximisation of shareholders' wealth principal. Also, we are expecting the results of the aforementioned action to be realised in the current corporate year 2015, with the continuous improvement of the equity performance of Plaisio".

The Vice President and CEO of the Company Mr. Konstantinos Gerardos added: *"The exceptional coincidences of Digea and of the "e-inclusion" created a significant volume of sales in the first quarter only to the provincial cities of Greece, and as a result Plaisio which has stores only to the big towns did not benefit by this big increase of sales.*

Whatever the circumstances which affect the market until July, Plaisio in 2015, as always, begins a series of development actions. These are the following:

- *Opening of a new Superstore in Athens of 2.000 sq. m.*
- *Change of the concept of all the existing stores by emphasizing to the display of the new technologies of 2015*
- *Third investment to personalization technological platforms and cross-channel CRM, which will improve the customer service level for both business and individual customers".*