



**Annual Financial Statements  
Year End 01.01-31.12.2007**

**Autohellas A.T.E.E.**  
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The annual Financial Statements have been approved by Autohellas's Board of Directors on the 27th of February 2008 and have been published in the company's web address : [Http://www.Hertz.gr](http://www.Hertz.gr)

<b>Contents</b>	<b>PAGES</b>
<b>Independent Auditor's Report</b>	<b>5</b>
<b>Board of Director's Report</b>	<b>6</b>
<b>A. Financial Statements AUTOHELLAS</b>	
Balance Sheet (I)	17 -18
Income Statement (II)	19
Statements of changes in equity (III )	20
Cash flow statement (IV)	21
<b>B. Consolidated Financial Statements</b>	
Balance Sheet (I)	22-23
Income Statement (II)	24
Statements of changes in equity (III )	25
Cash Flow statement (IV)	26-27
<b>C. Notes to the interim financial statements.</b>	
<b>1.General Information</b>	<b>27</b>
<b>2. Accounting Policies</b>	
2.1 Basis for preparation of the financial statements	28
2.2 New Standards - interpretations	28
2.3 Consolidation – Subsidiaries and Associates valuation	29-30
2.4 Information per sector	30
2.5 Fixed Assets	30
2.6 Intangible fixed assets	30
2.7 Impairment of Assets	30
2.8 Financial Assets available for sale, valued at fair value, with changes in fair value recognized in the results.	30
2.9 Trade receivables	31
2.10 Cash and cash equivalents	31
2.11 Transactions in Foreign currencies	31
2.12 Share Capital	31
2.13 Loans	31
2.14 Deferred income tax	31
2.15. Employee benefits	31
2.16. Provisions	32
2.17. Recognition of income	32
2.18. Leases (Group company as lessee)	32
2.19. Dividend Distribution	32
2.20. Financial risk Management	32
<b>3. Capital Management</b>	<b>33</b>
<b>4. Tangible Fixed Assets</b>	<b>34-35</b>
<b>5. Intangible Fixed Assets</b>	<b>35</b>
<b>6. Investment in Subsidiaries</b>	<b>36</b>
7. Investment in Associates	36
8. Other assets available for sale	36-37

<b>9. Customers</b>	<b>37</b>
<b>10. Cash and Cash Equivalents</b>	<b>38</b>
<b>11. Share Capital and capital above par</b>	<b>38</b>
<b>12. Reserves</b>	<b>38</b>
<b>13. Suppliers and other liabilities</b>	<b>39</b>
<b>14. Loans</b>	<b>39</b>
<b>15. Derivatives</b>	<b>40</b>
<b>16. Deferred Tax</b>	<b>40</b>
<b>17. Staff leaving indemnities (N 2112/20)</b>	<b>41</b>
<b>18. Sales and other operating income</b>	<b>41</b>
<b>19. Employee benefits</b>	<b>41</b>
<b>20. Depreciation for tangible fixed assets</b>	<b>42</b>
<b>21. Cost Distribution</b>	<b>42</b>
<b>22. Net financial cost</b>	<b>42</b>
<b>23. Income Tax</b>	<b>43</b>
<b>24. Earnings per share</b>	<b>43</b>
<b>25. Dividends per share</b>	<b>43</b>
26. Guarantees	43
<b>27. Possibilities</b>	<b>44</b>
<b>28. Events Occurred After the publication of the Balance Sheet</b>	<b>44</b>
<b>29. Transactions with associated companies</b>	<b>44-45</b>
i) Sale of goods and services	
ii) Purchase of goods and services	
iii) Management Salaries	
iv) Claims from associated companies	
v) Liabilities towards associated companies	
<b>30. Sensitivity Analysis</b>	<b>45 -47</b>
<b>31. Detailed accounting estimations</b>	<b>48</b>

The financial statements reported from page 17 to page 48, have been compiled according to the International Financial Standards as these have been adopted by the European Union and have been approved by the board of directors on the 27<sup>th</sup> of February 2008 and are signed by:

President

Vice President

Financial Manager

Accounting  
Supervisor

Theodore Vassilakis

Eftichios Vassilakis

Garyfallia Pelekanou

Costantinos Siabanis

## INDEPENDENT AUDITOR'S REPORT

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To the Shareholders of AUTOHELLAS S.A. (HERTZ)

### Report on the Financial Statements

We have audited the accompanying financial statements (the "Financial Statements") of AUTOHELLAS S.A.(HERTZ), (the Company) which comprise the balance sheet as at 31 December 2007, and the income statement, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes.

### Management's Responsibility for the Financial Statements

Management's is responsible for the preparation and the fair presentation of these financial statements in accordance with International Financial Reporting Standards, that have been adopted by the European Union. This responsibility includes: designing, implementing, and maintaining internal control relevant to the preparation and fair preparation of financial statements that are free from material misstatement, whether due to fraud and error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Greek Auditing Standards, which are based on International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments the auditor considers internal control relevant to the entity's preparation and fair presentation of the 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and reasonableness of accounting estimates made by management , as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the accompanying Financial Statements give a true and fair view, of the financial position of the Company as of 31 December 2007, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards, that have been adopted by the European Union.

### Emphasis of Matter

The details mentioned in the Board of Directors report are in compliance with the financial statements.

Athens, 28 February 2008

CERTIFIED AUDITOR ACCOUNTANT  
PANAGIOTIS K. VROUSTOURIS  
AM SOEL. 12921



**BOARD OF DIRECTORS' REPORT**  
**AUTOHELLAS TOURIST AND TRADING ANONYMOUS COMPANY**  
**TO THE ORDINARY GENERAL ASSEMBLY OF SHAREHOLDERS**

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In respect of the Individual and Consolidated Financial Statements of 31.12.2007.

Dear Shareholders,

On filing the company's Individual and Consolidated Financial Reports for the corporate use which expired on December 31 2007 subject to approval, we present this annual report over the company's Individual and Consolidated Financial Statements for your complete information over the activities and prospects of our company.

▪ **GENERAL:**

Autohellas S.A. represents HERTZ largest national franchisee globally. By virtue of agreement, Autohellas S.A. has the exclusive right to use the Hertz brand name and trademark in Greece, to receive information and know-how relating to the operation of car rental system, as well as any improvements in designing and implementing rental services under the Hertz system. Autohellas extended this right in 1998 until the 31st of December 2023. This extraordinary in duration agreement has been granted to Autohellas as a result of Hertz' successful representation in Greece during the past 30 years.

▪ **ACTIVITY:**

The two main sectors of the company's activity are Renting (short-term rental) and Fleet Management (long-term rental and fleet management).

Renting Sector covers the rental needs of individual clients as well as companies for occasional, short-term rentals of up to 1 year.

Fleet Management Sector covers the long-term needs of its clients for rental and management of their fleet.

Autohellas's turnover in 2007 closed at 115,704,254.47 €, an increase of 8.1%.

In the Renting Sector, the total earnings reached the amount of 33.4 million € from 32.7 million € in 2007, reporting an increase of 2.1%. Respectively, in the Fleet Management Sector total earnings reached the amount of 82.3 million € from 74.3 million € in 2006 an increase of 11%. This evolution, which has exceeded the growth of the market, results mainly from the aggressive line of action that the company has followed.

The participation of Fleet Management in the consolidated turnover of Autohellas reached 71.1%, increasing each year the turnover's stability,

since long term contracts have an average duration of 4 years. The group's consolidated turnover reported an increase of 8.6%, reaching €126,957,104.82 from €116,865,964.57 in 2006.

- RESULTS

Consolidated after tax profits reported a decrease of 13.9%, reaching 15,525,468.20€ from 18,028,465.85 € in 2006. The main reason for this reduction is the profits from the sale of Autohellas's participation in the company Multifin, which along with the dividend from Multifin reached 4 million Euros and was reported in 2006 year end results. If we didn't take into account this extraordinary event, profits after tax would have been up by 11% .

In more detail, Autohellas's earnings after tax reached 14,460,639.07€ from 18,106,351.35€ in 2006, a reduction due to the events mentioned above.

Finally, it is worth mentioning that vehicle depreciations increased by 6.5% amounting 42.5 million € from 39.9 million in 2006.

Ratios analysing the company's 2007 financial performance are presented bellow.

- Ratios

**A. Evolution ratios**

	<u>The group</u>	<u>The company</u>
<b>1. Turnover</b>	8,7%	8,1%
<b>2. Earnings before tax</b>	-13,9%	-20,1%

The above ratios show the increase(or decrease) of sales and earnings before tax for both the company and the group between 2007 and the previous year.

**B. Profitability ratios**

	<u>The group</u>	<u>The company</u>
<b>3. Net earnings before tax / turnover</b>	16,8%	17,4%
<b>4. Net earnings after tax/ turnover</b>	12,2%	12,5%

The above ratios present the final net profit before and after tax as a percentage of the company's turnover

	<u>The group</u>	<u>The company</u>
<b>5. Return on equity</b>	10,6%	10,2%

This ratio reflects the net earnings after tax as a percentage of equity capital.

**C. Financial leverage ratios**

	<u>The group</u>	<u>The company</u>
<b>6. Debt / equity (excluding minority rights)</b>	1,52	1,47
<b>7. Bank loans / equity</b>	1,09	1,06

The above ratios present owed capital and bank loans as a percentage of total shareholders equity

**D. Financial leverage ratios**

	<u>The group</u>	<u>The company</u>
<b>8. Current assets / Total assets</b>	14,9%	14,2%

This ratio shows the percentage of current assets on total company assets.

	<u>The group</u>	<u>The company</u>
<b>9. Total liabilities / equity</b>	1,52	1,47

This ratio reflects the company's financial self-sufficiency.

	<u>The group</u>	<u>The company</u>
<b>10. Tangible and intangible assets / equity</b>	1,79	1,74

This ratio shows what percentage of the company's own capital has been converted into assets.

	<u>The group</u>	<u>The company</u>
<b>11. Current assets / short term liabilities</b>	0,98	1,17

This ratio reflects the company's liquidity.

▪ **HOLDINGS – CONSOLIDATED CORPORATIONS**

COMPANY	SHARES	HOLDING	PERCENTAGE
AUTOTECHNICA LTD	399,960	3,011,842.00	99.99%
AUTOTECHNICA FLEET SERVICES S.R.L.	82,840	1,000,000.00	100%
DEMSTAR RENTALS 2005 LTD	75,000	2,061,004.50	75%
AEGEAN AIRLINES SA	4,947,920	33,645,856.00	6.928%
THE CRETE GOLF CLUB SA	52,107	758,322.20	5.44%
PIRAEUS BEST LEASING SA	28,598	2,691,220.07	48.08%
ELTREKKA SA	103,915	2,200,001.02	50%
<b>TOTAL:</b>		<b>45,368,245.79</b>	



Autotechnica Ltd, Autotechnica Fleet Services S.R.L. and Demstar Rentals 2005 Ltd comprise the two fully consolidated companies in the results of Autohellas S.A.

Respectively, Piraeus Best Leasing S.A. and ELTREKKA S.A. are consolidated by the net position method.

More specifically, Autotechnica ltd is Hertz's national franchisee in Bulgaria, while being the importer / distributor of SEAT cars. In 2007, turnover reached 7.3 million € from 6.1 million € in 2006, reduced by 19.7% while profits reached 544 thousand € instead of 425 thousand € in 2006, increased by 28%.

Demstar Rentals 2005 started its activity in June 2005 and it is Hertz's national franchisee in Cyprus. Autohellas has the licensee agreement, and this right has been assigned to Demstar Rentals 2005 Ltd. Autohellas participates by 75% in Demstar Rentals 2005, while the remaining 25% belongs to a Cypriot businessman. Autohellas' total investment was 2 million €. The consolidated turnover in 2007 reached 4.1 million € from 3.7 million € in 2006, with profits after tax reaching 340 thousand € from 217 thousand € in 2006.

2007 was the first operational year for AUTOTECHNICA Fleet Services S.R.L. in Romania. The company operates in the fleet management sector only, and the total turnover of 775 thousand Euro, is not indicative, since growth will be geometrical. Respectively, the loss of 517 thousand euro in this first year is expected to be turned into profit in the following fiscal year.

As far as Piraeus Best Leasing is concerned, turnover reached 32.4 million € and earnings after tax reached 1.2 million €. The company is actively involved in long-term car rentals with a fleet of 7,317 cars at the end of 2007. Autohellas has undertaken the maintenance and management needs for a large part of this fleet in its privately owned facilities.

The main activity of ELTREKKA S.A. is the importing, storing, trading and distribution of car spare parts of many international brands in the Greek market. Autohellas completed the acquisition of 50% of the company in July 2005 and the total investment reached 2.2 million €. Total turnover in 2007 was 23.5 million € and earnings after tax 170 thousand €.

As for the rest of the participations, it has an exclusive collaboration for the promotion of car rentals to its clients with Aegean Airlines, while at the end of year 2006 the participation in Multifin, which was 12.5%, was sold for 5.5 million €.

**• NETWORK – TANGIBLE FIXED ASSETS**

1. Autohellas operates through a network of about 115 sales points and 7 service points for its cars. It owns several of these facilities. More specifically:
2. Building plot in Corfu, located in Tripouleika, 2,275 m<sup>2</sup>, book valued at 272,152.61 euro and value of premises and garage (190 m<sup>2</sup>) at 363,900.83, hence total real estate value is 636,053.44 euro.
3. Store (ground floor 65 m<sup>2</sup> – basement 70 m<sup>2</sup>) 6/10 joint ownership at 12, Syggrou Ave., with plot of total book value 127,720.78 euro (building value at 114,619.36 euro, plot value at 13,101.42 euro).
4. Real estate at 34, 25th Avgoustou str. in Herakleion, Crete, (plot 48.12 m<sup>2</sup>) book value at 78,925.97 euro and building value 210,269.39 euro (206.64 m<sup>2</sup>), hence at total value of 289,195.36 euro.
5. Building plot in Pylaia, Thessalonica, 5,170 m<sup>2</sup>, book value at 573,147.47 euro, and premises and garage (1991 m<sup>2</sup>) value at 1,144,215.31 euro, hence, real estate at a total value of 1,717,362.78 euro.
6. Building plot in Myconos island, location “OMVRODEKTIS”, 6,884.93 m<sup>2</sup>, book value at 95,154.81 euro and building (604 m<sup>2</sup>) value at 593,723.92, hence total real estate value 688,878.73 euro.
7. Store (ground floor 44.50 m<sup>2</sup> with loft 21 m<sup>2</sup> and storage area 44.50 m<sup>2</sup>) in Piraeus at 67, Agiou Nikolaou Str. and Akti Miouli Str. junction, with building plot rate of total book value 155,310.16 euro (building value 137,707.95 euro and plot value 17,602.21).
8. Underground storage space in Amarousio, Attica, at 12, Agiou Thoma str., 89 m<sup>2</sup>, with building plot 52.82 m<sup>2</sup>, of total book value 33,905.72 euro (building value 27,205.81 euro, plot value 6,699.91 euro).
9. Building plot in Kremasti, Rhodes, 9,070 m<sup>2</sup> with book value of 283,125.44 euro, and built premises and garage of 439.73 m<sup>2</sup> value 851,022.27 euro. Total real estate value of 1,134,147.71 euro.
10. Building plot at 33, Viltanioti str. (Goltsi bridge or Varies), Kifissia, of 10,545.65 m<sup>2</sup>, book value at 1,204,548.79 euro, building and garage (3,796 m<sup>2</sup>) value at 2,240,979.41 euro, hence a total real estate value of 3,445,528.20 euro.
11. Building plot at 31, Viltanioti str. (Goltsi bridge or Varies), Kifissia, of 11,290 m<sup>2</sup>, book value at 1,588,826.47 euro, on which there have been built buildings of 18,118 m<sup>2</sup>, book valued at 13,698,399.59 euro, that is total real estate value at 15,287,226.06 euro.

12. Ground floor store in Agios Nikolaos, Crete, at 14-15, Akti Iosif Koundourou str. of 42.06 m<sup>2</sup> with building plot rate of 79.02 m<sup>2</sup>, of total book value of 220,102.72 euro (building value 128,987.29 euro and plot value 91,115.43 euro).
13. Plots of land in Paiania, located in Poussi-ledi, 30,418 m<sup>2</sup>, book value at 5,105,817.20 and land shaping valued at 286,358.76 euro. Total value 5,392,175.96 euro.
14. Store (ground floor 75 m<sup>2</sup> and basement 105 m<sup>2</sup>) in Athens, at 71, Vas. Sofias ave. and M.Petraki str. junction with building plot rate of total book value 353,724.34 euro (premises value 195,314.78 euro and plot value 158,409.56).
15. Building plots in Lakythra, Kefallonia, in Alypradata Quarter, 3,600 m<sup>2</sup> and 1,677 m<sup>2</sup>, valued at 64,031.80 euro and 49,995.87 euro respectively, metal building (shelter), 214.50 m<sup>2</sup>, and store room 24 m<sup>2</sup> valued at 93,740.06 euro. Total real estate value 207,767.73 euro.
16. Plot of land in "Aspra Chomata" (Mandragoura) located in Koropi Attika, 10,253 m<sup>2</sup>, book value at 335,923.96 euro junction with a semi-finished construction of 300 m<sup>2</sup>, of book value 128,675.27 euro, adding to a total value of 464,599.23 euro.

The cars as a whole on 31.12.2007 had an acquisition value of 298,350,930.34 €. The maximum number of cars under management was 28,700 during August.

There is no mortgage, no prenotation of mortgage or any other charges over the tangible fixed assets.

- **RISK MANAGEMENT**

**Foreign exchange risk**

All company's receivables and liabilities are in Euro currency and as a result the company is practically exposed in zero foreign exchange risk.

An exchange risk can only be found in the company's subsidiary in Romania, since it has a bank loan in Euro, a currency different than the local currency. Still, the borrowed amount is considered very small in comparison to the group's economic size and hence the risk is considered minimum.

Bank loans in Euro exist in both subsidiaries in Cyprus and Bulgaria as well, but Cyprus has entered the Euro zone in 01/01/2007, while Bulgaria is on a fixed exchange rate.

**Interest rate risk**

The Company and the Group are exposed in possible interest rate fluctuations because of their adjustable interest rate loans.

The company outbalances the risk through interest derivatives although no hedging is currently being used.

### **Credit Risk**

Company does not have any substantial credit risk . Retail sales are conducted either with cash payments or credit card charges. Wholesales take place only after a thorough audit on the customer's financial reliability has been conducted, and often advance payments or guarantees are obtained.

### **Price risk**

The group is exposed in price risk through the risk of possible fluctuations in the share price of Aegean Airlines SA in which the group participates. Aegean Airlines' prospects, on the other hand, and the long-term nature of this particular investment reduce the risk substantially.

## **• INFORMATION ACCORDING TO ARTICLE 11a, Law3371/2005**

### **I. Company's capital structure**

The company's share capital amounts eleven million six hundred and thirty-five thousand two hundred Euro (11,635,200€), divided into thirty six million, three hundred and sixty thousand shares (36,360,000) ,of par value of thirty two cents (0.32€) each.

The company's shares are listed in the Athens stock exchange market (category: large capitalization).

The stockholders' rights deriving from the company's shares are in proportion to the percentage of the capital on which the deposited value of the share corresponds.

Each share provides its owner with all legal rights and all rights described in the company's articles of association. Specifically:

- The dividend right from the annual profits or profits deriving after liquidation of the company.

35% of the company's net profits after deducting only the regular reserve, is distributed to the shareholders as first dividend, while any additional dividend has to be authorized by the general shareholders meeting. Entitled to dividend is everyone who is shareholder at the ex-dividend day. The dividend has to be deposited within two (2) months after the general shareholders meeting approve the annual financial statements. The payment procedure has to be published through the press.

The dividend right is prescribed and the relevant amount comes in to possession of the state 5 years after the end of the fiscal year during which the general assembly approved the dividend.

- The right to withdraw the levy during liquidation, or the depreciation of the capital corresponding to the share, if such a decision is approved by the general shareholders meeting.
- Right in any share capital increase by cash,
- The right to request a copy of the financial statements and the auditors report as well as the Board of directors' report.
- The right to participate to the general shareholders meeting. In more detail: the right to be present, to participate in the discussions, to make suggestions on subjects under the agenda, to have his suggestions record and to vote.
- The general shareholders meeting retains all its rights and obligations during settlement.

The shareholders responsibility is limited to the par value of their shares.

## **II. Limitations regarding company's shares transferring**

Any company shares transfers are to be conducted by the law, and no constrains arise from the company's articles of associations especially since the company's shares are dematerialized and listed in the Athens stock exchange.

## **III. Significant direct or indirect participations according to presidential decree 51/1992**

On the 31<sup>st</sup> of December 2007 the following shareholders possessed a percentage greater than 5% of the total company's voting rights:

Theodore Vassilakis 59.42%, Emmanouella Vassilakis 8.89%

## **IV. Shares providing additional rights**

There are no shares providing additional rights to their owners.

## **V. Voting rights limitations**

Under the company's articles of associations, there are no limitations to the voting rights deriving from the company's shares.

**VI. Agreements among the company's shareholders**

The company has no knowledge of any agreement between shareholders that could result into any limitations in transferring shares or to the voting rights.

**VII. Rules for appointing or replacing members of the BoD and amending the articles of associations.**

The article of associations' rules regarding the appointment or replacement of BoD members as well as the alteration of its provisions, are in accordance to the provisions of law 2190/1920.

**VIII. BoD authority regarding issuing new shares or buying own shares**

According to the provisions of article 13 par.1 b) of law 2190/1920, the Board of Directors has the right, once approved by the general assembly and under the provisions of article 7b of law 2190/1920, to increase its share capital by issuing new shares, by a decision of minimum two thirds (2/3) of the total number of its members.

In this case, the share capital can be increased up to the deposited capital at the date at which the BoD was given authority by the general assembly. This authority can be renewed by the general assembly for a period no longer than 5 years for each renewal.

According to article 16, par.1 and 2 of law 2190/1920, the company can purchase own shares only once an approval from the general assembly has been given, setting the terms and conditions and especially the maximum number of shares that the company can purchase, and the period for which the approval has been given, which cannot exceed 24 months. This purchase must be conducted under the BoD's responsibility. The annual shareholders meeting on the 15<sup>th</sup> of February 2008, has decided to give the authority to the company to purchase own shares within a period of 24 months at a minimum price of 3 euro per share and at a maximum price of 7 euro. The maximum number of shares to be bought adding the number of shares already owned by the company at each time cannot exceed 1/10<sup>th</sup> of the company's share capital.

**IX. Major agreements that will become active or will be altered or expire in case of change of control after a public offer.**

There are no major agreements that will become active or will be altered or expire in case of change of control after a public offer.

**X. Agreements with members of the Board of directors or the company's staff.**

There are no agreements between the company and members of the board of directors or staff that are related to any kind of remuneration, especially in cases of resignation or lay-off as a result of a public offering.

- **SIGNIFICANT EVENTS THAT TOOK PLACE AFTER THE END OF THE FISCAL YEAR**

The company's Board of directors, taking into account the company's conservative capital structure, the stable over the years performance, the high level of equity, the positive cash flow, the company's future investment program, as well as its high borrowing capacity, has decided to ask the Extraordinary Shareholders meeting to approve the company's capital restructuring plan, aiming to improve the company's own capital efficiency for the benefit of its shareholders

The extraordinary shareholders meeting has approved a share capital return of €47,268,000.00, by paying shareholders in cash 1.3 Euro per share.

- **PROSPECTS**

2008 is expected to be another good year.

The continuous efforts to promote tourism on the part of the Greek state, by taking advantage of the country's increased publicity during the last couple of years, seem to have paid off in 2007 and are expected to be even more effective next year. At the same time, the signs from the international tourist exhibitions are positive for the Greek market.

As far as the long-term sector is concerned, it is expected that the same growth rate will be maintained as more and more companies of small size recognize the institution and the benefits the product is offering them. Autohellas' aim is to maintain its share in this constantly growing segment.

In Bulgaria, the main factor towards development will continue to be car renting both short-term and long term. Bulgaria's tourist market even though still small, it is expected to continue growing at a fast pace. The same should apply for enterprise development and financial growth, especially after Bulgaria's entry into the European Union in 2007.

In the Cypriot market, the aim remains "Demstar Rentals 2005" to assume a leading role in the market in the next few years while retaining its profitability, while the prospects for further development are combined with the expected liberalization of the car rental market.

Finally in Romania, 2008 will be the first fully operational fiscal year with the company's target being not only to substantially increase its fleet, but also to achieve a positive net result taking advantage of the expected economies of scale.

According to the above mentioned, the auditors' report, as well as the annual financial statements of December 31st 2007, we believe you have at your

disposal all the necessary documentation to proceed with the approval of the annual Financial Statements for the fiscal year ending on December 31st 2007 and to disengage the Board of Directors and the auditors from all responsibility

Kifisia, 27th February 2008

The Board of Directors

The President of the Board of Directors  
Theodoros Vassilakis

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**A. Financial statements AUTOHELLAS**

**Balance Sheet (I)**

	Note	<u>31/12/2007</u>	<u>31/12/2006</u>
<b>ASSETS</b>			
<b>Non-current assets</b>			
Fixed assets	4	246,519,118.24	228,679,642.54
Intangibles	5	1,747.95	1,126.65
Investments in subsidiaries	6	6,072,846.50	5,072,846.50
Investments in participating companies	7	4,891,221.09	4,891,221.09
Investments in other companies	8	34,404,178.20	10,936,569.73
Trade & other debtors	9	8,220,504.15	7,570,599.50
Guarantees		326,429.94	322,899.37
		<b>300,436,046.07</b>	<b>257,474,905.38</b>
<b>Current assets</b>			
Inventory		49,586.00	37,554.80
Trade debtors	9	18,679,401.59	20,403,987.26
Other debtors	9	4,434,978.39	5,756,420.13
Advance payments	9	10,848,278.75	8,332,766.24
Cash and cash equivalents	10	15,647,014.23	32,229,843.54
		<b>49,659,258.96</b>	<b>66,760,571.97</b>
<b>Total Assets</b>		<b>350,095,305.03</b>	<b>324,235,477.35</b>
<b>OWNER'S EQUITY</b>			
<b>Capitals and Reserves</b>			
Parent company's' shareholders equity	11	11,635,200.00	11,558,400.00
Share capital paid in excess of Par value	11	32,029,386.83	31,626,186.83
Other reserves	12	35,612,111.98	12,184,667.99
Earnings carried forward		62,405,309.95	56,974,670.88
		141,682,008.76	112,343,925.70
<b>Total Net Worth</b>		<b>141,682,008.76</b>	<b>112,343,925.70</b>

**LIABILITIES****Long term liabilities**

Long term borrowing	14	150,069,890.32	150,062,279.10
Deferred tax	16	14,078,147.31	11,640,298.88
Provisions for staff leaving indemnities	17	1,235,714.53	1,208,537.95
Derivatives	15	604,951.09	520,961.35
		<b>165,988,703.25</b>	<b>163,432,077.28</b>

**Short term liabilities**

Trade creditors	13	42,424,593.02	39,328,158.12
Short term borrowing	14	0.00	7,336,757.15
Taxes and duties payable		0.00	1,794,559.10
<b>Total short term liabilities</b>		<b>42,424,593.02</b>	<b>48,459,474.37</b>

**Total liabilities** **208,413,296.27** **211,891,551.65**

**Total Equity and liabilities** **350,095,305.03** **324,235,477.35**

**A. Financial statements AUTOHELLAS**

**Income Statement (II)**

	Note	<b>31/12/2007</b>	<b>31/12/2006</b>
Turnover	18	115,704,254.47	107,054,496.93
Cost of Sales	21	-88,179,600.79	-83,722,526.24
<b>Gross Operating Earnings</b>		<b>27,524,653.68</b>	<b>23,331,970.69</b>
Other Operating Income	18	8,663,692.23	10,272,432.10
Administrative expenses	21	-8,542,030.51	-7,751,241.30
Distribution expenses	21	-1,823,097.23	-1,821,715.07
Other expenses		-46,238.92	-59,344.17
Gains/losses before tax, financial and investment activities (*)		25,776,979.25	23,972,102.25
Gains/losses before tax, financial investment activities and depreciations (**)		69,813,135.05	65,321,208.10
Net financial cost	22	-5,629,140.26	-4,380,493.27
Gain from affiliated companies		38,443.53	4,003,356.57
Less: Fixed assets Depreciations	20	44,036,155.80	41,349,105.85
Less: Depreciation Expenses included in Operating Cost	20	44,036,155.80	41,349,105.85
Earnings Before Tax		<b>20,186,282.52</b>	<b>23,594,965.55</b>
Tax Payable	23	-5,725,643.45	-5,488,614.20
<b>Earnings After Tax</b>		<b>14,460,639.07</b>	<b>18,106,351.35</b>
<b>Net Earnings per Share (basic)</b>	24	<b>0.40</b>	<b>0.50</b>
<b>Dividend per Share</b>	25	<b>0.18</b>	<b>0.25</b>

(\*) 25,776,979.25 = 20,186,282.52 + 5,629,140.26 – 38,443.53  
 23,972,102.25 = 23,594,965.55 + 4,380,493.27 – 4,003,356.57

(\*\*) 69,813,135.05 = 25,776,979.25 + 44,036,155.80  
 65,321,208.10 = 23,972,102.25 + 41,349,105.85

**A. Financial Statements AUTOHELLAS**

**III. Statements of changes in equity**

	Note	Share capital	Above par	Other reserves	Results carried forward	Total equity
<b>Balance as of 01.01.2006</b>		11,558,400.00	31,626,186.83	7,551,945.74	54,824,598.35	105,561,130.92
- Redistribution	8			3,738,356.57	-3,738,356.57	0.00
- Financial assets available for sale	8			-3,738,356.57		-3,738,356.57
<b>Net gain/ loss reported on Net equity</b>		<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
- Net results for the period				4,632,722.25	13,473,629.10	18,106,351.35
<b>Recognized profit / loss for the period</b>		<b>0.00</b>	<b>0.00</b>	<b>4,632,722.25</b>	<b>13,473,629.10</b>	<b>18,106,351.35</b>
- Dividends payable					-7,585,200.00	-7,585,200.00
<b>Balance as of 31.12.2006</b>		<b>11,558,400.00</b>	<b>31,626,186.83</b>	<b>12,184,667.99</b>	<b>56,974,670.88</b>	<b>112,343,925.70</b>
<b>Balance as of 01.01.2007</b>		<b>11,558,400.00</b>	<b>31,626,186.83</b>	<b>12,184,667.99</b>	<b>56,974,670.88</b>	<b>112,343,925.70</b>
- Financial assets available for sale	8			23,427,443.99		23,427,443.99
<b>Net gain/ loss reported on Net equity</b>		<b>0.00</b>	<b>0.00</b>	<b>23,427,443.99</b>	<b>0.00</b>	<b>23,427,443.99</b>
- Net results for the period					14,460,639.07	14,460,639.07
<b>Recognized profit / loss for the period</b>		<b>0.00</b>	<b>0.00</b>	<b>23,427,443.99</b>	<b>14,460,639.07</b>	<b>37,888,083.06</b>
- Dividends payable					-9,030,000.00	-9,030,000.00
- Increase in share capital	11	76,800.00	403,200.00			480,000.00
<b>Balance as of 31.12.2007</b>		<b>11,635,200.00</b>	<b>32,029,386.83</b>	<b>35,612,111.98</b>	<b>62,405,309.95</b>	<b>141,682,008.76</b>

**A. Financial Statements AUTOHELLAS**

**Cash flow statement (IV)**

*Values in Euro*

	<b>01.01-31.12.2007</b>	<b>01.01-31.12.2006</b>
<b>Profits before tax</b>	<b>20,186,282.52</b>	<b>23,594,965.55</b>
Adjustments for:		
Fixed assets depreciation	44,036,155.80	41,349,105.85
Fixed assets devaluation (fixed assets write-offs)	1,324,054.74	1,525,076.29
Earnings from tangible assets sale	-6,279,882.95	-7,673,008.95
Interest	5,629,140.26	4,380,493.27
Dividends	-38,443.53	-4,003,356.57
	<b>64,857,306.84</b>	<b>59,173,275.44</b>
<b>Working capital changes</b>		
Increase/decrease in inventories	-12,031.20	9,922.90
Increase/decrease in receivables	5,666,634.17	-846,549.23
Increase/decrease in liabilities	2,617,892.21	-39,132.06
	<b>8,272,495.18</b>	<b>-875,758.39</b>
<b>Net cash flow from operating activities before Tax and Interest</b>	<b>73,129,802.02</b>	<b>58,297,517.05</b>
Interest expense paid	-8,251,508.22	-4,500,393.97
Tax paid	-4,926,304.14	-5,458,301.47
<b>Net cash flow from operating activities</b>	<b>59,951,989.66</b>	<b>48,338,821.61</b>
<b>Cash flow from investing activities</b>		
Purchase of tangible assets	-105,610,301.16	-114,226,470.45
Proceeds from sales of tangible assets	42,938,765.61	46,640,220.90
Purchase of subsidiaries, affiliated companies and other investments	-1,040,164.48	0.00
Proceeds from sales of financial assets	0.00	5,500,000.00
Proceeds from interests	3,063,638.21	739,914.46
Proceeds from dividends	0.00	265,000.00
<b>Net cash flow from investing activities</b>	<b>-60,648,061.82</b>	<b>-61,081,335.09</b>
<b>Cash flow from financing activities</b>		
Proceeds from borrowing	0.00	53,255,000.00
Increase equity capital	480,000.00	0.00
Loan payments	-7,336,757.15	-3,300,000.00
Dividend payments	-9,030,000.00	-7,585,200.00
<b>Cash flow from financing activities</b>	<b>-15,886,757.15</b>	<b>42,369,800.00</b>
<b>Net decrease/increase in cash and cash equivalents</b>	<b>-16,582,829.31</b>	<b>29,627,286.52</b>
Cash and cash equivalents at the beginning of the period	32,229,843.54	2,602,557.02
<b>Cash and cash equivalents at the end of the period</b>	<b>15,647,014.23</b>	<b>32,229,843.54</b>

**B. Consolidated financial statements**

**Balance Sheet (I)**

	Note	31/12/2007	31/12/2006
<b>PROPERTY ASSETS</b>			
<b>Non-current assets</b>			
Fixed assets	4	262,248,427.61	238,073,713.64
Intangibles	5	203,739.04	209,903.92
Investments in subsidiaries	7	7,421,655.25	6,731,004.86
Financial assets available for sale	8	34,404,178.20	10,936,569.73
Trade & other debtors	9	9,177,234.50	7,821,447.84
Other assets		326,429.94	322,899.37
		<b>313,781,664.54</b>	<b>264,095,539.36</b>
<b>Current assets</b>			
Inventory		1,022,247.93	936,921.99
Trade debtors	9	21,566,795.26	21,769,375.11
Other debtors	9	5,181,290.20	6,097,479.67
Advance payments	9	11,228,679.37	8,559,360.93
Cash and cash equivalents	10	15,898,895.64	32,668,752.16
		<b>54,897,908.40</b>	<b>70,031,889.86</b>
<b>Total assets</b>		<b>368,679,572.94</b>	<b>334,127,429.22</b>
<b>CAPITAL &amp; RESERVES</b>			
<b>Capital and reserves attributed in the parent company's shareholders</b>			
Share capital	11	11,635,200.00	11,558,400.00
Share capital paid in excess of Par value	11	32,029,386.83	31,626,186.83
Own shares reserves		-62,613.47	16,501.66
Exchange difference	12	35,612,111.98	12,184,667.99
Earnings carried forward		66,884,726.99	60,520,496.08
		146,098,812.33	115,906,252.56
<b>Minority interest</b>		844,943.22	759,840.31
<b>Total capital &amp; reserves</b>		<b>146,943,755.55</b>	<b>116,666,092.87</b>

**LIABILITIES****Long term liabilities**

Long term borrowing	14	150,069,890.32	150,062,279.10
Deferred tax	16	14,078,147.31	11,640,298.88
Provisions for staff leaving indemnities	17	1,235,714.53	1,208,537.95
Derivatives	15	604,951.09	520,961.35
		<b>165,988,703.25</b>	<b>163,432,077.28</b>

**Short term liabilities**

Trade creditors	13	46,114,584.14	41,042,775.27
Short term borrowing	14	9,492,398.83	11,140,711.66
Taxes and duties payable		140,131.17	1,845,772.14
<b>Total liabilities</b>		<b>55,747,114.14</b>	<b>54,029,259.07</b>

<b>Total liabilities</b>		<b>221,735,817.39</b>	<b>217,461,336.35</b>
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<b>Total equity and liabilities</b>		<b>368,679,572.94</b>	<b>334,127,429.22</b>
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**B. Consolidated financial statements**

**Income Statements (II)**

<i>Values in Euro</i>	<b>Note</b>	<b><u>31/12/2007</u></b>	<b><u>31/12/2006</u></b>
Turnover	18	126,957,104.82	116,865,964.57
Cost of Sales	21	-96,622,328.41	-91,520,573.83
<b>Gross Operating Earnings</b>		<b>30,334,776.41</b>	<b>25,345,390.74</b>
Other Operating Income	18	9,323,677.06	10,888,887.74
Administrative expenses	21	-9,470,917.75	-8,486,477.65
Distribution expenses	21	-3,162,829.05	-2,809,345.94
Other expenses		-90,253.26	-63,107.55
Gains/losses before tax, financial and investment activities		26,934,453.41	24,875,347.34
Gains/losses before tax, financial investment activities and depreciations		75,074,905.54	69,074,401.59
Net financial cost	22	-6,299,058.77	-4,527,239.36
Gain from affiliated companies		38,443.53	4,003,356.57
Income from participation in associated companies		690,650.40	-720,122.00
Less: Fixed assets Depreciations	20	48,140,452.13	44,199,054.25
Less: Depreciation Expenses included in Operating cost	20	48,140,452.13	44,199,054.25
<b>Earnings Before Taxes</b>		<b>21,364,488.57</b>	<b>23,631,342.55</b>
Tax Payable	23	-5,839,020.37	-5,602,876.70
<b>Earnings After Taxes</b>		<b>15,525,468.20</b>	<b>18,028,465.85</b>
 <b>Attributable to :</b>			
Shareholders		<b>15,440,365.29</b>	<b>17,974,154.19</b>
Minority interest		<b>85,102.91</b>	<b>54,311.66</b>
 <b>Profits after taxes per share (basic)</b>	24	<b>0.42</b>	<b>0.50</b>

(\*)  $26,934,453.41 = 21,364,488.57 + 6,299,058.77 - 38,443.53 - 690,650.40$   
 $24,875,347.34 = 23,631,342.55 + 4,527,239.36 - 4,003,356.57 + 720,122.00$

(\*\*)  $75,074,905.55 = 26,934,453.41 + 48,140,452.13$   
 $69,074,401.59 = 24,875,347.34 + 44,199,054.25$



**B. Consolidated financial statements**

**III. Statements of changes in equity**

	ATTRIBUTED TO THE PARENTS' SHAREHOLDERS								
	Note	Share capital	Above par	Exchange Differences	Other reserves	Results carried forward	Total	Minority rights	Total equity
<b>Balance as of 01.01.2006</b>		11,558,400.00	31,626,186.83	41,866.05	7,551,945.74	58,502,620.71	109,281,019.33	705,528.65	109,986,547.98
- Exchange rate differences				-25,364.39			-25,364.39		-25,364.39
-Redistribution	8				3,738,356.57	-3,738,356.57	0.00		0.00
Financial assets available for sale					-3,738,356.57		-3,738,356.57		-3,738,356.57
<b>Net gain/ loss reported on Net equity</b>		<b>0.00</b>	<b>0.00</b>	<b>-25,364.39</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>		<b>0.00</b>
- Net results for the period					4,632,722.25	13,341,431.94	17,974,154.19	54,311.66	18,028,465.85
<b>Recognized profit / loss for the period</b>		<b>0.00</b>	<b>0.00</b>	<b>-25,364.39</b>	<b>4,632,722.25</b>	<b>13,341,431.94</b>	<b>17,974,154.19</b>	<b>54,311.66</b>	<b>18,028,465.85</b>
- Dividends payable						-7,585,200.00	-7,585,200.00		-7,585,200.00
<b>Balance as of 31.12.2006</b>		<b>11,558,400.00</b>	<b>31,626,186.83</b>	<b>16,501.66</b>	<b>12,184,667.99</b>	<b>60,520,496.08</b>	<b>115,906,252.56</b>	<b>759,840.31</b>	<b>116,666,092.87</b>
<b>Balance as of 01.01.2007</b>		11,558,400.00	31,626,186.83	16,501.66	12,184,667.99	60,520,496.08	115,906,252.56	759,840.31	116,666,092.87
- Reserves for provision for staff leaving indemnities.	8				23,427,443.99		23,427,443.99		23,427,443.99
- Exchange rate differences				-79,115.13			-79,115.13		-79,115.13
<b>Net gain/ loss reported on Net equity</b>		<b>0.00</b>	<b>0.00</b>	<b>-79,115.13</b>	<b>23,427,443.99</b>		<b>23,348,328.86</b>		<b>23,348,328.86</b>
- Net results for the period						15,440,365.29	15,440,365.29	85,102.91	15,525,468.20
<b>Recognized profit / loss for the period</b>		<b>0.00</b>	<b>0.00</b>	<b>-79,115.13</b>	<b>23,427,443.99</b>	<b>15,440,365.29</b>	<b>38,788,694.15</b>	<b>85,102.91</b>	<b>38,873,797.06</b>
- Dividends payable						-9,076,134.38	-9,076,134.38		-9,076,134.38
- Increase in share capital	11	76,800.00	403,200.00				480,000.00		480,000.00
<b>Balance as of 31.12.2007</b>		<b>11,635,200.00</b>	<b>32,029,386.83</b>	<b>-62,613.47</b>	<b>35,612,111.98</b>	<b>66,884,726.99</b>	<b>146,098,812.33</b>	<b>844,943.22</b>	<b>146,943,755.55</b>

**B. Consolidated financial statements**

**Cash flow statement (IV)**

	<u>31/12/2007</u>	<u>31/12/2006</u>
<b>Profits before tax</b>	<b>21,364,488.57</b>	<b>23,631,342.55</b>
Adjustments for:		
Fixed assets depreciation	48,140,452.13	44,199,054.25
Provisions	1,324,054.74	1,525,076.29
Earnings from tangible assets sale	-7,196,551.85	-8,266,258.59
Interest expenses	6,299,058.77	4,527,239.36
Income from participations in associations companies	-690,650.40	720,122.00
Dividends		-4,003,356.57
	<b>69,202,408.43</b>	<b>62,333,219.29</b>
<b>Working capital changes</b>		
Increase/decrease in inventories	-234,910.67	-130,938.92
Increase/decrease in receivables	2,928,056.88	-1,457,841.38
Increase/decrease in liabilities	4,650,210.25	-407,614.70
	<b>7,343,356.46</b>	<b>-1,996,395.00</b>
<b>Net cash flow from operating activities</b>	<b>76,545,764.89</b>	<b>60,336,824.29</b>
Interest expense paid	-8,932,998.35	-4,632,980.06
Tax paid	-5,050,305.99	-5,458,301.47
<b>Net cash flow from operating activities</b>	<b>62,562,460.55</b>	<b>50,245,542.76</b>
<b>Cash flow from investing activities</b>		
Purchase of tangible assets	-117,650,886.12	-120,060,795.54
Proceeds from sales of tangible assets	45,425,961.20	48,560,604.68
Acquisition of affiliated companies	-40,164.48	0.00
Proceeds from sales of financial assets	0.00	5,500,000.00
Τόκοι Εισπραχθέντες	3,131,085.16	762,625.32
Proceeds from interests	0.00	265,000.00
Proceeds from dividends	<b>-69,134,004.24</b>	<b>-64,972,565.54</b>

**Net cash flow from investing activities**

Proceeds from borrowing	5,688,444.32	55,266,136.01
Increase of equity capital	480,000.00	0.00
Loan payments	-7,336,757.15	-3,300,000.00
Dividend payments	<u>-9,030,000.00</u>	<u>-7,585,200.00</u>
<b>Cash flow from financing activities</b>	<b><u>-10,198,312.83</u></b>	<b><u>44,380,936.01</u></b>
<b>Net decrease/increase in cash and cash equivalents</b>	<b><u>-16,769,856.52</u></b>	<b><u>29,653,913.23</u></b>
Cash and cash equivalents at the beginning of the period	32,668,752.16	3,014,838.93
<b>Cash and cash equivalents at the end of the period</b>	<b><u>15,898,895.64</u></b>	<b><u>32,668,752.16</u></b>

**C. Notes to the financial statements**

**1. General Information**

The company "AutoHellas Tourist and Trading Anonymous company" (the company) is an anonymous company registered in Greece, was established in 1962 and is engaged in the field of vehicle renting and leasing.

The company has its registered office at Viltanioti 31, Kifissia, Attica, it's website is [www.hertz.gr](http://www.hertz.gr) and is listed in the Athens Stock Exchange (ASF), sector "Travel & Tourism".

**Group Structure**

Company	Registered office	% of ownership
AUTOHELLAS TOURIST & TRADING ANONYMOUS COMPANY	Kifissia, Attica	Parent Company
AUTOTECHNICA LTD	Sofia, Bulgaria	99,99%
DEMSTAR RENTALS 2005 LTD	Lefkosia, Cyprus	75%
AUTOTECHNICA FLEET SERVICES S.R.L.	Bucharest Romania	100%

Company	Registered office	% of ownership
Piraeus Best Leasing S.A.	Athens	48,08%
Eltrekka S.A.	Kifissia, Attica	50%

The consolidated financial statements of the company include the company and its subsidiaries (the group). Subsidiary companies are all the entities that are managed and controlled by AutoHellas. Subsidiary companies are consolidated by the full consolidation method, as from the date on which control is acquired and are excluded as from the date on which such control ceases to exist. Affiliated companies are companies on which relevant and substantial control is exercised. These companies are consolidated by the Net Position method.

## **2. Accounting principles adopted by the group**

### **2.1. Basis for preparation of the financial statements.**

These financial statements refer to the company Autohellas SA and the fiscal year 2007. They have been compiled according to the international financial standards as these have been adopted by the European Union.

The financial statements have been compiled based on historic cost with the exception of "financial assets available for sale", which have been valued on their fair value with any change recognized directly on equity, and the derivatives which have been valued on their fair value with any change recognized directly to the results.

Compiling the financial statements according to IAS requires the use of analytical accounting estimations and judgements regarding the implementations of the accounting principles. Any estimations or assumptions are mentioned in note 31.

### **2.2. New standards-interpretations**

The international accounting standards board (IASB) as well as the IFRI committee have already published new accounting standards and interpretations or have introduced amendments to current ones, the implementation of which is compulsory for any accounting period that begins after the 1<sup>st</sup> of January 2007 or onwards.

The management's evaluation in relation to any possible affect from the implementation of the new accounting standards are as follows:

#### ***IAS 1 (amendment) «Presentation of financial statements», valid for annual financial statements that begin on or after the 1<sup>st</sup> January 2009.***

The new IAS1 (amendment) is basically replacing the "financial results" table with the "Total Income" table and introduces the additional "financial position" table at the beginning of the first comparable period. This implementation will have no affect to the company's or the group's financial statements other than the slightly different presentation.

#### ***Replacement of IAS 23 "borrowing cost" valid for accounting periods starting on or after the 1<sup>st</sup> Jan 2009 onwards.***

The new standards does not allow the option for direct recognition to the expenses of cost from borrowing related to the purchase, constructing or producing assets, for the period during which the construction takes place. Given that the implementation of the IAS is not retroactive, the company's and group's financial statements will not be affected.

#### ***Replacement of IAS 24 «Transaction between affiliated parties», valid for accounting periods starting on or after the 1<sup>st</sup> Jan 2005 onwards.***

This particular amendment introduces limited changes on the implementation, the purpose for the announcement, the definitions while introducing additional clarifications. the company's and group's financial statements will not be affected.

#### ***Amendment of IAS 32 on the accounting regarding accounting principles on certain financial means that are in line with the definitions but are also included in the company's net position, with a simultaneous amendment in IAS1. The above amendments are valid for accounting periods starting on or after the 1<sup>st</sup> Jan 2009***

The above amendments have no application to the group or the company

#### ***Replacement of IFRS 3 «Business combinations», valid for business combinations with a date of transaction within accounting periods with a starting date on or after the 01/07/2009.***

The new IFRS introduces changes in matters of recognition and valuation of assets, liabilities, surplus and minority rights, as well as the required announcements when companies merge. The implementation of the new IFRS will affect any future transactions. The group does not intent to implement the above , earlier than the date on which implementation becomes compulsory.

***IFRS 8 «Operating segments» valid for accounting periods that start on or after 01/01/2009.***

IFRS 8 replaces IAS 14 (information per segment). The main changes that are introduced, is the base on which segments will be differentiated and the ability to measure them on different basis, so as management through internal segment reporting can decide on how to allocate sources and to evaluate the return. The above as well as IAS14 have no application on the group or the company.

***Interpretation 11 «IFRS2—Group and treasury share transactions», valid for accounting periods starting on or after the 01/03/2007.***

The interpretation provides guidelines on granting rights to treasury shares to employees. The above has no application on the group or the company.

***Interpretation 12 «Service Concession Arrangements», valid for accounting periods starting on or after the 01/01/2008.***

Gives guidelines on agreements and transactions between public and private sector.

The above has no application on the group or the company.

***Interpretation 13 «Customer loyalty programmes», valid for accounting periods starting on or after the 01/07/2008.***

IFRIC 13 Customer Loyalty Programmes addresses accounting by entities that grant loyalty award credits (such as 'points' or travel miles) to customers who buy other goods or services. Specifically, it explains how such entities should account for their obligations to provide free or discounted goods or services ('awards') to customers who redeem award credits.

The above has no application on the group or the company.

***Interpretation 14 «IFRS 19-- The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction», valid for accounting periods starting on or after the 01/01/2008.***

The above has no application on the group or the company.

**2.3. Consolidation – Subsidiaries and Associates valuation**

The acquisition cost of a subsidiary is the fair value of the assets, the shares issued and the liabilities undertaken on the date of the acquisition, plus any cost directly associated with the transaction. The individual assets, liabilities and contingent liabilities that are acquired during a business combination are valued during the acquisition at their fair value regardless of the participation percentage. The acquisition cost over and above the fair value of the individual assets acquired, is booked as goodwill. If the total cost of the acquisition is lower than the fair value of the individual assets acquired, the difference is immediately booked to the results.

Inter-company transactions, balances and unrealized profits between Group Companies are written-off. Unrealized losses are also written-off as long as there is no indication of impairment of the transferred asset. The accounting principles of the subsidiaries conform to the ones adopted by the group.

Associates are companies on which the group can exert significant influence (but not control), with a holding of between 20% and 50% of the company's voting rights. Investments in associates are valued using the equity method and are initially recognized at cost. The account investment in associates includes the goodwill less any decrease in its value.

The group's share in the profits or losses of associated companies after the acquisition is recognized in the income statement, while the share of changes in reserves after the acquisition is recognized in the reserves. When the group's share in the losses of an associate is equal than its participation in the associate, then, no further losses are recognized, unless further commitments have been made on behalf of the associate.

Participants of the parent company in subsidiaries and associates are valued at cost less any decrease in value.

**2.4. Information per sector.**

Parent company's activities are the renting of vehicles and is conducted solely in Greece. Subsidiary's activities include renting of vehicles and vehicle trade and is conducted solely in Bulgaria, Romania and Cyprus. Given the fact that the vast majority of the groups activities are conducted in Greece and that the rest countries do not meet the criteria of IAS 14, the group does not report information per sector.

**2.5. Fixed assets**

Tangible assets are reported at acquisition cost, less accumulated depreciations. The acquisition cost includes all the directly attributable expenses for the acquisition of the assets.

Plots are not depreciated. Depreciation of the rest tangible fixed asset is calculated using the straight line method over their useful lives, as follows :

Vehicles	2 – 5	Years
Buildings	30 – 35	Years
Mechanical equipment	6 – 7	Years
IT equipment	3 – 4	Years
Other equipment	5	Years

Vehicles residual values are being calculated based on their current values. No evaluations have been made regarding the residual values of the rest tangible assets.

When the book value of tangible fixed assets exceeds their recoverable amount, the difference (impairment) is immediately booked as an expense in the results.

Upon sale of the tangible fixed assets, any difference between the proceeds and the book value are booked as profit or loss to the results.

**2.6. Intangible asset***(a) Trade marks and licenses :*

Trade marks and licenses are valued at their acquisition cost less any accumulated depreciations. Depreciation is calculated using the straight line method over their useful lives which is 5 years.

*(b) Computer software*

Computer software licenses are reported at acquisition cost, less accumulated depreciation. Depreciation is calculated using the straight line method over their useful lives which is from 3 to 5 years.

**2.7. Impairment of Assets**

Assets that are depreciated are subject to an impairment review when there is evidence that their value will not be recoverable. The recoverable value is the greater of the net sales value and the value in use. Impairment losses are booked as expense when they emerge.

**2.8. Financial Assets available for sale, valued at fair value, with changes in fair value recognized in the results.**

Financial assets available for sale are valued in their fair value and any change in the fair value, is booked in equity reserves until they are sold or characterized as impaired, at which time they are transferred to the results as profit or loss.

Derivatives which are not designated and effective hedging instruments, are valued at fair value, with any changes recognized through the income statement.

**2.9. Trade receivables**

Receivables from customers are initially booked at their fair value which is equal to their face value less any impairment losses. Impairment losses (losses from doubtful debt) are recognized when there is objective evidence that the group is in no position to collect all relevant amounts, owned on the contractual terms. The impairment loss amount is calculated as the difference between the receivables book value and the future cash flow. The impairment losses are recognized in the income statement.

**2.10. Cash and cash equivalents**

Cash and cash equivalents include cash, cash at the bank as well as short term (up to 3 months), highly liquid and low risk investments.

**2.11. Transactions in Foreign currencies**

The transactions that are denominated in foreign currencies are stated in Euro on the basis of the exchange rates ruling on the date of the transaction. On the balance sheet date, monetary assets and liabilities that are denominated in foreign currencies are re-stated in Euro on the basis of the exchange rates ruling on this date. The gains and losses arising on restatement are recognized in the income statement

Any gains and losses arising from the conversion of foreign financial statements are recognized as net worth reserve.

**2.12. Share Capital**

Common stock is reported as equity. Expenses incurred for the issuance of shares reduce, after deducting the relevant income tax, the proceeds from the issue. Expenses incurred for the issuance of shares for the acquisition of companies are included in the acquisition cost of the company.

The cost of acquiring own shares, less the relevant tax, is reported as a negative balance within shareholders equity, until own shares are sold or canceled. Any profit or loss from the selling of own shares (after deducting the relevant costs), is reported as reserve on equity.

**2.13. Loans**

Loans are initially reported in their fair value, less any relevant transaction costs. Later they are valued on the unamortized cost using the actual interest rate.

**2.14. Deferred income tax**

Deferred income tax is determined according to the liability method which results from the temporary differences between the book value and the tax base of assets or liabilities. Deferred tax is calculated on the tax rates that are expected to be in effect during the period in which the asset or liability will regain its book value. Deferred tax assets are recognized to the extent that these will be a future tax profit to be set against the temporary difference that creates the deferred tax asset.

**2.15. Employee benefits***(a) Short term benefits*

Short term employee benefits monetary and in kind are recognized as an expense when they accrue.

*(b) Post employment benefits*

Post employment benefits include defined contribution schemes as well as defined schemes. The accrued cost of defined contribution schemes is booked as an expense in the paid period it refers to. The liability that is reported in the balance sheet with respect to this scheme is the present value of the liability for the defined benefit. The commitment of the defined benefit is calculated annually by an independent actuary with the use of the projected unit credit method. The field of long-term Greek Government Bonds is used as a discount rate.

**2.16. Provisions**

Provisions are recognized when the Group has present obligations (legal or constructive), as a result of past events and the settlement through an outflow is probable.

**2.17. Recognition of income**

Income includes the fair value of goods and services sold, net of value added Tax, discounts and returns. Intercompany revenue within the Group is eliminated completely. The recognition of revenue is done as follows :

*(a) Income from services sold (Car Rentals)*

Income from services sold are accounted for based on its completion percentage.

*(b) Earnings from car sales*

Earning from car sales is recognized at the stage when the basic risks and benefits associated with the ownership of the cars, are transferred to the buyer.

*(c) Income Interest*

Income interest is recognized on a time proportion basis using the effective interest rate.

*(d) Dividends*

Dividends are accounted as revenue, when the right to receive payment is established, in other words on the date the dividends are declared.

**2.18 Leases ( Group company as lessee )**

Leases of fixed tangible assets, owned by the Group, with which all the risks and benefits are transferred, are registered as financial leases. Financial leases, are capitalized at the inception of the lease and are reported as liabilities with an amount equal to the net lease investment. The income from the payments is reported as a reduction of the liability and as a financial income, in a way that a constant periodic return on the net investment is ensured.

**2.19. Dividend Distribution**

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

**2.20. Financial risk management**

**Financial risk factors**

**Credit Risk**

*(a) Credit Risk*

Company does not have any substantial credit risk . Retail sales are conducted either with cash payments or credit card charges.

Wholesales are conducted only after a thorough audit on the customer's financial reliability has been conducted, and often advance payments or guarantees are obtained.

*(b) Cash flow Risk*

It is kept in very low levels due to the company's high credit limits.

*(c) Cash flow Risk and risk of fair value fluctuations due to change in interest rates.*

*The company is exposed to interest rates risk since it has long term borrowing with adjustable interest rate.*

*The company partially outbalances the risk through interest derivatives limiting the risk.*

**3. Capital management**

3.1. The company's policy as far as capital management is concerned is:

- To ensure the company's ability to continue uninterrupted its activities.
- To ensure a satisfactory return to its shareholders, by pricing the services affected in relation to the cost and always looking after its capital structure management.

Management is constantly monitoring the relation between equity and debt. In order for the company to achieve the desirable structure, the company may adjust the dividend, decide to return capital, or issue new shares. The term own capital includes total share capital, share capital paid in excess of par value and other reserves.

The term Debt includes all loans minus any cash available. So, the ratio Debt/Equity on the 31/12/2007 and 31/12/2006 for the company and the group is as follows:

<b>COMPANY</b>	<b>31/12/2007</b>	<b>31/12/2006</b>
Equity	141,682,008.76	112,343,925.70
Total borrowing	150,069,890.32	150,062,279.10
Minus : Cash deposits	15,647,014.23	32,229,843.54
Net borrowing	134,422,876.09	117,832,435.56
<b>Debt / Equity</b>	<b>0.95</b>	<b>1.05</b>



<b>Group</b>	<b>31/12/2007</b>	<b>31/12/2006</b>
Equity	146,098,812.33	115,906,252.56
Total borrowing	159,562,289.15	161,202,990.76
Minus : Cash deposits	<u>15,898,895.64</u>	<u>32,668,752.16</u>
Net borrowing	143,663,393.51	128,534,238.60
<b>Debt / Equity</b>	<b>0.98</b>	<b>1.11</b>

The company aims into keeping the ratio between 1 and 3.

3.2. There are certain limitations regarding own capital, deriving from current limited companies' legislation and in particular from Law 219/1920. The limitations are:

- The purchase of own shares -with the exception of purchasing shares with sole purpose to be distributed among its' employees- cannot exceed 10% of the company's share capital and cannot result in the reduction of own capital to an amount smaller than the amount of the share capital increased by the reserves, for which distribution is forbidden by law.
- In the case where total equity becomes smaller than ½ of the share capital, the Board of Directors is obliged to call up a General Assembly within a period of six months past the end of the fiscal period, in order to decide on the dissolution of the company or to take other measures.
- When the company's own capital becomes smaller than 1/10th of the share capital and the general shareholders meeting does not take the proper measures, the company may be dissolved by court order, on the request of anyone with an interest in law.
- Annually, at least 1/20th of the company's net profit is deducted to form an ordinary reserve, which will be used exclusively to balance, prior to any dividend distribution, the possible debit balance in the earnings carried forward account. Forming such a reserve is not obligatory, once it reaches 1/3rd of the company's share capital.
- The deposit of the annual dividend to shareholders in cash, at an amount equal to at least 35% of the company's net earnings, after deducting the regular reserve and the net result from the evaluation of the company's assets and liabilities at fair value, is obligatory. The above does not apply if the general assembly decides it, by a majority of at least 65% of the total share capital. In this case the dividend that hasn't been distributed and up to an amount equal to 35% of the above mentioned net earnings, has to be reported in a special account "Reserve to be Capitalized", within 4 years time, with the issue of new shares, given to shareholders.
- Finally, a general shareholders meeting can decide not to distribute a dividend, if it is decided by a majority of over 70%.

3.3. The company is in compliance with all obligations deriving from all relevant provisions and regulations in relation to own capital.

**4. Tangible Fixed Assets**

**The group**

	Plots	Buildings	Mechanical Equipment	Vehicles	Furniture & other Equipment	Tangibles under construction	Total
<b>01.01.2006</b>							
Cost or Estimation							
Accumulated Depreciation	8,247,540.20	19,250,162.59	552,011.66	187,462,553.79	2,063,738.31	118,713.98	217,694,720.53
<b>Unamortised Value 01.01.2006</b>	<b>8,247,540.20</b>	<b>18,550,119.46</b>	<b>425,690.30</b>	<b>180,772,538.53</b>	<b>1,493,752.40</b>	<b>118,713.98</b>	<b>209,608,354.87</b>
<b>01.01 – 31.12.2006</b>							
Starting Balance	<b>8,247,540.20</b>	<b>18,550,119.46</b>	<b>425,690.30</b>	<b>180,772,538.53</b>	<b>1,493,752.40</b>	<b>118,713.98</b>	<b>209,608,354.87</b>
Foreign exchange difference	0.00	0.00	0.00	-20,320.54	-11.25	0.00	-20,331.79
Additions	995,644.06	252,622.53	288,000.20	109,937,378.21	670,271.76	131,573.24	112,275,490.00
Sales	0.00	0.00	0.00	-75,243,375.44	-8,752.67	0.00	-75,252,128.11
Depreciation for the period	0.00	-724,578.17	-165,648.59	-42,638,946.70	-620,648.29	0.00	-44,149,821.75
Depreciation Reductions	0.00	0.00	0.00	35,604,850.66	7,299.76	0.00	35,612,150.42
<b>Unamortized value 31.12.2006</b>	<b>9,243,184.26</b>	<b>18,078,163.82</b>	<b>548,041.91</b>	<b>208,412,124.72</b>	<b>1,541,911.71</b>	<b>250,287.22</b>	<b>238,073,713.64</b>
Cost or Estimation	9,243,184.26	18,802,741.99	713,690.50	215,446,220.76	2,155,260.24	250,287.22	246,611,384.97
Accumulated Depreciation	0.00	-724,578.17	-165,648.59	-7,034,096.04	-613,348.53	0.00	-8,537,671.33
<b>Unamortizes value 31.12.2006</b>	<b>9,243,184.26</b>	<b>18,078,163.82</b>	<b>548,041.91</b>	<b>208,412,124.72</b>	<b>1,541,911.71</b>	<b>250,287.22</b>	<b>238,073,713.64</b>
<b>01.01 – 31.12.2007</b>							
Starting Balance	<b>9,243,184.26</b>	<b>18,078,163.82</b>	<b>548,041.91</b>	<b>208,412,124.72</b>	<b>1,541,911.71</b>	<b>250,287.22</b>	<b>238,073,713.64</b>
Foreign exchange difference	0.00	0.00	737.33	-26,677.16	-902.18	0.00	-26,842.01
Additions	949,074.83	134,828.84	546,816.27	107,971,824.99	368,788.17	20,444.21	109,991,777.31
Sales	0.00	0.00	-6,195.00	-71,110,469.58	-50,793.73	0.00	-71,167,458.31
Depreciation for the period	0.00	-759,047.35	-202,301.09	-46,499,676.33	-598,365.76	0.00	-48,059,390.53
Depreciation Reductions	0.00	0.00	0.00	33,388,374.66	48,252.85	0.00	33,436,627.51
<b>Unamortized value 31.12.2007</b>	<b>10,192,259.09</b>	<b>17,453,945.31</b>	<b>887,099.42</b>	<b>232,135,501.30</b>	<b>1,308,891.06</b>	<b>270,731.43</b>	<b>262,248,427.61</b>
Cost or Estimation	10,192,259.09	18,937,570.83	1,255,049.10	252,280,899.01	2,472,352.50	270,731.43	285,408,861.96
Accumulated Depreciation	0.00	-1,483,625.52	-367,949.68	-20,145,397.71	-1,163,461.44	0.00	-23,160,434.35
<b>Unamortized value 31.12.2007</b>	<b>10,192,259.09</b>	<b>17,453,945.31</b>	<b>887,099.42</b>	<b>232,135,501.30</b>	<b>1,308,891.06</b>	<b>270,731.43</b>	<b>262,248,427.61</b>

**Company**

	Plots	Buildings	Mechanical Equipment	Vehicles	Furniture & other Equipment	Tangibles under construction	Total
			<b>01.01.2006</b>				
Cost or Estimation	<b>7,994,819.98</b>	<b>18,550,119.46</b>	<b>405,394.68</b>	<b>173,505,073.07</b>	<b>1,288,289.50</b>	<b>107,928.50</b>	<b>201,851,625.19</b>
Accumulated Depreciation	7,994,819.98	19,076,743.46	496,242.03	176,205,569.44	1,699,883.94	107,928.50	205,581,187.35
<b>Unamortised Value 01.01.2006</b>	0.00	-526,624.00	-90,847.35	-2,700,496.37	-411,594.44	0.00	-3,729,562.16
	<b>7,994,819.98</b>	<b>18,550,119.46</b>	<b>405,394.68</b>	<b>173,505,073.07</b>	<b>1,288,289.50</b>	<b>107,928.50</b>	<b>201,851,625.19</b>
Starting Balance			<b>01.01 – 31.12.2006</b>				
Foreign exchange difference	<b>7,994,819.98</b>	<b>18,550,119.46</b>	<b>405,394.68</b>	<b>173,505,073.07</b>	<b>1,288,289.50</b>	<b>107,928.50</b>	<b>201,851,625.19</b>
Additions	995,644.06	252,622.53	288,000.20	104,216,216.01	604,084.97	130,891.18	106,487,458.95
Sales	0.00	0.00	0.00	-72,476,239.87	-3,981.74	0.00	-72,480,221.61
Depreciation for the period	0.00	-724,578.17	-154,880.53	-39,908,913.06	-559,681.74	0.00	-41,348,053.50
Depreciation Reductions	0.00	0.00	0.00	34,164,851.77	3,981.74	0.00	34,168,833.51
<b>Unamortized value 31.12.2006</b>	<b>8,990,464.04</b>	<b>18,078,163.82</b>	<b>538,514.35</b>	<b>199,500,987.92</b>	<b>1,332,692.73</b>	<b>238,819.68</b>	<b>228,679,642.54</b>
Cost or Estimation	8,990,464.04	18,802,741.99	693,394.88	205,245,049.21	1,888,392.73	238,819.68	235,858,862.53
Accumulated Depreciation	0.00	-724,578.17	-154,880.53	-5,744,061.29	-555,700.00	0.00	-7,179,219.99
<b>Unamortizes value 31.12.2006</b>	<b>8,990,464.04</b>	<b>18,078,163.82</b>	<b>538,514.35</b>	<b>199,500,987.92</b>	<b>1,332,692.73</b>	<b>238,819.68</b>	<b>228,679,642.54</b>
			<b>01.01 – 31.12.2007</b>				
Starting Balance	<b>8,990,464.04</b>	<b>18,078,163.82</b>	<b>538,514.35</b>	<b>199,500,987.92</b>	<b>1,332,692.73</b>	<b>238,819.68</b>	<b>228,679,642.54</b>
Foreign exchange difference	949,074.83	134,828.84	508,443.20	96,109,264.58	300,229.18	29,355.27	98,031,195.90
Additions			-6,195.00	-67,449,325.54	-3,074.17		-67,458,594.71
Sales		-759,047.35	-183,303.61	-42,562,144.79	-526,920.35		-44,031,416.10
Depreciation for the period			0.00	31,294,974.02	3,316.59		31,298,290.61
Depreciation Reductions	<b>9,939,538.87</b>	<b>17,453,945.31</b>	<b>857,458.94</b>	<b>216,893,756.19</b>	<b>1,106,243.98</b>	<b>268,174.95</b>	<b>246,519,118.24</b>
<b>Unamortized value 31.12.2007</b>	9,939,538.87	18,212,992.66	1,040,762.55	228,160,926.96	1,629,847.74	268,174.95	259,252,243.73
Cost or Estimation	0.00	-759,047.35	-183,303.61	-11,267,170.77	-523,603.76	0.00	-12,733,125.49
Accumulated Depreciation	<b>9,939,538.87</b>	<b>17,453,945.31</b>	<b>857,458.94</b>	<b>216,893,756.19</b>	<b>1,106,243.98</b>	<b>268,174.95</b>	<b>246,519,118.24</b>

Note: There is no mortgage or collateral on the fixed assets.

**5. Intangible Fixed Assets**

	The group	Company
<b>UNAMORTIZED VALUE 31/12/06</b>	<b>209,903.92</b>	<b>1,126.65</b>
<b>ADDITIONS</b>	76,454.49	5,361.00
<b>FOREIGN EXCHANGE CURRENCY DIFF</b>	-1,557.77	0.00
<b>DEPRECIATION FOR THE PERIOD</b>	-81,061.60	-4,739.70
<b>UNAMORTIZED VALUE 30/12/07</b>	<b>203,739.04</b>	<b>1,747.95</b>

Intangible assets are it programmes and registration numbers for vehicles. Those registrations have been bought from the subsidiary company "Demstar Rentals 2005 Ltd" for the purpose of its operations as required by the Cypriot legislation.

**6. Investment in Subsidiaries**

	<b>31.12.2007</b>	<b>31.12.2006</b>	
Investment in Subsidiaries (acquisition cost)	6.072.846,50	5.072.846,50	
<b>Company Name</b>	<b>Country of Domicile</b>	<b>Participation Percentage</b>	<b>Acquisition Cost</b>
AUTOTECHNICA LTD	Bulgaria	99,99%	3.011.842,00
DEMSTAR RENTALS 2005 LTD	Cyprus	75%	2.061.004,50
AUTOTECHNICA FLEET SERVICES S.R.L.	Romania	100%	1.000.000,00

AUTOHELLAS SA participated in AUTOTECHNICA LTD with 99,99% through direct and indirect participation through BEMAL AUTO LTD. Autohellas participated in BEMAL by 100%. After the dissolution of BEMAL AUTO LTD, all its shares were transferred to Autohellas, which now holds 99,99% of Autotechnica LTD through a direct participation.

In 2005 AutoHellas ATEE participated in the establishment of Demstar Rentals 2005 LTD, operating in Cyprus, with an investment of 2.061.004,50€ (participation percentage 75%)

In 2007 Autohellas established the subsidiary Autotechnica Fleet Services S.R.L in Romania, with a share capital of €1,000.00 (percentage 100%). In May 2007, Autohellas increased Autotechnica Fleet Services S.R.L's share capital by €999,000.00 (total share capital €1,000,000.00).

**7. Investment in Associates**

	<b>Group</b>		<b>Company</b>	
	<b>31.12.2007</b>	<b>31.12.2006</b>	<b>31.12.2007</b>	<b>31.12.2006</b>
<b>Acquisition cost/Net position</b>	7.421.655,25	6.731.004,86	4.891.221,09	4.891.221,09

AutoHellas ATEE participates in the company Pireos Best Leasing A.T.E.E. with a participation percentage of 48,08%. Pireos Best Leasing SA, is a similar to AUTOHELLAS SA Company operating exclusively in the vehicle leasing sector. Acquisition was made in hand with Piraeus Best Leasing, which has the management of the company.

AutoHellas also participates in the company ELTPEKKA A.E. ( 50% participation percentage ), with ELTRAK A.E. holding the remaining 50% (% of ownership 2.200.001,02 € ). ELTREKKA's activities are the import, storage, trade and distribution of highly recognizable vehicle spare brands in the Greek Market.

Assets, liabilities, turnover and net result of associate companies on the 31.12.2007 and 31.12.2006 are €137,633,029.25, €122,390,702.32, €55,499,798.83, €1,377,528.15 και σε €125,060,154.33, €111,247,480.57, €51,304,301.32, €914,545,46 αντίστοιχα.

**8. Other assets available for sale**

Assets available for sale are as follows

COMPANY	Participants Percentage	FAIR VALUE	
		31/12/2007	31/12/2006
	%		
AEGEAN AIRLINES S.A.	6,928	33.645.856,00	10.218.412,01
THE CRETE GOLF CLUB S.A.	5,44	758.322,20	718.157,72

Autohellas, following Aegean Airline's admission to the Athens stock exchange, is currently in possession of 4,947,920 shares of Aegean (6.928%), which were valued at the last closing date of the Athens exchange market

on the 31<sup>st</sup> of December 2007 (€6.80 per share), which resulted in a difference in fair value of €23,427,443.99, recognized directly to the company's equity.

In September and October 2007, Autohellas purchased 2,736 shares of The Crete Golf Club SA participating in the company's capital share increase. Autohellas's participation in the pre mentioned company is now 5.44%

An amount of 3,738,536.57 € was transferred in 2006 results (due to the sale) of the reserve that had been build up in previous years for the participation in the company MULTIFIN. The repositioning in 2006 is a correction since it had been recognized in "earnings carried forward".

**9. Customers**

	<u>THE GROUP</u>		<u>THE COMPANY</u>	
	<b>31.12.2007</b>	<b>31.12.2006</b>	<b>31.12.2007</b>	<b>31.12.2006</b>
Trade receivables	32,953,839.23	31,026,419.15	29,109,715.21	29,410,182.96
Other receivables	5,181,290.20	6,097,479.67	4,434,978.39	5,756,420.13
<b>Minus:</b> Provision for doubtful debts	-2,209,809.47	-1,435,596.20	-2,209,809.47	-1,435,596.20
	<b>35,925,319.96</b>	<b>35,688,302.62</b>	<b>31,334,884.13</b>	<b>33,731,006.89</b>

**PROVISION FOR DOUBTFUL DEBTS**

<b>Balance on 01/01/06</b>	<b>26,257.00</b>
Plus provisions 01/01-31/12/06	1,525,076.29
Minus right-offs 01/01-31/12/06	115,737.09
<b>Balance on 31/12/06</b>	<b>1,435,596.20</b>
<b>Balance on 01/01/07</b>	<b>1,435,596.20</b>
Plus provisions 01/01-31/12/07	1,324,054.74
Minus right-offs 01/01-31/12/07	549,841.47
<b>Balance on 31/12/07</b>	<b>2,209,809.47</b>

The group records the level of receivables and makes a provision for doubtful debts, if a collection risk is acknowledged. To recognize a possible incapability of collection the group might judge based on how long the debt exists (over one year), the bankruptcy of the debtor or the debtors incapability to meet his payment deadlines in general. Provisions are also considered any amounts that are legally claimed despite any possible partial collection. In general, the company will claim the receivables in court only after a 3 months grace period has expired and only if the amount justifies the cost of legal action.

Fair value of the receivables are almost identical to their book value. In a similar manner, the maximum credit risk, without taking into account any guarantees and credit assurance, is equal to the receivables book value.

Total guarantees to ensure the collection of the receivables on the 31.12.207 were 12,494,722.28 and 13,582,921.07 on the 31.12.2006 respectively. These guarantees are registered in the books as liabilities in the account "Trade and other debtors".

Current value of the liabilities from financial leasing on the 31.12.2007 and 31.12.2006, was 9,990,281.85 και 8,638,511.25 respectively, the gross investment in leasing to 11,169,836.15 και 9,736,757.33 respectively and the unaccrued financial earning in 1,179,554.3 και 1,098,246.08 respectively.

	<b>31.12.2007</b>	<b>31.12.2006</b>
Gross investment for the year	4.303.660,5	3.642.648,35
Minus unaccrued financial earnings	559.210,44	504.003,83
<b>Current value</b>	<b>3.744.450,06</b>	<b>3.138.644,52</b>
from 1-5 years gross investment	6.866.175,65	6.094.108,99
Minus unaccrued financial earnings	620.343,86	594.242,25
<b>Current value</b>	<b>6.245.831,79</b>	<b>5.499.866,73</b>

Interest rate amounts to 5.5%.

	<u>THE GROUP</u>		<u>THE COMPANY</u>	
	<b>31.12.2007</b>	<b>31.12.2006</b>	<b>31.12.2007</b>	<b>31.12.2006</b>

Advance payments for vehicles – machinery purchases	5,543,140.06	3,289,899.86	5,162,739.44	3,063,305.17
Future fiscal years expenses	5,484,785.19	5,260,450.97	5,484,785.19	5,260,450.97
Advance payment for company establishment	190,856.80	0.00	190,856.80	0.00
Account	9,897.32	9,010.10	9,897.32	9,010.10
	<b>11,228,679.37</b>	<b>8,559,360.93</b>	<b>10,848,278.75</b>	<b>8,332,766.24</b>

Future expenses are mainly pre paid road tax for the company's vehicles as well as insurance coverage for the vehicles.

## 10. Cash and Cash Equivalents

	<u>THE GROUP</u>		<u>THE COMPANY</u>	
	<u>31.12.2007</u>	<u>31.12.2006</u>	<u>31.12.2007</u>	<u>31.12.2006</u>
Cash in hand and bank deposits	208,424.99	195,550.33	206,459.96	178,064.73
Demands deposits	2,690,470.65	7,473,201.83	2,440,554.27	7,051,778.81
Time deposits	13,000,000.00	25,000,000.00	13,000,000.00	25,000,000.00
	<b>15,898,895.64</b>	<b>32,668,752.16</b>	<b>15,647,014.23</b>	<b>32,229,843.54</b>

Average interest rate for the time deposits was 4.5 and 5.5 for the years 2007 and 2006 respectively.

## 11. Share Capital and Capital above par

	Number of Shares	Common Shares	Capital issued	Above par value	Own Shares	Total
1 <sup>st</sup> January 2004	18.000.000	18.000.000	11.340.000,00	31.604.586,83	809,88	42.943.776,95
31 <sup>st</sup> March 2004	18.000.000	18.000.000	11.340.000,00	31.604.586,83	809,88	42.943.776,95
31 <sup>st</sup> December 2004	36.000.000	36.000.000	11.520.000,00	31.424.586,83	809,88	42.943.776,95
31 <sup>st</sup> March 2005	36.000.000	36.000.000	11.520.000,00	31.424.586,83	809,88	42.943.776,95
30 <sup>th</sup> June 2005	36.000.000	36.000.000	11.520.000,00	31.424.586,83	809,88	42.943.776,95
30 <sup>th</sup> September 2005	36.000.000	36.000.000	11.520.000,00	31.424.586,83	0,00	42.944.586,83
31 <sup>st</sup> December 2005	36.120.000	36.120.000	11.558.400,00	31.626.186,83	0,00	43.184.586,83
31 <sup>st</sup> December 2006	36.120.000	36.120.000	11.558.400,00	31.626.186,83	0,00	43.184.586,83
31 <sup>st</sup> December 2007	36.360.000	36.360.000	11.635.200,00	32.029.386,83	0,00	43.664.586,83

### • Stock Options

The general shareholders meeting in 2003 decided to provide stock options to the company's executives. Following that decision, the board of directors had decided on the details and the exact terms. According to the schedule, 360,000 stock options were given to 8 executives at a price of 2 euro per share. The time at which the options would be exercised, was set to be December 2005 for 1/3<sup>rd</sup> of the options and December 2007 for the 2/3<sup>rd</sup>. In December 2005 120,000 stock options were exercised, and as a result the share capital and the reserves above par increased by 38,400€ and 201,600 € respectively. The number of shares increased by 120,000.

In December 2007 another 240,000 stock options were exercised, and resulted in the increase of share capital and reserves above par by 76,800 € and 403,200 € respectively, and the number of shares by 240,000.

The total number of issued shares is 36,360,000 shares, with a par value of 0.32€ per share. All issued shares have been paid for and all of them provide voting rights.

## 12. Reserves

	<u>THE GROUP</u>		<u>THE COMPANY</u>	
	<u>31.12.2007</u>	<u>31.12.2005</u>	<u>31.12.2007</u>	<u>31.12.2005</u>
Ordinary reserves	4,870,218.41	4,870,218.41	4,870,218.41	4,870,218.41
Reserves exempt from tax by law	96,812.13	96,812.13	96,812.13	96,812.13
Reserves from income that falls under different tax scheme	7,217,637.45	7,217,637.45	7,217,637.45	7,217,637.45
Reserves from the fair value of available for sale financial assets.	23,427,443.99	0.00	23,427,443.99	0.00
	<b>35,612,111.98</b>	<b>12,184,667.99</b>	<b>35,612,111.98</b>	<b>12,184,667.99</b>

According to Greece company Law (N 2190/20), the creation of an ordinary reserve with the transfer of an amount equal to 5% on yearly after tax profits, is compulsory up to the point, when ordinary reserve (1/3) of the share capital. The reserve from income that falls under different tax scheme is formed based on special provisions of greek tax legislation and refers to profits from sale of a company that is not listed, profits that are exempted from tax since they are not distributed. In any other case they would not be exempted from regular tax regulation.

### 13. Suppliers and other liabilities

	<u>THE GROUP</u>		<u>THE COMPANY</u>	
	<u>31.12.2007</u>	<u>31.12.2006</u>	<u>31.12.2007</u>	<u>31.12.2006</u>
Customer Liabilities	2,229,406.60	1,310,178.97	1,190,734.48	1,302,940.98
Suppliers	20,674,407.16	18,039,598.21	18,307,190.98	16,373,393.52
Dividends Payable	139,826.88	124,388.65	139,826.88	124,388.65
Liabilities from taxes (except income) – duties	598,053.49	438,340.71	364,065.58	438,340.71
Insurance funds liabilities	684,249.96	593,170.36	634,135.05	593,170.36
Liabilities to participating companies	1,996,313.54	1,731,096.46	1,996,313.54	1,699,218.22
Accrued expenses	537,497.97	1,055,095.80	537,497.97	1,045,799.57
Other liabilities	19,134,828.54	17,550,906.11	19,134,828.54	17,550,906.11
Post-dated checks and deposit beneficiaries	120,000.00	200,000.00	120,000.00	200,000.00
	<b>46,114,584.14</b>	<b>41,042,775.27</b>	<b>42,424,593.02</b>	<b>39,328,158.12</b>

All liabilities are short term with the exception of guarantees, payable on average within 6 months. Guarantees are pre-payment from Fleet Management customers in order to guarantee the receivable. This guarantee is returned upon the end of the rental. The total amount of the guarantees on the 31.12.2007 was 12,494,722.28 and on the 31.12.2006 13,582,921.07 respectively.

### 14. Loans

	<u>THE GROUP</u>		<u>THE COMPANY</u>	
	<u>31.12.2007</u>	<u>31.12.2006</u>	<u>31.12.2007</u>	<u>31.12.2006</u>
Long Term Loans	150.069.890,32	150.062.279,10	150.069.890,32	150.062.279,10
Short term Loans	9.492.398,83	11.140.711,66	0.00	7.336.757,15

The Group has the following borrowing capability which hasn't exercised:

	<u>31.12.2007</u>	<u>31.12.2006</u>
Fluctuating rate with an end date of one or more years	23.600.000,00	16.263.242,85

Cash flow needs are monitored on a daily, weekly and monthly basis.

The company retains a working capital to cover any short term cash flow needs, while at the same time the majority of cash deposits are evenly spread across the months.

Financing of the vehicle purchase is ensured by long term borrowing, usually 5 – year. The company keeps un – exercised loans in case seasonality leads to extraordinary investment needs.

Loan expiration dates including interest on the 31<sup>st</sup> of December 2006 and 2007 for the company and the group is analyzed below:

Expiration	<u>Group</u>		<u>Company</u>	
	<u>31/12/2007</u>	<u>31/12/2006</u>	<u>31/12/2007</u>	<u>31/12/2006</u>
0-1 months	1,436,252.33	1,121,750.00	1,422,750.00	1,121,750.00
1-3 months	823,928.90	752,185.05	704,500.00	705,611.43
4-12 months	6,784,293.69	5,670,055.16	6,385,500.00	5,530,334.28
1-5 years	169,910,113.92	175,502,951.37	159,888,000.00	171,512,702.86
5+ years	0.00	0.00	0.00	0.00
<b>Total</b>	<b>178,954,588.84</b>	<b>183,046,941.59</b>	<b>168,400,750.00</b>	<b>178,870,398.57</b>

The average weighted interest rate was 5.38% for 2007 and 4.41% for 2006 respectively.

## 15. Derivatives

Derivatives refer to 3 interest rate swap for hedging fluctuating rate. Their theoretical amounts come up to 40,000,000.00 € for the first one, 30,000,000 € for the second and 20,000,000 € for the third. The above figures have been valued at their fair value with any changes recognized through the income statement. Their fair value on the 31.12.2007 was -321,500.09, +109,704 and -393,155 respectively. Fair value in total is as follows:

- 31/12/2007 – 604,951.09 €
- 31/12/2006 – 520,961.35 €

## 16. Deferred Tax

Deferred tax assets are offset with any deferred tax liabilities when such an offset is a lawful right and when both fall under the same tax authority.

Balance of deferred tax assets or liabilities, during the period, under the same tax authority, without taking into account any offset, is as follows :

### Group-Company

Deferred tax assets	Provisions	Borrowing expenses	TAX losses	TOTAL
<b>01.01.2006</b>	<b>264,247.41</b>	<b>204,860.34</b>	<b>0.00</b>	<b>469,107.75</b>
Debit / credit in the income statement	208,187.24	-74,620.00	0.00	<b>133,567.24</b>
<b>31.12.2006</b>	<b>472,434.65</b>	<b>130,240.34</b>	<b>0.00</b>	<b>602,674.99</b>
Debit / credit in the income statement	94,196.45	20,997.43	0.00	115,193.88
<b>31/12/2007</b>	<b>566,631.10</b>	<b>151,237.77</b>	<b>0.00</b>	<b>717,868.87</b>
Deferred tax liabilities	Differences in tangible assets	Income differences	Other	Total
<b>01.01.2006</b>	<b>9,498,146.00</b>	<b>2,612,048.67</b>	<b>48,082.35</b>	<b>12,158,277.02</b>
Debit / credit in the income statement	-323,188.14	440,612.42	-32,727.43	<b>84,696.85</b>
<b>31.12.2006</b>	<b>9,174,957.86</b>	<b>3,052,661.09</b>	<b>15,354.92</b>	<b>12,242,973.87</b>
Debit / credit in the income statement	2,251,999.24	316,397.99	-15,354.92	<b>-2,553,042.31</b>
<b>31.12.2007</b>	<b>11,426,957.10</b>	<b>3,369,059.08</b>	<b>0.00</b>	<b>14,796,016.18</b>
<b>Deferred tax 31/12/2006</b>	<b>11,640,298.88</b>			
<b>Deferred tax 31/12/2007</b>	<b>14,078,147.31</b>			

## 17. Staff leaving indemnities (N 2112/20)

The obligation of the Group and the company towards its employees, for future benefits on their length of service of each one, is quantified and reported on the basis of the accrued entitlement, as at the date of the balance sheet, discounted to its present value, by reference to the anticipated time of payment.

The main actuarial studies used, are as follows :

	2007	2006
Discounted rate (%)	4,25%	4,25 %
Future salaries increase	3%	3%

### Group - Company

<b>Obligation at 01.01.06</b>	<b>1,132,120.61</b>
Expense for the period 01.01-31.12.2006	92,748.96
Paid indemnities 01.01-31.12.06	16,331.62
<b>Obligation at 31.12.06</b>	<b>1,208,537.95</b>
<b>Obligation at 01.01.07</b>	<b>1,208,537.95</b>
Expense for the period 01.01-31.12.07	28,785.78
Paid indemnities 01.01-31.12.07	1,609.20
<b>Obligation at 31.12.07</b>	<b>1,235,714.53</b>



**18. Sales and other operating income**

	<b>THE GROUP</b>		<b>THE COMPANY</b>	
	<b>31/12/2007</b>	<b>31/12/2006</b>	<b>31/12/2007</b>	<b>31/12/2006</b>
<b>sales</b>	<b>126,957,104.82</b>	<b>116,865,964.57</b>	<b>115,704,254.47</b>	<b>107,054,496.93</b>
<b>Other operating income</b>				
Earnings from vehicles sold	7,196,551.85	8,186,683.66	6,279,882.95	7,673,008.95
Earnings from commissions and services	1,300,138.25	958,043.57	1,087,850.13	1,183,493.63
Other operating income	826,986.96	1,744,160.51	1,295,959.15	1,415,929.52
	<b>9,323,677.06</b>	<b>10,888,887.74</b>	<b>8,663,692.23</b>	<b>10,272,432.10</b>

Future payments from operational leasing are as follows:

	<b>31.12.2007</b>	<b>31.12.2006</b>
Up until 1 year	61,639,206.89	52,332,719.33
From 1 to 5 years	72,462,475.80	71,821,365.33
<b>Total</b>	<b>134,101,682.60</b>	<b>130,154,084.60</b>

Possible payments recognized in turnover for the fiscal years 2007 and 2006 are €1,446,350 and 1,431,676 respectively.

**19. Employee benefits**

	<b>THE GROUP</b>		<b>THE COMPANY</b>	
	<b>31.12.2007</b>	<b>31.12.2006</b>	<b>31.12.2007</b>	<b>31.12.2006</b>
Salaries	15,432,999.51	14,196,007.54	14,271,891.96	13,132,969.11
Employers contributions	2,839,882.21	2,679,818.38	2,771,061.07	2,622,463.99
Provisions for staff leaving indemnities	28,785.78	92,748.96	28,785.78	92,748.96
Other benefits	539,684.99	503,515.88	532,094.69	503,515.88
	<b>18,841,352.49</b>	<b>17,472,090.76</b>	<b>17,603,833.50</b>	<b>16,351,697.94</b>

**20. Depreciation for tangible fixed assets**

	<b>THE GROUP</b>		<b>THE COMPANY</b>	
	<b>31.12.2007</b>	<b>31.12.2006</b>	<b>31.12.2007</b>	<b>31.12.2006</b>
Depreciation for tangible fixed assets	48,059,390.53	44,149,821.75	44,031,416.10	41,348,053.50
Depreciations for intangible fixed assets	81,061.60	49,232.50	4,739.70	1,052.35
	<b>48,140,452.13</b>	<b>44,199,054.25</b>	<b>44,036,155.80</b>	<b>41,349,105.85</b>

**21. Cost Distribution**

	2007			2006		
Company	SALES COST	ADMINISTRATIVE COST	DISTRIBUTION COST	COST OF SALES	ADMINISTRATIVE COST	DISTRIBUTION COST
EMPLOYEE EXPENSES	11,136,718.90	5,688,090.27	779,024.33	10,742,109.66	4,860,367.36	749,220.92
DEPRECIATIONS	43,231,676.99	756,500.71	47,978.10	40,541,354.37	760,242.99	47,508.49
OTHER OPERATING EXPENSES	33,811,204.90	2,097,439.53	996,094.80	32,439,062.21	2,130,630.95	1,024,985.66
	<b>88,179,600.79</b>	<b>8,542,030.51</b>	<b>1,823,097.23</b>	<b>83,722,526.24</b>	<b>7,751,241.30</b>	<b>1,821,715.07</b>

	2007			2006		
GROUP	Κόστος Πωλήσεων	Έξοδα Διοικητικής Λειτουργίας	Έξοδα Λειτουργίας Διάθεσης	Κόστος Πωλήσεων	Έξοδα Διοικητικής Λειτουργίας	Έξοδα Λειτουργίας Διάθεσης
EMPLOYEE EXPENSES	11,852,186.23	6,092,582.59	896,583.67	11,478,377.08	5,129,099.65	864,614.03
DEPRECIATIONS	46,320,603.66	1,149,109.93	670,738.54	42,622,860.36	1,049,119.21	527,074.68
OTHER OPERATING EXPENSES	38,449,538.52	2,229,225.23	1,595,506.84	37,419,336.39	2,308,258.79	1,417,657.23
	<b>96,622,328.41</b>	<b>9,470,917.75</b>	<b>3,162,829.05</b>	<b>91,520,573.83</b>	<b>8,486,477.65</b>	<b>2,809,345.94</b>

Other operating expenses refer to maintenance and bodyshop expense , insurance, road taxes, franchisee fees, rents, third party payments and general operating expenses.

**22. Net financial cost**

	THE GROUP		THE COMPANY	
	31.12.2007	31.12.2006	31.12.2007	31.12.2006
Debit interest from Bank Loans	8,771,723.82	5,078,364.56	8,034,358.36	4,908,907.61
Other Financial cost	35,575.58	171,500.12	35,575.58	171,500.12
SWAP income	-1,644,507.56	-110,285.54	-1,644,507.56	-110,285.54
Interest earnings	-863,733.07	-612,339.78	-796,286.12	-589,628.92
	<b>6,299,058.77</b>	<b>4,527,239.36</b>	<b>5,629,140.26</b>	<b>4,380,493.27</b>

**23. Income Tax**

	THE GROUP		THE COMPANY	
	31.12.2007	31.12.2006	31.12.2007	31.12.2006
Current income tax	3,401,171.94	5,651,747.09	3,287,795.02	5,537,484.59
Deferred tax	2,437,848.43	-48,870.39	2,437,848.43	-48,870.39
	<b>5,839,020.37</b>	<b>5,602,876.70</b>	<b>5,725,643.45</b>	<b>5,488,614.20</b>

Income tax on the company's earnings before tax, deferrers from the amount that would derive using the weighted average tax rate, on the company's profits. Difference is as follows :

	THE GROUP		THE COMPANY	
	31.12.2007	31.12.2006	31.12.2007	31.12.2006
<b>Earnings before tax</b>	<b>21,364,488.57</b>	<b>23,631,342.55</b>	<b>20,186,282.52</b>	<b>23,594,965.55</b>
Current tax rate			25%	29%
Tax calculated based on current tax rate	5,159,947.55	6,956,802.51	5,046,570.63	6,842,540.01
Income tax not subject to tax	-402.30	-1,160,973.41	-402.30	-1,160,973.41
Income tax not subject to tax	145,015.55	198,497.55	145,015.55	198,497.55
Expense tax not recognized for taxation reasons	0.00	-591,449.95	0.00	-591,449.95
Difference in tax rate when calculating deferred tax	120,000.00	200,000.00	120,000.00	200,000.00
Provision for tax audit differences	363,008.00	0.00	363,008.00	0.00
Additional tax for property	51,451.57	0.00	51,451.57	0.00
	<b>5,839,020.37</b>	<b>5,602,876.70</b>	<b>5,725,643.45</b>	<b>5,488,614.20</b>

The average weighted tax rate for the group was for the years 2006 and 2007, 23.71% and 27.33% respectively.

## 24. Earnings per share

### Basic

Basic earnings per share are calculated by dividing the profit, by the weighted average number of common shares excluding those acquired by the company.

	Group		Company	
	31/12/2007	31/12/2006	31/12/2007	31/12/2006
<b>Net profit (Group)</b>	<b>15,525,468.20</b>	<b>18,028,465.85</b>	<b>14,460,639.07</b>	<b>18,106,351.35</b>
<b>Attributable to :</b>				
Shareholders	15,440,365.29	17,974,154.19	14,460,639.07	18,106,351.35
Minoring rights	85,102.91	54,311.66		
Weighted average number of shares	36,360,000.00	36,120,000.00	36,360,000.00	36,120,000.00
Earnings per share	<b>0.42</b>	<b>0.50</b>	<b>0.40</b>	<b>0.50</b>

## 25. Dividends per share

Dividends paid in 2007 and in 2006, was Euros 9,030,000 (€ 0.25 per share) and Euros 7.585.200 (€ 0,21 per share) respectively and represent dividends for year 2006 and 2005 respectively. For year 2007 a dividend of € 0.18 per share, adding to a total amount of € 6.544.800. This dividend is not registered as a liability in the company's financial statements.

## 26. Guarantees

A guarantee of up to € 10,100,000 has been given for a loan granted to AUTOTECHNICA LTD. Also a guarantee of up to € 2.500.000 has been given for a loan granted to DEMSTAR RENTALS 2005 LTD, and a guarantee of up to €10,000,000 has been given for a loan granted to AUTOTECHNICA FLEET SERVICES S.R.L.

## 27. Possibilities

The group has possible liabilities towards Bank, other guarantees and other issues that might arise. No substantial surcharges are expected from these possible liabilities. The non-audited fiscal years are:

AUTOHELLAS ATEE	2006 -2007
AUTOTECHNICA LTD	2003-2007
DEMSTAR RENTALS 2005 LTD	2005-2007
AUTOTECHNICA FLEET SERVICES S.R.L.	2007

In September 2007, the regular Tax audit for the fiscal years 2003 -2005 was completed. The Tax audit assessed for the pre mentioned audited fiscal years additional taxes and penalties of 563,008€. Autohellas has paid the full sum in a single payment. It must be noted that since the company had formed a provision of €200,000 for the un-audited years, the effect on the company's results for the 3rd quarter of 2007 is €363,008.

## 28. EVENTS OCCURRED AFTER THE PUBLICATION OF THE BALANCE SHEET

The company's Board of directors, taking into account the company's conservative capital structure, the stable over the years performance, the high level of equity, the positive cash flow, the company's future investment program, as well as its high borrowing capacity, has decided to ask the Extraordinary Shareholders meeting to approve the company's capital restructuring plan, aiming to improve the company's own capital efficiency for the benefit of its shareholders.

The general shareholders meeting has decided to return to its shareholders an amount equal to €1.3 per share, a total of €47,268,000.

## 29. Transactions with associated companies

The following transactions are transactions with associated companies.

### i) Sale of goods and services

	<b>31.12.2007</b>	<b>31.12.2006</b>
Sale of services to associated companies	7.018.859,40	5.721.193,79
Sales for services	690.910,06	640.257,35
Sales of tangible assets	5.255.007,90	5.311.813,56
Other income from subsidiaries	526.334,59	462.947,01
	<b>13.491.111,95</b>	<b>12.136.211,71</b>

Other income from subsidiaries, refer to management and administration support.

### ii) Purchase of goods and services

	<b>31.12.2007</b>	<b>31.12.2006</b>
Purchase of goods from associated companies	496.996,45	514.486,07
Purchase of goods	35.288.826,23	40.522.736,33
	<b>35.785.822,68</b>	<b>41.037.222,40</b>

### iii) Management salaries

	<b>Group</b>		<b>Comapny</b>	
	<b>31.12.2007</b>	<b>31.12.2006</b>	<b>31.12.2007</b>	<b>31.12.2006</b>
Salaries and other short term benefits	2.577.146,92	2.234.090,50	2.435.489,05	2.103.936,00
Staff leaving benefits	0,00	0,00	0,00	0,00
	<b>2.577.146,92</b>	<b>2.234.090,50</b>	<b>2.435.489,05</b>	<b>2.103.936,00</b>

### iv) Claims from associated companies.

	<b>31.12.2007</b>	<b>31.12.2006</b>
<b>Claims from associated companies</b>		
• Subsidiaries	122.078,02	470.780,55
• Associates	0.00	-89.341,80
• Companies-Major shareholder	970.394,18	1.196.526,35
	<b>1.092.472,20</b>	<b>1.577.965,10</b>

**v) Liabilities towards associated companies**

	<u>31.12.2007</u>	<u>31.12.2006</u>
<b>Liabilities towards associated companies</b>		
• Subsidiaries	91.512,61	164.324,90
• Companies-Major shareholder	5.422.362,50	5.725.815,66
	<b>5.513.875,11</b>	<b>5.890.140,56</b>

**30. Sensitivity Analysis**

The following table presents and analyses the sensitivity of the company's results and its net worth in relation to the financial assets and liabilities, as far as interest rate risk is concerned, the foreign exchange risk and the market risk.

1. Interest rate risk

The Company and the Group are exposed to interest rate risk, deriving from :

- the adjustable interest rate loans, as well as from interest bearing deposits and deposits with adjustable interest rate. The sensitivity analysis assumes the parallel fluctuation of interest rates by  $\pm 50$  kps and its impact will be reflected on the results.
- A change in derivatives fair value used to leverage the interest rate risk ,although accounting leverage is not used. These derivatives are affected by interest fluctuations and the sensitivity analysis assumes the fluctuation by  $\pm 50$ bps of interest rates and by  $\pm 50$ bps of the curve steepness, other things being equal. The impact is reflected on the results.

2. Foreign exchange risk

- The company is exposed in a small exchange risk from liabilities in US dollars. The sensitivity analysis assumes change in the exchange rate €/US\$ by  $\pm 10\%$  with its impact reflected on the results.
- The Group is exposed in exchange risk from its subsidiaries' liabilities, in a currency different than their local operating currency.  
In more detail, the subsidiary in Romania has liabilities in Euro. The sensitivity analysis assumes a change in the exchange rate €/RON by  $\pm 10\%$  with the impact reflected on the results.

3. Market Risk

The Company and the Group are exposed in risk from:

Any change of the share price of available for sale financial asset. The sensitivity analysis assumes a change in the share price by  $\pm 5\%$  and the change is reflected in the Company's net worth.

		Interest Risk				Foreign exchange Risk				Price Risk			
		-25/+25 (curve steepness) +50bps (Euribor)		+25/-25 (curve steepness) -50bps (Euribor)		+10%		-10%		+5%		-5%	
Book value		Earnings before tax	Reserves before tax	Earnings before tax	Reserves before tax	Earnings before tax	Reserves before tax	Earnings before tax	Reserves before tax	Earnings before tax	Reserves before tax	Earnings before tax	Reserves before tax
<b>Company 2007</b>													
<b>Financial assets</b>													
Cash	15,647,014	78,235	-78,235										
Receivables	33,645,856												
Available for sale	109,704												
Derivatives		-1,820,000	2,310,000										
Tax effect		-1,741,765	0	2,231,765	0	0	0	0	0	0	0	0	0
Income Tax, 25%		435,441	0	-557,941	0	0	0	0	0	0	0	0	0
Net investment		-1,306,324	0	1,673,824	0	0	0	0	0	0	0	0	-1,682,293
<b>Financial liabilities</b>													
Derivatives	-937,155	1,155,000	382,000										
Trade liabilities	-129,519												
Loans	-150,000,000	-750,000	750,000			12,952	-12,952						
Tax effect		405,000	0	1,132,000	0	12,952	0	-12,952	0	0	0	0	0
Income Tax, 25%		-101,250	0	-283,000	0	-3,238	0	3,238	0	0	0	0	0
Net investment		303,750	0	849,000	0	9,714	0	-9,714	0	0	0	0	0
<b>Total net impact</b>		-1,002,574	0	2,522,824	0	9,714	0	-9,714	0	0	1,682,293	0	-1,682,293
<b>Company 2006</b>													
<b>Financial assets</b>													
Cash	33,229,844	166,149	-166,149										
Receivables													
Available for sale													
Derivatives													
Tax effect		166,149	0	-166,149	0	0	0	0	0	0	0	0	0
Income Tax, 25%		-48,183	0	48,183	0	0	0	0	0	0	0	0	0
Net investment		117,966	0	-117,966	0	0	0	0	0	0	0	0	0
<b>Financial liabilities</b>													
Derivatives	-520,961	710,000	186,500										
Trade liabilities	-100,716												
Loans	-157,336,757	-786,684	786,684			10,072	-10,072						
Tax effect		-76,684	0	983,184	0	10,072	0	-10,072	0	0	0	0	0
Income Tax, 25%		22,238	0	-285,123	0	-2,921	0	2,921	0	0	0	0	0
Net investment		-54,445	0	688,060	0	7,151	0	-7,151	0	0	0	0	0
<b>Total net impact</b>		63,520	0	580,095	0	7,151	0	-7,151	0	0	0	0	0

Group 2007	Interest Risk		Foreign exchange Risk		Price Risk	
	-25(+25)(curve steepness) +50bps (Euribor)	+25(-25)(curve steepness) -50bps(Euribor)	+10%	-10%	+5%	-5%
Financial assets	Earnings before tax	Reserves before tax	Earnings before tax	Reserves before tax	Earnings before tax	Reserves before tax
Cash	15,647,014	-78,235				
Receivables						
Available for sale	33,645,856	2,310,000			1,682,293	-1,682,293
Derivatives	109,704					
Tax effect	-1,741,765	0	0	0	0	0
Income Tax, 25%	435,441	0	0	0	0	0
Net investment	-1,306,324	0	0	0	0	0
<b>Financial liabilities</b>						
Derivatives	1,155,000	382,000				
Trade liabilities	-251,597		744	-744		
Loans	-159,492,399	-797,462	-543,107	543,107		
Tax effect	357,538	0	-542,363	0	0	0
Income Tax, 25%	-95,633	0	70,184	-70,184	0	0
Net investment	261,905	0	-472,179	0	0	0
<b>Total net impact</b>	-1,044,419	0	-472,179	0	0	-1,682,293
Group 2006						
Group 2006	Interest Risk		Foreign exchange Risk		Price Risk	
	-25(+25)(curve steepness) +50bps (Euribor)	+25(-25)(curve steepness) -50bps(Euribor)	+10%	-10%	+5%	-5%
Financial assets	Earnings before tax	Reserves before tax	Earnings before tax	Reserves before tax	Earnings before tax	Reserves before tax
Cash	33,229,844	-166,149				
Receivables						
Available for sale						
Derivatives						
Tax effect	166,149	0	0	0	0	0
Income Tax, 25%	-48,183	0	0	0	0	0
Net investment	117,966	0	0	0	0	0
<b>Financial liabilities</b>						
Derivatives	-520,961	196,500				
Trade liabilities	-571,497		-37,007	37,007		
Loans	-159,408,277	-797,041	-207,152	207,152		
Tax effect	87,041	0	-244,159	0	0	0
Income Tax, 25%	23,274	0	22,502	-22,502	0	0
Net investment	-63,767	0	-221,657	0	0	0
<b>Total net impact</b>	54,199	0	-221,657	0	0	0

**31. Detailed accounting estimations**

Fixed tangible assets useful lives.

The company's management is responsible for determining the useful lives and hence the rate by which the tangible assets will be depreciated.

Taken into account the market conditions, in the 1<sup>st</sup> of July 2007, the annual depreciation rate has been set to 13.8% from 15%. Had the company depreciated by 15% in the second semester as well, total depreciation cost would have been increased by 1,842,313.89€ and other income would have been increased by 135,538.44€. The affect of this change in future years is very difficult to be calculated due to the high volatility of the market.

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Athens, 28 February 2008

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