



JUMBO

September 2006



Overview

- ❖ The leading Toy Retailer in Greece
- ❖ A strong hyper store network especially in the country outside of Attica region
- ❖ Consolidating a market comprising mostly of Mom and Pop shops
- ❖ Continuous increases in market share, margins, returns and cash flow
- ❖ “Jumbo” a very strong brand name
- ❖ Store network and Warehouses connected On Line/ Real Time
- ❖ The biggest ultra modern warehouses in Balkans (approx. 150.000sq m roofed area), aiming at the better management of the Group’s stocks
- ❖ Dynamic and young management



Store Network

- ❖ **Hyper market stores with Parking Space- Destination Locations**

Average selling area above 6.375 sq m

- ❖ **41 stores in Greece and Cyprus**

17 in Attica region

21 in the rest of Greece

3 in Cyprus

- ❖ **5 new metropolitan stores (above 10.000 sq m) in Attica region in the next 3 years**

- ❖ **Expansion on the store network in the rest of Greece, 90% coverage now**

- ❖ **Greece & Cyprus could reach 50 stores**

- ❖ **Completion of the 1st store in Bulgaria (15.000 sq m) by the end of 2007**

Purchasing – Merchandising -Advertising

❖ 4 main product categories

Children Toys	33%
Baby Apparel & Products	22%
Books & Stationery	10%
Seasonal, House and Mother Opportunities	35%

❖ Rich Offering at Low Prices

12.000 codes

average selling price of €4,99

❖ 45 / 55 Branded /Non Branded

❖ More than 80% of Purchases imports from Asia

❖ Advertising 2% of Sales



Logistics

- ❖ **2 large privately- owned ultra modern warehouses in the areas of Oinofita and Avlona (broader Athens)**
- ❖ **Employees: 1.850 permanent / 1485 seasonal (30-45 days)**
- ❖ **Store network and Warehouses connected On Line/ Real Time**
- ❖ **Outsourced Distribution**

Market Size & Growth

	Total Market	Market Growth	Jumbo Sales*	Market Share
Children Toys	€290 m	Stable	€92.8	32%
Baby products	€213 m	Slow Growth	€61.9	29%
Stationary	€156 m	High Growth	€28.1	18%
Seasonal, Home & Mother Opportunity	€656 m	High Growth	€98.5	15%
TOTAL	€1.315 m		€281,3 εκ	

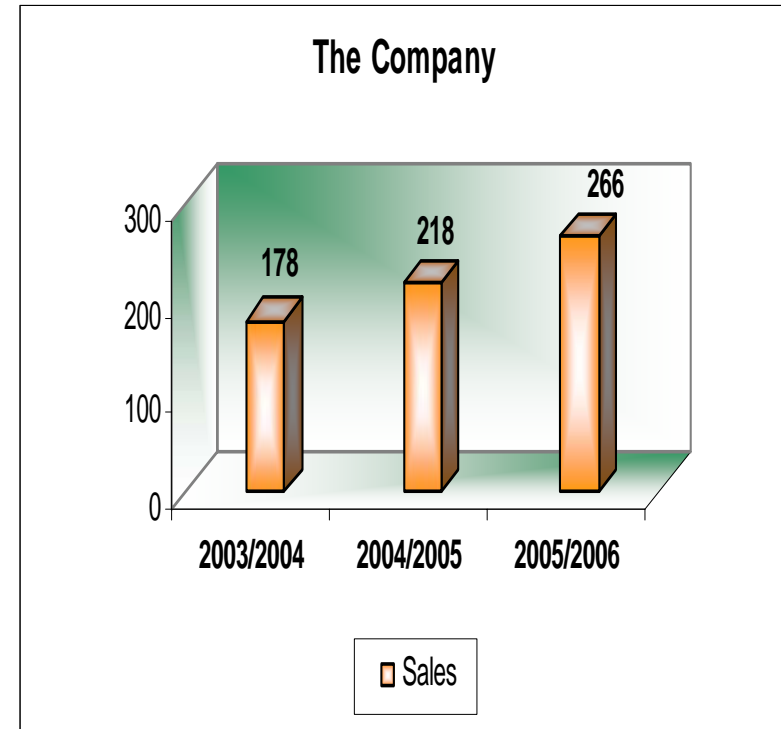
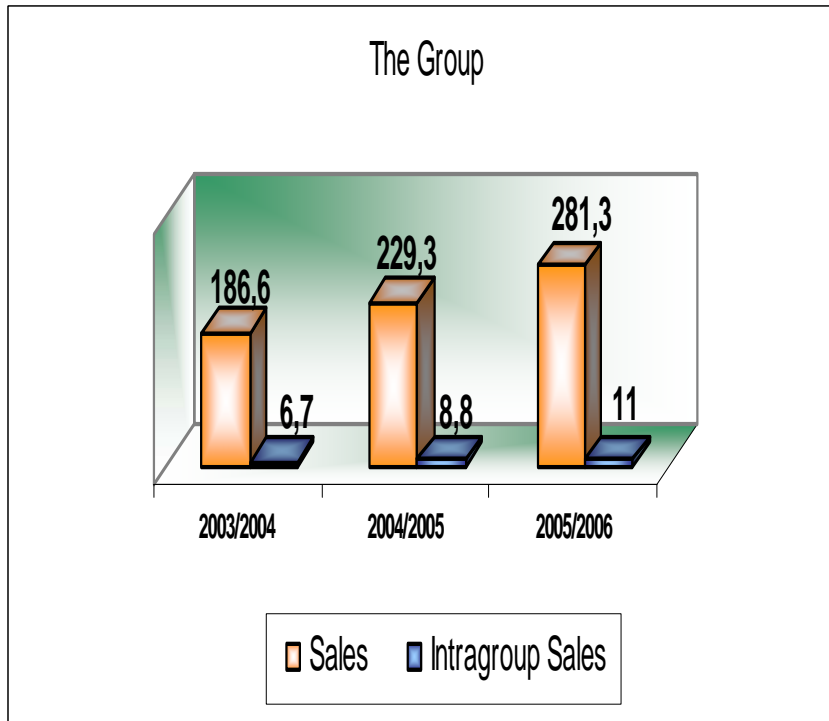
❖ Market Share JUMBO : 32%

❖ Seasonal Business:

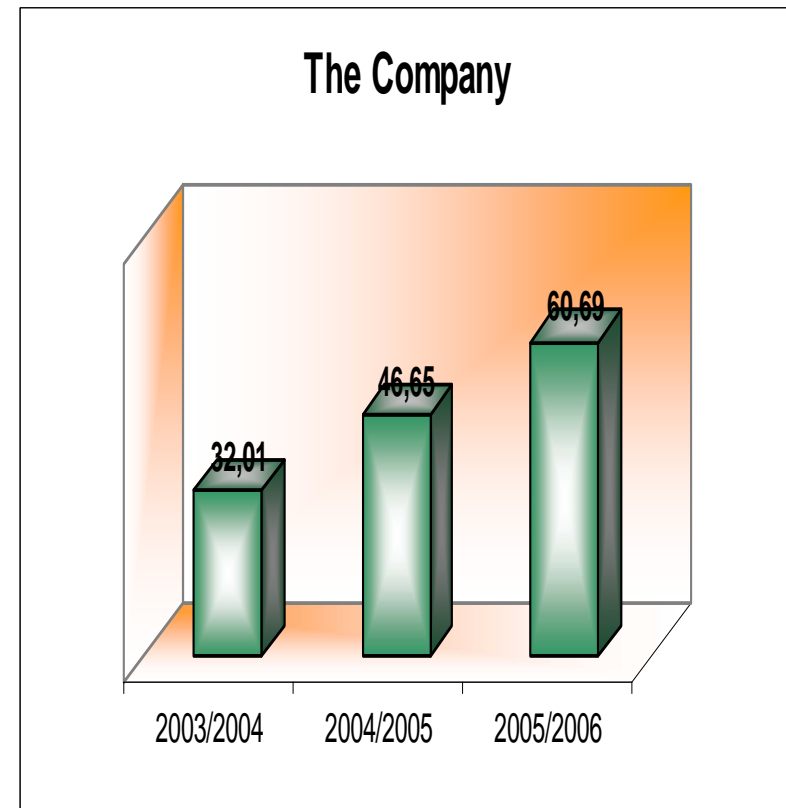
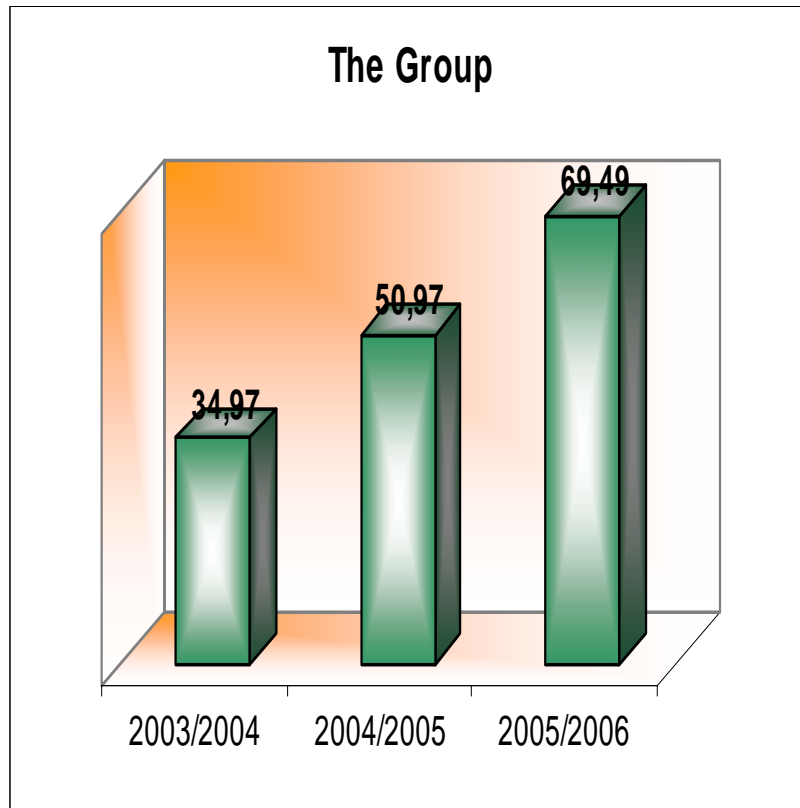
- (28%) December –Christmas
- (10%) April – Greek Orthodox Easter
- (10%) September – School Opening



Sales 2003/2004 - 2005/2006



Profit before taxes 2003/2004 - 2005/2006



P&L Account for the period ended 30 June 2006 and 2005

The Group

The Company

Amounts expressed in euro	1/7/2005-30/6/2006	1/7/2004-30/6/2005	% change	1/7/2005-30/6/2006	1/7/2004-30/6/2005	% change
Turnover	281.313.141	229.070.098	22,81	266.104.996	217.968.088	22,08
Cost of Sales	(133.206.353)	(112.843.531)		(131.913.862)	(111.216.075)	
Gross Profit	148.106.788	116.226.567	27,43	134.191.134	106.752.013	25,70
Other income	3.228.066	1.570.364		3.202.212	1.531.430	
Distribution costs	(64.094.417)	(47.237.084)		(61.235.633)	(44.589.079)	
Administrative expenses	(10.312.270)	(11.989.410)		(8.235.726)	(9.973.673)	
Other expenses	(2.567.098)	(1.853.833)		(2.567.098)	(1.853.833)	
Profit before tax, interest and investment results	74.361.069	56.716.604	31,10	65.354.889	51.866.858	26,00
Finance costs	(5.543.665)	(6.469.247)		(5.083.862)	(5.722.821)	
Finance income	671.291	718.032		418.260	504.652	
	(4.872.374)	(5.751.215)		(4.665.602)	(5.218.169)	
Profit before taxes	69.488.695	50.965.389	36,34	60.689.287	46.648.689	30,10
Income tax	(20.048.031)	(16.833.111)		(19.145.551)	(16.377.720)	
Profits after tax	49.440.664	34.132.278	44,85	41.543.736	30.270.969	37,24

Balance Sheets for the period ended 30 June 2006 and 2005

The Group

The Company

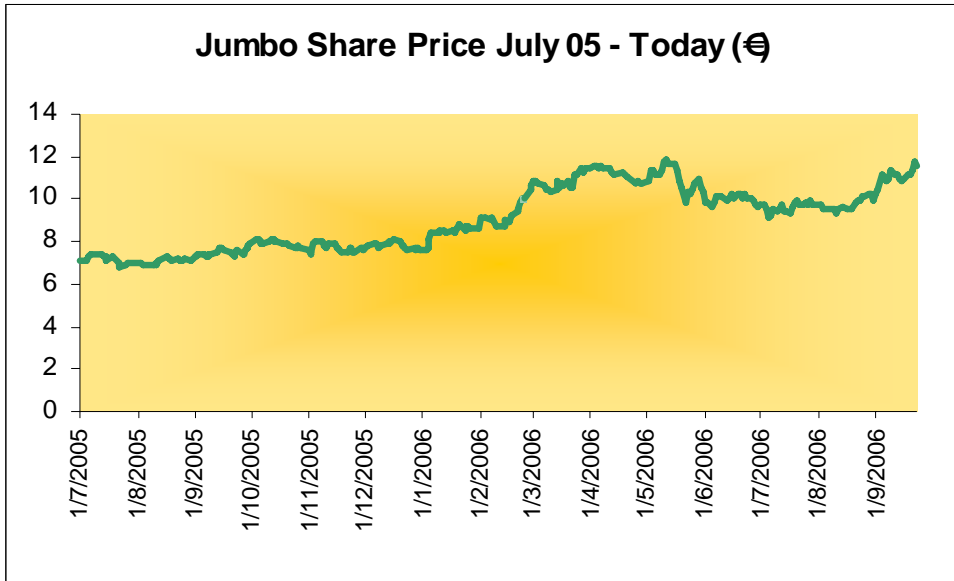
All amounts are expressed in euros	30/06/2006	30/06/2005	30/06/2006	30/06/2005
<u>Assets</u>				
Non current	170.108.924	147.021.980	156.526.074	138.654.188
Current	172.596.292	150.253.962	159.136.157	139.810.637
Total Assets	342.705.216	297.275.942	315.662.231	278.464.755
<u>Equity and Liabilities</u>				
Equity attributable to the shareholders of the parent entity	168.241.578	114.968.232	153.261.135	107.824.832
Non-current liabilities	80.160.888	110.888.891	72.087.361	101.975.005
Current liabilities	94.302.750	71.418.819	90.313.735	68.664.918
Total liabilities	174.463.638	182.307.710	162.401.096	170.639.923
Total equity and liabilities	342.705.216	297.275.942	315.662.231	278.464.755

Current events

- ❖ **The network of Jumbo stores obtained 4 more new modern stores in the financial year ended June 2006, in Corfu (owned), in Patra (2nd store), in Alexandroupoli and in N. Ionia (Attica)**
- ❖ **In July 2006 started its operation the new store in Lamia and closed the small store in Glyfada**
- ❖ **Intensive efforts for the completion of the 1st store (15.000 sq m) in Sofia of Bulgaria by the end of 2007**
- ❖ **Establishment of the new subsidiary of the Group in Romania under the name of “Jumbo EC.R”**
- ❖ **Successfully completed the issuing of the company’s convertible bond of €45,432,150**
- ❖ **Increase in turnover at the rate of 22.81%, and increase –after taxes- by 44.85% in profitability**

Share Info & Company Contacts

Jumbo Share Price July 05 - Today (€)



Company Contacts:

Mr Vakakis (CEO) +302104805200

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Shareholders

Management	34,87%
Foreign Institutional Investors	44,14%
Greek Institutional Investors	14,17%
Retail	6,82%
TOTAL	100,00 %

*25..09.2006

Index Participation

ASE GENERAL INDEX

FTSE/ ASE MID Cap

FTSE Global Equity Index Series Developed Europe- Small Cap

FTSE Household

