

# **IR RELEASE**

### **DIONIC S.A. Commercial & Industrial Company**

31 August 2009



DIOr.AT **DION GA** Summary financial data and information 6M 2009 According to International Financial Reporting Standards (IFRS)



#### Share

Share Price (€): 0,68 (27/08/2009) # Number of Shares: 28.929.986 (KO) Capitalization (€ mil.): 19,7 % D апо 31/12/2008: +3.0% 52 Weeks High €: 0, 91 (05/08/2009) 52 Weeks Low € : 0,31 (24/10/2008)

52 weeks Mid daily Marketability (#): 198.776

#### **Company Profile**

DIONIC consists a strong group with European profile based in its experience in the fields that operates (trading, distribution, software, energy, real estate development, consultancy). Today the company won recognition as one of the most creative and innovating groups with continuous upwards progress.

#### PRESS RELEASE **FINANCIAL DATA & INFORAMATION FIRST SEMESTER 2009**

#### Summary financial data and information

| (FY: December)                                   |              |                  | ~~~~~            |              |                  | ~ ~ ~ ~ ~ ~      |                |
|--|--------------|------------------|------------------|--------------|------------------|------------------|----------------|
| (000€)   | 6M 2007      | Q1 2008          | Q2 2008          | 6M2008       | Q1 2009          | Q2 2009          | 6M 2009        |
| Tumover  | 42.253       | 19.010           | 19.881           | 38.891       | 18.802           | 18.122           | 3.692          |
| Cost Sales                                       |              | -14.620<br>4.390 | -14.429<br>5.452 | -29.049      | -14.586<br>4.216 | -13.710<br>4.412 | -28.296        |
| Gross Profit                                     | 6.955<br>256 | 4.390            |                  | 9.842<br>153 | 4.216<br>59      |                  | 8.628<br>114   |
| Other exploitation Income                        | 200<br>-212  | -81              | 44<br>-108       | -188         | -21              | 55<br>-80        | -100           |
| Other exploitation Costs<br>Total Gross Profit   | 7.000        | 4,419            | -108             | -188         | 4.254            | -80              | -100<br>8.641  |
|  | -1.355       | -1.041           | -1.093           |              | -1.138           | 4.387<br>-924    | -2.062         |
| Administration Expenses<br>Distribution Expenses | -1.300       | -1.695           | -1.095           | -2.134       | -1.130           | -924<br>-1.857   | -2.062         |
| Research & Development Expenses                  | -2.900       | -1.095           | -2.412           | -4.107       | -1.773           | -1.007<br>-184   | -3.630<br>-347 |
| Administration, Distribution, Research Expenses  | -52          | -2.936           | -3.681           | -5/6         | -3.074           | -104             | -6.039         |
| EBITDA   | -4.375       | -2.930           | 2.055            | 3.894        | -3.074           | -2.900           | 3.396          |
| Depreciation,Ammortization                       | -408         | -356             | -348             | -704         | -404             | -391             | 3.390<br>-795  |
| EBIT   | 2.625        | -300             | -340<br>1.707    | 3.190        | 1.180            | -391             | 2.602          |
| Enancial Income                                  | 2.020        | 1.465            | 1.707            | 3.190        | 1.100            | 1.421            | 2.002          |
| Financial Costs                                  | -1.136       | -371             | -662             | -1.033       | -393             | -620             | -1.013         |
| Income-(Costs) from interests                    | -1.130       | -371             | -002<br>-648     | -1.033       | -393             | -620<br>-561     | -1.013<br>-952 |
| Profit from sale of subsidiary's percentage      | -1.134       | -300             | -040             | -1.004       | -391             | -301             | -952           |
| Participations' & Securities' Difference         | 193          | 0                | 0                | 0            | 0                | 212              | 212            |
| EBT  | 1.685        | 1.127            | 1.059            | 2,186        | 789              | 1.072            | 1.861          |
| Tax  | -361         | -238             | -285             | -523         | -157             | -385             | -541           |
| Minority Rights                                  | -301         | -230             | -200<br>282      | -523<br>562  | -157             | -300<br>383      | -541<br>611    |
| EATAM  | 1.101        | 608              | 492              | 1.101        | 404              | 304              | 708            |
| Margins' Analysis %                              | 1.101        | 000              | 482              | 1.101        | 404              | 304              | 700            |
| Gross Profit                                     | 16,5%        | 23,1%            | 27,4%            | 25,3%        | 22,4%            | 24,3%            | 23,4%          |
| Administration, Distribution, Research Expenses  | 10,0%        | 15,4%            | 18,5%            |              | 16,3%            | 16,4%            | 16,4%          |
| FBITDA   | 7,2%         | 9,7%             | 10,3%            | 10,0%        | 8,4%             | 10,4%            | 9,2%           |
| EBIT   | 6,2%         | 7,8%             | 8,6%             | 8,2%         | 6,3%             | 7.8%             | 7,0%           |
| EBT  | 4,0%         | 5,9%             | 5,3%             | 5,6%         | 4,2%             | 5,9%             | 5,0%           |
| EATAM  | 2.6%         | 3,2%             | 2,5%             | 2,8%         | 2.1%             | 1.7%             | 1.9%           |
| Period/Period %                                  | 2,070        | 0,270            | 2,070            | 2,070        | 2,170            | 1,1 70           | 1,070          |
| Sales  | 15.7%        | -5.3%            | -10.4%           | -8.0%        | -1.1%            | -8.8%            | -5,1%          |
| Gross Profit                                     | 0,9%         | 25.2%            | 58,1%            |              | -4.0%            | -19.1%           | -12,3%         |
| Administration, Distribution, Research Expenses  | 6,5%         | 31,6%            | 71,7%            |              | 4.7%             | -19.4%           |                |
| EBITDA   | 0,7%         | 25.3%            | 30,0%            | 27,8%        | -13,8%           | -11,9%           | -12,8%         |
| EBIT   | -2,0%        | -16,6%           | -26,2%           | 21,5%        | -20.4%           | -16,8%           | -18,4%         |
| EBT  | -6,4%        | 42,5%            | 18,5%            | 29,7%        | -30,0%           | 1,2%             | -14,9%         |
| EATAM  | 15,6%        | 32,2%            | -23,2%           |              | -33,6%           | -38,2%           | -35,7%         |

Source: Group's Published Accounting Reports



#### Comment:

•During the first semester of the current year, the Management, completed a series of actions and strategic cooperation in almost all main axes of activities, (Trading/Distribution, Software, Services and Real Estate Development and Energy).

·In respect of figures development for the first 6 months of 2009, certainly international financial crisis' impacts and the resulting recession consisted a check on Company's development. For the encounter with recession, the company answered with systematic audit and restraint of expenditure and investments , the best possible stock administration, while the adoption of new stricter clauses in credit policy aiming the continuance of "healthy" sales had an expected consequence in the group's turnover.

## Summary Financial data and information (in comparison with 6 months

2008): Thus, the aggregate turnover for the first semester 2009 arrived at € 37 mil. against € 39 mil. for the same period of 2008 recording a decrease of 5%.

The Group's gross earnings recorded a decrease of 12,3% against the first semester of 2008 and arrived at € 8,6 mil. At the same time, the gross profit margin arrived at 25,3% on aggregate turnover against 23,4%. The Group's EBITDA arrived at € 3,4 mil. against € 3,9 mil. of the corresponding first semester of 20008, while the margin EBITDA arrived at 10,0% of the turnover against 9,2% the same period last year. The Group's EBT arrived at € 1,9 mil. against € 2,2 mil. while the EATAM arrived at € 0,7 mil. the first semester of 2009 against € 1,1 mil. on 2008.

#### Estimations – Review 6months 2009:

·In Trading/Distribution & Representation sector, Business Unit Entertainment began the cooperation with STEELSERIES, company producing PC gaming accessories and proceeded to agreement conclusion with worldwide renowned company, SEGA Amusements, for the exclusive import and distribution of its products in Greek market. Business Unit Toys and Stationery proceeded to relevant agreements with Crayola, the leading worldwide company in educating and amusing products for children (art and crafts), along with another leading company, HOBBY Engine. In respect of the upmost Radio Control toys, DIONIC proceeded to the creation of its own O.E.M R.C toys (own brand) under the name RCD

•In Software and Services Sector, the Group's subsidiary ATCOM SA proceeded to the cooperation with the international consultancy company "imedia advisory services" aiming the promotion of WCM - Netvolution towards important Press houses abroad. Furthermore, ATCOM's αύξηση μετοχικού κεφαλαίου has been completed for € 998 thous., where DIONIC disbursed € 837 thous., so its participation comes to 71,29%. •The sector's other subsidiary Skroutz SA, that consists today the most important internet search engine in Greece, continue the upward progress of Skroutz.gr, counting 100% raise of traffic per year having recorded on January 1,25 million visits and 12,3 millions of Pageviews, by 515.000 single users

|      | SALES<br>(.000€) | EBITDA<br>(.000€) | EBIT<br>(.000€) | EATAM<br>(.000€) | EPS<br>€ | DPS<br>€ | DIV YLD<br>% | P/E<br>x | P/BV<br>x | P/SALES<br>x | BANKS/<br>EQUITY x | ROE<br>% |
|------|------------------|-------------------|-----------------|------------------|----------|----------|--------------|----------|-----------|--------------|--------------------|----------|
| 2006 | 83.369           | 5.419             | 4.694           | 1.515            | 0,081    | 0,025    | 3,68%        | 12,98    | 1,38      | 0,24         | 1,88               | 10,60%   |
| 2007 | 83.904           | 6.241             | 5.334           | 1.935            | 0,091    | 0,025    | 3,68%        | 10,17    | 0,79      | 0,23         | 0,70               | 7,77%    |
| 2008 | 80.929           | 7.192             | 5.788           | 1.320            | 0,046    | 0,0092   | 1,35%        | 14,90    | 0,78      | 0,24         | 1,23               | 5,26%    |

BV= Own Capital Total – Minority Rights.

Detailed information regarding the compilation and analysis of Financial Reports based on International Financial Reporting Standards (IFRS) on company's webpage: www.dionicgroup.com

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