

SFAKIANAKIS GROUP OF COMPANIES

*Corporate Presentation
April 2008*

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SFAKIANAKIS GROUP OF COMPANIES

- **Group History & Development**
- **Group Overview**
- **Corporate Strategy**
- **Financial Review**

Group History & Development

1958	Company founded by N. Sfakianakis as Bussing Hellas S.A.
1967	Exclusive Distributorship for Suzuki in Greece
1974	Exclusive Distributorship for Hino in Greece
1975	Agreement with MAN for manufacturing buses and coaches using MAN components
1993	Company renamed to Sfakianakis S.A. Setup of Suzuki retail business (Personal Best S.A.) Setup of Mirkat Ltd, exclusive Suzuki distributorship in Bulgaria
1997	Company listed on the Athens Stock Exchange
1998	Setup of OPEL Dealerships Establishment of Executive Lease S.A. (Operating Leasing) Establishment of ALPAN ELECTROLINE (distribution & retailing of electric appliances, AV products, mobile phones and IT products)
1999	Establishment of PANERGON S.A., Acquisition of DAF and Landini distributorship Establishment of Executive Insurance Brokers S.A.
2000	Setup of FORD Dealerships
2001	Acquisition of 50% of SPEEDEX S.A. (courier services) Acquisition of the Master Franchise for National-Alamo in Greece (RAC)
2002	Setup of VOLVO Dealerships Setup of Cadillac, Corvette and Hummer Dealerships and RMO in Greece
2005	Setup of BMW Dealerships
2006	Establishment of MIRKAT DOOEL (Exclusive distributorship of Suzuki products in FYROM) Acquisition of 49.9% of Athoniki Techniki S.A., entrance in the RED sector
2008	Acquisition of the retail business of Kontellis Group (Ford, Volvo, Fiat, Alfa Romeo & Lancia) Acquisition of the retail business of Koulouris S.A. (BMW)



Group Overview

Group Structure

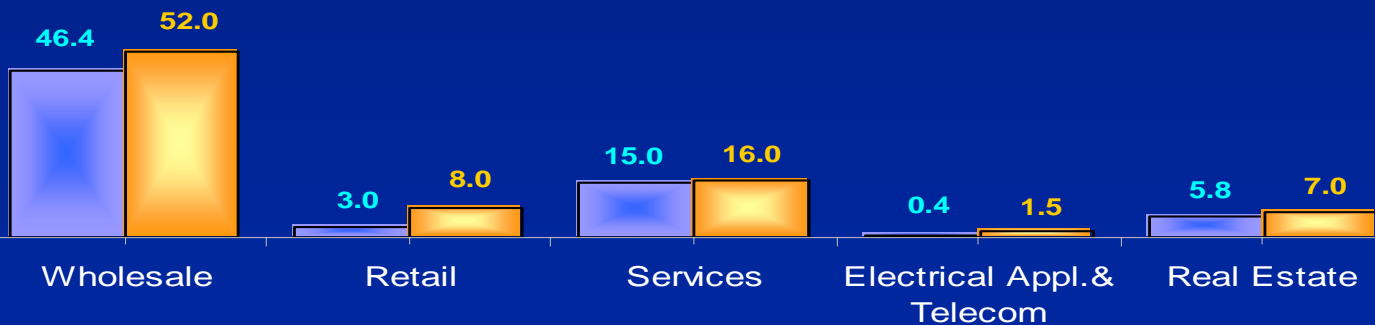
ACTIVITY	COMPANY	MAKE	Participation
WHOLESALE	SFAKIANAKIS S.A.	Suzuki	
	Panergon S.A.	DAF, Ford Trucks, Temsa, Landini - Valpadana	100,0%
	Mirkat Ltd (BUL)	Suzuki, Ford Trucks, Mc Cormick, Valpadana	99,9%
	Mirkat Doel Skopje	Suzuki	100,0%
RETAIL	Personal Best S.A.	Suzuki	100,0%
	SFAKIANAKIS S.A.	Opel, Ford, Volvo, BMW Cadillac, Corvette, Hummer Fiat, Alfa Romeo, Lancia	
SERVICES	Executive Lease S.A.	LTR & RAC	100,0%
	Ex. Insurance Brokers S.A.	Insurance Brokerage	100,0%
	Speedex S.A.	Courier Services	49,6%
	Mirkat Ltd (BUL)	LTR & RAC	99,9%
Retail & Wholesale of Consumer Electronics, Telecoms & IT	Apan Electroline S.A.		40,0%
REAL ESTATE	Athoniki Techniki S.A.		49,9%

Group Turnover & EBITDA by Activity

Group Turnover * 2007 2008

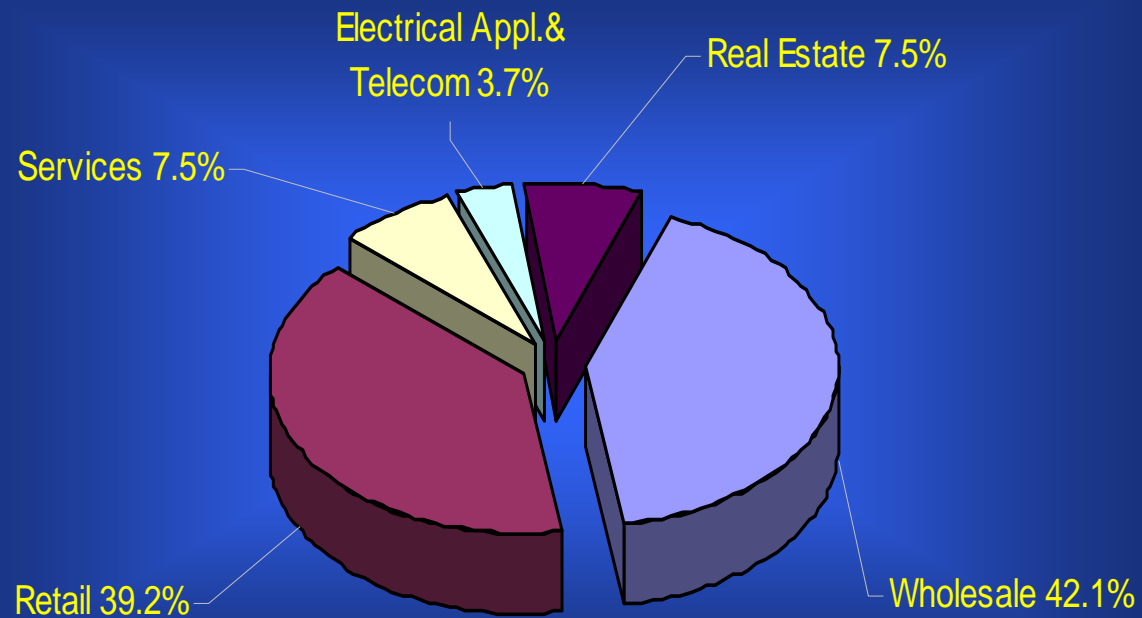


EBITDA * 2007 2008



Note : * Intra-Group Sales Included

Group Turnover by Activity 2008^E



Suzuki Network in Greece



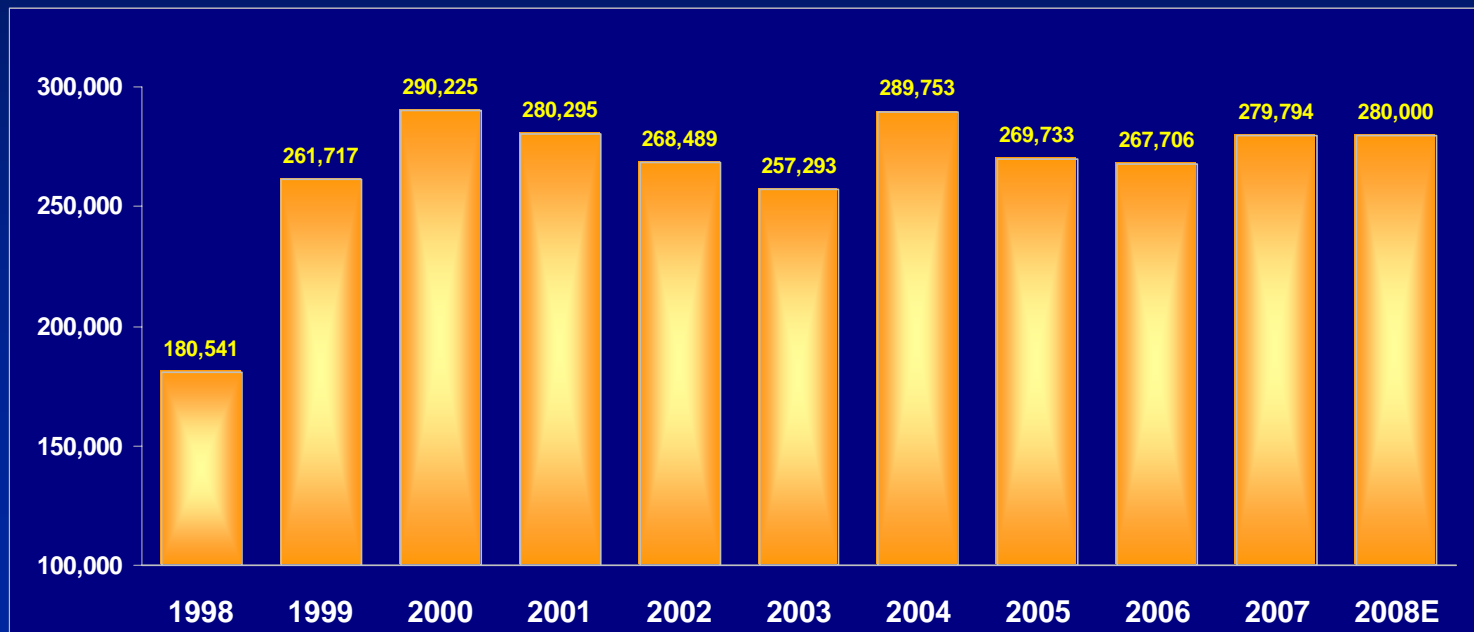
Distribution network - 67 sales points

Owned Retail Network Showrooms and Service Points

MAKE	AREA	2008
SUZUKI Automobiles	Athens, Volos	9
OPEL	North East Athens & Thessaly	7
FORD	Athens, Salonika & Patra	11
VOLVO	Athens, Salonica & Patra	5
CADILLAC / CORVETTE / HUMMER	Athens & Salonica	15
BMW	Athens	6
FIAT / ALFA ROMEO / LANCIA	Athens & Salonica	5
USED Automobiles	Athens	2
SUZUKI Motorcycles	Athens, Korinthos, Crete	12
BMW Motorcycles	Athens, Korinthos	2
USED Motorcycles	Athens	1
TOTAL		75

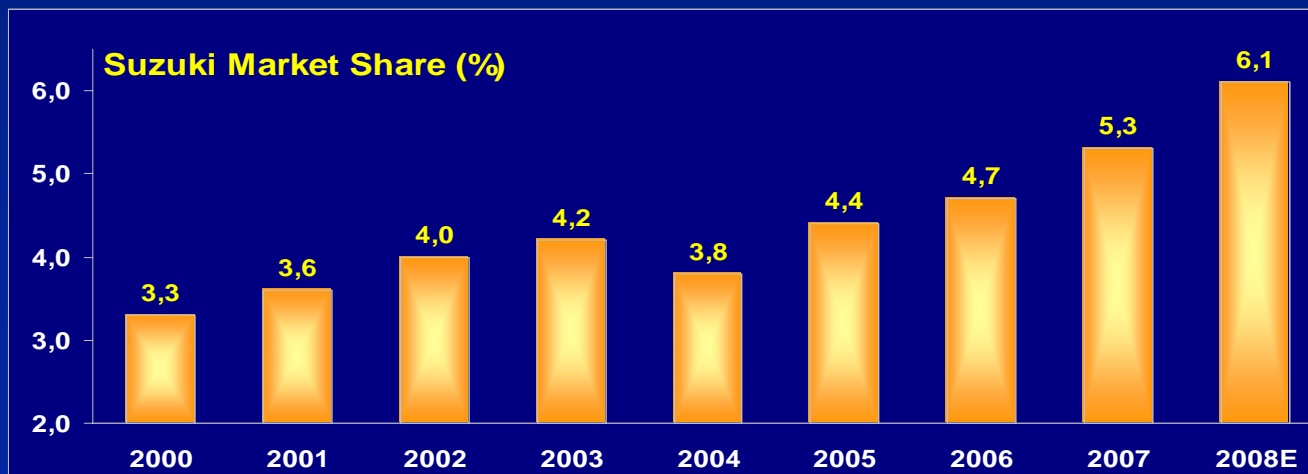
Cars' Registration in Greek Market

The dynamics of the Greek Automotive Market in recent years remain strong. Moreover, taking into account that the average age of the passenger cars continues to be high (11 years) compared to the European average (8 years), it is expected that in the following years the Greek Market will continue to be strong ranging from 260,000 to 300,000 cars. Moreover, the possible abolition of the high registration taxes will have an additional positive impact on the potential automobile market size.



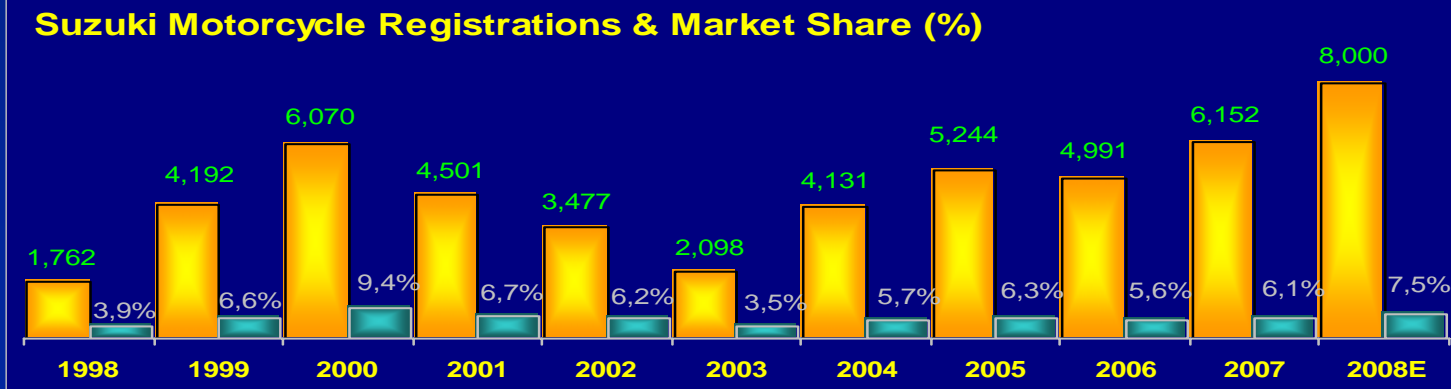
Suzuki Position & Trend of MS

Make	Registrations 2007	Market Share 2007
1. TOYOTA	27,701	9.9%
2. OPEL	23,325	8.3%
3. VOLKS WAGEN	22,056	7.9%
4. FORD	19,059	6.8%
5. HYUNDAI	17,282	6.2%
6. SUZUKI	14,797	5.3%
7. CITROEN	14,030	5.0%
8. PEUGEOT	12,642	4.5%
9. FIAT	11,770	4.2%
10. NISSAN	11,046	3.9%



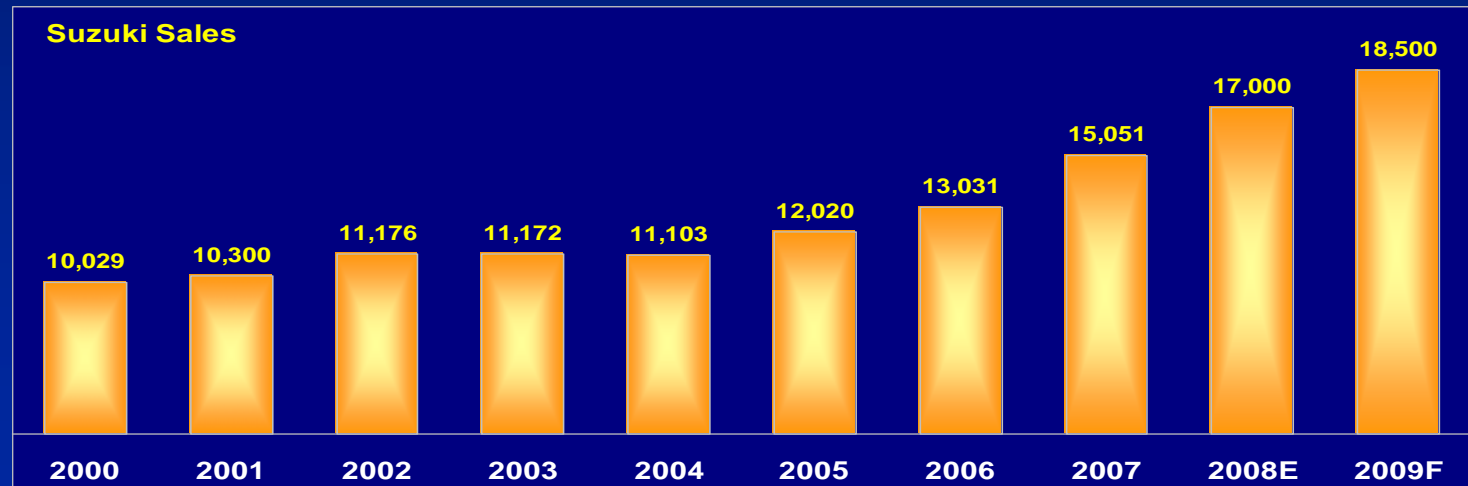
Motorcycle Registrations in Greek Market 2007

Make	Registrations	Market Share
1. HONDA	16,274	16.2%
2. YAMAHA	12,840	12.8%
3. PIAGGIO	12,635	12.6%
4. SUZUKI	6,152	6.1%
5. MODENAS	5,710	5.7%
6. KWANG YANG	3,724	3.7%
7. KAWASAKI	3,508	3.5%
8. SYM	3,482	3.5%
9. DAYTONA	3,085	3.1%
10. BAOTIAN	2,542	2.5%
J4 - Over 126 cc +		
1. HONDA	6,613	31.8%
2. YAMAHA	6,557	31.6%
3. SUZUKI	5,117	24.6%
4. KAWASAKI	2,494	12.0%



Sales Performance (units)

<i>Auto Sales</i>	2006	2007	2008^E	2009^F
New (Wholesale)	13,031	15,051	17,000	18,500
New (Retail)	8,846	9,381	17,500	20,000
Used	1,824	1,970	4,000	5,000
<i>Market Share of New Cars*</i>	6.9%	7.3%	10.7%	12.0%
Trucks & Buses	161	180	200	220
Tractors	547	654	700	750



Note : * Calculation based on 280,000 units annual registrations

Group of Companies / Profile

PANERSON S.A.	<p>Exclusive Distributor of DAF Trucks, Ford Trucks, Tamsa Buses and Landini - Valpadana Agricultural Tractors.</p> <p>Performance (MS) : DAF - 7.0%, Landini - Valpadana 17.0% (Market Leader)</p> <p><i>Annual sales growth (CAGR 5y) : 26.3 %</i></p>
EXECUTIVE LEASE S.A.	<p>Long - term leasing of all automobiles brands</p> <p>Authorised Licensee for National / Alamo Car Rental</p> <p>L.T.R. & R.A.C. Fleet Cars - 5.250 units</p> <p><i>Annual sales growth (CAGR 5y) : 12.1 %</i></p>
MIRKAT LTD	<p>Exclusive distributor of SUZUKI products, Ford Trucks and Mc Cormick and Valpadana Tractors in Bulgaria.</p> <p>Long - term leasing of all automobiles brands</p> <p>Authorised Licensee for National / Alamo Car Rental</p> <p>Performance : 3.0% market share, 2nd place among Japanese makes</p> <p><i>Annual sales growth (CAGR 5y) : 63.3 %</i></p>
ALPAN ELECTROLINE S.A.	<p>Exclusive Importer & Distributor in Cyprus for : Samsung, Korting, Ariston, Indesit and Kuppersbusch.</p> <p>Market Leader retailer (the most extensive network) of all major brands of electric appliances in all cities of Cyprus with 9 Show rooms (3 company owned) in prime locations.</p> <p><i>Annual sales growth (CAGR 5y) : 20.8 %</i></p>
ATHONIKI TECHNIKI S.A.	<p>Real Estate (Commercial, Urban residential, Holiday and Retirement houses) as well as highways, roads, airfields, sports facilities and civil engineering works for public sector. Backlog €250 mil.</p> <p><i>Annual sales growth (CAGR 3y) : 36.6 %</i></p>

Group of Companies / Sales & EBITDA

SALES (in mil €)	2006	2007	'07-06	2008^E	'08-07
PANERSON S.A	35.1	44.0	25.3%	50.0	13.7%
EXECUTIVE LEASE S.A.	25.4	28.4	11.8%	30.0	5.7%
MIRKAT LTD	19.8	22.9	15.7%	27.5	20.1%
ALPAN ELECTROLINE LTD	25.8	27.8	7.8%	30.0	7.9%
ATHONIKI TECHNIKI S.A.	31.0	53.2	71.9%	65.0	22.2%

EBITDA (in mil €)	2006	2007	'07-06	2008^E	'08-07
PANERSON S.A	1.5	1.6	4.0%	2.0	28.2%
EXECUTIVE LEASE S.A.	13.5	14.7	8.6%	15.5	5.4%
MIRKAT LTD	2.2	1.8	-16.4%	2.0	8.7%
ALPAN ELECTROLINE LTD	0.9	1.3	33.8%	1.5	18.3%
ATHONIKI TECHNIKI S.A.	4.4	5.8	31.2%	7.0	20.4%



Corporate Strategy

Corporate Strategy

Organic Growth & Reorganization

- Maintain high Gross Profit Margin (>27.0%)
- Increase Sales and Market Share (>5.0%)
- Increase Efficiency and Profitability (consolidation of retail entities)
- Improve After Sales Services and Supporting Network

Geographical Presence & Expansion in new Countries

- BULGARIA
- CYPRUS
- FYROM
- ALBANIA

New Business Development

- Increase gradually the LTR (Contract Hire) Fleet to 5.000 cars & Market Share
- Exploit opportunities in RED sector (acquiring properties for development)

Corporate Strategy

Sfakianakis group is one of the top-50 Greek commercial groups.
From April 2007 is traded in the Big Capitalisation Category of ASE.

Its dynamic growth has been based on:

- the strong brand image built for Suzuki,
- its extensive and efficient retail network,
- the diversification strategy adopted and
- the expansion in new markets of South Eastern Europe

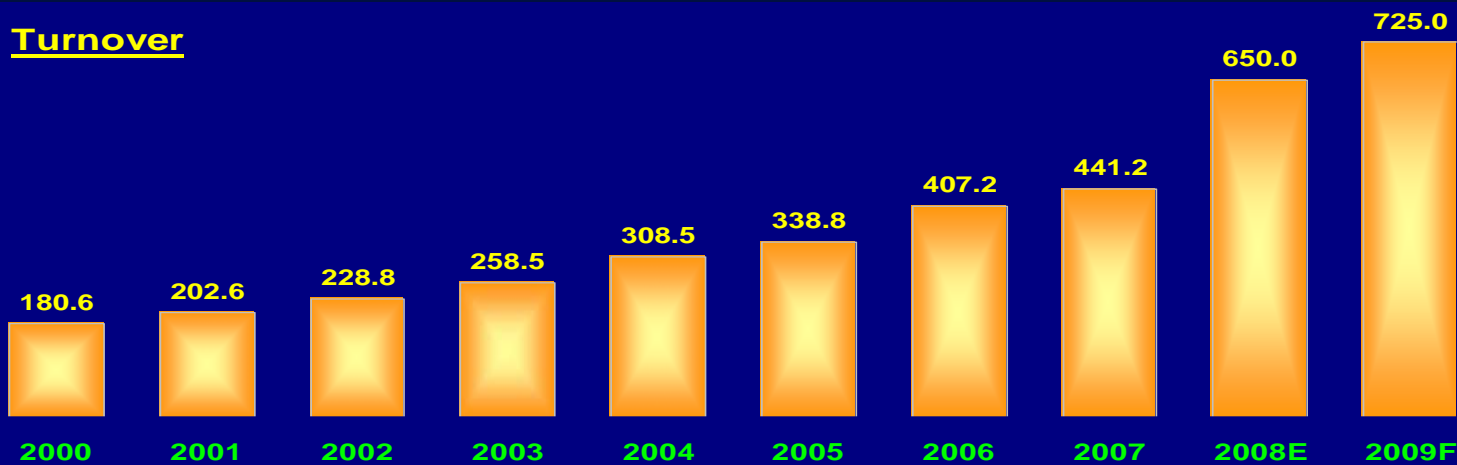
The core philosophy of Sfakianakis group is based on **quality differentiation**, **outstanding customer services** and **continuous growth**.



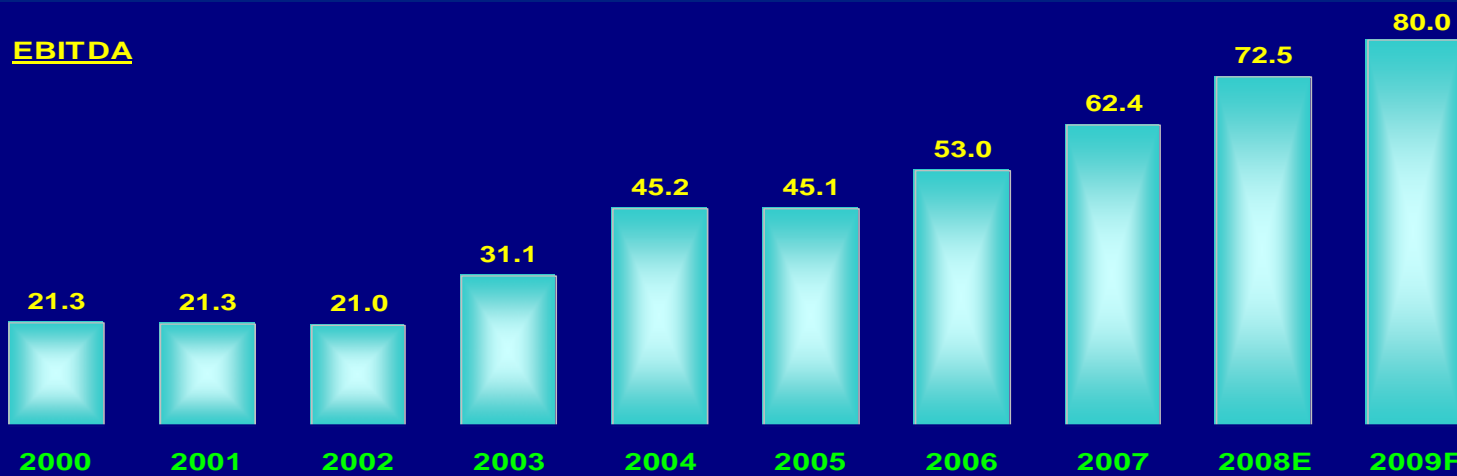
Financial Overview

Evolution of Group Turnover & EBITDA

Turnover



EBITDA



** Figures according to published consolidated financial statements*

Group Income Statement

(in mil €)	2006	2007	'07-06	2008 ^E	'08-07	2009 ^F	'09-08
Turnover	407.18	441.20	8.4%	650.00	47.3%	725.00	11.5%
Gross Profit	112.03	132.69	18.4%	162.50	22.5%	175.00	7.7%
EBITDA	52.95	62.41	17.9%	72.50	16.2%	80.00	10.3%
EBIT	33.07	42.72	29.2%	49.50	15.9%	55.00	11.1%
Profit (before tax)	35.73	38.03	6.4%	41.50	9.1%	45.00	8.4%
Profit (after tax)	23.74	27.66	16.5%	31.00	12.1%	33.50	8.1%
P/E *	11.27	9.67		8.63		7.99	
P/BV *	2.62	2.24		1.98		1.75	
DPS	0.17	0.25	50.0%	0.28	12.0%	0.32	14.3%
Dividend Yield (%) *	2.5%	3.7%		4.1%		4.7%	
EPS *	0.60	0.70	16.5%	0.78	12.1%	0.85	8.1%
Market Cap / Sales *	0.66	0.61		0.41		0.37	

Note : * Figures based on share price 6.76 Euro (31.03.2008)

Group Balance Sheet

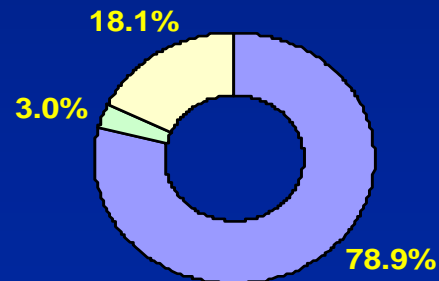
(in mil €)	2006	2007	'07-06	2008 ^E	'08-07	2009 ^F	'09-08
Fixed Assets	165.92	178.14	7.4%	195.00	9.5%	200.00	2.6%
Working Capital	265.52	337.28	27.0%	360.00	6.7%	380.00	5.6%
Total Assets	493.42	581.78	17.9%	625.00	7.4%	650.00	4.0%
Equity	102.01	119.29	16.9%	135.00	13.2%	152.50	13.0%
Bank Debt	259.09	320.08	23.5%	325.00	1.5%	300.00	-7.7%
Total Equity & Liabilities	493.42	581.78	17.9%	625.00	7.4%	650.00	4.0%
Cash and Equivalents	38.69	55.75		20.00		15.00	
Net Debt	220.40	264.33		305.00		285.00	
Debt / Equity	2.54	2.68		2.41		1.97	
Net Debt / Equity	2.16	2.22		2.26		1.87	
Net Debt / EBITDA	4.16	4.24		4.21		3.56	
Net Debt / Sales	0.54	0.60		0.47		0.39	

Stock Information

Stock Performance

ASE ticker	SFA
Reuters ticker	SFAr.AT
Bloomberg ticker	SFA GA
ISIN	GRS279503007
Shares Outstanding	39,572,400
Stock Closing Price at 31.03.2008	6.76
Market Capitalization 31.03.2008 (mil. €)	267.51
High 52w	9.28
Low 52w	4.12
% chg 1 year	56.5%

Shareholders Structure



- Sfakianakis Family Members
- Institutional Investors
- Other Shareholders

Free Float 21.1%

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