

**JUMBO S.A.  
GROUP OF COMPANIES**



**REG No. 7650/06/B/86/04- G.E.MI.No. 121653960000  
Cyprou 9 & Hydras Street, Moschato Attikis**

**ANNUAL REPORT  
For the Financial Year of 1<sup>st</sup> July 2016 to 30<sup>th</sup> June 2017**

**ACCORDING TO ARTICLE 4 OF LAW 3556/2007**

## CONTENTS

	Page
<b>I. Statements of the members of the Board of Directors (according to the Law 3556/2007) .....</b>	<b>4</b>
<b>II. Independent Auditor's Report.....</b>	<b>5</b>
<b>III. Board of Directors' Annual Report .....</b>	<b>8</b>
<b>IV. Annual Financial Statements.....</b>	<b>38</b>
<b>A. STATEMENT OF TOTAL COMPREHENSIVE INCOME .....</b>	<b>39</b>
<b>B. STATEMENT OF OTHER COMPREHENSIVE INCOME.....</b>	<b>40</b>
<b>C. STATEMENT OF FINANCIAL POSITION .....</b>	<b>41</b>
<b>D. STATEMENT OF CHANGES IN EQUITY - GROUP .....</b>	<b>42</b>
<b>E. STATEMENT OF CHANGES IN EQUITY - COMPANY.....</b>	<b>44</b>
<b>F. CASH FLOWS STATEMENT .....</b>	<b>46</b>
<b>G. NOTES TO THE ANNUAL SEPARATE AND CONSOLIDATED FINANCIAL STATEMENTS AS AT 30 JUNE 2017.....</b>	<b>47</b>
<b>1. Information .....</b>	<b>47</b>
<b>2. Company's Activity .....</b>	<b>47</b>
<b>3. Accounting Principles Summary .....</b>	<b>48</b>
3.1. Changes in Accounting Policies .....	48
3.1.1 New Standards, Interpretations, Revisions and Amendments to existing Standards that are effective and have been adopted by the European Union.....	48
3.1.2 New Standards, Interpretations and amendments to existing Standards which have not taken effect yet or have not been adopted by the European Union.....	49
3.2. Significant Accounting Judgments, Estimates and Assumptions .....	52
<b>4. Main Accounting Principles .....</b>	<b>53</b>
4.1 Segment Reporting.....	53
4.2 Basis for Consolidation.....	53
4.3 Composition of the Group .....	54
4.4 Functional currency, presentation currency and conversion of foreign currency .....	56
4.5 Property, Plant and Equipment.....	57
4.6 Investment Property .....	57
4.7 Impairment of Assets.....	58
4.8 Financial Instruments .....	58
4.9 Inventories.....	59
4.10 Trade Receivables.....	59
4.11 Cash and Cash Equivalents .....	59
4.12 Share Capital.....	59
4.13 Financial Liabilities .....	59
4.14 Loans .....	60
4.15 Income & Deferred tax.....	60
4.16 Employee Benefits Obligations.....	61
4.17 Provisions and Contingent Liabilities / Assets.....	61
4.18 Leases.....	62
4.19 Recognition of Revenue and Expenses.....	62
4.20 Distribution of Dividends .....	63
<b>5. Notes to the Financial Statements .....</b>	<b>64</b>
5.1 Segment Reporting.....	64
5.2 Cost of sales.....	66



5.3	Distribution and Administration Expenses .....	66
5.4	Other operating income and expenses .....	67
5.5	Financial income / expenses and other financial results .....	67
5.6	Income tax .....	68
5.7	Earnings per share .....	69
5.8	Property, plant and equipment .....	69
5.9	Investment property (leased properties) .....	73
5.10	Investments in subsidiaries .....	74
5.11	Financial assets per category .....	75
5.11.1	Financial Assets available for sale .....	77
5.11.2	Trading Securities – Derivatives .....	78
5.11.3	Fair value of financial assets .....	78
5.12	Other long term receivables .....	80
5.13	Inventories .....	80
5.14	Trade debtors and other trade receivables .....	80
5.15	Other receivables .....	82
5.16	Other current assets .....	82
5.17	Long term and short term restricted bank deposits .....	82
5.18	Cash and cash equivalents .....	83
5.19	Equity .....	83
5.19.1	Share capital .....	83
5.19.2	Share Premium and other reserves .....	84
5.20	Liabilities for pension plans .....	86
5.21	Loan liabilities .....	87
5.22	Long term loans .....	88
5.23	Short-term loan liabilities .....	88
5.24	Other long term liabilities .....	88
5.25	Deferred tax liabilities .....	89
5.26	Provisions .....	91
5.27	Trade and other payables .....	92
5.28	Current tax liabilities .....	92
5.29	Other short term liabilities .....	92
5.30	Cash flows from operating activities .....	93
5.31	Commitments, Contingent Liabilities / Contingent Assets .....	93
5.32	Unaudited fiscal years by tax authorities .....	94
<b>6.</b>	<b>Transactions with related parties .....</b>	<b>95</b>
<b>7.</b>	<b>Fees to members of the Board of Directors .....</b>	<b>97</b>
<b>8.</b>	<b>Lawsuits and litigations .....</b>	<b>97</b>
<b>9.</b>	<b>Number of employees .....</b>	<b>97</b>
<b>10.</b>	<b>Proposal for distribution of dividend for the year 2016-2017 .....</b>	<b>98</b>
<b>11.</b>	<b>Risk management Policies .....</b>	<b>98</b>
11.1	Foreign currency risk .....	99
11.2	Interest Rate Sensitivity Analysis .....	100
11.3	Credit Risk Analysis .....	100
11.4	Liquidity Risk Analysis .....	101
<b>12.</b>	<b>Objectives &amp; policies for capital management .....</b>	<b>102</b>
<b>13.</b>	<b>Post-reporting date events .....</b>	<b>103</b>
<b>V.</b>	<b>Website where the Parent , Consolidated and the Financial Statements of subsidiaries are posted.</b>	<b>104</b>



## **I. Statements of the members of the Board of Directors (according to the Law 3556/2007)**

We the members of the Board of Directors of "JUMBO SA"

1. Apostolos - Evangelos Vakakis, President of the Board of Directors
2. Ioannis Oikonomou, Vice-President of the Board of Directors
3. Konstantina Demiri, Chief Executive Officer

under the above-mentioned membership, specifically assigned from the Board of Directors of "JUMBO SA " we declare and certify with the present, that from that we know:

- a. The annual financial statements of "JUMBO SA" for the year 01.07.2016-30.06.2017, which were compiled according to the standing accounting standards, describe in a truthful way the assets and the liabilities, the equity and the results of "JUMBO SA", as well as the subsidiary companies which are included in the consolidation as a total.
- b. The annual report of the Board of Directors presents in a truthful way the performance and position of "JUMBO SA", as well as the subsidiary companies which are included in the consolidation as a total, including the description of the risk and uncertainties that they confront.

Moschato, 12 October 2017

The asserting

Apostolos - Evangelos Vakakis

Ioannis Oikonomou

Konstantina Demiri

President of the Board of Directors

Vice-President of the  
Board of Directors

Chief Executive Officer

## **II. Independent Auditor's Report**

### **To the Shareholders of "JUMBO SA"**

#### **Audit Report on the Separate and Consolidated Financial Statements**

We have audited the accompanying separate and consolidated financial statements of the Company JUMBO S.A., and its subsidiaries, which comprise the separate and consolidated statement of financial position as at June 30, 2017, separate and consolidated statements of profit or loss and comprehensive income, changes in equity and cash flows for the year then ended and a summary of significant accounting policies and other explanatory information.

#### **Management's Responsibility for the Separate and Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of these separate and consolidated financial statements in accordance with International Financial Reporting Standards as adopted 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.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on these separate and consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing as they have been incorporated into the Greek Legislation (GOVERNMENT GAZETTE /B' /2848/23.10.2012 and Law 4449/2017, GOVERNMENT GAZETTE A 7/5.1.2017). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the separate and consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the separate and consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the separate and consolidated financial statements, whether due to fraud or error. We 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.

In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the separate and consolidated financial statements in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the separate and consolidated financial statements.

#### **Auditor's Independence**

We are independent of the Company in accordance with the Code of Conduct for Auditors of the Board of International Standards on Auditors (IESBA Code) together with the ethical requirements that are relevant to our audit of the financial statements in Greece, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. Based on the best of our knowledge and in good faith, we state that during the years ended as at June 30, 2017, we have not provided non-audit services to the Company and its subsidiaries.

#### **Key Audit Matters**

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



## 1. Revenue and Trade Receivables:

As referred to in the Company's accounting policies, Note 4.10 and 4.19, the largest volume of sales relates to retail sales, while revenue is recognized when the related risks and benefits associated with the goods sold are transferred to the customers, and collecting receivables is reasonably assured.

Recognition of revenue generated by all points of sale (stores network) as well as general ledgers update, is performed automatically by means of the Company subsystems.

Although the low value of separate transactions means that an individual error would be difficult to detect and possibly insignificant, however, the large volume of transactions may mean that a systemic error could lead to errors that can materially affect the financial statements.

*Addressing the Audit Matter during the audit*

Addressing the matter in respect of revenue recognition included the following procedures:

- Test of controls on revenue recognition for the purposes of obtaining reasonable assurance in respect of control procedures applied by the Company Management, in order to prevent or detect and timely correct potential errors, thus ensuring that sales revenues are correctly recorded in the financial statements.
- Test of control regarding the IT systems used by the Company to record revenue. In addition, we have performed procedures to evaluate the completeness and accuracy of the revenue cycle arising from company's subsystem. In addition, we have performed reviews of the design, implementation and efficient operation of the subsystems, including reconciliations with general ledgers.
- In addition to controls, our audit included performing a number of audit procedures such as performing analytical procedures and reconciling cash proceeds with sales as well as analytical revenue procedures, while taking into consideration various tendencies and seasonal fluctuations.

*Process Findings*

From the execution of our procedures, we have obtained sufficient and appropriate evidence that revenue recognition is free of material misstatements in the Financial Statements.

## 2. Inventory

As described in Notes 4.9 and 4.13 to the notes to financial statements and on page 19 of the Report to the Audit Committee, at June 30th 2017, the Group inventory value amounted at € 239 million (June 30, 2016 € 197 million).

As referred to, in the Company's accounting policies, Note 4.9, on the statement of financial position date, inventory items are measured at a lower of cost and net realizable value. Net realizable value is the estimated selling price less any related selling expenses.

Based on the above, the Group Management makes appropriate estimates, based on seasonality of the items, their movement recorded within the year and plans for the following season. Net realizable value is determined based on selling prices after the end of reporting period. Potential changes in Management estimates may affect the valuation amount. We have estimated that the level of valuation risk has not changed in relation to the previous year.

*Addressing the Audit Matter during the audit*

We have obtained assurance as to adequacy of Management's assumptions regarding valuation procedure through performing, inter alia, the following procedures:

- Monitoring inventory counting process
- Test of IT general controls set up by the Company with regard to the warehouse cycle
- Conducting physical inventory counts
- Comparing (net) realizable value of inventories arising from sales after the end of the reporting period (or the following month of the year)
- Performing analytical procedures regarding changes in inventory and identifying inventory items of low marketability (or traffic) and maturity control.
- Confirming, in respect of inventory acquisitions, sound determination of acquisition cost.

**Process Findings**

From the execution of our procedures, we have obtained sufficient and appropriate evidence that inventory is free of material misstatements in the Financial Statements.

**Opinion**

In our opinion, the accompanying separate and consolidated financial statements present fairly, in all material respects, the financial position of the Company JUMBO S.A. and its subsidiaries as at June 30, 2017, and their financial performance and their cash flows for the year then ended in accordance with International Financial Reporting Standards that have been adopted by the European Union and the regulatory provisions of CL 2190/1920.

**Report on Other Legal and Regulatory Requirements****1. Board of Directors' Report**

Considering that under the provisions of Par. 5, Article 2 (part B), Law 4336/2015, Management has the responsibility for the preparation of the Board of Directors' Report as well as the Corporate Governance Statement, included in the aforementioned Report, we note the following:

- a) The Board of Directors' Report includes the Corporate Governance Statement that provides the data and information defined under article 43bb, CL 2190/1920.
- b) In our opinion, the Board of Directors' Report has been prepared in compliance with the effective legal requirements of Article 43a and 107A of Article 43bb, CL 2190/1920, and its content corresponds to the accompanying separate and consolidated financial statements for the year ended as at 30/6/2017.
- c) Based on the knowledge we acquired during our audit, we have not identified any material misstatements in the Board of Directors' Report in relation to the Company JUMBO S.A. and its environment.

**2. Additional Report to the Audit Committee**

Our opinion on the accompanying financial statements is consistent with our Additional Report to the Company Audit Committee.

**3. Auditor's Appointment**

We were appointed for the first time as Certified Auditors of the Company following as of 11/12/1998 Decision of the Annual General Meeting of the Shareholders. Since then, our appointment has been constantly renewed for a total period of 19 years based on the annual decisions of the Annual General Meetings of the Company Shareholders.

Athens, 12 October 2017  
The Chartered Accountants

Marios Lasanianos  
I.C.P.A. Reg. No 25101

Athanasia Arampatzi  
I.C.P.A. Reg. No 12821



Chartered Accountants Management Consultants  
56, Zefirou str., 175 64 Palaio Faliro, Greece  
Registry Number SOEL 127





### III. Board of Directors' Annual Report

#### OF SOCIETE ANONYME "JUMBO ANONIMI EMPORIKI ETAIREIA" ON THE CONSOLIDATED AND COMPANY'S FINANCIAL STATEMENTS FOR THE YEAR 01.07.2016 TO 30.06.2017

Dear Shareholders,

Under the provisions of Law 3556/2007, Law 2190/1920 as it is in effect and the Statute of Incorporation of the Company, we submit for the closing corporate fiscal year from 01.07.2016 to 30.06.2017, the consolidated Report of the Board of Directors that includes the information under paragraphs 2(c), 6, 7 and 8 of Article of 4, Law 3556/2007, Article 43a paragraph 3, Article 107 paragraph 3 and Article 136 par.2 of Law 2190/1920 and the decision of the Hellenic Market Committee 7/448/11.10.2007 Article 2, the consolidated and the Separate Financial Statements as at 30.06.2017, the Notes to the Financial Statements for the relevant fiscal year as prescribed by the International Financial Reporting Standards as well as the relevant independent auditor's report. Finally, the Corporate Governance Statement according to Law 3873/2010 and the non-financial information under the L.4403 / 07.07.2016 are also included.

The present report describes the operations of JUMBO SA and the Group of JUMBO companies as well as financial information, which aim to provide information to the shareholders and the investing public on the financial position, and the results, the total course of development and the changes occurred in the fiscal year from 01.07.2016-30.06.2017, significant events, which took place and their effect on the Financial Statements for the current fiscal year, as well as a description of the prospective and the most significant risks and uncertainties faced by the Group and the Company and the significant transactions between the related parties of the Group.

#### A. REVIEW OF THE CLOSING FISCAL YEAR FROM 01.07.2016 TO 30.06.2017

**Turnover:** The Group's turnover reached € 681,43 mil, presenting increase of 6,88% as compared to the previous financial year with a turnover of € 637,56 mil in a difficult year for the retail market in Greece. The Company's turnover amounted to € 583,50 mil, presenting an increase of 5,99% as compared to the previous fiscal year with a turnover of € 550,51 mil.

During the financial year July 2016 - June 2017, JUMBO Group introduced two new stores, one rented store in Stara Zagora (Bulgaria) in November 2016 (approximately 11.000 sqm,) and one privately owned store in Constanta (Romania) in June 2017 (approximately 16.000 sqm).

As at 30.06.2017, the Group's network had 73 stores, 51 of which are located in Greece, 5 in Cyprus, 9 in Bulgaria and 8 in Romania and had also the on line store [www.e-jumbo.gr](http://www.e-jumbo.gr).

Furthermore, the Company, through collaborations, has presence, with stores that operating under the JUMBO brand, in five countries (F.Y.R.O.M., Albania, Kosovo, Serbia and Bosnia).

**Gross profit:** The Group's gross profit margin for the fiscal year 01.07.2016-30.06.2017 eased to 52,17% from 53,00% for the previous year.

Respectively, for the Company the gross profit margin for the fiscal year 01.07.2016-30.06.2017 eased at 43,90% compared to 45,84% for the previous year.

**Earnings before interest, taxes, investment results, depreciation and amortization:** Earnings before interest, tax, investment results and depreciation of the Group reached € 194,78 mil from € 183,71 mil in the previous fiscal year and the Earnings before interest, taxes, investment results, depreciation and amortization margin stood at 28,58% from 28,81% in the previous fiscal year. Earnings before



interest, taxes, investment results, depreciation and amortization for the Company reached € 132,03 mil as compared to € 130,07 mil in the previous fiscal year and Earnings before interest, taxes, investment results, depreciation and amortization margin stood at 22,63% from 23,63% in the previous fiscal year. The above indicator maintained due to expenditure restraint.

**Net Profits after tax:** The Net Consolidated Profits after tax reached € 131,01 mil. from € 121,26 mil. in the previous financial year, i.e. increased by 8,04%.

Net Profits after tax for the Company reached € 82,06 mil. from € 82,46 mil. in the previous financial year, decreased by 0,48%.

**Net cash flows from operating activities:** Net cash flows from operating activities of the Group amounted to € 103,87 mil. from € 111,71 mil. The capital expenses amount of € 37,96 mil in the year 2016/2017, net cash flows after investment and operating activities amounted to € 81,54 mil in the year 2016/2017 from € 84,60 mil in the previous fiscal year. Cash available after financing activities amounted to € 366,05 mil. for 2016/2017 from € 394,73 mil in the previous financial year.

Net cash flows from operating activities of the Company amounted to € 50,31 mil. from € 85,52 mil. The capital expenses of € 17,64 mil in 2016/2017 lead to net cash flow from investing and operating activities of € 46,55 mil in 2016/2017 from € 31,81 mil in 2015/2016. Cash and cash equivalent amounted to € 150,30 mil in 2016/2017 from € 213,43 mil in the previous financial year.

**Earnings per share:** The Group's basic and diluted earnings per share reached € 0,9629 as compared to € 0,8913 in the previous financial year, i.e. increased by 8,04% and the Earnings per share of the Company reached € 0,6031, decreased by 0,48% as compared to the previous financial year of € 0,6060.

Profit / (loss) per share has been calculated based on the allocation of profits / (losses) after tax, on the weighted average number of shares of the parent company.

**Tangible Fixed Assets:** As at 30.06.2017 the carrying amount of the Group's Tangible Fixed Assets amounted to € 520,23 mil and represented 41,30% of the Group's Total Assets as compared to the previous year carrying amount of 504,50 mil that represented 41,71% of the Group's Total Assets.

As at 30.06.2017 the carrying amount of the Company's Tangible Fixed Assets amounted to € 297,77 mil and represented 30,39% of the Company's Total Assets as compared to the carrying amount as at 30.06.2016 which amounted to € 297,24 mil and represented 30,24% of the Total Assets.

**Net investments for the purchase of fixed assets by the company for the closing year amounted to € 16.709 thousand for the Company and € 41.113 thousand for the Group.**

During the current financial year, the Company purchased a new building in the area of Thebes of approximately 61ths sq.m. (on a plot of approximately 72ths sq.m.).

**Inventories:** Inventories of the Group amounted on 30.06.2017 to € 239,23 mil compared to € 196,78 mil on 30.06.2016 and represent a proportion of Total Consolidated Assets which is set on 30.06.2017 at 18,99% compared to 16,27% on 30.06.2016. Inventories of the Company amounted, respectively, to € 210,14 mil compared to € 172,02 mil and represent a proportion of Total Assets of the Company which is set at 21,45% compared to 17,50%.

**Long term bank liabilities:** As at the same date, long term bank liabilities of the Group and the Company stood at 144,39 million Euro, i.e. 11,46% of Total Liabilities (The Company 14,74%) versus 144,19 million Euro at the Group and the company level as at 30.06.2016.

**Short term bank liabilities:** As at the same date, short term bank liabilities of the Group and the Company stood at 14,82 million Euro, i.e. 1,18% of Total Liabilities (The Company 1,51%) versus 180 thousand Euro for the Group and zero at the company level as at 30.06.2016.

**Equity:** Consolidated Equity amounted in the current financial year to € 961,67 mil compared to € 915,59 mil on 30.06.2016 and represented 76,35% of the Group's Total Liabilities. Equity for the Company amounted to € 713,52 mil compared to € 716,43 mil on 30.06.2016 representing 72,82% of the Company's Total Liabilities. The increase in Equity of the Group is mainly attributed to the profitability.

**Net borrowing ratios:** During the current financial year, cash balances of the Group were higher than the total borrowings by the amount of € 206,83 mil and as a consequence total net borrowing was negative. At 30.06.2016 cash balances of the Group were higher than the total borrowings by the amount of € 250,36 mil and as a consequence total net borrowing was negative.

Net borrowing of the Company was € 8,92 mil in the year 2016/2017. At 30.06.2016 cash balances of the Company were higher than the total borrowings by the amount of € 69,24 mil and as a consequence total net borrowing was negative. The change is attributed to the distribution of dividends and the distribution of interim dividend by the Company during the year ended on 30.06.2017.

### **Adding Value and Performance Valuation Factors**

The Group recognizes four geographical segments Greece, Cyprus, Bulgaria and Romania, as operating segments. The above segments are used by the Company's Management for internal information purposes. The Management's strategic decisions are based on the operating results of every segment which are used for the measurement of profitability.

On 30.06.2017 the total amount of earnings before taxes, financial and investment results which was allocated among the four segments amounted to € 171,82 mil. Respectively on 30.06.2016 the total amount of earnings before taxes, financial and investment results which was allocated among the four segments amounted to € 161,00 mil.

The segment of Greece represented for the year 01.07.2016-30.06.2017 69,05% of the Group's turnover while it also contributed 63,40% of the total earnings before taxes, financial and investment results. For the previous financial year this segment represented 71,97% of turnover, while it contributed to the 67,63% of the total earnings before taxes, financial and investment results.

The segment of Cyprus represented for the financial year 01.07.2016-30.06.2017 11,84% of the Group's turnover while it also contributed 14,98% of the total earnings before taxes, financial and investment results. For the previous financial year this segment represented 12,37% of turnover while it contributed 15,79% of the total earnings before taxes, financial and investment results.

The segment of Bulgaria represented for the financial year 01.07.2016-30.06.2017 9,49% of the Group's turnover while it also contributed 9,29% of the earnings before taxes, financial and investment results. For the previous financial year this segment represented 8,15% of turnover while contributed 7,93% of the total earnings before taxes, financial and investment results.

The segment of Romania represented for the financial year 01.07.2016-30.06.2017 9,63% of the Group's turnover while it also contributed 12,33% of the total earnings before taxes, financial and investment results. For the previous financial year this segment represented 7,51% of turnover while contributed 8,66% of the total earnings before taxes, financial and investment results.

The Group's policy is to monitor its results and performance on a monthly basis, thus timely and effectively identifying deviations from its objectives and undertaking necessary corrective actions. JUMBO SA. evaluates its financial performance using the following generally accepted Key Performance Indicators:

**ROCE (Return on Capital Employed):** this ratio divides the net earnings after taxes with the total Capital Employed which is the total of the average of the Equity of the two last years and the average of the total borrowings of the two last years.

- for the Group the ratio stood: at 12,01% for the current year and at 12,10% for the previous year
- for the Company the ratio stood: at 9,47% for the current year and at 10,05% for the previous year

**ROE (Return on Equity):** this ratio divides the Earning After Tax (EAT) with the average Equity of the two last years.

- for the Group the ratio stood: at 13,96% for the current year and at 14,16% for the previous year

- for the Group the ratio stood: at 11,48% for the current year and at 12,22% for the previous year.

### Alternative Performance Measures

The Group uses as alternative performance measures the Earnings before Interest, Tax Depreciation and Amortization (EBITDA), Margin of Earnings before interest, tax investment results depreciation and amortization and Net debt. These indicators are taken into account by the Group's management for strategic decisions.

Earnings before interest, taxes, depreciation and amortization (EBITDA)				
Amounts in mil. €	The Group		The Company	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Earnings After Tax	131,01	121,26	82,06	82,46
Taxes	42,46	43,87	34,21	34,66
Interest	(1,65)	(4,13)	0,74	(2,10)
Depreciation	23,05	22,67	15,13	15,02
<b>Earnings before interest, taxes, depreciation and amortization (EBITDA)</b>	<b>194,87</b>	<b>183,67</b>	<b>132,13</b>	<b>130,03</b>
Investment results	(0,09)	0,04	(0,10)	0,04
<b>Earnings before interest, tax investment results depreciation and amortization</b>	<b>194,78</b>	<b>183,71</b>	<b>132,03</b>	<b>130,07</b>
Turnover	681,43	637,56	583,50	550,51
<b>Margin of Earnings before interest, tax investment results depreciation and amortization</b>	<b>28,58%</b>	<b>28,81%</b>	<b>22,63%</b>	<b>23,63%</b>

#### Notes

1. The term EBITDA refers to earnings before interest, taxes, depreciation and amortization and alongside with the Earnings before interest, tax investment results depreciation and amortization Margin constitute measures of the Company's and the Group's operational performance.

NET DEBT				
Amounts in mil. €	The Group		The Company	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Long term loan liabilities	144,39	144,19	144,39	144,19
Short-term loan liabilities	14,82	0,18	14,82	-
Cash and cash equivalents	(366,05)	(394,73)	(150,30)	(213,43)
<b>Net Debt</b>	<b>(206,83)</b>	<b>(250,36)</b>	<b>8,92</b>	<b>(69,24)</b>

1. The net debt for the Company and the Group is the total borrowings decreased by the amount of cash and cash equivalents and is used by the Management of the Company and the Group as a measure of liquidity.

## B. SIGNIFICANT EVENTS FROM 01.07.2016 TO 30.06.2017

The significant events which took place during the fiscal year 2016/2017, as well as their effect on the annual financial statements are the following.

Trading of 36.354.088 new ordinary shares with voting rights of the Company, of nominal value of EUR 0,88, began on 04.07.2016. The above-mentioned shares resulted from Prot. No. 58238/02.06.2016 decision of the Hellenic Ministry of Economy, Development and Tourism, which was filed at the "General Electronic Commercial Registry (G.E.MI.)" on the same day as Number 640856 approved the merger by absorption of the company "TANOCERIAN COMMERCIAL AND INVESTMENT S.A.", while the nominal value of the shares of the Company decreased from EUR 1.19 to EUR 0.88.

The Extraordinary General Meeting of the Company shareholders, which took place on 27.07.2016, approved an extraordinary dividend of € 0,27 per share before withholding tax, which formed part of the extraordinary reserves from taxed and undistributed profits for the year 01.07.2011 to 30.06.2012. This extraordinary dividend, after withholding tax, if necessary, amounts to 0,2430 euros per

share and payments to shareholders began on 04.08.2016.

The Annual Regular General Meeting of the shareholders held on 02.11.2016, approved the distribution of a dividend of € 0,36 per share before withholding tax, formed from the undistributed profits for the year 2015/2016. This dividend, after withholding tax, if necessary, amounts to 0,3240 euros per share and payments to shareholders began on 10.11.2016.

At its meeting dated February 24th, 2017, the Board of Directors of the Company decided to distribute the amount of Euro 0,18 per share as an interim dividend for the year 2016/2017. After withholding a dividend tax of 15%, if necessary, the interim dividend amounts to 0,1530 Euro per share. The payments to shareholders began on 28.03.2017.

### **C. FINANCIAL RISK MANAGEMENT**

The Group is exposed to various financial risks such as market risk (variation in foreign exchange rates, interest rates, market prices etc.), credit risk and liquidity risk. The Group's risk management policy aims at limiting the negative impact on the Group's financial results which arises from the inability to predict financial markets and the variation in cost and revenue variables.

The risk management policy is executed by the Management of the Group which evaluates the risks related to the Group's activities, plans the methodology and selects suitable financial products for risk reduction.

The Group's financial instruments include mainly bank deposits, trade debtors and creditors, dividends paid and loans.

#### **Current Conditions Prevailing in the Greek Economy**

The extended economic recession in confluence with capital control restriction imposed on 29.06.2015 on the Greek economy has had a materially adverse effect on the totality of the economic activity of the country.

Greece has faced and continues facing significant fiscal challenges and structural weaknesses of its economy, which has raised doubts about a possible exit of Greece from the Eurozone. The potential extent and scope of the consequences of a potential exit of Greece from the Eurozone are uncertain, but such an exit or the threat thereof could have material negative impact on the activities and liquidity of the Company.

A potential inability to realise the Economic Adjustment Programme and/or the inability of that programme to significantly improve the Greek economy or a potential, further credit-event related to public debt or its further restructuring or potential exit of the country from the Eurozone might have a negative influence on the income statements and the financial position of the Company and, therefore, of the Group, in ways that can currently not be foreseen.

Despite the volatile macroeconomic and financial environment of Greece and the reduction in disposable income of the majority of consumers, the Company has responded successfully to the singular conditions of the Greek economy achieving an increase of 6,88% in revenue compared to the previous year. Having already experienced capital control restriction in Cyprus, the Group Management was prepared to take the necessary steps and adequately address the impact of capital restriction imposed in Greece. In particular:

- a) the Group had sufficient stocks to facilitate uninterrupted supply of the stores,
- b) the Company and its subsidiaries were adequately capitalized, with no liquidity problems and the cash and cash equivalents exceeded the bank loans,
- c) the Group has a significant presence in Greece but due to its export orientation, 34,02% of its revenue refer to foreign operations.

The Group Management continuously assesses the situation and its possible consequences, and takes all necessary measures to maintain the viability of the Group and the Company in order to minimize any adverse impact on the their activities and facilitate extension of their operations. However, it is to be noted that the company viability is inextricably linked to the sustainability of the country in its efforts for reconstruction within the Eurozone.

**Foreign Exchange Risk**

The Group operates internationally and therefore it is exposed to foreign exchange risk, which arises mainly from the U.S. Dollar and Romanian Lei (RON) due to the operation of the Group through its subsidiary company in Romania. The Group deals with this risk with the strategy of early stocking that provides the opportunity to purchase inventories at more favorable prices while is given the opportunity to review the pricing policy through its main operation activity which is retail sales. However, significant variation in foreign exchange rates could have a negative effect on the income statement.

**Interest Rate Risk**

On 21.05.2014 the parent company signed an agreement with financial institutions regarding the coverage of a five-year duration Common Bond Loan, of a maximum amount up to €145 million. During the financial year 2016/2017 the terms of borrowing were amended with the consent of the bondholders and as a result the interest rate margin has been reduced by 75 basis points from 4% to 3,25%.

**Credit Risk**

The main part of the Group's sales concerns retail sales (for which cash is collected), while wholesale sales are mostly made to client with a reliable credit record. In respect of trade and other receivables the Group is not exposed to any significant credit risk exposure. To minimize this credit risk as regards money market instruments, the Group only deals with well-established financial institutions of high credit standing.

**Liquidity Risk**

The Group manages its liquidity by carefully monitoring scheduled debt servicing payments for long - term financial liabilities as well as cash outflows due in day - to - day business. The Group ensures that sufficient available credit facilitations exist, so that it is capable of covering the short-term enterprising needs, after calculating the cash inputs resulting from its operation as well as its cash in hand and cash equivalents.

**Other Risks****Political and economic factors**

Demand for products and services as well as the Company's sales and final economic results are effected by external factors such as political instability, economic uncertainty, capital controls and recession.

Moreover, factors such as taxes, political, economic and social changes that can affect Greece as a country and other countries where the Group operates can have a negative effect on the Company's and the Group's going concern, its financial position and results.

In order to deal with the above risks the Company constantly re-engineering its products, emphasizing in cost constrain and creating sufficient stock early enough at favourable prices.

**Suppliers bankruptcy risk**

During the last seven years and particularly during the latest period after the imposition of capital controls, the internal extraordinary economic crisis and recession have caused significant problems both in the public finances and private economy of our country, creating the risk of bankruptcy of some suppliers of the Company. In this case the Company faces the danger of loss of advance payments that has been provided for the purchase of products.

As a safeguard from the aforementioned risk, the Company has contracted collaboration with important number of suppliers where no one represents an important percentage on the total amount of the advance payments.

**Sales seasonality**

Due to the specified nature of Group's products, its sales present high level of seasonality. In particular during Christmas the Company succeeds approximately 28% of its annual turnover, while sales fluctuations are observed during months such as April (Easter - 10% of annual turnover) and September (beginning of school period- 10% of annual turnover). Sales seasonality demands rationality in working capital management specifically during peak seasons. It is probable that the Group's inadequacy to deal effectively with seasonal needs for working capital during peak seasons may burden financial expenses and negatively affect its results and its financial position.



Group's inadequacy to deal effectively with increased demand during these specific periods and delays in deliveries will probably effect negatively its annual results. Moreover, problems can come up due to external factors such as bad weather conditions, strikes or defective and dangerous products.

**Dependence on agents-importers**

The Company imports its products directly from abroad as exclusive dealer for toy companies which do not maintain agencies in Greece. Moreover, the Company acquires its products from 230 suppliers which operate within the Greek market.

However, the Company faces the risk of losing revenues and profits in case its cooperation with some of its suppliers terminates. Nevertheless, it is estimated that the risk of not renewing the cooperation with its suppliers is inconsiderable due to the leading position of JUMBO in the Greek market. The potential of such a perspective would have a small effect to the Company's size since none of the suppliers represents more than 3% of the Company's total sales.

**Competition within the industry's companies**

The Company's basic competitors are super markets (food departments excepted), toy stores, infantile-product stores, stationery stores, seasonal-goods stores, as well as respective electronic storefronts. There have been significant mergers and acquisitions in the industry of super markets. The current status of the market could change in the future either due to the entrance of foreign companies in the Greek market or due to potential strategic changes and retail store expanding of present competitors. A potential increase in competition e.g. through price wars or offers could have a negative impact on the revenue and profits of the Group.

**Dependence on importers**

70% of group's products originate from China. The facts that could lead to cessation of Chinese imports (such as embargo for Chinese imports or increased import taxes for Chinese imports or political-economic crises and personnel strikes in China, capital controls) could interrupt the provision of the Group's selling points. Such potentiality would have a negative effect on the Group's operations and its financial position.

**Other external factors**

Threat or event of war or a terrorist attack or potential consequences for Greece from failure to meet the rescue program or possible consequences from the continuing crisis in Eurozone and to the other countries that the Group has operations are factors that cannot be foreseen and controlled. Such events can affect the economic, political and social environment of the country and the Group in general.

**D. INFORMATION ON THE COMPANY'S AND THE GROUP'S PROSPECTIVES**

The Group holds a leading position in the retail sale of toys, baby products, gift articles, household products, stationery and relevant and similar types of products and intends to maintain it. As a means to achieve this objective are the continuous enrichment of variety of its trading products, based on developments and demand trends in the categories where the Group operates, maintaining product prices at competitive levels as well as the advertising of strong branding.

As the Greek market continues to experience a period of great uncertainty, the Group monitors and continually assesses the developments and will inform the investing public about any effect that the prevailing conditions may have on its operation, financial position and results. However, it is to be noted that the company viability is inextricably linked to the sustainability of the country in its efforts for reconstruction within the European environment.

With regard to the Group stores network:

In Greece, the Group operates 51 stores and e-jumbo shop. The Company's objective is to facilitate better management of the existing network and infrastructure through re-evaluation and upgrading the existing stores as announced and expansion of the network in places where the Company has no presence so far in the following years. In the context of the above mentioned, the Company aims to open one more store in Northern Greece during the financial year 2017/2018.



In Bulgaria, the subsidiary company «JUMBO EC.B LTD», operated until 30.06.2017 nine stores, four in Sofia, one in Plovdiv, one in Varna, one in Burgas, one in Rousse and one in Stara Zagora. The Company aims to open one more store in the next two years.

In Cyprus, the subsidiary company JUMBO Trading Ltd, operated until 30.06.2017 five stores. One in Nicosia, two in Lemessos, one in Larnaka and one in Paphos. The Company Management considers the number and size of the stores adequate to fulfil market needs for the time being.

In Romania, the subsidiary company «JUMBO EC.R SRL» had until today eight hyper-stores. Two in Bucharest, one in Timisoara, one in Oradea, one in Arad, one in Ploiesti, one in Pitesti and one in Constanta. For the financial year 2017/2018 the Group aims to open three new hyper-stores in the country.

Moreover, via various collaborations, the Company has presence in five countries (FYROM, Albania, Kosovo, Serbia and Bosnia) with stores that operate under the JUMBO brand name. Within the following financial year, it is expected that the Company's collaborators will expand their store network in the countries, where they already hold operations.

#### **E. PROPOSAL FOR THE DISTRIBUTION OF DIVIDENDS**

The management of the Parent Company will propose to the General Meeting for the closing year 2016/2017 the distribution of a total amount of € 48.981.513,24 or € 0,36 (gross) per share (136.059.759 shares). As of 28.03.2017 the Company has already paid in the form of an interim dividend the amount of € 24.490.756,62 and it is expected with the approval of the General Meeting to distribute the remaining amount of € 24.490.756,62 corresponding to € 0, 18 per share (gross). It is noted that according to law 4387/2016, a 15% of dividend tax shall be withheld, where necessary. The distribution shall take place through a bank within the timeframe specified by the law after its approval by the Annual Regular General Meeting of the shareholders.

With regard to the subsidiaries their Boards of Directors have not proposed a dividend distribution to the shareholders for the year ended due to the ongoing investment program.

#### **F. OTHER INFORMATION AND FIGURES CONCERNING THE GROUP AND THE COMPANY**

The number of people employed as at the end of the financial year (30.06.2017) reached for the Group 5.690 persons, 4.898 of whom permanent personnel and 792 seasonal, while the average number of personnel for the financial year 2016/2017 escalated to 5.292 persons (4.588 of whom permanent personnel and 704 seasonal). The Company at the end of the financial year (30.06.2017) employed 3.766 persons, 3.292 of whom permanent personnel and 474 seasonal, the Cypriot subsidiary JUMBO TRADING LTD employed 612 persons (295 of whom permanent personnel and 317 seasonal), the subsidiary in Bulgaria employed 650 permanent personnel and the subsidiary in Romania employed 662 persons (661 of whom permanent personnel and 1 seasonal).

The basic accounting principles applied are consistent with those applied for the Financial Statements of the previous year 2015-2016 (01.07.2015-30.06.2016), with the exception of the new revised accounting standards and interpretations mentioned in note 3.1 to the Financial Statements being applied to the Group.

There are no encumbrances on the assets of the Group and the Company on 30.06.2017. In order to obtain bank overdrafts for a Group's subsidiary, the amount of € 900.000 has been granted as collateral in the form of blocked bank deposits.

There are no litigations of which potentially negative outcome might have an important impact on the Group's financial results.



### Structure of the Group

#### **Parent Company:**

The Societe Anonyme under the title «JUMBO SA» and the distinctive title «JUMBO» was founded in 1986, with current headquarters in Moschato of Attica (road Cyprus 9 and Hydras), has been listed since 1997 in the Alternative Market of Athens Exchange and is registered in the Registry for SA of Ministry of Development with reg. no. 7650/06/B/86/04 while the Company's number at the General Electronic Commercial Registry (G.E.MI.) is 121653960000. The company has been classified in the Main Market category of the Athens Exchange.

#### **Subsidiary companies:**

**1. The subsidiary company under the title «JUMBO TRADING LTD»**, is a Cypriot company of limited liability. It was founded in 1991. Its headquarters are in Nicosia of Cyprus (Avenue Avraam Antoniou 9, Down Lakatamia of Nicosia). It is registered in the Registration of Companies Cyprus, with number E 44824. It operates in Cyprus under the same objective with the Parent, ie retail sales of toys and related items. The parent company holds 100% of the shares and of the voting rights.

**2. The subsidiary company in Bulgaria under the title «JUMBO EC.B. LTD »** was founded on the 1<sup>st</sup> of September 2005 as a One – person Company of Limited Responsibility with Registration Number 96904, book 1291 of Court of first instance of Sofia and according to the conditions of Special Law with number 115. Its headquarters are in Sofia, Bulgaria (Bul. Bulgaria 51, Sofia 1404). The Parent company owns 100% of its shares and its voting rights.

**3. The subsidiary company in Romania under the title «JUMBO EC.R SRL»** was founded on the 9<sup>th</sup> of August 2006 as a Company of Limited Responsibility (srl) with Registration Number J40/12864/2006 of the Trade Register, with registered office in Bucharest, area 3, B-dul Theodor Pallady avenue, number 51, Centrul de Calcul building 5<sup>th</sup> floor. Parent company owns 100% of its shares and its voting rights.

**4. The subsidiary company ASPETTO Ltd** was founded on the 21.08.2006 in Cyprus Nicosia (Abraham Antoniou 9 avenue, Kato Lakatamia, Nicosia). «JUMBO TRADING LTD» owns 100% of its voting rights.

**5. WESTLOOK SRL is a subsidiary of ASPETTO Ltd** which holds a 100% stake of its share capital. The company's registered office is in Crevedia, county Dâmbovița (motorway București - Târgoviște, No. 670, Apartment 52). The company was founded at 16.10.2006.

**6. RIMOKIN PROPERTIES LTD** is a subsidiary of JUMBO TRADING LTD which holds a 100% stake of its share capital. The company's registered office is in Nicosia, of Cyprus (Avraam Antoniou 9 Avenue, Kato Lakatamia of Nicosia). The company was founded at 28.07.2014.

**7. GEOCAM HOLDINGS LIMITED** is a subsidiary of JUMBO TRADING LTD which holds a 100% stake of its share capital. The company's registered office is in Nicosia, of Cyprus (Avraam Antoniou 9 Avenue, Kato Lakatamia of Nicosia). The company was founded at 13.03.2015.

**8. GEOCAM LIMITED** is a subsidiary of JUMBO TRADING LTD which holds a 100% stake of its share capital. The company's registered office is in Nicosia, of Cyprus (Avraam Antoniou 9 Avenue, Kato Lakatamia of Nicosia). The company was founded at 13.03.2015.

The Group's companies, included in the consolidated financial statements as well as the consolidation method are the following:

Consolidated Subsidiary	Percentage and Participation	Main Office	Activity	Consolidation method
JUMBO TRADING LTD	100% Direct	Cyprus	Trade	Full Consolidation
JUMBO EC.B LTD	100% Direct	Bulgaria	Trade	Full Consolidation
JUMBO EC.R SRL	100% Direct	Romania	Trade	Full

				Consolidation
ASPETTO LTD	100% Indirect	Cyprus	Investment	Full Consolidation
WESTLOOK SRL	100% Indirect	Romania	Investment	Full Consolidation
RIMOKIN PROPERTIES LTD	100% Indirect	Cyprus	Investment	Full Consolidation
GEOCAM HOLDINGS LIMITED	100% Indirect	Cyprus	Investment	Full Consolidation
GEOFORM LIMITED	100% Indirect	Cyprus	Investment	Full Consolidation

The structure of the Group did not change during the year.

### G.SIGNIFICANT TRANSACTIONS WITH RELATED PARTIES

The most important transactions and balances between the Company and the related parties (except physical persons) on 30.06.2017, as defined in IAS 24, are as follows:

Amounts in €	THE GROUP		THE COMPANY	
<b>Sales of products</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries	-	-	112.989.935	91.633.288
<b>Total</b>	<b>-</b>	<b>-</b>	<b>112.989.935</b>	<b>91.633.288</b>
<b>Sales of services</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries	-	-	24.612	22.047
<b>Total</b>	<b>-</b>	<b>-</b>	<b>24.612</b>	<b>22.047</b>
<b>Sales of tangible assets</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries	-	-	970.417	493.279
<b>Total</b>	<b>-</b>	<b>-</b>	<b>970.417</b>	<b>493.279</b>
<b>Purchases of products</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries	-	-	1.145.378	2.330.252
Other related parties	-	-	-	-
<b>Total</b>	<b>-</b>	<b>-</b>	<b>1.145.378</b>	<b>2.330.252</b>
<b>Purchases of tangible assets and other services</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries	-	-	109.016	28.774
<b>Total</b>	<b>-</b>	<b>-</b>	<b>109.016</b>	<b>28.774</b>
<b>Receivables</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries	-	-	1.424.615	796.963
<b>Total</b>	<b>-</b>	<b>-</b>	<b>1.424.615</b>	<b>796.963</b>
<b>Liabilities</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries	-	-	832.928	-
<b>Total</b>	<b>-</b>	<b>-</b>	<b>832.928</b>	<b>-</b>

The most important transactions and balances between the companies of the Group (except the parent



company JUMBO S.A.), as defined in IAS 24, are as follows:

Amounts in €	30/06/2017		30/06/2016	
	Income	Expenses	Income	Expenses
JUMBO EC.B LTD with JUMBO EC.R SRL	1.661	-	2.296	-
<b>Total</b>	<b>1.661</b>	<b>-</b>	<b>2.296</b>	<b>-</b>

The above amounts have been eliminated at Group level.

Sales and purchases of merchandise concern goods that the parent company trades, that is, toys, infantile items, stationery, home and seasonal goods. All the transactions described above have been carried out under the usual market terms. Also, the terms that govern the transactions with the above related parties are equivalent to those that prevail in arm's length transactions.

The transactions with Directors and Board Members are presented below:

Transactions with Directors and Board Members	THE GROUP	THE COMPANY
Amounts in euro	30/06/2017	30/06/2017
Wages and salaries	1.039.354	552.225
Insurance service cost	106.335	57.912
Other fees and transactions with the members of the Board of Directors	1.105.002	1.076.895
Compensation due to termination of employment	9.970	9.970
<b>Total</b>	<b>2.260.661</b>	<b>1.697.002</b>
<b>Pension Benefits:</b>	<b>30/06/2017</b>	<b>30/06/2017</b>
Other Benefits scheme	335.267	335.267
<b>Total</b>	<b>335.267</b>	<b>335.267</b>
<b>Transactions with Directors and Board Members</b>	<b>THE GROUP</b>	<b>THE COMPANY</b>
<b>Amounts in euro</b>	<b>30/06/2016</b>	<b>30/06/2016</b>
Wages and salaries	941.719	451.105
Insurance service cost	79.161	34.162
Other fees and transactions with the members of the Board of Directors	1.298.586	1.270.787
Compensation due to termination of employment	6.945	6.945
<b>Total</b>	<b>2.326.411</b>	<b>1.762.999</b>
<b>Pension Benefits:</b>	<b>30/06/2016</b>	<b>30/06/2016</b>
Other Benefits scheme	262.529	262.529
<b>Total</b>	<b>262.529</b>	<b>262.529</b>

No loans have been given to members of Board of Directors or other management members of the Group (and their families) and there are neither assets nor liabilities given to members of Board of Directors or other management members of the Group and their families.

There were no changes of transactions between the Company and the related parties that could have significant consequences in the financial position and the performance of the Group and the Company for the financial year 01.07.2016-30.06.2017.

## **H. CORPORATE GOVERNANCE STATEMENT FOR THE YEAR 01.07.2016-30.06.2017**

(PAR. 3 d ARTICLE 43a OF THE LAW 2190/1920)

### **1) Statement on Compliance with the Corporate Governance Code under par. 3 d, Article 43a of the Law 2190/1920**

The Company has adopted the Principles of Corporate Governance, as determined by the existing Greek legislation and the international practices. Corporate Governance, as a set of rules, principles and control mechanisms, in which the company's operation and management are based on, aims at transparency to the investment community, as well as ensuring the interests of the investors and of any person involved in its operation.

The Company has adopted the Greek Corporate Governance Code (hereinafter "Code") which replaces the Corporate Governance Code of Hellenic Federation of Enterprises (SEV) for Listed Companies (March 2011). This Code is posted at the following electronic address:

<http://www.helex.gr/el/web/guest/esed-hellenic-cgc>

The Company might proceed to amendments to the Code and Corporate Governance Principles it applies, directly informing the investors at its website <http://corporate.e-jumbo.gr/>.

### **2) Deviation from the Corporate Governance Code**

The Company states that it fully complies with the provisions of the relevant Greek legislation, rules and regulations and internal corporate values for the development of corporate governance principles it applies and has adapted those defined by the existing institutional framework of corporate governance.

The Company does not adopt some specific practices that are specifically mentioned below:

#### **PART A - THE BOARD OF DIRECTORS AND ITS MEMBERS**

##### *Role and responsibilities of the Board of Directors*

The Board of Directors has not proceeded to establishment of separate committees occupied with the nominations for election to the Board and preparing proposals to the Board regarding the remuneration of executive directors and key executives since the company's policy in relation to such fees is fixed and formed for more than a decade and in line with the company's culture. (Special practices A.1.2.a). It is to be specifically noted that the remuneration of the members the Board of Directors are pre-authorized, are granted and finalized only by decision of the Ordinary General Assembly of the shareholders.

The Board of Directors is elected by the General Assembly every two years. Before the General Assembly and before putting to the vote, the curricula vitae of the applicants are made available to the shareholders. Moreover, while the BoD members are selected, criteria such as their career and its relevance to the Company's operations as well as the level of business, legal and financial knowledge are taken into account.

The above-mentioned Company practices constitute the framework and measures adopted by the Company to minimise any additional risks that could arise from non-compliance with the Special Practice A.1.2.a of the Greek Corporate Governance Code.

##### *Size and composition of the Board of Directors*

- The Company's Board of Directors, elected by the Annual Regular General Assembly on 11.11.2015 for a two-year term of service, was composed as follows: a) initially, on 15.1.2016, due to election of a new executive member replacing the resigned member, b) on 27.7.2016, under nine-member composition, following the addition of two (2) new members, elected following the decision of as at

27.7.2016 Extraordinary General assemble of the Company's shareholders, and c) on 2.11.2016, under ten-member composition, following the addition of one (1) more member, elected following the decision of as of 2.11.2016 Annual Regular General Assembly of shareholders. On 9.6.2017, the Board of Directors at its meeting a) disclosed the vacancy of an executive member on the BoD following the death of Georgios Vakakis on 26.2.2017, b) accepted the resignation of Adamantios Stamatakis (independent non-executive member) and decided not to replace the aforementioned BoD members until the end of their term of service. The decision of the Board was recorded in "GEMI- General Commercial Registry", Prot. Num. 70239 on 23.6.2017. Therefore, from that date the Board of Directors of the Company is composed of five (5) executive and four (3) non-executive members, of which three (2) are independent. (Special Practices A.2.2). The Board of Directors maintain a good balance between the number of independent and non-independent members and between the executive and non-executive members. The Company has assessed the size of the Board as sufficient after its expansion. The independent, non-executive members have the expertise and experience to be able to provide to the Board of Directors their independent and unbiased opinion.

- The Company has not adopted a policy of diversity, including the balance of the gender for board members (Special practice A.2.8). However the code of ethics and of business conduct of JUMBO, which is posted on the company's website <http://corporate.e-jumbo.gr/> states that JUMBO's policy is to operate under fair and legal processes of the human resource management, without distinction according to age, race, gender, color, national origin, religion, health, sexual orientation, political or ideological views, or other characteristics of employees, protected by laws and regulations. Employees are required to comply with all laws and regulations and perform their work in the light of this principle of non-discrimination. The objective of the company is the fair and equitable treatment of all employees, and their improvement and development.

The proportion of each gender and age of the members of the Board of Directors and of the management team is the following:

Board of Directors	Number of people	%
Men	5	63%
Women	3	38%
Total	8	100%

The age range of the members of the Board of Directors is from 30 to 72 years old.

Management Team	Number of people	%
Men	4	29%
Women	10	71%
Total	14	100%

The age range of the management team is from 36 to 59 years old.

#### *Role and profile of the chairman of the Board of Directors*

- The Board of Directors does not appoint an independent vice-chairman from among its independent board members, but an executive member, since substantial daily assistance of vice-chairman to the Chairman of the Board of Directors in the exercise of his executive duties is assessed as an issue of overriding importance. (Special practices A.3.3. and Special practices A.3.4a.)

#### *Nomination of Board of Directors members*

- The Company has not established a Board of Directors members nomination committee, since following the Company structure and nature of operations the committee in question is not regarded as necessary for the time being. As mentioned above in relation to deviation from Special practices A1.2.a, the Company follows practices that set the adopted framework in order to minimize any additional risks that might arise from non-compliance with the Special practices A.5.4, A.5.5, A.5.6., A.5.7., A.5.8. of the

## Greek Corporate Governance Code.

### *Functioning of the Board of Directors*

- At the beginning of every calendar year, the Board of Directors does not adopt a calendar of meetings and a 12-month agenda, since the Company considers that Board of Directors meetings can be easily held, and that the Board of Directors meets frequently and many times in each fiscal year, when imposed by the Company needs or legislation without any programmed activities. (Special practices A.6.1).

- There are no established induction programs for new Board members, nor continuing professional development programs available to other Board members, since the candidates nominated as Board of Directors members are persons with substantial knowledge and abilities as well as high level of organizational – managerial skills. (Special practices A.6.5).

- There is no particular provision for supply of sufficient resources to the Board of Directors Committees to facilitate them undertake their duties and engage external professional consultants, since the resources in question are approved on case basis by the Company Management, based on effective needs of the company. (Special practices for listed companies A.6.9).

### *Board of Directors evaluation*

- There is no formally established procedure regarding the evaluation of the performance of the Board and its committees or the Board of Directors chairman performance evaluation procedure led by the independent vice-chairman, if appointed, or by another non-executive board member. The procedure in question is not considered necessary since the particular need is covered based on the organizational structure of the Company. The performance of the Board is annually assessed by the Annual General Assembly of the Shareholders, in line with the assessment of the annual financial statements of the company and its relevant reports. The assessment criteria are related to the performance and activities displayed by the Board during the current fiscal year, mainly based on the Management Report that it submitted to the General Assembly, as well as other reports provided in compliance with the effective legislation, in the context of operating results and general course of the company's operations. (Special practices A.7.1).

- The non-executive board members do not convene periodically without the executive member in order to evaluate the latter's performance and discuss their remuneration. As mentioned above in relation to deviation from Special practices A1.2.a and A.7.1, the Company follows practices that set the adopted framework in order to minimize any additional risks that might arise from non-compliance with the Special practices A.7.2. of the Greek Corporate Governance Code.

### **PART B –INTERNAL CONTROL SYSTEM-AUDIT COMMITTEE**

- The audit committee is not provided with special resources for the services of external consultants, since the committee's composition as well as the expertise and professional knowledge of its members facilitate its sound operation. Moreover, the Company examines every case and, should such need be established, provides the necessary resources. (Special practices B.1.9)

### **PART C –REMUNERATION**

- There is no remuneration committee, composed entirely of non-executive board members, the majority of whom should be independent, which is responsible for defining the remuneration of the executive and non-executive Board of Directors members and therefore, there are no regulations regarding its duties, frequency of its meetings and other issues in respect of its operation. Till currently, the establishment of such a committee has not been regarded as necessary, given the structure and the nature of operations of the Company, as the abovementioned remunerations are pre-authorized, issued and finalized only with relevant decisions of the Regular General Assembly of the Company's shareholders. Remuneration of the Board of Directors members not set in the indefinite duration individual contracts, is defined by the Annual Regular General Assembly by means of a special resolution and are published together with other decisions, as prescribed by the legislation. The aforementioned remunerations are set at a reasonable level, following the necessary assessments based on the particular criteria in respect of the members' duties, performance and contribution regarding the



objectives that have been established (Special practices C.1.4, C.1.6, C.1.7, C.1.8, C.1.9).

#### **PART D –RELATIONS WITH SHAREHOLDERS**

No deviations established.

#### **3) Main Characteristics of Internal Control and Risk Management System regarding the Preparation of Financial Statements.**

The Internal Control System of the Company is a set of policies, procedures, functions, conducts and other elements that characterize the company, which are implemented by the Board, Management and the remaining workforce of the company. The Internal Control System consists of monitoring mechanisms and Internal Controls targeting at the proper operation of the Company. Its purpose is as follows:

- Effective and efficient operation of the company to respond appropriately to risks related to achieving business objectives. Protection of the assets of the company from any misuse or loss, including prevention and disclosure of potential fraud.
- Ensuring the reliability of financial information provided both inside and outside the company.
- Compliance with applicable laws and regulations, including internal corporate policies.

The Company's objective is constant development, improvement and upgrading of the Internal Control System since the environment, in which the company operates, is constantly changing.

The control environment consists of organizational structure, delegation of powers and responsibilities to the Board, integrity, ethical values and Conduct Management, and Policies and procedures for human resources.

In charge of monitoring compliance with the Internal Audit System are: the Audit Committee and Internal Audit Service. The Audit Committee of the Company has been established following a Board decision, which was approved by the General Assembly on 3.11.2011, and operates under Law 3016/2002 on Corporate Governance and Law 3693/2008 on Harmonization of Greek legislation with Directive 2006/43/EC the provisions of the code and its regulation code. The main objective of the Audit Committee is to assist the Board in overseeing the quality, adequacy and effectiveness of internal control and risk management and quality work performance of the company, reviewing and monitoring the issues related to existence and maintenance of objectivity and independence of statutory auditor or audit firm, monitoring the progress of statutory audit of separate and consolidated financial statements, monitoring of financial reporting and any other significant issue at the discretion of the members. Main duties and responsibilities of the Audit Committee are set in the internal regulations, posted on the company's website <http://corporate.e-jumbo.gr>

The Internal Audit Service operates in the way prescribed by Law 3016/2002 on corporate governance. It is accountable to the Managing Director.

The internal audit department operates as an independent and objective advisory service. Its responsibilities include evaluating and improving risk management and internal control systems, as well as verifying compliance with the established policies and procedures as defined by the Company Internal Regulations, the applicable laws and legal provisions.

With regard to transactions between related parties the internal audit department controls, that before the transaction of any amount, the Board has received all the necessary information and that the necessary recommendations and approvals have been given from the concerned departments.

Regarding the issuance of Financial Statements, the Company has invested in the purchase of advanced computer systems, that develops and maintains based on the company needs. Through a series of safeguards, the systems ensure the fair representation of the financial results for the preparation of financial statements (consolidated and separate and financial reports cross-checks are performed and controls are implemented in order to eliminate data concerning intra-group transactions, receivables, liabilities, etc.). Consolidated journal entries are performed and published to the financial statements and



information tables contained in the Financial Report.

Financial statements are prepared and published on half year basis (separate and consolidated) in accordance with International Financial Reporting Standards as adopted by the European Union and in accordance with applicable laws and regulations. All financial statements are approved by the Board of Directors prior to their publication.

The Company's Management is daily informed on the progress of sales, costs / expenses and other details that define and redefine the strategy and the objectives of the Company, as they have been planned and budgeted accordingly with comparable figures for the previous year and period.

The Group is exposed to various financial risks such as market risk (variation in foreign exchange rates, interest rates, market prices etc.), credit risk and liquidity risk. The Group's risk management policy aims at limiting the negative impact on the company's financial results which results from the inability to predict financial markets and the variation in cost and revenue variables.

Risk management policy is executed by the Management of the Group which evaluates the risks related to the Group's activities, plans the methodology and selects suitable derivative products for risk reduction. Analytical reference is made in section E "Financial Risk Management" of the present annual report.

**4) Information under (c), (d), (f), (i) and (k) paragraph 1 of Article 10 of Directive 2004/25/EC as at 21 April 2004 regarding takeover bids as long as the company is subject to the above directive.**

No takeover bids or public offering were effective within the year.

**5) Information on the way of functioning of the General Assembly of shareholders and its key authorities, description of shareholders' rights and the way they are exercised.**

Based on articles 26, paragraph 2b and 28 A of the C.L 2190/20, as amended and supplemented, respectively, by Articles 3 and 6 of Law 3884/2010 and currently effective, the Board ensures that the preparation and conduct of the General Assembly of shareholders facilitate the effective exercise of shareholder rights that shall be timely and fully informed on all matters relating to their participation in the General Assembly, including the agenda and their rights during the General Assembly. The Board uses the Annual General Assembly of shareholders to facilitate the effective and open dialogue within the company.

Taking into consideration all legal requirements of Law 3884/2010, the company ensures that the invitation to the General Assembly of shareholders and relevant information are effectively communicated to the shareholders in Greek and English at least 20 days before the meeting, via the company's website. This information includes:

- the date, time and location of the General Assembly,
  - key attendance rules and practice, including the right to put items on the agenda, the right to ask questions, and deadlines by which those rights may be exercised;
  - voting procedures, proxy procedural terms and the forms to be used for proxy voting;
  - the proposed agenda of the meeting, including resolutions and accompanying documents;
  - the proposed list of candidates for board membership, if applicable, and their biographies;
- and
- the total number of outstanding shares and voting rights at the date of the invitation.

At the least, the Chairman of the Company's Board of Directors, the Vice-chairman and the Chief Executive Officer attend the General Assembly of shareholders and are available to answer shareholders' questions relevant to their responsibilities. The Chairman of the General Assembly of shareholders allows sufficient time to deal with shareholders' questions.

The results of voting on each resolution, is available on the Company's website at the latest within five (5) days after the General Assembly of shareholders. For each decision, the number of shares for every valid vote is mentioned , the ratio of the share capital represented by those votes, the total

number of valid votes and the number of votes for and against every resolution as well as the number of abstentions.

***Key authorities of the General Assembly***

a. The General Assembly of Shareholders is the supreme body of the company and has the right to decide on everything involving the Company. The decisions of the General Meeting are also binding for the shareholders who are absent or disagree.

b. The General Assembly has exclusive authority to decide on:

1. Amendments to the Articles of Association, also including decrease or increase in the share capital, apart from the provisions of Article 5 as described below.
2. Election of Board of Directors members.
3. Approval of annual financial statements of the Company.
4. Distribution of annual profits.
5. Issue of bond loans and convertible bond loans.

6. Mergers, division, modification, revival, extension of its term of duration or liquidation of the Company.

7. Appointment of liquidators, and

8. Approval of the appointment of auditors.

c) The following cases are not subject to provisions of the previous paragraph: a) Increases decided under paragraphs 1 and 14 of Article 13 of Law 2190/20 by the Board, and increases imposed by the provisions of other laws, b) amendment of the Articles of Associations by the board of Directors in accordance with paragraph 5 of Article 11, paragraph 2 of Article 13a and 13 of Article 13 and paragraph 4 of article 17b of Law 2190/20, c) appointment under the Articles of Association of the first Board of Directors, d) election under the Articles of Associations, in accordance with paragraph 7 of Article 18 of Law 2190/20, of directors in replacement of those resigned, deceased or losing their status in any other way, e) absorption under in Article 78 of Law 2190/20 of a limited liability company by another company that holds 100% of its shares and f) possibility of distribution of profit or additional reserves in the current financial year by decision of the Board, if such authorization has been given by the Annual General Assembly.

***Rights of shareholders and way of their exercise***

Shareholders who are registered in the records of the organization keeping the company securities participate in and vote at the Company's General Assembly. The exercise of these rights does not require binding of shares of the beneficiary or following a similar procedure. A shareholder participates in the General Assembly and votes either in person or through representative (proxy).

The rights of the Company shareholders, arising from their shares are proportional to the percentage of capital, which represents the paid-in share value. Each share confers the rights under the Law 2190/1920 as amended and effective as well as under the Company Articles of Association.

**6) Composition and functioning of the Board of Directors and any other administrative, management or supervisory bodies or committees of the Company.**

The Board of Directors is the supreme governing body of the Company, which administers the company's management of its assets and essentially forms its strategic and development policy.

The Board of Directors makes decisions on the management of corporate affairs and management of the assets and supervises all the company operations and particularly the activities of the members and executives of the company assigned with the relevant executive responsibilities by the Board itself.

The Board of Directors makes decisions on matters relating to any remunerations paid to the managers of the company, internal auditors as well as the general policy of the company's remuneration

decided upon by the Board of Directors collectively except for those that are decided by the Annual General Assembly of Shareholders.

According to paragraph 4, Article 2 of Law 3016/2002, the Board prepares an annual report including a detailed report on the company's transactions with affiliated companies within the meaning of Article 42 e par. 5 of the Law 2190/1920. The report is disclosed to the Hellenic Capital Market Committee.

The Board meets at least once a month.

The functions and responsibilities of the Board are described in detail in the effective Articles of Association, which include the following chapters:

- Composition, term of office (Article 10 of Articles of Association)
- Members of the Board of Directors (Article 10 of Articles of Association)
- Convening and Composition of the Board of Directors (Article 11 of Articles of Association as has been published at the Company's website)
- Responsibilities and duties of the members of the Board of Directors (Article 11 of Articles of Association)
- Company representation by the Board of Directors (Articles 13 and 17)
- Resignation, retirement and replacement of the Board of Directors members (Article 12 and 13 of Articles of Association)
- Board of Directors quorum and Decision Making (Article 14 of Articles of Association)
- Minutes of the board of Directors (Article 15 of Articles of Association)
- Responsibilities of the Board of Directors (Articles 16 and 17)
- Remuneration of the Board of Directors members (Article 18 of Articles of Association)
- Prohibition of competition (Article 19 of Articles of Association)
- Liability of Board of Directors members (Article 20 of Articles of Association)

as well as in the Company's Internal Regulations. The Board of Directors is supported by a Corporate Secretary who is appointed and removed by the Board of Directors of the company.

The present Board of Directors of the Company and its independent members were elected at the regular Annual General Assembly held on November 11th, 2015 and its term of service was defined as that of two years finishing at 11.11.2017, which will be extended until the Annual General Assembly of shareholders. Definition of the candidate's independence was performed by the Board of Directors before his election by the General Assembly of Shareholders.

It is to be noted that the Company's Board of Directors, elected by the Annual Regular General Assembly on 11.11.2015 for a two-year term of service, was composed as follows: a) initially, on 15.1.2016, due to election of a new executive member replacing the resigned member, b) on 27.7.2016, under nine-member composition, following the addition of two (2) new members, elected following the decision of as at 27.7.2016 Extraordinary General assembly of the Company's shareholders, and c) on 2.11.2016, under ten-member composition, following the addition of one (1) more member, elected following the decision of as of 2.11.2016 Annual Regular General Assembly of shareholders.

On 9.6.2017, the Board of Directors at its meeting a) disclosed the vacancy of an executive member on the BoD following the death of Georgios Vakakis on 26.2.2017, b) accepted the resignation of Adamantios Stamatakis (independent non-executive member) and decided not to replace the aforementioned BoD members until the end of their term of service. The decision of the Board was recorded in "GEMI- General Commercial Registry", Prot. Num. 70239 on 23.6.2017. Therefore, at 30.06.2017 the Board of Directors of the Company is composed of five (5) executive and four (3) non-executive members, of which three (2) are independent.

The composition of the Board of Directors of JUMBO S.A. as at 30.06.2017 is as follows:

A. Five (5) Executive members:

1. Apostolos – Evangelos Vakakis, father's name - George, Chairman, Executive member.
2. Ioannis Economou, father's name – Christos, Vice Chairman, Executive member.
3. Evangelos Papaevangelou, father's name – Dimitrios, Deputy Chairman, Executive member.
4. Konstantina Demiri, father's name Stavros, Executive Director
5. Sofia Vakaki, father's name Apostolos – Evangelos, Consultant, Executive member.

B. One (1) Non-Executive Member:

1. Paraskevi Kavoura, father's name – Georgios, Member of the Audit Committee.

C. Two (2) independent non-executive members:

1. Georgios Katsaros, father's name – Spiridon, Member of the Audit Committee
2. Nikolaos Velissarios, father's name – Ioannis, Member of the Audit Committee

The brief biographies of the Board of Directors members are as follows:

**Apostolos -Evangelos Vakakis - Chairman of the Board of Directors**

Mr. Vakakis is in charge of the company strategic development. He is a second-generation entrepreneur with extensive experience in the field. He studied business administration and financial management at the University of Warwick (United Kingdom).

**Ioannis Economou, Vice Chairman of the Board of Directors**

Graduated from the Law School of the University of Athens he is a member of the Athens lawyer Association, with thirty years of experience in the field of commercial law, in particular in the field of business and all types of affairs issues, related to the daily operation of these (corporate law, securities law, banking, real estate, leases, contracts of any kind, labor, administrative and market regulation issues). Since 1995 he has been the legal adviser of the Company and its Vice Chairman.

**Evangelos Papaevangelou, Deputy Chairman of the Board of Directors**

Mr. Papaevangelou has extensive experience in the industry and has been a member of the Board of Directors of JUMBO since 1995. He holds a degree in Business Administration of the University of Piraeus. Mr. Papaevangelou has been the president of the Hellenic Toys Manufacturers and Traders Association since 1992. Since 2006, he has been a Member of the Board of Directors of Commercial and Industrial Chamber of Athens. Since 2006, he has been a Member of the Board of Directors of Retail Business Association of Greece.

**Konstantina Demiri – Executive Director**

Mrs. Demiri is in charge of accounting department of JUMBO since 2003. During her professional career she served as director of the accounting department in a Corporate Group of the retail sector.

**Sofia Vakaki – Member of the Board of Directors**

Ms Vakaki is a graduate of Accounting and Finance of the University of San Diego and M.S. in Studies of Hospitality Industry at the University of New York. She was employed with Grant Thornton International LTD and since 2012 she has been working with JUMBO at the department of e-commerce and as a Head of merchandising of the Company being responsible for all branches of the parent and subsidiary companies in Greece, Bulgaria, Romania and Cyprus.

**Paraskevi Kavoura, Non-Executive member of the Board of Directors**

Mrs. Kavoura is a graduate of the Law School of the University of Athens. She is a lawyer in the Athens Lawyers Association and with a 30-year experience specializes in Commercial Law, business legislation and special cases arising from companies' operations.

**Georgios Katsaros – Independent – Non-Executive Member of the Board of Directors**

Mr. Katsaros is a graduate of the Department of Economics of the Law School of the University of Athens. He also holds Master degree in Industrial Economics from the University of Sussex (United Kingdom) and an MBA from INSEAD (France). His professional career is associated with the banking sector in Greece and abroad. Since 2003, he has been employed as a Management Consultant at EFG Eurobank Ergasias. He is independent –non executive member of the listed company “Sidma S.A” and at the company “Kronos S.A.”.

**Nikolaos Velissarios - Independent – Non-Executive Member of the Board of Directors**

Nikolaos Velissarios is a graduate of Athens College (1988) and holds BSc and MBA degrees from the University of Manchester. Since 1996, he was employed at Telesis Securities and later, till 2009, at Eurobank EFG Securities, where he was Senior Director and Private Clients Director. Since 2009, he has been co-founder of VAL Advisors Securities, the company rendering real estate management consulting services.

Within the current financial year July 2016-June 2017, the Board of Directors of the Company held thirty nine (39) meetings.

The table below presents the members of the Board of Directors as well as each member’s participation in the meetings:

Member	Meetings attended
Apostolos- Evangelos Vakakis	17
Ioannis Economou	39
Evangelos Papaevangelou	39
Konstantina Demiri	21
Sofia Vakaki	39
Georgios Vakakis	20
Paraskevi Kavoura	39
Georgios Katsaros	26
Nikolaos Velissarios	37
Adamadios Stamatakis	29

The functioning of the Board of Directors is supported by the Audit Committee.

The Audit Committee is appointed by the General Assembly of shareholders (Article 37, Law 3693/2008). As at 30.06.2017, it consisted of three non-executive members, two of whom are independent, in compliance with the requirements of Corporate Governance Code. The members of the Audit Committee are Mrs. Paraskevi Kavoura, Mr. Georgios Katsaros and Mr. Nikolaos Velissarios. Mr Nikolaos Velissarios was appointed as President of the Committee as of the meeting held on May 23<sup>rd</sup>, 2017.

The Executive members of the Board of Directors are in charge of implementation of the Board of Directors decisions and ongoing monitoring of the Company operations. The Non-Executive members of the Board of Directors are in charge of promoting the total of the Company operations.

The Audit Committee is composed of non-executive members of the board and its main responsibilities are as follows: a) monitoring the financial reporting process, b) monitoring the effective operation of internal control and risk management system and monitoring the proper operation of the internal audit department of the company, c) monitoring the progress of the statutory audit of separate and consolidated financial statements, and d) review and monitoring of issues relating to the existence and maintenance of objectivity and independence of statutory auditors or audit firms, particularly relating to other services provided by auditors and audit firms.

The Audit Committee responsibilities include ensuring compliance with the rules of Corporate



Governance, as well as ensuring the smooth operation of internal control system and supervision of the work of this department.

The responsibilities of the Audit Committee are analytically described in the Audit Committee's Regulations.

Within the closing year, the Audit Committee held five meetings.

The table below presents the members of the Audit Committee as well as each member participation in the meetings:

Member	Meetings attended
Paraskevi Kavoura	Attended all the meetings.
Georgios Katsaros	Attended all the meetings.
Nikolaos Velissarios	Attended all the meetings.

Within the closing year, the Audit Committee dealt with the following issues: a) Planning of the audit areas and review of the reports and supervision of the activities of the Internal Control Department b) Review of the major matters regarding the audit of financial statements for FY ended as at 30.6.2016 and interim financial statements, c) obligations of the Management and Auditors, d) the risks that arise from the environment in which the Company operates, e) definition and level of materiality to be used in the financial statements used by Auditors under the audit of the financial statements and f) the changes at the legislation that are related with its operations.

### **I. Non-Financial Information**

JUMBO SA. during its 31 years of operation has grown to one of the largest retailers. The Company's main operation is retail sale of toys, baby items, seasonal items, decoration items, books and stationery.

The Company operates 73 stores in Greece but also in Cyprus, Bulgaria and in Romania through its subsidiaries. Additionally, it has an e-jumbo online store that promotes its wide range of products and has established strategic partnerships with JUMBO branded stores in FYROM, Albania, Kosovo, Serbia and Bosnia.

The Company's objective is to facilitate efficient management of its existing network and infrastructure through re-evaluation and upgrading the existing stores and expansion of the network to the areas, where the Company is not already present, keeping in line with its vision and values.

### **Business Model**

The brief and comprehensive depiction of JUMBO's business model includes the following:

<b><u>Crucial Partnerships</u></b>	<b><u>Main Activities</u></b>	<b><u>Value/ Usefulness</u></b>	<b><u>Market segments addressed by the Company</u></b>
Suppliers from all over the world	JUMBO is primarily a commercial Company	JUMBO offers quality and real prices in a wide range of toys and baby items, seasonal items, home decoration items,	JUMBO products are aimed at the general



<p><b><u>Cost Structure</u></b></p> <ul style="list-style-type: none"> <li>➤ Cost of goods purchased</li> <li>➤ Cost of acquisition / rental and maintenance of a large network of retail outlets</li> <li>➤ Advertising</li> </ul>	<p><b><u>Revenue Structure</u></b></p> <p>JUMBO's revenue comes from the retail sale of the goods.</p> <p>The Company exports products to countries that have entered into strategic partnerships with JUMBO branded stores.</p> <p>A small part of its revenue is the wholesale in Greece.</p>	<p>bookshelves and other small items.</p> <p><b><u>Basic customer needs that are met by JUMBO are:</u></b></p> <p>The Company is developing its activities on the basis of its vision to be able to offer any child or adult, rich or poor, the ability to meet their needs without having to spend a fortune.</p>	<p>consumers through:</p> <ul style="list-style-type: none"> <li>➤ retail outlets in 11 regions of the country and 8 overseas countries.</li> <li>➤ Online Internet sales.</li> </ul> <p><b><u>Communication Channels</u></b></p> <ul style="list-style-type: none"> <li>➤ Advertising presence on television</li> <li>➤ Presence in Social Media</li> </ul>
---	---	--	--





## **Corporate Governance, Risk Management and Fight Against Corruption**

### **Vision and principles of JUMBO**

- Our vision is the Republic of Joy.

The Company operates on the basis of the following principles:

1. Maintenance of legitimacy
2. Social responsibility
3. Protection of privacy
4. Accountable advertising and communication
5. Uninterrupted briefing of employees

The Company has adopted the Principles of Corporate Governance, as determined by the existing Greek legislation and the international practices. Corporate Governance, as a set of rules, principles and control mechanisms, in which the company's operation and management are based on, aims at transparency to the investment community, as well as ensuring the interests of the investors and of any person involved in its operation. The Company has adopted the Greek Corporate Governance Code (hereinafter "Code") with the discrepancies as justified in the Corporate Governance Statement of this Financial Report 2016/2017.

The Board of Directors is the supreme governing body of the Company, which administers the company's management of its assets and essentially forms its strategic and development policy. The operation and the responsibilities of the Board of Directors are described in detail in the current codified statute, as well as in the Internal Rules of Operation.

The Board of Directors is supported by the Audit Committee, whose responsibilities, composition, number of meetings and its work are described in detail in the Corporate Governance Statement.

JUMBO has an internal control system that includes all policies, processes, tasks, behaviors, control mechanisms, security controls, and other company-related information. Their implementation is set by the Board of Directors and Management and characterizes the behavior of the entire Human Resources. Responsible for supervising the operation of the Internal Audit System are: the Audit Committee and the Internal Audit Department.

The Internal Audit Department functions as an independent objective and advisory service. Its responsibilities include assessing and improving risk management and internal control systems as well as verifying compliance with statutory policies and procedures as described in the Company's Internal Rules of Operation, applicable law and regulations.

JUMBO applies procedures that ensure transparency and fight against corruption. As stated in the Code of Conduct of the Company:

*«JUMBO in no way allows for bribery, illegal payments and unfair practices. Employees and members of the Board of Directors during the practice of their duties must not accept gifts, payments or other services from third parties (customers, suppliers, competitors, other employees, etc.) to promote or convey from assumptions which relate to their duties. The concept of gift includes any offer of object or service with monetary value, loan, discount, fun, travel, housing and low-cost food as well as education.»*

*extract from the Code of Conduct*



### Risk Management

The Group is exposed to various financial risks such as market risk (variation in foreign exchange rates, interest rates, market prices etc.), credit risk and liquidity risk. JUMBO rest upon the risk management policy implemented by Management. In particular, the risks associated with its activities and operations are assessed and prioritized according to their risk. Then, appropriate financial products are selected to reduce and minimize those risks.

### Labor and social topics

#### Human Resources:

Labor and social topics are subjects of particular importance to the Company, which is reflected in its Internal Rules of Operation. In particular, as provided by the Regulation, persons exercising administrative and managerial responsibilities or taking administrative or managerial decisions must, in the performance of their duties, take all the necessary decisions and measures necessary for the attainment of social goals such as:

- Protection of basic human rights of employees and associates of the Company.
- Attracting and retaining of specialized human capital.
- Safety and security at work.
- Balancing the interests of all involved or affected persons (employees, associates and suppliers) in the event of organizational or functional adjustments of the Company.
- Active involvement in addressing social problems, serving socially important or charitable purposes and supporting socially disadvantaged groups.
- Additional care in dealing with suppliers, especially in the case of suppliers whose main part of the activity is dependent on the Company.

JUMBO has developed procedures that ensure respect for human and labor rights, protection of diversity and equal opportunities for all employees. In particular, JUMBO is opposed to child labor and condemns all forms of forced and forced labor. It seeks to develop and reward employees through their evaluation, which is one of the factors associated with the additional cash provided to them each year. At the same time, it takes care of the appropriate training of human resources on issues related to their specialty and responsibilities, but also on health and safety issues. In 2017, 857 employees of various specialties were trained. Of the 7,504 training hours, the 5,400 concerned health and safety issues.

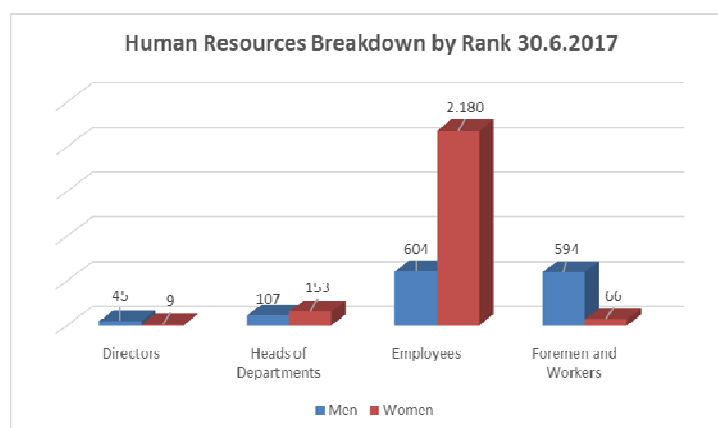
*«JUMBO'S policy is to operate under fair and legitimate human resources management processes, without distinguishing between age, race, gender, color, ethnic origin, religion, health, sexual preferences, political or ideological views, or other characteristics of workers, protected by laws and regulations.»*

*extract from the Code of Conduct*

#### Human Resources Indicators:

The Company's human work force, increased by 3.5% compared to the previous year, amounted to 3,766 people on 30/6/2017 and is covered by contracts of employment as a whole. Of the total work force, 64% are women and 67% belong to the 30-50 age group.

Personnel by type of employment and contract of employment						
	30.06.2016			30.06.2017		
	Men	Women	Total	Men	Women	Total
Contract of indefinite duration	1031	2.132	3.163	1168	2124	3292
Fixed-term employment contract	160	186	346	187	287	474
Seasonal workers	160	186	346	187	287	474
Full-time	905	1.125	2.030	1.029	998	2.027
Part-time	126	1007	1.133	139	1.126	1.265



It is noted that as part of employee benefits, JUMBO provides a 20% discount to its employees on all products it sells.

### Health and Safety

JUMBO regarding the subject of Health and Safety at work, fully meets the requirements of the existing Legislation and in particular the provisions of Law 1568/85, 294/1988 and article 4 of Presidential Decree 17/1996. In this context, the Company has entered into a partnership with an external partner who is responsible for the supply of a Safety and Occupational Safety Officer with responsibilities related to the existence of preventive measures related to health and safety issues and training of human resources. At the same time, he has established a 5-member Health and Safety Committee, which consists of the aforementioned but also the Personnel Manager and a member of the Board of Directors.

In particular, the following are implemented on an annual basis:

- Medical examination of employees and the maintenance of a confidential medical.
- Training of employees on first aid treatments.
- Health issues inspection on workplaces.
- Monitoring of employee absenteeism.
- Occupational risk prevention.
- Informing employees on Health and Safety issues.
- Developing procedures related to Safety in the workplace.
- Organization and training in emergencies.
- Informing employees about accident prevention and safe work execution.
- Establishment of a safe evacuation plan.
- Measures and actions of fire protection.

***Health and Safety Indicators:***

Categories of expenditures for Health and Safety (€)	30.06.2016	30.06.2017
Fire safety (maintenance / upgrading of fire protection equipment)	29.973	60.185
Medical service and health monitoring	54.702	71.684
Staff training on health and safety issues	183.284	200.115
Security upgrade projects	12.441	97.515
Cleaning of premises	235.864	304.043
Cleaning Supplies	<u>230.807</u>	<u>270.383</u>
<b>Total</b>	<b>747.073</b>	<b>1.003.924</b>

**Environmental topics**

The Company has recognized the importance of protecting the environment and promotes "environmentally friendly practices" as provided by its Internal Operation Regulation. The areas where the Company operates are not subject to a biodiversity protection scheme, such as NATURA 2020 sites or protected areas with wetlands, while no abstraction from surface water (eg rivers, lakes) occurs.

JUMBO participates in Collective Alternative Management Systems for waste of packaging, batteries and electrical appliances from the first day of commencement of its obligations. Apart from participating and paying the relevant contributions, the Company is actively involved in the collection of recycled materials. For this purpose, the bins of the respective systems have been placed in the shops in order to make it easier for the consumer to dispose of the materials to be recycled. Specifically, the Collective Alternative Management System for waste of small batteries "ΑΦΗΣ" has placed the corresponding bins at all JUMBO stores, while the Collective Alternative Management System for Recycling Appliance has placed bins for recycling small electrical appliances to most of them.

Additionally, the Company applies systematic collaboration with licensed paper recycling companies to collect and package packaging materials in individual stores, thereby facilitating the recycling process. In order to strengthen the process, the Company has invested in a stable and mobile infrastructure.

**Accountable Supply Chain Management**

The Company purchases its products from suppliers that are evaluated at regular intervals over time, while in specific cases, during on-site visits to their premises, it observes the working conditions in order to meet the conditions as defined at the beginning of their partnership.

In addition, the Company has invested in a computerized system whereby each supplier "uploads" the certificates of each product on which an order is placed. Through this computerized system, suppliers are required at the commencement of their collaboration to submit electronically all the Certificates provided for by European legislation.

The certifications requested by each supplier depend on the nature of the product and the requirements of the legislation applicable to the countries of the European Union. For that reason, JUMBO owes to provides all the information required to be included in its products, namely:

Type of information	Yes
Origin of product components	√
Content, in particular for substances likely to cause environmental or social impact.	√
Safe use of the products or services.	√
Product disposal and environmental / social effects.	√

Successful management of subjects concerning quality during fiscal year of 2016 resulted in avoidance of incidents of non-compliance with the laws and other regulations that affect the Company's products and services regarding the health and safety of customers, users and generally those who come in contact with them.

### **J. ADDITIONAL ANALYTICAL INFORMATION**

**( ARTICLE 4, PAR. 7-8, LAW 3556/2007)**

#### **A) Share Capital Structure**

The share capital of the Company as at 30.06.2017 amounted to one hundred nineteen million seven hundred thirty two thousand five hundred and eighty seven and 0,92 (€ 119.732.587,92), divided into one hundred thirty-six millions fifty-nine thousand seven hundred and fifty-nine 136.059.759 common nominal shares with the nominal value of eighty eight cents (0,88) each, without any change since 30.06.2016.

The Company's shares are trading on the Athens Exchange.

The Company shareholders' voting rights that arise from its share are in proportion to the capital percentage to which the paid share value pertains. All shares have equal rights and obligations and every share includes all the rights and obligations prescribed by the Law and the Company's Articles of Association. In particular:

- The right to participate and vote at the General Assembly of the Company.
- The right over dividends from the annual or under liquidation profit of the company amounting to at least 35% of net profit following the withdrawal of statutory reserve is distributed as first dividend, while the distribution of additional dividends is decided by the General Assembly. Dividends are entitled to every shareholder that is registered in the Shareholders Registry held by the Company as at the date of dividends approval. The way, the time and the place of the payment are announced through Press as stated by the Law 3556/2007 and the relevant decisions of the Hellenic Capital Market Committee and Athens Stock Exchange. The shareholders right to receive payment is established and the corresponding amount is paid to the State after the expiry of five (5) years from the end of the year within which the distribution was approved by the General Assembly.
- The right to receive contribution under liquidation or correspondingly amortization of capital that pertains to the share should it be decided by the General Assembly
- The preference option on every share capital increase of the Company in cash and acquisition of new shares.
- The right to receive a copy of financial statements and the auditor's report and the report of the Board of Directors of the Company.
- The right to participate at the General Assembly of the Company is specialized in the following individual rights: legalization, presence, attendance in the discussions, submission of proposals on issues of daily provision, registration of opinions in the minutes and voting..
- The General Assembly of the Company Shareholders maintains all its rights under the liquidation (in compliance with par. 4 of Art. 38 of its Articles of Association).

The responsibility of the shareholders of the Company is limited to the nominal value of the shares held by them.

#### **B) Limitations of transfer of the Company shares**

Transfer of Company shares is performed in compliance with Law and no transfer limitation are recorded in its Articles of Association.

There wasn't any change during the current year.

#### **C) Significant Indirect/Direct participations under the definition of articles 9-11 of Law 3556/07**

The shareholders (individuals or legal entities) that as at 30.06.2017 hold direct or indirect participations higher than 5% of the total number of shares are presented in the table below.

NAME	PERCENTAGE 30/06/2017
TANOCERIAN MARITIME S.A.	23,22%
FIDELITY LOW-PRICED STOCK FUND	7,83%

It is to be noted that on 04.07.2016, ATHEX started trading 36.354.088 common nominal shares with the nominal value of eighty eight cents (0,88) each in compliance with the relative decision of the General Assembly of Shareholders as of 18.05.2016 regarding: (i) its share capital increase by the introduced capital of the absorbed company TANOCERIAN S.A. amounting to EUR 1.078.800,00, (ii) share capital decrease of the Company by EUR 43.261.364,72, given the cancelation caused by disagreement of 36.354.088 shares of the Company held by the absorbed company TANOCERIAN S.A. of nominal value EUR 1,19 each, and (iii) share capital increase of the Company through capitalization of reserves standing at EUR 4,039,43, for reasons of rounding regarding the new nominal value of shares standing at EUR 0,88 each.

TANOCERIAN MARITIME S.A. announced that on July 4, 2016, it directly acquired 36.352.066 shares with voting rights, ie 26.72% of its share capital, on the basis of the approved exchange ratio of 99,99% shareholder of the merged entity through absorption of MARITIME S.A. , which was liquidated.

TANOCERIAN MARITIME SA announced that on 16.06.2017 it sold 4.762.100 shares, representing 3.5% of the shares and voting rights in JUMBO, and, consequently, its share in the share capital and voting rights decreased from 26,72 to 23,22% and it currently holds 31.589.966 shares and voting rights.

The company First Eagle Investment Management, LLC, investment consultant to a number of its clients for whom it exercises the voting rights, none of which holds a percentage equal to or greater than 5% of the Company's total rights, disclosed in writing on May 9, 2017 to the Company that its indirect participation in the Company has decreased by 5% as of May 5, 2017. The number of voting rights disclosed in the previous notification stood at 6.573.206.

#### **D) Shares providing special control rights and their description**

There are no Company shares that provide their holders with special control rights.

There wasn't any change during the current year.

#### **E) Limitations on voting rights**

The Company's Articles of Association do not include limitations on the voting rights arising from the ownership of its shares.

There wasn't any change during the current year.

#### **F) Shareholders agreements known to the Company that include limitations on share transfer or exercise of voting rights**

The Company is not aware of the existence of agreements among the shareholders that include limitations on share transfer or exercise of voting rights arising from its shares.



There wasn't any change during the current year.

### **G) Regulations of appointing and replacing Board of Directors members and amendment to the Articles of Association**

The regulations foreseen in the Company's Articles of Association concerning appointing and replacing Board of Directors members and amendment of its regulations are not amended in compliance with the requirements of Law 2190/1920, as applies after the L. 3604/2007.

### **H) Authority of Board of Directors or its certain members to issue new shares or to acquire treasury shares**

1) In compliance with the requirements of Art. 13 par 1 line b' of Law 2190/1920 and in combination with the requirements of Art. 5 B' of the Company's Articles of Association, the Board of Directors of the Company has the right, following the corresponding decision of the General Assembly in compliance with the requirements of Art. 7b of Law 2190/1920, to increase share capital of the Company through issue of new shares following the decision made by the majority of at least two third (2/3) of its total members. In such an event, and in compliance with Art. 5 of the Company's Articles of Association, the share capital can be increased up to the amount of the capital that is paid as at the date on which the Board of Directors was given the corresponding authority by the General Assembly. The authority of the Board of Directors can be renewed by the General Assembly for period of time that doesn't exceed five years for each renewal.

No such decision has been made by the General Assembly of the shareholders.

2) In compliance with the requirements of Art. 13 par. 9 of Law K.N. 2190/1920, following a decision made by the General Assembly, it can introduce a share distribution plan to the members of the Board of Directors and its employees in the form of options under the particular terms of the aforementioned decision. The decision of the General Assembly defines the highest number of shares that can be issued that based on the provisions of the Law cannot exceed 1/10 of existing shares in case the legal holders exercise the option, the price and terms of distribution of shares to the legal holders.

No such decision has been made by the General Assembly of the shareholders.

3) In compliance with the requirements of par. 5 to 13 of Art. 16 of Law 2190/1920, the companies listed on ASE can, following the decision of the General Assembly of their shareholders acquire treasury shares through ASE up to the percentage of 10% of their total shares with the purpose of maintaining their ASE price and under special terms and requirements of the aforementioned paragraphs of Art. 16 of Law 2190/1920.

The Company's General Assembly held at 03.11.2011 approved the acquisition of the Company's own shares pursuant to the provisions of Article 16 of Codified Law 2190/1920. That decision has not been activated.

### **I) Significant agreements that are effective, are amended or expire in case of change of control through public offer and the results of the aforementioned agreements.**

There are no agreements that are effective, are amended or expire in case of the Company's change of control through public offer, except from the rights stated below i.e.:

According to the terms of the Common Bond Loan, conducted on 21.05.2014, of € 145.000.000, there is the right of termination of the General Assembly of the bond-holders "if Mr. Apostolos- Evangelos Vakakis cease exercising the effective management and control of the Issuer particular if he no longer has and exercise the right to elect or appoint the majority of the Board of Directors of the Issuer at the General Assembly of Shareholders of the Issuer".

Also, through an Annex to a non-cancellable lease contract for rent of real estate which originally ends on 28 May 2023 and extended until 28 May 2035 it is stated that the by 100% subsidiary Bulgarian JUMBO EC. B will be obliged to purchase the rented store and the property over which the store is constructed for a total price of € 13.500.000,00 without VAT, in case that during the rental term Mr. Apostolos Vakakis ceases to be an executive member of the Board of Directors of JUMBO SA.





Moreover, by 100% subsidiary of JUMBO TRADING LIMITED, Cyprus is a co-debtor and is jointly liable with the Company for all the obligations, arising from the rental contract and all annexes to it.

**J) Agreements with the Members of the Board of Directors or Executives of the Company concerning compensation in case of termination for any reason**

There are no agreements of the Company with the members of the Board of Directors or with its employees that might foresee payment of compensation in particular in case of retirement or unreasonable dismissal or termination of service or their employment for reasons of public offer.

There was not any change during the current year.

The provisions made for compensation due to termination of service of members of the Board of Directors in compliance with the requirements of Law 3371/2005, came as at 30.06.2017 to the amount of 335.267 Euro.

**K. SIGNIFICANT POST REPORTING DATE EVENTS**

There are no other subsequent events to the statement of financial position that affect the Group or the Company, for which disclosure due to IFRS is required.

The current Annual Report of Board of Directors for the financial year 01.07.2016 – 30.06.2017 has been published on website at [www.e-jumbo.gr](http://www.e-jumbo.gr) (<http://corporate.e-jumbo.gr/>).

Moschato, 12 October 2017

With the authorization of the Board of Directors

Apostolos- Evangelos Vakakis

President of the Board of Directors



#### **IV. Annual Financial Statements**

The attached Financial Statements are the ones approved by the Board of Directors of JUMBO S.A. on 12.10.2017 and have been published to the electronic address [www.e-jumbo.gr](http://www.e-jumbo.gr) as well as on ATHEX website, where they will remain at the disposal of investors for at least ten (10) years starting from their preparation and publication date.

## A. STATEMENT OF TOTAL COMPREHENSIVE INCOME

### FOR THE FISCAL YEAR ENDED ON 30 JUNE 2017 AND 2016

(All amounts are expressed in **euros** except from shares)

	Notes	THE GROUP		THE COMPANY	
		01/07/2016- 30/06/2017	01/07/2015- 30/06/2016	01/07/2016- 30/06/2017	01/07/2015- 30/06/2016
<b>Turnover</b>	5.1	<b>681.429.945</b>	<b>637.557.328</b>	<b>583.501.179</b>	<b>550.508.516</b>
Cost of sales	5.2	(325.939.641)	(299.627.183)	(327.372.759)	(298.174.705)
<b>Gross profit</b>		<b>355.490.305</b>	<b>337.930.145</b>	<b>256.128.420</b>	<b>252.333.811</b>
Other income	5.4	4.525.615	4.285.380	3.139.560	3.335.745
Distribution costs	5.3	(160.948.396)	(152.676.116)	(121.027.941)	(118.735.683)
Administrative expenses	5.3	(21.554.539)	(22.143.733)	(17.384.710)	(16.994.097)
Other expenses	5.4	(5.695.572)	(6.398.657)	(3.852.851)	(4.929.807)
<b>Profit before tax, interest and investment results</b>		<b>171.817.413</b>	<b>160.997.019</b>	<b>117.002.478</b>	<b>115.009.969</b>
Finance costs	5.5	(5.373.990)	(6.459.516)	(5.228.477)	(6.315.869)
Finance income	5.5	7.178.866	8.348.835	4.649.046	6.173.166
Other financial results	5.5	(156.420)	2.245.300	(156.420)	2.245.300
		<b>1.648.456</b>	<b>4.134.619</b>	<b>(735.851)</b>	<b>2.102.597</b>
<b>Profit before taxes</b>		<b>173.465.869</b>	<b>165.131.638</b>	<b>116.266.628</b>	<b>117.112.566</b>
Income tax	5.6	(42.457.760)	(43.867.977)	(34.205.024)	(34.655.524)
<b>Profits after income tax</b>		<b>131.008.109</b>	<b>121.263.661</b>	<b>82.061.605</b>	<b>82.457.042</b>
<b>Attributable to:</b>					
Shareholders of the parent company		131.008.109	121.263.661	82.061.605	82.457.042
<b>Non-controlling Interests</b>		-	-	-	-
<b>Basic earnings per share (€/share)</b>	5.7	<b>0,9629</b>	<b>0,8913</b>	<b>0,6031</b>	<b>0,6060</b>
<b>Earnings before interest, tax investment results depreciation and amortization</b>		<b>194.777.298</b>	<b>183.707.664</b>	<b>132.029.829</b>	<b>130.065.028</b>
<b>Earnings before interest, tax and investment results</b>		<b>171.817.413</b>	<b>160.997.019</b>	<b>117.002.478</b>	<b>115.009.969</b>
<b>Profit before tax</b>		<b>173.465.869</b>	<b>165.131.638</b>	<b>116.266.628</b>	<b>117.112.566</b>
<b>Profit after tax</b>		<b>131.008.109</b>	<b>121.263.661</b>	<b>82.061.605</b>	<b>82.457.042</b>

The accompanying notes constitute an integral part of the financial statements.



## B. STATEMENT OF OTHER COMPREHENSIVE INCOME FOR THE FISCAL YEAR ENDED ON 30 JUNE 2017 AND 2016

(All amounts are expressed in euros except from shares)

	THE GROUP		THE COMPANY	
	01/07/2016- 30/06/2017	01/07/2015- 30/06/2016	01/07/2016- 30/06/2017	01/07/2015- 30/06/2016
<b>Net profit (loss) for the year</b>	<b>131.008.109</b>	<b>121.263.661</b>	<b>82.061.605</b>	<b>82.457.042</b>
<b>Items will not be classified subsequently in the income statement:</b>				
Actuarial Gains / (Losses)	1.037.090	(1.419.003)	1.040.017	(1.428.545)
Deferred taxes to the actuarial gains / (losses)	(301.312)	413.324	(301.605)	414.278
Deferred tax actuarial gains / (losses) due to tax rate increase	-	34.561	-	34.561
	<u>735.778</u>	<u>(971.118)</u>	<u>738.412</u>	<u>(979.706)</u>
<b>Items that it is possible to be classified subsequently in the income statement:</b>				
Gain / (Losses) on measurement of financial assets available for sale	745.040	(2.501.206)	-	-
Exchange differences on translation of foreign operations	(688.878)	(950.782)	-	-
	<u>56.162</u>	<u>(3.451.988)</u>	<u>-</u>	<u>-</u>
<b>Other comprehensive income for the year after tax</b>	<b>791.940</b>	<b>(4.423.106)</b>	<b>738.412</b>	<b>(979.706)</b>
<b>Total comprehensive income for the year</b>	<b><u>131.800.049</u></b>	<b><u>116.840.555</u></b>	<b><u>82.800.017</u></b>	<b><u>81.477.335</u></b>
<b>Total comprehensive income for the year attributed to :</b>				
<b>Owners of the company</b>	<b>131.800.049</b>	<b>116.840.555</b>	<b>82.800.017</b>	<b>81.477.335</b>
Non-controlling Interests	-	-	-	-

The accompanying notes constitute an integral part of the financial statements.

## C. STATEMENT OF FINANCIAL POSITION

### FOR THE FISCAL YEAR ENDED ON 30 JUNE 2017 AND 30 JUNE 2016

(All amounts are expressed in euros unless otherwise stated)

	<i>Notes</i>	THE GROUP		THE COMPANY	
		30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Non-current Assets</b>					
Property, plant and equipment	5.8	514.875.163	498.767.593	292.417.714	291.507.053
Investment property	5.9	5.352.381	5.735.551	5.352.381	5.735.551
Investments in subsidiaries	5.10	-	-	207.087.029	207.087.029
Financial assets available for sale	5.11.1	8.621.182	7.876.142	-	-
Other long term receivables	5.12	16.497.669	17.139.164	7.337.921	7.425.092
Long term restricted bank deposits	5.17	900.000	965.020	-	-
		<b>546.246.395</b>	<b>530.483.470</b>	<b>512.195.045</b>	<b>511.754.725</b>
<b>Current Assets</b>					
Inventories	5.13	239.233.591	196.780.190	210.141.089	172.023.416
Trade debtors and other trade receivables	5.14	34.599.910	32.573.115	35.970.031	33.303.033
Other receivables	5.15	70.213.533	44.453.856	69.441.119	43.770.634
Trading securities- Derivatives	5.11.2	-	8.156.420	-	8.156.420
Other current assets	5.16	3.243.614	2.231.628	1.854.635	657.932
Cash and cash equivalents	5.18	366.047.454	394.732.686	150.296.109	213.433.355
		<b>713.338.102</b>	<b>678.927.895</b>	<b>467.702.983</b>	<b>471.344.791</b>
<b>Total assets</b>		<b>1.259.584.497</b>	<b>1.209.411.365</b>	<b>979.898.028</b>	<b>983.099.516</b>
<b>Equity and Liabilities</b>					
<b>Equity attributable to the shareholders of the parent entity</b>					
Share capital	5.19.1	119.732.588	119.732.588	119.732.588	119.732.588
Share premium reserve	5.19.2	49.995.207	49.995.207	49.995.207	49.995.207
Translation reserve		(2.532.535)	(1.843.657)	-	-
Other reserves	5.19.2	432.704.935	436.804.707	433.871.650	437.804.606
Retained earnings		361.772.833	310.901.782	109.917.515	108.902.190
		<b>961.673.028</b>	<b>915.590.627</b>	<b>713.516.960</b>	<b>716.434.591</b>
<b>Non-controlling Interests</b>		-	-	-	-
<b>Total equity</b>		<b>961.673.028</b>	<b>915.590.627</b>	<b>713.516.960</b>	<b>716.434.591</b>
<b>Non-current liabilities</b>					
Liabilities for pension plans	5.20	6.909.746	7.448.903	6.873.896	7.420.844
Long term loan liabilities	5.21/5.22	144.391.597	144.189.979	144.391.597	144.189.979
Other long term liabilities	5.24	4.694.598	5.814.360	29.272	29.272
Deferred tax liabilities	5.25	8.037.925	7.808.046	7.923.112	7.711.532
<b>Total non-current liabilities</b>		<b>164.033.866</b>	<b>165.261.288</b>	<b>159.217.877</b>	<b>159.351.627</b>
<b>Current liabilities</b>					
Provisions	5.26	235.540	235.540	216.937	216.937
Trade and other payables	5.27	39.841.569	39.060.184	39.863.974	37.918.855
Current tax liabilities	5.28	49.427.077	51.423.792	38.101.728	41.571.716
Short-term loan liabilities	5.23	14.823.532	180.164	14.823.532	-
Other current liabilities	5.29	29.549.884	37.659.770	14.157.020	27.605.790
<b>Total current liabilities</b>		<b>133.877.602</b>	<b>128.559.450</b>	<b>107.163.191</b>	<b>107.313.298</b>
<b>Total liabilities</b>		<b>297.911.468</b>	<b>293.820.738</b>	<b>266.381.068</b>	<b>266.664.925</b>
<b>Total equity and liabilities</b>		<b>1.259.584.497</b>	<b>1.209.411.365</b>	<b>979.898.028</b>	<b>983.099.516</b>

The accompanying notes constitute an integral part of the financial statements.



**D. STATEMENT OF CHANGES IN EQUITY - GROUP**  
**FOR THE FISCAL YEAR ENDED ON 30 JUNE 2017**  
 (All amounts are expressed in euros except from shares)

	THE GROUP									
	Share Capital	Share Premium Reserve	Translation Reserve	Statutory Reserve	Fair Value Reserve	Tax- free reserves	Extraordinary reserves	Other reserves	Retained earnings	Total Equity
Balances as at 1 <sup>st</sup> July 2016, according to the IFRS	119.732.588	49.995.207	(1.843.657)	41.964.068	(1.915.011)	1.797.944	396.784.017	(1.826.310)	310.901.781	915.590.627
Changes in Equity										
Dividends paid							(36.736.135)		(48.981.513)	(85.717.648)
Statutory Reserve				4.157.496					(4.157.496)	-
Extraordinary Reserves							27.907.270		(27.907.270)	-
Other				(909.222)					909.222	-
Transactions with owners	-	-	-	3.248.273	-	-	(8.828.865)	-	(80.137.056)	(85.717.648)
Net profit for the year 01/07/2016-30/06/2017									131.008.109	131.008.109
Other comprehensive income										
Actuarial gains / (losses) on defined benefit pension plans								1.037.090		1.037.090
Deferred tax actuarial gains / (losses)								(301.312)		(301.312)
Exchange differences on transaction of foreign operations			(688.878)							(688.878)
Profit / (Loss) from the measurement of financial assets available for sale					745.040					745.040
Other comprehensive income								735.777		-
Total comprehensive income for the year	-	-	(688.878)	-	745.040	-	-	735.777	131.008.109	131.800.049
Balance as at June 30 <sup>th</sup> 2017 according to IFRS	119.732.588	49.995.207	(2.532.535)	45.212.343	(1.169.971)	1.797.944	387.955.152	(1.090.533)	361.772.833	961.673.028

The accompanying notes constitute an integral part of the financial statements.



**FOR THE FISCAL YEAR ENDED ON 30 JUNE 2016**

(All amounts are expressed in euros except from shares)

	THE GROUP									
	Share Capital	Share Premium Reserve	Translation Reserve	Statutory Reserve	Fair Value Reserve	Tax- free reserves	Extraordinary reserves	Other reserves	Retained earnings	Total Equity
Balances as at 1 <sup>st</sup> July 2015, according to the IFRS	161.911.113	7.702.078	(892.875)	36.110.803	586.195	1.797.944	323.996.489	(855.192)	266.851.991	797.208.547
Changes in Equity										
Share capital increase through capitalization of other reserves	4.039						(4.443)			(404)
Impact from the merger through absorption of Tanosirian SA	(42.182.565)	42.462.163		1.468.356					(36.992)	1.710.962
Deferred tax expenses concerning the share capital increase due to increase of tax rate		66.876								66.876
Statutory Reserve				4.384.908					(4.384.908)	-
Extraordinary Reserves							72.791.971		(72.791.971)	-
Other		(235.909)								(235.909)
Transactions with owners	(42.178.525)	42.293.129	-	5.853.264	-	-	72.787.528	-	(77.213.871)	1.541.524
Net profit for the year 01/07/2015-30/06/2016									121.263.661	121.263.661
Other comprehensive income										
Actuarial gains / (losses) on defined benefit pension plans								(1.419.003)		(1.419.003)
Deferred tax actuarial gains / (losses)								413.324		413.324
Deferred tax actuarial gains / (losses) due to tax rate increase								34.561		34.561
Exchange differences on transaction of foreign operations			(950.782)							(950.782)
Profit / (Loss) from the measurement of financial assets available for sale					(2.501.206)					(2.501.206)
Other comprehensive income			(950.782)		(2.501.206)			(971.118)		(4.423.106)
Total comprehensive income for the year	-	-	(950.782)	-	(2.501.206)	-	-	(971.118)	121.263.661	116.840.555
Balance as at June 30 <sup>th</sup> 2016 according to IFRS	119.732.588	49.995.207	(1.843.657)	41.964.068	(1.915.011)	1.797.944	396.784.017	(1.826.310)	310.901.781	915.590.627

The accompanying notes constitute an integral part of the financial statements.



**E. STATEMENT OF CHANGES IN EQUITY - COMPANY**  
**FOR THE FISCAL YEAR ENDED ON 30 JUNE 2017** (All amounts are expressed in **euros** except from shares)

	THE COMPANY							
	Share Capital	Share Premium Reserve	Statutory Reserve	Tax- free reserves	Extraordinary reserves	Other reserves	Retained earnings	Total Equity
Balances as at 1 <sup>st</sup> July 2016, according to the IFRS	119.732.588	49.995.207	41.054.846	1.797.944	396.784.017	(1.832.201)	108.902.190	716.434.591
Changes in Equity								
Dividends paid					(36.736.135)		(48.981.513)	(85.717.648)
Statutory Reserve			4.157.496				(4.157.496)	-
Extraordinary Reserves					27.907.270		(27.907.270)	-
Other								-
Transactions with owners	-	-	4.157.496	-	(8.828.865)	-	(81.046.279)	(85.717.648)
Net profit for the year 01/07/2016-30/06/2017							82.061.605	82.061.605
Other comprehensive income								
Actuarial gains / (losses) on defined benefit pension plans						1.040.017		1.040.017
Deferred tax actuarial gains / (losses)						(301.605)		(301.605)
Other comprehensive income						738.412		738.412
Total comprehensive income for the year	-	-	-	-	-	738.412	82.061.605	82.800.017
Balance as at June 30 <sup>th</sup> 2017 according to IFRS	119.732.588	49.995.207	45.212.343	1.797.944	387.955.152	(1.093.789)	109.917.515	713.516.960

The accompanying notes constitute an integral part of the financial statements.

**FOR THE FISCAL YEAR ENDED ON 30 JUNE 2016** (All amounts are expressed in euros except from shares)

	THE COMPANY							
	Share Capital	Share Premium Reserve	Statutory Reserve	Tax- free reserves	Extraordinary reserves	Other reserves	Retained earnings	Total Equity
Balances as at 1 <sup>st</sup> July 2015, according to the IFRS	161.911.113	7.702.078	35.822.944	1.797.944	323.996.489	(852.495)	103.037.659	633.415.732
Changes in Equity								
Share capital increase through capitalization of other reserves	4.039				(4.443)			(404)
Impact from the merger through absorption of Tanosirian SA	(42.182.565)	42.462.163	1.468.356				(36.992)	1.710.962
Deferred tax expenses concerning the share capital increase due to tax rate increase		66.876						66.876
Statutory Reserve			3.763.546				(3.763.546)	-
Extraordinary Reserves					72.791.971		(72.791.971)	-
Other		(235.909)						(235.909)
Transactions with owners	(42.178.525)	42.293.129	5.231.902	-	72.787.528	-	(76.592.510)	1.541.524
Net profit for the year 01/07/2015-30/06/2016							82.457.042	82.457.042
Other comprehensive income								
Actuarial gains / (losses) on defined benefit pension plans						(1.428.545)		(1.428.545)
Deferred tax actuarial gains / (losses)						414.278		414.278
Deferred tax actuarial gains / (losses) due to tax rate increase						34.561		34.561
Other comprehensive income						(979.706)		(979.706)
Total comprehensive income for the year	-	-	-	-	-	(979.706)	82.457.042	81.477.335
Balance as at June 30 <sup>th</sup> 2016 according to IFRS	119.732.588	49.995.207	41.054.846	1.797.944	396.784.017	(1.832.201)	108.902.190	716.434.591

The accompanying notes constitute an integral part of the financial statements.

## F. CASH FLOWS STATEMENT

### FOR THE FISCAL YEAR ENDED ON 30 JUNE 2017 AND 2016

(All amounts are expressed in euros unless otherwise stated)

(All amounts are expressed in euros unless otherwise stated)					
Indirect Method	Notes	THE GROUP		THE COMPANY	
		30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Cash flows from operating activities</b>					
Cash flows from operating activities	5.30	153.665.292	160.747.852	92.784.632	128.519.925
Interest payable		(5.126.891)	(6.205.596)	(4.983.291)	(6.067.344)
Tax payable		(44.666.644)	(42.832.331)	(37.487.508)	(36.936.956)
<b>Net cash flows from operating activities</b>		<b>103.871.757</b>	<b>111.709.925</b>	<b>50.313.834</b>	<b>85.515.625</b>
<b>Cash flows from investing activities</b>					
Acquisition of tangible and intangible assets		(37.958.794)	(34.687.195)	(17.641.437)	(19.764.980)
Sale of tangible and intangible assets		1.140.376	78.498	1.140.376	571.182
Share Capital Increase of subsidiaries	5.10	-	-	-	(40.708.463)
Investments in financial assets available for sale		8.000.000	-	8.000.000	-
Interest received		6.482.014	7.503.173	4.732.840	6.199.864
<b>Net cash flows from investing activities</b>		<b>(22.336.404)</b>	<b>(27.105.524)</b>	<b>(3.768.221)</b>	<b>(53.702.397)</b>
<b>Cash flows from financing activities</b>					
Dividends paid to owners of the Parent		(96.710.085)	-	(96.710.085)	-
Capital Return to the shareholders		(3.315.334)	-	(3.315.334)	-
Interim dividend paid to owners of the Parent		(24.480.972)	-	(24.480.972)	-
Proceeds from borrowings		14.823.532	-	14.823.532	-
Loans paid		(180.166)	(2.697.362)	-	(2.669.667)
<b>Net cash flows from financing activities</b>		<b>(109.863.025)</b>	<b>(2.697.362)</b>	<b>(109.682.859)</b>	<b>(2.669.667)</b>
<b>Increase/(decrease) in cash and cash equivalents (net)</b>		<b>(28.327.672)</b>	<b>81.907.039</b>	<b>(63.137.246)</b>	<b>29.143.560</b>
Cash and cash equivalents in the beginning of the year		394.732.686	298.918.408	213.433.355	169.893.073
Exchange difference on cash and cash equivalents		(357.560)	(489.482)	-	-
Cash equivalents of the absorbed company (Tanosirian)		-	14.396.721	-	14.396.721
<b>Cash and cash equivalents at the end of the year</b>		<b>366.047.454</b>	<b>394.732.686</b>	<b>150.296.109</b>	<b>213.433.355</b>
Cash in hand		3.148.743	2.959.168	2.541.819	2.500.579
Carrying amount of bank deposits and bank overdrafts		-	4.264.832	-	4.264.832
Sight and time deposits		362.898.711	387.508.686	147.754.290	206.667.944
<b>Cash and cash equivalents</b>		<b>366.047.454</b>	<b>394.732.686</b>	<b>150.296.109</b>	<b>213.433.355</b>

The accompanying notes constitute an integral part of the financial statements.



## G. NOTES TO THE ANNUAL SEPARATE AND CONSOLIDATED FINANCIAL STATEMENTS AS AT 30 JUNE 2017

### 1. Information

The Group's Consolidated Financial Statement have been prepared in accordance with the International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

JUMBO is a trading company, established according to the Greek Legislation. Reference made to the "COMPANY" or "JUMBO S.A." indicates, unless otherwise stated in the text, the Group "JUMBO" and its fully consolidated subsidiary companies.

The Company's distinctive title is "JUMBO" and it has been registered in its articles of incorporation as well as at the department for trademarks of the Ministry of Development as a brand name for JUMBO products and services under number 127218, with protection period after extension until 5/6/2025. The Company was incorporated in 1986 (Government Gazette 3234/26.11.1986) and its term was set as that of thirty (30) years. According to the decision of the Extraordinary General Meeting of the shareholders dated 3/5/2006, approved by the decision of the Ministry of Development N. K2-6817/9.5.2006, the term of the company was extended to seventy years (70) from the date of its registration in the Registry of Societe Anonyme.

Originally, the Company's registered office was located in the Municipality of Glyfada, at N. 11 Angelou Metaxa street. According to the same decision (mentioned above) of the Extraordinary General Meeting of shareholders, approved by the decision of the Ministry of Development N. K2-6817/9.5.2006, the registered office of the company was transferred to the Municipality of Moschato in Attica and, specifically, to 9 Cyprou street and Hydras, PC 183 46.

The company is registered in the Registry of Societes Anonyme of the Ministry of Development, Department of Societe Anonyme and Credit, under No 7650/06/B/86/04, while the Company's registration number at the General Electronic Commercial Registry (G.E.M.I.) is 121653960000. Company operates in compliance with the provisions of Law 2190/1920.

The Financial Statements of 30 June 2017 (01.07.2016-30.06.2017) were approved by the Board of Directors at 12<sup>th</sup> October 2017.

### 2. Company's Activity

The company's main operation is retail sale of toys, baby items, seasonal items, decoration items, books and stationery and is classified based on the STAKOD 03 bulletin of the National Statistics Service in Greece (E.S.Y.E.) within the sector "other retail trade of new items in specialized shops" (STAKOD category 525.9). A small part of its operations is wholesale of toys and similar items to third parties.

The Company has been listed on the Athens Exchange since 19.7.1997, and since June 2010 it has participated in FTSE/Athex 20 index. Based on the stipulations of the Regulation of the Athens Exchange, the Company's shares are placed in the "Main Market" category. Additionally, applying the decision made on 24.11.2005 by its Board of Directors, regarding the adoption of a model of FTSE Dow Jones Industry Classification Benchmark (ICB), as of 02.01.2006, the Athens Exchange classified the Company under the sector of financial activity Toys, which includes only the company "JUMBO".

Within 31 years of its operation, the Company has become one of the largest companies in retail sale.

At 30.06.2017 the Company operated 73 stores in Greece, Cyprus, Bulgaria and in Romania and the on line store e-jumbo. During the financial year July 2016 - June 2017, JUMBO Group introduced two new stores, one rented store in Stara Zagora (Bulgaria) in November 2016 (approximately 11.000 sqm.) and one privately owned store in Constanta (Romania) in June 2017 (approximately 16.000 sqm).

Furthermore, through partnerships, the Company at 30.06.2017 had presence in other countries through stores that operate under the JUMBO brand, in FYROM - three stores, Albania - two stores, Kosovo- three , Serbia 2 stores and Bosnia one store.

On 30 June 2017, the Group employed 5.690 persons, of which 4.898 as permanent staff and 792 as seasonal staff. The average number of employees for the period, 01.07.2016 – 30.06.2017, was 5.292 persons (4.588 as permanent and 704 as seasonal staff).

### 3. Accounting Principles Summary

The attached financial statements of the Group and the Company (henceforth Financial Statements) dated as at June 30, 2017 for the fiscal year from July 1<sup>st</sup> 2016 to June 30<sup>th</sup> 2017 have been prepared according to the historical cost convention, the going concern principle and comply with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB), as well as their interpretations issued by the Standards Interpretation Committee (I.F.R.I.C.) of IASB.

Preparation of financial statements according to International Financial Reporting Standards (IFRS) demands the use of accounting estimates and judgements of the Management under the application of accounting principles of the Group. Significant assumptions regarding the application of the accounting methods of the Company are recorded, wherever judged necessary. Estimates and judgements made by the Management are constantly evaluated and are based on experiential facts and other factors, including provisions made for future events, which are considered predictable under normal circumstances.

Basic accounting principles adopted for the preparation of these financial statements have been also applied to the financial statements of 2015-2016 and have been applied to all the periods presented with the exception of the new revised accounting standards and interpretations mentioned in note 3.1.

#### 3.1. Changes in Accounting Policies

##### 3.1.1 New Standards, Interpretations, Revisions and Amendments to existing Standards that are effective and have been adopted by the European Union.

The following amendments and interpretations of IFRS have been issued by the International Accounting Standards Board (IASB), adopted by the European Union and their application is mandatory from or after 01.01.2016.

##### **Amendments to IFRS 11: “Accounting for Acquisitions of Interests in Joint Operations” (effective for annual periods starting on or after 01/01/2016)**

In May 2014, the IASB issued amendments to IFRS 11. The amendments add new guidance on how to account for the acquisition of an interest in a joint operation that constitutes a business and specify the appropriate accounting treatment for such acquisitions. The amendments do not affect the consolidated and separate Financial Statements.

##### **Amendments to IAS 16 and IAS 38: “Clarification of Acceptable Methods of Depreciation and Amortisation” (effective for annual periods starting on or after 01/01/2016)**

In May 2014, the IASB published amendments to IAS 16 and IAS 38. IAS 16 and IAS 38 both establish the principle for the basis of depreciation and amortisation as being the expected pattern of consumption of the future economic benefits of an asset. The IASB has clarified that the use of revenue-based methods to calculate the depreciation of an asset is not appropriate because revenue generated by an activity that includes the use of an asset generally reflects factors other than the consumption of the economic benefits embodied in the asset. The amendments do not affect the consolidated and separate Financial Statements.

##### **Amendments to IAS 16 and IAS 41: “Agriculture: Bearer Plants” (effective for annual periods starting on or after 01/01/2016)**

In June 2014, the IASB published amendments that change the financial reporting for bearer plants. The IASB decided that bearer plants should be accounted for in the same way as property, plant and equipment in IAS 16. Consequently, the amendments include bearer plants within the scope of IAS 16,



instead of IAS 41. The produce growing on bearer plants will remain within the scope of IAS 41. The amendments do not affect the consolidated and separate Financial Statements.

**Amendments to IAS 27: “Equity Method in Separate Financial Statements” (effective for annual periods starting on or after 01/01/2016)**

In August 2014, the IASB published narrow scope amendments to IAS 27. Under the amendments, entities are permitted to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate Financial Statements – an option that was not effective prior to the issuance of the current amendments. The amendments do not affect the consolidated and separate Financial Statements.

**Annual Improvements to IFRSs – 2012-2014 Cycle (effective for annual periods starting on or after 01/01/2016)**

In September 2014, the IASB issued Annual Improvements to IFRSs – 2012-2014 Cycle, a collection of amendments to IFRSs, in response to four issues addressed during the 2012-2014 cycle. The amendments are effective for annual periods beginning on or after 1 January 2016, although entities are permitted to apply them earlier. The issues included in this cycle are the following: IFRS 5: Changes in methods of disposal, IFRS 7: Servicing Contracts and Applicability of the amendments to IFRS 7 to condensed interim financial statements, IAS 19: Discount rate: regional market issue, and IAS 34: Disclosure of information “elsewhere in the interim financial report”. The amendments do not affect the consolidated and separate Financial Statements.

**Amendments to IAS 1: “Disclosure Initiative” (effective for annual periods starting on or after 01/01/2016)**

In December 2014, the IASB issued amendments to IAS 1. The aforementioned amendments address settling the issues pertaining to the effective presentation and disclosure requirements as well as the potential of entities to exercise judgment under the preparation of financial statements. The amendments do not affect the consolidated and separate Financial Statements.

**Amendments to IFRS 10, IFRS 12 and IAS 28: “Investment Entities: Applying the Consolidation Exception” (effective for annual periods starting on or after 01/01/2016)**

In December 2014, the IASB published narrow scope amendments to IFRS 10, IFRS 11 and IAS 28. The aforementioned amendments introduce explanation regarding accounting requirements for investment entities, while providing exemptions in particular cases, which decrease the costs related to the implementation of the Standards. The amendments do not affect the consolidated and separate Financial Statements.

**3.1.2 New Standards, Interpretations and amendments to existing Standards which have not taken effect yet or have not been adopted by the European Union**

The following new Standards and amendments of IFRSs have been issued by the International Accounting Standards Board (IASB), but their application has not started yet or they have not been adopted by the European Union.

**IFRS 15 “Revenue from Contracts with Customers” (effective for annual periods starting on or after 01/01/2018)**

In May 2014, the IASB issued a new Standard, IFRS 15. The Standard fully converges with the requirements for the recognition of revenue in both IFRS and US GAAP. The key principles on which the Standard is based are consistent with much of current practice. The new Standard is expected to improve financial reporting by providing a more robust framework for addressing issues as they arise, increasing comparability across industries and capital markets, providing enhanced disclosures and clarifying accounting for contract costs. The new Standard will supersede IAS 11 “Construction Contracts”, IAS 18 “Revenue” and several revenue related Interpretations. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have been adopted by the European Union with effective date of 01/01/2018.

**IFRS 9 “Financial Instruments” (effective for annual periods starting on or after 01/01/2018)**

In July 2014, the IASB issued the final version of IFRS 9. The package of improvements introduced by the final version of the Standard, includes a logical model for classification and measurement, a single, forward-looking “expected loss” impairment model and a substantially-reformed approach to hedge accounting. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have been adopted by the European Union with effective date of 01/01/2018.

**IFRS 16 “Leases” (effective for annual periods starting on or after 01/01/2019)**

In January 2016, the IASB issued a new Standard, IFRS 16. The objective of the project was to develop a new Leases Standard that sets out the principles that both parties to a contract, i.e. the customer (‘lessee’) and the supplier (‘lessor’), apply to provide relevant information about leases in a manner that faithfully represents those transactions. To meet this objective, a lessee is required to recognise assets and liabilities arising from a lease. The Group will examine the impact of the above on its Financial Statements. The above have not been adopted by the European Union.

**Amendments to IAS 12: “ Recognition of Deferred Tax Assets for Unrealized Losses” (effective for annual periods starting on or after 01/01/2017)**

In January 2016, the IASB published narrow scope amendments to IAS 12. The objective of the amendments is to clarify the accounting for deferred tax assets for unrealized losses on debt instruments measured at fair value. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have not been adopted by the European Union.

**Amendments to IAS 7: “Disclosure Initiative” (effective for annual periods starting on or after 01/01/2017)**

In January 2016, the IASB published narrow scope amendments to IAS 7. The objective of the amendments is to enable users of financial statements to evaluate changes in liabilities arising from financing activities. The amendments will require entities to provide disclosures that enable investors to evaluate changes in liabilities arising from financing activities, including changes arising from cash flows and non-cash changes. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have not been adopted by the European Union.

**Clarification to IFRS 15 “Revenue from Contracts with Customers” (effective for annual periods starting on or after 01/01/2018)**

In April 2016, the IASB published clarifications to IFRS 15. The amendments to IFRS 15 do not change the underlying principles of the Standard, but clarify how those principles should be applied. The amendments clarify how to identify a performance obligation in a contract, how to determine whether a company is a principal or an agent and how to determine whether the revenue from granting a license should be recognized at a point in time or over time. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have not been adopted by the European Union.

**Amendment to IFRS 2: “Classification and Measurement of Share-based Payment Transactions” (effective for annual periods starting on or after 01/01/2018)**

In June 2016, the IASB published narrow scope amendment to IFRS 2. The objective of this amendment is to clarify how to account for certain types of share-based payment transactions. More specifically, the amendments provide requirements on the accounting for the effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments, for share-based payment transactions with a net settlement feature for withholding tax obligation, as well as, a modification to the terms and conditions of a share-based payment that changes the classification of the transaction from cash-settled to equity-settled. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have not been adopted by the European Union.

**Amendments to IFRS 4: “Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts” (effective for annual periods starting on or after 01/01/2018)**

In September 2016, the IASB published amendments to IFRS 4. The objective of the amendments is to address the temporary accounting consequences of the different effective dates of IFRS 9 Financial Instruments and the forthcoming insurance contracts Standard. The amendments to existing requirements of IFRS 4 permit entities whose predominant activities are connected with insurance to defer the application of IFRS 9 until 2021 (the “temporary exemption”) and also permit all issuers of insurance contracts to recognize in other comprehensive income, rather than profit or loss, the volatility that could arise when IFRS 9 is applied before the new insurance contracts Standard is issued (the “overlay approach”). The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have not been adopted by the European Union.

**Annual Improvements to IFRSs – 2014-2016 Cycle (effective for annual periods starting on or after 01/01/2017 and 01/01/2018)**

In December 2016, the IASB issued Annual Improvements to IFRSs – 2014-2016 Cycle, a collection of amendments to IFRSs, in response to several issues addressed during the 2014-2016 cycle. The issues included in this cycle are the following: IFRS 12: Clarification of the scope of the Standard, IFRS 1: Deletion of short-term exemptions for first-time adopters, IAS 28: Measuring an associate or joint venture at fair value. The amendments are effective for annual periods beginning on or after 1 January 2017 for IFRS 12, and 1 January 2018 for IFRS 1 and IAS 28. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have not been adopted by the European Union.

**IFRIC 22 “Foreign Currency Transactions and Advance Consideration” (effective for annual periods starting on or after 01/01/2018)**

In December 2016, the IASB issued a new Interpretation, IFRIC 22. IFRIC 22 provides requirements about which exchange rate to use in reporting foreign currency transactions (such as revenue transactions) when payment is made or received in advance. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have not been adopted by the European Union.

**Amendments to IAS 40: “Transfers of Investment Property” (effective for annual periods starting on or after 01/01/2018)**

In December 2016, the IASB published narrow-scope amendments to IAS 40. The objective of the amendments is to reinforce the principle for transfers into, or out of, investment property in IAS 40, to specify that (a) a transfer into, or out of investment property should be made only when there has been a change in use of the property, and (b) such a change in use would involve the assessment of whether the property qualifies as an investment property. That change in use should be supported by evidence. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have not been adopted by the European Union.

**IFRS 17 “Insurance Contracts” (effective for annual periods starting on or after 01/01/2021)**

In May 2017, the IASB issued a new Standard, IFRS 17, which replaces an interim Standard, IFRS 4. The aim of the project was to provide a single principle-based standard to account for all types of insurance contracts, including reinsurance contracts that an insurer holds. A single principle-based standard would enhance comparability of financial reporting among entities, jurisdictions and capital markets. IFRS 17 sets out the requirements that an entity should apply in reporting information about insurance contracts it issues and reinsurance contracts it holds. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have not been adopted by the European Union.

**IFRIC 23 “Uncertainty over Income Tax Treatments” (effective for annual periods starting on or after 01/01/2019)**

In June 2017, the IASB issued a new Interpretation, IFRIC 23. IAS 12 “Income Taxes” specifies how to account for current and deferred tax, but not how to reflect the effects of uncertainty. IFRIC 23 provides

requirements that add to the requirements in IAS 12 by specifying how to reflect the effects of uncertainty in accounting for income taxes. The Group will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have not been adopted by the European Union.

### 3.2. Significant Accounting Judgments, Estimates and Assumptions

The preparation of financial statements in accordance with IFRS requires management to make judgments, estimates and assumptions that affect the reported amounts of assets and liabilities, as well as the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates. Estimates and judgments are based on experience from the past as well as other factors including expectations for future events, which are considered reasonable under specific circumstances, while they are continuously reassessed with the use of all the available information.

#### (i) Judgments

The main judgments made by the Management of the Group (apart from those involving estimations which are presented below) that have the most significant effect on the amounts recognized in the financial statements mainly relate to:

- **Classification of investments**

Management decides on acquisition of an investment whether it should be classified as held to maturity, held for trading, carried at fair value through profit or loss, or available for sale. For investments deemed to be held to maturity, the Management ensures that the requirements of IAS 39 are met and, in particular, that the Group has intention and ability to hold these investments to maturity. JUMBO SA classifies investments as held for trading if they are acquired primarily for the purpose of making a short term profit. Classification of investments at fair value through profit or loss depends on the way the Management monitors the performance of these investments. When they are not classified as held for trading but have readily available reliable fair values and the changes in fair values are reported as part of profit or loss in the Management accounts, they are classified as at fair value through profit or loss. All the other investments are classified as available for sale.

- **Contingencies**

The Group is involved in litigation and claims in the normal course of its operations. The Management is of the opinion that any resulting settlements would not materially affect the financial position of the Group as at June 30, 2017. However, determination of contingent liabilities relating to the litigation and claims is a complex process that involves judgments as to the outcomes and interpretation of laws and regulations.

- **Whether a lease entered into with an external lessor is considered to be an operating lease or a finance lease**

#### (ii) Estimates and assumptions

Certain amounts included in or affecting our financial statements and related disclosure must be estimated, requiring us to make assumptions with respect to values or conditions which cannot be known with certainty at the time the financial statements are prepared. A “critical accounting estimate” is one which is both important to the portrayal of the company’s financial position and results and requires the management’s most difficult, subjective or complex judgments, often as a result of the need to make estimates about the effect of matters that are inherently uncertain. The Group evaluates such estimates on an ongoing basis, based upon historical results and experience, consultation with experts, trends and other methods considered reasonable in the particular circumstances, as well as our projections as to how they might change in the future.

- **Recoverability of accounts receivable**

When there is objective evidence that the Group is unable to collect all the amounts owed based on the contractual receivables, a provision for that has to be made. In the event that the amortized cost or the

cost of a financial asset exceeds the present value, then this asset is measured at its recoverable amount, i.e. at the present value of the future cash flows of the asset, which is calculated using the real initial interest rate. The relevant loss is immediately transferred to the period's statement of total comprehensive income account.

- **Inventory**

At the statement of financial position date, inventories are measured at the lower of cost and net realisable value. Net realisable value is the estimated sales price during the normal course of the company's operations.

- **Income taxes**

The Group and the Company are subject to income taxes in numerous jurisdictions. Significant estimates are required in determining the provision for income taxes. There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. The Group and the Company recognize liabilities for projected tax audit issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

- **Provisions**

Doubtful accounts are reported at the amounts likely to be recoverable. The estimation of the amounts to be recovered is a result of analysis as well as the Group's experience on the possibility of bad receivables. As soon as it is notified that a particular account is subject to a risk over and above the normal credit risk (e.g., low creditworthiness of customer, dispute as to the existence or the amount of the claim, etc.), the account is analyzed and recorded as a bad collective as if circumstances indicate the receivable is non-collectible.

- **Useful life of depreciated assets**

The company examines the useful life of the depreciated assets for each period. At 30<sup>th</sup> of June 2017, it is estimated that the useful life represents the predictable usefulness of the assets.

## 4. Main Accounting Principles

Significant accounting policies which have been used under the preparation of these consolidated financial statements are summarized below.

It is worth noting, as analytically reported above in paragraph 3.2, that accounting estimates and assumptions are used under the preparation of financial statements.

Despite the fact that these estimates are based on the Management's best knowledge of the current issues and energies, the final results are likely to differ from what has been estimated.

### 4.1 Segment Reporting

In terms of geography, the Group operates through a sales network developed in four countries, i.e. Greece, Cyprus, Bulgaria and Romania. The above segments are used by the Company's Management for internal information purposes. The Management's strategic decisions are based on the operating results of every segment, which are used for measurement of productivity.

### 4.2 Basis for Consolidation

**Subsidiary companies:** Subsidiary companies are all the companies controlled, directly or indirectly, by another company (parent) either through possession of majority of shares of the company in which the investment was made or through its ability to appoint the majority of Board of Directors Members.



Namely, subsidiary companies are the ones controlled by the parent company. JUMBO S.A. obtains and exercises control through voting rights. Existence of any potential voting rights exercisable upon the preparation of the financial statements is taken into consideration to establish whether the parent company exercises control over the subsidiaries.

Subsidiary companies are fully consolidated based on acquisition method as from the date control over them is obtained and cease to be consolidated as from the date such control no longer exists.

The acquisition of a subsidiary company by the Group is consolidated through acquisition method. The acquisition cost of a subsidiary is the fair value of the assets given, of shares issued and liabilities undertaken as at the date of the exchange, plus any costs directly associated with the transaction. Individual assets items, liabilities and contingent liabilities acquired in a business combination are calculated upon the acquisition at their fair values regardless of the participation rate.

The acquisition cost other than the fair value of the separate items acquired is recorded as goodwill. If total acquisition cost is lower than the fair value of separate items acquired, the difference is recognized directly to statement of total comprehensive income.

### 4.3 Composition of the Group

The companies included in the full consolidation of JUMBO S.A. are the following:

#### Parent Company:

The Societe Anonyme under the title «JUMBO SA» and the distinctive title «JUMBO» was founded in 1986, with current headquarters in Moschato of Attica (street Cyprou 9 and Hydras), has been listed since 1997 in the Athens Exchange and is registered in the Registry for SA of Ministry of Development with reg. no. 7650/06/B/86/04 while the Company's number at the General Electronic Commercial Registry (G.E.M.I.) is 121653960000. The company has been included in the Main Market category of the Athens Exchange.

#### Subsidiaries:

1. The subsidiary company under the title «JUMBO TRADING LTD», is a Cypriot company of limited liability. It was founded in 1991. Its headquarters are in Nicosia of Cyprus (Avenue Avraam Antoniou 9, Kato Lakatamia of Nicosia). It is registered in the Registration of Companies Cyprus, with number E 44824. It operates in Cyprus under the same objective with the Parent, that is retail toys trade and related items. Parent company owns 100% of its shares and its voting rights.

2. The subsidiary company in Bulgaria under the title «JUMBO EC.B. LTD » was founded on the 1st of September 2005 as a One – person Company of Limited Responsibility with Registration Number 96904, book 1291 of Court of first instance of Sofia and according to the conditions of Special Law with number 115. Its foundation is in Sofia, Bulgaria (Bul. Bulgaria 51, Sofia 1404). Parent company owns 100% of its shares and its voting rights.

3. The subsidiary company in Romania under the title «JUMBO EC.R. S.R.L.» was founded on the 9th of August 2006 as a Company of Limited Responsibility (srl) with Registration Number J40/12864/2006 of the Trade Register, with registered office in Bucharest, area 3, B-dul Theodor Pallady avenue, number 51, Centrul de Calcul building 5th floor. Parent company owns 100% of its shares and its voting rights.

4. The subsidiary company ASPETTO Ltd was founded on the 21/08/2006 in Cyprus Nicosia (Abraham Antoniou 9 avenue, Kato Lakatamia, Nicosia). «JUMBO TRADING LTD» owns 100% of its voting rights.

5. WESTLOOK SRL is a subsidiary of ASPETTO Ltd which holds a 100% stake of its share capital. The company registered office is in Crevedia, county Dâmbovița (motorway București - Târgoviște, No. 670, Apartment 52). The company was founded at 16.10.2006.

6. RIMOKIN PROPERTIES LTD is a subsidiary of JUMBO TRADING LTD which holds a 100% stake of its share capital. The company registered office is in Nicosia, of Cyprus (Avraam Antoniou 9





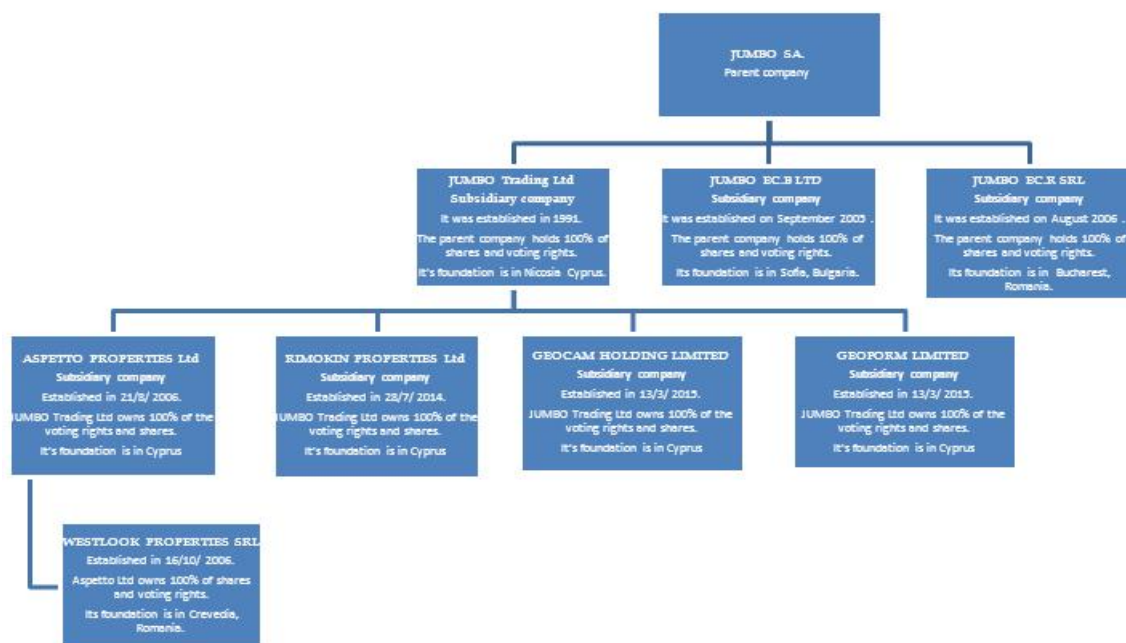
Avenue, Kato Lakatamia of Nicosia). The company was founded at 28.07.2014.

7. GEOCAM HOLDINGS LIMITED is a subsidiary of JUMBO TRADING LTD which holds a 100% stake of its share capital. The company registered office is in Nicosia, of Cyprus (Avraam Antoniou 9 Avenue, Kato Lakatamia of Nicosia). The company was founded at 13.03.2015.

8. GEOFORM LIMITED is a subsidiary of JUMBO TRADING LTD which holds a 100% stake of its share capital. The company registered office is in Nicosia, of Cyprus (Avraam Antoniou 9 Avenue, Kato Lakatamia of Nicosia). The company was founded at 13.03.2015.

The Group of companies, included in the consolidated financial statements and the consolidation method are the following:

Consolidated Subsidiary	Percentage and Participation	Headquarters	Activity	Consolidation method
JUMBO TRADING LTD	100% Direct	Cyprus	Commercial	Full Consolidation
JUMBO EC.B LTD	100% Direct	Bulgaria	Commercial	Full Consolidation
JUMBO EC.R SRL	100% Direct	Romania	Commercial	Full Consolidation
ASPETTO LTD	100% Indirect	Cyprus	Investment	Full Consolidation
WESTLOOK SRL	100% Indirect	Romania	Investment	Full Consolidation
RIMOKIN PROPERTIES LTD	100% Indirect	Cyprus	Investment	Full Consolidation
GEOCAM HOLDINGS LIMITED	100% Indirect	Cyprus	Investment	Full Consolidation
GEOFORM LIMITED	100% Indirect	Cyprus	Investment	Full Consolidation



The composition of the Group has not changed within the reporting period.

#### 4.4 Functional currency, presentation currency and conversion of foreign currency

The items in the financial statements of the Group's Companies are measured based on the currency of the primary economic environment in which the Group operates (functional currency). Consolidated financial statements are presented in euro, which is the functional currency and the presentation currency of the parent Company.

Transactions in foreign currency are translated to the functional currency at the rates applicable as at the date of transactions. Gains and losses from foreign exchange differences which arise from settling these transactions during the period and from the conversion of monetary items denominated in foreign currency at applicable rates as at the statement of financial position date, are recognized in profit or loss account. Foreign exchange differences from non - monetary items measured at fair value are considered a part of fair value and are consequently recognized in a manner consistent with the recognition of differences in fair value.

Activities of the Group abroad in foreign currency (which are an integral part of the parent company's activities) are translated into the functional currency at the rates applicable as at the transactions' date, while assets and liabilities pertaining to foreign operations, arising during the consolidation, are translated to euro at exchange rates applicable as at the statement of financial position date.

Financial statements of the companies included in the consolidation, which are initially presented in a currency other than the presentation currency of the Group, have been translated into euro. Assets and

liabilities have been translated in euro at the closing rate as at the statement of financial position date. Income and expenses have been converted to the presentation currency of the Group at the average exchange rate applicable in the relevant financial year. Any differences arising from that procedure have been debited / (credited) to a reserve of exchange differences in equity (translation reserve).

Any differences in the sums are due to rounding.

#### 4.5 Property, Plant and Equipment

Property plant and equipment are disclosed in financial statements at their cost less accumulated depreciation and any impairment. Cost includes all expenses directly associated with the acquisition of assets.

Subsequent expenses are recognized as increase to the book value of tangible assets or as a separate fixed asset only to the extent that those expenses increase future economic benefits expected to flow from the use of the fixed asset and their cost can be reliably measured. Repair and maintenance costs are recognized in the statement of total comprehensive income when they are incurred.

Depreciation of other items in tangible assets (other than land which is not depreciated) is calculated based on a straight line basis during their useful life, which has been estimated as follows:

Buildings	30 – 35 years
Mechanical equipment	5 - 20 years
Vehicles	5 – 10 years
Other equipment	4 - 10 years
PCs and software	3 – 5 years

Residual values and useful lives of tangible assets are reviewed at every statement of financial position date. When book values of tangible assets exceed their recoverable amount, the difference (impairment) is directly recorded as an expense in profit or loss.

At the sale of tangible assets, differences between the consideration received and their book value are recognized in the profit and loss.

**Rights to use tangible assets:** Rights to exploit tangible assets allotted in the context of contracts for construction or exploitation of works (counterbalancing benefits) are evaluated at their acquisition cost, fair value as at the date they were allotted less depreciation.

**Software:** Software licenses are evaluated at acquisition cost less amortization and any impairment losses.

#### 4.6 Investment Property

Investment Property items concern the investments that are related to those property items (including land, buildings or parts of buildings or both) that are owned (via acquisition or via finance lease) by the Group, in order to acquire rents from their hiring, or for the increase of their value (aid of capital), or both, and they are not owned for: (a) being utilized in the production or in the supply of materials / services or for administrative aims, and (b) sale at the usual course of the company's operations.

Investment Property items are initially measured at acquisition cost, including transaction expenses. The Group has selected after the initial recognition, the cost model and measures the investment property according to the requirements of IAS 16 for this method.

Transfers to Investment Property category take place only when there is a change of their use that is proved by the completion of the self-use from the Group, the construction or the exploitation of an operating lease to a third party.

Transfers of items from Investment Property category take place only when there is a change of their use that is proved by the commencement of the self-use by the Group or by the commencement of the exploitation aiming at the sale.

An Investment Property item is written off (eliminated from the statement of financial position) during the disposal or when the investment is being withdrawn permanently from the use and future financing profits are not expected from its disposal.

Profits or losses that arise from the withdrawal or disposal of the Investment Property item concern the difference between the net-income of the disposal and the book value of the asset and are recognized in the results in the period of withdrawal or disposal.

#### 4.7 Impairment of Assets

Assets which are depreciated are tested for impairment if there is any indication that their book value will not be recovered. The recoverable amount is the higher amount between the fair value of the asset (net selling price less costs to sell) and value in use. The loss incurred due to the impairment of assets is recognized by the company if the book value of those items (or of the Cash Generating Units) is higher than its recoverable amount.

Net selling price is considered the amount from the sale of the asset in the context of a bi-lateral transaction which the parties are fully aware of and enter willingly after the deduction of any additional direct cost for sale of the asset, while value in use is the present value of estimated future cash flows expected to flow in the business from the use of the asset and from its sale at the end of its estimated useful life.

#### 4.8 Financial Instruments

A financial instrument is every contract creating a financial asset in one company and a financial liability or a security of a participating nature in another company.

##### **Financial items measured at fair value through profit and loss**

A financial asset at fair value through profit or loss is a financial asset that meets either of the following conditions:

- It is classified as held for trading (including derivatives except those which are definite and effective hedging instruments those acquired or created in order to be sold or repurchased and finally those forming part of a portfolio consisting of recognized financial instruments).
- Upon the initial recognition the company designates it as an instrument measured at fair value, recognizing fair value changes in the statement of total comprehensive income for the year.

##### **Loans and receivables**

They include non-derivative financial assets with fixed or specified payments which are not traded in active markets. This category (loans and receivables) does not include:

- Receivables from advance payments for purchase of goods and services,
- Receivables pertaining to taxes which have been imposed by the state,
- Anything not covered in a contract so that it gives the company the right to receive cash or other financial fixed items.

Loans and receivables are measured at their amortized cost using the method of the effective interest rate, less the provision for impairment. Any change in the value of loans or receivables is recognized in the profit or loss when the loans and the receivables are written off or their value is reduced and when they are amortized.

Loans and receivables are included in current assets apart from those with expiration periods longer than 12 months as from the statement of financial position date. The latter are included in non-current assets.

##### **Held to maturity investments**

Such investments include non-derivative financial assets with fixed or specified payments and specific expiration which the Group intends and is able to keep until their expiration.

##### **Financial assets available for sale**

Such assets include non-derivative financial assets which are either placed directly under this category or they cannot be placed under any of the above categories. Subsequently financial assets available for sale are measured at their fair value and relevant profits or losses are recorded in an equity reserve until those items are sold or impaired.

During the sale or impairment, gains or losses are transferred to profit or loss. Impairment losses recognized in the profit or loss are not reversed through the profit or loss. Purchases and sales of investments are recognized on trade date, which is the date that the Group commits to purchase or sell the asset. Investments are initially recognized at fair value plus directly attributable transaction costs, except for the directly attributable transaction costs for items that are measured at fair value through profit or loss. Investments are derecognized 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.

#### 4.9 Inventories

As at the statement of financial position date, stocks are measured at the lower of cost and net realizable value. Net realizable value is the estimated sale price in the ordinary course of the company's operations less any relevant sale expenses. The cost of stocks does not include any financial expenses. The acquisition cost of stocks is determined based on average annual weighted price.

#### 4.10 Trade Receivables

The greatest volume of the Group sales concerns retail sales. Trade debtors are initially recorded at their fair value while any balances beyond ordinary credit limits are measured at amortized cost according to the method of the effective interest rate, less any provision for impairments. If the amortized cost or the cost of the financial instrument exceeds current value, this item is measured at its recoverable amount namely at the present value of future flows of the asset, which is calculated based on the actual initial interest rate. The relevant loss is transferred directly to profit or loss for the year. Impairment losses, namely when there is objective evidence that the Group is in no position to collect all the amounts owed based on contract terms, are recognized in profit and loss.

#### 4.11 Cash and Cash Equivalents

Cash and cash equivalents include cash at bank and in hand as well as short term investments of high liquidation, products in money market and bank deposits. The Group considers time deposits and investments of high liquidation as cash equivalents.

#### 4.12 Share Capital

Share capital is determined using the nominal value of shares that have been issued. Common shares are classified in equity. A share capital increase through cash includes any share premium during the initial share capital issuance.

Expenses incurred for issuance of shares are accounted for, after the subtraction of relevant income tax, as a deduction from equity. Expenses associated with the issuance of shares for the acquisition of companies are included in the cost of the company acquired.

Retained earnings include current and previous financial year's results as presented in the income statement.

#### 4.13 Financial Liabilities

The Group's financial liabilities comprise bank loans and overdraft accounts, trade and other payables and financial leases. The Group's financial liabilities (apart from loans) are presented in the "Other long term liabilities" account, "Other current liabilities" account as well as in the "Trade and other payables" account of the statement of financial position.

Financial liabilities are recognized when the company becomes a party to the contractual agreements of the instrument and derecognized when the Group is discharged from the liability or the liability is

cancelled or expired. Interest expenses are recognized as an expense in the "Finance Costs" line of the Income Statement. Financial leases liabilities are measured at their initial cost, net of the amount of the financial payments capital. Trade payables are recognized initially at their nominal value and are subsequently measured at their amortized cost, net of settlement payments. Shareholder's dividends are included in the "Other current liabilities" account, when the dividend is approved by the Shareholders' General Meeting. Profit and loss is recognized in the Income Statement when the liabilities are written off and through amortization.

#### 4.14 Loans

Loan liabilities are initially recorded at cost reflecting their fair value reduced by the relevant expenses for contracting the loan. After the initial recognition they are measured at the amortized cost based on the effective interest rate method. Borrowing costs are recognized as expenses in the period in which they occur.

Loans in foreign currency are measured at the closing rate at the statement of financial position date, except for those loans for which the exchange rate regarding the conversion and payment has been specified upon their initiation.

#### 4.15 Income & Deferred tax

The financial year's charge with income tax consists of current taxes and deferred taxes, namely taxes or tax relieves related to financial benefits arising in the period but which have already been allocated or will be allocated by the tax authorities to different financial years and provisions regarding finalization of income tax liabilities after relevant tax inspections for uninspected financial years. Income tax is recognized in the statement of total comprehensive income with the exception of tax pertaining to transactions directly recorded in equity, which is also recognized in equity or in other comprehensive income.

Current income tax includes current liabilities or receivables from the tax authorities pertaining to tax payable on taxable income of the financial year and any additional income tax pertaining to previous years.

Current taxes are calculated according to tax rates and tax laws applied for the accounting periods to which they pertain, based on taxable profit for the year. Changes in current tax items in assets or liabilities are recognized as a part of taxable expenses in the statement of total comprehensive income.

Deferred income tax is determined based on the liability method arising from temporary differences between the carrying amount and the tax base for items in assets and liabilities. Deferred income tax is not recognised if it arises from the initial recognition of an asset or liability in a transaction, outside a business combination and at time of the transaction, did not affect the accounting nor the tax profit or loss.

Deferred tax assets and liabilities are measured based on the tax rates expected to be applied in the period during which the asset or liability will be settled considering the tax rates (and tax laws) in force up to the statement of financial position date. If it is not possible to specify the time of reversal of temporary differences, the tax rate applied is the one being in force in the year subsequent to the statement of financial position date.

Deferred tax assets are recognized to the extent that there will be a future taxable profit for the use of the temporary difference creating the deferred tax receivable.

Deferred income tax is recognized for the temporary differences arising from investments in subsidiary and affiliated undertakings, unless the reversal of temporary differences is controlled by the Group and it is unlikely that temporary differences be reversed in the foreseeable future.

Most changes in deferred tax assets or liabilities are recognized as a part of tax expenses in statement of profit or loss.



#### 4.16 Employee Benefits Obligations

##### a) Short-term benefits

Short-term employee benefits (except post-employment benefits) monetary and in kind are recognized as an expense when they accrue. Any unpaid amount is recognised as a liability, while in the case where the amount paid exceeds the amount of services rendered, the company recognizes the excess amount as an asset (prepaid expense) only to the extent that the prepayment will lead to a reduction of future payments or to reimbursement.

##### b) Post-employment benefits

Post-employment benefits include pensions or other benefits which the company offers after the termination of employment to the employees as acknowledgement of their services. Thus, they include both defined contribution schemes as well as defined benefits schemes. The accrued cost of the defined contributions scheme is registered as an expense in the relative period.

###### • *Defined contribution plan*

Defined contribution plans are relating to contributions to Insurance Carriers (eg Social Security), so the Group does not have any legal obligation in the event that the State Fund is unable to pay a pension to the insured. The employer's obligation is limited to the payment of employer contributions to the insurance companies or state social insurance institutions. The payable contribution from the company to a defined contribution scheme, is recognized as liability, after deduction of the paid contribution, while the accrued contributions as an expense.

###### • *Defined benefit plan*

According to L.2112/20 and 4093/2012 the company is obliged to compensate its employees in case of retirement or dismissal. The amount of the compensation paid depends on the years of service, the level of wages and the removal from service (dismissal or retirement). The entitlement to participate in these programs is usually based on years of service of the employee until retirement.

The liability that is reported in the Statement of Financial Position with respect to this scheme is the present value of the liability for the defined benefit depending on the accrued right of the employee and the period to be rendered. The commitment of the defined benefit is calculated annually by an independent actuary with the use of the projected unit credit method. For the fiscal year ended at 30.06.2017 the choice of interest rate has been made with the method of Full Yield Curve. The Yield Curve is used the yield of iBoxx AA -rated which is considered consistent with the principles of IAS 19 since is based on bonds corresponding to the currency and term estimation in relation to employee benefits and appropriate for long-term provisions.

The obligations for benefits payable of an employee benefit scheme are based on various parameters, such as age, years of service and salary. The provisions for the period are included in personnel cost, in income statement and consist of current and past service cost, the relative financial cost, actuarial gains or losses and any possible additional charges. Regarding unrecognized actuarial gains or losses the revised IAS 19R is followed, which includes a number of changes in accounting for defined benefit plans, including:

- The recognition of actuarial gains/losses in other comprehensive income and permanent exclusion from the year's income statement.
- The expected returns on investment of the program of each period is not recognized according to the expected returns but it is recognized the interest on net liability/(asset) according to the discount rate used to measure the defined benefit obligation.
- The recognition of prior service cost in the income statement earlier than the plan readjustment date or when the relative readjustment or end of service benefit is recognized.,
- Other changes include new disclosures, such as quantitative sensitivity analysis.

#### 4.17 Provisions and Contingent Liabilities / Assets

Provisions are recognized if the Group has current legal or constructive obligations as a result of past events, their settlement is probable through outflows of resources and the exact amount of the liability can be reliably measured. Provisions are reviewed as at each statement of financial position date and they are adjusted so that they reflect the present value of the expense expected to settle the liability.

Contingent liabilities are not recognized in the financial statements but they are disclosed, unless the possibility of outflows of sources which incorporate financial benefits is minimum. Contingent assets are not recognized in the financial statements but they are disclosed if the inflow of financial benefits is probable.

#### 4.18 Leases

##### Company of the Group as a Lessee

Leases of fixed assets during which all risks and rewards associated with the ownership of an asset are transferred to the Group, irrespectively of whether the ownership title of that item is finally transferred or not, are designated as finance leases. Those leases are capitalized upon the commencement of the lease at the lower of the fair value of the fixed asset and the present value of minimum lease payments.

Every lease is allocated between the liability and financial expenses so that a fixed interest rate can be achieved for the remaining financial liability. Respective liabilities from leases, net of financial expenses are disclosed in liabilities. The part of the financial expense pertaining to finance leases is recognized in the year's results during the lease. Fixed assets acquired through a finance lease are depreciated in the shorter period between the useful life of fixed assets and the duration of their lease except for cases when the fixed asset is certain to come to the ownership of the Group after the end of the leased period. In those cases the fixed asset is depreciated based on estimates of its useful life.

Leasing agreements based on which the lessor transfers the right for use of an item in assets for an agreed period without transferring the risks and rewards associated with the ownership of the fixed asset are classified as operating leases. Payments made for operating leases (net of any motives offered by the lessor) are recognized in income statement on a proportionate basis during the lease.

##### Company of the Group as a lessor

Fixed assets which are leased based on operating leases are included in tangible assets of the statement of financial position. They are depreciated during their expected useful life on a basis consistent with similar privately-owned tangible assets. The income from rent (net of any incentives given to the lessees) is recognized on a straight line basis during the period of the lease.

#### 4.19 Recognition of Revenue and Expenses

##### Revenue

Revenue is recognized when is probable that the economic benefits will flow to the entity and the amount can be reliably measured.

Revenue includes the fair value of goods sold and services provided net of VAT, discounts and returned items. The amount of revenue is considered reliably measured, when all possible burdens related to the sale have been resolved. Intercompany income in the Group is fully eliminated. Income is recognized as follows:

- **Sales of goods:** sales of goods are recognized when the Group delivers goods to clients, goods are accepted by clients and the collection of the receivable is reasonably secured.
- **Income from interest:** income from interest is recognized based on time and the effective interest rate. When there is an impairment of receivables, their book value is reduced to the recoverable amount which is the present value of expected future cash flows discounted at the initial effective interest rate. Subsequently interest is calculated at the same interest rate on the impaired (book) value.
- **Dividends:** dividends are recognised as income when the right for their collection is established.

##### Expenses

Expenses are recognized in profit or loss on an accrued basis. Payments made for operational leases are transferred to profit or loss as expenses at the time the lease is used. Expenses from interest are recognized on an accrued basis.



#### 4.20 Distribution of Dividends

The distribution of dividends to the shareholders of the parent company is recognized as a liability in the financial statements as at the date the distribution is approved by the General Meeting of the shareholders.

The Extraordinary General Meeting of the Company shareholders, which took place on 27.07.2016, approved an extraordinary dividend of € 0,27 per share before withholding tax, which formed part of the extraordinary reserves from taxed and undistributed profits for the year 01.07.2011 to 30.06.2012. This extraordinary dividend, after withholding tax, if necessary, amounts to 0,2430 euros per share and payments to shareholders began on 04.08.2016.

The Annual Regular General Meeting of the shareholders held on 02.11.2016, approved the distribution of a dividend of € 0,36 per share before withholding tax, formed from the undistributed profits for the year 2015/2016. This dividend, after withholding tax, if necessary, amounts to 0,3240 euros per share and payments to shareholders began on 10.11.2016.

At its meeting dated February 24th, 2017, the Board of Directors of the Company decided to distribute the amount of Euro 0,18 per share as an interim dividend for the year 2016/2017. After withholding a dividend tax of 15%, if necessary, the interim dividend amounts to 0,1530 Euro per share. The payments to shareholders began on 28.03.2017.

## 5. Notes to the Financial Statements

### 5.1 Segment Reporting

The Group recognizes four geographical segments: Greece, Cyprus, Bulgaria and Romania as operating segments. The above segments are used from the company's management for internal information purposes. The management's strategic decisions are based on the operating results of every segment which are used for the measurement of productivity.

In the segment "Greece" the Company's Management also monitors the sales from Greece to FYROM and Serbia based on the commercial agreement with the independent customer Veropoulos Dooel and the sales from Greece to Albania, to Kosovo and Bosnia based on the commercial agreement with the independent customer Kind Zone Sh.p.k. Total sales of the Company to FYROM, Albania Kosovo, Serbia and Bosnia for the period 01.07.2016-30.06.2017 reached the amount of 20.905 k euro.

Group's results per segment for the current financial year are as follows:

(amounts in €)	01/07/2016-30/06/2017				
	Greece	Cyprus	Bulgaria	Romania	Total
Sales	583.501.179	81.034.431	65.188.335	65.841.313	795.565.258
Intragroup Sales	(112.989.935)	(378.636)	(531.202)	(235.540)	(114.135.313)
<b>Total net sales</b>	<b>470.511.244</b>	<b>80.655.795</b>	<b>64.657.133</b>	<b>65.605.773</b>	<b>681.429.945</b>
Cost of sales	(222.454.240)	(39.435.430)	(32.203.123)	(31.846.848)	(325.939.641)
<b>Gross Profit</b>	<b>248.057.004</b>	<b>41.220.365</b>	<b>32.454.010</b>	<b>33.758.925</b>	<b>355.490.305</b>
Other operating income/Expenses	(713.291)	143.039	(1.232.891)	633.187	(1.169.957)
Administrative / Distribution expenses	(138.412.651)	(15.617.879)	(15.258.918)	(13.213.487)	(182.502.935)
<b>Profit before tax, interest and investment results</b>	<b>108.931.063</b>	<b>25.745.524</b>	<b>15.962.200</b>	<b>21.178.626</b>	<b>171.817.413</b>
Finance Results	(579.431)	1.140.380	546.176	697.751	1.804.876
Other financial Results	(156.420)	-	-	-	(156.420)
<b>Earnings before taxes</b>	<b>108.195.212</b>	<b>26.885.904</b>	<b>16.508.376</b>	<b>21.876.377</b>	<b>173.465.869</b>
Depreciation and amortization	(15.125.468)	(2.222.780)	(3.380.849)	(2.325.297)	(23.054.394)

Results per segment for the financial year 01.07.2015- 30.06.2016 are as follows:

(amounts in €)	01/07/2015-30/06/2016				
	Greece	Cyprus	Bulgaria	Romania	Total
Sales	550.508.516	79.635.885	52.807.656	48.571.113	731.523.170
Intragroup Sales	(91.633.288)	(774.092)	(859.442)	(699.021)	(93.965.842)
<b>Total net sales</b>	<b>458.875.228</b>	<b>78.861.793</b>	<b>51.948.214</b>	<b>47.872.092</b>	<b>637.557.328</b>
Cost of sales	(212.670.469)	(38.122.068)	(25.685.476)	(23.149.170)	(299.627.183)
<b>Gross Profit</b>	<b>246.204.759</b>	<b>40.739.725</b>	<b>26.262.739</b>	<b>24.722.922</b>	<b>337.930.145</b>
Other operating income/Expenses	(1.594.062)	84.264	(961.551)	358.072	(2.113.277)
Administrative / Distribution expenses	(135.729.780)	(15.403.232)	(12.548.079)	(11.138.758)	(174.819.849)
<b>Profit before tax, interest and investment results</b>	<b>108.880.917</b>	<b>25.420.757</b>	<b>12.753.110</b>	<b>13.942.235</b>	<b>160.997.019</b>
Finance Results	(142.703)	1.144.736	458.190	429.097	1.889.319
Other financial Results	2.245.300	-	-	-	2.245.300

Earnings before taxes	110.983.513	26.565.493	13.211.300	14.371.332	165.131.638
Depreciation and amortization	(15.017.919)	(2.015.894)	(3.344.381)	(2.292.005)	(22.670.199)

The allocation of consolidated assets and liabilities to business segments for the fiscal years 01.07.2016 – 30.06.2017 and 01.07.2015 – 30.06.2016 is analysed as follows:

(amounts in €)	30/6/2017				
	Greece	Cyprus	Bulgaria	Romania	Total
Non-current Assets	305.108.016	91.966.513	93.995.229	55.176.637	546.246.395
Current Assets	466.278.370	91.496.980	94.808.625	60.754.127	713.338.102
<b>Consolidated Assets</b>	<b>771.386.386</b>	<b>183.463.493</b>	<b>188.803.854</b>	<b>115.930.764</b>	<b>1.259.584.497</b>
Non-current liabilities	159.217.877	1.881.179	13.566	2.921.244	164.033.866
Current Liabilities	107.163.191	10.313.886	2.870.626	13.529.899	133.877.602
<b>Consolidated liabilities</b>	<b>266.381.068</b>	<b>12.195.065</b>	<b>2.884.192</b>	<b>16.451.143</b>	<b>297.911.468</b>

(amounts in €)	30/6/2016				
	Greece	Cyprus	Bulgaria	Romania	Total
Non-current Assets	304.667.694	88.312.231	95.465.413	42.038.131	530.483.470
Current Assets	470.547.826	72.469.314	80.029.080	55.881.676	678.927.895
<b>Consolidated Assets</b>	<b>775.215.520</b>	<b>160.781.545</b>	<b>175.494.493</b>	<b>97.919.807</b>	<b>1.209.411.365</b>
Non-current liabilities	159.351.627	102.899	21.674	5.785.088	165.261.288
Current Liabilities	107.313.298	9.974.487	1.995.515	9.276.150	128.559.450
<b>Consolidated liabilities</b>	<b>266.664.925</b>	<b>10.077.386</b>	<b>2.017.189</b>	<b>15.061.238</b>	<b>293.820.738</b>

(amounts in €)	Group's asset additions	
	30/6/2017	30/6/2016
Greece	16.709.273	17.371.017
Cyprus	5.711.262	4.737.037
Bulgaria	2.077.471	23.280
Romania	16.615.195	2.266.885
<b>Total</b>	<b>41.113.201</b>	<b>24.398.220</b>

The Group's main activity is the retail sale of toys, infant supplies, seasonal items, home products, books and stationery.

The sales per type of product for the current fiscal year are as follows:

Sales per product type for the year 01/07/2016-30/06/2017		
Product Type	Sales in €	Percentage
Toy	152.679.770	22,41%
Baby products	43.135.376	6,33%
Stationary	52.760.131	7,74%
Seasonal	163.545.987	24,00%
Home products	218.157.259	32,01%
Haberdashery and similar items	50.682.851	7,44%
Other	468.571	0,07%
<b>Total</b>	<b>681.429.945</b>	<b>100,00%</b>

The sales per type of product for the previous fiscal year are as follows:

Sales per product type for the year 01/07/2015-30/06/2016		
Product Type	Sales in €	Percentage
Toy	170.650.661	26,77%
Baby products	44.647.558	7,00%
Stationary	50.681.575	7,95%
Seasonal	157.975.568	24,78%
Home products	199.784.142	31,34%
Haberdashery and similar items	13.428.604	2,11%
Other	389.220	0,06%
<b>Total</b>	<b>637.557.328</b>	<b>100,00%</b>

## 5.2 Cost of sales

Cost of sales of the Group and the Company is as follows:

(amounts in €)	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Inventory at the beginning of year	196.780.190	197.792.010	172.023.416	172.697.801
Inland purchases	97.585.362	86.042.499	97.585.362	86.042.499
Purchases from third countries	271.701.051	215.717.487	271.463.054	215.145.843
Purchases from the Eurozone	34.237.495	23.597.750	27.678.554	22.944.005
Purchases Returns	(2.718.122)	(2.822.414)	(2.493.550)	(2.743.669)
Discounts on purchases /				
Discounts on turnover	(29.927.866)	(21.691.232)	(26.290.577)	(21.656.282)
Inventory at the end of the year	(239.233.591)	(196.780.190)	(210.141.089)	(172.023.416)
Income from own use of inventory/imputed income	(2.484.878)	(2.228.727)	(2.452.411)	(2.232.076)
<b>Total</b>	<b>325.939.641</b>	<b>299.627.183</b>	<b>327.372.759</b>	<b>298.174.705</b>

## 5.3 Distribution and Administration Expenses

Distribution and administration expenses are as follows:

(amounts in euro)	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Provision for compensation to personnel due to retirement	234.408	63.800	229.106	57.370
Payroll expenses	74.844.475	69.085.109	57.658.515	54.770.083
Third party expenses and fees	2.063.968	1.952.309	641.151	600.138
Services received	13.438.300	13.390.924	9.765.681	10.165.527
Assets repair and maintenance cost	3.251.242	3.066.488	2.471.961	2.464.342
Operating leases rent	15.809.365	13.618.583	11.946.107	11.427.429
Taxes and duties	2.741.731	2.608.426	2.096.187	1.933.954
Advertisement	9.025.833	8.845.922	6.643.115	6.997.426
Other various expenses	8.329.790	8.230.870	7.544.785	6.810.007
Packaging & immediate consumption materials	9.132.830	9.994.207	7.494.973	9.016.433
Depreciation of tangible and intangible assets	22.076.454	21.819.478	14.536.360	14.492.974
<b>Total</b>	<b>160.948.396</b>	<b>152.676.116</b>	<b>121.027.941</b>	<b>118.735.683</b>



Administrative expenses (amounts in euro)	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Provision for compensation to personnel due to retirement	152.738	38.246	152.738	38.246
Payroll expenses	11.873.062	11.879.917	10.584.107	10.732.710
Third party expenses and fees	3.285.844	3.092.638	3.131.870	2.993.490
Services received	3.008.008	2.840.147	948.458	1.032.068
Assets repair and maintenance cost	196.821	446.045	190.946	158.769
Operating leases rent	128.493	1.189.341	127.070	127.129
Taxes and duties	166.843	230.040	91.035	116.324
Advertisement	9.618	4.642	9.618	4.642
Other various expenses	1.755.174	1.571.995	1.559.760	1.265.774
Depreciation of tangible and intangible assets	977.938	850.722	589.108	524.945
<b>Total</b>	<b>21.554.539</b>	<b>22.143.733</b>	<b>17.384.710</b>	<b>16.994.097</b>

#### 5.4 Other operating income and expenses

Other operating income and expenses pertain to income or expenses from the operating activity of the Group. Their analysis is as follows:

Other operating income (amounts in €)	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Income from related activities	2.720.149	2.132.715	2.631.936	2.063.759
O.A.E.D. subsidies	1.203	156.408	-	156.408
Other income	1.804.263	1.996.257	507.624	1.115.578
<b>Total</b>	<b>4.525.615</b>	<b>4.285.380</b>	<b>3.139.560</b>	<b>3.335.745</b>
<b>Other operating expenses</b>				
<b>(amounts in €)</b>				
Other provisions	-	686.161	-	686.161
Taxes on property	1.861.448	1.709.943	1.084.996	994.141
Other expenses	3.834.124	4.002.553	2.767.855	3.249.505
<b>Total</b>	<b>5.695.572</b>	<b>6.398.657</b>	<b>3.852.851</b>	<b>4.929.807</b>

Line item "Other expenses" for the fiscal year ended on 30.06.2017 includes an amount of € 3.472.718 (30.06.2016: € 3.761.036) and € 2.427.699 (30.06.2016: € 3.040.253) for the Group and the Company, respectively, which pertains to losses from destruction or /and write down of obsolete inventories.

#### 5.5 Financial income / expenses and other financial results

The Group's and Company's financial results' analysis is as follows:

Financial income – net (amounts in €)	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Interest expense:</b>				
Financial cost of provision for compensation to personnel due to retirement	112.141	153.037	111.266	151.645
Bank loans	5.099.933	6.147.261	5.092.730	6.142.336
Commissions for guarantee letters	771	771	771	771
Other Banking Expenses	161.145	158.447	23.750	21.117
	<b>5.373.990</b>	<b>6.459.516</b>	<b>5.228.477</b>	<b>6.315.869</b>
<b>Interest income</b>				

Banks - other	-	-	-	-
Time deposits	6.627.562	7.668.835	4.097.742	5.493.166
Corporate Bonds	551.304	680.000	551.304	680.000
	<u>7.178.866</u>	<u>8.348.835</u>	<u>4.649.046</u>	<u>6.173.166</u>
<b>Total</b>	<u><u>1.804.876</u></u>	<u><u>1.889.319</u></u>	<u><u>(579.431)</u></u>	<u><u>(142.703)</u></u>

	THE GROUP		THE COMPANY	
Other Financial Results (amounts in €)	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Profits / (losses) from financial instruments measured at fair value through profit or loss	(50.900)	2.245.300	(50.900)	2.245.300
Profits / (losses) from the sale of financial instruments	(105.520)	-	(105.520)	-
	<u>(156.420)</u>	<u>2.245.300</u>	<u>(156.420)</u>	<u>2.245.300</u>

## 5.6 Income tax

According to Greek tax legislation, income tax for the fiscal year 01.07.2016-30.06.2017 was calculated at the rate of 29% on profits of the parent company, 10%, on average, on profits of the subsidiary JUMBO EC.B. LTD in Bulgaria and 16% on profits of the subsidiaries JUMBO EC.R SRL and WESTLOOK SRL in Romania. In respect of the subsidiary companies in Cyprus, the tax rate was 12,5%.

Deferred tax for the comparative financial year both for the Group and for the Company includes amount of € 856.093 relating to the effect of the increase in the tax rate of Greece, from 26% to 29%.

Provision for income taxes disclosed in the financial statements is analysed as follows:

	THE GROUP		THE COMPANY	
(amounts in €)	01/07/2016- 30/06/2017	01/07/2015- 30/06/2016	01/07/2016- 30/06/2017	01/07/2015- 30/06/2016
Income taxes for the year	42.529.195	42.775.496	34.295.049	33.615.103
Deferred income tax for the year	(71.434)	236.388	(90.025)	184.328
Deferred income tax for the year as a result of the tax rate increase	-	856.093	-	856.093
<b>Total income tax</b>	<u><u>42.457.760</u></u>	<u><u>43.867.977</u></u>	<u><u>34.205.024</u></u>	<u><u>34.655.524</u></u>

The Company's and the Group's income tax is different from the theoretical amount that would result from the use of the nominal tax rates. The analysis is as follows:

	THE GROUP		THE COMPANY	
(amounts in €)	01/07/2016- 30/06/2017	01/07/2015- 30/06/2016	01/07/2016- 30/06/2017	01/07/2015- 30/06/2016
<b>Earnings before taxes</b>	173.465.869	165.131.638	116.266.629	117.112.565
Nominal tax rate			29%	29%
<b>Expected tax expense</b>	<u>41.256.311</u>	<u>42.663.760</u>	<u>33.717.322</u>	<u>33.962.644</u>
<b>Adjustments for income that are not taxable</b>				
- Tax free income	(345.860)	(316.669)	-	-
Effect from the tax rate increase	-	856.093	-	856.093
<b>Tax adjustments for expenses not deductible for tax purposes</b>				
- Non taxable expenses	613.163	588.018	188.923	152.020
Other	934.148	76.775	298.779	(315.233)
<b>Total income tax</b>	<u><u>42.457.760</u></u>	<u><u>43.867.977</u></u>	<u><u>34.205.024</u></u>	<u><u>34.655.524</u></u>

## 5.7 Earnings per share

The analysis of basic earnings per share for the Group and the Company is as follows:

Basic earnings per share <i>Amounts in €</i>	THE GROUP		THE COMPANY	
	01/07/2016- 30/06/2017	01/07/2015- 30/06/2016	01/07/2016- 30/06/2017	01/07/2015- 30/06/2016
Earnings attributable to the shareholders of the parent company	131.008.109	121.263.661	82.061.605	82.457.042
Weighted average number of shares	136.059.759	136.059.759	136.059.759	136.059.759
<b>Basic earnings per share (euro per share)</b>	<b>0,9629</b>	<b>0,8913</b>	<b>0,6031</b>	<b>0,6060</b>

Earnings / (losses) per share were calculated based on the allocation of profits / (losses) after tax, on the weighted average number of shares of the parent company.

As at 30.06.2017 the Company or its subsidiary companies have not acquired any shares of the Parent Company. Moreover, during the presented periods, there are no titles potentially convertible into shares, which could lead to dilution of earnings per share.

## 5.8 Property, plant and equipment

### a. Depreciation

Depreciation of tangible assets (other than land which is not depreciated) is calculated based on the fixed method during their useful life which is as follows:

Buildings	30 - 35 years
Mechanical equipment	5 - 20 years
Vehicles	5 - 10 years
Other equipment	4 - 10 years
Computers and software	3 - 5 years

### b. Acquisition of Tangible Assets

The net investments for the acquisition of assets for the company for the financial year 01.7.2016-30.06.2017 reached the amount of € 16.709 k (30.06.2016: € 17.371 k) and for the Group € 41.113 k (30.06.2016: € 24.398 k). On 30.06.2017 the Group had agreements for construction of buildings-civil works and transportation means of € 6.695 k and the Company of € 6.124 k.



The analysis of the Group's and Company's tangible assets is as follows:  
(amounts in Euro)

	THE GROUP										
	Land - Freehold	Buildings and fixtures on buildings - Freehold	Transportati on means	Machinery - furniture and other equipment	Software	Fixed assets under construction	Total	Leasehold land and buildings	Leased means of transportation	Total of leasehold fixed assets	Total Property Plant and Equipment
Cost 30/06/2015	142.973.687	405.579.391	7.678.131	97.929.002	3.494.797	966.810	658.621.818	0	0	0	658.621.818
Accumulated depreciation	0	(92.648.704)	(1.487.935)	(63.841.790)	(2.762.239)	0	(160.740.668)	0	0	0	(160.740.668)
Net Cost as at 30/06/2015	142.973.687	312.930.687	6.190.196	34.087.212	732.558	966.810	497.881.150	0	0	0	497.881.150
Cost 30/06/2016	148.143.090	416.499.842	7.800.195	101.458.678	3.497.610	3.694.547	681.093.962	0	0	0	681.093.962
Accumulated depreciation	0	(107.319.195)	(1.676.337)	(70.306.468)	(3.024.369)	0	(182.326.369)	0	0	0	(182.326.369)
Net Cost as at 30/06/2016	148.143.090	309.180.647	6.123.858	31.152.210	473.241	3.694.547	498.767.593	0	0	0	498.767.593
Cost 30/06/2017	149.154.973	445.160.647	10.094.273	108.642.640	3.552.893	2.208.882	718.814.308	0	0	0	718.814.308
Accumulated depreciation	0	(122.546.452)	(1.524.548)	(76.609.303)	(3.258.843)	0	(203.939.145)	0	0	0	(203.939.145)
Net Cost as at 30/06/2017	149.154.973	322.614.195	8.569.725	32.033.337	294.051	2.208.882	514.875.163	0	0	0	514.875.163

	THE COMPANY										
	Land - Freehold	Buildings and fixtures on buildings - Freehold	Transportation means	Machinery - furniture and other equipment	Software	Fixed assets under construction	Total	Leasehold land and buildings	Leased means of transportation	Total of leasehold fixed assets	Total Property Plant and Equipment
Cost 30/06/2015	81.181.867	257.107.965	1.498.222	76.468.311	2.535.715	0	418.792.081	0	0	0	418.792.081
Accumulated depreciation	0	(71.724.322)	(1.287.906)	(54.430.227)	(1.967.205)	0	(129.409.658)	0	0	0	(129.409.658)
Net Cost as at 30/06/2015	81.181.867	185.383.643	210.316	22.038.084	568.510	0	289.382.423	0	0	0	289.382.423
Cost 30/06/2016	85.148.978	266.291.302	1.581.397	78.712.382	2.516.868	704.983	434.955.913	0	0	0	434.955.913
Accumulated depreciation	0	(81.355.128)	(1.233.141)	(58.707.522)	(2.153.071)	0	(143.448.860)	0	0	0	(143.448.860)
Net Cost as at 30/06/2016	85.148.978	184.936.174	348.256	20.004.860	363.797	704.983	291.507.053	0	0	0	291.507.053
Cost 30/06/2017	85.743.673	277.580.613	1.143.638	82.350.796	2.516.869	291.894	449.627.483	0	0	0	449.627.483
Accumulated depreciation	0	(91.388.822)	(769.759)	(62.733.079)	(2.318.109)	0	(157.209.769)	0	0	0	(157.209.769)
Net Cost as at 30/06/2017	85.743.673	186.191.789	373.879	19.617.717	198.761	291.894	292.417.714	0	0	0	292.417.714



Movement in fixed assets during the year for the Group is as follows:  
(amounts in Euro)

	THE GROUP										
	Land - Freehold	Buildings and fixtures on buildings - Freehold	Transportati on means	Machinery - furniture and other equipment	Software	Fixed assets under construction	Total	Leasehold land and buildings	Leased means of transportation	Total of leasehold fixed assets	Total Property Plant and Equipment
Net Cost as at 30/06/2015	142.973.687	405.579.391	7.678.131	97.929.002	3.494.797	966.810	658.621.818	0	0	0	658.621.818
- Additions	5.370.756	11.478.157	280.613	4.421.513	23.505	4.513.005	26.087.548	0	0	0	26.087.548
- Decreases - transfers	(95.735)	(227.759)	(158.549)	(820.043)	(18.847)	(1.800.330)	(3.121.261)	0	0	0	(3.121.261)
- Exchange differences	(105.618)	(329.947)	0	(71.794)	(1.846)	15.062	(494.144)	0	0	0	(494.144)
Net Cost as at 30/06/2016	148.143.090	416.499.842	7.800.195	101.458.678	3.497.610	3.694.547	681.093.962	0	0	0	681.093.962
- Additions	1.067.994	19.132.780	2.868.087	6.338.931	56.437	11.648.971	41.113.202	0	0	0	41.113.202
- Decreases - transfers	0	9.727.953	(574.010)	891.614	(0)	(13.134.556)	(3.088.999)	0	0	0	(3.088.999)
- Exchange differences	(56.111)	(199.930)	0	(46.585)	(1.154)	(80)	(303.861)	0	0	0	(303.861)
Net Cost as at 30/06/2017	149.154.973	445.160.646	10.094.273	108.642.638	3.552.893	2.208.881	718.814.304	0	0	0	718.814.304
Net Cost as at 30/06/2015	0	(92.648.704)	(1.487.935)	(63.841.790)	(2.762.239)	0	(160.740.668)	0	0	0	(160.740.668)
- Additions	0	(14.800.592)	(346.950)	(6.835.252)	(276.377)	0	(22.259.172)	0	0	0	(22.259.172)
- Decreases - transfers	0	109.776	158.548	375.631	15.461	0	659.416	0	0	0	659.416
- Exchange differences	0	20.325	0	(5.057)	(1.214)	0	14.054	0	0	0	14.054
Net Cost as at 30/06/2016	0	(107.319.195)	(1.676.337)	(70.306.468)	(3.024.369)	0	(182.326.369)	0	0	0	(182.326.369)
- Additions	0	(15.256.430)	(422.220)	(6.756.956)	(235.619)	0	(22.671.226)	0	0	0	(22.671.226)
- Decreases - transfers	0	6.669	574.010	434.274	0	0	1.014.953	0	0	0	1.014.953
- Exchange differences	0	22.505	0	19.847	1.146	0	43.498	0	0	0	43.498
Net Cost as at 30/06/2017	0	(122.546.452)	(1.524.548)	(76.609.303)	(3.258.843)	0	(203.939.145)	0	0	0	(203.939.145)



Movement in fixed assets during the year for the Company is as follows:  
(amounts in Euro)

## THE COMPANY

	Land - Freehold	Buildings and fixtures on buildings - Freehold	Transportation means	Machinery - furniture and other equipment	Software	Fixed assets under construction	Total	Leasehold land and buildings	Leased means of transportation	Total of leasehold fixed assets	Total Property Plant and Equipment
<b>Net Cost as at 30/06/2015</b>	<b>81.181.867</b>	<b>257.107.965</b>	<b>1.498.222</b>	<b>76.468.311</b>	<b>2.535.715</b>	<b>0</b>	<b>418.792.081</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>418.792.081</b>
- Additions	3.967.111	9.411.096	241.723	3.046.104	0	704.983	<b>17.371.017</b>	0	0	0	<b>17.371.017</b>
- Decreases - transfers	0	(227.759)	(158.548)	(802.033)	(18.847)	0	<b>(1.207.185)</b>	0	0	0	<b>(1.207.185)</b>
- Exchange differences	0	0	0	0	0	0	<b>0</b>	0	0	0	<b>0</b>
<b>Net Cost as at 30/06/2016</b>	<b>85.148.978</b>	<b>266.291.302</b>	<b>1.581.397</b>	<b>78.712.382</b>	<b>2.516.868</b>	<b>704.983</b>	<b>434.955.913</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>434.955.913</b>
- Additions	594.695	4.240.204	136.250	4.514.182	0	7.223.941	<b>16.709.273</b>	0	0	0	<b>16.709.273</b>
- Decreases - transfers	0	7.049.106	(574.010)	(875.770)	(0)	(7.637.030)	<b>(2.037.704)</b>	0	0	0	<b>(2.037.704)</b>
- Exchange differences	0	0	0	0	0	0	<b>0</b>	0	0	0	<b>0</b>
<b>Net Cost as at 30/06/2017</b>	<b>85.743.673</b>	<b>277.580.612</b>	<b>1.143.638</b>	<b>82.350.794</b>	<b>2.516.868</b>	<b>291.894</b>	<b>449.627.483</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>449.627.483</b>
<b>Net Cost as at 30/06/2015</b>	<b>0</b>	<b>(71.724.322)</b>	<b>(1.287.906)</b>	<b>(54.430.227)</b>	<b>(1.967.205)</b>	<b>0</b>	<b>(129.409.658)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(129.409.658)</b>
- Additions	0	(9.740.582)	(103.783)	(4.589.057)	(201.327)	0	<b>(14.634.749)</b>	0	0	0	<b>(14.634.749)</b>
- Decreases - transfers	0	109.776	158.548	311.762	15.461	0	<b>595.547</b>	0	0	0	<b>595.547</b>
- Exchange differences	0	0	0	0	0	0	<b>0</b>	0	0	0	<b>0</b>
<b>Net Cost as at 30/06/2016</b>	<b>0</b>	<b>(81.355.128)</b>	<b>(1.233.141)</b>	<b>(58.707.522)</b>	<b>(2.153.071)</b>	<b>0</b>	<b>(143.448.860)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(143.448.860)</b>
- Additions	0	(10.040.363)	(110.627)	(4.426.270)	(165.039)	0	<b>(14.742.299)</b>	0	0	0	<b>(14.742.299)</b>
- Decreases - transfers	0	6.669	574.010	400.712	0	0	<b>981.391</b>	0	0	0	<b>981.391</b>
- Exchange differences	0	0	0	0	0	0	<b>0</b>	0	0	0	<b>0</b>
<b>Net Cost as at 30/06/2017</b>	<b>0</b>	<b>(91.388.822)</b>	<b>(769.759)</b>	<b>(62.733.079)</b>	<b>(2.318.110)</b>	<b>0</b>	<b>(157.209.769)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(157.209.769)</b>



**c. Liens on fixed assets**

As at 30.06.2017, there are no liens on the Group and the Company's fixed assets.

**5.9 Investment property (leased properties)**

The Group designated as investment property, investments in real estate buildings and land or part of them which could be measured separately and constituted a main part of the building or land under exploitation. The Group measures those investments at cost less any impairment losses and depreciations.

Summary information regarding those investments is as follows:

(amounts in €)

Location of asset	Description – operation of asset	Income from rents	
		01/07/2016- 30/06/2017	01/07/2015- 30/06/2016
Thessaloniki port	An area (parking space for 198 vehicles) on the first floor of a building, ground floor in the same building of 6.422,17 sq. m. area		
		57.536	57.536
Nea Efkarpia	Retail Shop	-	9.000
Rentis	Retail Shop	24.000	24.000
<b>Total</b>		<b>81.536</b>	<b>90.536</b>

Regarding the property in Nea Efkarpia, the management will consider whether it will be used as a store or warehouse and at this case will be transferred to the own-occupied property or if it will be leased and in that case will remain in the investment property.

None of the subsidiaries had any investment properties until 30.06.2017.

Net book value of those investments for the Group and the Company is analyzed as follows:

(amounts in €)	Investment Property
Cost 30/06/2016	11.506.612
Accumulated depreciation	(5.771.061)
<b>Net Book Value as at 30/06/2016</b>	<b>5.735.551</b>
Cost 30/6/2017	11.506.612
Accumulated depreciation	(6.154.231)
<b>Net Book Value as at 30/06/2017</b>	<b>5.352.381</b>

Movements in the account for the year are as follows:

(amounts in €)	Investment Property
<b>Cost</b>	
<b>Balance as at 30/06/2016</b>	<b>11.506.612</b>
- Additions	-
- Decreases – transfers	-
<b>Balance as at 30/06/2017</b>	<b>11.506.612</b>
<b>Depreciation</b>	
<b>Balance as at 30/06/2016</b>	<b>(5.771.061)</b>
- Additions	(383.170)
- Decreases – transfers	-
<b>Balance as at 30/06/2017</b>	<b>(6.154.231)</b>

It is estimated that fair values are not materially different from the ones disclosed in the Company's books regarding those assets.

### 5.10 Investments in subsidiaries

The balance in the account of the parent company is analyzed as follows:

*(amounts in €)*

Company	Head offices	Participation rate	Amount of participation
JUMBO TRADING LTD	Avraam Antoniou 9- 2330 Kato Lakatamia Nicosia - Cyprus	100%	11.074.190
JUMBO EC.B LTD	Sofia, Bu.Bulgaria 51-Bulgaria	100%	127.104.299
JUMBO EC.R SRL	Bucharest (administrative area 3, B-dul Theodor Pallady, number.51, building Centrul de Calcul, 5th floor )	100%	68.908.540
			<b>207.087.029</b>

The change of the investments in subsidiaries is as follows:

*(amounts in €)*

	30/6/2017	30/6/2016
Opening Balance	207.087.029	187.087.027
Share Capital Increase of subsidiaries	-	20.000.002
Closing Balance	207.087.029	207.087.029

In the separate financial statements, investments in subsidiaries are measured after initial recognition at their acquisition cost that is constituted by the fair value of the consideration less direct expenses, related to the acquisition of the investment, less any impairment losses that may arise.



### 5.11 Financial assets per category

The financial assets per category are as follows:

	THE GROUP							
	30/06/2017				30/06/2016			
	Assets available for sale (fair value)	Trading Securities (fair value)	Loans and receivables (at amortized cost)	Total	Assets available for sale (fair value)	Trading Securities (fair value)	Loans and receivables (at amortized cost)	Total
<i>Amounts in €</i>								
<b>Financial Assets</b>								
Financial assets available for sale	8.621.182	-	-	8.621.182	7.876.142	-	-	7.876.142
Long term restricted bank accounts	-	-	900.000	900.000	-	-	965.020	965.020
Trade debtors and other trade receivables	-	-	4.772.752	4.772.752	-	-	3.850.328	3.850.328
Other Receivables	-	-	11.374.716	11.374.716	-	-	11.341.311	11.341.311
Trading securities	-	-	-	-	-	8.156.420	-	8.156.420
Cash and cash equivalents	-	-	366.047.454	366.047.454	-	-	394.732.686	394.732.686
<b>Financial Assets</b>	<b>8.621.182</b>	<b>-</b>	<b>383.094.922</b>	<b>391.716.104</b>	<b>7.876.142</b>	<b>8.156.420</b>	<b>410.889.345</b>	<b>426.921.907</b>

The table above includes, per category, only financial assets under the relative definitions provided in IFRS. However, the aforementioned analysis can differ, on case basis, from the relative accounts presented in the Financial Statements.



## THE COMPANY

	30/06/2017				30/06/2016			
	Assets available for sale (fair value)	Trading Securities (fair value)	Loans and receivables (at amortized cost)	Total	Assets available for sale (fair value)	Trading Securities (fair value)	Loans and receivables (at amortized value)	Total
<i>Amounts in €</i>								
<b>Financial Assets</b>								
Trade debtors and other trade receivables	-	-	6.142.873	6.142.873	-	-	4.580.246	4.580.246
Other Receivables	-	-	10.263.570	10.263.570	-	-	9.921.591	9.921.591
Bonds	-	-	-	-	-	8.156.420	-	8.156.420
Cash and cash equivalents	-	-	150.296.109	150.296.109	-	-	213.433.355	213.433.355
<b>Financial Assets</b>	<b>-</b>	<b>-</b>	<b>166.702.552</b>	<b>166.702.552</b>	<b>-</b>	<b>8.156.420</b>	<b>227.935.192</b>	<b>236.091.612</b>

The table above includes, per category, only financial assets under the relative definitions provided in IFRS. However, the aforementioned analysis can differ, on case basis, from the relative accounts presented in the Financial Statements.



	THE GROUP	
	30/06/2017	30/06/2016
<i>Amounts in €</i>	Other Financial Liabilities (at amortized cost)	Other Financial Liabilities (at amortized cost)
<b>Financial Liabilities</b>		
Other long term liabilities	4.565.074	5.652.744
Trade and other payables	38.724.262	38.796.020
Loans	159.215.128	144.370.143
Other current liabilities	29.549.884	37.659.770
	<b>232.054.349</b>	<b>226.478.677</b>

	THE COMPANY	
	30/06/2017	30/06/2016
<i>Amounts in €</i>	Other Financial Liabilities (at amortized cost)	Other Financial Liabilities (at amortized cost)
<b>Financial Liabilities</b>		
Trade and other payables	38.747.250	37.654.818
Loans	159.215.128	144.189.979
Other current liabilities	14.157.020	27.605.790
	<b>212.119.398</b>	<b>209.450.587</b>

The tables above include, as far as both – the Group and the Company are concerned – per category, only financial liabilities under the relative definitions provided in IFRS. However, the aforementioned analysis can differ, on case basis, from the relative accounts presented in the Financial Statements.

### 5.11.1 Financial Assets available for sale

The financial assets available for sale are presented in the below table:

Financial assets available for sale		THE GROUP		THE COMPANY	
<i>Amounts in €</i>		30/06/2017	30/06/2016	30/06/2017	30/06/2016
Investments in shares of listed companies		8.621.182	7.876.142	-	-
<b>Total assets available for sale</b>		<b>8.621.182</b>	<b>7.876.142</b>	<b>-</b>	<b>-</b>

Analysis for the fiscal year:		THE GROUP		THE COMPANY	
<i>Amounts in €</i>		30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Opening balance</b>		<b>7.876.142</b>	<b>10.377.348</b>	-	-
Additions		-	-	-	-
Sales		-	-	-	-



Gains/(losses) on measurement of financial assets available for sale	745.040	(2.501.206)	-	-
Impairment	-	-	-	-
<b>Closing Balance</b>	<b>8.621.182</b>	<b>7.876.142</b>	<b>-</b>	<b>-</b>

### 5.11.2 Trading Securities – Derivatives

Trading securities and derivatives are analysed below as follows:

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<i>Amounts in €</i>				
Bonds	-	8.156.420	-	8.156.420
<b>Total</b>	<b>-</b>	<b>8.156.420</b>	<b>-</b>	<b>8.156.420</b>

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<i>Amounts in €</i>				
<b>Opening balance</b>	<b>8.156.420</b>	<b>5.911.120</b>	<b>8.156.420</b>	<b>5.911.120</b>
Sales	(8.105.520)	-	(8.105.520)	-
Profits/(losses) on measurement of financial assets at fair value through profit and loss	(50.900)	2.245.300	(50.900)	2.245.300
<b>Closing Balance</b>	<b>-</b>	<b>8.156.420</b>	<b>-</b>	<b>8.156.420</b>

Regarding the Company's investment in corporate bonds issued by Hellenic Petroleum (Hellenic Petroleum) listed on the Luxembourg Stock Exchange, the Company, during the financial year that ended on 30.06.2017, received an amount of € 8 million as a result of the repayment by the Issuer. As a result, the trading portfolio of the Company and the Group as at 30.06.2017 has become zero.

### 5.11.3 Fair value of financial assets

The table below presents the financial instruments measured at fair value in the statement of financial position, in a fair value measurement hierarchy. According to the hierarchy in fair value measurement, financial assets and liabilities are grouped into three levels based on the importance of data input on the measurement of their fair value. The fair value hierarchy has the following three levels:

**Level 1:** inputs as a quoted price in an active market for an identical asset or liability.

**Level 2 :** inputs other than Level 1 that are observable for financial assets or liabilities either directly (e.g. market price) or indirectly (arising from market prices) and

**Level 3:** inputs for assets or liabilities not based on observable market input (unobservable inputs).

The level for each financial asset or liability is introduced based on the lowest level of the overall fair value.

Financial assets and liabilities measured at fair value in the statement of financial position are categorized in the fair value hierarchy as follows:





Amounts in €

**Description**

-Shares

**Total asset at fair value**

THE GROUP			
Valuation at fair value at the end of the reporting fiscal year using:			
30/6/2017	Level 1	Level 2	Level 3
8.621.182	8.621.182	-	-
<b>8.621.182</b>	<b>8.621.182</b>	<b>-</b>	<b>-</b>

Amounts in €

**Description**

-Bonds

-Shares

**Total asset at fair value**

THE GROUP			
Valuation at fair value at the end of the reporting fiscal year using:			
30/6/2016	Level 1	Level 2	Level 3
8.156.420	8.156.420	-	-
7.876.142	7.876.142	-	-
<b>16.032.562</b>	<b>16.032.562</b>	<b>-</b>	<b>-</b>

Amounts in €

**Description**

-Shares

**Total asset at fair value**

THE COMPANY			
Valuation at fair value at the end of the reporting fiscal year using:			
30/6/2017	Level 1	Level 2	Level 3
-	-	-	-
<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Amounts in €

**Description**

-Bonds

-Shares

**Total asset at fair value**

THE COMPANY			
Valuation at fair value at the end of the reporting fiscal year using:			
30/6/2016	Level 1	Level 2	Level 3
8.156.420	8.156.420	-	-
-	-	-	-
<b>8.156.420</b>	<b>8.156.420</b>	<b>-</b>	<b>-</b>

Listed bonds are valued at the closing price on the reporting date.

Listed shares are valued at the closing price on the reporting date.

Listed shares of the Group concern shares at the Bank of Cyprus Holdings Public Limited Company (BOC Holdings) which are held by the subsidiary JUMBO TRADING LIMITED. 47,5% of the uninsured deposits of the subsidiary JUMBO TRADING LTD at the Bank of Cyprus has been converted, following the decision of the Eurogroup in March 2013 into 27.099.720 ordinary shares of the Bank of Cyprus which are valued based on the closing price on 30.06.2017 and are included in Level 1. During fiscal year 2014/2015, the subsidiary company JUMBO TRADING LTD acquired additional 26.117.453 shares of the Bank of Cyprus of total value € 6.268.188.

It is noted that at the Extraordinary General Meeting of the Bank of Cyprus' shareholders that was held on 13.12.2016, approved the as of 21.11.2016 settlement plan between the Bank of Cyprus, the Bank of Cyprus Holdings Public Limited Company and the Bank of Cyprus' shareholders. As a result of the above decision, JUMBO TRADING LTD held in January 2017 after the issue and the listing of the shares of Bank of Cyprus Holdings Public Limited Company on the London Stock Exchange and the Cyprus Stock Exchange in total 2.660.859 shares. The price of the share as at 30.06.2017 was € 3,24 given the shares valuation, and a gain of € 745.040 has arisen recorded in the statement of other comprehensive income in the Financial Statements.

### 5.12 Other long term receivables

The balance of the account is analysed as follows:

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Other long term receivables (amounts in euro)				
Guarantees	6.681.340	6.709.142	6.663.509	6.692.111
Prepaid expenses	9.816.329	10.430.022	674.412	732.981
<b>Total</b>	<b>16.497.669</b>	<b>17.139.164</b>	<b>7.337.921</b>	<b>7.425.092</b>

The sum of «Guarantees» relates to long term guarantees, which will be collected or returned after the end of the next financial year.

The amount of prepaid expenses refers to long-term prepaid store rentals. The amount includes an amount of € 7.694.709 out of € 10.000.000 as an advance payment of future rents that the subsidiary company JUMBO TRADING made for a hyper store in a mall in a central area in Paphos. In order to guarantee the above the subsidiary has received a letter of guarantee. Relevant information is provided in Note 5.31 below.

Fair value of these receivables does not differ significantly from the one presented in the Financial Statements and is subject to re-evaluation on an annual basis.

### 5.13 Inventories

Analysis of inventory is as follows:

(amounts in euro)	THE GROUP		THE COMPANY	
	30/6/2017	30/6/2016	30/6/2017	30/6/2016
Merchandise	239.233.591	196.780.190	210.141.089	172.023.416
<b>Total</b>	<b>239.233.591</b>	<b>196.780.190</b>	<b>210.141.089</b>	<b>172.023.416</b>
<b>Total net realizable value</b>	<b>239.233.591</b>	<b>196.780.190</b>	<b>210.141.089</b>	<b>172.023.416</b>

Inventories are stated at cost or net realizable value, whichever is lower.

Compared to the previous financial year, the method of determining the purchase price of the inventory has not been changed.

### 5.14 Trade debtors and other trade receivables

The Company has set a number of criteria to provide credit to clients which generally depend on the size of the client activities and an estimation of relevant financial information. At each reporting date all overdue or doubtful debts are reviewed so that it is decided whether it is necessary or not to make a relevant provision for doubtful debts. Any deletion of trade debtors' balances is charged to the existing provision for doubtful debts. Credit risk arising from trade debtors and checks receivable is limited, given that it is certain they will be collected and they are appropriately liquidated.

Analysis of trade debtors and other trade receivables is as follows:

Customers and other trade receivables (amounts in euro)	THE GROUP		THE COMPANY	
	30/6/2017	30/6/2016	30/6/2017	30/6/2016
Customers	3.692.041	3.130.514	5.038.460	3.836.730
Notes receivable	51.600	38.000	51.600	38.000
Cheques receivable	1.052.813	705.516	1.052.813	705.516
Less: Impairment Provisions	(23.702)	(23.702)	-	-
<b>Net trade Receivables</b>	<b>4.772.752</b>	<b>3.850.328</b>	<b>6.142.873</b>	<b>4.580.246</b>
Advances for inventory purchases	29.827.158	28.722.787	29.827.158	28.722.787
<b>Total</b>	<b>34.599.910</b>	<b>32.573.115</b>	<b>35.970.031</b>	<b>33.303.033</b>

Analysis of provisions is as follows:

(amounts in euro)	THE GROUP	THE COMPANY
<b>Balance as at 1<sup>st</sup> July 2015</b>	<b>23.702</b>	<b>-</b>
Reversal of provisions for the year	-	-
Additional provisions for the year	-	-
Exchange differences	-	-
<b>Balance as at 30<sup>th</sup> June 2016</b>	<b>23.702</b>	<b>-</b>
Reversal of provisions for the year	-	-
Additional provisions for the year	-	-
Exchange differences	-	-
<b>Balance as at 30<sup>th</sup> June 2017</b>	<b>23.702</b>	<b>-</b>

All amounts of the above receivables are short-term. The carrying value of the trade receivables is considered to be approximately equal to the fair value. The total net receivables from customers excludes overdue receivables beyond the credit period given by the Group's management to those claims.

The expected time for collection of receivables that are not impaired is presented in the following table:

(amounts in euro)	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Expected collection period:</b>				
Less than 3 months	4.156.567	3.431.630	5.526.688	4.161.548
Between 3 and 6 months	238.408	53.845	238.408	53.845
Between 6 months and 1 year	377.777	364.853	377.777	364.853
More than 1 year	-	-	-	-
<b>Total</b>	<b>4.772.752</b>	<b>3.850.328</b>	<b>6.142.873</b>	<b>4.580.246</b>

### 5.15 Other receivables

Other receivables are analyzed as follows:

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Other receivables</b>				
<i>(amounts in euro)</i>				
Sundry debtors	3.841.186	4.561.875	3.479.247	3.957.841
Receivables from the State	35.149.259	34.436.020	35.028.347	34.363.503
Interim dividend	24.490.757	-	24.490.757	
Other receivables	6.732.331	5.455.961	6.442.768	5.449.290
<b>Net receivables</b>	<b>70.213.533</b>	<b>44.453.856</b>	<b>69.441.119</b>	<b>43.770.634</b>

As shown in the above table, the total amount of other receivables includes receivables of the Group:

- From other receivables, pertaining mostly to receivables of the parent company from advance payments of rentals.
- From amounts owed to the parent company by the Greek State in connection with advance payment of income tax for the current year and withheld taxes to the subsidiary JUMBO EC.R. SRL € 78.234 and JUMBO EC.B. amount € 42.678.
- From sundry debtors deriving from advances to accounts for debtors (such as custom clearers), cash facilities to personnel, insurance receivables.

### 5.16 Other current assets

Other current assets pertain to the following:

	THE GROUP		THE COMPANY	
	30/06/2017	30/6/2016	30/06/2017	30/6/2016
<b>Other current assets</b>				
<i>(amounts in euro)</i>				
Prepaid expenses	1.140.895	908.052	211.561	143.371
Accrued income	801.200	1.323.475	341.555	514.460
Discounts on purchases under arrangement	1.301.519	101	1.301.519	101
<b>Total</b>	<b>3.243.614</b>	<b>2.231.628</b>	<b>1.854.635</b>	<b>657.932</b>

Other current assets mostly pertain to expenses of subsequent years as well as accrued financial income.

### 5.17 Long term and short term restricted bank deposits

<i>Amounts in €</i>	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Restricted bank deposits</b>				
Long Term restricted bank deposits	900.000	965.020	-	-
<b>Total</b>	<b>900.000</b>	<b>965.020</b>	<b>-</b>	<b>-</b>

The amount of € 900.000 on 30.06.2017 concerns a collateral in the form of restricted bank deposits to secure bank overdrafts of the subsidiary company JUMBO TRADING LTD.



## 5.18 Cash and cash equivalents

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Cash and cash equivalents				
<i>(amounts in euro)</i>				
Cash in hand	3.148.743	2.959.168	2.541.819	2.500.579
Bank account balances	-	4.264.832	-	4.264.832
Sight and time deposits	362.898.711	387.508.686	147.754.290	206.667.944
<b>Total</b>	<b>366.047.454</b>	<b>394.732.686</b>	<b>150.296.109</b>	<b>213.433.355</b>

Time deposits pertain to short term investments of high liquidity. The interest rate for time deposits for the Group was 1,00% - 2,65%, while for sight deposits it was 0,50%-1,00%.

## 5.19 Equity

### 5.19.1 Share capital

	Number of shares	Nominal share value	Value of ordinary shares (Share Capital)
<i>(amounts in euro except from shares)</i>			
Balance as at 30 <sup>th</sup> June 2016	136.059.759	0,88	119.732.588
Changes during the financial year	-	-	-
Balance as at 30 <sup>th</sup> June 2017	136.059.759	0,88	119.732.588



### 5.19.2 Share Premium and other reserves

The analysis of share premium and other reserves figures of 30.06.2017 is as follows:

THE GROUP									
<i>(amounts in euro)</i>	Share premium	Legal reserve	Reserves at fair value	Tax free reserves	Extraordinary reserves	Special reserves	Other reserves	Total of other reserves	Total
<b>Balance at July 1<sup>st</sup> 2015</b>	<b>7.702.078</b>	<b>36.110.803</b>	<b>586.195</b>	<b>1.797.944</b>	<b>323.996.489</b>	<b>(855.192)</b>	<b>-</b>	<b>361.636.240</b>	<b>369.338.318</b>
Changes in the year	42.293.129	5.853.264	(2.501.206)	-	72.787.528	(971.118)	-	75.168.468	117.461.596
<b>Balance at 30<sup>th</sup> June 2016</b>	<b>49.995.207</b>	<b>41.964.068</b>	<b>(1.915.011)</b>	<b>1.797.944</b>	<b>396.784.017</b>	<b>(1.826.310)</b>	<b>-</b>	<b>436.804.707</b>	<b>486.799.914</b>
Changes in the financial year	-	3.248.273	745.040	-	(8.828.865)	735.778	-	(4.099.773)	(4.099.773)
<b>Balance at 30th June 2017</b>	<b>49.995.207</b>	<b>45.212.342</b>	<b>(1.169.971)</b>	<b>1.797.944</b>	<b>387.955.152</b>	<b>(1.090.532)</b>	<b>-</b>	<b>432.704.935</b>	<b>482.700.142</b>





## THE COMPANY

*(amounts in euro)*

	Share premium	Legal reserve	Reserves at fair value	Tax free reserves	Extraordinary reserves	Special reserves	Other reserves	Total of other reserves	Total
<b>Balance at July 1<sup>st</sup> 2015</b>	<b>7.702.078</b>	<b>35.822.944</b>	-	<b>1.797.944</b>	<b>323.996.489</b>	<b>(852.495)</b>	-	<b>360.764.882</b>	<b>368.466.960</b>
Changes in the year	42.293.129	5.231.902	-	-	72.787.528	(979.706)	-	77.039.724	119.332.853
<b>Balance at 30<sup>th</sup> June 2016</b>	<b>49.995.207</b>	<b>41.054.846</b>	-	<b>1.797.944</b>	<b>396.784.017</b>	<b>(1.832.201)</b>	-	<b>437.804.606</b>	<b>487.799.813</b>
Changes in the financial year	-	4.157.496	-	-	(8.828.865)	738.412	-	(3.932.957)	(3.932.957)
<b>Balance at 30<sup>th</sup> June 2017</b>	<b>49.995.207</b>	<b>45.212.343</b>	-	<b>1.797.944</b>	<b>387.955.152</b>	<b>(1.093.789)</b>	-	<b>433.871.650</b>	<b>483.866.857</b>

## 5.20 Liabilities for pension plans

Accounts in the tables below have been calculated based on the financial and actuarial assumptions using the Projected Unit Credit Method. Relevant calculations have taken into account the amount of retirement compensation provided for by Law 2112/20 (as amended by the L.4093/12).

The following table analyzes the amounts recognized in the financial statements of the Group and the Company as at 30.6.2017 as well as the amounts as at 30.6.2016.

<i>(amounts in euro)</i>	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Present value of non-financed liabilities	6.909.746	7.448.903	6.873.896	7.420.844
Fair value of plan assets	-	-	-	-
<b>Net liability recognized in the statement of financial position</b>	<b>6.909.746</b>	<b>7.448.903</b>	<b>6.873.896</b>	<b>7.420.844</b>
<b>Amounts recognized in the statement of total comprehensive income</b>				
Cost of current service	715.938	506.673	710.636	500.243
Interest on liability / (asset)	112.141	153.037	111.226	151.645
Recognition of total handling fee	-	-	-	-
<b>Ordinary expense in the statement of total comprehensive income</b>	<b>828.079</b>	<b>659.710</b>	<b>821.862</b>	<b>651.888</b>
Cost of cuts / settlements / termination Benefits	448.898	979.155	448.898	979.155
<b>Total expense in the statement of total comprehensive income</b>	<b>1.276.977</b>	<b>1.638.865</b>	<b>1.270.760</b>	<b>1.631.043</b>
<b>Change in the present value of the liability</b>				
Present value of the liability at the beginning of the year	7.448.903	5.775.652	7.420.844	5.745.038
Cost of current service	715.938	506.673	710.636	500.243
Interest expense	112.141	153.037	111.226	151.645
Benefits paid by the employer	(779.043)	(1.384.617)	(777.690)	(1.383.782)
Cost of cuts / settlements / termination Benefits	448.898	979.155	448.898	979.155
Actuarial loss / (gain) -financial assumptions	(1.075.367)	1.647.860	(1.075.786)	1.655.836
Actuarial loss / (gain) -demographic assumptions	(61.817)	1.550	(61.698)	-
<b>Actuarial loss / (gain)</b>	<b>100.093</b>	<b>(230.407)</b>	<b>97.466</b>	<b>(227.291)</b>
<b>Present value of the liability at the end of the year</b>	<b>6.909.746</b>	<b>7.448.903</b>	<b>6.873.896</b>	<b>7.420.844</b>
<b>Change in the net liability recognized in the balance sheet</b>				
Net liability at the beginning of the year	7.448.903	5.775.652	7.420.844	5.745.038
Benefits paid by the employer	(779.043)	(1.384.617)	(777.690)	(1.383.782)
Total expense recognized in the statement of total comprehensive income	1.276.977	1.638.865	1.270.760	1.631.043
Total amount recognized in equity	(1.037.091)	1.419.003	(1.040.018)	1.428.545
<b>Net liability at year end</b>	<b>6.909.746</b>	<b>7.448.903</b>	<b>6.873.896</b>	<b>7.420.844</b>
<b>Aggregate amount to equity (before tax)</b>	<b>(1.537.621)</b>	<b>(2.590.108)</b>	<b>(1.540.548)</b>	<b>(2.580.566)</b>

The key actuarial assumptions used are as follows:

	30/06/2017	30/06/2016
Discount interest rate	2,18%	1,50%
Inflation	1,75%	1,75%
Increase in salaries and wages	1,75%	1,75%
Duration of liabilities	21,69	22,76

The subsidiary JUMBO TRADING LTD has not formed a provision because it operates a defined contribution scheme, that of the Jumbo Trading Society, which is funded separately and publishes its own financial statements. Employees are entitled to certain benefits upon retirement or early termination of service.

The sensitivity analysis of key assumptions used are given below:

	THE GROUP & THE COMPANY	
	30/6/2017	30/6/2016
Discount rate plus 0,25% -% Change in Liabilities P.V.	-5,00%	-5,30%
Discount rate minus 0,25% -% Change in Liabilities P.V.	5,30%	5,70%
Assumption of wage increase plus 0,25% -% Change in Liabilities P.V.	5,30%	5,70%
Assumption of wage increase minus 0,25% -% Change in Liabilities P.V.	-5,00%	-5,30%

The benefits provided to the personnel of the Group and the Company are analyzed as follows:

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<i>(amounts in euro)</i>				
Salaries, wages and allowances				
social security contributions	85.639.138	78.931.255	67.264.817	63.550.108
Termination of service expenses	777.690	1.383.782	777.690	1.383.782
Other employee benefits	300.708	649.989	200.115	568.903
Provision for compensation to personnel due to retirement				
	387.146	102.046	381.844	95.616
<b>Total</b>	<b>87.104.682</b>	<b>81.067.072</b>	<b>68.624.466</b>	<b>65.598.409</b>

The total of the above expenses has been allocated to distribution costs and administrative expenses in the statement of total comprehensive income.

## 5.21 Loan liabilities

Long term loan liabilities of the Group and the Company are analyzed as follows:

Loans	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<i>(amounts in euro)</i>				
<b>Long term loan liabilities</b>				
Bond loan non-convertible to shares	144.391.597	144.189.979	144.391.597	144.189.979
<b>Total</b>	<b>144.391.597</b>	<b>144.189.979</b>	<b>144.391.597</b>	<b>144.189.979</b>

On 21.05.2014 a common bond loan agreement was signed, between the parent company and a financial institution, for five years with a maximum amount of up to € 145 million on favorable terms for the Company. During the financial year 2016/2017 the terms of borrowing were amended with the consent of the bondholders and as a result the interest rate margin has been reduced by 75 basis points from 4% to 3,25%.

## 5.22 Long term loans

Maturity of long term loans is analyzed as follows:

(amounts in euro)	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
From 1 to 2 years	-	-	-	-
From 2 to 5 years	144.391.597	144.189.979	144.391.597	144.189.979
After 5 years	-	-	-	-
	<b>144.391.597</b>	<b>144.189.979</b>	<b>144.391.597</b>	<b>144.189.979</b>

## 5.23 Short-term loan liabilities

Short-term loan liabilities are analysed as follows:

(amounts in euro)	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Short-term loan liabilities</b>				
Overdraft account	14.823.532	180.164	14.823.532	-
<b>Total</b>	<b>14.823.532</b>	<b>180.164</b>	<b>14.823.532</b>	<b>-</b>

The Company signed an overdraft agreement, covering its working capital requirements.

On 30.06.2017, JUMBO TRADING LTD had unused cash facilities amounting to € 900.000 (2016: 734.646).

## 5.24 Other long term liabilities

The Group's other long term liabilities are analyzed as follows:

(amounts in euro)	THE GROUP	THE GROUP	THE COMPANY	THE COMPANY
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Liabilities to creditors</b>				
Opening balance	5.652.744	12.590.815	-	-
Additions	4.565.073	-	-	-
Reductions	(5.652.743)	(6.938.071)	-	-
<b>Total</b>	<b>4.565.074</b>	<b>5.652.744</b>	<b>-</b>	<b>-</b>
<b>Guarantees obtained</b>				
Opening balance	161.616	359.649	29.272	28.472
Additions	100.253	67.983	-	2.000
Reductions	(132.345)	(266.016)	-	(1.200)
<b>Total Guarantees</b>	<b>129.524</b>	<b>161.616</b>	<b>29.272</b>	<b>29.272</b>
<b>Total</b>	<b>4.694.598</b>	<b>5.814.360</b>	<b>29.272</b>	<b>29.272</b>

## 5.25 Deferred tax liabilities

Deferred tax liabilities as deriving from temporary tax differences are as follows:

(amounts in euro)					
THE GROUP					
Deferred tax liabilities / (assets)	Balance as at 01/07/2016	Tax recognized in other comprehensive income	Tax recognized in Equity	Tax recognized in total comprehensive income	Balance as at 30/06/2017
<b>Non-current assets</b>					
Tangible assets	10.043.036	-	-	165.834	10.208.870
<b>Long term liabilities</b>					
Provisions	(15.740)	-	-	(1.342)	(17.082)
Benefits to employees	(2.163.043)	301.312	-	(145.509)	(2.007.239)
Long-term loans	234.906	-	-	(58.469)	176.437
<b>Short- term liabilities</b>					
Other short- term liabilities	(291.113)	-	-	(31.948)	(323.061)
	<b>7.808.046</b>	<b>301.312</b>	<b>-</b>	<b>(71.434)</b>	<b>8.037.925</b>

(amounts in euro)					
THE GROUP					
Deferred tax liabilities / (assets)	Balance as at 01/07/2015	Tax recognized in other comprehensive income	Tax recognized in Equity	Tax recognized in total comprehensive income	Balance as at 30/06/2016
<b>Non-current assets</b>					
Tangible assets	8.545.938	-	169.033	1.328.064	10.043.036
<b>Current assets</b>					
Financial assets at fair value through profit or loss- Securities for trading purposes	(297.657)	-	-	297.657	-
<b>Long term liabilities</b>					
Provisions	(12.393)	-	-	(3.347)	(15.740)
Benefits to employees	(1.504.882)	(447.885)	-	(210.277)	(2.163.043)
Long-term loans	263.406	-	-	(28.500)	234.906
<b>Short- term liabilities</b>					
Other short- term liabilities	-	-	-	(291.114)	(291.114)
	<b>6.994.412</b>	<b>(447.885)</b>	<b>169.033</b>	<b>1.092.482</b>	<b>7.808.046</b>



For the Company, the respective accounts are analyzed as follows:

(amounts in euro)

Deferred tax liabilities / (assets)	THE COMPANY				
	Balance as at 01/07/2016	Tax recognized in other comprehensive income	Tax recognized in Equity	Tax recognized in total comprehensive income	Balance as at 30/06/2017
<b>Non-current assets</b>					
Tangible assets	9.919.212	-	-	143.954	10.063.166
<b>Long term liabilities</b>					
Benefits to employees	(2.152.045)	301.605	-	(142.990)	(1.993.430)
Long-term loans	234.906	-	-	(58.469)	176.437
<b>Short- term liabilities</b>					
Other short- term liabilities	(290.541)	-	-	(32.520)	(323.061)
	<b>7.711.532</b>	<b>301.605</b>	<b>-</b>	<b>(90.025)</b>	<b>7.923.112</b>

(amounts in euro)

Deferred tax liabilities / (assets)	THE COMPANY				
	Balance as at 01/07/2015	Tax recognized in other comprehensive income	Tax recognized in Equity	Tax recognized in total comprehensive income	Balance as at 30/06/2016
<b>Non-current assets</b>					
Tangible assets	8.478.876	-	169.033	1.271.303	9.919.212
<b>Current assets</b>					
Financial assets at fair value through profit or loss- Securities for trading purposes	(297.657)	-	-	297.657	-
<b>Long term liabilities</b>					
Benefits to employees	(1.493.709)	(448.839)	-	(209.498)	(2.152.045)
Long-term loans	263.406	-	-	(28.500)	234.906
<b>Short- term liabilities</b>					
Other short- term liabilities	-	-	-	(290.541)	(290.541)
	<b>6.950.916</b>	<b>(448.839)</b>	<b>169.033</b>	<b>1.040.421</b>	<b>7.711.532</b>

## 5.26 Provisions

Provisions regarding the Group and the Company are recognized if there are current legal or constructive obligations resulting from past events, with the possibility that they can be settled through outflows of resources and the liability can be reliably estimated. Provisions concern potential tax obligations for unaudited fiscal years and litigations that the Company is not likely to win. The analysis is as follows:

	THE GROUP		
	Provisions for contingent tax liabilities for fiscal years uninspected by the tax authorities	Provisions for pending law cases	Total
<i>(amounts in euro)</i>			
<b>Balance as at 30<sup>th</sup> June 2015</b>	164.202	70.229	234.431
Additional provisions for the year	-	1.109	1.109
Used provisions for the year	-	-	-
<b>Balance as at 30<sup>th</sup> June 2016</b>	164.202	71.338	235.540
Additional provisions for the year	-	-	-
Used provisions for the year	-	-	-
<b>Balance as at 30<sup>th</sup> June 2017</b>	164.202	71.338	235.540

	THE COMPANY		
	Provisions for contingent tax liabilities for fiscal years uninspected by the tax authorities	Provisions for pending law cases	Total
<i>(amounts in euro)</i>			
<b>Balance as at 30<sup>th</sup> June 2015</b>	146.708	70.229	216.937
Additional provisions for the year	-	-	-
Used provisions for the year	-	-	-
<b>Balance as at 30<sup>th</sup> June 2016</b>	146.708	70.229	216.937
Additional provisions for the year	-	-	-
Used provisions for the year	-	-	-
<b>Balance as at 30<sup>th</sup> June 2017</b>	146.708	70.229	216.937



### 5.27 Trade and other payables

The balance of the account is analyzed as follows:

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Trade and other payables</b> <i>(amounts in euro)</i>				
Suppliers	11.222.417	11.003.248	11.245.405	9.862.047
Notes payable & promissory notes	354.090	508.821	354.090	508.821
Cheques payable	27.147.755	27.283.950	27.147.755	27.283.950
Advances from trade debtors	1.117.307	264.165	1.116.724	264.037
<b>Total</b>	<b>39.841.569</b>	<b>39.060.184</b>	<b>39.863.974</b>	<b>37.918.855</b>

### 5.28 Current tax liabilities

The analysis of tax liabilities is as follows:

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Current tax liabilities</b> <i>(amounts in euro)</i>				
Income tax Liabilities	40.479.005	44.007.164	34.462.517	38.693.958
Other taxes liabilities	8.948.072	7.416.628	3.639.211	2.877.758
<b>Total</b>	<b>49.427.077</b>	<b>51.423.792</b>	<b>38.101.728</b>	<b>41.571.716</b>

Deferred tax is not included in current tax liabilities.

### 5.29 Other short term liabilities

Other short term liabilities are analyzed as follows:

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<b>Other short term liabilities</b> <i>(amounts in euro)</i>				
Suppliers of fixed assets	13.720.273	9.712.930	1.949.084	2.087.761
Salaries payable to personnel	2.500.177	2.195.791	1.646.164	1.517.653
Sundry creditors	7.912.211	6.944.133	5.739.514	5.504.699
Social security liabilities	2.763.483	1.831.492	2.375.851	1.521.376
Interest coupons payable	31.535	31.535	31.535	31.535
Dividends payable	93.393	11.063.695	93.393	11.063.695
Accrued expenses	2.432.643	2.469.973	2.227.712	2.469.973
Other liabilities	96.169	3.410.221	93.767	3.409.098
<b>Total</b>	<b>29.549.884</b>	<b>37.659.770</b>	<b>14.157.020</b>	<b>27.605.790</b>

### 5.30 Cash flows from operating activities

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<i>(amounts in euro)</i>				
<b>Cash flows from operating activities</b>				
Earnings Before tax	173.465.869	165.131.638	116.266.628	117.112.566
<b>Adjustments for:</b>				
Depreciation of tangible/ intangible assets	23.054.394	22.670.199	15.125.468	15.017.919
Pension liabilities provisions (net)	385.793	101.211	381.844	95.616
(Profit)/ loss from sales and destruction of tangible and intangible assets	(94.509)	40.444	(98.117)	37.140
Other liabilities	36.786	78.248	-	(18.569)
(Gain) / losses on measurement of financial assets at fair value through profit / loss account	156.420	(2.245.300)	156.420	(2.245.300)
Interest and related income	(7.178.861)	(8.348.835)	(4.649.046)	(6.173.166)
Interest and related expenses	5.373.990	6.459.516	5.228.477	6.315.869
Other Exchange Differences	88.389	8.980	1.324	(8.874)
<b>Operating profit before change in working capital</b>	<b>195.288.271</b>	<b>183.896.101</b>	<b>132.412.998</b>	<b>130.133.201</b>
<b>Change in working capital</b>				
(Increase)/ decrease in inventories	(42.560.738)	914.239	(38.117.673)	674.385
(Increase)/ decrease in trade and other receivables	(1.328.347)	(15.561.651)	(3.530.754)	5.246.754
(Increase)/ decrease in other current assets	(1.390.496)	4.830.464	(1.280.497)	4.237.545
Increase/ (decrease) in liabilities (excluding bank loans)	3.569.430	(13.396.481)	3.213.387	(11.837.139)
Other	87.172	65.180	87.172	65.179
	<b>(41.622.979)</b>	<b>(23.148.249)</b>	<b>(39.628.365)</b>	<b>(1.613.276)</b>
<b>Cash flows from operating activities</b>	<b>153.665.292</b>	<b>160.747.852</b>	<b>92.784.632</b>	<b>128.519.925</b>

### 5.31 Commitments, Contingent Liabilities / Contingent Assets

#### • Commitments

Commitments mostly pertain to operating leases of stores, warehouses and transportation equipment which expire on different dates. Minimum future lease payments based on non-cancelable lease contracts are analyzed as follows:

	THE GROUP		THE COMPANY	
	30/06/2017	30/06/2016	30/06/2017	30/06/2016
<i>(amounts in euro)</i>				
Up to 1 year	15.193.825	12.308.499	12.029.367	9.708.110
From 1 to 5 years	58.376.268	51.255.507	44.272.558	39.638.324
After 5 years	84.921.163	72.568.700	60.606.704	45.062.878
	<b>158.491.256</b>	<b>136.132.706</b>	<b>116.908.629</b>	<b>94.409.312</b>

#### • Contingent liabilities

The Group during the current financial year has granted letters of guaranty to third parties as security for liabilities of € 25 k. (2016: 22 k). This amount concerns the parent company.

In an Annex to a non-cancellable lease contract for rent of real estate which originally ends on 28 May 2023 and extended until 28 May 2035 it is stated that the by 100% subsidiary Bulgarian JUMBO EC. B will be obliged to purchase the rented store and the property over which the store is constructed for a total price of € 13.500.000,00 without VAT, in case that during the rental term Mr. Apostolos Vakakis ceases to be an executive member of the Board of Directors of JUMBO SA.

From the total € 13.500.000,00 JUMBO TRADING LIMITED is a guarantor for the amount of € 10.125.000,00. JUMBO TRADING LIMITED, in Cyprus is a co-debtor and is jointly liable with the Company for all the obligations, arising from the rental contract and all annexes to it.

JUMBO EC.B. LTD was imposed by tax authorities additional tax liabilities amounting to EUR 110.712 pertaining results of tax inspections for which the subsidiary has judicially appealed. The actual amount, potentially required to be paid, as well as the exact time it is to be paid will be defined during the appeals procedure. Taking into account the opinion of the legal consultant and the possibility of actual cash outflows, the Management estimates that the amount that could be settled stands at EUR 18.603. The Management has made an equal provision for the amount in question in the Statement of Financial Position, in the account "Provisions". The Group Management estimates that the final result of the aforementioned legal case will not lead to substantial losses, exceeding the amounts, already covered by the aforementioned provision.

#### • Contingent Assets

The Group on 30.06.2017 possessed letters of guarantee of agreements amounting to € 14,7 million, that are analyzed as follows:

- A letter of guarantee amounting to € 8,5 million to the subsidiary JUMBO TRADING LTD to fulfill the terms of the property lease contract in Paphos.
- Letter of Guarantee of € 3,9 million to the parent company for the proper performance of cooperation with the customer Franchise Kid-Zone in Albania , Kosovo and Bosnia.
- Letter of Guarantee of € 2,3 million to the parent company for the proper performance of cooperation with the customer Franchise Veropoulos Dooel in FYROM and Serbia.

### 5.32 Unaudited fiscal years by tax authorities

Unaudited fiscal years for the Group on 30.06.2017 are analyzed as follows:

Company	Unaudited Fiscal Years
JUMBO S.A.	01.07.2009-30.06.2010
JUMBO TRADING LTD	From 01.01.2016 to 30.06.2017
JUMBO EC.B LTD	From 01.01.2010-31.12.2010 to 01.01.2016-31.12.2016
JUMBO EC.R S.R.L	From 01.08.2006-31.12.2006 to 01.07.2016-30.06.2017
ASPETTO LTD	From 01.08.2006-31.12.2006 to 01.01.2016-31.12.2016
WESTLOOK S.R.L.	From 01.10.2006-31.12.2006 to 01.01.2016-31.12.2016

The unaudited fiscal year for the Company is the one ended at 30.06.2010 (01.07.2009- 30.06.2010). The fiscal year that ended on 30.06.2017 is being tax-audited by the statutory auditors in accordance with the provisions of Article 65A 5 N. 4174/2013. This audit is in progress and the related tax certificate will be issued after the publication of the year's 2016/2017 financial statements. The Company has been tax

audited by the statutory auditors for the fiscal years 30.06.2011 to 30.06.2015 and 01.07.2015- 30.06.2016 in accordance with the provisions of Article 82 par 5 L. 2238/1994 and Article 65A of L. 4174/2013. The aforementioned audits have been completed and the tax audit reports have been issued unqualified, while the relevant reports have been submitted to Ministry of Finance. Cases have been selected for the audit of tax provisions application from the entities audited by Statutory Auditors and Auditing Firms. The aforementioned audit is to be conducted within the timeframe effective for the Tax Authorities to issue tax defining acts, under the provisions of Article 84, Law 2238/1994 and Article 36, Law 4174/2013, as effective.

The subsidiary company JUMBO TRADING LTD, operating in Cyprus, has been inspected by the tax authorities until 31.12.2015 in accordance with the Cypriot tax authorities. JUMBO TRADING LTD prepares its financial statements in compliance with IFRS and consequently it charges its results with relevant provisions for uninspected tax years, whenever necessary.

The subsidiary companies JUMBO EC.B LTD and JUMBO EC.R S.R.L prepare their financial statements in compliance with IFRS conducting provisions for additional tax differences, whenever necessary, burdening their results.

The subsidiary companies WESTLOOK SRL in Romania and ASPETTO LTD in Cyprus, have not yet started their commercial activity and, therefore, no issue of unaudited fiscal years and further tax liabilities arises.

Regarding the companies «GEOCAM HOLDINGS LIMITED», «GEOFORM LIMITED» and «RIMOKIN PROPERTIES LTD» in Cyprus, as investment companies are charging their results with relevant provisions for uninspected tax years, whenever necessary.

For the tax un-audited fiscal years of the Group's companies, a provision of € 165.311 (Company: € 146.708) has been formed and is considered sufficient.

## 6. Transactions with related parties

The Group includes apart from "JUMBO SA" the following related companies:

**1. . The subsidiary company «JUMBO TRADING LTD»**, based in Cyprus, in which the Parent company holds 100% of shares and voting rights. The subsidiary company JUMBO TRADING LTD participates at the rate of 100% in the share capital of the company ASPETTO LTD and ASPETTO LTD participates at the rate of 100% in the share capital of the company WESTLOOK SRL. Moreover, the subsidiary company JUMBO TRADING LTD participates at the rate of 100% in the share capital of RIMOKIN PROPERTIES LTD, of GEOCAM HOLDINGS LIMITED and GEOFORM LIMITED.

**2. The subsidiary company in Bulgaria «JUMBO EC.B. LTD»** based in Sofia, Bulgaria, in which the Parent company holds 100% of shares and the voting rights.

**3. The subsidiary company in Romania «JUMBO EC.R. SRL»** based in Bucharest of Romania in which the Parent company holds the 100% of shares and voting rights.

The most important transactions and balances between the Company and the related parties (except physical persons) on 30.06.2017, as defined in IAS 24, are as follows:

Amounts in €	THE GROUP		THE COMPANY	
Sales of products	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Subsidiaries	-	-	112.989.935	91.633.288
<b>Total</b>	<b>-</b>	<b>-</b>	<b>112.989.935</b>	<b>91.633.288</b>
Sales of services	30/06/2017	30/06/2016	30/06/2017	30/06/2016
Subsidiaries	-	-	24.612	22.047



<b>Total</b>	<u>-</u>	<u>-</u>	<u>24.612</u>	<u>22.047</u>
<b>Sales of tangible assets</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries	<u>-</u>	<u>-</u>	<u>970.417</u>	<u>493.279</u>
<b>Total</b>	<u>-</u>	<u>-</u>	<u>970.417</u>	<u>493.279</u>

	<b>THE GROUP</b>		<b>THE COMPANY</b>	
<b>Purchases of products</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries		-	1.145.378	2.330.252
Other related parties		-	-	-
<b>Total</b>		<u>-</u>	<u>1.145.378</u>	<u>2.330.252</u>

<b>Purchases of tangible assets and other services</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries		-	109.016	28.774
<b>Total</b>		<u>-</u>	<u>109.016</u>	<u>28.774</u>

	<b>THE GROUP</b>		<b>THE COMPANY</b>	
<b>Receivables</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries		-	1.424.615	796.963
<b>Total</b>		<u>-</u>	<u>1.424.615</u>	<u>796.963</u>

<b>Liabilities</b>	<b>30/06/2017</b>	<b>30/06/2016</b>	<b>30/06/2017</b>	<b>30/06/2016</b>
Subsidiaries		-	832.928	-
<b>Total</b>		<u>-</u>	<u>832.928</u>	<u>-</u>

The most important transactions and balances between the companies of the Group (except the parent company JUMBO S.A.), as defined in IAS 24, are as follows:

	<b>30/06/2017</b>		<b>30/06/2016</b>	
Amounts in €	<b>Income</b>	<b>Expenses</b>	<b>Income</b>	<b>Expenses</b>
JUMBO EC.B LTD with JUMBO EC.R SRL	<u>1.661</u>	<u>-</u>	<u>2.296</u>	<u>-</u>
<b>Total</b>	<u>1.661</u>	<u>-</u>	<u>2.296</u>	<u>-</u>

The above amounts have been eliminated at Group level.

Sales and purchases of merchandise concern goods that the parent company trades, that is, toys, infantile items, stationery, home and seasonal goods. All the transactions described above have been carried out under the usual market terms. Also, the terms that govern the transactions with the above related parties are equivalent to those that prevail in arm's length transactions.

Apart from the above transactions with the related parties, par. 7 below presents the transactions with other related parties (key management and Board members).

## 7. Fees to members of the Board of Directors

The transactions with key management and Board Members are presented below:

Transactions with Directors and Board Members	THE GROUP	THE COMPANY
Amounts in euro	30/06/2017	30/06/2017
Wages and salaries	1.039.354	552.225
Insurance service cost	106.335	57.912
Other fees and transactions with the members of the Board of Directors	1.105.002	1.076.895
Compensation due to termination of employment	9.970	9.970
<b>Total</b>	<b>2.260.661</b>	<b>1.697.002</b>
<b>Pension Benefits:</b>	<b>30/06/2017</b>	<b>30/06/2017</b>
Other Benefits scheme	335.267	335.267
<b>Total</b>	<b>335.267</b>	<b>335.267</b>
<b>Transactions with Directors and Board Members</b>	<b>THE GROUP</b>	<b>THE COMPANY</b>
<b>Amounts in euro</b>	<b>30/06/2016</b>	<b>30/06/2016</b>
Wages and salaries	941.719	451.105
Insurance service cost	79.161	34.162
Other fees and transactions with the members of the Board of Directors	1.298.586	1.270.787
Compensation due to termination of employment	6.945	6.945
<b>Total</b>	<b>2.326.411</b>	<b>1.762.999</b>
<b>Pension Benefits:</b>	<b>30/06/2016</b>	<b>30/06/2016</b>
Other Benefits scheme	262.529	262.529
<b>Total</b>	<b>262.529</b>	<b>262.529</b>

No loans have been given to members of Board of Directors or other management members of the Group (and their families) and there are neither assets nor liabilities given to members of Board of Directors or other management members of the Group and their families.

## 8. Lawsuits and litigations

There are no lawsuits or litigations whose negative outcome could have a material impact on the financial results of the Group.

The litigation provision balance as of June 30<sup>th</sup>, 2017 for the Group amounts to € 70.229 and concerns entirely the Company.

## 9. Number of employees

The number of staff employed as at the end of the financial year (30.06.2017) reached for the Group 5.690 persons, 4.898 of whom permanent personnel and 792 seasonal, while the average number of personnel

for the financial year 2016/2017 escalated to 5.292 persons (4.588 of whom permanent personnel and 704 seasonal). The Company at the end of the financial year (30.06.2017) employed 3.766 persons, 3.292 of whom permanent personnel and 474 seasonal, the Cypriot subsidiary JUMBO TRADING LTD employed 612 persons (295 of whom permanent personnel and 317 seasonal), the subsidiary in Bulgaria employed 650 permanent personnel and the subsidiary in Romania employed 662 persons (661 of whom permanent personnel and 1 seasonal).

On 30 June, 2016 the Group occupied 5.056 persons, 4.328 of whom permanent personnel and 728 seasonal, while the average number of personnel for the current financial year escalated to 4.798 persons (4.152 of whom permanent personnel and 646 seasonal). The Company at the end of the financial year (30.06.2016) employed 3.509 persons, 3.094 of whom permanent personnel and 415 seasonal, the Cypriot subsidiary JUMBO TRADING LTD employed 568 persons (258 of whom permanent personnel and 310 seasonal), the subsidiary in Bulgaria employed 532 permanent personnel and the subsidiary in Romania employed 447 persons (444 of whom permanent personnel and 3 seasonal).

## 10. Proposal for distribution of dividend for the year 2016-2017

The management of the Parent Company will propose to the General Meeting for the closing year 2016/2017 the distribution of a total amount of € 48.981.513,24 or € 0,36 (gross) per share (136.059.759 shares). As of 28.03.2017 the Company has already paid in the form of an interim dividend the amount of € 24.490.756,62 and it is expected with the approval of the General Meeting to distribute the remaining amount of € 24.490.756,62 corresponding to € 0, 18 per share (gross). It is noted that according to law 4387/2016, a 15% of dividend tax shall be withheld, where necessary. The distribution shall take place through a bank within the timeframe specified by the law after its approval by the Annual Regular General Meeting of the shareholders.

The subsidiary's Boards of Directors have not proposed a dividend distribution to the shareholders for the year ended due to the ongoing investment program.

## 11. Risk management Policies

The Group is exposed to various financial risks such as market risk (variation in foreign exchange rates, interest rates, market prices etc.), credit risk and liquidity risk. The Group's risk management policy aims at limiting the negative impact on its financial results arising from the inability to predict financial markets and the variation in cost and revenue variables.

Not reaching agreement between the Greek government and the international institutions until the expiry of the extension of Greece funding program (30.06.2015) led to the Legislative Act of 28.06.2015, by which the Greek banks were suspended, while capital controls were imposed by the Ministry of Finance. The new legislative act of 18.07.2015 established the cessation of bank holiday, but capital controls remained effective, albeit with certain variations. Detailed reference is made to sections C "Risk Management" and D "About the prospects of the Group and the Company" of the Annual Report of the Board of Directors.

Risk management policy is executed by the Management of the Group. The procedure followed is the following:

- Evaluation of risks related to the Group's activities
- methodology planning and selection of appropriate financial products to reduce risks
- execution/implementation in accordance with the procedure approved by management of the risk management process.

The Group's financial instruments consist mainly of bank deposits, trade receivables and payables, dividend payable, loan and finance lease obligations.



### 11.1 Foreign currency risk

The Group operates internationally and is therefore exposed to foreign exchange risk arising mainly from the United States dollar and Romanian Lei (RON). This type of risk arises mainly from trading transactions in these currencies as well as net investments in foreign entities.

The following table presents the sensitivity of the result for the year and equity in relation to financial assets and financial liabilities and the Euro/ US- Dollar and Euro/ RON exchange rate.

Financial assets and liabilities in foreign currency translated into Euros using the closing exchange rate at the statement of financial position date are as follows:

Amounts in €	THE GROUP		THE COMPANY	
Foreign currency risk	30/6/2017		30/6/2017	
Nominal Amounts	US\$	RON	US\$	RON
Financial Assets	-	50.630.260	-	-
Financial Liabilities	26.040	14.664.018	26.040	-
<b>Short Term Exposure</b>	<b>(26.040)</b>	<b>35.966.242</b>	<b>(26.040)</b>	<b>-</b>
Financial Liabilities	-	-	-	-
Long Term Exposure	-	2.921.244	-	-
<b>Long Term Exposure</b>	<b>-</b>	<b>(2.921.244)</b>	<b>-</b>	<b>-</b>

Amounts in €	THE GROUP		THE COMPANY	
Foreign currency risk	30/6/2016		30/6/2016	
Nominal Amounts	US\$	RON	US\$	RON
Financial Assets	857	48.743.455	857	-
Financial Liabilities	-	9.276.164	-	-
<b>Short Term Exposure</b>	<b>857</b>	<b>39.467.291</b>	<b>857</b>	<b>-</b>
Financial Liabilities	-	-	-	-
Long Term Exposure	-	5.785.088	-	-
<b>Long Term Exposure</b>	<b>-</b>	<b>(5.785.088)</b>	<b>-</b>	<b>-</b>

A 5% (2016: 5%) increase in the Euro/foreign currency exchange rate for the year ended 30 June 2017 is assumed. The sensitivity analysis is based on the Group's foreign currency financial instruments held at each statement of financial position date.

Amounts in €	THE GROUP		THE COMPANY	
	30/6/2017		30/6/2017	
	US\$		US\$	
	+5%	-5%	+5%	-5%
Net profit for the year	1.240	(1.240)	1.240	(1.240)
Equity	1.240	(1.240)	1.240	(1.240)

Amounts in €	THE GROUP		THE COMPANY	
	30/6/2017		30/6/2017	
	RON		RON	
	+5%	-5%	+5%	-5%
Net profit for the year	(1.573.571)	1.573.571	-	-
Equity	(1.573.571)	1.573.571	-	-



Amounts in €	THE GROUP		THE COMPANY	
	30/6/2016		30/6/2016	
	US\$		US\$	
	+5%	-5%	+5%	-5%
Net profit for the year	43	(43)	43	(43)
Equity	43	(43)	43	(43)

Amounts in €	THE GROUP		THE COMPANY	
	30/6/2016		30/6/2016	
	RON		RON	
	+5%	-5%	+5%	-5%
Net profit for the year	1.684.110	(1.684.110)	-	-
Equity	1.684.110	(1.684.110)	-	-

The Group's foreign currency exchange risk exposure varies within the year depending on the volume of transactions in foreign currency. However, the above analysis is considered representative of the Group's exposure to currency risk.

## 11.2 Interest Rate Sensitivity Analysis

On 30 June 2017 the Company is exposed to changes in market interest rates through its bank borrowings, its leasing agreements, its cash and cash equivalents which are subject to variable interest rates.

The following table presents the sensitivity of net profit for the year and equity to a reasonable change in interest rates of +0,5% or -0,5% (01.07.2015 - 30.06.2016: +/- 0,5%). These changes are considered to be reasonably possible based on observation of the current market conditions.

Amounts in €	THE GROUP			
	1/7/2016 - 30/6/2017		1/7/2015 - 30/6/2016	
	+0,5%	-0,5%	+0,5%	-0,5%
Net profit for the year	897.285	(897.285)	826.761	(826.761)
Equity	897.285	(897.285)	826.761	(826.761)

Amounts in €	THE COMPANY			
	1/7/2016 - 30/6/2017		1/7/2015 - 30/6/2016	
	+0,5%	-0,5%	+0,5%	-0,5%
Net profit for the year	90.555	(90.555)	145.910	(145.910)
Equity	90.555	(90.555)	145.910	(145.910)

## 11.3 Credit Risk Analysis

The Group's exposure to credit risk is limited to the carrying amount of financial assets recognized at the statement of financial position, "Other long term receivables" (note. 5.12), "Trade debtors and other trade receivables" (note. 5.14) "Other receivables" (note. 5.15), "Other current assets" (note. 5.16), "Long term and short term blocked bank deposits" (note. 5.17), "Cash and Cash equivalents" (note. 5.18) and investments in Bonds (note. 5.11.2).

The Group continuously monitors its receivables identified either individually or in groups. Depending on availability and fair cost, independent third party reports or analysis concerning the clients are being

used. Group's policy is to cooperate only with reliable clients. The vast majority of sales concerns retail sales.

Group's Management considers that all the above financial assets that have not been impaired in previous reporting dates, are of good credit quality, including those that are due.

None of the above financial assets are secured with mortgage or any credit insurance.

In respect of trade and other receivables, the Group is not exposed to any significant credit risk exposure. To minimize the credit risk of cash and cash equivalents, the Group only cooperates with recognized financial institutions of high credit standing.

#### 11.4 Liquidity Risk Analysis

The Group manages its liquidity by carefully monitoring scheduled debt servicing payments for long-term financial liabilities as well as cash-outflows due in day-to-day business. Liquidity needs are monitored in various time bands, on a day-to-day and week-to-week basis.

The Group ensures that sufficient available credit facilitations exist, so that it is capable of covering the short-term enterprising needs, after calculating the cash inputs resulting from its operation as well as its cash in hand and cash equivalent. The capital for the long-term needs of liquidity is ensured in addition by a sufficient sum of lending capital and the possibility to be sold long-term financial elements.

Maturity of the financial liabilities of the 30 June 2017 for the Group is analyzed as follows:

Amounts in €	1/7/2016 - 30/6/2017			
	Short Term		Long Term	
	Up to 6-months	6-12 months	1-5 years	More than 5 years
Long Term Bank Loans	2.395.521	2.369.340	149.777.951	-
Short Term Bank Loans	14.823.532	-	-	-
Trade payables	39.841.570	-	-	-
Other liabilities	29.090.776	-	4.694.598	-
<b>Total</b>	<b>86.151.399</b>	<b>2.369.340</b>	<b>154.472.549</b>	<b>-</b>

The table below summarizes the maturity profile of the Group's financial liabilities as at 30.6.2016:

Amounts in €	1/7/2015 - 30/6/2016			
	Short Term		Long Term	
	Up to 6-months	6-12 months	1-5 years	More than 5 years
Long Term Bank Loans	3.113.660	3.068.135	157.239.739	-
Short Term Bank Loans	180.165	-	-	-
Trade payables	38.629.942	430.319	-	-
Other liabilities	23.790.213	14.472.794	5.814.360	-
<b>Total</b>	<b>65.713.919</b>	<b>17.971.248</b>	<b>163.054.099</b>	<b>-</b>

The table below summarizes the maturity profile of the Company's financial liabilities as at 30.6.2017:

Amounts in €	1/7/2016 - 30/6/2017			
	Short Term		Long Term	
	Up to 6-months	6-12 months	1-5 years	More than 5 years
Long Term Bank Loans	2.395.521	2.369.340	149.777.951	-
Short Term Bank Loans	14.823.532	-	-	-
Trade payables	39.863.974	-	-	-
Other liabilities	13.697.912	-	29.272	-
<b>Total</b>	<b>70.780.939</b>	<b>2.369.340</b>	<b>149.807.223</b>	<b>-</b>

The table below summarizes the maturity profile of the Company's financial liabilities as at 30.6.2016:

Amounts in €	1/7/2015 - 30/6/2016			
	Short Term		Long Term	
	Up to 6-months	6-12 months	1-5 years	More than 5 years
Long Term Bank Loans	3.113.660	3.068.135	157.239.739	-
Short Term Bank Loans	-	-	-	-
Trade payables	37.488.612	430.319	-	-
Other liabilities	12.576.599	14.472.794	29.272	-
<b>Total</b>	<b>53.178.871</b>	<b>17.971.248</b>	<b>157.269.011</b>	<b>-</b>

The above maturities reflect the gross cash flows, which might differ from the carrying values of the liabilities at the statement of financial position date.

## 12. Objectives & policies for capital management

The Group's objectives regarding capital management are:

- To ensure the Group's ability to continue its operations (going concern) and
- To ensure an adequate return to shareholders by pricing its products and services depending on the risk level.

The Group monitors the capital on basis of loans to equity ratio. This ratio is calculated by dividing the net borrowing with the total equity. Net borrowing is calculated as the total of debt as presented in the statement of financial position minus cash and cash equivalents. Total equity comprises all the equity components as presented in the statement of financial position. This ratio for the financial years 2016/2017 and 2015/2016 is analyzed as follows:

Amounts in €	THE GROUP	
	30/06/2017	30/6/2016
Total Debt	159.215.129	144.370.143
Minus: Cash & cash equivalents	366.047.454	394.732.686
<b>Net Debt</b>	<b>(206.832.325)</b>	<b>(250.362.543)</b>
<hr/>		
	30/6/2017	30/6/2016
Total Equity	961.673.028	915.590.627
Minus: Subordinated Loans	-	-
<b>Adjusted Equity</b>	<b>961.673.028</b>	<b>915.590.627</b>
<hr/>		
<b>Debt-to-Equity ratio</b>	<b>-21,51%</b>	<b>-27,34%</b>
<hr/>		
Amounts in €	THE COMPANY	
	30/06/2017	30/6/2016
Total Debt	159.215.129	144.189.979
Minus: Cash & cash equivalents	150.296.109	213.433.355
<b>Net Debt</b>	<b>8.919.020</b>	<b>(69.243.376)</b>
<hr/>		
Total Equity	713.516.960	716.434.591
Minus: Subordinated Loans	-	-
<b>Adjusted Equity</b>	<b>713.516.960</b>	<b>716.434.591</b>
<hr/>		
<b>Debt-to-Equity ratio</b>	<b>1,25%</b>	<b>-9,66%</b>

During the current financial year, cash balances of the Group were higher than the total borrowings by the amount of € 206,83 mil. and consequently, the net borrowing ratio was negative.

The Group monitors its capital structure and makes all the adjustments when there is a change in the financial situation and the risk characteristics of total assets. The Company has honored its contractual obligations, including maintaining its capital structure's rationality.



### 13. Post-reporting date events

There are no subsequent events to the statement of financial position that affect the Group or the Company, for which disclosure due to IFRS is required.

Moschato, 12 October 2017

#### The persons responsible for the Financial Statements

The President of the Board of Directors	The Vice-President of the Board of Directors	Chief Executive Officer	The Head of the Accounting Department
Apostolos -Evangelos Vakakis son of Georgios Identity card no AM 052833/2014	Ioannis Oikonomou son of Christos Identity card no X 156531/2002	Konstantina Demiri daughter of Stavros Identity card no AK541502/29.5.2012	Panagiotis Xiros son of Kon/nos Identity card no Λ 370348/1977



**V. Website where the Parent , Consolidated and the Financial Statements of subsidiaries are posted.**

The annual financial statements of the Company on consolidated and non-consolidated base, the Auditor's Report and the Board of Directors' Annual Report are posted on company's website [www.e-jumbo.gr](http://www.e-jumbo.gr) (<http://corporate.e-jumbo.gr/>).

The financial statements of consolidated companies are posted on company's website at [www.e-jumbo.gr](http://www.e-jumbo.gr) (<http://corporate.e-jumbo.gr/>).