



Course of stable growth – rewarding shareholders – partners with interim dividend

Jumbo Group, completing **2/3 of the new financial year** from July 2018 till currently, is informing its shareholders about the course of its financial sizes as well as the most significant developments to date.

On-going trust in **JUMBO** products and services, expressed by the consumers, the management's commitment to the development investment business plan, the constantly growing influence of foreign countries on the key ratios and the rational management of the success so far, constitute the features of the current year.

Regarding the first half of the FY 2018/2019, from **July to December 2018**, the Group's total turnover increased **by + 7.63%** to **€ 476.75** million (from € 442.96 million representing the corresponding turnover last year).

Gross profit for the Group amounted to **€ 242.14 million** from € 222.97 million, recording an increase of approximately **+ 8.59%**. **The gross profit margin** of the Group stood at **50.79% versus 50.34%** recording in the corresponding period last year.

The Group's Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA) amounted to **€ 140.35 million** versus € 130.59 million in the corresponding previous year, increased by **+7.48%**.

• **The Group's net profit for the half of the current FY amounted to € 98.74 million** versus € 90.42 million in the corresponding previous period, **increased by 9.20%**.

The management would like to inform the investors that at the **8-month** level, from July 2018 until February 2019, the Group's sales **have been increased by + 7%**. It is to be noted that this year, the Carnival and Easter celebrations are later than last year and, therefore, sales figures are not directly comparable.

During the first half of the financial year July-December 2018, Group issued a common bond loan of **eight-year duration up to the amount of € 200m**. The purpose of the loan was to refinance the € 145 million common bond loan issued on 21.05.2014, as well as finance the company's capital expenses, if and when it is required. To date, the total bond amount remains unused, while payments are made only in respect of inertia interest rate.

Following the completion of the first half of the FY, which is traditionally the most period to the entire course of the annual period, the Company's Management decided **to distribute interim dividend for the FY a 2018/2019 standing at € 0.19 per share**, before withholding tax, versus € 0.1728, distributed last year. The amount of the interim dividend is **increased by approximately 10%**, in line with the management's promise to shareholders-partners for increased cash distribution when circumstances allow it. Further announcements will indicate the record date as well as the payment starting date.

Network Development

Two new stores have been launched in the **Romanian** market **since July 2018**.



- The first one in the **Bucharest** area (approximately 13,600 sq. m.) since the end of **September**.
- The second one is a self-owned 12,900 sq.m. store in **Bacau**, which opened its doors on **November 12th**.

Consequently, currently, **JUMBO** network of stores has **77** stores. **51** of them are located in Greece, **5** in Cyprus, **9** in Bulgaria and **12** in Romania, while the Group also operates an e-shop www.e-jumbo.gr.

Through collaborations, the Group has presence in **JUMBO** branded shops in 5 countries (**Albania, Kosovo, Serbia, North Macedonia** and **Bosnia**).

By the end of **March 2019**, another self-owned store is expected to operate in **Braila**, Romania (approximately 12,000 sq. m.) and until **June 2019**, another branch in **Northern Greece** has been planned to start operating.

| Amounts in mil. € | Earnings before Taxes, Interest, Depreciation and Amortization (EBITDA) | | | |
|---|---|---------------|---------------|---------------|
| | The Group | | The Company | |
| | 31/12/2018 | 31/12/2017 | 31/12/2018 | 31/12/2017 |
| Earnings after tax | 98,74 | 90,42 | 52,57 | 49,18 |
| Taxes | 27,77 | 27,23 | 20,31 | 20,56 |
| Interest | 1,00 | 0,71 | 1,65 | 1,66 |
| Depreciation/Amortization | 12,84 | 12,23 | 7,91 | 7,78 |
| Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA) | 140,35 | 130,59 | 82,44 | 79,18 |
| Investment results | 0,00 | 0,00 | 0,00 | 0,00 |
| Earnings before interest, taxes, investment results, depreciation and amortization | 140,35 | 130,59 | 82,44 | 79,18 |
| Turnover | 476,75 | 442,96 | 391,88 | 365,67 |
| Margin of earnings before interest, taxes, investment results, depreciation and amortization | 29,44% | 29,48% | 21,04% | 21,65% |

Note

1. The term EBITDA refers to earnings before interest, taxes, depreciation and amortization. Alongside with the Margin of earnings before interest, taxes, investment results, depreciation and amortization these ratios constitute measurement indicators for the Company's and the Group's operational performance.