



ABC FACTORS

ANNUAL REPORT 2011

Athens, May 11, 2012

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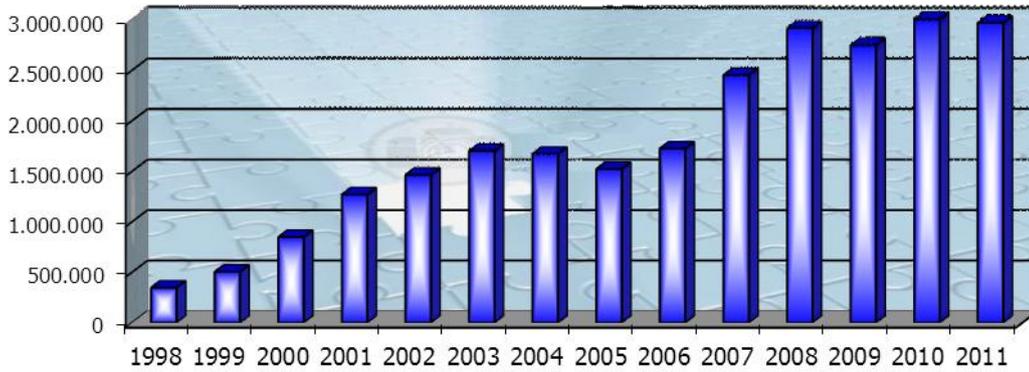
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FINANCIAL HIGHLIGHTS

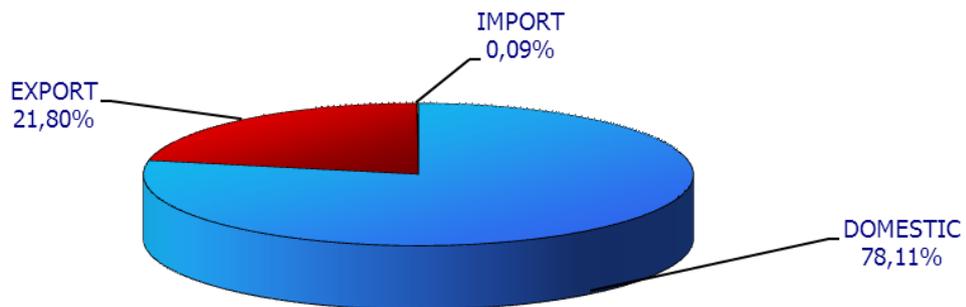
	2011	2010
	€ mil	€ mil
TURNOVER	2.967,43	2.998,77
TOTAL ASSETS	437,62	521,82
FIXED ASSETS	0,62	0,43
ADVANCES TO CUSTOMERS	433,88	523,67
SHARE CAPITAL – RESERVES – SUBORDINATED DEBT	102,04	88,92
DUE TO CUSTOMERS	6,26	4,10
DUE TO BANKS	4,75	104,26
BOND ISSUE	315,07	315,03
TOTAL INCOME	21,94	17,84
TOTAL EXPENSES	3,75	3,97
IMPAIRMENT LOSSES ON ADVANCES	1,80	0,78
PROFITS BEFORE TAXES	16,40	13,09
PROFITS AFTER TAXES	13,12	8,94

FINANCIAL HIGHLIGHTS

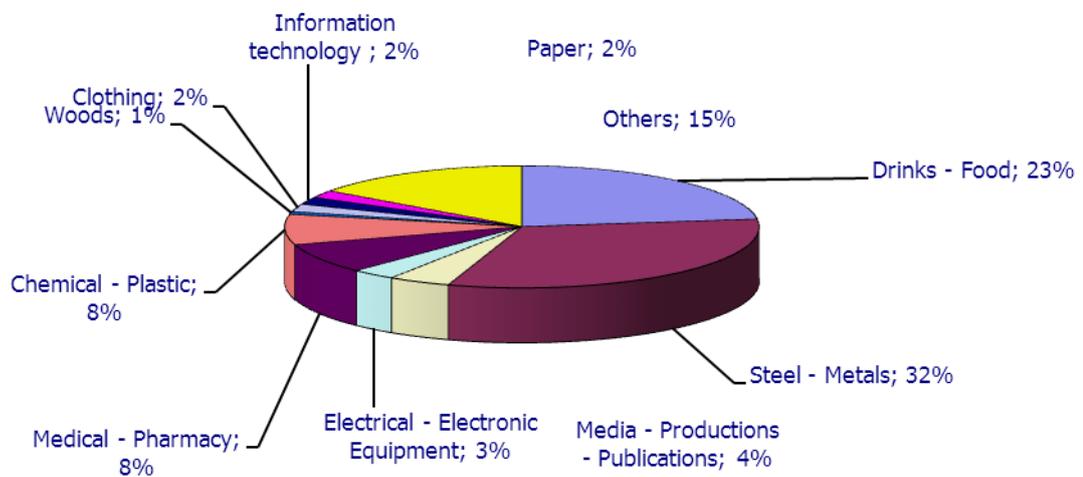
TURNOVER



TURNOVER 2011



TURNOVER 2011 BY INDUSTRIAL SECTOR



THE BOARD OF DIRECTORS

THE BOARD OF DIRECTORS

CHAIRMAN

Artemis C. Theodoridis

VICE CHAIRMAN

Panayotis K. Drosos

MANAGING DIRECTOR

Maria M. Raikou

MEMBERS

Athanassios A. Gatsis

Panayotis K. Kamarinopoulos

Ioannis G. Mourgelas

Athanassios K. Sakellarakis

AUDITOR'S REPORT



Independent Auditors' Report (Translated from the original in Greek)

To the Shareholders of
ABC FACTORS A.E.

Report on the Financial Statements

We have audited the accompanying financial statements of ABC FACTORS A.E. (the "Company") which comprise of the balance sheet as at 31 December 2011, and income statement, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and the fair presentation of these financial statements in accordance with International Financial Reporting Standards, which have been adopted by the European Union. This responsibility includes: designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Greek Auditing Standards, which are based on the International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the accompanying Financial Statements give a true and fair view, of the financial position of the Company as of 31 December 2011, and of its financial performance and its cash flows

for the year then ended in accordance with International Financial Reporting Standards that have been adopted by the European Union.

Report on Other Legal and Regulatory Requirements

The Board of Director's report is consistent with the accompanying Financial Statements.

Athens, 16 March 2012

SOL Certified Public Accountants- Auditors S.A.

Basileios D. Papageorgakopoulos
Certified Auditor Accountant
AM SOEL 11681

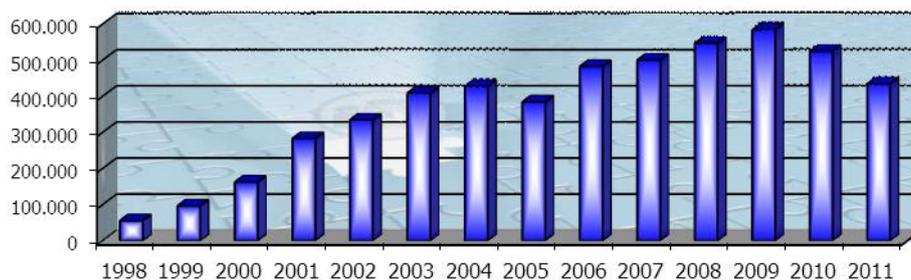
INCOME STATEMENT

		(Thousands of Euro)	
		From 1 st January to	
	Note	31.12.2011	31.12.2010
Interest and similar income	6	26.251,51	20.210,65
Interest expense and similar charges		(8.718,50)	(7.247,46)
Net interest income		<u>17.533,01</u>	<u>12.963,19</u>
Fees and commissions income	6	9.467,36	9.375,06
Commissions expense		(5.110,44)	(4.540,62)
Net commission income		<u>4.356,92</u>	<u>4.834,44</u>
Gains less losses on financial transactions		4,76	21,05
Other income		48,84	25,69
		<u>53,60</u>	<u>46,74</u>
Total Income		21.943,53	17.844,37
Staff costs		(2.840,97)	(2.926,73)
General administrative expenses		(856,67)	(951,93)
Depreciation and amortization expenses		(49,11)	(92,39)
Total Expenses	7	(3.746,75)	(3.971,05)
Impairment losses on advances (Recoveries)		(1.796,38)	(784,14)
Profit before tax	8	16.400,40	13.089,18
Income tax expense		(3.279,76)	(3.257,24)
Profit after tax		<u>13.120,64</u>	<u>9.831,94</u>
Extraordinary tax (Law 3845/2010)		-	(883,90)
Profit after tax & Extraordinary tax		<u>13.120,64</u>	<u>8.948,04</u>
Earnings per share			
Basic and diluted earnings per share (€)		9,6005	6,5473

BALANCE SHEET AS AT 31.12.2011

	Note	(Thousands of Euro)	
		31.12.2011	31.12.2010
ASSETS			
Cash and cash equivalent		1,41	0,88
Due from banks		3.309,33	319,44
Advances to customers	2	431.368,11	519.266,43
Tangible assets	3	153,13	173,74
Intangible assets	4	464,63	263,82
Deffered tax assets		86,70	93,42
Other assets		2.240,74	1.707,43
Total Assets		437.624,05	521.825,16
LIABILITIES			
Due to banks		4.750,01	104.264,78
Due to customers	5	6.257,91	4.095,17
Bond issue		340.069,35	340.032,16
Liabilities for current income tax and other taxes		3.509,60	3.804,83
Deffered tax liabilities		3.157,80	2.903,51
Employee defined benefit obligations		356,51	336,95
Other liabilities		2.483,62	2.469,16
Total Liabilities		360.584,80	457.906,56
EQUITY			
Share Capital		41.000,01	41.000,01
Share premium		64,75	64,75
Reserves		3.761,83	3.314,42
Retained earnings		32.212,66	19.539,42
Total Equity		77.039,25	63.918,60
Total Liabilities and Equity		437.624,05	521.825,16

Advances to customers



STATEMENTS OF CHANGES IN EQUITY

(Thousands of Euro)	Note	Share capital	Share premium	Reserves	Retained earnings	Total
Balance 1.1.2010		27.000,00	64,75	2.954,14	15.751,66	59.770,56
Changes in equity for the period 1.1-1.12.2010						
Share capital increase		-	-	-	-	14.000,01
Reserves appropriation		-	-	360,28	(360,28)	-
Distributed Dividends		-	-	-	(4.800,00)	(4.800,00)
Profit for the period		-	-	-	8.948,04	8.948,04
Balance 31.12.2010		41.000,01	64,75	3.314,42	19.539,42	63.918,60
Balance 1.1.2011		41.000,01	64,75	3.314,42	19.539,42	63.918,60
Changes in equity for the period 1.1-31.12.2011						
Reserves appropriation		-	-	447,41	(447,41)	-
Profit for the period		-	-	-	13.120,65	13.120,65
Balance 31.12.2011		41.000,01	64,75	3.761,83	32.212,66	77.039,25

CASH FLOW STATEMENT

	(Thousands of Euro)	
	From 1 January to	
Note	31.12.2011	31.12.2010
Cash flows from operating activities	10.779,86	10.730,78
Cash flows from investing activities	(229,31)	(357,95)
Cash flows from financing activities	(7.564,88)	(10.239,69)
Net increase (decrease) in cash and cash equivalents	2.985,67	133,14
Effect of exchange rate fluctuations on cash and cash equivalents	4,76	21,05
Total Cash flows for the period	2.990,43	154,19
Cash and cash equivalents at beginning of the period	320,31	166,12
Cash and cash equivalents at end of the period	3.310,74	320,31

BASIC ACCOUNTING PRACTICES

1. Accounting principles applied

1.1 Basis of presentation

These financial statements relate to the fiscal year from January 1, 2011 to December 31, 2011 and they are prepared in accordance with International Financial Reporting Standards (I.F.R.S.), as adopted by the European Union with Regulation 1606/2002 of the European Parliament and the Council of the European Union on July 19, 2002.

1.2 Foreign currency transactions

The financial statements are presented in Euro, which is the currency of the country of incorporation of ABC FACTORS (functional currency).

Transactions in foreign currencies are translated to Euro at the exchange rates ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated to Euro at the closing exchange rate on that date. Foreign exchange differences arising on translation are recognized in the income statement.

1.3 Financial instruments

Financial assets and liabilities in the balance sheet include cash, advances to customers, short and long term liabilities.

Financial instruments are classified as assets or liabilities according to the nature and the contents of the relevant agreements that have derived from.

1.4 Impairment losses on advances to customers

ABC FACTORS S.A. has assessed as at 1.12.2003, and at each balance sheet date, whether there is evidence of impairment in accordance with the general principles and methodology set out in IAS 39 and the relevant implementation guidance.

1.5 Deferred taxation

Deferred taxation is the tax that will be paid or for which relief will be obtained in the future resulting from the different period that certain items are recognized for financial reporting and tax purposes.

Deferred tax is provided for temporary differences arising between the tax base of assets and liabilities and their carrying amounts in the financial statements.

1.6 Tangible Assets

Tangible fixed assets are stated at cost less accumulated depreciation. Cost includes the costs relating to the acquisition of the assets.

Subsequent expenditure is capitalized or recognized as separate asset only when it increases the future economic benefits.

Depreciation is charged to the income statement on a straight-line basis over the estimated useful lives of each part of any item.

The estimated useful lives are as follows:

- Additions to leased fixed assets and improvements: over the term of the lease 33 years.
- Equipment: 4 to 9 years

The residual value of the fixed assets and their useful lives are reviewed and adjusted, if necessary, at each reporting date.

Tangible fixed assets which are considered impaired are carried at their recoverable amount. Gains and losses arising from the sale of assets are recognized in the income statement.

1.7 Intangible Assets

In this caption the company has included mainly software, which is carried at cost less amortization. Amortization is charged over the estimated useful life, which the company has estimated is 4 years. For intangible assets no residual value is estimated.

1.8 Employee defined benefit obligations

In accordance with Greek labor law, employees are entitled to compensation payments in case of dismissal or retirement with the amount of payment varying in relation to the employee's compensation, length of service and manner of termination (dismissed or retired). Employees, who resign or are dismissed with cause, are not entitled to termination payments. The amount payable in case of retirement is equal to 40% of the amount which would be payable upon dismissal without cause. The above liability is calculated by a qualified actuary using the projected unit credit method.

NOTES TO THE ACCOUNTS

1. The 1st financial year was from 17.01.95 to 31.12.96.

2. Advances to customers :

Advances to customers amounted to EURO: 431,37 millions on 31/12/11, compared to EURO: 519,27 millions on 31/12/10 and are allocated to various sectors of the economy as shown in the following table :

	2011 €('000)	2010 €('000)
Advances to customers	433.876,07	523.674,75
Provision for impairment losses	(2.507,96)	(4.408,31)
Total	431.368,11	519.266,44

3. Tangible Assets

	2011 €('000)	2010 €('000)
Fixed Assets at cost	1.175,73	1.163,19
Less Depreciation	(1.022,60)	(989,45)
Net Fixed Assets	153,13	173,74

The total fixed assets are allocated as follows :

	2011	2010
EDP equipment	56%	56%
Other	44%	44%

4. Intangible Assets

The Intangible Fixed Assets comprise of:

	2011 €('000)	2010 €('000)
Software	939,80	724,46
Less Depreciation	(475,17)	(460,64)
Net Fixed Assets	464,63	263,82

5. Due to customers

Due to customers amounted to EURO: 6,26 millions for 2011 compared to EURO: 4,10 millions for 2010 and represent total amounts owed to clients due to purchased factored debts.

6. Interest and Commission

Income represents the invoiced amount of service commissions and discount charged during the period, net of value added tax.

7. Total Expenses

Total Expenses amounted to EURO 3,75 millions for 2011 compared to EURO 3,97 millions for 2010 and are analysed as follows:

	2011 €('000)	2010 €('000)
Staff costs	2.840,97	2.926,73
Rent of buildings	97,91	97,04
Rent and maintenance of EDP equipment	63,42	70,90
EDP expenses	9,75	17,04
Other	685,59	766,95
Depreciation and amortization expenses	49,11	92,39
Total	3.746,75	3.971,05

The number of employees in 2011 decreased to 83 (2010: 86).

8. Profit before Tax

After deducting total revenue amounted to EURO 21,94 million from total expenses amounted to EURO 5,54 million, net profit for 2011 amounts to EURO 16,40 million.