

31 Dec 2011 - Press Release on Publication of the Company's Financial Statements for 2011

PAPOUTSANIS SA (former Plias SA) published on 30th March 2012 its annual financial statements for 2011.

On consolidated basis, the turnover for 2011 amounted to 14,461 million versus 12.899 million the previous year, increased by 12.1%. Out of the above mentioned sales approximately 31% refers to domestic and exports sales on branded products "PAPOUTSANIS", 21% to the hotel market, and the remaining 48% to third party productions sales.

Overall the annual percentage of our exports sales is 38%.

Gross profit amounted to 3.057 million versus 2.384 million in 2010. The corresponding gross profit margin amounted to 21.14% in 2011 compared to 18.5% in 2010.

The overall improvement in gross profit is due to the ongoing effort of the management to reduce overall industry costs, increase production volume - sales, and optimize the product mixture, although we had a significant negative impact by the increase of the cost of key raw materials and energy in comparison to the previous year.

The overall cost from the increase of the average cost of raw materials during 2011 compared to the corresponding period of 2010 is estimated at 1.2 million, from which, due to international competition and general economic conditions prevailing in Greece we were able to recover only a small portion by higher sales prices.

The company's operating expenses (administrative and selling expenses) due to the continuous effort to reduce costs and despite increased sales decreased from 4.2 to 4.1 million, i.e. by 2.27% compared to the previous year.

Pre-tax losses amounted to 0.646 million compared to 3.596 million losses in 2010. The Company's results after tax amounted to 0.8 million losses in 2011 compared to 4.7 million in 2010. Earnings before interest, taxes, depreciation and amortization expenses (EBIDTA) amounted 1.455 million Euro gains versus 1.366 million losses in 2010. Depreciation in 2011 amounted to 1.653 million versus 1.756 million in 2010.

Regarding 2012 prospects, at operating level, the cost reduction and the increase in productivity and efficiency continue, while on a commercial level, thanks to vertical integration and our abilities in production and quality, we continue to strengthen our position in Greece and abroad.

It is finally noted that the Company has sufficient cash to support the further development of its activities.

Based on the data available to the Company today and on the assumption that there will be no significant discontinuity in the overall development of Greece, despite the extremely difficult overall

economic environment, we believe that during 2012 we will continue to develop and improve PAPOUTSANIS' financial results.