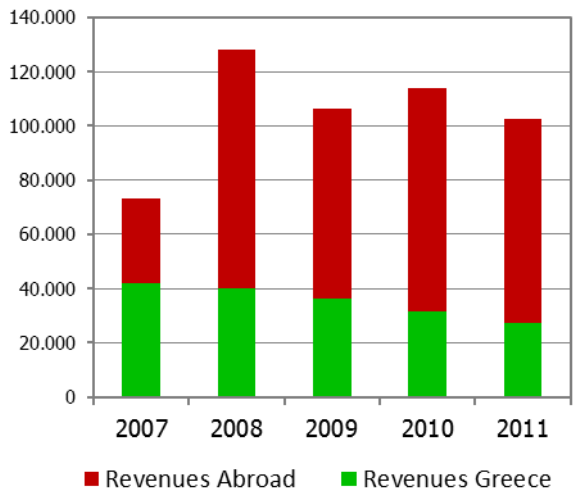
Website:	http://www.lykos.gr
Bloomberg code:	LYK:GA
Reuters code:	LYKr.AT
ISIN code:	GRS208303008

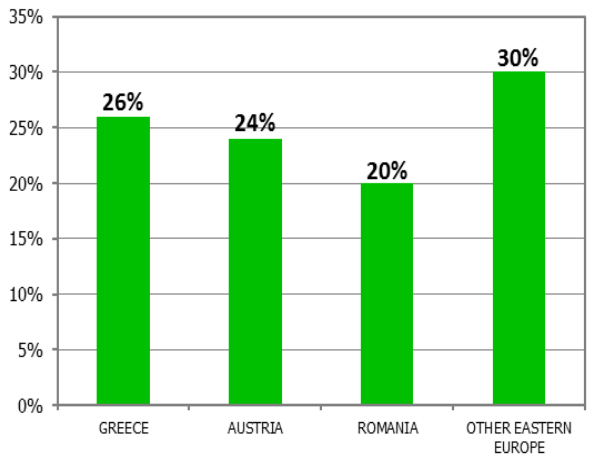
COMPANY PROFILE

Inform P. Lykos SA consists of five companies with a leading presence in the Central and Eastern Europe in the area of Information Management & Business Communication. The Group is active internationally in the development, production and personalization of Smart Cards for Banks, Telecommunications, Public Organizations and Retail chains holding international certificates by Visa, MasterCard & Diners. Inform Lykos is a leader in the area of printing management, production of secured documents, production of prepaid cards and Business Process Outsourcing offering services of printing and posting statements, electronic presentation of statements and printing management for Banks, Telecommunication companies, Public sector and Industrial/Trade companies.

REVENUES ANALYSIS (in € 000)



Geographic breakdown (% of 2011)



KEY INVESTMENT HIGHLIGHTS

Inform Lykos S.A. (Bucharest)

In 2001, LYKOS Group took its first steps in Romania by acquiring two printing houses, with the aim to transfer the Lykos successful business model to this fast growing market. Indeed, within the next few years we managed to transfuse to the new company our know-how and experience, while investing significantly in the required infrastructure. Today Inform Lykos S.A. has doubled its productive capacity and prints a significant amount of bills and statements through its state-of-the-art digital printing and fulfilment production lines. The company has become an official supplier of the National Printing Office and took upon outsourcing projects on behalf of the Romanian State. ILR was certified by the Romanian Department of Economics as the largest manufacturer in security printing.

We lead the market of printing products, such as business forms, paper rolls, security and commercial printing, carton and plastic cards. We are also pioneering in the market for Business Process Outsourcing, offering statement and bill digital printing and fulfilment, electronic bill presentment, card personalization, loyalty software applications and print management services. The company operates from its purpose-built premises of offices and production areas, covering 15.000 square meters in the Bucharest region, employing more than 230 employees.

The company successfully delivers products, services and integrated solutions customized to highly sensitive and demanding requirements for Banks, Telecommunications, Governments, Lotteries, Retailers and other organisations. We aim to play a significant role in the development of the Romanian market and support it towards a developed economy in the years to come.

Austria Card GmbH (Vienna)

In September, 2007, Inform P. Lykos S.A. signed an agreement with Oesterreichische Nationalbank (OeNB), the Central Bank of Austria, to acquired 85% of Austria Card. Austria Card was founded in 1981 as a personalization center for eurocheques and eurocheque cards and has developed to a leading European company in the specialized field of secure smart card production and development. More than 70 million cards are produced annually and 70% are exported to Eastern Europe, Scandinavia and the Middle East, employing approximately 300 employees.

Since 2011, Inform P. Lykos S.A. owns 100% of Austria Card.
Thus, Lykos is present in the Finance/Banking, Telecommunications, Industry and Government sectors across a significant part of Central, Eastern and South-East Europe. The Group has the ability to provide integrated solutions that cover efficiently and reliably the needs of major organizations for strategically important services that touch upon information management and dissemination with security and integrity. Lykos boasts some of the most well-known names in the banking sector, as most banks in the area are our customers, Telcos, financial corporations, big retailers and the major public authorities and civil services.

ALBANIAN DIGITAL PRINTING SOLUTIONS Sh.p.k. (Tirana)

Latest June 2012, Inform P. Lykos S.A. acquires the 51% of ADPS (Albania Digital Printing Solutions).

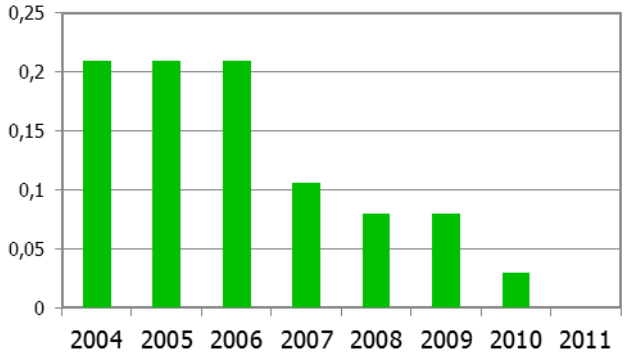
ADPS is now the third Production Site for Lykos in the area of Balkans. ADPS can offer Digital transactional Printing, Information Management and Business Communication Services, for Banks, Telcos, Retailers, Albanian Ministries and Public Organizations.

OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			LYK
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			19
Shares Outstanding (Mil. €): (22 Nov. 2012)			21
Average Spread (%):			10,12%
Market Liquidity (%):			1,377%
Trading volume (no of shares):			1.210.287
Value of transactions (€):			1.009.478
Days to trade (1% of outstanding amount):			41,1
Turnover Velocity (Weighted):			14,482%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	59,01%	58,27%	60,45%

GROUP STRUCTURE

INFORM P. LYKOS S.A.	
Lykos Paperless Solutions S.A.	99,91%
Terrane L.T.D.	100,00%
Inform Lykos (Romania) L.T.D.	98,19%
Inform Lykos S.A.	98,19%
Compaper Converting S.A.	95,68%
Sagime Gmbh	100,00%
Austria Card GmbH	100,00%
Austria Card Polska Sp.z.o.o.	100,00%
Austria Card Akilii Kart STI	99,96%
Austria Card SRL	100,00%
Albanian Digital Printing Solutions Sh.p.k.	51,00%

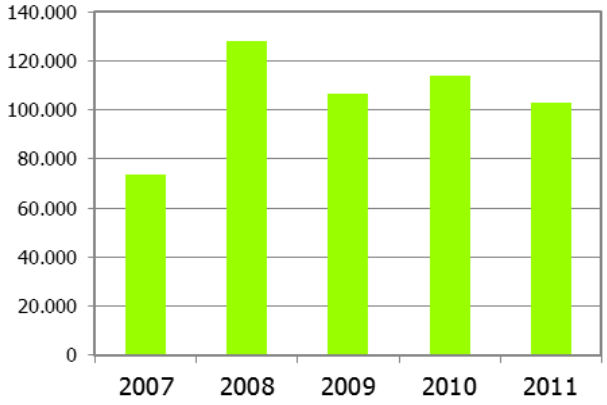
DIVIDEND POLICY-dps (in €)



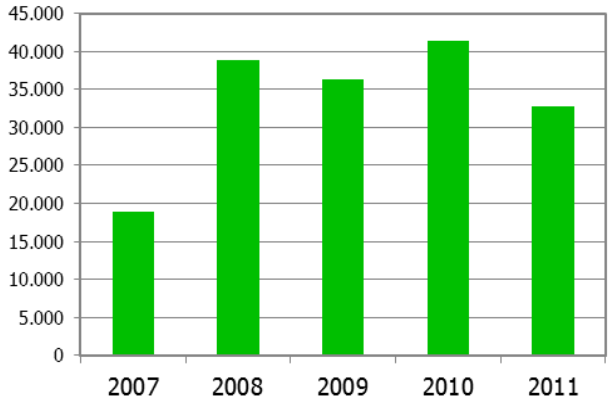
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000)	2009	2010	2011
Sales	106.491	113.859	102.799
Gross profit	36.343	41.461	32.852
EBIT	7.777	8.061	2.052
EBITDA	15.489	15.100	7.755
Earnings before tax	5.346	3.614	738
Earnings after tax	3.477	1.090	-467
Earnings per share	0,13	-0,02	-0,04
Total equity	90.401	88.047	77.191
ROE	3,85%	1,24%	-0,60%

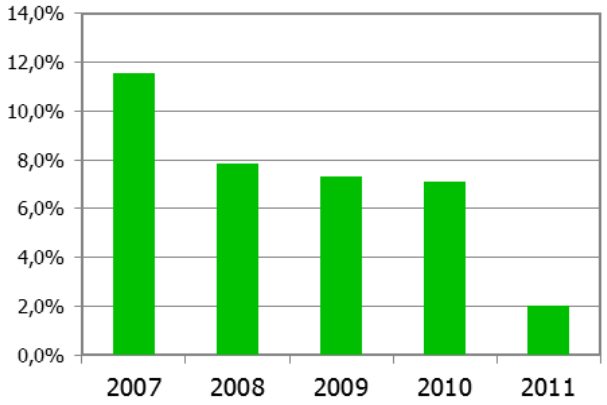
Revenues *(in € 000)*



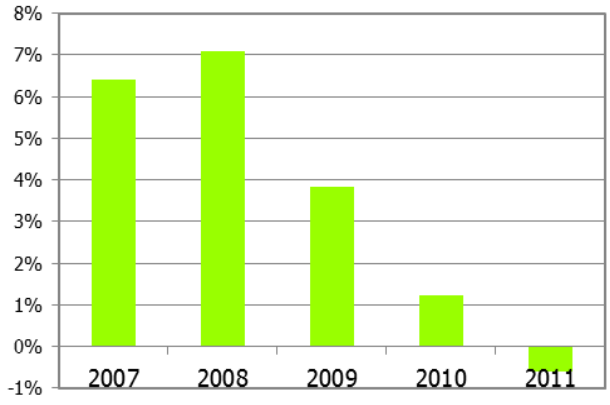
Gross profit *(in € 000)*



Operating Margin



ROE



MAJOR SHAREHOLDERS (>5%)	
Name	**%**
ΝΙΚΟΛΑΟΣ ΛΥΚΟΣ	50,07%
ΟΛΓΑ ΛΥΚΟΥ	8,50%
Total	**58,57%**

BOARD OF DIRECTORS	
Name	**Qualification**
LYKOS NIKOLAOS	PRESIDENT/EXECUTIVE MEMBER
SPIROPOULOS PANAGIOTIS	CEO/EXECUTIVE MEMBER
TRIANTAFILLIDIS GEORGIOS	VICE PRESIDENT/NON EXECUTIVE MEMBER
KARANTZALIS ILIAS	NON EXECUTIVE MEMBER
LAMPROPOULOU SOFIA	INDEPENDENT NON EXECUTIVE MEMBER
CHILIADAKIS ELEFTHERIOS	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

LYKOS NIKOLAOS: Chairman, Executive Member. Born in 1957. A graduate of Lycee Leonin, he studied Philosophy at Essex University and Business Development at Templeton College, Oxford. After completing theoretical studies with the British Institute of Graphic Arts, he undertook industrial training at Harris Corporation in Dayton, Ohio and at Heidelberg College, Heidelberg. He has been active in the development of the family held Lykos company since 1980. In 2000, he became Chairman of the Board and CEO. Since 2011, he is steering for the consolidation of all group operations in Vienna from the position of active MD in Austria Card. He has been in the Board of the International Business Forms Industries since 1984 and has served as its Chairman for two consecutive terms.

SPYROPOULOS PANAGIOTIS: CEO, Executive Member. Born in 1966. He is a graduate of the University of Economics of Athens. He joined the Management team on 2011. In recent years he has worked on widely known ASE listed companies such as, Korres Natural Products where he held the position of Vice-Chairman & General Manager, Plaisio Computers SA, where he held the position of Deputy Director General & Board Member and in the past he had worked for Inform P. Lykos S.A. where he held the position of Group Finance Director and Board Member.

TRIANTAFYLLIDIS GEORGIOS: Vice President, Non-Executive Member. Born in 1956. A graduate of the University of Economics of Athens, since 1977, Triantafyllidis has worked as a sales executive in known Greek and multinational companies in Greece and abroad in different fields in markets B2C as well as in B2B. He has worked for the LYKOS Group since 1987 and has served as a Managing Director and member of the Board of Directors of the Group's subsidiaries companies

KARANTZALIS ILIAS: Non-Executive Member. Born in 1958. He is a member of the Board of Inform P. Lykos S.A. since 2003. He graduated from Athens University School of Law and holds a DEA Droit des Affaires et Droit Economique and a DESS Banques et Finances from University Paris I Pantheon - Sorbonne. He is Attorney at Law, member of the Athens Bar Association and Legal Counsel to companies since 1984 with main fields of expertise corporate law, securities law, mergers & acquisitions, business and tax law.

LAMPROPOULOU SOFIA: Independent Non-Executive Member. She has served as an independent non-executive member of Inform P. Lykos S.A. since November 2010. She graduated from Thessaloniki University School of Law. She is Attorney at Law, member of the Athens Bar Association and Legal Counsel to companies since 1998 with main fields of expertise corporate law, securities law and contract law.

CHILIADAKIS ELEFTHERIOS: Independent Non-Executive Member. Born in 1946. He has served as an independent non-executive member of Inform P. Lykos S.A. since March 2006. He studied economics at the University of Montreal and earned a Master's degree in Economics from York University in Toronto. He was a Director at Chase Manhattan and General Manager of HSBC Greece from 1981 to 2003. From early 2004 until 2011 he cooperated with Marfin Group in various advisory roles and was a member of the Board of Directors of Marfin Egnatia and Marfin Laiki Bank and non-executive chairman of the Investment Bank of Greece.

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