### ACS S.A.

# Companies Register No.: 27890/04/B/92/118(99) 25, Asklipiou Street 14568 Krioneri - Attica FINANCIAL DATA AND INFORMATION FOR THE YEAR

from 1 January 2011 to 31 December 2011 (Published according to c.L. 2190/1920, article 135 concerning enterprises that prepare annual financial statements, consolidated and not, according to International Accounting Standards-IAS)

The following data and information deriving from the financial statements aim to provide a general briefing for the financial position and the results of operations of "ACS S.A.". Therefore, it is recommended, the reader before proceeding to any kind of investment decision or other transaction with the company to visit the Company's web site, where are posted the Financial Statements accompanied with the Independent Auditor's Report.

## COMPANY INFORMATION

Competent Authority: Region of Attica, General Directorate

of Development, Regional Division of Eastern Attica, Department of Trade and Tourism

www.quest.gr

Website address: Date of Approval by the Board of Directors

of the Annual Financial Statements: **Certified Public Accountant Auditor:**  29 February 2012

Stylianos M. Xenakis Institute of CPA (SOEL) Reg. No. 11541 Auditing Firm: SOL-Associated Certified Public Accountants s.a.

Unqualified Opinion Type of Independent Auditor's Report:

#### **Board of Directors**

Theodoros Fessas Vice Chairman Efthychia Koutsoureli Apostolos Georgantzis Managing Director Member Dimitrios Karageorgis

Markos Mpitsakos Member

| DATA FROM BALAN                          | ICE SHEET  |            |
|--|------------|------------|
| (Amounts expressed in Euro thousands)    |            |            |
|  | 31/12/2011 | 31/12/2010 |
| ASSETS .                                 |            |            |
| Non-current assets                       | 1.922      | 2.092      |
| Intangible assets                        | 147        | 184        |
| Other non-current assets                 | 15         | 15         |
| Inventories                              | 424        | 429        |
| Trade receivables                        | 13.423     | 18.511     |
| Other current assets                     | 14.026     | 12.317     |
| TOTAL ASSETS                             | 29.956     | 33.548     |
|  |            |            |
| EQUITY AND LIABILITIES                   |            |            |
| Share capital                            | 3.398      | 8.433      |
| Other components of equity               | 11.894     | 9.159      |
| Total equity owners of the parent (a)    | 15.292     | 17.592     |
| Provisions/Other non-current liabilities | 1.817      | 1.632      |
| Short-term borrowings                    | -          | -          |
| Suppliers                                | 3.150      | 3.831      |
| Other current liabilities                | 9.697      | 10.493     |
| Total liabilities (b)                    | 14.665     | 15.956     |
| TOTAL EQUITY AND LIABILITIES (a)+(b)     | 29.956     | 33.548     |

## DATA FROM STATEMENT OF CASH FLOWS

| (Amounts expressed in Euro thousands) | ( | s expresse | d in Euro thousand | ls) |
|---------------------------------------|---|------------|--------------------|-----|
|---------------------------------------|---|------------|--------------------|-----|

| Indirect method  | 31/12/2011   | 31/12/2010      |
|--|--------------|-----------------|
| Cash Flows from Operating Activities   | <del></del>  |                 |
| Profit before taxes (continuing operations)  | 4.208        | 4.650           |
| Plus/Less adjustments for:   |              |                 |
| Depreciation and Amortisation  | 784          | 1.014           |
| Provisions   | 257          | 146             |
| Results (income, expenses, profit and losses)  |              |                 |
| from investing activities  | (433)        | (742)           |
| Interest expense and similar charges   | 76           | 72              |
| Plus/Less adjustments of working capital to net cash   |              |                 |
| or related to operating activities:  |              |                 |
| Decrease/(Increase) of Inventories   | 5            | 57              |
| Decrease/(Increase) of Receivables   | 5.092        | 4.329           |
| Increase/(Decrease) of payable accounts (except Banks)   | (1.006)      | (3.330)         |
| Less:  | . ,          |                 |
| Interest expense and similar charges paid  | (76)         | (72)            |
| Income tax paid  | (2.182)      | (2.703)         |
| Net cash generated from Operating Activities (a)   | 6.724        | 3.422           |
| Cash Flows from Investing Activities  Purchases of property, plant and equipment (PPE) and integrable assets | (507)        | /274\           |
| and intangible assets  | (597)        | (371)           |
| Proceeds from sale of PPE and intangible assets  | 3            | 5               |
| Interest received  | 451          | 771             |
| Dividends received   |              | 12              |
| Net cash used in Investing Activities (b)  | (143)        | 417             |
| Cash Flows from Financing Activities   |              |                 |
| Payments for decrease of share capital   | (5.035)      | -               |
| Proceeds from issued/raised bank borrowings  | -            | -               |
| Repayments of loans  | -            | -               |
| Repayments of finance lease obligations  |              |                 |
| (installments for paying off the debt)   | -            | -               |
| Dividends paid   | <del>_</del> |                 |
| Net cash used in Financing Activities (c)  | (5.035)      |                 |
| Net increase/(decrease) in cash  |              | · <del></del> _ |
| and cash equivalents (a) + (b) + (c)   | 1.546        | 3.838           |
| Cash and cash equivalents at beginning of the period   | 11.978       | 8.140           |
| Cash and cash equivalents at end of the period   | 13.523       | 11.978          |

| DATA FROM STATEMENT OF COMP<br>(Amounts expressed in Eur |                  |                  |
|--|------------------|------------------|
| · · · · · · · · · · · · · · · · · · ·                    | 1/1 - 31/12/2011 | 1/1 - 31/12/2010 |
| Sales  | 78.320           | 85.365           |
| Gross profit/(loss)                                      | 17.104           | 18.998           |
| Earnings before taxes, financing                         |                  |                  |
| and investing results (EBIT)                             | 3.833            | 3.951            |
| Financing and investing results                          | 375              | 699              |
| Profit/(loss) before tax                                 | 4.208            | 4.650            |
| Profit/(loss) net of tax (A)                             | 2.735            | 1.606            |
| Other comprehensive income net of tax (B)                | -                | -                |
| Total comprehensive income net of tax (A) + (B)          | 2.735            | 1.606            |
| Earnings net of tax per share - basic (in €)             | 0,2879           | 0,0845           |
| Earnings before taxes, financing and investing           |                  |                  |
| results and depreciation-amortisation (EBITDA)           | 4.617            | 4.965            |

## DATA FROM STATEMENT OF CHANGES IN EQUITY

| ( | Amounts expressed | in Euro | thousands) | ١ |
|---|-------------------|---------|------------|---|
|   |                   |         |            |   |

|  | 31/12/2011 | 31/12/2010 |
|--|------------|------------|
| Net equity of period Opening Balance         |            |            |
| (1/1/2011 and 1/1/2010 respectively)         | 17.592     | 15.985     |
| Profit/(loss) for the year net of tax        |            |            |
| (continuing operations)                      | 2.735      | 1.606      |
| Increase/(decrease) of company share capital | (5.035)    | -          |
| Dividends distributed                        | -          | -          |
| Net equity of period Closing Balance         |            |            |
| (31/12/2011 and 31/12/2010 respectively)     | 15.292     | 17.592     |

## ADDITIONAL DATA AND INFORMATION

- 1. The disputed or under arbitration cases of national or administrative courts may not have a material effect on the financial position or operation of the company (Relevant reference also in notes 26 and 29).
- 2. The tax returns of the Company for the years 2009 and 2010 have not been examined by the tax authorities.
- 3. The number of employed personnel amounted at 31 December 2011 to 419 persons and at 31 December 2010 to 437 persons.
- 4. The amounts of sales and purchases cumulatively from the beginning of the current year and the balances of receivables and payables of the Company at the end of the current year, arising from transactions carried out with related parties, as these are defined by IAS 24, are as follows: 1/1-31/12/2011

|   | 171 01712/2011 |
|---|----------------|
| i) Sales of goods and services                            | 473            |
| ii) Purchases of goods and services                       | 156            |
| iii) Receivables  | 44             |
| iv) Payables  | 61             |
| v) Transactions and fees to directors and key management  | 1.007          |
| vi) Receivables from fees to directors and key management | 0              |
| vii) Payables to directors and key management             | 0              |

5. The provisions of the Company are analysed as follows:

| 31/12/2011 | 31/12/2010 |
|------------|------------|
| 0          | 0          |
| 850        | 850        |
| 12.487     | 10.196     |
|            | 0<br>850   |

The item "Other provisions" concerns provisions for doubtful receivables and staff retirement

- 6. There are no significant events after 31 December 2011 which should be notified or differentiate the items of the published financial statements.
- 7. The financial statements of the Company are included in the consolidated balance sheet of Quest Holdings S.A. with registered office in Greece. Its participation in the Share Capital of the Company is 99,68% and is incorporated by the full consolidation method.

Krioneri, 29 February 2012

THE CHAIRMAN OF THE B. OF D. THE MANAGING DIRECTOR THE FINANCIAL DIRECTOR

THEODOROS FESSAS ID. No. AB 327202

APOSTOLOS GEORGANTZIS ID. No. Φ 090096

KONSTANTINA ATHANASOPOULOU ID. No. I 186016 E.C.G. Licence No. 0002602/A' Class