



Website:	<a href="http://www.cyclon.gr">http://www.cyclon.gr</a>
Bloomberg code:	CYCL:GA
Reuters code:	CYCr.AT
ISIN code:	GRS067003004

## COMPANY PROFILE

Parent company of the Group CYCLON HELLAS ("the Group") is the company CYCLON HELLAS SA founded in 1974. The Company operates in the lubricants and petroleum and main trading activities related to fuels and lubricants marketing.

## EXPORTS

Fuels are sold to domestic market only. Lubricants domestic sales represent 44,91% of total lubricants sales. Exports represent 55,09%, (specifically 10,7% within the EU and 44,4% in third countries).

## KEY INVESTMENT HIGHLIGHTS

CYCLON is empowered with the following characteristics:

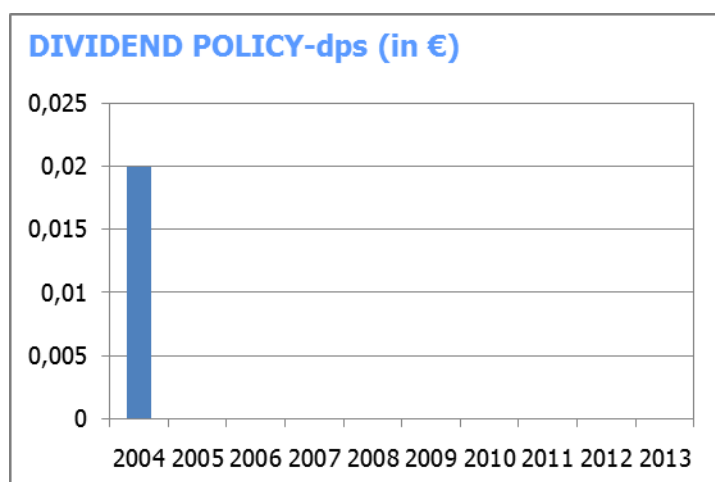
- A dynamically CYCLON branded retail network of gas stations.
- An extensive sales network of lubricants in Greece and abroad (28 countries in 4 countries).
- A considerable network of commercial subsidiary companies in the Balkans of North Africa.
- A competitive producer of base oils as well as blender and trader of lubricants.
- A significant know how on best environmental practices for lubricants and petroleum waste treatment.
- Since 2006, CYCLON is registered to European Eco Management and Audit Scheme catalogue (EMAS, Reg Nr EL000051). EMAS, according to Regulation 9EC) 1221/2009, is a management tool for companies to evaluate report and improve their environmental performance. CYCLON is also certified according to ISO 14001:2004.

### OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2013 - 31/03/2014)

Symbol:	CYCL		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2014)	13,7		
Shares Outstanding (number): (31 March 2014)	26.664.840		
Average Spread (%):	7,53%		
Market Liquidity (%):	4,752%		
Average Trading volume (no of shares):	15.425		
Total Value of transactions (€):	1.926.439		
Days to trade (1% of outstanding amount):	17,6		
Free Float (31 March 2014):	47,7%		
Turnover Velocity (F.F. Weighted):	21,0%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	37,96%	60,57%	67,78%

## GROUP STRUCTURE

<b>CYCLON HELLAS S.A.</b>	Direct %	Indirect %
ENDIALE S.A.	100%	
SOUSAKI	30%	
KEPED S.A.	90%	
ELTEPE JOINT VENTURE + CYTOP	90%+10%	
ARCELIA HOLDINGS LTD	100%	
BULVARIA EOOD		100%
CYROM SRL		100%
CYTOP A.E.	100%	
AL DERRAA AL AFRIQUIE		60%
VIPANOT	12,83%	
CYCLON LUBRICANTS DOO		100%



## CURRENT PROJECTS

**ELINA (LIFE 2010 ENV/GR/000606).** Subsidized project for the management of petroleum waste (except WLO) in Greece. It provides inventory, characterization, collection and pilot proposal green management practices. It was launched in September 2011 and will last until 2014. Company's budget amounts to €1,3 million.

**MARE (ECO INNOVATION).** In harmony with ELINA, MARE project is subsidizes in order to develop and demonstrate leading edge technology exploitation of petroleum waste (except WLO). This project requires the installation of pilot plant processing of petroleum and presents general interest in Greece and Europe. It was launched in September 2011 and will last until end 2014. Company's budget for the project amounts to €1,5 million.

## FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

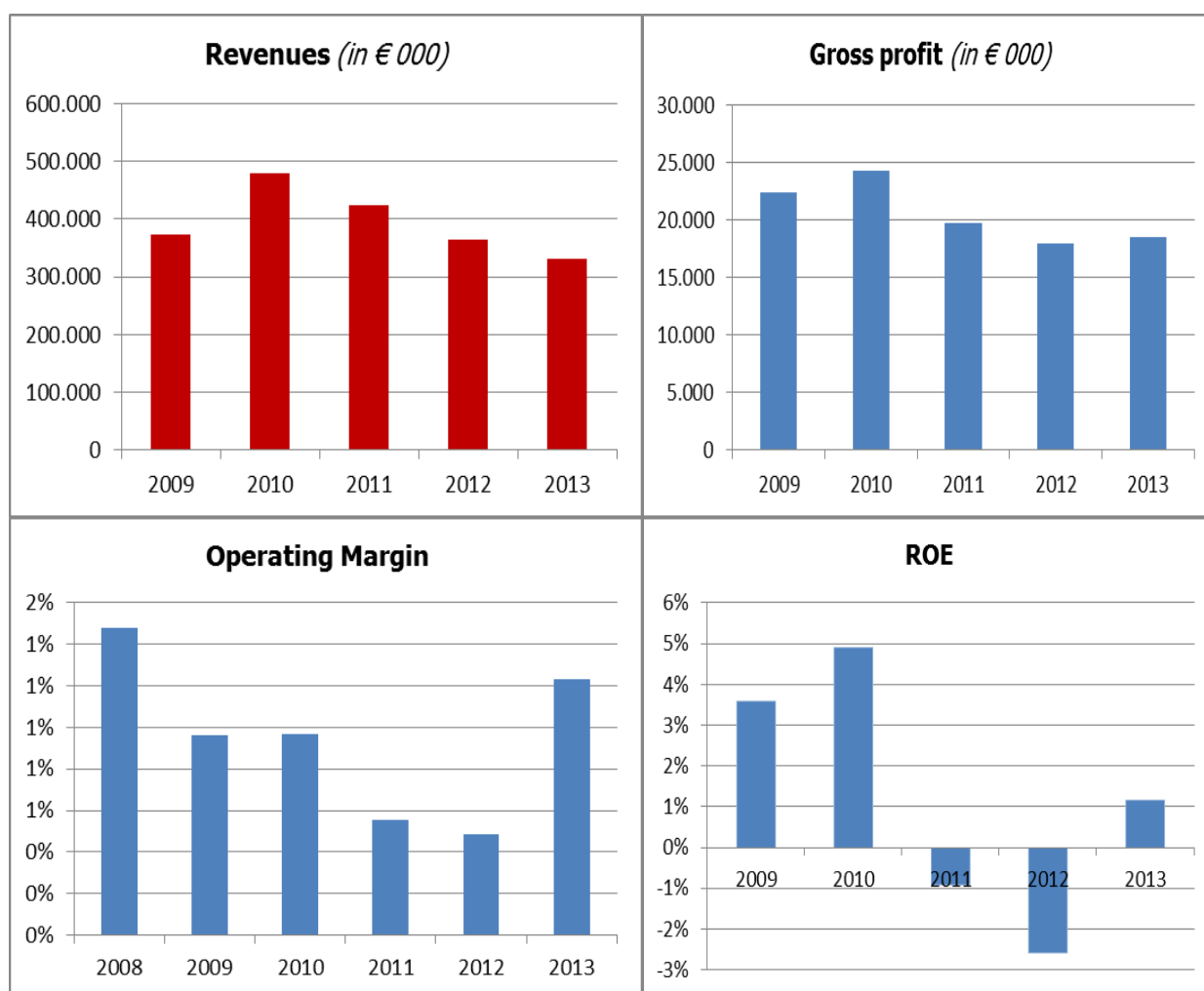
<b>INVESTMENT</b>	<b>CAPITAL (€)</b>	<b>TIME FRAME</b>
Lubricants production equipment	2.000.000	2014-2016
Gas stations network	1.500.000	2014-2016
Revamping of fuel distribution installation	200.000	2014-2016

## RECENT DEALS

- Introduction of new company in Serbia (CYCLON LUBRICANTS DOO)
- Increase of share capital in ENDIALE S.A. €350.000 and in CYTOP S.A €50.000

## COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b>					
<b>(in € 000)</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
Sales	372.651	479.566	425.183	364.353	331.782
Gross profit	22.422	24.377	19.794	18.015	18.513
EBIT	3.580	4.629	2.353	1.765	4.087
EBITDA	6.277	7.396	5.287	4.364	6.431
Earnings before tax	1.874	2.048	59	-527	1.505
Earnings after tax	1.054	1.515	-284	-772	350
E.P.S.	0,040	0,057	-0,011	-0,029	0,010
Total equity	29.360	30.952	30.662	29.720	30.395
ROE	3,59%	4,89%	-0,93%	-2,60%	1,15%
Debt Ratio	4,04	5,31	6,46	6,45	3,68



<b>MAJOR SHAREHOLDERS (&gt;5%)</b>	
<b>Name</b>	<b>%</b>
REPUBLIC BAY VENTURES LTD	11,25%
GROVANIA LIMITED	8,77%
BNP PARIBAS (SUISSE) S.A.	5,55%
MOTOP ΟΙΛ (ΕΛΛΑΣ) ΔΙΎΛΙΣΤΗΡΙΑ ΚΟΡΙΝΘΟΥ Α.Ε.	26,71%
<b>Total</b>	<b>52,28%</b>
<b>BOARD OF DIRECTORS</b>	
<b>Name</b>	<b>Qualification</b>
KONTAXIS DIMITRIOS	PRESIDENT/CEO/EXECUTIVE MEMBER
MPARTZOKAS DIMITRIOS	INDEPENDENT NON EXECUTIVE MEMBER
REBAKOS NIKOLAOS	EXECUTIVE MEMBER
SKLAVINIOTIS ACHILLEAS	FINANCIAL MANAGER/EXECUTIVE MEMBER
STEIAKAKIS MICHAEL-MATTHAIOS	INDEPENDENT NON EXECUTIVE MEMBER
PAPAMICHALIS IOANNIS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Dimitrios Kontaxis – President and Managing Director:** Graduate of the University of Massachusetts School of Economics. He has worked for the company since 1998.

**Mr. Nikolaos Rebakos – Refinery Director:** Graduate of the University of Thessaloniki, Chemistry Department. He worked at KERAMOURGIA RADAR S.A. from 1983 to 1988. He has worked for the company since 1983.

**Mr. Achilles Sklivaniotis :** Graduate of Bath University with MBA from Athens Economic University. Experience with many companies in Greece and abroad. Has worked with Shell for 14 years, in Greece and in the Mediterranean cluster as Finance Manager and in Oman as Finance Director. Works for the company for almost two years.

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