Press release

Financial results 2011 of Selonda Group: Turnover rose by 8.2%, Total liabilities reduced by 23%, Losses due to the extended recession and the extraordinary events

Athens 2nd of April 2012

Turnover increase, which amounted to 128 mn € compared to 119 mn € in 2010 – an increase which corresponds to 8.2%, was presented on consolidated level by Selonda Group. At the same time, a decrease was recorded in total liabilities– excluding debt – of the Group by 21% (13 mn €), from 63 mn in 2010 to 50 mn in 2011. Simultaneously, in order to improve the productivity and update the production, the Group completed investments of 1.26mn € within 2011. In addition, the Group proceeded – and still does- to cost reduction initiatives, changes in the sales/harvesting scheme, discontinuation of non efficient or with problems in management investments moves.

With respect to the current year's losses, the management of the Group points out that they are attributed to the following reasons:
1) The reduced value of its inventories equal to the amount of € 40.7mn due to the decreased production, the lower valuation prices, the problems of biological developments due to extraordinary events, adjustments in the inventories' valuation method
2) The non-operating and non-recurring losses equal to the amount of € 18 mn for the Group and € 12.7mn for the Company as following

- Losses deriving from the sale of Selonda UK company in the UK due to the specific management issues, which were published 3 months ago, amount of € 8.7 mn for the Company and € 6.8mn for the Group,
- Losses from sale as well as impairment of goodwill and participations in subsidiaries and associates by the amount of € 3mn for the Group and € 1.5 mn for the Company and additional provision for doubtful receivables of € 1.8mn for the Group and € 1.0mn for the Company
- The write off of deferred tax receivable equal to the amount of € 1.5 mn for the Group and the Company, due to the merger with companies of the Group
- Proportion of loss equal to € 2.6mn from the associate FMT/Aegean. The company proceeded to assets' impairment, exploiting the beneficial clauses of the Turkish law for the adjustment of the companies' financial statements
- Assets' impairment of the Group by the amount of € 2.9mn, based in the valuation of the certified valuers

Regarding the note of the Certified Auditors with respect to the liabilities of the company, the management of Selonda is in position to certify now that after the completion of the negotiations, which are under development- with the banks for the restructuring of its debt liabilities, the Company and the Group will continue smoothly and upwards their operations.

“Based on the implementation of the new methods regarding the monitoring and management of the production, the cost reduction, the better adjustment of the production in the requirements of the commercial network aiming at sales’ increase and the penetration in new markets, but as well as through the completion of the merger with the absorption of subsidiaries, which will create economies of scale, the Group is staring at the future with optimism” Mr. Ioannis Stefanis stated, Managing Director of Selonda. “With the segment of Mediterranean aquaculture remaining the most dynamic segment of primary production in Greece, first in exports and with dominating role in Europe, with fair sale prices in 2011 and continued in 2012, we are certain that we will continue our positive trend in sales abroad and 2012 will be a very satisfactory year for our shareholders.”