PLAISIO COMPUTERS S.A.

ANNUAL FINANCIAL REPORT

01.01.2019 – 31.12.2019

G.E.MI. No: 121561160000

MAGOULA ATTICA (LOCATION SKLIRI)

PLAISIO COMPUTERS S.A.

Annual Financial Report

January 1st to December 31st 2019,

conducted according to article 4 of the law 3556/2007 and

to the relevant decisions of the Hellenic Capital Market Commission

It is asserted, that this Annual Financial Report for 2019 (01.01.2019-31.12.2019) is the one approved by the Board of Directors of Plaisio Computers S.A. on May 28th 2020 and is posted on the legally registered website www.plaisio.gr, where it will remain at the disposal of the investing public for at least ten (10) years after its publication.

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CHAPTER 1: STATEMENT OF THE MEMBERS OF THE BOARD

The following members of the Board of Directors of the "Company Plaisio Computers S.A." and especially:

1. George Gerardos of Konstantinos, resident of Magoula Attica, Thesi Skliri, Chairman of the Board of Directors and CEO
2. Konstantinos Gerardos of George, resident of Magoula Attica, Thesi Skliri, Vice-Chairman of the Board of Directors and CEO
3. George Liaskas of Charilaos, resident of Vrilissia Attica, 9 Kolokotroni Street, Member of the Board of Directors,

with our above-mentioned capacity and according to article No. 4, paragraph 2, case c, of the law 3556/2007, as it stands today, and as especially assigned from the Board of Directors of the Public Listed Company under the name "PLAISIO COMPUTERS SA" (hereafter referred to as the "Company" or as "PLAISIO"), we state and we assert that to the best of our knowledge:

(a) The financial statements of the Company (and the consolidated) for the period 2019 (01.01.2019-31.12.2019), which were compiled according to the standing accounting standards, depict in a truthful way the assets and the liabilities, the equity and the results of the Group and the Company, as well as the companies which are included in the consolidation as a total, and

(b) The Report of the Board of Directors of the Company presents in a truthful way the significant events that took place in the financial year of 2019, the evolution and the position of the Company, as well as the companies that are included in the consolidation as a total, including the main risks and uncertainties they face.

Magoula Attica, May 28th 2020

The asserting,

The chairman of the Board & C.E.O.	The members that were appointed by the Board of Directors	
George K. Gerardos	Konstantinos G. Gerardos	George C. Liaskas
ID no. AI 597688	ID no. AM 082744	ID no. AB 346335

CHAPTER 2: REPORT OF THE BOARD OF DIRECTORS FOR THE PERIOD 2019

INTRODUCTION

The present Report of the Board of Directors (from now on referred to as the ''Report''), which follows refers to the financial year of 2019 (01.01.2019-31.12.2019).

This Report was compiled and is in line with the relevant stipulations of the law 4548/2018 and the law 3556/2007 (Government Gazette 91A'/30.04.2007), as it is in force after the amendment by the l. 4374/2016 (Government Gazette 50A'/01.04.2016), as well as the published decisions of the Hellenic Capital Market Commission and especially the Decisions of the Board of Directors of the Capital Market Commission with numbers 8/754/14.04.2016 and 1/434/03.07.2007 and with the decision with number 62784/06.06.2017 of G.E.MI of the Ministry of Economy, Development and Tourism. The Company publishes the current financial statements for the financial year 2019 according with article 8 of the Government Decision (Government Gazette 75/A' 30.03.2020) for the measures against the expansion of the pandemic COVID-19. According to this decision the deadline for the publication of the annual financial statements for the public listed companies extended to the 30th June 2020.

The present Report contains in a brief, but substantive manner all the important units, which are necessary, based on the above-mentioned legislative frame and depicts in a truthful way all the relevant indispensable according to law information, in order to deduce a substantive and well-founded appraisal of the activity, during the time period in question, of the company "PLAISIO COMPUTERS SA" as well as of the Group. In the Group, apart from Plaisio, also the following associated companies are included:

1. Plaisio Computers J.S.C., which is located in Sofia Bulgaria, in which Plaisio participates with 100%.
2. Plaisio Estate S.A, which is located in Kiffisia Attica, in which Plaisio participates with 20%.
3. Plaisio Estate J.S.C, which is located in Sofia Bulgaria, in which Plaisio participates with 20%.

The present Report accompanies the financial statements of 2019 (01.01.2019-31.12.2019). Given that the Company also compiles consolidated financial results, the present report is single, the main point of reference is the consolidated financial figures of the Company and the associate companies, and the parent company's figures are referred to when it is considered necessary in order to better understand its content. For the above-mentioned reasons, the information needed according to the case b', paragraph 3 of article 153 of the law 4548/2018, is included in the present chapter of the Report of the Board of Directors that also includes the Corporate Governance Statement.

This Report is included integral with the financial statements of the Group and the Company and the other elements that are dictated by the law elements and statements of the financial report that refers to the financial year of 2019. The units of the Report and their content are as follows:

UNIT A: IMPORTANT EVENTS DURING THE FISCAL YEAR OF 2019

The important events which took place during the fiscal year 2019 (01.01.2019-31.12.2019), for the Company and the Group, plus their impact on the financial results are the following in the order they took place:

1. Renewal of the appointment of market maker

The Company informed the investing public on February 28th, that the duration of the market making agreement signed on the 16th of February 2015 with Eurobank Equities S.A. extended for one (1) more year and particularly by the 1st of March 2020. It was noted, based on the aforementioned contract and according to the terms and conditions of the agreement, Eurobank Equities S.A., with its capacity as market maker of the shares of the Issuer and for the improvement of the Issuer's liquidity, would transmit to the Trading System of the Athens Stock Exchange market making orders (i.e. simultaneous buy and sell orders) for its own account on the Issuer's shares, in accordance with those rules specifically defined by law and the Issuer will pay the agreed fee to Eurobank Equities S.A. for the aforementioned service.

2. Presentation to the Hellenic Fund & Asset Management Association

During the annual presentation of Plaisio Computers to the Hellenic Fund & Asset Management Association, the activities and the financial figures of the Group were presented on April 3rd 2019. Group sales came up to € 309 m. from € 286 m. in 2017, improved by 8%. Earnings before taxes came up to € 6,1 m.

2019 coincides with the 50th anniversary since the beginning of Plaisio in 1969. The President, CEO and founder of the Company Mr. George Gerardos, referred to the 50-year history of the company. Fifty years of struggles and great growth that marked significant technological changes from the logarithmic rule to artificial intelligence and machine learning that are the company's pledge for the future.

The Vice President and CEO of the Company Mr. Konstantinos Gerardos, highlighted the milestones of 2018, which are summarized below:

- The redefinition of Plaisio's store identity. The new stores in Chania and Agia Paraskevi, approach the visitor's journey by placing more emphasis on his mood, his desire to devote more time in the stores and to experience the products.
- The impressive commercial outcome of both the School Period and Black Friday with an increase of 30% and 50% from the previous year respectively.
- The substantial development of the people of Plaisio, which is summed up by the fact that 57.000 man-hours of training took place and 54 people were promoted to managerial positions in 2018.

Mr. Konstantinos Gerardos also presented the main pillars of the 2019 strategy, which has already begun, dynamically, by launching the "Month per Month" project, a payment method that gives the opportunity of payment with installments, without a credit card, which consists an important service to the customers of Plaisio. The renovation of the Mall store in order to adapt to the new store identity and the implementation of the new technology platform in plaisio.gr, aiming to upgrade the e-shop and to conduct personalized digital marketing as part of the development plan. The above, always work in conjunction with the constant search for new areas of activities and markets to enrich the range of products, for example, with the addition of fashion accessories, gift products and products of decoration, which gave a breath of fresh air to Plaisio's stores.

The development plan of the Group already began in 2018 when investments up to € 7,5 million were made and continued in 2019, with additional investments of €10 million.

There was a special reference in the actions of volunteer team #plai_sou, and also in the awards that the Group achieved in 2018, standing out the Retail Business Awards, the distinction for "Operational / Business Improvement" at the Growth Awards and the award of “Emblematic personality” that Mr. George Gerardos was awarded with.

3. Renewal of the appointment of market maker

The Company informed the investing public on April 23rd, that the duration of the market making agreement signed on the 11th of April 2014 with BETA SECURITIES S.A. extended for one (1) more year and particularly by the 4th of May 2020.

It was noted, based on the aforementioned contract and according to the terms and conditions of the agreement, BETA SECURITIES S.A., with its capacity as market maker of the shares of the Issuer and for the improvement of the Issuer’s liquidity, would transmit to the Trading System of the Athens Stock Exchange market making orders (i.e. simultaneous buy and sell orders) for its own account on the Issuer’s shares, in accordance with those rules specifically defined by law.

4. Annual Ordinary General Assembly

The Company announced that on Thursday May 23rd 2019 at 17:00, the annual Ordinary General Assembly took place at the Headquarters of the Company. The Shareholders, who attended in person or by correspondent, representing 19.517.274 common shares and equal voting rights, or 88,41% of a total of 22.075.665 shares and equal voting rights of the Company.

The annual Ordinary General Assembly of the Company approved each of the following issues of the Assembly’s Agenda, according to article 133, par. 2 of the law 4548/2018, which have been uploaded to the legally registered website of the Company on G.E.MI (www.plaisio.gr).

Issue 1st: The stockholders unanimously approved the Financial Report of the Company and of the Group, that refers to the 30th corporate year ended on 31.12.2018 along with the Annual Financial Statements (of the Company and of the Group) of the relevant corporate year, as well as the relevant annual Reports of the Board of Directors and of the Auditors in the exact form they published and submitted to the registered website of the Company to G.E.MI., to the Athens Stock Exchange and the Hellenic Capital Market Commission.

Issue 2nd: The stockholders unanimously approved the disposal of results of the year ended on 31.12.2018, as well as, the distribution of the results of the 30th corporate year of 2018 (01.01.2018-31.12.2018) and especially approved the proposition of distribution of dividend of total amount 1.545.296,55 Euro (gross amount), i.e. 0,07 Euro per share of the Company (gross amount) from which the tax of 10% will be withheld.

Eligible to the aforementioned dividend were the shareholders that were registered in the Dematerialized Securities System (DSS) on Friday May 31st 2019 (record date).

The ex-dividend date was Thursday May 30th 2019 according to article 5.2 of the ATHEX Rulebook.

The payment of the dividend for the year 2018 began on Thursday, June 6th 2019 and paid according to the procedure ruled by the ATHEX Rulebook and the payment bank “Eurobank Ergasias S.A.”.

Simultaneously, the General Assembly authorized the BoD to act so that the above mentioned decision is executed regarding the distribution of dividend.

Issue 3rd: The stockholders approved by majority the overall management of the Members of the Board of Directors and discharged of the Company's Auditors from all compensation liabilities regarding their activities during the 30th fiscal year ended 31.12.2018 (1.1.2018-31.12.2018), as well as for the current Annual Financial Statements.

Issue 4th: The stockholders approved by majority after the relevant proposal-suggestion of the Audit Committee and of the Board of Directors the election of the Auditing Company "BDO Certified Public Accountants SA" (173) and more specifically Mrs. Olympia G. Barzou (21371) for the position of the Regular Auditor and Mrs. Maria A. Lymperi (52761) for the substitute auditor for the corporate year 2019 (01.01.2019-31.12.2019) for the auditing of the annual and semi-annual financial statements of the Company. This Auditing Company will also issue the relevant tax certificate for the financial year 2019, according to article 65A, of the law 4174/2013.

At the same time, the General Assembly by its decision empowered the Board of Directors of the Company to agree with the above-mentioned auditing company regarding with its remuneration for the auditing of the current financial year and also for issuing the relevant tax certificate. The acceptance of the quotation returned to the chosen auditing company within 5 days from its approval.

Issue 5th: The stockholders approved by majority the remuneration policy according to the provisions of the articles 110 and 111 of c.l. 4548/2018 which describes the remuneration of the members of the Board of Directors of the Company, including the CEO, the executive and non-executive members and their Deputies.

Issue 6th: The stockholders by majority approved the remunerations of the members of the Board of Directors of the Company for their services in 2018, and determined and preapproved by majority their remunerations for the current fiscal year 2019 until the next annual Ordinary General Assembly which was in line with the remuneration policy of the Company.

Issue 7th: The General Assembly provided by majority the consent, according to the provisions of the articles 98 par.1 of c.l. 4548/2018, to the members of BoD and to the management of the Company to act in line with the objectives of the Company and to participate in BoD and in the management of companies (existing or in future) of the Group that have similar objectives.

Issue 8th: The General Assembly decided unanimously the approval of a stock repurchase plan of the Company according to the provisions of the article 49 of law 4548/2018. More specifically, the purchase within a period of twenty four (24) months from the date of the present resolution of a maximum number of 2.207.567 common registered shares, which correspond to a percentage of 10% of the total outstanding shares with voting rights of the Company as of today with a price range between (2,50 €) per share (minimum price) and (7,00 €) per share (maximum price). In addition the General Assembly unanimously decided the provision of the relevant authorizations towards the proper implementation of the aforementioned plan.

Issue 9th: The General Assembly decided by majority the amendment of the articles 3, 6, 7, 8, 9, 10, 11, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39 and 40 of Association of the Company in an effort to align them with the new provisions of the existing regulatory framework and more specifically of article 123 par. 4 of l. 4548/2018.

5. Participation in Projects or Procurements of the Public Sector

The Company informed the investing public on June 14th, according to paragraph 5, article 1 of the Presidential Decree 82/1996, its intention to participate in the electronic open public tender, which was announced with decision number 02/2019 of the Technical Service Department (Section C: Equipment Design and Supply) of the

Ministry of Education, Research and Religious Affairs for the "Procurement and installation of TCC at the school units of the west Greece", of budget of 3.115.834,00 Euro (including VAT 24%) and the deadline for the submission was on June 28th 2019. The Company generally intends to participate, (either on its own or as a member of consortia or associations) within a year, in the undertaking of projects, services or procurements of the Public sector, public entities, local authorities or the legal entities of the broader public sector in accordance with the provisions of article 2 of Law 3310/2005, as it is in force after its amendment by Law 3414/2005.

It was also announced to all our incorporated companies – shareholders that have not registered their shares up to a natural person within the meaning of the aforementioned Presidential Decree 82/1996 and provide the necessary information for the identification of their shareholders up to their natural person.

It was also announced, the provisions laid down in article 2 par. 2 of the Presidential Decree 82/1996, which consist of the deprivation of the rights of representation and voting rights in the General Assembly of the Company's shareholders, as well as of all their property rights deriving from their shareholding capacity, until their full compliance with their above mentioned obligations.

6. Definition of new responsible for Shareholders Services

The Company informed the investing public on September 4th, in accordance with the provisions of law 3016/2002 for Corporate Governance and the EU Regulation No 596/2014 of the European Parliament and Commission of 16 April 2014, that according to the decision of its Board of Directors, Mr. Marios Vamvakouris of Aggelos was appointed as Shareholder Services Manager replacing Mrs. Dimitra Foti because of her retirement.

7. Deadline for collection of share dividend 2013

The Company informed the investing public on December 6th, that the date 31st December 2019 marks the five year deadline for collection of the dividend for the financial year 2013 (01.01.2013-31.12.2013), amounting (after the deduction of the respective tax, based on the c.l. 4110/2013) to € 0,18 per share. Shareholders entitled to the said dividend were those who held company shares at the close of trading on the Athens Stock Exchange on Friday 23th May 2014.

Shareholders entitled to the aforementioned dividend for the financial year 2013 and for whichever reason they did not collect it, they were pleased to proceed to the collection of it before the above mentioned date (31.12.2019).

After 31st December 2019, the dividend claims for the financial year 2013 that have not been collected by their beneficiaries will be time-barred, abiding to current legislation, in favor of the Greek State.

UNIT B: MAIN RISKS AND UNCERTAINTIES

The risks the Group is exposed to and the potential risks may arise during the financial year 2020, are the following:

The risks from the spread of COVID-19 and the actions of the Company

The COVID-19, which was first detected in China in December 2019 and has since spread to 186 countries around the world, has already had a negative impact on both global and domestic economic growth. According to estimates by the European Commission, International Organizations and analysts, the corona pandemic will have a severely negative impact on domestic economic growth (forecasts for Greece's GDP decline in 2020 vary from -6% to double digits) and will reverse the positive climate that had begun to take shape after a ten-year crisis and the implementation of adjustment programs.

The Management of the Company and the Group closely and systematically monitors the developments and ensures the adoption of measures and policies that are deemed necessary and appropriate, in order to ensure its business continuity, its smooth operation and the reduction of any negative consequences. Particularly:

- From the beginning of the pandemic to Greece, the business continuity plan was immediately implemented. All the administrative personnel and a significant part of the contact center worked from home throughout the period where the stores remained closed by law. Compliance with the Government's emergency measures and recommendations was and remains complete. Work from home is still used for a large part of the administrative staff (40%) whose work subject allows it.

- Both during the lockdown and after the reopening of the stores, clear priority was given to the safety of both employees and customers.

In particular, when imposing the measure of temporary suspension of retail operations from mid-March to late April, the Company took care of the smooth continuation of its operation through its online store (e-shop), its contact center and the state-of-the-art logistics center and the smooth delivery of its products.

Each electronic order is delivered with the option of intact delivery, subject to payment by electronic means of payment, while the preparation of each order is carried out by an employee equipped with personal protective equipment in an area that is disinfected on a systematic basis using strong antiseptics. The Company's drivers are equipped with gloves and antiseptics and work to deliver orders.

- After the reopening of the stores, emphasis was placed on the detailed redesign of the processes and flows within the stores. All employees serve with a mask and gloves. Plexiglass separators have been placed on the payment and service points to protect the employees and the customers.

Instructions for the hygiene rules and the observance of the distances per square meter are faithfully implied, while signage has been placed in order to keep the appropriate distance for the cash points and antiseptic is provided in all areas. At the same time, customers are now given the opportunity to use “the pick up in-store service", where the customer can order the products he wants and receive them at any Plaisio store, in just a few hours, minimizing his contacts and his time in the store.

Business trips have been limited to what is absolutely necessary both during and after the lockdown.

- Plaisio has made use of the following supportive measures of the Greek economy forced by the Greek Government for the support of the affected companies and more specifically the employee subsidy, the suspension of tax liabilities and the reduction of rent payment.

- During the current health crisis, among other actions, the voluntary team #plai_sou has been active but from a distance. In addition, the Company, during the lockdown, provided tablets to students from 87 schools to the most remote areas in Greece.
- As for the impact of the measures taken to limit the pandemic to the Group's financial figures, no definite conclusions can be drawn at this time, can it be it quantified with certainty, as, despite the easing of restrictive measures, and the attempted return to normalcy, the extent, intensity and duration of the health crisis cannot be determined precisely. In addition, it is not possible to evaluate with certainty the reaction of the Greek consumers in the upcoming months, given that it will now be affected by different factors compared to the previous period, such as the reduction of GDP in our country, the change in consumer habits and preferences, the change in the tension for income saving for purposes of dealing with future primary needs, the level of increase in the unemployment rate, etc. One of the positive factors for Plaisio is its limited dependence on the certain decline in tourist arrivals, as almost all of its sales come from Greek consumers. In any case, however, it should not be overlooked that the Greek economy, after three consecutive years of growth, will certainly return to a recessionary environment, without having yet a clear view of the recession. In view of the situation in the Greek Market since the second ten-day period of March, the Company has taken immediate action to reduce its operating costs in a situation of declining sales due to lockdown, but also to strengthen sales channels, such as e-commerce, where it was estimated that sales would improve. In particular, from March 18 and for about two months, Plaisio made a significant part of sales via electronic and phone orders, with certainty increased online and phone sales cannot offset store sales. Plaisio's success in meeting changing conditions and maintaining satisfactory delivery times has boosted consumers' trust. The decrease in sales for the period 18/03/2020 - 03/05/2020 (the period our stores were closed) is approximately 20% compared to the respective period last year. Although the time period is relatively limited, this reduction is less than expected, as it has been significantly boosted by online sales of products such as tablets, laptops, printers and, generally, office supplies. Finally, sales related to hobbies enhancing kids' creativity and gaming were boosted.

While Plaisio has partnered with several Greek and Chinese suppliers, and secondarily with suppliers from other European countries, Turkey and the US, the fact that production lines in China had largely returned to normalcy (> 80%) when the lock down in Greece was in force its replenishment was affected to a limited extent. Also, during the period when the pandemic hit China, Plaisio did not face significant shortages due to its distribution center in Magoula and the new one in Mandra.

The Company estimates that, due to the successful handling of its logistic operations, it has not stockpiled products more than the usual range, and therefore, there is no increased risk of their devaluation compared to the devaluation risk during its normal operation. Finally, based on the available data, no significant change in the amount of inventory is expected.

Taking the above into account, in combination with the significant investment in infrastructure (warehousing and distribution) took place in the past years led to a limited effect in the financial figures of the Group. In addition, due to the immediate delivery of our products (approximately 2-3 days) to our customers, led to an increased trust in our brand name.

The balances of the customers of Plaisio on the date of the Financial Statements remain at the same levels as those of 31.12.2019. The Management closely monitors the maturity of the balances of the customers and in combination with the effective policy it implements, about 90% of them are categorized in 0-30 days, while according to the Group's regular policy, most of the relevant balances are insured.

At the same time, a relatively limited percentage of customers (less than 1/4) who had submitted checks, took advantage of the 75-day extension. Although the possibility of non-collection of such checks on the new expiration date cannot be safely assessed, the total amount is insignificant in relation to the Company's size and remains insured. Checks with no use of the extension benefit did not show any payment weaknesses.

Regarding the Group's liquidity reserves, the Management is in discussions for their further strengthening in first place through the extraction of long-term capital, (up to 15 million euros). In any case, the net cash available of Plaisio is still positive, as has been the case in recent years.

Macroeconomic Situation in Greece – Capital Controls

In 2019, the National Economy was characterized by one more year of growth, slightly lower than the expectations, albeit the negative acceleration of European economy and the conduct of double elections. The growth rate of GDP remained almost stable at 1,9% comparing with that of 2018. In terms of the major cash element of the general government, the primary surplus was 4,4% (according to ELSTAT) and the inflation was almost non-existent. Finally, it is noted as one of the primary actions of the new government to abolish the capital controls that have affected significantly the Greek entrepreneurship for more than four years.

However, it is clear that the economic data of passing months will have a minor impact on the estimation of Greek economy’s development in 2020 since it will be determined dramatically by the outbreak of COVID-19 pandemic. These consequences are impossible to be measured at the moment, since they are closely related with the duration, intensity and consumer behavior as an outcome of the pandemic confront. Particularly, as far as Greece is concerned, the progress of tourism will play a crucial role over the current financial year as it is estimated that this industry of the economy affects either directly or indirectly more than 20% of the GDP and, consequently, it influences substantially Greeks’ income. In any case, the decrease of the main macroeconomic elements of national economy in 2020 is definite, which is considered as a significant risk for the course of the Group.

The main risks are analytically presented below:

1. Interest Risk

The long-term bond loans of the Company and the Group, on December 31st 2019, were 6.900 th. Euro (8.940 th. Euro on 31.12.2018) and the short-term bond loan was 2.040 th. Euro (2.333 th. Euro on 31.12.2018). From the total bond loans, the 4.740 th. Euro refers to a common bond loan with floating interest rate from NBG, while the remaining amount refers to a common bond loan with floating interest rate from Eurobank SA. The short-term bank loans were null on 31.12.2019 (0 th. Euro on 31.12.2018). The total bank debt of the Company was decreased to 8.940 th. Euro from 11.273 th. Euro, on 31.12.2018 (approximately -20,7%).

The following table presents the sensitivity of both the results of the period and the net equity to a change of the interest rate of +1% or -1%. As a result of the decreased debt, the sensitivity is limited. The relevant influence is presented as follows:

A) Interest Rate increase by 1%:

- the results of the period as well as the Net Equity of the Group and of the Company, in that case, would decrease by 89 th. Euro and 110 th. Euro in 2019 and 2018 respectively.

B) Interest Rate decrease by 1%:

The results of the period as well as the Net Equity of the Group and of the Company, in that case, would increase by 89 th. Euro and 110 th. Euro in 2019 and 2018 respectively.

The level of the interest rates remains in a satisfying level due to the capital structure of the Group and the stable timely repayments of any kind of financial liabilities and the co-operation relationships the Group retains with the banks. As a consequence, it is noted the wide liquidity of the Group and the fact that the cash and cash equivalents exceed the Group's total short-term and long-term borrowings in the last years.

2. Credit Risk

The Group has no significant credit risk, mainly because of the large dispersion of its customers. Retail sales are paid in cash or via credit cards, whereas for wholesales the Group has all the necessary internal procedures and policies, according to which it approves a credit limit, examining the creditworthiness of the customer, on a case by case basis, separately. Furthermore, it is a Group's policy, that the largest amount of receivables from customers is insured. The Company has divided its customer's base to named and non-named customers. The balances of the Public Sector are not insured.

The Company and the Group form a provision for doubtful receivables, as stated analytically in Note 13 of the Annual Financial Report.

On December 31st 2019 the total balance of customers and other trade receivables (not including the subsidiary) was 23.338 th. Euro and 22.584 th. Euro, respectively, while the provision for doubtful receivables was 1.903 th. Euro and 1.812 th. Euro, for the Group and the Company, respectively.

The above mentioned bad debt provision includes:

a) a strictly defined provision for all the customers that have been characterized as doubtful,

b) a specific provision for all the customers that have overdue balances based on the ageing of their balances,

c) a provision, based on the increased level of risk because of the conditions of the economic environment taking into consideration : 1) the reduced liquidity of Greek businesses and 2) the difficult access to bank financing.

It is noted that this provision includes also non-overdue receivables. For this provision the balances of all the customers have been taken into account, with the exception of the receivables from Plaisio Computers JSC, as it is considered that there is no risk of non-collection of these particular balances,

d) the Group has already formed a provision for the balances from the Public Sector. It is noted that this provision also includes non-overdue balances.

The trade receivables increased by 2.603 th. Euro but they show an improved aging analysis. Taking the above into account, the percentage of the formed provision for the current year decreased (8,2% compared to 13,8% in 2018), but remained in a level that satisfies the estimations of the Management, based, also, on the historical data of default payments.

In any case, the Management examines the amount of receivables; taking into account historical data and the respective market trends in order to form a high level of provision in relation with the trade receivables and to control the risk.

The debit balance of the company Plaisio Computers JSC to the parent company Plaisio Computers S.A. on 31.12.2019 amounted to 287 th. Euro. The Management of the Company considers that, the aforementioned amount has no risk of non-collection, given that Plaisio Computers JSC is a 100% subsidiary.

3. Inventory-Suppliers Risk

The Group takes all necessary measures (insurance, safekeeping), so as to minimize the risk and contingent damages of inventory, due to physical disasters, thefts etc. Furthermore, since the Group takes activity in a sector of high technology, where the risk of technical devaluation is extremely increased, the Management reviews the net realizable value of inventory and forms the appropriate provisions, so that the value in the financial statements coincides with the real one.

On 31.12.2019, the total value of inventory was 59.842 th. Euro and 58.243 th. Euro, while the provision for devaluation was 6.470 th. Euro and 6.441 th. Euro, for the Group and the Company respectively. In comparison, on 31.12.2018 the amounts were 61.005 th. Euro and 59.729 th. Euro (inventory) and 8.479 th. Euro and 8.452 th. Euro (provision for devaluation), for the Group and the Company respectively. The provision for devaluation was calculated taking into account the inventory turnover.

On 31.12.2019, the inventory decreased despite the launch of the new product category, that of Domestic Appliances. The provision for devaluation of inventory formed to 10,8% compared to 13,9% on 31.12.2018.

It is noted that the Group has calculated a limited provision for devaluation for the domestic appliances, as they are less than a year in the Group, so they have a limited probability for devaluation.

The Company considers the suppliers' risk very limited, and in any case non-important for its financial results, since there is no significant dependence on any one of its suppliers as there is no supplier, which exceeds the 10% of the total supplies, except one supplier which exceeds the aforementioned percentage (10.7%). Also, the down-payments were distributed to various suppliers. The above mentioned facts mark the fixed policy of the Management for no significant dependence from individual suppliers, in order to minimize the risk from the termination of a co-operation or the bankruptcy of a supplier, and no significant change is expected concerning the conservative policy of the Company during the financial year 2020.

4. Foreign Exchange Risk

The foreign exchange risk is the risk of volatility of the value of financial assets and liabilities due to changes of exchange rates. The majority of the Group's transactions and balances conducted in Euro, but at the same time, the Group has deposits in foreign currency (Note 15). Furthermore, there are no loan liabilities in a currency other than the Euro. The Group in certain cases, hedges the foreign exchange risk, by conducting derivative contracts, but does not proceed with hedge accounting for that matter.

The Management of the Group observes at all times the foreign currency risks that may arise and evaluates the need for relevant measures. The activity of the Group in Bulgaria is not considered to enhance currency risk, as the exchange rate of the Bulgarian currency to the Euro is fixed.

5. Turnover Seasonality

Sales' seasonality demands rational working capital management and smooth inventory inflows in order to avoid any shortage. The Group's sales are characterized by limited seasonality as approximately 57% of the total sales are realized in the second half of the year. In the second semester of the year, the sales from the beginning of the school and academic year, the sales from Black Friday and the sales from the Christmas period are realized. Despite the seasonality, the Management estimates the referred risk as limited due to the wide liquidity and the ability to act immediately in cases of necessity of increased inventory and due to the retention of sufficient inventory for the needs of the Group.

6. Intensity of Competition

The Company operates in an intensively competitive industry, as there are many retailers which operate in the consumer electronics sector. However, due to the multi-product approach of the Group, it is not an easy exercise to identify an identical business model in the market. In any case, the Group achieves over time one of the best performance margins, and consistently shows profitability, facts that prove the success in the referred Market.

However, the competition may change in the future with the entrance of new competitors in the market or with the amendments of the strategy of the already existed competitors. Also, in periods when the consuming spend is stable or decreasing, the competition can lead to redistribution of the market shares. The intensity of competition may negatively affect the turnover and the profitability of the Group.

7. Liquidity Risk

The Group retains high level of cash and cash equivalents which exceed the total bank debt exposure while, in parallel, has pre-approved credit balances from banks in order to minimize liquidity risk. The Group, is also highly estimated by the Greek banks and its vendors, because of its 51 year dynamic course in the Greek market.

The financial liabilities of the Group and the Company on 31.12.2019 and 31.12.2018 are analyzed as follows:

THE GROUP 31.12.2019	**up to 12 months**	**from 1 up to 2 years**	**from 2 up to 5 years**
Suppliers & Other Short term Liabilities	51.192	0	0
Loans & Interest	2.245	2.192	4.939
Total	**53.437**	**2.192**	**4.939**

THE GROUP 31.12.2018	up to 12 months	from 1 up to 2 years	from 2 up to 5 years
Suppliers & Other Short term Liabilities	41.403	0	0
Loans & Interest	2.712	2.349	7.324
Total	**44.115**	**2.349**	**7.324**

THE COMPANY 31.12.2019	up to 12 months	from 1 up to 2 years	from 2 up to 5 years
Suppliers & Other Short term Liabilities	50.305	0	0
Loans & Interest	2.245	2.192	4.939
Total	**52.550**	**2.192**	**4.939**

THE COMPANY 31.12.2018	up to 12 months	from 1 up to 2 years	from 2 up to 5 years
Suppliers & Other Short term Liabilities	40.517	0	0
Loans & Interest	2.712	2.349	7.324
Total	**43.229**	**2.349**	**7.324**

The Group considers its liabilities to suppliers as short-term. In the same category, other short term liabilities and tax liabilities are included. The increased balances in the end of 2019, is attributed mainly in the increased purchases for products in the end of the year which included purchases for the new product category as well.

Taking into consideration all the above mentioned acknowledgments and the assurance of the smooth repayment of the liabilities using the wide liquidity of the Group and the cash flows, this particular risk is limited.

UNIT C: IMPORTANT TRANSACTIONS WITH RELATED PARTIES

In this section the most important transactions between the Company and its related parties, as they are defined by IAS 24, are presented:

The companies that are related to the Company and are members of the Group are the following:

1. **PLAISIO COMPUTERS JSC** (Subsidiary), which is located in Sofia Bulgaria, in which the Company participates by 100%.
2. **PLAISIO ESTATE JSC** (Associate), which is located in Sofia Bulgaria, in which the Company participates by 20%.
3. **PLAISIO ESTATE S.A.** (Associate), which is located in Kiffisia Attica, in which the Company participates by 20%.

In the following table, the company BULDOZA S.A, in which shareholder by 100% is Mr. Konstantinos Gerardos, the Vice Chairman and C.E.O. of PLAISIO COMPUTERS S.A, is also included. It is specified, that this company is not consolidated, but is a related party, as defined in paragraph 9 of IAS 24.

On December 31st 2019 the receivables and liabilities of each of the above mentioned companies, as well as the income or expense which resulted from the transactions with Plaisio Computers S.A., during 2019 and according to IFRS, were the following (amounts in th. Euro):

Company	Claims of Plaisio Computers	Liabilities of Plaisio Computers	Income from transactions with Plaisio Computers	Expenses from transactions with Plaisio Computers
Plaisio Estate S.A.	0	3	747	6
Plaisio Computers JSC	287	0	0	3.735
Plaisio Estate JSC	0	0	0	0
Buldoza S.A.	77	0	1	213
Total	**364**	**3**	**747**	**3.954**

More specifically and in order to identify further the above mentioned transactions some clarifications follow:

1. Plaisio Estate S.A. invoiced Plaisio Computers S.A. 747 th. Euro, referring to services from rents and provision of services from leasing of buildings (600 & 147 th. Euro respectively).
2. Plaisio Computers S.A. invoiced Plaisio Computers JSC for sales of merchandise to the latter with 3.735 th. Euro.

It is, furthermore, clarified that for the above-mentioned period of time, Plaisio Estate JSC had income of 120 th. € from Plaisio Computers JSC, which came from rents.

3. Plaisio Computers S.A. invoiced Buldoza S.A. for services and products with the amount of 213 th. Euro.

During the current financial year (2019), Plaisio Estate JSC decided during its Annual Shareholder Meeting that took place on 05.06.2019, to pay dividend to the Company of 9 th. Euro. The dividend was paid on 26.06.2019. Plaisio Computers JSC took the decision on 04.06.2019 to distribute to the Company dividend for 2018 of 40 th. Euro. The payment was paid on 27.06.2019.

For the period 01.01.2019-31.12.2019, the transactions and remuneration of the managers and members of the Board of the Company including the social security contributions, came up to 866 th. Euro.

The aforementioned transactions are in line with the usual activities of the Company so the above mentioned transactions do not affect significantly the financial position and the results of the Group.

UNIT D: ANALYTICAL INFORMATION, ACCORDING TO ARTICLE 4 PAR. 7 OF THE LAW 3556/2007, AS IT IS VALID TODAY AND RELATIVE ANALYTICAL INFORMATION

1. Structure of the share capital of the Company

The Company's share capital amounts to seven millions two hundred eighty four thousand nine hundred sixty nine Euro and forty five cents (7.284.969,45), and is divided to twenty two millions seventy five thousand six hundred and sixty five (22.075.665) ordinary shares with a nominal value of thirty three eurocents (0,33) Euro each, on 31.12.2019.

Each share implies all liabilities and rights that are obliged by the law and by the Memorandum of the Company which complies with the provisions of the l. 4548/2018. The ownership of a share implies the acceptance of the Company's Memorandum and of all the decisions made by the different bodies of the Company are in compliance with the law and the Memorandum. Each share empowers the entitlement of one vote.

2. Restrictions to the transfer of shares of the Company

There are no restrictions, regarding the transfer of the Company's shares, with the exception of limitations existing in bond loan contracts that the Company has contracted (with the provision for participation majority or/and of increased percentage, sustained by Gerardos family).

All the Company's shares are listed for trading in the Athens Stock Exchange under Main Market and are transferable as the law obliges.

3. Important direct or indirect participations

The significant holdings of the Company are the following:

a) **Plaisio Computers JSC Bulgaria (Subsidiary),** in which the Company participates with 100% of the shares and voting rights,

b) **Plaisio Estate S.A. (Associate),** in which the Company participates with 20% of shares and voting rights,

c) **Plaisio Estate JSC Bulgaria (Associate),** in which the Company participates with 20% of shares and voting rights.

Furthermore the important direct or indirect participations to the share capital and to the voting rights of the Company, in the sense of articles 9 to 11 of the Law 3556/2007 are the following (31.12.2019):

- George Gerardos with 14.717.308 shares and voting rights - percentage 66,67% (direct participation).
- Konstantinos Gerardos with 3.415.524 shares and voting rights - percentage 15,47% (direct participation).

4. Shares that offer special voting rights

There are no shares that offer special voting rights.

5. Limitations in voting rights

There is no limitation on the voting right of each share of the Company.

6. Agreements among shareholders of the Company

The Company is not aware of any agreements among shareholders entailing limitations on the transfer of shares or limitations on voting rights.

7. Rules of appointment and replacement of the Board of Directors and of amendment of the Memorandum which differ from the c.l. 4548/2018.

The rules concerning the appointment and replacement of members of the Board of Directors and the amendment of the provisions of the Articles of Association of the Company do not differ from those envisaged in Laws 4548/2018 and 3016/2002.

8. Authority of the Board of Directors or of some members for issuance of new shares or for purchase of Company's own shares according to article 49 of c.l.4548/2018.

There is no fixed authority of the Board of Directors or certain members of the Board to issue new shares, or to buy own shares. The above-mentioned authority can be given to the Board of Directors by the General Assembly of Company's shareholders. During the annual Ordinary General Assembly of 23.05.2019, the shareholders approved amongst others the share buyback program and specifically it approved the purchase into a period of twenty four (24) months after the approval date of that decision - that is the 23.05.2021 - by the upper limit of two million two hundred seven thousand five hundred sixty seven (2.207.567) common shares, which represent 10% of the total outstanding shares of the Company, with purchase price of two Euros and fifty cents (2,50) per share as the lowest limit and of seven (7,00) Euros per share as the upper limit. At the same time, this General Assembly, by this decision, gave empowerment to the Company's Board of Directors to conduct the referred procedure. The necessary permission for the implementation of the aforementioned decision given on the 21st April 2020 and is still in force up to the date of publication of the financial results. It is noted the Company does not hold any treasury shares in the date of the annual financial report.

9. Agreements which are put in force, amended or terminated in the event of a change in the control of the Company following a public offer

The Company has no agreements which are put in force, amended or terminated in the event of a change in the control of the Company following a public offer.

10. Significant agreements with members of the Board of Directors or its employees

The Company has no significant agreements with members of the Board of Directors or its employees providing for the payment of compensation, especially in the case of resignation or dismissal without reasonable cause, or in case of any other public offer.

ANALYTICAL INFORMATION, ACCORDING TO ARTICLE 4 PAR. 8 OF THE LAW 3556/2007

The numbering of this analytical information follows the relevant numbering of the information of article 4 par. 7 of the law 3556/2007, as is above analysed:

1. The structure and the formation of the share capital of the Company, are described analytically in article 5 of the Memorandum of the Company, the last encoding of which took place on 23.05.2017, as a result of the decision taken on the Annual Ordinary General Assembly.

2. There are no restrictions either by the law, or the Memorandum of the Company, or any other agreement to the transfer of the Company's shares. This is with the exception of the contracts for the common Bond loans, which stipulate the following:

a) Common Bond Loan from N.B.G.: the main shareholders have to hold at least 51% of the share capital throughout the duration of the contract. The remaining balance of the common bond loan was 4.740 th. Euro.

b) Common Bond Loan from Eurobank (balance 31.12.2019: 4.200 th. Euro): the main shareholders have to hold the majority of the share capital throughout the duration of the contract.

3. The data relevant to the number of shares and voting rights of the persons holding significant participations have been obtained from the Book of Shareholders of the Company and from all acknowledgments that have legally come to the Company.

4. There are no other shares categories. There are only common registered shares.

5. The Company has not been informed of such limitations.

6. Likewise, the Company has not been informed of such agreements.

7. For these issues the Memorandum of the Company does not differ from the provisions of the law 4548/2018.

8. On 23.05.2019 the annual Ordinary General Assembly gave to the BoD of the Company the authority to buyback shares of the Company, up to 2.207.567 treasury shares, under the regulatory framework of article 49 of l. 4548/2018, with purchase price two euros and fifty cents (2,50) per share as the lowest limit and with seven (7,00) Euros per share as the upper limit, a decision which has been activated since 21.04.2020. The program is still in progress. The Company does not hold any treasury shares on the date of the annual Financial Report.

9. There are no such agreements.

10. Likewise, there are no such agreements.

UNIT E: INFORMATION FOR LABOR AND ENVIRONMENTAL ISSUES

1. The Group during the period ending on 31.12.2019 employed 1.403 people and the Company 1.336 respectively, for the period ending on 31.12.2018 the relevant numbers were 1.423 and 1.351.
2. One of the main principles of the Group and the Company is the constant training of its people and the enhancement of the company's conscience on all levels of activities of the Group. A series of relevant training courses occurred during this period of 2019, since the up-to-date training is a basic target of the Group, as well as the conservation of the total of the work force to the peak of information.
3. The Group recognizes the need for constant improvement of environmental performance based on continuing growth and compliance with the law and regulations according to international standards and targets a balanced financial growth in harmony with the natural environment. Following a sustainable growth path the Group implements its activities in such a way that protects the environment and also its employee's hygiene and safety.

UNIT F: DEVELOPMENT AND PERFORMANCE OF THE GROUP - FINANCIAL INDICES AND INDICES OF PERFORMANCE

Development and Performance of the Group:

The development of the Group during the four previous financial years and 2019 are presented in the tables below:

(amounts in th. euro)	01.01.2015-31.12.2015	01.01.2016-31.12.2016	01.01.2017-31.12.2017	01.01.2018-31.12.2018	01.01.2019-31.12.2019
Turnover	271.985	282.990	286.098	308.858	317.149
Gross Profit	61.192	60.471	62.133	63.110	64.246
E.B.T.	9.345	6.551	7.288	6.100	3.008
E.A.T.	6.736	4.476	4.900	3.856	1.947

At the level of percentages, the performance of the Group for the same period is presented in the following table:

	2016 vs 2015	2017 vs 2016	2018 vs 2017	2019 vs 2018
Turnover	4,0%	1,1%	8,0%	2,7%
Gross Profit	(1,2%)	2,7%	1,6%	1,8%
E.B.T.	(29,9%)	11,3%	(16,3%)	(50,7%)
E.A.T.	(33,6%)	9,5%	(21,3%)	(49,5%)

Financial and Performance Indicators of the Group:

(Consolidated Figures)

Financial Indices			
	31.12.2019	**31.12.2018**	**Comments**
Current Assets / Total Assets	61,2%	76,6%	These indices display the proportion of capital which has been used for current and fixed assets
Fixed Assets / Total Assets	38,8%	23,4%	
Net Equity / Total Liabilities	88,1%	153,8%	This index shows the relationship between equity and debt financing
Total Liabilities / Total Net Equity & Liabilities	53,2%	39,4%	This index shows the dependency of the company on loans
Net Equity / Total Net Equity & Liabilities	46,8%	60,6%	
Net Equity / Fixed Assets	120,6%	258,6%	This index shows the degree of financing of the fixed assets of the company from the Net Equity
Current Assets / Short-term Liabilities	202,5%	254,4%	A liquidity ratio that measures a company's ability to pay short-term obligations.
Working Capital / Current Assets	50,6%	60,7%	This index shows the part of current assets which is financed by the working capital
Indices of Financial Performance			
	01.01-31.12.2019	**01.01-31.12.2018**	**Comments**
EBT/ Total Sales	0,9%	2,0%	This index shows the total performance of the company in comparison to total sales
EBT / Net Equity	3,2%	6,6%	This index shows the yield of the company’s equity
Gross Profits / Total Sales	20,3%	20,4%	This index shows the GP in % over the sales

Turnover

The total turnover of the Group in 2019 came up to 317.149 th. Euro, having increased by 2,7% compared to 2018. The sales of personal computers and digital equipment decreased by 4,3% compared to 2018 figures (139.140 th. Euro and 145.333 th. Euro, respectively). The decrease in sales resulted in the decrease of the sector's participation in total sales to 43,9% from 47,1% in 2018. In contrast, telephony increased by 5,9% and came up to 65.647 th. Euro. Telephony sector contributed by 20,7% to Group's total sales (20,1% in 2018). The Office equipment sector, also, increased its sales to 102.431 th. Euro, contributing by 32,3% to total sales (2018: 32,4%).

In the last days of June, the Group launched the new product categories, that of major and small domestic appliances and cooling and heating appliances. This category constitutes a new operating segment for the Group. However, the sales of this new segment will be presented for comparison in the restated segment "Domestic Appliances / Other". The sales of this category came up to 9.930 th. Euro, of which 8.565 th. Euro relate to sales of domestic appliances.

	Office Equipment	**Computer and Digital Equipment**	**Telecom Equipment**	**Domestic Appliances / Other**	**Total**
Revenue 2019	102.431	139.140	65.647	9.930	317.149
Revenue 2018	99.984	145.333	62.000	1.541	308.858
% Change	**2,4%**	**(4,3%)**	**5,9%**	**544,2%**	**2,7%**

Gross Profit

The increase in the cost of sales by 2,9% was slightly higher than the increase rate of the sales, resulting in the gross profit of the Group to increase by 1,80% to 64.246 th. Euro compared to 63.110 th. Euro in 2018. The gross profit margin decreased to 20,26%.

Operational Expenses - Financial Income and Expenses and Earnings from Associates

The expenses of the Group, including the financial expenses, came up to 61.696 th. Euro, compared to 57.187 th. Euro last year, having an one-digit increase of 7,9% and are analysed as follows:

in th. Euros	**01.01-31.12.2019**	**01.01-31.12.2018**
Administrative Expenses	9.205	7.101
Distribution Expenses	51.662	49.738
Other Expenses / (Income)	(1.895)	(864)
Financial Income –Expenses	2.745	1.224
Earnings from Associates	(20)	(13)

In the first half year of 2019, the Company focused on its development plan. The new operating segment of small and major domestic appliances and the heating & cooling appliances, the opening of the new superstore of 3.000 sq.m. in Petrou Ralli, the renovation in the stores of Dafni, Metamorphosi, Kalamaria and the re-opening of the old store in Ag. Paraskevi in order to include the new product categories and the adoption of the new concept in the store in The Mall and the construction of a new distribution center in Mandra which accommodates bulky inventory were the main actions of 2019. The aforementioned actions in combination with the increased marketing activities led the increase in operating expenses. The increase in financial expenses is, mainly, attributed to the adoption of IFRS 16 which is presented in note 2.2.

Earnings before Tax – Earnings after Tax

The lower increase in gross profit compared with the increase in operating expenses resulted in the earnings before taxes of the Group decreasing by 50,70%, to 3.008 th. Euro. Consequently, the earnings after taxes of the Group ended up to 1.947 th. Euro compared to 3.856 th. Euro in 2018. The income tax and the effect of the change in the tax rate is presented in note 25. Had the adjustment to IFRS 16 not happened, EBT and EAT would have been 3.954 th. Euro & 2.893 th. Euro respectively and the percentage of decrease compared to 2018 would be limited to 35,2% and 25%.

The adjusted Earnings Before Taxes (EBT) and After Taxes (EAT) are calculated by deducting from the respective financial figures the expense adjustments related to rent payments and by adding the depreciation and the finance cost from the implementation of IFRS 16.

Tax audit for obtaining the “Tax Certificate” is already in progress from the company “BDO Certified Public Accountants S.A”. By the completion of the tax audit, it is not expected significant tax liabilities other than those posted and depicted in the financial statements.

UNIT G: ALTERNATIVE PERFORMANCE MEASURES ("APM")

As Alternative Performance Measure (APM) is considered, according to the definition of the European Capital Commission, a financial ratio which measures the historical or the future financial performance, financial position or cash flows, which is not defined by the IFRS. Even if APM are not included in IFRS, APM have to be evaluated supplementary with the figures provisioned by the IFRS and always in combination with the IFRS results.

The Group uses in a limited extent the Alternative Performance Measures during the publication of the financial performance with target the better understandability of the operating results of the Group and its financial position. Plaisio has as a general principle, the presentation of the examined performance measures to be clear, in order the measures to be suitable and useful for the decision making by the users of the financial statements.

The Group, both in the current and the previous year has not used adjusted APM,(i.e. adjustments in the figures of P&L, Balance Sheet or Cash Flow), except the adjusted EBITDA. This APM is calculated due to the first implementation of IFRS 16 and the measure is applied for the period 01.01-31.12.2019 and is calculated excluding the effect of IFRS 16. The below amounts presented in th. €.

A. Net Debt (Net Liquidity): Consist of an APM that is used in order to estimate the capital structure of the Group. It is calculated as the difference between the total debt (long-term and short-term) and the total of cash and cash equivalents. Net debt is an "APM" which is used by the Management for the evaluation of the capital structure of the Group and the leverage ability. Net debt is calculated by adding to long-term loans, the short-term part and the short-term bank loans minus the cash and cash equivalents (see table below). If the result of the aforementioned difference is negative (as in the case of Plaisio) indicates the liquidity of the Company exceeds its total liabilities.

	THE GROUP		THE COMPANY	
NET DEBT (LIQUIDITY)	**31.12.2019**	**31.12.2018**	**31.12.2019**	**31.12.2018**
Total long-term debt	6.900	8.940	6.900	8.940
Total short-term debt	2.040	2.333	2.040	2.333
Total debt (A)	**8.940**	**11.273**	**8.940**	**11.273**
Minus: Cash & cash equivalents (B)	(39.190)	(40.842)	(38.728)	(40.124)
Net Debt (Liquidity) (A) - (B)	**(30.250)**	**(29.569)**	**(29.788)**	**(28.851)**

B. Earnings before interest, taxes and depreciation/amortisation – EBITDA: Constitutes the most used measure of operating effectiveness, because it takes in consideration only the expenses that are relative with the daily operation of the Group and the Company. EBITDA is calculated by adding the turnover and the other operating income minus the cost of sales and the operating expenses before the depreciation and amortisation as presented in the table below. EBITDA (%) is calculated by dividing EBITDA with the turnover.

Adjusted EBITDA (excluding the effect of IFRS 16) is defined as deducting from EBITDA the expense adjustments related to leases. Adjusted EBITDA margin (%) is defined as Adjusted EBITDA divided by total turnover.

EBITDA – % EBITDA	**THE GROUP**		**THE COMPANY**	
	31.12.2019	**31.12.2018**	**31.12.2019**	**31.12.2018**
Turnover (A)	317.149	308.858	309.623	302.741
Other Operating Income (B)	458	177	431	143
Minus: Cost of Sales (C)	(252.902)	(245.748)	(247.481)	(241.566)

Minus: Total operating expenses before depreciation, amortizations and impairment (D)	(51.139)	(53.829)	(49.393)	(52.006)
EBITDA (A) + (B) + (C) +(D)= (E)	**13.565**	**9.458**	**13.179**	**9.311**
% EBITDA (E) / (A)	**4,28%**	**3,06%**	**4,26%**	**3,08%**
Expenses adjustments related to rent payments	(5.079)	0	(4.875)	0
Adjusted EBITDA (before IFRS 16)	**8.486**	**9.458**	**8.304**	**9.311**
% Adjusted EBITDA (before IFRS 16)	**2,68%**	**3,06%**	**2,68%**	**3,08%**

UNIT H: ASSESSMENT OF THE EVOLUTION OF THE ACTIVITIES OF THE GROUP DURING 2020

2019 was the third consecutive year with a positive growth rate approaching 2%, higher than the European average. Although the new government proceeded with targeted tax cuts, the balance of payments for another year marked a positive sign by 4.4%, at primary level. Domestic demand recorded a growth rate of 1% driven mainly by public consumption which increased by 2.1%. The growth rate of exports approached 5% lower than in the previous two years, but, almost double the increase in imports. In a year in which consumer prices remained at almost the same level as in 2018, there was a significant decline in unemployment, the average rate of which during the year was 17.3%, two percentage points lower than the last year. Finally, it is pointed out that at the end of August, the last restrictions on capital controls were suspended, which characterized the Greek economy for the last 4 years

Although during the first two months of 2020, the estimates for the course of the Greek economy were moderately optimistic, with a development emphasis mainly on tourism and private consumption (which showed a poor performance for another year, in 2019), the current Developments with the spread of the pandemic around the world, it is obvious that it could not leave our country unaffected, being trading in a globalized environment. Thus, according to all analysts, the growth rate of the Greek economy is estimated to slow down significantly in 2020. However, the issue is the amount of decrease, which is difficult to detect, as it depends on a significant number of factors such as, the end result in critical sectors of the Economy (prominently in Tourism, but also in Construction area in general), the final amount of European and Government aid of all kinds to the affected economic units in combination with the size of the financing of the Economy by the domestic banking system and the impact of the above on consumption, savings and financing of investments, and finally, the final amount of formation of Unemployment. As a result of the existence of multifactorial variables, the estimates of International and National Bodies and Analysts differ significantly from each other and move, in terms of GDP contraction rate from -6% (basic scenario of the Bank of Greece) up to 15%. GDP decline will be the result of the decline in domestic private demand (trade, catering and entertainment) and the external demand for services in areas such as transport and tourism.

In this context, it is clear that in order to record more reliable estimates of the Group's prospects and development this year, the rate of return to "normalty" should be reflected, especially in terms of sales, especially during the months, which traditionally participate to a greater extent in the formation of the turnover, ie September, November and December. In any case, the Management is constantly reviewing the basic financial figures with the aim, for this year, of the positive sign at the operational level.

UNIT I: OTHER INFORMATION-TREASURY SHARES-EVENTS THAT TOOK PLACE AFTER THE END OF THE PERIOD

1.1. The Parent Company has branches in Greece and operates twenty four stores after the opening of the new store in P. Ralli. The stores of the Company arein space the Provinces of Attica, Thessalonica, Heraklion, Chania, Larissa and Achaia. The subsidiary Plaisio Computers JSC operates one store in Sofia in Bulgaria.

1.2. None of the companies consolidated has such shares of paragraph 1e, article 26 of the law 4308/2014, except the Parent Company.

On 23.05.2019 the annual Ordinary General Assembly gave to the BoD of the Company the authority to buyback shares of the Company into a period of twenty four months after the approval date of that decision – that is the 23.05.2021 - up to 2.207.567 treasury shares, under the regulatory frame of article 49 of l. 4548/2018, with purchase price two euros and fifty cents (2,50) per share as the lowest limit and with seven (7,00) Euros per share as the upper limit. The share buyback programme began based on the decision taken on 21.04.2020. The Company does not hold any treasury shares on the publication of the annual financial results date. It is noted that the voting rights from the above mentioned shares are not exercised.

1.3. There are no other significant events that took place after the conduction of the financial report which could significantly affect the financial statements except the below:

a) COVID-19, which was first detected in China in December 2019 and has since spread to 186 countries around the world, has already had a negative impact on both global and domestic economic growth. The consequences and the risks regarding the pandemic COVID-19 are presented in Unit B "Main Risks and Uncertainties".

b) the Company signed the extension of the 11th of April 2014 market making agreement with BETA SECURITIES S.A. for one (1) more year and particularly by the 4th of May 2021. Based on the aforementioned contract and according to the terms and conditions of the agreement, BETA SECURITIES S.A., with its capacity as market maker of the shares of the Issuer and for the improvement of the Issuer's liquidity, will transmit to the Trading System of the Athens Stock Exchange market making orders (i.e. simultaneous buy and sell orders) for its own account on the Issuer's shares, in accordance with those rules.

c) On 23.05.2019 the annual Ordinary General Assembly gave to the BoD of the Company the authority to buyback shares of the Company, up to 2.207.567 treasury shares, under the regulatory framework of article 49 of l. 4548/2018, with purchase price two euros and fifty cents (2,50) per share as the lowest limit and with seven (7,00) Euros per share as the upper limit, a decision which has been activated since 21.04.2020. The program is still in progress. The Company does not hold any treasury shares on the date of the annual Financial Report.

d) the Company signed the extension of the 16th of February 2015 market making agreement with Eurobank Equities S.A. for one (1) more year and particularly by the 1st of March 2021. Based on the aforementioned contract and according to the terms and conditions of the agreement, Eurobank Equities S.A., with its capacity as market maker of the shares of the Issuer and for the improvement of the Issuer's liquidity, will transmit to the Trading System of the Athens Stock Exchange market making orders (i.e. simultaneous buy and sell orders) for its own account on the Issuer's shares, in accordance with those rules.

UNIT J: NON FINANCIAL INFORMATION (BASED ON 4403/2016 & ARTICLE 151 OF L. 4548/2018)

Based on the law 4403/2016, since 2016, the companies of public interest, among which are the public listed companies, with more than 500 employees, should include non financial information into their financial report. The corporate social responsibility and the sustainable growth are of utmost importance for the Group. In this Unit, the policies applied regarding the environment, the social and labor issues are analyzed as well as issues regarding the respect of the human rights and the policies against corruption and bribery.

1. SHORT DESCRIPTION OF THE BUSINESS MODEL

Some general information is presented in this paragraph regarding the business model under which the Company and the Group operate and act, i.e. the whole structure from which the Company and the Group create, offer and receive value and profit.

The Company was founded in 1969 by Mr. Georgios Gerardos, and evolved into today's legal form in 1988. From the early beginning the vision was the creation of a Company with focus to every single customer and more specifically a place in which the customers could find and buy anything they need in relation with technology, telephony, office products and domestic appliances.

The continuous promotion of innovative products and services in competitive prices, the speed of transactions, the establishment of long-term trust relationships, the reliability and the creation of a sense of intimacy to the customer with the products and services constituted the decisive factors for the creation and establishment of a strong and well-known brand name.

Plaisio express the state-of-the-art commercial approach in Greece. In order to cope with any kind of competition in the Greek market, Plaisio is not just a simple retailer with its branches but it is based on the multi-channel, multi-product and multi-customer business model.

MULTI-CHANNEL

In contrast with the other retailers, Plaisio services its customers through the following sales channels:

1. **Stores:** with 24 stores in Greece and 1 store in Bulgaria, more than 30.000 consumers visit daily the Group's stores and are highly serviced by the experienced and fully specialized personnel.
2. **Dedicated Department for B2B customers:** more than 300.000 companies trust Plaisio for their purchases and receive personalized customer service. The state-of-the-art computerized systems and a 210-member team record and explore the needs of the B2B customers and present solutions that respond to their will, offering a perfect and immediate service with competitive terms. Also, since 2017, there is the new B2B site plaisiopro.gr for an even better customer service.
3. **Catalogues:** with many different publications every single month -more than 2,5 million copies per year- thousands of people find solutions to their needs in a PLAISIO catalogue.
4. **Internet- e-store:** the e-store of PLAISIO is considered as one of the most successful and with the highest traffic e-stores. More than 120.000 users choose the e-store of PLAISIO in a daily basis in order to get informed for High-Tec goods, office products, school products, games/toys and domestic appliances and to proceed with their purchases in a user-friendly environment.

MULTI-PRODUCT

PLAISIO offers an extremely wide range of products, worthily holding the characterization of a multi-product business model.

The consumer has the possibility to browse and choose among 25.000 technology products, office products, telephony products and major and small appliances, of the most well-known international brands or of private label brands (Turbo-X, Q-Connect, Sentio, @work, goomby, Kendrix, Nuvelle etc.) which combine high quality and competitive prices. It is not a random event the fact that every single Turbo-X PC has a complete technical assistance in 24 points in Greece with response time of four hours and a twelve-hour phone assistance, while the Company offers on-site technical assistance as well.

MULTI-CUSTOMER

In contrast with the simple retail branches, PLAISIO holds a polymorphic customer base and does not offer its products and services only to domestic users. The Company adjusts in a continuous way to its customer base needs and service customers with different characteristics, i.e. individuals as well as B2B customers including: 1) free lancers, 2) small & medium companies, 3) big companies and 4) public sector.

PRODUCTS AND SERVICES

The merchandise and the services offered by the Company and the Group are divided in the following sectors:

1) PC & Digital Technology

- Computers (desktops, operating systems, laptops, tablets and accessories, peripherals, data saving devices, services of installation, demonstration, upgrade and repair of PC, etc.)
- TVs, sound and image devices (televisions, home cinemas, projectors, TV accessories, etc.)

and

- Photography and video games (cameras and relative accessories, consoles, drones, etc.)

2) Telephony Sector

- Mobile phones, smartphones, accessories, wearables, Land phones, fax, etc.)

3) Office Products

- Stationery (calendars, accounting forms, organization of office and storage goods, school bags, design materials and drawing papers, etc.),
- Printing products (printers, scanners, photocopiers, multi-machines, consumables, printing papers, etc.),
- Furniture and office equipment (office chairs and visitor chairs, drawing equipment, offices, lockers, libraries, filing and decoration equipment, etc.),
- Toys (classic toys, board games, creative and educational toys, stem, robots, etc.)

4) Domestic Appliances

- Kitchen Equipment (Cookers, Ovens, fridges & freezers, dishwashers, coffee machines, cookware, kitchware)
- House Cleaning (everything for ironing & laundry)
- Cooling & Heating (Heaters, air-conditioning, dehumidifier, fans)
- Personal Care (Men's and Women's grooming)

PERSONNEL

The Group's and the Company's employed personnel on December 31st 2019 was 1.403 and 1.336 employees respectively, compared to 1.423 and to 1.351 in 2018.

2. DESCRIPTION OF THE APPLIED BUSINESS POLICIES

Plaisio as a leading group in technology products, stationery, office products and telephony, creates value for the shareholders and provides high quality products and services to its customers, state-of-the-art technology and complete solutions for everyone.

In order to stay in the leading position in the consumers' choices, Plaisio seeks today more than ever to utilize its resources, to put the basis for a continuous development with focus on the creation of added value and with target the maximization of satisfaction and trust of the customers.

2.1. Group Policies regarding the Environment

The protection of the environment consist a basic condition for the sustainable development and basic pillar for the operation of the Company. In such a framework the Company introduces in its business activity procedures and acts in order to limit the direct and indirect effects caused by its activities. Moreover, the Company owns the certification ISO 14001:2015 referring to its environmental footprint of its headquarters. Basic actions undertaken by the Company are the following:

- Saving of energy and of natural resources, and
- Effective solid wastes management.

The CO_2 emissions of the Company reduced in 2019 by 3,5% and ended up to 5.485,8 tones compared to 5.683,1 tones in 2018.

Energy Management

The energy management and the limitation of its consumption constitute the important parameters of the environmental responsibility of the Company. In this direction the Company performed the following actions:

- The Company continues the replacement of the lamps in its signs with lamps of LED technology,
- The Company continues the replacement of the lamps inside its stores with new lamps of LED technology, an action which also contributes to the limitation of the consumed energy.

Solid Waste Management

- Installation in the Company's stores of recycling bins for batteries and electronic appliances. In 2019, the Company collected and sent for recycling 10 tons of batteries and 164 tons of electronic appliances,
- Implementation of a recycling program regarding the paper that it is used by the Company and constitutes its main produced solid waste. In 2019 the Company recycled 328 tons of package and 190 tons of paper and cardboards,
- Recycling of printer inks and toners. In 2019, the Company recycled 3,3 tons of cartridges and 30,6 tons of toners. Finally, there are some other waste materials which were recycled and amounted to 78 tons.

2.2. Policy of the Company regarding the Society

Under the framework of social responsibility, the Company continues to undertake actions which contribute to the society. During 2019, the Company loyal to its commitment for social contribution undertook many relevant actions.

Here are presented some actions of the Company, which began or completed in 2019:

1st Action: For 4th consecutive year, Plaisio and more specifically the voluntary team #plai_sou prepared 7.000 school bags in the beginning of the current academic year. More specifically, Plaisio approached 48 schools and distributed 7.000 school bags with the participation of 300 members of #plai_sou. This action took place in co-orperation with the PROLEPSIS Institute and the programme "DIATROFI". This year, the voluntary team #plai_sou distributed bags to schools in Athens, Piraeus, Nea Makri, Magoula, Patra, Salonica, Heraklion and Chania.

2nd Action: The participation to the 11th Marathon that was organized by "ALMA ZOIS" and took place in Zappeio for the awareness of the society regarding the breast cancer with 442 volunteers among which the CEO of the Company. The Plaisio team was one of the four biggest teams of the Marathon.

3rd Action: The participation to the congress "Panorama of Entrepreneurship" which constitutes the biggest congress with subject the entrepreneurship and the professional guidance of youth. In 2019, was the 8th consecutive year of Plaisio in that congress and welcomed to its headquarters university students. The main target of the Company's participation to that congress is to give the opportunity to young people to know the Company, while in parallel to discuss with the CEO and to make a tour inside the Company's headquarters.

2.3. Policy of the Company regarding the Working or Labour Issues

General Information

The total personnel of the Group at the end of 2019 came up to 1.403 employees from which 53,2% were men and 46,8% women, compared with 53,8% and 46,2% in 2018. These ratios prove the Company's tension to offer equal opportunities.

Human Capital Sex Distribution		
Human Capital	**2019**	**Percentage %**
Male	**747**	**53,2%**
Female	**656**	**46,8%**
Total Human Capital	**1.403**	**100%**

The age distribution of the employees of the Group on 31.12.2019 is presented in the following table:

Age Groups	**Number of Employees**	**Percentage %**
Up to 25	**355**	25,3%
26-30	**454**	32,4%
31-35	**244**	17,4%

36-40	**201**	14,3%
41 +	**149**	10,6%
Total Human Capital	**1.403**	**100%**

It is obvious from the table above that almost 58% of the Group's employees have up to 30 years old. This distribution shows the importance of Plaisio as an employer for the age groups that shows the highest percentages of unemployment in our country.

Health and Safety in the Work Environment

The health protection and the security in any possible aspect of Plaisio's activities is of utmost importance and priority for the Company. The Management of the Company, also, takes actions in order to ensure that all fire protection rules and the rules for the protection from any emergency are followed. Actions for the training of the staff are, also, undertaken.

Benefits to the employees

The Company applies a series of benefits and policies to this direction for its employees and is summarized into the following:

- Granting loans to employees in cases of sudden and extraordinary situations and needs,
- Advance payments to employees in cases of health issues or extraordinary needs,
- Social and health security through private insurance,
- In cases of emergencies, employees and their families can use the blood reserves collected from the blood donation actions,
- The appropriate emphasis is given to the recognition and reward to the employees' success and to the organization of business events that promote the team bonding and spirit,
- School products to the employees' children and Christmas gifts for the employees and their families are given.
- Gym facilities exist in the Headquarters in Magoula of the Company and to the offices of the Company in Metamorfosi for the health and the well-being of the employees.

Training and development of the employees

The size of the Company and its rapid development, allow the employees to find a position that they would fit in by utilizing their talents, their interests and their skills. The training the Group provides is distinguished to:

- Tailor-made seminars,
- Life Long Learning,
- Leadership.

A characteristic example is that in 2019 took place trainings and seminars of total duration of 56.908 human-hours.

In 2019, Plaisio organized a training program for the climate change which took place in the theatre "Atraktos". The speaker was Miss. Desy Karapchanska, a certified Climate Leader of the Al Gore committee and answered to many questions after her presentation. In parallel, she gave advice for the changes we should make for a more sustainable planet. Some of the issues covered are the following:

- What is the climate change?
- What is the Greenhouse phenomenon?

- What is the effect of the climate change in the sea life?
- What are the effects in our lives?
- What are the effects in our lifestyle?
- What are the effects in the nature?
- Why influences the weather and how climate change deteriorates it?

2.4. Policy of the Company regarding the respect of the human rights

Diversity and Equal Opportunities

The promotion of the principle for equal opportunities to everyone and the protection of the diversity constitute two basic principles of the Company. The Management does not accept the discrimination in any aspect of its operations, such as during the hiring procedure, during the determination of the benefits of each employee, during the training of each employee or during the assignment of work tasks. The Company urges and recommend to all the employees to respect the diversity of every single employee or supplier or customer of the Company, and not to accept any behavior that may create any kind of discrimination.

2.5. Policy of the Company regarding the fight against corruption

The Company considers of utmost importance the promotion of the transparency, the compliance with the regulatory framework that it is in force at any time and the fight against any case of corruption. For the Company the long-term and strong trust relationship with its customers, shareholders, investors, suppliers and regulatory authorities consists one of the most important assets and its safekeeping is an absolute priority. The Company has clearly stated to its employees and to the members of the Management, that in any case of corruption the Company will encounter with these cases, by taking the necessary actions.

2.6. Policy of the Company regarding bribery

The Company explicitly prohibits any kind of offer, or acceptance of gifts, grants, mainly, in cash or in any other form as well as any other external utility which is related with the implementation of the duties of its employees. The aforementioned framework is enforceable to all the employees of the Group, the members of the Board of Directors and the total of the management.

3. RESULTS OF THE APPLIED POLICIES OF THE COMPANY

The results of the applied policies of the Company, consist of the creation and retention of a business model which achieves to produce strong financial results, to enhance its already existing co-operations and to set more solid foundations for future yield and wealth.

The consistent financial strategy, the product differentiation, the continuous investment in the human capital, the respect to the environment, the cultivation of environmental consciousness and the concern for the society ensure that the Group is developing with responsibility and strengthen its business activities, based on solid foundations. Despite, the important results of the aforementioned actions, the Group does not rest. The commitment for continuous improvement governs the whole philosophy of the Management and determines the priorities for the future, driven by the principles of sustainability. Also, the Group emphasizes to the quality of its procedures, being certified with ISO 9001:2015.

4. RISKS

In the current part of the non-financial report, a short reference takes place to the most significant risks that refer to environmental, social and labour issues as well as issues relevant to the respect of the human rights, the fight against corruption and bribery which are associated with the activities of the Company. Also, in this part of the report the way by which the Company tries to efficiently cope with those risks is presented.

Given that the Company is one of the most important companies in Greece in the sector of technology products, telephony, office products, and domestic appliances, inevitably risks arise by its business activities in relation with the environment, the society, the employees and the respect and protection of the human rights.

For the aforementioned reason the Company has adopted plenty of methods, procedures and systems, in order to operate with a sense of responsibility to the environment, the society and its employees, while through its evolution and development seeks to add value to its customers, its business partners and its shareholders and to be one of the leaders of the Greek business life.

The main risks the Company encounters during its operation is the high consumption of energy, the produced solid wastes which come from the electrical and electronic appliances, the consumables and the office products that the Company uses, the risk of working accidents which even if it is limited, is a potential risk for every single enterprise, the risk of non-compliance with the principle of equality and in general with the rights of the employees, as well as the risk of bribery.

For the confrontation of the risks regarding the environment, Plaisio takes all the appropriate measures that were analyzed above, takes actions that limit the direct and indirect effects as a result from the activities of the Company and adopts policies for the reduction of the environmental footprint. The saving of energy and of natural resources, the efficient management of its solid wastes and the continuous estimation of environmental risks that are provoked by the Company's operation, consist of the basic fields of action.

Regarding the labour issues, the Management of the Company and of the Group in general operates with a sense of responsibility and consistency to their employees. The Management commits in creation and maintenance of a business environment which promotes the mutual trust, the sense of security, the cooperation and the recognition, promotes equal opportunities and adopts hiring policies and the relevant valuation criteria that are based only on the qualifications, the abilities, the experience and the educational level of each employee.

The transparency in the transactions with the suppliers is an issue of utmost importance for stable and long-term cooperation of the Company and the decisions are taken with completely objective criteria.

5. NON FINANCIAL INDICATORS - RATIOS

In the table below, some basic parameters are presented, regarding the financial, the environmental and human capital performance of the Group.

Financial (in th. Euro)	**2019**	**2018**
Turnover	317.149	308.858
EBT	3.008	6.100

EAT	1.947	3.856
Market Capitalization	76.603	83.446
Total Assets	199.378	153.648
Dividend	0,02	0,07
Taxes	1.061	2.245
Depreciation	7.833	2.146
Employees		
Total Employees	1.403	1.423
% Women Employees	46,8%	46,2%
% Women in Management Positions	27%	31%
% Women in Board of Directors	17%	17%
Number of workhours (participations times training hours)	56.908	57.275
Environment (in tones)		
Recycling of batteries	10,0	4,4
Recycling of electrical appliances	164	120
Recycling of Packages	328	278
Recycling of paper & cardboards	190	201
Recycling of toner	30,6	31,5
Recycling of cartridges	3,3	4,0
Other	78	28

Finally, it is noted that the Group emphasizes to the utility that offers to the society and for that reason has quantified the performance of the promptness in issues of product services as well as the order execution speed. Regarding the first case, the Group has calculated that 80% of the cases have been solved in the first 24 hours. Also, regarding the order execution speed, all the orders have been delivered in 24 hours.

In addition, the Company will publish a Corporate Social Responsibility Report, according to the European Regulation 2014/95. The aforementioned Report will be published on the website of the Company, www.plaisio.gr.

UNIT IA: STATEMENT OF CORPORATE GOVERNANCE

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<u>INTRODUCTION</u>

The term "Corporate Governance" describes the way with which companies are managed and controlled. Corporate Governance is stipulated as a system of relationships between the management of the Company, the Board of Directors, the shareholders and other interested parts and constitutes the structure through which the targets of the company are set, the main risks are identified, the means to achieve the set targets and to control the risks are defined and the observation of the performance of the management is monitored.

Effective corporate governance holds a substantial and primary role to the advancement of competitiveness of companies, to the reinforcement of internal structure and the development of innovative actions, while the increased transparency it offers has as a result the improvement of overall transparency of economic activity of private businesses, public organizations and institutions, with obvious benefits for the shareholders, as well as the investment public.

On October 2013, the new Code of Corporate Governance was published. This Code was drafted at the initiative of the Hellenic Federation of Enterprises (SEV), and was later on amended, in the context of its first review by the Hellenic Corporate Governance Council (HCGC).

The Hellenic Corporate Governance Council, was founded in 2012 and is the result of synergy of the Hellenic Exchanges Group (HELEX) and the Hellenic Federation of Enterprises (SEV) that together recognized the contribution of corporate governance to the continuous enhancement of the Greek corporate institutional framework and broader business environment and also to the increase of reliability of the Greek market. Hence, since then HCGC works towards this direction.

1. Code of Corporate Governance

1.1 Disclosure of willing compliance of the Company with the Code of Corporate Governance

In our country the framework of corporate governance has been developed mainly via the adoption of mandatory legislation or regulation, according to 3016/2002 as it stands today, which mandates among others the participation of non-executives and independent non-executives on the boards of Greek listed companies, as well as the establishment of an internal control function and the adoption of internal charters. Moreover, a number of other later laws such as 4449/2017, which mandates the creation of Audit Committees and Law 3884/2010 on the rights of shareholders, which includes further obligations regarding disclosure of information to shareholders, prior to General Meetings, transposed several European directives in the area of the company law, for the protection and effective updating of the whole of the shareholders. Moreover, the Law 3873/2010 incorporates into Greek legislation the EU Directive 2006/46/EC, operating as a reminder of the need for establishment of a Corporate Governance Code and being simultaneously the cornerstone of the Code. Finally, with the structural reform of the corporate law (l. 4548/2018), significant provisions of Corporate Governance for the remuneration policy (articles 110-112) has been incorporated, based on the Directive (EU) 2017/828. These provisions apply since 01.01.2019.

Our company is in full compliance with the above mentioned laws.

At this point the company states that it adopts as CGC the Code of Corporate Governance of the Hellenic Corporate Governance Council (HCGC) (available at http://www.helex.gr/el/eded), following the “comply or explain” approach.

1.2 Divergence from the Code of Governance and explanation of the non-compliance

The Company states that it conforms to all legal obligations (law 4548/2018, law 3016/2002 and law 4449/2017). These obligations embody the minimum of any Corporate Governance Code, for listed companies.

An important addition to the new Corporate Governance Code is the adoption of the standard of non-compliance of the Company with special practices of the Code. This means that the new Code follows the rule of “comply or explain” and requires from listed companies that choose to imply it, to publish their intentions and either comply with the whole of the Code’s special practices, or explain the reasons of non-compliance with specific provisions.

Regarding the above-mentioned additional practices and rules the new CGC applies, some deviations (including the case of non-compliance) are observed in the current period, for which a short explanation follows.

- ***Part A - Board of Directors and its Members***

I. Role and Responsibilities of the Board of Directors

- The BoD has not created separate committees, to manage the procedure of nominations to the Board and for the preparation of proposals for election in the BoD concerning the remuneration of the members of the BoD and the Management Team.

This divergence is justified by the fact that the Management of the Company, in compliance with the regulatory framework of the articles 110 and 111 of the law 4548/2018, composed the Remuneration Policy which was approved by the Annual General Assembly of the Shareholders that took place on 23th May 2019. As a result, the Company does not consider as a necessity the composition of a separate committee for making proposals to the BoD regarding the remuneration of the executive members of the BoD and of the rest managerial members.

The company has adopted a flexible and totally accurate and clear Remuneration Policy regarding the remuneration of the executive Board Members. This has happened in order the interested parties to be able to distinguish in an easy and accurate way the basic principles and the priorities during the determination of the remunerations. It is noted, that the remuneration of the executive members of BoD includes fixed and variable elements while the remuneration of the non-executive members is fixed paid in cash and comply with the current social security and tax law.

Furthermore, the non-existence of a separate committee that manages the procedure of applying candidates for the election in the BoD members is explained by the fact that applicants, from the establishment of the Company since today, meet all the necessary prerequisites and provide all the guarantees for being elected as members of the Board of Directors. They also stand out for their high professional brilliance, their knowledge, qualifications and experience. They are also of exceptional moral and personal integrity and therefore since today, there is no need for forming such a committee.

II. Size and composition of the Board of Directors

- The BoD is not comprised by seven (7) to fifteen (15) members.

According to the Company's Memorandum and especially to article 10, paragraph 1, "The Company is directed by a Board that consists of three (3) to nine (9) members".

This deviation is justified, as the size and organization of the Company, as well as the controlled and targeted expansion of the Company, also geographically and in a Group level, does not require such a numerous BoD. Also, the existence of a numerous BoD may, negatively affect, the flexible structure of the Company.

- The policy of diversity, including the genders equilibrium of the BoD members, as this has been adopted by the BoD will be available at the Company's site. In the Corporate Governance Code a special statement should be included: a) regarding the diversity policy of the Company for the composition of the BoD and the Management Team and b) the percentage of each gender's representation respectively.

The current BoD of the Company now consists by six members, five (5) of which are men and the sixth is a woman. This deviation is justified by the inability for the current period of finding women executives, to meet the high set requirements for becoming BoD members, due to the special characteristics the Company presents. It is among the near future priorities of the Company to find and add skillful women representatives to the BoD, without being able to determine accurately though the time frame of compliance with this rule of the CGC. This is because on the one hand, a relative interest should arise, but on the other, the needed requirements should be met.

III. Role and Profile of the Chairman of the Board of Directors

- There is no specific discern between the Chairman of the BoD and the CEO.

This non-compliance is due to the fact that it is not considered as needed, given the structure and operation of the Company. If the Company's needs alter in the future, this matter of discernment of the Chairman and CEO will be re-evaluated. Furthermore the fact that the Vice-Chairman, also obtains the role of the CEO, substantially satisfies the above mentioned Code's prerequisite, since it creates a peer pole of management and representation of the Company.

- The BoD does not appoint an independent Vice-Chairman arising from its independent board members.

This divergence is counter-parted by the appointment of an executive Vice-chairman, whose contribution to the exercise of the executive duties of the Chairman and CEO is considered of utmost importance, for achieving the Company's goals in favor of the shareholders, the employees, the clients, the BoD members and the Management Team.

IV. Duties and Conduct of members of the Board of Directors

- The BoD has not adopted as part of its internal rules, policies to ensure that the BoD holds enough information to make decisions regarding transactions between associated parties with the diligence of a prudent businessman. These policies should also be applied during transactions of the subsidiaries of the Company with the associated parties. Corporate Governance Statement should include a special report on the policies applied by the Company, regarding all the above-mentioned.

Although such a special and specific policy, which forms the framework for provision of sufficient information from the side of the BoD, in order for decisions for transactions between associated parties to be made under the diligence of a prudent businessman, does not exist, the BoD while managing the Company's business issues and therefore during transactions between the Company and its associated parties, has the diligence of a prudent businessman. This is in order for these transactions to be absolutely transparent and in accordance with the markets terms and conditions (arm's length), but also in absolute compliance with the existing regulative law, as defined by the relevant regulations of the corporate and tax legislation. The same diligence is also shown regarding transactions of the subsidiaries of the Company with associated parties.

At this point of time and based on the structural organization and operation of the Company, there is no need for constitution of such a special committee for the information of the BoD.

- There is no obligation for analytical disclosure of any professional bounds of the BoD members (including important non-executive bounds to companies and non-profitable organizations) before their appointment in the BoD.

This deviation is justified by the fact that the members of the BoD are distinguished for their professionalism and their concrete devotion to the Company, and therefore besides the absence of a statutory analytical disclosure of any professional bounds for the members of the BoD, prior their election to the Board they would proceed to such a disclosure, if they considered that any danger of conflict of interests existed.

V. Nomination of Board members

- BoD members' maximum service is not four (4) years.

According to article 10, paragraph 3 of the Company's Memorandum, "the service of the members of the BoD is five (5) years".

This deviation is a result of the necessity of avoiding the election of BoD in shorter period of times, because of the fact that the provision for maximum service of four (4) years, carries the risk that the elected BoD will not be able to complete all the projects, placing in danger the effective management of the Company's business and the management of the Company's property, due to the continuous alteration of management teams and also due to the many different opinions that may exist regarding the Company's interests and activities.

- There is no committee for selecting candidates for the BoD.

This is justified by the size, structure and operation of the Company at the time being, which do not make necessary the existence of such a committee for selecting candidates.

Besides that, every time before the election of a new BoD member, the Management of the Company, assures the existence and appliance of a transparent procedure, evaluates the size and the composition of the BoD member to be elected, examines the qualifications, knowledge, views, skills, experience, morals and integrity of the candidates and therefore the mission of a committee for selecting candidates if that existed, is fully accomplished.

VI. Operation of the Board of Directors

- There is no specific rule for the operation of the BoD.

This is justified by the fact that the Company's Memorandum regulations are considered to be adequate for the organization and operation of the BoD and ensure the full, right and on time fulfillment of its duties and the satisfactory examination of all matters upon which the BoD makes decisions.

- The BoD at the beginning of every calendar year does not adopt a calendar of convocations and a 12month program of actions, which is eligible to alterations, according to the Company's needs.

This divergence is justified by the fact that the members of the BoD are residents of Attica and therefore the calling and convocation of the BoD is easy every time it is necessary, without the existence of a strict pre-defined program of actions.

- There is no provision for the support of the BoD during its work by a competent, specialized and experienced secretary, which will be present during the meetings.

This is justified by the fact that state of the art technology exists to record and map the convocations of the BoD, because of the nature of the Company and the segment of its operation. Furthermore all BoD members have the ability, if it is considered necessary, to ask for support from the legal consultants of the Company, in order to ensure compliance with the existent legal and regulatory legislation.

It is noted that according to the new Corporate Governance Code, a high level employee or a legal consultant, can act as a secretary, whilst the purpose of the secretary is the provision of practical support to the chairman and to the rest of the members of the BoD, in person and as a whole, with aim the total compliance of the BoD with the legal and Memorandum regulations and provisions. The Company will examine in the near future, the need for such a secretary.

- There is no provision of programs for introductory information to the new members of the BoD or the constant education of the rest of the members.

This is explained by the fact that for BoD members, only individuals with satisfactory and proven experience, high level of knowledge, as well as organizational and managerial skills, are proposed. Besides that, the Group has as a basic rule the constant education and training of its employees and managers, but also the reinforcement of the corporate consciousness in all levels, by frequently conducting educational seminars according to the sector each member is working in, or the duties it is responsible for.

- There is no provision for supplying sufficient resources to the committees of the BoD for the fulfillment of their obligations and for the hiring of external consultants to the degree they are needed.

This is justified by the fact that the Management of the Company examines and approves such resources for hiring of external consultants based every time on the needs of the company, for being able to control the operating expenses of the Company. It is noted that the only committee exists excluding the BoD is the Audit Committee according to l. 4449/2017.

VII. Evaluation of the Board of Directors

- There is no institutional procedure that takes place every two (2) years, aiming to assess the effectiveness of the BoD and its committees. The BoD does not assess the performance of the Chairman of the BoD during a certain procedure which the independent vice-chairman directs, or if one does not exists another non-executive member does.

During the current period an institutional procedure aiming to access the effectiveness of the BoD and its committees does not exist. Also the performance of the Chairman of the BoD is not assessed, during a procedure directed by the independent vice-president, or even another non-executive member of the BoD.

Such a procedure is not considered to be necessary due to the organizational structure of the Company, since there are no boundaries between the members of the BoD. Therefore whenever weaknesses or malfunctions concerning the organization and operation of the BoD are identified, meetings are conducted and analytical discussions are made, during which the problems are presented, critique is made to decisions and other actions or statements of all members of the BoD that take place. Besides, the BoD observes and re-evaluates regularly the implementation of their made decisions, based on time plans set, while the BoD is annually assessed by the Regular General Meeting of the shareholders of the Company. It is noted, the only other committee that exists is that of Audit Committee of the l. 4449/2017.

The Company in order to comply with this particular rule, which the Corporate Governance Code has introduced, is currently examining the necessity of introducing a system of control and evaluation of the BoD, though the time frame of its completion cannot be accurately defined.

- **Part B- Audit Committee**

I. Internal Control – Audit Committee

- There is no special and specific rule for the operation of the audit committee.

This divergence is explained by the fact that basic duties and responsibilities of the audit committee are adequately described by the existing legislation. Therefore the Company does not consider necessary at the present time the formation of such a specific internal rule for the operation of the above-mentioned committee, since what comes first is the adherence of the existing legislation.

- No specific funds are given out to the audit committee for the use of external services or consultants.

This is justified by the current composition of the audit committee and the special knowledge and experience of its members, which ensures its correct and effective operation in a sufficient way. Therefore the external service of consultants is not considered to be necessary.

Part C- Compensation

I. Level and structure of the compensation

- There is no committee of compensation, comprising exclusively of non-executive members, independent in their majority, which aims at defining the compensation of the executive and non-executive members of the BoD and thus there are no rules for the frequency of its convocations and other issues concerning its operation.

This divergence is explained by the way the Company is structured and organized, a way that does not require the establishment of such a committee. Moreover, the Company complies with the articles 110 and 111 of the l. 4548/2018 and conducted a Remuneration Policy which was approved by the annual General Assembly of the Shareholders of the 23rd May 2019. The purpose of the Remuneration Policy is to define the specific frame and the main principles which must be considered during the confirmation of the remunerations and compensation of the BoD. Also, the purpose of the Policy is to secure that the remuneration paid is in accordance with the responsibilities, the duties and the performance of the people that this Policy applies to. Also, the Policy secures that the remuneration does not expose the Company in excessive danger due to exaggerated benefits which are not in line with the current financial environment in which the company operates. The approved Remuneration Policy provides incentives for the interaction and retention of members with high theoretical knowledge, long-term professional experience and remarkable skills and abilities. Also, the aforementioned approved policy aim to secure the enhancement and maximization of the long-term financial value of the Company, the promotion of the Company΄s goals, the enhancement of the internal transparency and the capital structure, the liquidity and the sustainability of the Company. The Remuneration Policy remains in the website of the Company until its expiration.

- In the contracts of the executive members of the BoD, there is no provision for the BoD to ask for part or full refund of the bonuses paid due to revised financial statements of previous years or in general wrong financial data that were used to calculate such a bonus.

This is explained by the fact that rights for bonuses rise, only after the final approval of financial statements. Also since today, because of the state of the art organization and auditing procedures, the phenomenon of a bonus calculation based on inaccurate financial statements and data has never occurred.

- The compensation of every executive member of the BoD is not approved by the BoD after the proposal of the audit committee, without the presence of its executive members.

This divergence is explained by the fact that such a committee does not exist. However, the Remuneration Policy was conducted with the custody of non- executive memebers of the BoD, including the independent members, in order to secure the propriety, proportionality and the objectivity of the proposed remuneration and to avoid potential conflicts of interest.

- **Part D - Relationship with shareholders**

I. Communication with shareholders

- The Company has not adopted a special practice regarding communication with its shareholders that includes the policy of the Company for questions made from shareholders to the BoD.

At this particular time, an established special procedure regarding questions made by shareholders to the BoD does not exist, since every shareholder has the ability to address to the Investor's Relation Service, making requests and questions. If it is considered necessary, these are transferred in groups to the BoD for further processing and the relative answer or update is given to the interested party.

Moreover the rules of the article 141 of l. 4548/2018, describe in a detailed way the procedure of participation of the shareholders of minority to the General Assemblies of the Shareholders, a procedure always followed in every General Assembly, in order to ensure the valid and on time information of the shareholders, in relation to the evolvement of the corporate issues.

II. The General Assembly of the shareholders

- No deviation was observed.

General Note regarding the time point of release of the non-compliance of the Company with the special practices adopted by the CGC

As it was mentioned before (Introduction of Corporate Governance Statement), the new CGC, as it stands from October 2013 follows the “comply or explain” rule and demands from the listed companies that choose to apply it, to publish their intention and either comply with the whole of the special practises of the Code, either explain the reasons for non-compliance with certain special practises.

Furthermore, the relevant explanation for non-compliance, is not only restricted to a simple mention of the general principle or the special practice with which the Company does not comply, but among others the Company should disclose whether this divergence is time framed and its intentions to comply with the codes principle.

The divergences of the Company from the practices established by the new CGC are not thought to be subject to a strict time-frame, taking consideration that these practises do not correspond to the structure, organization, tradition, corporate values, ownership status and needs of the Company and maybe the compliance with these practises makes more difficult the application of the substance of the code’s principles.

Nevertheless, the Company has already formed a working group, that examines the existing divergences from the special practises of the new CGC, investigates the possibility of compliance with these and evaluates the possibility of establishment of its own Corporate Governance Code, the identity and regulations of which, will respond to the needs and specificities of the Company. This would promote the long term success and robust the competitiveness of the Company.

1.3 Practices for corporate governance that the company applies over the provisions of the law

The Company abides to the provisions of the text as in its legal framework concerning corporate governance. There are no practices applied over the above mentioned.

2. Board of Directors

2.1 Composition and Services of the Board of Directors

The BoD is the highest ranking managerial body of the Company and is exclusively responsible for devising the strategy and deciding the policy for developing the Company. The intention to reinforce the long-term financial value of the Company, the protection of the general interests of the Company and of the shareholders, the assurance of compliance with the present legislation, the transparency and company’s values on every aspect of the Group’s operation, the monitoring and solution of conflicts of interests cases between BoD members, management team members and shareholders with the Company’s interests are the main responsibilities of the BoD.

2.1.1 The company's BoD is composed, according to article 10 of the Articles of Association of the Company, after its last amendment by the annual General Assembly of the 23rd May 2019, of three (3) up to nine (9) members, which are elected by the General Assembly of the Shareholders by absolute majority of votes, which are represented in the Assembly. The members of the BoD may be Shareholders of the Company or other natural entities (non-shareholders). The members of the BoD are unlimitedly re-electable and freely revocable from the General Assembly irrespective of the time their service ends.

The members of the BoD when elected receive and introductory update, while during their service the Chairman, ensures the continuous broadening of their knowledge, to matters concerning the Company, in order to be familiar with these and contribute effectively and creatively to the duties of the BoD.

The service of the BoD members is five (5) years commencing the following date of the election of the BoD and expiring the relevant date of the fifth year. In case upon the expiration of their service and if a new BoD has not been elected, their service is extended up to the expiry date of the next General Assembly which shall be converged upon the expiration of their service, which in no case can supersede six (6) years. Each member has to participate in the deliberations of the BoD.

Each member of the BoD has to keep confidential information regarding the company, which he may know thanks to his capacity and not announce any of this confidential information to third parties.

2.1.2 The BoD convenes whenever the law, the Articles of Association, or the needs of the company demand it after the invitation of its Chairman or his replacement or two of its Members, at the registered office of the Company or in another municipality of the district of its registered office. In the invitation the agenda has to be clearly stated, or else decisions can only be made when all the members of the BoD are present and no one controverts the decision making. The BoD can convoke outside its registered seat, in another place, in or out of the country, if in the convocation all members of the BoD are present and no one controverts the realization of the convocation and the decision making. The BoD may also convoke via tele-conference, either for some or all the members. In that case the invitation to the members of the BoD must include all necessary information concerning their participation in the convocation. In the convocations of the BoD its Chairman or his legal representative presides.

2.1.3 The BoD has quorum and dully convokes, when 50% plus one (1) of the directors is present and represented. In no case however the number of the Directors who appear in person, may not be less than three (3).

2.1.4 The BoD decides with the absolute majority of the present or represented members. In case of halved votes the vote of the Chairman dominates. Every Director has one (1) vote. Exceptionally, one may have more votes when representing another Director. The voting in the BoD is apparent, unless by its decision is defined that for a specific matter secret voting will be conducted. In that case, voting is conducted via ballot.

2.1.5 The discussions and decisions of the BoD are kept in the minutes which are registered in a special book of minutes and are signed by the Chairman or lawful representative, and the members which are present during the meeting. Each member is entitled to request the Chairman, to have his opinion mentioned in the minutes. In the book also a list of the present directors during the convocation of the Board is posted. The signature of the minutes by all the members of the BoD is equal to a decision of the BoD even if convocation has not proceeded. This setting is also in force if all the members or their representatives agree to include a by majority decision to a Minute without meeting.

2.1.6 The BoD may appoint some or all of its powers and jurisdictions (apart from those requiring collective decision) as well as the internal audit of the company and its representation to one or more persons, that may or may not be members, also defining the extent of this appointment.
2.1.7 In reservation of the l. 3016/2002 for the independent members of BoD, if possibly any member of the BoD departs or deceases or is declared fallen for any reason before the expiration of its service, the remaining directors of the BoD, as long as they are at least three (3), are obliged to elect a replacer for the remaining of the service of the member who is to be replaced only under the condition that the replacement is not possible with the substitute members. The said election is submitted for approval in the first General Assembly of the shareholders, upon the election and the decision of the said election is published according to article 13 of the l. 4548/2018
2.1.8 In reservation of the l. 3016/2002 for the independent members of BoD, if possibly any member of the BoD departs or deceases or is declared fallen for any reason before the expiration of its service, the remaining members may continue the management and representation of the company without replacing the fallen members, according to the previous paragraph, with the prerequisite that they are over the half members, as they were before these facts. In any case the members cannot be less than three (3).
2.1.9 In any case, the remaining members of the BoD, independently of their number, can convene a General Assembly with exclusive purpose the election of a new Board of Directors

2.2 Information concerning the members of the Board of Directors

2.2.1a The BoD of the Company consists of six (6) members, which are the following:
i) George K. Gerardos, President of the BoD and CEO of the Company (executive member)
ii) Konstantinos G. Gerardos, Vice-President of the BoD and CEO of the Company (executive member)
iii) George C. Liaskas, member of the BoD (non-executive member)
iv) Nikolaos K. Tsiros, member of BoD (independent, non-executive member)
v) Antiopi-Anna I. Mavrou, member of BoD (non-executive)
vi) Ilia G. Klis, member of BoD (independent, non-executive)

The above mentioned BoD was elected by the annual Shareholder Meeting of the Company, which took place on April 2nd 2015 and its service is five year long ending on April 2nd 2020.
The decision taken on 02.04.2015 by the Annual Ordinary General Assembly of the Shareholders of the Company regarding the election of the new BoD and its constitution as a body, posted into G.E.MI. on 05.05.2015 with virtue numbers 356903 and 356904, respectively.
2.2.1b The Minutes of the Board of Directors meeting of 10.01.2018 posted into G.E.MI. on 26.01.2018. On that meeting of the BoD, Mr. Filippos Karagkounis of Anastasios elected as Independent, non-executive member of the BoD in replacement of the resigned Independent, non-executive member Mr. Nikolaos Tsiros of Konstantinos. Also, the representation rights of Company were renewed by the same BoD meeting and the BoD constituted in a Body, as follows:
i) George K. Gerardos, President of the BoD and CEO of the Company (executive member)
ii) Konstantinos G. Gerardos, Vice-President of the BoD and CEO of the Company (executive member)
iii) George C. Liaskas, member of the BoD (non-executive member)
iv) Filippos A. Karagkounis, member of BoD (independent, non-executive member)
v) Antiopi-Anna I. Mavrou, member of BoD (non-executive)

vi) Ilia G. Klis, member of BoD (independent, non-executive)

2.2.2 The brief resumes of the members of the BoD are:

i) George Gerardos: born 1946 in Palaio Faliro. He is a licensed Civil Engineer of the National Technical University. He is the founder of the Company.

ii) Konstantinos Gerardos: Born in 1977 in Athens, is a graduate of the College of Athens. He has a BA in International Business from Eckerd College in USA. He works in the company since 1995.

iii) George Liaskas: Born in 1949 in Arta. He is a licensed Foreman of Structural Projects and worked in the company as Manager of Development of stores from 1989 until 2007, when he was retired.

iv) Filippos Karagkounis: Born on 1953 in Ioannina. He has a BA in Business Administration with specialism in Accounting from the Athens University of Economics and Business. He worked in the Accounting Department of the Company since 1983. He was the Chief Financial Officer of the Company since 2002 until 2012.

v) Antiopi Anna Mavrou: Born in 1946, she graduated from the Law School of the University of Athens with post graduate studies in the Law School of Sorbonne. She is member of the Law Association of Athens.

vi) Ilias Klis: Born in Athens in 1946. In 1965 he graduated from the College of Athens and continued his studies in the University of Athens, getting a Law degree. After a prominent career in the diplomatic services of the Ministry of Foreign Affairs, he left the Diplomatic Services in October 2008, having completed 35 years of service.

2.3 Audit Committee

2.3.1 The Company in compliance with the provisions of the l. 4449/2017 (Government Gazette A΄ 7/24.01.2017) approved during the annual General Assembly of the Shareholders of the 22nd May 2018 the election of a new three – member Audit Committee and consisting by the following members:

1) Antiopi – Anna I. Mavrou, non – executive member

2) Ilias G. Klis, independent, non-executive member

3) Filippos A. Karagounis, independent, non-executive member.

The aforementioned elected Audit Committee, in a distinct meeting took place after its election and more precisely, on 23rd May 2018, decided to elect as its President Mr, Filippos Karagounis.

The member of the Audit Committee meet the criteria and the conditions set by the provisions of par. 1, article 44 of c.l 4449/2017. More specifically, the aforementioned members are by majority independent (Mr, Ilias Klis and Mr. Filippos Karagounis) according to the provisions of the l. 3016/2012, i.e: a) they do not hold shares in a percentage higher than 0,5% of the share capital of the Company and b) they do not have any dependency relationship as it is defined by the provisions of par. 1 of article 4 of the law 3016/2002 with the Company or with the associated parties of the Company. All the members have the necessary knowledge in the Company's sector and Mr. Filippos Karagounis fulfills the criterion of the sufficient knowledge in accounting and auditing.

2.3.2 The authorities and obligations of the Audit Committee, according to article 44 of the Law 4449/2017, are the following:

a) Informing the BoD of the Company for the results of the obligatory audit and explain to the BoD how the obligatory audit contributed to the integrity of the financial information and what was the role of the audit committee to the aforementioned procedure,

b) Observing the procedure of financial information and submit suggestions for the integrity of the information,

c) The observation of the efficient operation of the system of internal control and the system of risk management, as well as the observation of the correct operation of the internal auditors of the Company, regarding the financial information of the Company, without any violation of its independency,

d) The observation of the course of the obligatory check of the annual financial statements of the Company and of the Group, taking into account any findings and conclusions of the authorities,

e) Survey and observe the independency of the auditors or the audit company and especially the appropriateness of offering non audit services to the Company and

f) The Audit Committee is responsible for the selection procedure of the auditors or of the audit companies and propose the auditors of the audit company that will be appointed.

2.3.3 The audit committee during 2019 (01.01.2019-31.12.2019) convened five (5) times.

2.3.4 It is also clarified that the Auditor of the company who audits the annual and interim financial statements, does not offer any other auditing or other service to the Company in order to comply with l. 4449/2017, or is connected to the Company so his objectivity, impartiality and independence is assured. This with the exception of special tax auditing, that is required by the article 65A of the l.4174/2013 upon which, the “Tax Certificate” is issued.

3. General Assembly of Shareholders

3.1 Way of operation of the General Assembly and its basic Authorities

3.1.1 The General Assembly is the supreme body of the Company and is entitled to decide for any Company matter and to conclude upon all matters, which are submitted or said.

More specifically, according to article 20, par. 1 of the Company's Memorandum, it is exclusively competent to decide upon:

a) The amendments of the Articles of Association (as amendments are considered, in addition, the increases either ordinary or extraordinary, and the decreases of the share capital),

b) The election of the Members of the BoD and of the Auditors,

c) The approval of the overall management according to article 108 of l. 4548/2018 and the exception of the Auditors,

d) The approval of the annual and the consolidated financial statements,

e) The distribution of annual profit,

f) The approval of the Remuneration or of the advance payment according to articles 109 of l. 4548/2018,

g) The approval of the Remuneration Policy of article 110 and the Remuneration Report of article 112 of the l. 4548/2018,

h) The merge, fracture, conversion, or the Company dissolution,

i) The appointment of liquidators.

3.1.2 The decisions of the General Shareholders Meeting are obligatory for the shareholders that are absent or object.

3.1.3 The General Assembly is always convened by the BoD and convenes obligatory at the seat of the Company or in the district of the seat of the Company, at least once in every business year and always by the tenth day of the ninth month after the expiration of the financial year. The General Assembly may convene in the district of the municipality where the seat of the Athens Stock Exchange is.

The BoD may convene an extraordinary Shareholders Meeting when it considers it is necessary or if the shareholders representing the required (by the law or the Articles of Association and Memorandum) percentage.

3.1.4 The decisions of the General Assembly are taken by absolute majority of votes, which are represented.

Exceptionally, when it concerns decisions regarding: a) the alteration of the Company's nationality, b) the alteration of the company's scope, c) the increase of the shareholders'obligations, d) the ordinary increase of share capital, except if it is obliged by the law, or it happens with capitalization of reserves, e) the decrease of the share capital, except if it happens according to par. 5 of articles 21 or the par. 6 of article 49 of the l. 4548/2018, as it is in force, f) the alteration of the mode of distribution of profits, g) the merge, dispersion, alteration, revival of the Company, h) the extension of its operation or the resolution of the company, i) the giving or renewing of the authority to the BoD for increase of share capital according to par. 1 of article 24 of the l. 4548/2018 and j) every other case for which the law determines, the General Assembly needs increased quorum. The General Assembly has a quorum and duly convokes when Shareholders representing (1/2) of the paid share capital are presented.

3.1.5 The Chairman of the BoD, or when he is hindered his lawful replacer presides temporarily in the General Assembly and defines as secretary one of the Shareholders or their representatives who are present, until the list of shareholders is certified by the General Assembly, who are entitled to participate in the said and elects the ordinary presiding office.

3.2 Shareholder Rights

3.2.1 Rights to participate and vote

3.2.1.1 The shareholders exercise their rights, concerning the management of the Company, only in General Assemblies and according to the law and the Articles of Association. Each share gives the right for one (1) vote in the General Assembly according to article 50 of the l. 4548/2018.

3.2.1.2 In the General Assembly anyone who appears as a shareholder in the Dematerialized Securities System which is managed by Athens Stock Exchange S.A. has the right to participate. The person must be a shareholder in the beginning of the fifth day before the General Assembly (record date). The aforementioned date implies for the repetitive Assembly, with the condition that the repetitive Assembly does not take place after a 30-day period from the record date. If this is not the case, or if for the repetitive General Assembly is published a new invitation, according to the provisions of article 130 of the law 4548/2018, the registered shareholder on the third (3rd) day before the date of the General Assembly have the right to attend. The proof of shareholders capacity is established by the information received by the Dematerialized Security System which is managed by the Athens Stock Exchange S.A and the company reserves the right to identify the shareholders with any lawful mean.

3.2.1.3 In the General Assembly only those who are shareholders in the said date have a right to participate in the General Assembly. In case of non-compliance to article 124 of the law 4548/2018, the said shareholder participates in the General Assembly only after its license.

3.2.1.4 The fulfilling of the above-mentioned rights does not require the prior bound of the shareholders' shares or any other procedure that limits the possibility of selling or transferring shares in the time between the record date and the date of the General Assembly.

3.2.1.5 The shareholder participates in the General Assembly and votes either in person or via proxies. Each shareholder may appoint up to three (3) proxies. Legal entities may participate in the General Assembly appointing as proxies up to three natural entities. If the shareholder however, owns shares of the company that appear in more than one account, he may appoint different proxies. A proxy that acts on behalf of different shareholders may vote differently for each shareholder. The proxy must inform the Company before the beginning of the General Assembly, any fact that may be useful to assess the risk that the proxy may cater to interests other than the represented shareholder. A conflict of interests regarding this paragraph may rise when the proxy:

a) is a shareholder controlling the Company, or another legal entity controlled by the particular shareholder,

b) is a member of the BoD, or the management team of the Company, or a shareholder that controls the Company, or another legal entity controlled by a shareholder, which controls the Company,

c) is an employee or auditor of the Company, or a shareholder that controls the Company, or another legal entity controlled by a shareholder,

d) is a spouse or a first degree relative with one of the entities that are mentioned above in cases (a) to (c).

The appointment and reverse of a proxy takes place in writing or in electronic way and is announced to the Company at least three (3) days before the date of the General Assembly.

4. System of Internal Control and Risk Management

4.1 Main characteristics of the Internal Control

4.1.1. The Internal Control of the Company is conducted by the Service of internal control according to the control program included in the Internal Rulebook of the Company.

It is a basic goal of the Company, to ensure that through the right systems of internal control the whole organization of the Group, will have the ability to face quickly and effectively the rising risks of its jurisdiction and in any case take the needed measures to reduce consequences of these risks.

It is noted that the control on the base of which the relevant report is drawn up, within the law 3016/2002 as it stands, and more specifically to articles 7 and 8 of the referred Law.

4.1.2 During the auditing the Service of Internal Control takes into account all the necessary books, files, bank accounts and portfolios of the Company and asks for the constant cooperation of the Management to ensure that all necessary information and data is provided, with the purpose to reach conclusions in their Report that do not entail substantial inaccuracies. This control does not include any evaluation of the appropriate accounting principles that were adopted as well as of estimations made from the Management.

4.1.3 The scope of control is the evaluation of the general level of the procedures of the system of internal control. In any controlled period several scopes of control are chosen, while the organization and operation of the BoD is constantly controlled as well as the Service of Servicing Shareholders and Investor Relations that operate based on the law 3016/2002.

4.2 Risk management concerning the conduction of financial statements

The Group has invested in the development and maintenance of advanced MIS infrastructure that ensures the correct display of figures. At the same time an analysis of the results is made on a daily basis covering all the important fields of business activity. The actual, historical and budgeted figures are compared with adequate explaining of all the important deviations. The Audit Committee can proceed with audit based on sample checking.

5. Other managerial or supervisory committees of the Company

No other managerial or supervisory committees exist at the time except the ones that arise from the Law.

6. Additional Informative data

6.1 Article 10, par. 1 of the Guidance 2004/25/EK of the European Parliament and Committee of April 21st 2004, relevant to the public offerings for acquisitions, lays down the following regarding public listed companies on a regulated (according to provisions of l. 4548/2018) market.

“Countries, members of the EU, make sure that companies mentioned in article 1 paragraph 1, publish analytical information regarding:

a) capital structure, including titles that are not listed in regulated markets and in some cases the respective categories of the shares and the related rights and the liabilities connected with any type of shareholder and the percentage of the share capital they represent,
b) all the restrictions regarding titles conveyance, as restrictions in titles possession or the obligation for receiving approval from the Company, or other title owners, according article 46 of guidance 2001/34/EK,
c) important direct or indirect participation in share capital, according to article 85 of guidance 2001/34/EK,
d) the owners of any kind of titles, that provide special control rights and description of these rights,
e) a control mechanism that may exists in a system of participation of the employees, if control rights are not exerted directly by employees,
f) every kind of restrictions regarding voting right, like restrictions to owners of certain amount or percentage of votes, deadlines of exerting voting rights, or systems to which with the Company’s cooperation, financial rights coming from titles are dissociated by titles ownership,
g) agreements between shareholders, that are known to the Company and might entail restrictions to titles conveyance or voting rights according to guidance 2001/34/EK,
h) rules regarding appointment or replacement of the BoD members and also regarding alterations of the Memorandum,
i) authorities of the BoD members, especially regarding the ability of issuing or re-purchasing shares,
j) every important agreement in which the Company participates and starts to apply, alters or ends in case of a change to the control of the Company after a public offer for a buyout and the results of such an agreement, unless such an acknowledgment would cause a serious problem to the Company. This exception is not valid when the Company is expressly obligated to announce relevant information due to other law obligations,
k) every agreement the Company has made with the members of its BoD, or with its personnel that predicts compensation in case of resignation or discharge without any arguable reason or even if the cooperation is terminated due to a public offer of buyout.”

6.2 Data for the points (a) and (b) have already been given. There are no shares of the Company which do not trade in the Athens Stock Exchange.

Relevant to points c, d, f, h and i of paragraph 1 of article 10 the Company states the following:

• <u>concerning point c:</u> the significant direct or indirect participations of the Company are:

a) Plaisio Computers JSC (Subsidiary), located in Sofia Bulgaria, in which the Company participates with 100% of the shares and voting rights
b) Plaisio Estate S.A. (Associate), located in Kiffisia Attica, in which the Company participates with 20% of shares and voting rights
c) Plaisio Estate JSC (Associate), located in Sofia Bulgaria, in which the Company participates with 20% of shares and voting rights

Moreover, the important participations to the share capital of the Company based on articles 9 to 11 of the l. 3556/2007 are:

George Gerardos with 14.717.308 shares and sharing rights (66,67%) of the Company's shares and

Konstantinos Gerardos with 3.415.524 shares and voting rights, (15,47%) of the Company's shares.

• concerning point d: no such titles exist

• concerning point f: There is no limitation on the voting right of each share of the Company.

Concerning the exercise of voting rights during the General Assembly a detailed report is provided in unit 3 of the Statement of Corporate Governance.

• concerning point f: concerning the appointment and replacement of the members of the BoD as well as the alteration of the articles of Association of the Company, there are no rules that differ from what is stated in Law 4548/2018. These rules analyzed in Unit 2.1 of the present Statement of Corporate Governance.

• concerning point i: there are no special authorities to members of the Board of Directors regarding the issuance or the buyback of Company's shares. However, on the annual Ordinary General Assembly on 23.05.2019 approved based on article 19 of the l. 4548/2018, the purchase into a period of twenty four (24) months after the approval date of that decision - that is the 23.05.2021 by the upper limit of two million two hundred seven thousand five hundred sixty seven (2.207.56) common shares, which represent 10% of the total outstanding shares of the Company, with purchase price two point fifty (2,50) Euros per share as the lowest limit and with seven (7,00) Euros per share as the upper limit. The implementation of the share buyback programme of the Company started after the decision of the Board of Directors of 21st April 2020. The share buyback programme is still in progress. The Company does not hold any treasury shares on the date of publication of the Financial Statements. It is noted that the voting rights of these shares are not exercised.

The points (e), (g) and (j) do not apply.

This Corporate Governance Statement is indispensable special part of the Annual Report of the Board of Directors of the Company.

Magoula, May 28th, 2020

The Board of Directors

CHAPTER 3: INDEPENDENT AUDITOR'S REPORT

Report on the Audit of the Separate and Consolidated Financial Statements

Opinion

We have audited the accompanying separate and consolidated financial statements of the Company "PLAISIO COMPUTERS S.A." (the Company), which comprise the separate and consolidated statement of financial position as at December 31, 2019, and the separate and consolidated statements of comprehensive income, changes in equity and cash flow for the year then ended, as well as a summary of significant accounting policies and other explanatory notes.

In our opinion, the accompanying separate and consolidated financial statements present fairly, in all material respects, the financial position of the Company "PLAISIO COMPUTERS S.A." and its subsidiaries (the Group) as of December 31, 2019, and of their financial performance and their cash flows for the year then ended in accordance with International Financial Reporting Standards as endorsed by the European Union.

Basis for Opinion

We conducted our audit in accordance with the International Standards on Auditing (ISAs) as incorporated in Greek Legislation. Our responsibilities, under those standards are described in the "Auditor's Responsibilities for the Audit of the separate and consolidated financial statements" section of our report. During our audit, we remained independent of the Company and the Group, in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) as incorporated in Greek legislation and the ethical requirements relevant to the audit of the separate and consolidated financial statements in Greece and we have fulfilled our responsibilities in accordance with the provisions of the currently enacted law and the requirements of the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the separate and the consolidated financial statements of the current period. These matters and the related risks of material misstatement were addressed in the context of our audit of the separate and the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Key audit matters	How our audit addressed the Key audit matters
1. Adoption of IFRS 16 "Leases"	
As described in Note 2.2 to the 31 December 2019 separate and consolidated financial statements, the Group and the Company adopted IFRS 16 "Leases" and recognized the present value of the remaining leases as assets with the right-of-use and as lease liabilities, using the modified retrospective approach. On December 31, 2019 the Company and the Group measured assets with the right-of-use at €35.069 thousand and €32.771 thousand respectively and lease liabilities at €36.015 thousand and €33.680 thousand respectively. The effect of IFRS 16 "Leases" on the financial position of the Company and the Group on 1 January 2019 and their income statements for the year ended 31 December 2019, is described in Note 2 of the financial statements. The effect of IFRS 16 under the transition is based on the management estimates mainly in determing the appropriate incremental borrowing rate and the lease term of the contracts, since they may include options to extend the lease. We focused on this area because of the estimates and assumptions used by the Administration during the transition and because of the increased number of contracts and the amount of data which had been used in the calculations.	Our auditing approach included, among others, the following procedures: -We verified accuracy and completeness of the data included in the model on 31.12.2018 compare to leases include to the model IFRS 16 on 01.01.2019. Furthermore, we have assessed the internal control systems applied by the management for measurement of the right-of-use assets and lease liabilities. -We assessed the key management estimates and assumptions used to measure the right-of-use assets and lease liabilities. -We verified accuracy and completeness of the data included in the model comparing a representative sample of leases with the respective contracts. -As a sample of contracts, we reviewed through an independent remeasurement, the accuracy of the amount of the right-of-use asset and the lease liability on 31 December 2019,and compared our results with those of management of the company. -We assessed the duration of the leases, including periods covered by extension rights or termination rights, where required, by reviewing the relevant contracts and assessing the management's estimates of the lease period used in the calculation, in order to confirm the accuracy and completeness of the calculations. - We assessed the adequacy of the respective disclosures of note 7 in the separate and consolidated financial statements.
2. Valuation of inventory	
As described in Note 12 to the 31 December 2019 separate and consolidated financial statements, the Group and the Company's inventory is amounted to €53.371 thousand and €51.802 thousand respectively. These amounts include a provision for impairment of € 6.470 thousand and € 6.441 thousand respectively. The Group and the Company value inventory at the lower of cost and net realizable value. The Group and the Company operate in the high technology sector in which the risk of technological devaluation increases. Consequently, the management	We performed a risk based approach and our audit includes, among others, the following elements: -We examined the procedures and operating effectiveness of controls designed by the management for stock management. - We attended physical inventory counting in Company's stores and warehouses, to validate on a sample basis whether there were indications of obsolesce. - For a selection of items we checked the arithmetic accuracy of inventory cost. -We evaluated the reasonableness of estimates by reviewing the assumptions used by the management for the valuation of inventory.

constantly examines the net realizable value of inventory and proceeds to all necessary provisions. Obsolete inventory allowance is calculated by considering stock turnover ratio and obsolete stock that is about to be destroyed within the next period. We consider valuation of inventory a key audit matter because of the judgment involved and the assumptions used by the management, as well as the significance of the amount of inventories to the separate and consolidated financial statements. The Group and the Company disclose the accounting policy and further information related to the valuation of inventory in Notes 2.11 and 12 of the separate and consolidated financial statements.	-We performed procedures to identify unmoved and slow-moving inventory in the warehouse book. -We validated on a sample basis the arithmetical accuracy of the management's calculations for inventory provision. -For a sample of items we verified the existence of inventory sold with negative gross profit margin and that they have been taken into account in the valuation at the lower of cost and net realizable value. -We also assessed the adequacy of the disclosures included in Note 12 of the separate and consolidated financial statements.
3. Recoverability of trade receivables	
As described in Note 13 to the 31 December 2019 separate and consolidated financial statements, the Group and the Company's trade receivables are amounted to €21.435 thousand and € 20.771 thousand respectively. These amounts include a provision for impairment of € 1.903 thousand and €1.812 thousand respectively. The management, due to the large clientele dispersion and their activity in a high credit risk environment, estimates the impairment of trade receivables, assessing the recoverability of trade receivables by reviewing the maturity of the customer balances, their credit history, the settlement of subsequent payments and by making market forecast estimates. We consider recoverability of trade receivable a key audit matter because of the judgment involved and the assumptions used by the management.	We performed a risk based approach and our audit includes, among others, the following elements: - We gained an understanding and reviewed the credit control procedures of the Company as well as examined the effectiveness of controls designed for credit granting to customers. - We assessed the assumptions and methodology used by the Company to determine the recoverability of trade receivables or their classification as bad debt. - We reviewed the responses received from legal confirmation to identify any issues that indicate balances of trade receivables that may not be recoverable in the future. -We received third party confirmation letters for a representative sample of trade receivables and performed procedures subsequent to the date of the separate and consolidated financial statements for collections against the year-end balances. - We recalculated the impairment of trade receivables assessing the methodology and accuracy of the data used by the Company, such as the maturity of trade receivables at the year-end, trade receivables experiencing financial difficulty and publicly available information. - We evaluated the recoverability of trade receivables comparing the year-end balance with post balance sheet receipts. -The assessment of the impact of the adoption of IFRS 9 for the year ending December 31, 2019, which resulted in the change of the Company's and Group accounting policy to address impairment loss on trade receivables.

	-We also assessed the adequacy of the disclosures included in Note 13 of the separate and consolidated financial statements.
4. **Revenue Recognition**	
As described in Note 5 to the 31 December 2019 separate and consolidated financial statements, the Group and the Company's turnover is amounted to € 317.149 thousand and € 309.623 thousand respectively. Recognition of revenue, generated by all points of sale (stores network), as well as general ledgers update are performed automatically by the Company's and Group subsystems. The Group uses information systems and has internal controls to ensure a comprehensive revenue recognition framework. We focused on this area due to the large volume of transactions and the diversity of products offered, as a systematic error could lead to errors which may have a material impact on the separate and consolidated financial statements.	We performed a risk based approach and our audit includes, among others, the following elements: - We performed test of controls on revenue recognition to obtain reasonable assurance on the effectiveness of controls, applied by the management to prevent or detect and timely correct potential errors ensuring that sales revenue is correctly recorded in the separate and consolidated financial statements. - We performed test of control regarding the IT systems used by the Company to record sales revenue. In addition, we performed procedures to evaluate the completeness and accuracy of the revenue cycle arising from Company's subsystems. We also reviewed the design, implementation and efficient operation of the subsystems including reconciliations with the general ledger. - We also assessed the adequacy of the disclosures included in Note 5 of the separate and consolidated financial statements.

Other Information

Management is responsible for the other information. The other information is included in the Board of Directors' Report, as referred to the "Report on other Legal and Regulatory Requirements" section, in the Declaration of the Board of Directors Representatives, but does not include the financial statements and our auditor's report thereon.

Our opinion on the separate and consolidated financial statements does not cover the other information and we will not express any form of assurance conclusion thereon.

In connection with our audit of the separate and consolidated financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the separate and consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this respect.

Responsibilities of Management and Those Charged with Governance for the separate and consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the separate and consolidated financial statements in accordance with International Financial Reporting Standards, as endorsed by the European Union, and for such internal control as Management determines is necessary to enable the preparation of separate and consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the separate and consolidated financial statements, Management is responsible for assessing the Company's and Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless, management either intends to liquidate the Company and the Group or to cease operations, or has no realistic alternative but to do so.

The Audit Committee (art. 44 of Law 4449/2017) of the Company is responsible for overseeing the Company's and the Group's financial reporting process.

Auditor's Responsibilities for the Audit of the separate and consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the separate and the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs, as incorporated in Greek Legislation, will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these separate and consolidated financial statements.

As part of an audit in accordance with ISAs as incorporated in Greek Legislation, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the separate and consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit, 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 Company's and the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's and the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the separate and consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company and the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the separate and consolidated financial statements, including the disclosures, and whether the separate and consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the separate and consolidated financial statements. We are responsible for the direction, supervision and performance of the audit of the Company and the Group. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the separate and consolidated financial statements of the current period and are therefore the key audit matters.

Report on Other Legal and Regulatory Requirements

1) Board of Directors' Report

Taking into consideration that management is responsible for the preparation of the Board of Directors' Report which and the Corporate Governance Statement that is include therein, according to the provisions of paragraph 5 of article 2 of L. 4336/2015 (part B), we note that:

a) The Board of Directors' Report includes the Corporate Governance Statement which provides the information required by Article 152 of Codified Law 4548/2018.

b) In our opinion the Board of Directors' Report has been prepared in accordance with the applicable legal requirements of articles 150-151 and 153-154 and of paragraph 1 (cases c' and d') of article 152 of Codified Law 4548/2018 and its content is consistent with the accompanying separate and consolidated financial statements for the year ended 31/12/2019.

c) Based on the knowledge we obtained during our audit about the company "PLAISIO COMPUTERS S.A." and its environment, we have not identified any material inconsistencies in the Board of Directors' Report.

2) Additional Report to the Audit Committee

Our audit opinion on the separate and the consolidated financial statements is consistent with our Additional Report to the Audit Committee of the Company, referred to in article 11 of EU Regulation 537/2014.

3) Provision of Non-Audit Services

We have not provided to the Company and the Group any prohibited non-audit services

Auditor's Appointment

We were appointed as statutory auditors for the first time by the General Assembly of shareholders of the Company on 14/5/2014. Our appointment has been, since then, uninterrupted renewed by the Annual General Assembly of shareholders of the Company for 6 consecutive years.

Ag. Paraskevi, May 28, 2020

Certified Public Accountant

BDO Certified Public Accountant S.A.
449 Mesogion Av,
Athens- Ag. Paraskevi, Greece
Reg. SOEL: 173

Olympia G. Barzou
Reg. SOEL: 21371

CHAPTER 4: ANNUAL FINANCIAL STATEMENTS

COMPREHENSIVE INCOME STATEMENT 01.01 – 31.12.2019

(Figures in thousand €)

	Note	THE GROUP 01.01- 31.12.19	THE GROUP 01.01-31.12.18*	THE COMPANY 01.01-31.12.19	THE COMPANY 01.01- 31.12.18*
Turnover	5	317.149	308.858	309.623	302.741
Cost of Sales		(252.902)	(245.748)	(247.481)	(241.566)
Gross Profit		**64.246**	**63.110**	**62.141**	**61.174**
Other operating income	24	458	177	431	143
Distribution expenses		(51.662)	(49.738)	(50.162)	(48.307)
Administrative expenses		(9.205)	(7.101)	(8.771)	(6.675)
Other (expenses)/income		1.895	864	1.895	864
EBIT		**5.732**	**7.311**	**5.534**	**7.199**
Finance Income		322	415	371	442
Finance Expense		(3.066)	(1.638)	(2.935)	(1.601)
Share of profit of Associates		20	13	-	-
Profit before tax		**3.008**	**6.100**	**2.970**	**6.040**
Income tax	25	(1.061)	(2.245)	(1.058)	(2.238)
Profit after tax		**1.947**	**3.856**	**1.912**	**3.802**
Equity holders of the parent		1.947	3.856	1.912	3.802
Non-controlling interests		0	0	-	-
Other Comprehensive Income:					
Items that will not be reclassified to Comprehensive Income Statement:					
Actuarial loss	20	(351)	(182)	(351)	(182)
Deferred Tax	20	72	5	72	5
Total Comprehensive Income after taxes		**1.668**	**3.679**	**1.633**	**3.626**
Profit of the period attributable to:					
Equity holders of the parent		1.668	3.679	1.633	3.626
Non-controlling interests		0	0	-	-
Profit per share from continuing operations attributable to the shareholders of the parent (expressed in €/share):					
Basic earnings per share	29	**0,0882**	**0,1747**	**0,0866**	**0,1722**
Diluted earnings per share	29	**0,0882**	**0,1747**	**0,0866**	**0,1722**
Proposed Dividend per share	30	-	-	**0,0200**	**0,0700**
EBITDA		**13.565**	**9.458**	**13.179**	**9.311**

*The Group has applied IFRS 16 using the cumulative effect method. According to this method, the comparative data is not restated. For more information refer to note 2.2.

STATEMENT OF FINANCIAL POSITION as at 31st December 2019

(Figures in thousand €)

		THE GROUP		THE COMPANY	
Assets	***Note***	**31.12.2019**	**31.12.2018***	**31.12.2019**	**31.12.2018***
Tangible Assets	*6*	36.491	29.699	36.404	29.631
Right-of-use assets	*7*	35.069	-	32.771	-
Intangible Assets	*8*	1.960	1.470	1.959	1.459
Advance Payments for Fixed Assets	*6*	0	225	0	225
Investments in subsidiaries	*9*	0	0	4.072	4.072
Investments in associates	*9*	1.153	1.142	225	225
Other investments	*10*	34	34	34	34
Deferred tax asset	*19*	1.968	2.750	1.951	2.741
Other non-current assets	*11*	766	689	756	684
Non-Current assets		**77.442**	**36.010**	**78.172**	**39.071**
Inventories	*12*	53.371	52.527	51.802	51.278
Trade receivables	*13*	21.435	17.879	21.059	17.546
Other receivables	*14*	7.940	6.390	7.823	6.186
Cash and cash equivalents	*15*	39.190	40.842	38.728	40.124
Current assets		**121.936**	**117.638**	**119.410**	**115.134**
Total Assets		**199.378**	**153.648**	**197.582**	**154.205**
Shareholders' Equity and Liabilities					
Share capital	*16*	7.285	7.285	7.285	7.285
Share Premium	*16*	844	844	844	844
Other Reserves	*17*	24.687	24.898	24.382	24.612
Retained earnings		60.582	60.089	62.356	61.879
Shareholders' Equity		**93.399**	**93.116**	**94.868**	**94.620**
Non-current borrowing	*18*	6.900	8.940	6.900	8.940
Non-current lease liabilities	*7*	32.022	-	29.799	-
Provision for employee benefits	*20*	2.305	1.916	2.305	1.916
Other non-current provisions	*21*	0	213	0	213
Non-current contract liabilities		2.221	859	2.221	859
Deferred Income	*22*	2.303	2.364	2.303	2.364
Non-current Liabilities		**45.751**	**14.292**	**43.528**	**14.292**
Trade payables	*23*	33.936	25.177	33.241	24.470
Tax liabilities		6.317	6.060	6.133	5.891
Current borrowing	*18*	2.040	2.333	2.040	2.333
Current lease liabilities	*7*	3.993	-	3.880	-
Current provisions	*21*	1.017	1.231	1.017	1.231
Current contract liabilities	*23*	1.986	1.273	1.944	1.212
Other current liabilities	*23*	10.939	10.166	10.931	10.157
Current Liabilities		**60.228**	**46.240**	**59.187**	**45.293**
Total Shareholders' Equity and Liabilities		**199.378**	**153.648**	**197.582**	**154.205**

*The Group has applied IFRS 16 using the cumulative effect method. According to this method, the comparative data is not restated. For more information refer to note 2.2.

STATEMENT OF CHANGES IN NET EQUITY

(Figures in thousand €)

THE GROUP

	Share Capital	Share Premium	Other Reserves and Retained Earnings	Own Shares	Total
Equity at the beginning of the period (01.01.2018)	**7.285**	**844**	**82.172**	**0**	**90.301**
Changing Policy Effect (IFRS 15 & IFRS 9)	0	0	681	0	681
Restated balance at 1 January 2018	**7.285**	**844**	**82.853**	**0**	**90.982**
Total Comprehensive Income after Taxes	0	0	3.679	0	3.679
Increase of Capital	0	0	0	0	0
Return of Share Capital	0	0	0	0	0
Purchase of Own Shares	0	0	0	0	0
Distributed Dividend	0	0	(1.545)	0	(1.545)
Equity at the end of the period (31.12.2018)	**7.285**	**844**	**84.987**	**0**	**93.116**
Equity at the beginning of the period (01.01.2019)	**7.285**	**844**	**84.987**	**0**	**93.116**
Changing Policy Effect (IFRS 16)	0	0	160	0	160
Restated balance at 1 January 2019	**7.285**	**844**	**85.147**	**0**	**93.276**
Total Comprehensive Income after Taxes	0	0	1.668	0	1.668
Increase of Capital	0	0	0	0	0
Return of Share Capital	0	0	0	0	0
Purchase of Own Shares	0	0	0	0	0
Distributed Dividend	0	0	(1.545)	0	(1.545)
Equity at the end of the period (31.12.2019)	**7.285**	**844**	**85.270**	**0**	**93.399**

THE COMPANY

	Share Capital	Share Premium	Other Reserves and Retained Earnings	Own Shares	Total
Equity at the beginning of the period (01.01.2018)	**7.285**	**844**	**83.729**	**0**	**91.858**
Changing Policy Effect (IFRS 15 & IFRS 9)	0	0	681	0	681
Restated balance at 1 January 2018	**7.285**	**844**	**84.410**	**0**	**92.539**
Total Comprehensive Income after Tax	0	0	3.626	0	3.626
Increase of Capital	0	0	0	0	0
Return of Share Capital	0	0	0	0	0
Purchase of Own Shares	0	0	0	0	0
Distributed Dividend	0	0	(1.545)	0	(1.545)
Equity at the end of the period (31.12.2018)	**7.285**	**844**	**86.491**	**0**	**94.620**
Equity at the beginning of the period (01.01.2019)	**7.285**	**844**	**86.491**	**0**	**94.620**
Changing Policy Effect (IFRS 16)	0	0	160	0	160
Restated balance at 1 January 2019	**7.285**	**844**	**86.650**	**0**	**94.779**
Total Comprehensive Income after Taxes	0	0	1.633	0	1.633
Increase of Capital	0	0	0	0	0

Return of Share Capital	0	0	0	0	0
Purchase of Own Shares	0	0	0	0	0
Distributed Dividend	0	0	(1.545)	0	(1.545)
Equity at the end of the period (31.12.2019)	**7.285**	**844**	**86.738**	**0**	**94.868**

CASH FLOW STATEMENT

(Figures in thousand €)

	THE GROUP		THE COMPANY	
	01.01- 31.12.2019	**01.01- 31.12.2018***	**01.01- 31.12.2019**	**01.01- 31.12.2018***
Operating Activities				
Profit before tax	**3.008**	**6.100**	**2.970**	**6.040**
Adjustments for:				
Depreciation / amortization	7.897	2.250	7.709	2.215
Amortization of subsidies	(64)	(103)	(64)	(103)
Provisions	(177)	(312)	(177)	(312)
Foreign Exchange differences	8	(66)	8	(66)
Results (income, expenses, profit and loss) from investing activities	14	(13)	34	0
Interest expenses and related costs	2.745	1.224	2.564	1.159
Plus/less adjustments for changes in working capital or related to operating activities				
Decrease / (increase) in inventories	(844)	(284)	(524)	(55)
Decrease / (increase) in receivables	(4.350)	(1.383)	(4.381)	(905)
(Decrease) / increase in liabilities	11.635	(2.943)	11.667	(3.230)
Less:				
Interest expenses and related expenses paid	(1.806)	(1.630)	(1.762)	(1.593)
Income tax paid	(761)	(1.591)	(773)	(1.539)
Total inflows / (outflows) from operating activities (a)	**17.305**	**1.249**	**17.272**	**1.611**
Investing Activities				
Acquisition of subsidiaries, affiliated companies, joint ventures and other investments	0	(10)	0	(10)
(Increase)/ Decrease of Share Capital of Subsidiaries, Affiliated Companies, Joint Ventures &f Other Investments	0	0	0	0
Purchase of property, plant, equipment and intangible assets	(10.330)	(7.552)	(10.286)	(7.544)
Received interests	322	415	322	415
Received dividends	9	27	49	27
Total inflows / (outflows) from investing activities (b)	**(9.999)**	**(7.120)**	**(9.915)**	**(7.112)**
Financing Activities				
Decrease from return of share capital	0	0	0	0
Proceeds from issued borrowings	14.500	3.500	14.500	3.500
Acquisition of own shares	0	0	0	0
Re-payments of borrowings	(16.833)	(5.104)	(16.833)	(5.104)
Lease repayments	(5.079)	-	(4.875)	-
Dividends paid	(1.545)	(1.545)	(1.545)	(1.545)
Total inflows / (outflows) from financing activities (c)	**(8.957)**	**(3.149)**	**(8.753)**	**(3.149)**
Net increase / (decrease) in cash and cash equivalents for the period (a) + (b) + (c)	**(1.652)**	**(9.020)**	**(1.396)**	**(8.650)**
Cash and cash equivalents at the beginning of the period	**40.842**	**49.862**	**40.124**	**48.774**
Cash and cash equivalents at the end of the period	**39.190**	**40.842**	**38.728**	**40.124**

*The Group has applied IFRS 16 using the cumulative effect method. According to this method, the comparative data is not restated. For more information refer to note 2.2. The notes on the accounts are an integral part of the interim financial statements.

NOTES TO THE ANNUAL FINANCIAL STATEMENTS

1. General information

These financial statements include the annual financial statements of the company Plaisio Computers S.A. (the "Company") and the consolidated annual financial statements of the Company and its subsidiaries (together "the Group"). The names of the subsidiary and of the related companies are presented in note 9.

PLAISIO COMPUTERS S.A. was founded in 1988 and is listed in Athens Stock Exchange since 1999. The Company's headquarters are located in Location Skliri, Magoula, Attica 19018 (Num. M.A.E 16601/06/B/88/13).

The Company assembles and trades PCs, Telecommunication, Office Equipment and Domestic Appliances.

The Board of Directors of PLAISIO COMPUTERS S.A. approved the financial statements for the period ending on December 31st 2019 on May 28th 2020.

2. Summary of significant accounting policies

2.1. Basis of Preparation of Financial Statements

These Company and consolidated financial statements have been prepared by management in accordance with the International Financial Reporting Standards (IFRS) and Interpretations by the International Financial Reporting Interpretations Committee (IFRIC), as they have been adopted by the European Union based on the Regulation 1606/2002 and IFRS that have been issued by the International Accounting Standards Board (IASB).

The accounting principles that have been used in the preparation and presentation of the annual financial statements are in accordance with those used for the preparation of the Company and Group financial statements as of December 31, 2018.

The financial statements have been prepared under the historical cost convention as modified by the revaluation of investment property at fair value.

The preparation of the Financial Statements in conformity with IFRS requires the use of certain estimates and assumptions, which affect the balances of the assets and liabilities, the contingencies disclosure as at the balance sheet date of the financial statements and the amounts of income and expense relating to the reporting year.

Any differences between amounts in the primary financial statements and similar amounts detailed in the explanatory notes are due to rounding of figures.

2.2. New standards, amendments to standards and interpretations:

Certain new standards, amendments to standards and interpretations have been issued that are mandatory for periods beginning during the current financial year and subsequent years. The Group's evaluation of the effect of these new standards, amendments to standards and interpretations is as follows:

1. **New and amended standards approved by the E.U. and adopted in the financial statements**

IFRS	Effective Date
IFRS 16 Leases	1 January 2019
IFRIC 23 Uncertainty over Income Tax Treatments	1 January 2019
IFRS 9 Financial Instruments (Amendment – Prepayment Features with Negative Compensation and Modification of Financial Liabilities)	1 January 2019

IFRS	Effective Date
IAS 28 Investments in Associates and Joint Ventures (Amendment – Long-term Interests in Associates and Joint Ventures)	1 January 2019
Annual Improvements to IFRSs 2015 – 2017 Cycle	1 January 2019
IAS 19 Employee Benefits (Amendment – Plan Amendment, Curtailment or Settlement)	1 January 2019

Of the pronouncements above, only the application of IFRS 16 affected the Group and led to significant changes. The adoption of the new standard is depicted in the Statement of Changes in Equity. Other amendments are either not significant or not relevant to the operations of the Company and the Group.

2. Changes in accounting policies

IFRS 16 "Leases"

IFRS 16 supersedes IAS 17 Leases, IFRIC 4 Determining whether an Arrangement contains a Lease, SIC-15 Operating Leases-Incentives and SIC-27 Evaluating the Substance of Transactions Involving the Legal Form of a Lease. The standard sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model. Lessor accounting under IFRS 16 is substantially unchanged under IAS 17. Lessors will continue to classify leases as either operating or finance leases using similar principles as in IAS 17. Therefore, IFRS 16 did not have an impact for leases where the Group or the Company is the lessor.

The Group and the Company adopted IFRS 16 using the modified retrospective method of adoption with the date of initial application of 1 January 2019. Under this method, the standard is applied retrospectively with the cumulative effect of initially applying the standard recognized at the date of initial application.

Practical expedients applied

In applying IFRS 16 for the first time, the Group has used the following practical expedients on transition permitted by the standard:

– The use of a single discount rate to a portfolio of leases with reasonably similar characteristics.

– Reliance on previous assessments on whether leases are onerous.

– The accounting for operating leases with a remaining lease term of less than 12 months as at 1 January 2019.

– The exclusion of initial direct costs for the measurement of the right-of-use asset at the date of initial application.

– The use of hindsight in determining the lease term where the contract contains options to extend or terminate the lease.

Moreover, the Group elected to use the on-going recognition exemptions for lease contracts that, at the commencement date, have a lease term of 12 months or less and do not contain a purchase option (short-term leases), and lease contracts for which the underlying asset is of low value (low-value assets). Payments associated with short-term leases and leases of low-value assets are recognized on a straight-line basis as an expense in profit or loss.

Finally, the Group chose not to separate the non-lease components from lease components. This simplification is applicable to all class of underlying asset to which the right of use relates.

The change in the accounting policy affected the following items in the statement of financial position of the Group and the Company on 1 January 2019:

(Figures in thousand €) **THE GROUP**

Assets	**31.12.2018**	**IFRS 16 – Transition Adjustments**	**IFRS 16 - Reclassifications**	**01.01.2019 Restated**
Non-Current Assets				
Tangible assets	29.699			29.699
Right-of-use assets	-	38.521	213	38.734
Intangible assets	1.470			1.470
Advance Payments for Fixed Assets	225			225
Investments in subsidiaries	0			0
Investments in associates	1.142			1.142
Other investments	34			34
Deferred tax asset	2.750		(53)	2.697
Other non-current assets	689			689
	36.010	**38.521**	**160**	**74.690**
Current Assets				
Inventories	52.527			52.527
Trade receivables	17.879			17.879
Other receivables	6.390			6.390
Cash and cash equivalents	40.842			40.842
	117.638	**0**	**0**	**117.638**
Total Assets	**153.648**	**38.521**	**160**	**192.328**
Shareholders' Equity and Liabilities				
Share Capital	7.285			7.285
Share Premium	844			844
Other Reserves	24.898		160	25.058
Retained Earnings	60.089			60.089
Shareholders' Equity	**93.116**	**0**	**160**	**93.276**
Non-current borrowing	8.940			8.940
Other non-current provisions	213		(213)	0
Provision for employee benefits	1.916			1.916
Non-current contract liabilities	859			859
Lease liabilities	-	34.460	213	34.673
Deferred Income	2.364			2.364
Non-current Liabilities	**14.292**	**34.460**	**0**	**48.752**
Trade payables	25.177			25.177
Tax liabilities	6.060			6.060
Current borrowing	2.333			2.333
Current provisions	1.231			1.231
Current contract liabilities	1.273			1.273
Lease liabilities	-	4.061		4.061
Other current liabilities	10.166			10.166
Current Liabilities	**46.240**	**4.061**	**0**	**50.301**
Total Shareholders' Equity and Liabilities	**153.648**	**38.521**	**160**	**192.328**

THE COMPANY

(Figures in thousand €)

Assets	**31.12.2018**	**IFRS 16 – Transition Adjustments**	**IFRS 16 - Reclassifications**	**01.01.2019 Restated**
Non-Current Assets				
Tangible assets	29.631			29.631
Right-of-use assets	-	36.070	213	36.282
Intangible assets	1.459			1.459
Advance Payments for Fixed Assets	225			225
Investments in subsidiaries	4.072			4.072
Investments in associates	225			225
Other investments	34			34
Deferred tax asset	2.741		(53)	2.687
Other non-current assets	684			684
	39.071	**36.070**	**160**	**75.300**
Current Assets				
Inventories	51.278			51.278
Trade receivables	17.546			17.546
Other receivables	6.186			6.186
Cash and cash equivalents	40.124			40.124
	115.134	**0**	**0**	**115.134**
Total Assets	**154.205**	**36.070**	**160**	**190.434**
Shareholders' Equity and Liabilities				
Share Capital	7.285			7.285
Share Premium	844			844
Own Shares	0			0
Other Reserves	24.612		160	24.772
Retained Earnings	61.879			61.879
Shareholders' Equity	**94.620**	**0**	**160**	**94.779**
Non-current borrowing	8.940			8.940
Provision for employee benefits	1.916			1.916
Other non-current provisions	213		(213)	0
Non-current contract liabilities	859			859
Non-current liabilities from leases	-	32.865	213	33.077
Deferred Income	2.364			2.364
Non-current Liabilities	**14.292**	**32.865**	**0**	**47.156**
Trade payables	24.470			24.470
Tax liabilities	5.891			5.891
Current borrowing	2.333			2.333
Current provisions	1.231			1.231
Current contract liabilities	1.212			1.212
Current liabilities from leases	-	3.205		3.205
Other current liabilities	10.157			10.157
Current Liabilities	**45.293**	**3.205**	**0**	**48.498**
Total Shareholders' Equity and Liabilities	**154.205**	**36.070**	**160**	**190.434**

The following table reconciles the minimum lease commitments disclosed in the Group's 31 December 2018 annual financial statements to the amount of lease liabilities recognised on 1 January 2019:

	The Group	The Company
Operating lease commitments disclosed on 31.12.2018	**48.346**	**44.944**
Weighted average incremental borrowing rate on 1.1.2019	**3,7%**	**3,7%**
Discounted in present value on 1.1.2019	37.881	35.429
(Less): short-term leases	(100)	(100)
Add/(less): effect of adjustments in extension and termination options	740	740
Add/(less): other adjustments	213	213
Lease liability recognized on 1.1.2019	**38.734**	**36.282**
Long-term lease liabilities	34.673	33.077
Short-term lease liabilities	4.061	3.205
Total lease liabilities recognized on 1.1.2019	**38.734**	**36.282**

Lease activities and accounting treatment

The Group has various lease contracts for stores, offices and warehouses. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. There are leases with fixed increases and others where the increase is based on changes in price indices.

Until the 2018 financial year, leases were classified as either finance or operating leases.

Finance leases were capitalized at the commencement of the lease at the inception date fair value of the leased property or, if lower, at the present value of the minimum lease payments. Lease payments were apportioned between interest and reduction of the lease liability. The Group did not have any finance leases.

Payments made under operating leases were charged to profit or loss on a straight-line basis over the period of the lease.

From 1 January 2019, leases are recognized as a right-of-use asset and a corresponding lease liability at the date at which the leased asset is available for use.

The Group and the Company presents right-of-use assets in the account "Right-of-use assets", the same line item as it presents underlying assets of the same nature that it owns.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date. It is discounted by using the interest rate implicit in the lease or, if that rate cannot be readily determined, the incremental borrowing rate (IBR). The IBR is the rate that the lessee would have to pay to borrow the funds necessary to obtain an asset of a similar value in a similar economic environment with similar terms and conditions.

The lease liability is subsequently increased by the interest cost on the lease liability and decreased by lease payment made. It is re-measured when there is a change in future lease payments arising from a change in an index or rate, a change in the estimate of the amount expected to be payable under a residual value guarantee, or as appropriate, changes in the assessment of whether a purchase or extension option is reasonably certain to be exercised or a termination option is reasonably certain not to be exercised.

The Group has applied judgement to determine the lease term for some lease contracts in which it is a lessee that includes renewal options. The assessment of whether the Group is reasonably certain to exercise such options impacts the lease term, which significantly affects the amount of lease liabilities and right-of-use assets recognized.

3. New standards, amendments to standards and interpretations issued not yet effective

IFRS	Adoption date
Conceptual Framework for Financial Reporting (Amendments to References to the Conceptual Framework in the IFRS Standards)	1 January 2020
IFRS 3 Business Combinations (Amendment – Definition of Business)	1 January 2020
IAS 1 Presentation of Financial Statements and IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors (Amendment – Definition of Material)	1 January 2020
IFRS 17 “Insurance Contracts”	1 January 2021
IFRS 9, IAS 39 and IFRS17 (Amendments - Interest Rate Benchmark Reform) (issued on 26 September 2019)	1 January 2020
IAS 1 Presentation of Financial Statements (Amendments -Classification of Liabilities as Current or Non-current) (issued on 23 January 2020)	1 January 2022

The Company and the Group does not believe these standards and interpretations will have a material impact on the financial statements once adopted.

2.3. Consolidated financial statements

a) Subsidiaries

Subsidiaries are all entities over which the Group has the power to govern, directly or indirectly, the financial and operating policies.

Subsidiaries are fully consolidated (full consolidation) from the date on which control is transferred to the Group and they are de-consolidated from the date that control ceases.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the Group' share of the net assets of the subsidiary acquired, the difference is recognized directly in the income statement.

When the Group increases its shareholding in a subsidiary, the difference between the price paid and the book value of the net assets of that subsidiary is recorded directly in equity.

Inter-company transactions, balances and unrealized gains on transactions between group companies are eliminated. Unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of subsidiaries have been changed to ensure consistency with the policies adopted by the Group.

The Company accounts for its investment in subsidiaries, in its stand-alone accounts, on the cost less impairment basis.

(b) Associates

Associates are all entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted by using the equity method of accounting and are initially recognized at cost. The Group's investment in associates includes goodwill identified on acquisition, (net of any accumulated impairment loss).

The Group's share of its associates' post-acquisition profits or losses is recognized in the income statement, and its share of post-acquisition movements in reserves is recognized in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, the Group does not recognize further losses, unless it has incurred obligations or has made payments on behalf of the associate.

Unrealized gains on transactions between the Group and its associates are eliminated to the extent of the Group's interest in the associates. Unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

Accounting policies of associates have been changed to ensure consistency with the policies adopted by the Group.

Investments in associates are accounted for in the Company financial statements at the cost less impairment basis.

2.4. Segment reporting

The operational segments are regularly considered by the Management and they appeared in the financial statements in the same basis as they are used for internal purposes of the Group. The operational segments are defined as a group of assets and operations engaged in providing products and services that are subject to risks and returns that are different from those of other business segments. The results of operational segments are regularly evaluated by the decision makers in order to make decisions relative to distribution of resources to the segment and assessing its performance.

2.5. Conversion of foreign currency

(a) Operating currency and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ("the operating currency").

The consolidated financial statements are presented in Euros, which is the Company's operating and presentation currency.

(b) Transactions and balances

Foreign currency transactions are translated into the operating currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at the year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement.

(c) Group companies

The results and financial position of all Group entities (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

i. Assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet

ii. Income and expenses for each income statement are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the dates of the transactions) and

iii. All resulting exchange differences are recognised as a separate component of equity and transferred in Income Statement with the sale of those entities.

Exchange differences arising from the translation of the net investment in foreign entities are recognised in equity. When a foreign operation is sold, such exchange differences are recognised in the income statement as part of the gain or loss on sale.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate.

2.6. Tangible fixed assets

All property, plant and equipment ("PPE") is shown at cost less subsequent depreciation and impairment. Cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group higher than the initially expected according to the initial return of the financial asset and under the assumption that the cost of the item can be measured reliably. All other repairs and maintenance are charged to the income statement during the financial period in which they are incurred. Costs required for development and improvement of the computer software programmes are capitalised.

Land is not depreciated. Depreciation on PPE is calculated using the straight-line method to allocate the cost of each asset to its residual value over its estimated useful life, in order to write down the cost in its residual value. The expected useful life of property, plant and equipment is as follows:

- Buildings:	30 - 50 years
- Vehicles & mach. equipment:	5 – 10 years
- Other equipment:	3 – 6 years

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.
When the carrying amount of the asset is higher than its recoverable amount, the resulting difference (impairment loss) is recognized immediately as an expense in the income statement.
In case of sale of property, plant and equipment, the difference between the sale proceeds and the carrying amount is recognized as profit or loss in the income statement.

2.7. Intangible Fixed Assets

Computer Software

Software licences are evaluated at cost minus depreciation and any impairment cost. The software depreciation is calculated using the straight-line method and within a period of 3 - 5 years.
Expenses that are required for the development and repair of software are recognized as expenses when they are realized. Expenses for the development of specific software, controlled by the Group are recognized as intangible assets, when:
a. there is the technical possibility to complete the software so that it is available for use or sale,
b. there is the intention to complete and sell or use the item,
c. there is the possibility to sell or use the item,
d. the asset is going to produce future benefits. There has to be evidence that there is a market for the item or its production or if it is going to be used internally to prove the usefulness of the item in other segments of the entity,
e. it is certain that adequate technical, financial and other resources will be available to ensure the completion and sale or use of the item,
f. there is the possibility to measure reliably the expenses directly attributed.
Expenses that are capitalized comprise of the cost of material and services used or are consumed as well as the cost of the benefits to the employees that comes about directly from the production of the item.

2.8. Impairment of assets

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment or whenever events or changes indicate that the carrying amount may not be recoverable.
Assets that are subject to amortisation are tested for impairment whenever events or changes in circumstance indicate that the carrying amount may not be recoverable.
An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value, less costs to sell and value in use. Impairment losses are recognised as an expense to the Comprehensive Income Statement, when they occur.

2.9. Financial assets

The Group classifies its financial assets in the following categories: at fair value through profit or loss, loans and receivables, available-for-sale, investment in subsidiaries, derivative financial instruments and hedging activities. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition and re-evaluates this designation at every reporting date.

(a) Financial assets at fair value through profit or loss

This category has three sub-categories: financial assets held for trading, those designated at fair value through profit or loss at inception and derivatives. Assets in this category are classified as current if they are either held for trading or are expected to be realised within 12 months of the balance sheet date. Also, the derivative financial instruments are classified as held for trading unless they are designated as hedges. Assets in this category are classified as current assets.

(b) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and with no intention of trading. They are included in current assets, except for maturities greater than 12 months after the balance sheet date. These are classified as non-current assets.

(c) Available-for-sale financial assets

Available-for-sale financial assets are non-derivatives that are either designated in this category or not classified in any of the above categories. They are included in non-current assets, unless management intends the disposal of investment within 12 months of the balance sheet date.

Purchases and sales of financial assets are recognised on trade-date – the date on which the Group commits to purchase or sell the asset. Investments are initially recognised at fair value plus transaction costs. Financial assets are derecognised when the rights to receive cash flows from the investments have expired or have been transferred and the Group has transferred substantially all risks and rewards of ownership.

Available-for-sale financial assets and financial assets at fair value through profit or loss are subsequently carried at fair value. Gains or losses from changes in the fair value of the “financial assets at fair value through profit or loss” category are recognised in the income statement in the period in which they arise.

Unrealized gains or losses from changes in fair value of financial assets that are classified as available for sale are recognized in revaluation reserves. In the cases of sales or impairment of the financial assets held for trading purposes, the accumulated adjustments in the fair value are transferred to the statement of profit or loss. The fair values of quoted investments are based on current bid prices. If the market for a financial asset is not active (and for unlisted securities), the Group establishes fair value by using valuation techniques. These include the use of recent arm’s length transactions, reference to other instruments that are substantially the same and discounted cash flow analysis refined to reflect the issuer’s specific circumstances.

The Group assesses at each balance sheet date, whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of equity securities classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is considered in determining whether the securities are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss – measured as the difference between acquisition cost and current fair value, less any impairment loss on that financial asset previously recognised in profit or loss – is removed from equity and recognised in the income statement. Impairment losses recognised in the income statement on equity instruments are not reversed through the income statement.

2.10. Derivative financial instruments and hedging activities

The Group designates certain derivatives as cash flow hedges. The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges is recognized in equity. The gain or loss relating to the ineffective portion is recognized immediately in Group's results (income statement).

Amounts accumulated in equity are recycled in the income statement in the periods when the hedged item affects profit or loss (when the forecast sale that is hedged takes place).

Certain derivative instruments not qualified as hedging instruments and no longer meet the criteria for hedge accounting, are classified as derivatives available for sale and accounted for at fair value through profit or loss. Changes in the fair value of any of these derivative instruments are recognized immediately in the income statement within 'Other operating income / (expenses) - net'.

The Group designates certain derivative financial instruments as:

1) hedges of a particular risk associated with a recognized asset or liability or a highly probable forecast transaction (cash flow hedge), or

2) derivatives at fair value through the income statement.

Changes in the fair value of derivatives that are not attributable to hedging are recognized immediately in the income statement within 'Other operating income / (expenses) – net'.

2.11. Inventories

Inventories are stated at the lower of cost and net realisable value. Differences between cost and net realisable value are recognised as losses in the income statement when they arise.

Cost is determined using the weighted average method. It excludes financial costs. Net realisable value is the estimated selling price in the ordinary course of business, less any applicable selling expenses. Certain provisions are formed for devaluated, not usable and with a very low turnover inventories. The decrease in the cost of inventories to the net realizable value and all other damage to the inventories are posted in the P&L of the period in which they appear.

2.12. Trade receivables and other receivables

Trade receivables are recognized initially at fair value (invoice value) and are then valuated in their un-depreciated cost, using the real interest rate, deducting any impairment losses. The impairment losses are recognized when there is objective evidence that it is not going to collect the amount owed to it, based on the selling terms. Significant financial difficulties, probability that the debtor will enter bankruptcy or financial reorganization and the delinquency in payments are considered indicators that the trade receivable is impaired. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the effective interest rate. The amount of the provision is recognized as expense in the income statement within 'Other operating income / (expenses) – net'. The amount of the impairment loss is posted as expense in the "Other Expenses" of the P&L. When a trade receivable is characterized as "not-to-be-collected" it is written off, using the account for provisions. In case a receivable which was written off is collected, the other expenses are credited in "the Other Expenses" of the P&L.

2.13. Cash and Cash Equivalents

Cash and cash equivalents include cash on hand, short-term bank deposits and other short-term highly liquid investments with maturity dates of three (3) months or less and insignificant risk.

2.14. Share Capital

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares are shown after the reduction of the relative income tax in reduction to the product of issue. Incremental costs directly attributable to the issue of new shares for the acquisition of other entities are included in the cost of acquisition of the new company.
The acquisition cost of own shares is presented as decreasing in equity until the own shares are sold or cancelled. Any profit or loss from the sale of own shares, net of direct to the transaction other expenses and taxes is presented as a reserve in Equity.

2.15. Trade and other payables

The trade and other payables are recognized initially in their fair value and after that in their undepreciated value based on the method of effective interest rate.

2.16. Debt

Banking loans are recognized initially at fair value, decreased by any transaction costs incurred. Subsequently, they are stated at amortized cost. Any difference between the proceeds and the redemption value is recognized in the profit and loss statement over the borrowing period using the effective interest method.
Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date.

2.17. Income Tax (Current and Deferred)

The income tax of the subsidiaries and associates of the Group is calculated based on the relevant laws that apply at the date of the Balance Sheet in the countries where they act and where the taxable income occurs. The management periodically checks the calculations of the tax and in cases where the relevant tax law can be interpreted in different ways; it forms a relevant provision for the surplus amount that is expected to be paid to the local tax authorities.
Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. The deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business merger that at the time of the transaction affects neither the period's income tax includes the current tax, the deferred tax and the provisions for unaudited tax periods. Income tax is recognized in the income statement of the period, except for the tax relating to transactions that have been booked directly to equity, in which case it is, accordingly, booked to equity accounting nor taxable profit or loss. Deferred tax assets and liabilities shall be measured at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the balance sheet date. Deferred income tax assets are recognized to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized. Deferred income tax is provided on temporary differences arising on investments in subsidiaries, joint ventures and associates, except where the timing of the reversal of the temporary difference is controlled by the Group and it is probable that the temporary difference will not reverse in the foreseeable future.

2.18. Employee Benefits

(a) Current benefits

Current employee benefits, monetary and in items, are recognized as an expense when they accrue.

(b) Benefits for employee compensation

According to the Greek Laws 2112/20 and 4093/2012, the Company pays the employees compensations for dismissals or resignations due to pensions. The aforementioned payments depend on the years of working experience, the remunerations, and the way of leaving the company (dismissal or resignation). The compensations for pensions and dismissals fall under the defined benefit plans according to the IFRS 19 «Employee benefits». The above obligations are calculated based on an actuarial projected unit credit method. A program of specific benefits that operates taking into consideration various factors such as age, years of experience, remuneration and other specific obligations.

The provisions that concern the fiscal year, are included in the relative personnel cost in the attached consolidated financial statements and consist of the current and previous personnel cost, the relative financial cost, the actuarial profits or losses and any other possible charges. According to the non-recognized actuarial profits or losses, the amended IAS 19 is applied, which includes a series of amendments regarding the accounting of defined benefit plans among others:

1. Actuarial gains and losses will be recognized in other comprehensive income and they will be definitely excluded from the results of the year.

2. The net interest on the net defined benefit liability during the reporting period that arises from passage of time and is determined by multiplying the need defined benefit liability by the discount rate

3. Past service costs are recognized in the income statement in the period when a plan is amended.

4. Other changes include extended disclosures, as quantitative sensitivity analysis

2.19. Subsidies

State subsidies are recognized at their fair value when there is the certainty that the subsidy is going to be collected and the Group will comply with all the terms.

State Grants that refer to expenses, are deferred and are recognized in the results so that they are matched by the expense they are going to subsidize.

State subsidies that refer to the purchase of fixed assets are included in the long term liabilities as deferred state subsidies and are transferred as income to the Statement of Comprehensive Income throughout the duration of the expected lifetime of the relevant assets.

2.20. Provisions

Provisions are recognized when:

i. There is present legal or constructive obligation as a result of past events

ii. It is probable that an outflow of resources will be required to settle the obligation

iii. The amount can be reliably estimated

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognized even if the likelihood of an outflow with respect to any item included in the same class of obligations may be small.

Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the balance sheet date. The discount rate used to determine the present value reflects current market assessments of the time value of money and the increases specific to the liability.

2.21. Revenue recognition

Revenue includes the fair value of the sales of goods and services, net of VAT, deductions and returns. The intercompany revenue of the Group is fully eliminated.

The Group recognizes the income when the amount can be measured reliably, when the Group expects future inflows and when the criteria that are mentioned below, for each separate category, are met. The amount of the sale is not considered to be measured reliably if any contingent obligations are related to the income. The Group bases its estimations on historical data, taking into consideration the category of the customer, the type of transaction and the specific terms of the contract.

Revenue is recognized as follows:

a) Sales of goods

Revenue from sale of goods is recognized when the Group delivers the Goods to the customers, the goods are accepted by them and the collection of the receivable is assured.

b) Provided Services

Income from services is recognized in the accounting period in which the services are rendered, based on the stage of completion of the services provided in relation to the total services to be provided.

c) Interest income

Interest income is recognized in the income statement on a time proportion basis using the effective interest method. When a receivable is impaired, the Group reduces the carrying amount to its recoverable amount, being the estimated future cash flow discounted at original effective interest rate of the instrument, and continues accreting the discount as interest income. Afterwards, interests are calculated by using the same rate on the impaired value (new carrying amount).

d) Dividend income

Income from dividends is recognized when the right to receive payment is established.

2.22. Leases

Leases where the lessor retains substantially all the risks and rewards of ownership are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the income statement on a straight-line basis over the period of the lease.

Leases of property, plant and equipment which the Group has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalized at the lease's inception at the lower of the fair value of the leased property and the present value of the minimum lease payments. Each lease payment is allocated between the liability and finance charges so as to achieve a constant rate on the finance balance outstanding. The corresponding rental obligations, net of finance charges, are included in other long-term payables. The interest element of the finance cost is charged to the income statement over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period. The property, plant and equipment acquired under finance leases is depreciated over the shorter of the asset's useful life and the lease term if classified as tangible assets.

The impact of IFRS 16 "Leases" is shown in note 2.2.

2.23. Dividend distribution

Dividend distribution to the Company's shareholders is recognized as a liability in the Group's financial statements when the dividend distribution is approved by the Company's General Assembly.

3. Risk management policies

3.1. Factors of financial risk

The Group is exposed to a variety of financial risks: market risk (including foreign exchange risk, interest rate risk and price risk), credit risk and liquidity risk. The Group's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Group's financial performance.

The main risks are:

(a) Market risk

i) Foreign exchange risk

The foreign exchange risk is the risk of volatility of the value of financial assets, of assets and liabilities due to changes in the exchange rates. The majority of the Group's transactions and balances are in Euro. However, given the fact that the Group transacts in an international level and as a result is exposed to foreign exchange risk resulting, mainly, be the U.S. dollar. The Group holds deposits in foreign currency (note 15). Furthermore, there are no loan liabilities in a currency other than the Euro. The Group in certain cases, outweighs the foreign exchange risk, by awarding derivative contracts, but does not use with hedge accounting.

The Management of the Group observes at all times the trends in the foreign exchange market and the potential risks that may arise from its fluctuations and evaluates the need for relevant measures. The activity of the Group in Bulgaria is not considered to enhance currency risk, as the exchange rate of the Bulgarian currency to the Euro is fixed.

ii) Cash flow and fair value interest rate risk

The Group analyses its interest rate exposure on a dynamic basis. Various scenarios are simulated taking into consideration refinancing, renewal of existing positions, alternative financing and hedging. Based on these scenarios, the Group calculates the impact on profit and loss of a defined interest rate shift.

The policy of the Company regarding the capital structure is to keep loans at a low level, assuring at the same time that there is a financing capability from the banks that Plaisio cooperates with, to satisfy without problems the planned development of the Group.

The long-term bond loans of the Company and the Group, on December 31st 2019, were 6.900 th. Euro (8.940 th. Euro on 31.12.2018), the short-term bond loans were 2.040 th. Euro (2.333 th. Euro on 31.12.2018). From the total bond loans (8.940 th. Euro), the 4.740 th. Euro refers to a common bond loan with floating interest rate from NBG, while the remaining amount (4.200 th. Euro) refers to a common bond loan with floating interest rate from Eurobank SA.

The short-term bank loans were null on 31.12.2019 and on 31.12.2018. The total debt of the Group were decreased to 8.940 th. Euro from 11.273 th. Euro on 31.12.2018 (approximately -20,7%).

The following table presents the sensitivity of the results of the period as well as the net equity to a change of the interest rate of +1% or -1%. Due to the lower debt exposure, the sensitivity of the results appeared more limited.

The relevant influence is presented as follows:

A) Interest Rate increase by 1%:

The results of the period as well as the net equity of the Group and of the Company, in that case, would decrease by 89 th. Euro and 110 th. Euro on 31.12.2019 and 31.12.2018 respectively.

B) Interest Rate decrease by 1%:

The results of the period as well as the net equity of the Group and of the Company, in that case, would increase by 89 th. Euro and 110 th. Euro on 31.12.2019 and 31.12.2018 respectively.

The level of the interest rates is positively influenced by the capital structure of the Group and the stable timeless repayments of any kind of financial liabilities and the co-operation relationships the Group retains with the banks. As a consequence, it is noted the wide liquidity of the Group and the fact that the cash and cash equivalents exceed the Group's total short-term and long-term borrowings in the last years.

iii) Turnover Seasonality

Sales' seasonality demands rational working capital management and smooth inventory inflows in order to avoid any shortage. The Group's sales are characterized by seasonality as 57% of the total sales are realized in the second half of the year. In the second semester of the year, the sales from the beginning of the school and academic year, the sales from Black Friday and the sales from the Christmas period are realized. Despite the seasonality, the Management estimates the referred risk as limited due to the wide liquidity and the ability to act immediately in cases of necessity of increased inventory and due to the retention of sufficient inventory for the needs of the Group.

iv) Intensity of Competition

The Company operates in an intensively competitive industry, as there are many retailers which operate in the consumer electronics sector. However, due to the multi-product approach of the Group, it is not an easy exercise to identify an identical business model in the market. In any case, the Group achieves over time one of the best performance margins, and consistently appears profitability, facts that prove the success in the referred Market. However, the competition may change in the future with the entrance of new competitors in the market or with the amendments of the strategy of the already existed competitors. Also, in periods when the consuming spend is stable or decreasing, the competition can lead to redistribution of the market shares. The intensity of competition may negatively affect the turnover and the profitability of the Group.

(b) Credit risk

Credit risk is managed on Group basis. Credit risk arises from cash and cash equivalents, derivative financial instruments and credit exposures to customers, including outstanding receivables and committed transactions.

Sales are made mainly to customers with an assessed credit history and credit limits. Also, certain sales and collection terms are applied. Whenever possible, further securities are requested for outstanding receivables.

The Management, on the one hand because of the large dispersion of the Group's customers, and on the other hand because of the significant provision it has formed for doubtful receivables, given that its environment is one of increased credit risk, evaluates the risk as controlled. Retail sales are paid in cash or via credit cards. For wholesales the Group has the necessary policies in order to give credit, by examining the creditworthiness of the customers in every single case separately. Furthermore, it is a policy of the Group that the largest amount of its receivables is insured.

Plaisio offers to its customers the possibility to pay in installments with the payment programme "Month per Month" in cooperation with a financial institution (bank). Part of the bad debt balances from this payment method is recognized by the Company and for that reason the Company formed a distinct provision for this purpose. The concentration of credit risk relative to customers is presented in Note 13.

(c) Liquidity Risk

The tables that follow analyze the financial liabilities of the Company and the Group, grouped to certain dates they expire, which are calculated according to their remaining time from the date of the financial results to their conventional expiring date.

The amounts depicted in the tables, are not discounted. The within 12 months expiring amounts, are depicted in their fair value, since the effect of discounting is not considered to be significant.

THE GROUP 31.12.2019	**up to 12 months**	**from 1 up to 2 years**	**from 2 up to 5 years**
Suppliers & Other Short term Liabilities	51.192	0	0
Loans & Interest	2.245	2.192	4.939
Total	**53.437**	**2.192**	**4.939**

THE CROUP 31.12.2018	**up to 12 months**	**from 1 up to 2 years**	**from 2 up to 5 years**
Suppliers & Other Short term Liabilities	41.403	0	0
Loans & Interest	2.712	2.349	7.324
Total	**44.115**	**2.349**	**7.324**

THE COMPANY 31.12.2019	**up to 12 months**	**from 1 up to 2 years**	**from 2 up to 5 years**
Suppliers & Other Short term Liabilities	50.305	0	0
Loans & Interest	2.245	2.192	4.939
Total	**52.550**	**2.192**	**4.939**

THE COMPANY 31.12.2018	**up to 12 months**	**from 1 up to 2 years**	**from 2 up to 5 years**
Suppliers & Other Short term Liabilities	40.517	0	0
Loans & Interest	2.712	2.349	7.324
Total	**43.229**	**2.349**	**7.324**

The Group considers that the total liabilities to suppliers are short-term, while in the same category includes other short-term liabilities, as well as the tax liabilities.

Taking into account all the above and the security of the repayment of the aforementioned liabilities through the broad liquidity of the Group, the examined risk is absolutely controlled.

3.2. Capital risk management (capital structure)

The Group's and Company's objective when managing capital is to safeguard the ability to continue as a going concern and in parallel to maximize the yield for the shareholders and the utility for other stakeholders through the optimization of the capital structure (debt and equity).

In the following two tables information for the net borrowing of the Group and the Company is given.

THE GROUP	**31.12.2019**	**31.12.2018**
Total Loans	8.940	11.273
Minus: Cash & cash equivalents	(39.190)	(40.842)
Net Borrowing	**(30.250)**	**(29.569)**

THE COMPANY	**31.12.2019**	**31.12.2018**
Total Loans	8.940	11.273
Minus: Cash & cash equivalents	(38.728)	(40.124)
Net Borrowing	**(29.788)**	**(28.851)**

From all the above, cash and cash equivalents are multiple times more than the total loans, eliminating the need for targeted policy regarding the management of the examined risk.

4. Critical accounting estimates and judgments of the Management

Estimates and judgments of the Management are continuously evaluated and are based on historical experience and other factors, including expectations of future events believed to be reasonable under the circumstances.

For the Annual Financial Statements of December 31st 2019 the basic accounting principles and assumptions of the Balance Sheet of December 31st 2018 apply, except the new accounting principles have been adopted due their mandatory character since 1st January 2019 (note 2.2).

5. Segment information

(figures in th. Euro)

The Management of the Group recognizes three main segments of its operation (the product categories): a) Office products, b) PCs & Digital Technology products and c) Telecommunications products, as its main operation segments. The before mentioned operation segments are those used by the management team for observation of sector evolutions and the strategic decisions are thus made, taking into consideration the results, efficiency and productivity of each one. In the last days of June, the Group launched the new product categories, that of major and small domestic appliances and cooling and heating appliances. Those categories constitute a new product category for the Group. However, the sales of this new segment started in the middle of 2019 and the recognition criteria are not met. As a result, the sales of these product categories are under the category “Domestic Appliances / Other” in the current financial statements.

The segment results for the year ending 31 December 2019 were as follows:

01.01.2019 - 31.12.2019	**Office Products**	**PCs & Digital Technology**	**Telecommunications**	**Domestic Appliances / Other**	**Total**
Total Gross Sales per segment	103.523	141.248	66.181	9.933	**320.884**
Inter company Sales	(1.092)	(2.108)	(533)	(3)	**(3.735)**
Net Sales	102.431	139.140	65.647	9.930	**317.149**

EBITDA	6.221	4.361	2.426	557	**13.565**
% EBITDA / Net Sales	6,07%	3,13%	3,70%	5,61%	**4,28%**
Adjusted EBITDA*	3.892	2.728	1.518	348	**8.486**
Adjusted EBITDA margin %*	3,80%	1,96%	2,31%	3,51%	**2,68%**
Operating profit / (loss) EBIT	2.629	1.843	1.025	235	**5.732**
Finance cost					(2.724)
Income tax expense					(1.061)
Earnings After Taxes					**1.947**

* The adjustment refers to the exclusion of the effect from the implementation of IFRS 16 to EBITDA of 2019.

The segment results for the year ending on 31st December 2018 were as follows:

01.01.2018 - 31.12.2018	**Segment Reporting**				
	Office Products	**PCs & Digital Technology**	**Telecommunications**	**Domestic Appliances / Other**	**Total**
Total Gross Sales per segment	101.264	147.656	62.894	1.541	**313.356**
Inter company Sales	(1.280)	(2.323)	(894)	0	**(4.497)**
Net Sales	99.984	145.333	62.000	1.541	**308.858**
EBITDA	4.146	3.360	1.728	224	**9.458**
% EBITDA / Net Sales	4,15%	2,31%	2,79%	14,51%	**3,06%**
Operating Profit / (Loss) EBIT	3.205	2.598	1.336	173	**7.311**
Finance cost					(1.211)
Income tax expense					(2.245)
Earnings After Taxes					**3.856**

CHANGES	**Office Products**	**PCs & Digital Technology**	**Telecommunications**	**Domestic Appliances / Other**	**Total**
Net Sales	2,4%	(4,3%)	5,9%	544,2%	2,7%
EBITDA	50,1%	29,8%	40,4%	149,1%	43,4%
% EBITDA / Net Sales	1,9	0,8	0,9	(8,9)	1,2
Change in Adjusted EBITDA*	(6,1%)	(18,8%)	(12,2%)	55,8%	(10,3%)
Adjusted EBITDA margin %*	(0,35)	(0,35)	(0,48)	(11,00)	(0,39)
Adjusted EBITDA margin %	3,8%	2,0%	2,3%	3,5%	2,7%
Operating Profit / (Loss) (EBIT)	(18,0%)	(29,1%)	(23,3%)	36,1%	(21,6%)
Finance Cost					**124,9%**
Income Tax Expense					**(52,8%)**
Earnings / (Loss) After Taxes					**(49,5%)**

The total turnover of the Group in 2019 came up to 317.149 th. Euro, having increased by 2,7%, compared to 2018. The increasing trend in sales appeared in the second semester of the year, when the new product category of domestic appliances introduced and the new store in P. Ralli started its operation. The sales of personal computers and digital equipment decreased by 4,3% compared to 2018 figures (139.140 th. Euro and 145.333 th. Euro, respectively). The sales of the office products increased (+2,4%) to approximately 102 million. Telephony sector sales increased by 6% amounting to 66 million Euro, compared to the 62 million Euro in 2018. The new operating segment resulted in changes in the participation of each segment to the total sales of the Group. More specifically, the Telephony sector contributed by 20,7% to total sales in 2019, compared to 20,1% in 2018. The Office Equipment sector contributed by 32,3% in the consolidated sales, compared to 32,4% in 2018 and the Computer & Digital Equipment Sector contributed 43,9% compared to 47,1% a year ago. In the last days of June, the Group entered the market of SDA, MDA and cooling and heating appliances. These sales are included in the sector "Domestic Appliances / Other" as they do not meet the recognition criteria. The sales of "Domestic Appliances / Other" came up to 9.930 th. Euro of which 8.565 th. Euro refer to domestic appliances and 1.364 th. Euro to Other.

Regarding the operating margins, based on the adjusted EBITDA[1], they decreased, almost, rationally. It is noted, for one more year, the almost double operating margin of office products compared with the other two.

The distribution of consolidated assets and liabilities for 31.12.2019 and 31.12.2018 per segment is analyzed as follows:

31.12.2019	**Office Products**	**PCs & Digital Technology**	**Telecommunications**	**Domestic Appliances / Other**	**Total**
Assets of the Sector	24.161	32.819	15.484	2.342	74.806
Non distributed Assets	-	-	-	-	124.572
Consolidated Assets					**199.378**

31.12.2019	**Office Products**	**PCs & Digital Technology**	**Telecommunications**	**Domestic Appliances / Other**	**Total**
Liabilities of the Sector	10.961	14.889	7.025	1.063	33.936
Non distributed Liabilities	-	-	-	-	165.442
Consolidated Liabilities					**199.378**

31.12.2018	**Office Products**	**PCs & Digital Technology**	**Telecommunications**	**Domestic Appliances / Other**	**Total**
Assets of the Sector	22.792	33.129	14.133	351	70.406
Non distributed Assets	-	-	-	-	83.242
Consolidated Assets					**153.648**

31.12.2018	**Office Products**	**PCs & Digital Technology**	**Telecommunications**	**Domestic Appliances / Other**	**Total**
Liabilities of the Sector	8.150	11.847	5.054	126	25.177
Non distributed Liabilities	-	-	-	-	128.471
Consolidated Liabilities					**153.648**

The home-country of the Company – which is also the main operating country –, is Greece. The Group's turnover is produced mainly in Greece by 97% (before deletions), while the Group has, also, activities in Bulgaria. In 2019, the subsidiary achieved an increase in sales of more than 6%.

	Sales	Total Assets
	01.01.2019 - 31.12.2019	**31.12.2019**
Greece	309.623	197.582
Bulgaria	11.261	5.222
Consolidated Sales / Assets (after the necessary omissions)	**317.149**	**199.378**

[1] Adjusted EBITDA is a more comparable measure.

	Sales	Total Assets
	01.01.2018 - 31.12.2018	**31.12.2018**
Greece	302.741	154.205
Bulgaria	10.615	3.038
Consolidated Sales / Assets (after the necessary omissions)	**308.858**	**153.648**

Sales refer to the country where the customers are located. Assets refer to their geographical location.

6. Tangible Assets

(Figures in thousand €)

The tangible and intangible assets of the Group and the Company are analyzed as follows:

THE GROUP

Tangible Assets	Land & Buildings	Furniture & Other Equipment	Under construction Assets	Total
Acquisition Value				
Book Value on January 1st 2019	**48.949**	**13.375**	**2.408**	**64.731**
Additions	2.934	2.070	4.895	9.899
Disposals	34	(1.286)	0	(1.252)
Transfers	6.434	869	(7.303)	0
Book value on December 31st 2019	**58.350**	**15.028**	**0**	**73.378**
Depreciation				
Book Value on January 1st 2019	**(22.938)**	**(12.094)**	**0**	**(35.032)**
Additions	(1.623)	(1.518)	0	(3.141)
Disposals	0	1.286	0	1.286
Transfers	0	0	0	0
Book value on December 31st 2019	**(24.562)**	**(12.326)**	**0**	**(36.888)**
Net Book value on December 31st 2019	**33.788**	**2.702**	**0**	**36.491**
Net Book value on December 31st 2018	**26.010**	**1.281**	**2.408**	**29.699**

THE GROUP

Tangible Assets	Land & Buildings	Furniture & Other Equipment	Under construction Assets	Total
Acquisition Value				
Book Value on January 1st 2018	**45.197**	**13.051**	**431**	**58.679**
Additions	979	591	5.257	6.827
Disposals	0	(775)	0	(775)
Transfers	2.773	508	(3.280)	0
Book value on December 31st 2018	**48.949**	**13.375**	**2.408**	**64.731**
Depreciation				
Book Value on January 1st 2018	**(21.567)**	**(12.172)**	**0**	**(33.739)**
Additions	(1.372)	(696)	0	(2.068)
Disposals	0	775	0	775
Transfers	0	0	0	0
Book value on December 31st 2018	**(22.938)**	**(12.094)**	**0**	**(35.032)**
Net Book value on December 31st 2018	**26.010**	**1.281**	**2.408**	**29.699**
Net Book value on December 31st 2017	**23.631**	**879**	**431**	**24.940**

THE COMPANY

Tangible Assets	Land & Buildings	Furniture & Other Equipment	Under construction Assets	Total
Acquisition Value				
Book Value on January 1st 2019	**48.949**	**13.062**	**2.408**	**64.418**
Additions	2.934	2.026	4.895	9.854
Disposals	34	(1.252)	0	(1.218)
Transfers	6.434	869	(7.303)	0
Book value on December 31st 2019	**58.350**	**14.705**	**0**	**73.054**
Depreciation				
Book Value on January 1st 2019	**(22.938)**	**(11.848)**	**0**	**(34.787)**
Additions	(1.623)	(1.493)	0	(3.116)
Disposals	0	1.252	0	1.252
Transfers	0	0	0	0
Book value on December 31st 2019	**(24.562)**	**(12.089)**	**0**	**(36.651)**
Net Book value on December 31st 2019	**33.788**	**2.615**	**0**	**36.404**
Net Book value on December 31st 2018	**26.010**	**1.213**	**2.408**	**29.631**

THE COMPANY

Tangible Assets	Land & Buildings	Furniture & Other Equipment	Under construction Assets	Total
Acquisition Value				
Book Value on January 1st 2018	**45.197**	**12.733**	**431**	**58.361**
Additions	979	583	5.257	6.819
Disposals	0	(762)	0	(762)
Transfers	2.773	508	(3.280)	0
Book value on December 31st 2018	**48.949**	**13.062**	**2.408**	**64.418**
Depreciation				
Book Value on January 1st 2018	**(21.567)**	**(11.939)**	**0**	**(33.506)**
Additions	(1.372)	(671)	0	(2.043)
Disposals	0	762	0	762
Transfers	0	0	0	0
Book value on December 31st 2018	**(22.938)**	**(11.848)**	**0**	**(34.787)**
Net Book value on December 31st 2018	**26.010**	**1.213**	**2.408**	**29.631**
Net Book value on December 31st 2017	**23.631**	**794**	**431**	**24.856**

There are no mortgages or collateral on the tangible fixed assets of the Group and the Company.

The total acquisition of fixed assets of the Group and the Company for 2019 amounted to 9.899 th. € and 9.854 th. €, respectively. The total acquisition of fixed assets of the Group and the Company for 2018 amounted to 6.827 th. € and 6.819 th. €, respectively. The disposals appeared above for the current period concern fully depreciated fixed assets.

The acquisition of fixed assets appeared an increase, mainly, due to the operation of the one new store of 3.000 sq.m. in Petrou Ralli, the renovation in the stores of Dafni, Metamorphosi, Kalamaria and the re-opening of the old store in Ag. Paraskevi in order to include the new product categories and the adoption of the new retail concept in the store in "The Mall" and the construction of a new distribution center. In the financial statements of 31.12.2018, part of the aforementioned investments appeared in the "Under construction assets".

7. Right-of-use Assets

(Figures in thousand €)

The right-of-use assets of the Group and the Company are analyzed below:

THE GROUP

Right-of-use Assets	Buildings	Means of Transport	Total
Acquisition Value			
Book Value on January 1st 2019	**38.633**	**101**	**38.734**
Additions	345	704	1.049
Disposals	(34)	(28)	(63)
Transfers	0	0	0
Book value on December 31st 2019	**38.943**	**777**	**39.720**

Depreciation			
Book Value on January 1st 2019	**0**	**0**	**0**
Additions	(4.456)	(202)	(4.658)
Disposals	0	6	6
Transfers	0	0	0
Book value on December 31st 2019	**(4.456)**	**(195)**	**(4.651)**
Net Book value on December 31st 2019	**34.487**	**582**	**35.069**
Net Book value on December 31st 2018	**0**	**0**	**0**

THE COMPANY

Right-of-use Assets	**Buildings**	**Means of Transport**	**Total**
Acquisition Value			
Book Value on January 1st 2019	**36.181**	**101**	**36.282**
Additions	345	704	1.049
Disposals	(34)	(28)	(63)
Transfers	0	0	0
Book value on December 31st 2019	**36.492**	**777**	**37.269**
Depreciation			
Book Value on January 1st 2019	**0**	**0**	**0**
Additions	(4.302)	(202)	(4.504)
Disposals	0	6	6
Transfers	0	0	0
Book value on December 31st 2019	**(4.302)**	**(195)**	**(4.497)**
Net Book value on December 31st 2019	**32.189**	**582**	**32.771**
Net Book value on December 31st 2018	**0**	**0**	**0**

The Group has various lease contracts for stores, offices and warehouses. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. There are leases with fixed increases and others where the increase is based on changes in price indices.

From 1 January 2019, leases are recognized as a right-of-use asset and a corresponding lease liability at the date at which the leased asset is available for use.

The Group and the Company presents right-of-use assets in the account "Right-of-use assets", the same line item as it presents underlying assets of the same nature that it owns.

The Group has applied IFRS 16 using the cumulative effect method, depicting the effect in "Retained Earnings" without adjusting the comparative amounts for 2018. (Note 2.2).

8. Intangible Assets

(Figures in thousand €)

THE GROUP

Intangible Assets	**Under Construction Assets**	**Intangible Assets**	**Total**
Acquisition Value			
Book Value on January 1st 2019	**1.399**	**5.428**	**6.828**

Additions	250	338	589
Disposals	0	(585)	(585)
Transfers	(1.650)	1.650	0
Book value on December 31st 2019	**0**	**6.831**	**6.831**
Depreciation			
Book Value on January 1st 2019	**0**	**(5.358)**	**(5.358)**
Additions	0	(98)	(98)
Disposals	0	585	585
Transfers	0	0	0
Book value on December 31st 2019	**0**	**(4.871)**	**(4.871)**
Net Book value on December 31st 2019	**0**	**1.960**	**1.960**
Net Book value on December 31st 2018	**1.399**	**71**	**1.470**

THE GROUP

Intangible Assets	**Under Construction Assets**	**Intangible Assets**	**Total**
Acquisition Value			
Book Value on January 1st 2018	**942**	**5.423**	**6.364**
Additions	458	43	500
Disposals	0	(37)	(37)
Transfers	0	0	0
Book value on December 31st 2018	**1.399**	**5.428**	**6.828**
Depreciation			
Book Value on January 1st 2018	**0**	**(5.213)**	**(5.213)**
Additions	0	(182)	(182)
Disposals	0	37	37
Transfers	0	0	0
Book value on December 31st 2018	**0**	**(5.358)**	**(5.358)**
Net Book value on December 31st 2018	**1.399**	**71**	**1.470**
Net Book value on December 31st 2017	**942**	**210**	**1.151**

THE COMPANY

Intangible Assets	**Under Construction Assets**	**Intangible Assets**	**Total**
Acquisition Value			
Book Value on January 1st 2019	**1.399**	**5.395**	**6.794**
Additions	250	338	589
Disposals	0	(585)	(585)
Transfers	(1.650)	1.650	0
Book value on December 31st 2019	**0**	**6.797**	**6.797**
Depreciation			
Book Value on January 1st 2019	**0**	**(5.335)**	**(5.335)**
Additions	0	(89)	(89)
Disposals	0	585	585
Transfers	0	0	0

Book value on December 31st 2019	**0**	**(4.838)**	**(4.838)**
Net Book value on December 31st 2019	**0**	**1.959**	**1.959**
Net Book value on December 31st 2018	**1.399**	**60**	**1.459**

THE COMPANY

Intangible Assets	**Under Construction Assets**	**Intangible Assets**	**Total**
Acquisition Value			
Book Value on January 1st 2018	**942**	**5.352**	**6.294**
Additions	458	43	500
Disposals	0	0	0
Transfers	0	0	0
Book value on December 31st 2018	**1.399**	**5.395**	**6.794**
Depreciation			
Book Value on January 1st 2018	**0**	**(5.163)**	**(5.163)**
Additions	0	(172)	(172)
Disposals	0	0	0
Transfers	0	0	0
Book value on December 31st 2018	**0**	**(5.335)**	**(5.335)**
Net Book value on December 31st 2018	**1.399**	**60**	**1.459**
Net Book value on December 31st 2017	**942**	**189**	**1.130**

Intangible assets include mainly software and licenses for software (SAP R3, BW, CRM, etc.). The total acquisition of intangible assets were 589 th. € in 2019 and 500 th. € in 2018. The amount is attributed, mainly, to the web marketing platform for the e-commerce and the digital marketing. The balance of "Under Construction" (1.399 th. Euro) on 31.12.2018 is, also, attributed to this platform.

9. Group Structure and Method of Consolidation

(Figures in thousand €)

The companies that are included in the annual financial statements are the following:

Company	**Activity**	**Country**	**% Percentage**	**Connection**	**Consolidation Method**
Plaisio Computers S.A.	Trade of PCs and Office Products	Greece	Parent	Parent	-
Plaisio Computers JSC	Trade of PCs and Office Products	Bulgaria	100%	Direct	Total Consolidation
Plaisio Estate S.A.	Development and Management of Real Estate	Greece	20%	Direct	Net Equity
Plaisio Estate JSC	Development and Management of Real Estate	Bulgaria	20%	Direct	Net Equity

Participation in subsidiaries is the participation of the parent company Plaisio Computers S.A. in the share capital of the fully consolidated Plaisio Computers JSC. The percentage of participation of the parent company is 100% and no minority rights arise.

In the Company's financial statements, the participation in subsidiaries is displayed in cost. In the consolidated financial statements participation in subsidiary Plaisio Computers JSC is omitted. The value of participation in subsidiaries on December 31st 2019 and December 31st 2018 was:

PARTICIPATION OF PARENT COMPANY IN SUBSIDIARIES

	31.12.2019	31.12.2018
Plaisio Computers JSC	4.072	4.072

The participation in affiliated companies on December 31st 2019 and December 31st 2018 is analyzed as follows:

PARTICIPATION IN AFFILIATED COMPANIES	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Plaisio Estate S.A.	911	901	13	13
Plaisio Estate JSC	242	242	212	212
Total participation in affiliated companies	**1.153**	**1.142**	**225**	**225**

The participation in affiliated companies is presented at acquisition cost in the Company's financial statements.

Plaisio Estate JSC paid dividend of 9 th. Euro to the Company, for the financial year of 2018, on 26.06.2019, as a result of the decision taken on the annual General Assembly of 05.06.2019. Also, Plaisio Computers JSC decided on 04.06.2019 to pay dividend of 40 th. Euro and it was paid on 27.06.2019.

The changes in participations that are consolidated via net equity are analyzed as follows:

	2019	2018
1st January	**1.142**	**1.157**
Capital Increase / (Decrease)	0	0
Percentage of results from participations accounted with the method of Net Equity	20	13
Dividend from participations accounted with the method of Net Equity	(9)	(27)
31st December	**1.153**	**1.142**

10. Other Investments

(Figures in thousand €)

Other investments consist of portfolio investments in companies not listed in organized stock markets. According to IAS 32 and 9, these investments are displayed in the financial statements at their acquisition cost less any provision for devaluation.

Other long-term investments on December 31st 2019 and December 31st 2018 are analyzed as follows:

OTHER INVESTMENTS	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
High-tech Park Acropolis Athens S.A.	454	454	454	454
High-tech Park Technopolis Thessalonica S.A.	30	30	30	30
Interaction Connect S.A.	14	14	14	14
Pancretan Cooperative Bank	10	10	10	10

Bank of Chania	10	10	10	10
	519	**519**	**519**	**519**
Impairement High-tech Park Acropolis Athens S.A.	(484)	(484)	(484)	(484)
Total other long-term investments	**34**	**34**	**34**	**34**

The participation of the Company in the above companies on December 31st 2019 was:

	Percentage of Participation	Country of Incorporation
High-tech Park Acropolis Athens S.A.	3,46%	Greece
High-tech Park Technopolis Thessalonica S.A.	2,21%	Greece
Interaction Connect S.A.	14,30%	Luxembourg
Pancretan Cooperative Bank	0,02%	Greece
Bank of Chania	0,02%	Greece

11. Other non-current assets

(Figures in thousand €)

Other non-current assets include, mainly, long-term guarantees and receivables that are going to be collected after the end of the following period. In particular, other non-current assets on December 31st 2019 and December 31st 2018 are analyzed as follows:

OTHER NON-CURRENT ASSETS	**THE GROUP**		**THE COMPANY**	
	31.12.2019	**31.12.2018**	**31.12.2019**	**31.12.2018**
Long-term guarantees	766	689	756	684
Total	**766**	**689**	**756**	**684**

12. Inventories

(Figures in thousand €)

The Group and Company's inventories on December 31st 2019 and December 31st 2018 are analyzed as follows:

INVENTORIES	**THE GROUP**		**THE COMPANY**	
	31.12.2019	**31.12.2018**	**31.12.2019**	**31.12.2018**
Inventories of merchandise	55.714	54.620	54.115	53.344
Inventories of finished products	573	743	573	743
Inventories of raw materials	14	11	14	11
Inventories of consumables	843	711	843	711
Down payments to vendors	2.698	4.921	2.698	4.921
	59.842	**61.005**	**58.243**	**59.729**
Minus: Provision for devaluation	(6.470)	(8.479)	(6.441)	(8.452)
Net realizable value of inventories	**53.371**	**52.527**	**51.802**	**51.278**

The Group takes all the necessary precautions (insurance, security) in order to minimize the risk and contingent damages from loss of inventory from natural disasters, thefts etc. The group is activated in the high technology area, where the danger of technological devaluation is increased; the management examines constantly the net realizable value of stock and forms all the necessary provisions so that the value in the financial statements matches the true value.

Despite the sales increase of almost 3% and the introduction of the new product category of domestic appliances and the opening of the new store in P. Ralli, the inventories were in 2019 in the same level as in 2018, at around 60 m. €, while the provision for devaluation was 6.470 th. € and 6.441 th. € for the Group and the Company respectively. The respective amounts for 2018 were 8.479 th. € and 8.452 th. € for the Group and the Company.

The provision for devaluation is calculated by considering the inventory turnover which was improved due to the higher sales achieved by the Group in the current year. It is noted that the Group has calculated a limited provision for devaluation for the domestic appliances, as they are less than a year in the Group, so they have a limited probability for devaluation. On 31.12.2019 the provision for inventory devaluation formed to 10,8% compared to 13,9%.

The Management evaluates in continuous basis the optimal level of inventories as well as the level of related provisions taking into account the inventory turnover.

13. Trade and other receivables

(Figures in thousand €)

The Group and the Company's trade and other receivables on December 31st 2019 and December 31st 2018 are analyzed as follows:

TRADE AND OTHER RECEIVABLES	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Receivables from customers	21.005	18.157	20.252	17.334
Cheques and bills receivables	2.332	2.578	2.332	2.578
Receivables prior to Impairments	**23.338**	**20.735**	**22.584**	**19.911**
Minus: Impairment	(1.903)	(2.855)	(1.812)	(2.774)
Net Receivables customers	**21.435**	**17.879**	**20.771**	**17.138**
Receivables from subsidiaries	0	0	287	409
Receivables from associates	0	0	0	0
Total trade and other receivables	**21.435**	**17.879**	**21.059**	**17.546**

Trade receivables increased by 2.603 th. € compared to 2018, but the receivables aging was improved and led the percentage of the formed provision for the current year to decrease (8,2% compared to 13,8% in 2018). On the other hand, the provision remains in a satisfactory high level showing the conservative policy of the Management.

In any case, the Management examines the amount of receivables; taking into account historical data and the respective market trends in order to form high level of provision in relation with the trade receivables and to control the risk.

The changes in provisions of bad-debts are as follows:

	THE GROUP		THE COMPANY	
	2019	**2018**	**2019**	**2018**
Provision of Doubtful Receivables 01/01	2.855	4.242	2.774	4.170
Net change of Provision	(953)	(1.387)	(962)	(1.397)
Provision of Doubtful Receivables 31/12	**1.903**	**2.855**	**1.812**	**2.774**

The above mentioned bad-debt provision includes:

a) a strictly defined provision for all the customers that have been characterized as doubtful,

b) a specific provision for all the customers that have overdue balances based on the ageing of their balances,

c) a provision, based on the increased level of risk because of the conditions of the economic environment, taking in consideration: 1) the reduced liquidity of Greek businesses and 2) the difficult access to bank financing.

It is noted that this provision includes also non-overdue receivables. For this provision the balances of all the customers have been taken into account, with the exception of the receivables from Plaisio Computers JSC, as it is considered that there is no risk of non-collection for these particular balances.

d) the Group has already moved to a provision for the balances from the Public Sector. It is noted that in the aforementioned provision includes non-overdue balances as well.

The receivables from customers are analyzed as follows:

	2019			2018		
THE GROUP	**Receivables before Impairment**	**Impairment**	**Receivables after impairment**	**Receivables before Impairment**	**Impairment**	**Receivables after impairment**
Receivables from Associates	0	0	0	0	0	0
Less than 90 days	22.530	(1.095)	21.435	19.847	(1.968)	17.879
Delayed 91-180 days	256	(256)	0	323	(323)	0
Delayed 181 + days	552	(552)	0	564	(564)	0
Total	**23.338**	**(1.903)**	**21.435**	**20.735**	**(2.855)**	**17.879**

	2019			2018		
THE COMPANY	**Receivables before Impairment**	**Impairment**	**Receivables after impairment**	**Receivables before Impairment**	**Impairment**	**Receivables after impairment**
Receivables from Subsidiaries	287	0	287	409	0	409
Receivables from Associates	0	0	0	0	0	0
Less than 90 days	21.863	(1.091)	20.771	19.094	(1.957)	17.137
Delayed 91-180 days	243	(243)	0	318	(318)	0
Delayed 181 + days	478	(478)	0	499	(499)	0
Total	**22.871**	**(1.812)**	**21.059**	**20.320**	**(2.774)**	**17.546**

It is noted that as in a fixed manner the Company does, every delayed receivable of more than 90 days is impaired.

14. Other receivables

(Figures in thousand €)

The other receivables of the Group and the Company on 31.12.2019 and 31.12.2018 are analyzed as follows:

OTHER RECEIVABLES	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Income Tax Assets	1.327	562	1.327	562
Deferred expenses	1.308	733	1.293	728
Other receivables	5.305	5.095	5.202	4.897
	7.940	**6.390**	**7.823**	**6.186**

All the above receivables are short-term and there is no need to discount them at the date of the balance sheet. Other receivables refer to down payments, accommodation money to personnel, vendor's advance payments and pre-calculated purchase discounts. Receivables from Public Sector concern the debit balance of the account "Income Tax". The balance in other receivables is attributed to forecasted credit notes from the suppliers. The Group in each balance sheet date conducts impairment test for the aforementioned receivables.

15. Cash and cash equivalents

(Figures in thousand €)

Cash and Cash equivalents for the Group and the Company on 31.12.2019 and 31.12.2018 are analyzed as follows:

CASH AND CASH EQUIVALENTS	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Cash in hand	3.850	3.989	3.809	3.918
Cash at Banks	34.450	36.853	34.028	36.206
Short-term Bank deposits	890	0	890	0
Total	**39.190**	**40.842**	**38.728**	**40.124**

The composition of cash and cash equivalents per currency is the following (all amounts are in the euro € currency)

	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Euro	35.460	34.394	35.447	34.376
Other Currencies	3.730	6.448	3.281	5.748
Total	**39.190**	**40.842**	**38.728**	**40.124**

The decrease in cash and cash equivalents by 4,0% of the Group came from the increased investments that took place in the current year and the decrease in bank debt.

In parallel, the Group did not significantly amend the ratio of Euro to other currencies to its cash and cash equivalents (from 84,2% to 90,5%). The Management examines the cash and cash equivalents structure regarding the distribution of the cash to the currencies in a continuous basis and restructure it whenever it is needed. The above-mentioned amounts are presented in the cash flow statement.

16. Share capital and difference above par

(Figures in €)

The share capital of the Company is analyzed as follows:

	Number of shares	Par Value	Share capital	Above par	Total
1st January 2019	22.075.665	0,33	7.285	844	8.129
31st December 2019	22.075.665	0,33	7.285	844	8.129

The shares of the Company are traded at the Athens Stock Exchange.

The annual Ordinary General Assembly of the 23rd May 2017, decided the decrease of the share capital of the Company by the amount of 1.430,55 Euro with decrease of the total number of shares from 22.080.000 to 22.075.665 common shares, due to deletion of 4.335 treasury shares, according to article 16 of c.l. 2190/1920.

The aforementioned 4.335 treasury shares were bought in the period 18.06.2015-23.11.2016 in implementation of the decision taken by the Extraordinary General Assembly of 16.12.2014. As a result, the share capital of the Company ended to 7.285 th. Euro and divided into 22.075.665 common shares of nominal value thirty three eurocents (0,33) each. The aforementioned treasury shares stopped trading in the Athens Stock Exchange on 14.06.2017. The Company does not hold any treasury shares both on the date of approval and on the date of the Financial Statements.

17. Reserves

(Figures in thousand €)

The rest of the reserves of the Group and the Company on 31.12.2019 and 31.12.2018 are analysed as follows:

	Legal Reserves	Special Reserves	Other Reserves	Actuarial Losses Reserves	Total
THE GROUP					
1 January 2018	**4.743**	**20.338**	**669**	**(711)**	**25.039**
Changes during the year	8	0	27	(176)	(141)
31 December 2018	**4.751**	**20.338**	**697**	**(888)**	**24.898**
1 January 2019	**4.751**	**20.338**	**697**	**(888)**	**24.898**
Changes during the year	19	0	49	(279)	(211)
31 December 2019	**4.770**	**20.338**	**746**	**(1.166)**	**24.687**

	Legal Reserves	Special Reserves	Other Reserves	Actuarial Losses Reserves	Total
THE COMPANY					
1 January 2018	**4.644**	**20.159**	**669**	**(711)**	**24.761**
Changes during the year	0	0	27	(176)	(149)
31 December 2018	**4.644**	**20.159**	**697**	**(888)**	**24.612**
1 January 2019	**4.644**	**20.159**	**697**	**(888)**	**24.612**
Changes during the year	0	0	49	(279)	(230)
31 December 2019	**4.644**	**20.159**	**746**	**(1.166)**	**24.382**

(a) Statutory reserve

A legal reserve is created under the provisions of Greek law (Law 4548/2018) according to which, an amount of at least 5% of the profit (after tax) for the year must be transferred to the reserve until it reaches one third of the paid share capital. The legal reserve can only be used, after approval of the Annual General Assembly of the shareholders, to offset retained losses and therefore cannot be used for any other purpose.

(b) Special reserves

The special reserves includes a) a reserve that was created following a decision of the Annual General meeting in prior periods. This reserve was not created for any specific purpose and can therefore be used for any reason following approval from the Annual General Assembly and b) reserves which were created under the provisions of Greek law. The before-mentioned reserves have been created by already taxed profit and therefore are not taxed furthermore in case they are distributed or capitalized. In the special reserves, an amount of 4.894 th. Euro is included, which refers to Reserves formed with the first adoption of IFRS that was realized on January 1st 2005.

(c) Other Reserves

Other reserves are created under the provisions of tax law from tax free profits, income, or profits taxed under special provisions.

The above-mentioned reserves can be capitalized or distributed, after the approval of the Annual General meeting, after taking into consideration the restrictions which will apply at each time. The Group does not intend to distribute or capitalize these reserves and therefore has not calculated the income tax that would apply in this case.

With article 72 of the law 4172/2013, the non-distributed or capitalized tax free reserves of entities as stated in the last financial statement before 01.01.2014 are taxed with a tax rate of 19%. From 01.01.2015, it is not allowed to keep special accounts for tax-free reserves.

The Extraordinary General Assembly which took place on 16/12/2014 decided the capitalization of the tax-free reserves that have been formed based on the c.l. 2238/1994, according to article 72 of c.l. 4172/2013, of amount 144 th. Euro (net amount which remains after the deduction of the taxes (19%) to the total amount of tax-free reserves which were 178 th. Euro). The taxation of the reserves took place in 2014, while the capitalization of these reserves approved by the decision of the Ministry of Development with virtue number K2-7315/21-01-2015.

(d) Actuarial Losses Reserves

As a consequence of adopting the amended IAS 19, the Group changed the accounting policy regarding the recognition of actuarial losses and profits, arising from the before mentioned benefit plan of employees. An analytical presentation of the way of formation of this particular reserve and also of the effect of this change of policy is presented in Note 20.

18. Loans

(Figures in th. euro)

The liabilities for loans for the Group and the Company on 31.12.2019 and 31.12.2018 are analyzed as follows:

LOANS	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Long Term Loans				
Bond Loans	6.900	8.940	6.900	8.940
Total Long Term Loans	**6.900**	**8.940**	**6.900**	**8.940**
Short Term Loans				
Bank Loans	0	0	0	0
Bond Loans	2.040	2.333	2.040	2.333
Total Short Term Loans	**2.040**	**2.333**	**2.040**	**2.333**
Total Loans	**8.940**	**11.273**	**8.940**	**11.273**

The changes in the amounts of the Loans are analyzed as follows:

THE GROUP	Amounts due in the next one year	Amounts due in more than a year	Total
Balance on 01 January 2018	**1.604**	**11.273**	**12.877**
Cash Flows			
Proceeds from issued borrowings	3.500	0	3.500
Re-payments of borrowings	(5.104)	0	(5.104)
Balance on 31 December 2018	**0**	**11.273**	**11.273**
Reclassification from long-term to short-term debt	2.333	(2.333)	0
Balance on 31 December 2018	**2.333**	**8.940**	**11.273**

THE GROUP	Amounts due in the next one year	Amounts due in more than a year	Total
Balance on 01 January 2019	**2.333**	**8.940**	**11.273**
Cash Flows			
Proceeds from issued borrowings	14.500	0	14.500
Re-payments of borrowings	(16.833)	0	(16.833)
Balance on 31 December 2019	**0**	**8.940**	**8.940**
Reclassification from long-term to short-term debt	2.040	(2.040)	0
Balance on 31 December 2019	**2.040**	**6.900**	**8.940**

THE COMPANY	Amounts due in the next one year	Amounts due in more than a year	Total
Balance on 01 January 2018	**1.604**	**11.273**	**12.877**
Cash Flows			
Proceeds from issued borrowings	3.500	0	3.500
Re-payments of borrowings	(5.104)	0	(5.104)
Balance on 31 December 2018	**0**	**11.273**	**11.273**
Reclassification from long-term to short-term debt	2.333	(2.333)	0
Balance on 31 December 2018	**2.333**	**8.940**	**11.273**

THE COMPANY	Amounts due in the next one year	Amounts due in more than a year	Total
Balance on 01 January 2019	**2.333**	**8.940**	**11.273**
Cash Flows			
Proceeds from issued borrowings	14.500	0	14.500
Re-payments of borrowings	(16.833)	0	(16.833)
Balance on 31 December 2019	**0**	**8.940**	**8.940**
Reclassification from long-term to short-term debt	2.040	(2.040)	**0**
Balance on 31 December 2019	**2.040**	**6.900**	**8.940**

The expiration dates of the long-term loans of the Group and the Company are the following:

EXPIRATION DATES OF THE LOANS	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Between 1 and 2 years	2.040	2.040	2.040	2.040
Between 2 and 5 years	4.860	6.900	4.860	6.900
Over 5 years	0	0	0	0
	6.900	**8.940**	**6.900**	**8.940**

In 2019, total debt decreased to 8.940 th. € from 11.273 th. € on 31.12.2018.

The level of the interests is influenced by many factors which have been analysed on the unit "Interest rate risk". Estimating the increased risk of the interest rates the Management, carefully, considers the related evolutions and acts in order to smooth any negative effects. It is noted that cash and cash equivalents of the Group on 31.12.2019, exceed the total of bank debt.

The bond loans appeared a decrease of 2.333 th. € compared to the end of 2018 and refers to:

- 5-year common Bond Loan, non-convertible to stocks of 4.200 th. € with one year and a half of no capital payment and a floating rate. The empowered for the bank payments and the representative of the Bond holders was appointed the bank Eurobank Ergasias S.A.. The amount of 3.780 th. € (6.000 th. € initial amount) was contracted with Eurobank Ergasias S.A. and the remaining 420 th. € with Eurobank Private Bank Luxembourg S.A..
- 6-year common Bond Loan, non-convertible to stocks of 4.740 th. € with one year of no capital payment and a floating rate. The empowered for the bank payments and the representative of the Bond holders was appointed the bank National Bank of Greece S.A.. The amount of 4.598 th. € (6.000 th. € initital amount) was contracted with National Bank of Greece S.A. and the remaining 142 th. € with NBG Bank Malta LTD.

On 31.12.2019 and 31.12.2018 the Company and the Group has complied with all the covenants and the applied terms and conditions of the loans.

The level of the interest rates are in a satisfactory level due to the capital structure of the Group and the stable timeless repayments of any kind of financial liabilities and the co-operation relationships the Group retains with the banks. As a consequence, it is noted the wide liquidity of the Group and the fact that the cash and cash equivalents exceed the Group's total short-term and long-term borrowings in the last years.

19. Deferred Income Tax

(Figures in th. euro)

The deferred income tax for the Group and the Company on 31.12.2019 and on 31.12.2018 is analyzed as follows:

	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Deferred tax liabilities	1.077	1.410	1.077	1.410
Deferred tax assets	3.044	4.160	3.028	4.150
	1.968	**2.750**	**1.951**	**2.741**

The change in the deferred tax liabilities and deferred tax assets for the Group and the Company without taking into account the offsetting of balances of the same period is analyzed as follows:

DEFERRED TAX LIABILITIES

THE GROUP	Difference in depreciation	Valuation of Derivative Contracts	Total
1- Jan -18	**1.437**	**7**	**1.443**
Debit/(Credit) in the P&L Statement	(122)	88	(34)
31- Dec -18	**1.315**	**95**	**1.410**
1- Jan -19	**1.315**	**95**	**1.410**
Debit/(Credit) in the P&L Statement	(348)	15	(333)
31- Dec -19	**966**	**110**	**1.077**

THE COMPANY	Difference in depreciation	Valuation of Derivative Contracts	Total
1- Jan -18	**1.437**	**7**	**1.443**
Debit/(Credit) in the P&L Statement	(122)	88	(34)
31- Dec -18	**1.315**	**95**	**1.410**
1- Jan -19	**1.315**	**95**	**1.410**
Debit/(Credit) in the P&L Statement	(348)	15	(333)
31- Dec -19	**966**	**110**	**1.077**

DEFERRED TAX ASSETS

THE GROUP	Provision for Receivables	Provision for personnel compensation	Provision for devaluation of stock	Other Provisions	Tax Losses	Actuarial Profits Reserve	Total
1-Jan-18	**1.024**	**205**	**2.597**	**909**	**7**	**290**	**5.031**
(Debit)/Credit in the P&L Statement	(118)	(22)	(353)	(116)	(7)	0	**(616)**
(Debit)/Credit in Equity	-	-	-	-	-	5	**5**
(Debit)/Credit in Retained Earnings (IFRS 9)	(260)	-	-	-	-	-	**(260)**
31-Dec-18	**645**	**183**	**2.243**	**792**	**0**	**296**	**4.160**
1-Jan-19	**645**	**183**	**2.243**	**792**	**0**	**296**	**4.160**
(Debit)/Credit in the P&L Statement	(283)	2	(694)	(161)	0	0	**(1.136)**
(Debit)/Credit in Equity	-	-	-	-	-	72	**72**
(Debit)/Credit in Retained Earnings (IFRS 16)	-	-	-	(53)	-	-	**(53)**
31-Dec-19	**365**	**185**	**1.549**	**577**	**0**	**368**	**3.044**

THE COMPANY	Provision for Receivables	Provision for personnel compensation	Provision for devaluation of stock	Other Provisions	Tax Losses	Actuarial Profits Reserve	Total
1-Jan-18	**1.019**	**205**	**2.594**	**907**	**0**	**290**	**5.016**
(Debit)/Credit in the P&L Statement	(119)	(22)	(354)	(116)	0	0	**(610)**
(Debit)/Credit in Equity	-	-	-	-	-	5	**5**
(Debit)/Credit in Retained Earnings (IFRS 9)	(260)	-	-	-	-	-	**(260)**
31-Dec-18	**640**	**183**	**2.241**	**791**	**0**	**296**	**4.150**
1-Jan-19	**640**	**183**	**2.241**	**791**	**0**	**296**	**4.150**

(Debit)/Credit in the P&L Statement	(284)	2	(695)	(165)	0	0	**(1.142)**
(Debit)/Credit in Equity	-	-	-	-	-	72	**72**
(Debit)/Credit in Retained Earnings (IFRS 16)	-	-	-	(53)	-	-	**(53)**
31-Dec-19	**355**	**185**	**1.546**	**573**	**0**	**368**	**3.028**

The Deferred tax assets and receivables are offset when there is a legal right that makes it applicable to offset current net tax assets over liabilities and when the Deferred Taxes refer to the same tax authority.

Deferred tax liabilities and assets are presented offset in the figure "Deferred Tax Assets" in the statement of financial position as at 31.12.2019, given that the financial statements of the subsidiary company Plaisio Computers JSC, do not present Deferred Tax Liability but only asset.

According to the provisions of article 22 of the l. 4646/2019, the income tax rate for legal entities (except financial institutions) in Greece is 24% for the income earned since 01.01.2019. The relative effect is analyzed in note 25.

20. Provisions for pensions and similar commitments

(Figures in thousand €)

According to the labor law, employees are entitled of compensation in case they are dismissed or retired, the amount of which differs according to the wage, the years of experience and the way of their leave (dismissal or retirement). Employees that resign or are rationally dismissed are not entitled to any compensation. In Greece, employees that retire are entitled to 40% of such compensation according to the Law 2112/1920. Those schemes are not financed and are the part of specified compensation schemes according to IAS 19.

The Group had an independent actuarial study done on personnel compensation according to IAS 19.

The evolvement of the net liability, in the Statement of Financial Position, after the adoption of the amended IAS 19, is analyzed below:

	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Net Liability at beginning of the year	1.916	1.708	1.916	1.708
Benefits paid by the Group	(231)	(97)	(231)	(97)
Expense recognized in the income statement	269	124	269	124
Actuarial loss / (gain)	351	182	351	182
Net Liability at year-end	**2.305**	**1.916**	**2.305**	**1.916**

The details and basic principles of the actuarial study for the periods ending on 31.12.2019 and 31.12.2018 are analyzed as follows:

	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Service Cost	116	114	116	114
Amended Past Service Cost	20	0	20	0
Interest Cost	34	34	34	34

Termination Benefits/ Impact of Curtailments / Settlements	99	(24)	99	(24)
Total Charge to Income Statement	**269**	**124**	**269**	**124**

	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
MAIN ACTUARIAL PRINCIPLES				
Discount rate	1,00%	1,80%	1,00%	1,80%
Rate of compensation increase	2,20%	2,25%	2,20%	2,25%

	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Actuarial (gains)/losses of commitment for defined benefit plans due to empirical adjustments	165	170	165	170
Actuarial (gains)/losses of commitment for defined benefit plans due to change of admissions	187	12	187	12
Actuarial (Gains)/Losses of the period	**351**	**182**	**351**	**182**
Corresponding Deferred Tax	(88)	(45)	(88)	(45)
Deferred Tax due to change of the Tax Rate	15	40	15	40
Total	**279**	**176**	**279**	**176**

The effect on the present value of the commitment for certain benefits when we have a variation of the discount exchange rate of +/- 0,5%, is +/- 10% on 31.12.2019.

21. Provisions

(Figures in thousand €)

The balances of accounts of provisions for the Group and the Company on December 31st 2019 and December 31st 2018 are analyzed respectively as follows:

PROVISIONS		THE GROUP		THE COMPANY	
	Note	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Long-term provisions					
Provision for bringing the stores in their primary condition according to the lease contracts	**(a)**	0	213	0	213
Total long-term provisions		**0**	**213**	**0**	**213**
Short-term provisions					
Provision for computer guarantees	**(b)**	1.017	1.231	1.017	1.231
Total short-term provisions		**1.017**	**1.231**	**1.017**	**1.231**
Total Provisions		**1.017**	**1.444**	**1.017**	**1.444**

(a) The Company has formed a provision for restoring the stores in their primary condition according to the lease contracts and their ending period which was reclassified to lease liabilities after the first adoption of IFRS 16 (note 2.2).

(b) The Company has formed provision of total amount of 1.017 th. Euro for computer guarantees given to its customers. This provision has been revaluated in the end of each financial year.

22. Deferred Income

(Figures in thousand €)

The investment that took shape in Magoula Attikis, came under the provisions of the development law 3299/2004 (subjection decision 32278/YPE/4/00513/N.3299/2004). Part of government grant amounted to € 2.153 th., received by the company during 2010, is included in short and long-term liabilities and acts deductive to the relative cost of depreciations. Moreover, with 18420/ΥΠΕ/4/00513/Ε/Ν.3299/28.4.2011 decision of the undersecretary of competitiveness and shipping (Government Gazette, issue B, 1078/1.6.2011) the completion of the investment was certified and the cost and commencement of the productive operation of the investment was finalized. With the above mentioned decision the remainder of the subsidy was approved, amounting to 2.259 th. €. It is noted that the total amount of the subsidy came up to 4.412 th. €.

State grants are posted in their value when there is the certainty that the grant will be collected and the Group will comply to all the relevant terms.

The state grants that are intended for the purchase of tangible assets are posted under long term liabilities and are posted in the Income Statement through the method of depreciation based on remaining lifetime of the fixed assets that the grant refers to. For this year 01.01.2019-31.12.2019 the depreciation of grants came up to 64 th. €.

The state grants that concern expenses are deferred and posted directly in Income Statement, when the granted expense is posted, so that the expense and the income is matched.

STATE GRANTS	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Long-Term	2.303	2.364	2.303	2.364
Short-Term (Note 23)	81	84	81	84
	2.384	**2.448**	**2.384**	**2.448**

23. Suppliers and related current liabilities

(Figures in thousand €)

Suppliers and related current liabilities for the Group and the Company on 31.12.2019 and 31.12.2018 are analyzed as follows:

SUPPLIERS AND RELATED CURRENT LIABILITIES	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Trade payables	33.936	25.177	33.241	24.470
Advance payments of clients	0	0	0	0
Payable Dividends	26	25	26	25
Liabilities to insurance companies	1.366	1.377	1.366	1.377
Deferred Income (Note 22)	81	84	81	84
Creditors	7.418	5.977	7.410	5.967
Other current liabilities	2.048	2.704	2.048	2.704
Current Contract Liabilities	1.986	1.273	1.944	1.212
	46.861	**36.616**	**46.116**	**35.839**

All the aforementioned liabilities are short-term and there is no need to be discounted at the date of the Balance Sheet. The increase in trade payables on 31.12.2019 appears the ordinary movement taking into account there are new suppliers for the domestic appliances. Also, in 2018, the balance of trade payables were coincidentally lower than the ordinary.

The adoption of IFRS 15 led to reclassification of customers' advance payments of total amount of 1.273 th. € and 1.212 th. € (31.12.2018) for the Group and the Company from the "Other Current Liabilities" to "Contract Liabilities" on 01.01.2018.

24. Other Income

(Figures in thousand €)

The Other Income of the Group and of the Company for 2019 and 2018 are analyzed as follows:

OTHER INCOME	THE GROUP		THE COMPANY	
	01.01-31.12.2019	01.01-31.12.2018	01.01-31.12.2019	01.01-31.12.2018
Sales of waste material	18	21	18	21
Other income	338	100	311	66
Income from plastic bags	95	48	95	48
Reimbursements and other grants	6	8	6	8
Total	**458**	**177**	**431**	**143**

25. Income tax expense

(Figures in thousand €)

The income tax expense comes from the deduction out of the profits, of the non-deductible expenses that include provisions and expenses, not recognized from the tax legislation. These expenses are recalculated at each Balance Sheet date. The income tax, according to the existing tax rates on the 31st of December 2019 (24%) and 2018 (29%) respectively, is analyzed as follows:

INCOME TAX	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Income tax expense	250	1.634	250	1.634
Deferred income tax	811	611	808	604
Tax Audit Differences	0	0	0	0
Provision for un-audited tax years	0	0	0	0
Total	**1.061**	**2.245**	**1.058**	**2.238**

The reconciliation of the income tax and the amount from the implementation of the current income tax rate of the Group and the Company in Greece (2019: 24%, 2018: 29%) to the results before taxes, is presented below:

INCOME TAX	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Earnings before tax	3.008	6.100	2.970	6.040
Tax rate of the parent	24%	29%	24%	29%
Income tax	722	1.769	713	1.752
Effect of tax rates of other countries	(5)	(12)	-	-
Effect of changes of tax rates in deferred tax	233	225	233	225
Non tax - deductible expenses	112	261	112	261
Provision for tax audit differences	0	0	0	0
Tax audit differences	0	0	0	0
Other	(2)	2	0	0
Total	**1.061**	**2.245**	**1.058**	**2.238**

According to the provisions of article 22 of the l. 4646/2019, the income tax rate for legal entities (except the financial institutions) in Greece is 24%for income earned since 01.01.2019. Based on IAS 12, the relevant effect accounted in the financial statements of 31.12.2019.

Since the 2011 financial year and on, all Greek Societe Anonyme and Limited Liability Companies that are required to prepare audited statutory financial statements must in addition obtain an "Annual Tax Certificate" as provided for by article 82 paragraph 5 of L. 2238/1994 and the article 65A of L.4174/2013. This "Annual Tax Certificate" must be issued by the same statutory auditor or audit firm that issues the audit opinion on the statutory financial statements. Upon completion of the tax audit, the statutory auditor or audit firm must issue to the entity a "Tax Compliance Report" which will subsequently be submitted electronically to the Ministry of Finance, by the statutory auditor or audit firm. This "Tax Compliance Report" must be submitted to the Ministry of Finance, within ten days of the date of approval of the financial statements by the General Meeting of Shareholders.

Also, the Company has received the Audit Command from the Tax Authorities for the corporate year 2012. It is noted that the Company has been audited for the issuance of the "Tax Compliance Report" by the "International Auditors Certified / Registered Auditors & Accountants S.A., according to par. 5, article 82 of the L. 2238/1994. The respective "Tax Compliance Report" has been issued by the aforementioned chartered auditors. The tax audit for 2012 was written off on 31.12.2018.

For the financial year of 2019, the tax auditing for issuing the "Tax Compliance Report", has already started and is being conducted by "BDO Certified Public Accountants S.A". The management team of the Company does not expect important tax liabilities to arise, other than those appearing to the financial statements.

26. Related party transactions

(Figures in thousand €)

The intra-company transactions of the Company on 31.12.2019 and 31.12.2018 can be analyzed as follows

Intra-company transactions 31.12.2019

	PURCHASING COMPANY					
INTRA-COMPANY SALES	**Plaisio Computers S.A.**	**Plaisio Estate S.A.**	**Plaisio Computers JSC**	**Plaisio Estate JSC**	**Buldoza S.A.**	**Total**
Plaisio Computers S.A.	-	6	3.735	0	213	**3.954**
Plaisio Estate S.A.	747	-	0	0	0	**747**
Plaisio Computers JSC	0	0	-	0	0	**0**
Plaisio Estate JSC	0	0	120	-	0	**120**
Buldoza S.A.	1	0	0	0	-	**1**
Total	**747**	**6**	**3.855**	**0**	**213**	**4.822**

Intra-company transactions 31.12.2018

	PURCHASING COMPANY					
INTRA-COMPANY SALES	**Plaisio Computers S.A.**	**Plaisio Estate S.A.**	**Plaisio Computers JSC**	**Plaisio Estate JSC**	**Buldoza S.A.**	**Total**
Plaisio Computers S.A.	-	6	4.482	0	181	**4.669**
Plaisio Estate S.A.	785	-	0	0	0	**785**
Plaisio Computers JSC	15	0	-	0	0	**15**
Plaisio Estate JSC	0	0	120	-	0	**120**
Buldoza S.A.	1	0	0	0	-	**1**
Total	**801**	**6**	**4.602**	**0**	**181**	**5.590**

Intra-company receivables – liabilities 31.12.2019

	COMPANY THAT HAS THE LIABILITY					
COMPANY THAT HAS THE RECEIVABLE	**Plaisio Computers S.A.**	**Plaisio Estate S.A.**	**Plaisio Computers JSC**	**Plaisio Estate JSC**	**Buldoza S.A.**	**Total**
Plaisio Computers S.A.	-	0	287	0	77	**364**
Plaisio Estate S.A.	3	-	0	0	0	**3**
Plaisio Computers JSC	0	0	-	0	0	**0**
Plaisio Estate JSC	0	0	0	-	0	**0**
Buldoza S.A.	0	0	0	0	-	**0**
Total	**3**	**0**	**287**	**0**	**77**	**367**

Intra-company receivables – liabilities 31.12.2018

COMPANY THAT HAS THE RECEIVABLE	COMPANY THAT HAS THE LIABILITY: Plaisio Computers S.A.	Plaisio Estate S.A.	Plaisio Computers JSC	Plaisio Estate JSC	Buldoza S.A.	Total
Plaisio Computers S.A.	-	0	409	0	68	**477**
Plaisio Estate S.A.	19	-	0	0	0	**19**
Plaisio Computers JSC	0	0	-	0	0	**0**
Plaisio Estate JSC	0	0	0	-	0	**0**
Buldoza S.A.	0	0	0	0	-	**0**
Total	**19**	**0**	**409**	**0**	**68**	**495**

The transactions with the members of the Board of Directors and the Management from the beginning of the period are analyzed as follows:

TRANSACTIONS WITH MEMBERS OF THE BOARD OF DIRECTORS AND KEY MANAGERS	01.01.2019 - 31.12.2019 THE GROUP	THE COMPANY
Transactions with members of the Board of Directors and Key Managers	865	865
Claims to members of the Board of Directors and Key Managers	1	1
	866	**866**

TRANSACTIONS WITH MEMBERS OF THE BOARD OF DIRECTORS AND KEY MANAGERS	01.01.2018 - 31.12.2018 THE GROUP	THE COMPANY
Transactions with members of the Board of Directors and Key Managers	833	833
Claims to members of the Board of Directors and Key Managers	0	0
	833	**833**

Key managers and the members of the Board of Directors are defined by IFRS 24. The transactions shown above include remuneration that consists of short-term benefits. In the current and the previous year there are no benefits after the service termination, other long-term benefits to the employees, benefits for early retirement and share based benefits.

27. Litigations

The Group has contingent liabilities and assets in relation to banks, other guarantees and issues that arrive from its normal operation, from which no important additional charges are expected to arise.
There are no litigations or other forms of commitments for the fixed assets which expected to significantly affect the companies of the Group.

Tax Certificate

Since the 2011 financial year and on, all Greek Societe Anonyme and Limited Liability Companies that are required to prepare audited statutory annual financial statements must in addition obtain an “Annual Tax Certificate” as provided for by article 82 paragraph 5 of L. 2238/1994. This “Annual Tax Certificate” must be issued by the same statutory auditor or audit firm that issues the audit opinion on the statutory financial statements. Upon completion of the tax audit, the statutory auditor or audit firm must issue to the entity a "Tax Compliance Report" which will subsequently be submitted electronically to the Ministry of Finance, by the statutory auditor or audit firm. The Ministry of Finance, according to aforementioned law, has the lawful right to choose a sample of companies, at least 9%, for statutory tax audit by the tax authorities of the Ministry. This statutory audit must be completed in an 18-month period from the submission of the “Tax Compliance Report” in the Ministry of Finance.
Since the 2014 financial year and on, the “Tax Compliance Report” became prospective for the companies of which the annual financial statements are mandatory audited. The “Tax Compliance Report” may substitute, in some cases, the audit from the Tax Authorities. However, the Tax Authorities retain the right to audit in later dates.

The un-audited tax periods for the companies of the Group on 31.12.2019 are presented as follows:

Plaisio Computers S.A.

The Company has received the “Tax Compliance Report” without any provision up to the corporate year ended 31.12.2018 and it has been audited by the Tax Authorities up to the corporate year 31.12.2010. Also, the Company has received the Audit Order from the Tax Authorities for the corporate year 2012. It is noted that the Company has been audited for the issuance of the “Tax Compliance Report” by the “International Auditors Certified / Registered Auditors & Accountants S.A., according to par. 5, article 82 of the L. 2238/1994. The respective “Tax Compliance Report” has been issued by the aforementioned chartered auditors. On 31.12.2018, the tax year of 2012 was written off.
For the financial year of 2019, the tax auditing for issuing the "Tax Compliance Report", has already started and is being conducted by “BDO Certified Public Accountants S.A”. The management team of the Company does not expect important tax liabilities to arise, other than those appearing to the financial statements.

Plaisio Estate S.A.

The Company has received the “Tax Compliance Report” up to the corporate year ended on 31.12.2018 and it has been audited by the Tax Authorities up to the corporate year ended on 31.12.2009. The corporate year 2010 has not been audited by the Tax Authorities, however, the right of the Public Sector to audit the corporate year 2010 has expired. For the financial year of 2019, the tax audit for issuing the "Tax Compliance Report", has already started and is conducted by “BDO Certified Public Accountants S.A”. The management team of the Company does not expect important tax liabilities to arise, other than those appearing to the financial statements.

Plesio Computers JSC

The Company has not been audited since the commencement of its operations in 2004.

Plesio Estate JSC

The Company has not been audited since the commencement of its operations in 2004.

28. Obligations

(Figures in thousand €)

Capital Liabilities

There are no capital expenses that have been taken up but have not been executed on 31.12.2019.

Letters of Guarantee

The parent Company has issued letters of guarantee as security of good contract execution with customers, etc. which amount to 1.928 th. € on 31st December 2019 (31 December 2018: 2.017 th. €). Also, the Company has letter of credits for imports of products which amount to 1.333 th. € (31 December 2018: 1.333 th. €).

Operating Leasing Liabilities

The Group leases non-current assets, mainly, buildings and means of transportation via leasehold contracts. The future payables that stem from these leases, taking into consideration the yearly adjustments, are presented below:

	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Up to 12 months	3.993	4.913	3.880	4.709
From 13-60 months	18.489	17.840	16.663	17.122
Over 60 months	13.534	25.592	13.137	23.133
Total	**36.015**	**48.346**	**33.680**	**44.944**

The effect of IFRS 16 “Lease” is presented in note 2.2 of the financial report.

29. Profit per Share

Basic Earnings per share are calculated by dividing the net profit that is distributed to the shareholders of the parent company, to the weighted average number of shares during the period, without taking into consideration the weighted average of treasury shares.

On 23rd May 2017, during the annual General Assembly of the Shareholders’ of the Company, decided amongst others the decrease of the share capital of the Company by the amount of 1.430,55 Euro with decrease in the total number of shares from 22.080.000 to 22.075.665 common shares due to deletion of 4.335 treasury shares, according to article 16 of c.l. 2190/1920.

The aforementioned 4.335 treasury shares have been bought in the period from 18.06.2015 to 23.11.2016 in execution of the decision taken on the Extraordinary General Assembly on 16.12.2014. As a result, the share capital of the Company ended to 7.285 th. Euro and divided into 22.075.665 common shares of nominal value thirty three eurocents (0,33) each.

The aforementioned treasury shares stopped trading in the Athens Stock Exchange on 14.06.2017.

The company has no potential titles convertible to common shares, so the diluted earnings per share are equal to the basic earnings per share.

PROFIT PER SHARE	THE GROUP		THE COMPANY	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Profit/(Loss) attributable to equity holders of the Company (in th. €)	1.947	3.856	1.912	3.802
Weighted Avg. No of shares (in th. €)	22.076	22.076	22.076	22.076
Basic Earnings per share (in €)	**0,0882**	**0,1747**	**0,0866**	**0,1722**

30. Dividend per Share
(Figures in thousand €)

On May 28th 2020, the Board of Directors of the Company, decided to propose to the General Assembly of the Shareholders, the distribution of dividend of 2 eurocents per share (gross amount) for the corporate year 2019 or of total amount of 442 th. Euro. According to article 24 of c.l. 4646/2019 (Government Gazzette: A' 201) there is a 5% with-held tax to the incomes distributed from companies as dividends.
On March 21st 2019, the Board of Directors of the Company, decided to propose to the General Assembly of the Shareholders, the distribution of dividend of 7 eurocents per share (gross amount) for the corporate year 2018 or of total amount of 1.545 th. Euro. According to article 65 of c.l. 4603/2018 (Government Gazzette: A' 64/14.03.2019) there is a 10% with-held tax to the incomes distributed from companies as dividends.

31. Number of personnel

The Group's and the Company's employed personnel on December 31st 2019 was 1.403 and 1.336 employees respectively. Accordingly, on December 31st 2018 the Group's and the Company's employed personnel was 1.423 and 1.351 employees respectively.

32. Post balance sheet events

There are no significant events that took place from the ending of this year and until the publication of the financial statements, that have an important consequence on the financial results of the Group and the Company, despite the below:
a) The COVID-19, which was first detected in China in December 2019 and has since spread to 186 countries around the world, has already had a negative impact on both global and domestic economic growth. The consequences and the risks regarding the pandemic COVID-19 are presented in Unit B "Main Risks and Uncertainties".
b) the Company signed the extension of the 11th of April 2014 market making agreement with BETA SECURITIES S.A. for one (1) more year and particularly by the 4th of May 2021. Based on the aforementioned contract and according to the terms and conditions of the agreement, BETA SECURITIES S.A., with its capacity as market maker of the shares of the Issuer and for the improvement of the Issuer's liquidity, will transmit to the Trading System of the Athens Stock Exchange market making orders (i.e. simultaneous buy and sell orders) for its own account on the Issuer's shares, in accordance with those rules.
c) On 23.05.2019 the annual Ordinary General Assembly gave to the BoD of the Company the authority to buyback shares of the Company, up to 2.207.567 treasury shares, under the regulatory framework of article 49 of l. 4548/2018, with

purchase price two euros and fifty cents (2,50) per share as the lowest limit and with seven (7,00) Euros per share as the upper limit, a decision which has been activated since 21.04.2020. The program is still in progress. The Company does not hold any treasury shares on the date of the annual Financial Report.

d) the Company signed the extension of the 16th of February 2015 market making agreement with Eurobank Equities S.A. for one (1) more year and particularly by the 1st of March 2021. Based on the aforementioned contract and according to the terms and conditions of the agreement, Eurobank Equities S.A., with its capacity as market maker of the shares of the Issuer and for the improvement of the Issuer's liquidity, will transmit to the Trading System of the Athens Stock Exchange market making orders (i.e. simultaneous buy and sell orders) for its own account on the Issuer's shares, in accordance with those rules.

Magoula, May 28th 2020

The Chairman of the BoD & CEO	The Vice President & CEO	The Chief Financial Officer
George Gerardos AI 597688	Konstantinos Gerardos AM 082744	Aikaterini Vasilaki AB 501431