



Titan Group
Financial Results – 1st Quarter 2004
Analysts Presentation

1st Quarter Results Conference Call
Athens – 20th May 2004

Financial Results Q1 2004

Financial Highlights



Financial results for the first quarter of 2004 were ahead of 2003 as a result of better weather conditions and a more stable FX environment (Egypt). Net Profit before Taxes includes accelerated depreciation of €6m for Thessaloniki plant.

(€m)	Actual 2004	Actual 2003	Var Act04 vs Act03	(Memo) Actual 2002
Turnover	231,6	209,3	10,7%	228,5
Operating EBITDA ⁽¹⁾	55,3	41,9	32,0%	49,4
Operating EBITDA Margin	23,9%	20%	3,9 pts	21,6%
EBITDA	54,1	29,1	85,9%	46,5
Earnings Before Tax after minorities	30,3	9,9	206,1%	27,6
Net Profit After Taxes	23,3	5,3	339,6%	19,0
Share Price (31.3) ⁽²⁾	35,98	30,02	19,9%	36,46
ASE Index (31.3) ⁽²⁾	2370,65	1467,3	61,6%	1.748,4

Note:

1) Operating EBITDA includes operating results of BSCC and APCC on equity basis and excludes extraordinary income and expenses

2) Share Prices and Index Value on 31-3-04.

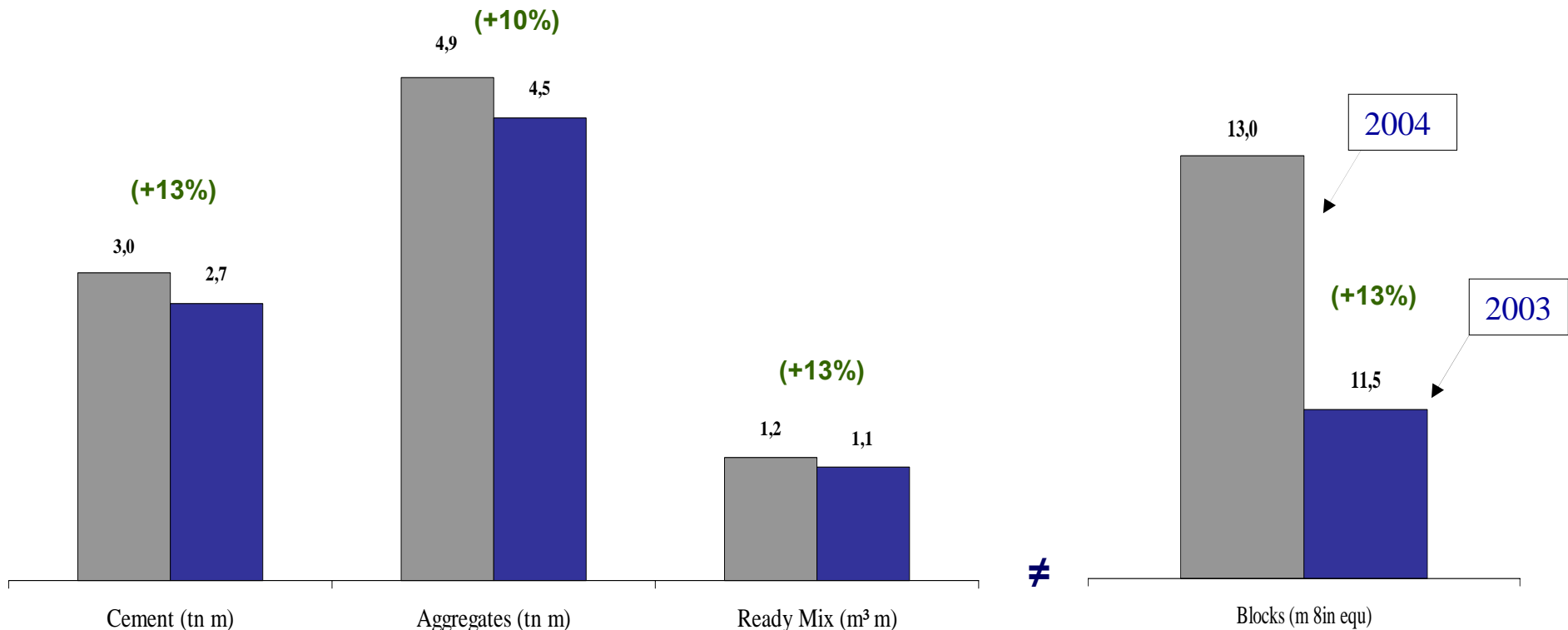
3) The first quarter's results are not representatives of the full year

Financial Results Q1 2004

Key Sales Volume



Cement and Clinker Sales Volumes were 13% ahead of the first quarter of last year reflecting the better weather conditions and one day's extra sales. This was also reflected across other products.



Cement sales include clinker and cementitious materials

Includes Egyptian JV's at 100%

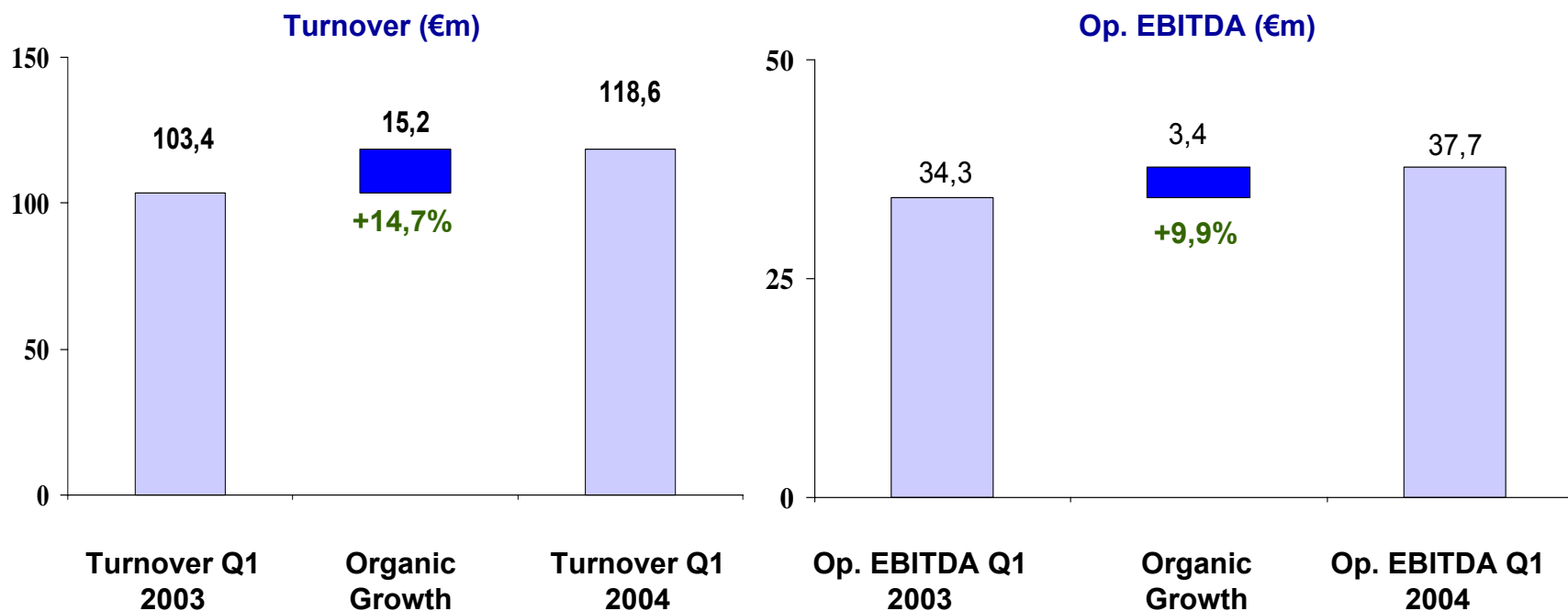
Please note that the first quarter is not representative of the full year

Financial Results Q1 2004

Greece



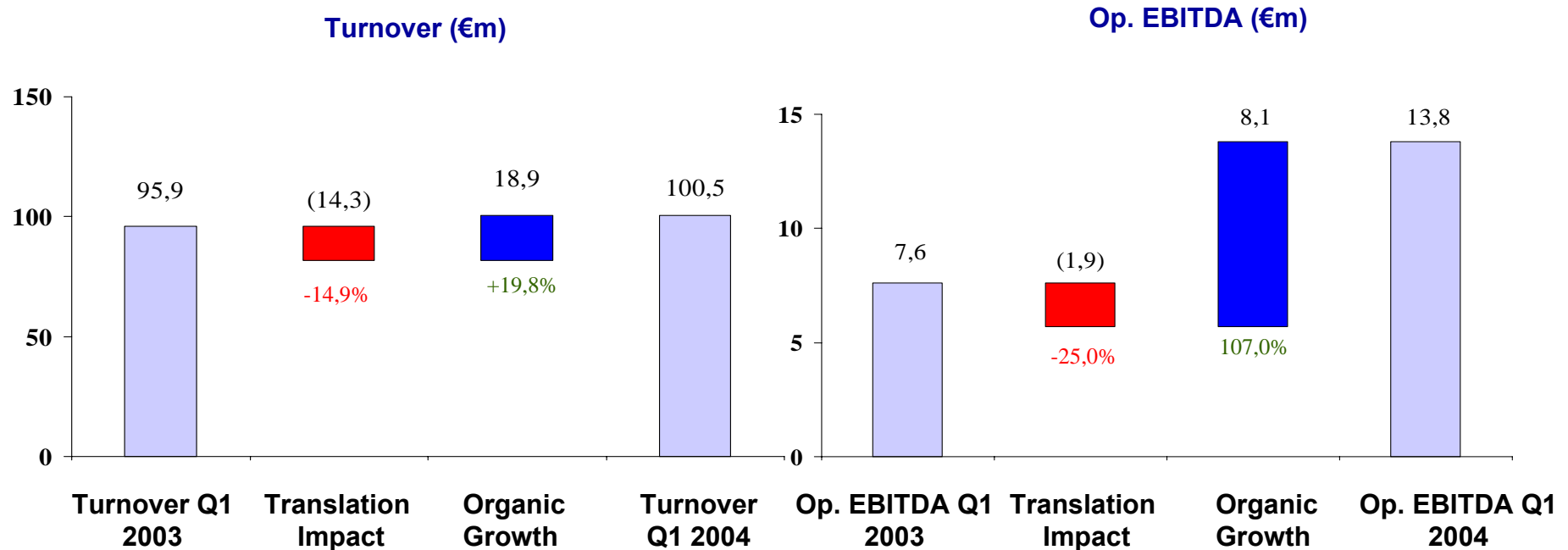
- Volume recovery from first quarter of 2003 (weather and conversion shutdown)
- Continued strong Ready-Mix performance as a result of pre-Olympics completion deadlines.
- Cement margins impacted as result of higher maintenance costs (timing) and cost of fuel.



Financial Results Q1 2004 USA



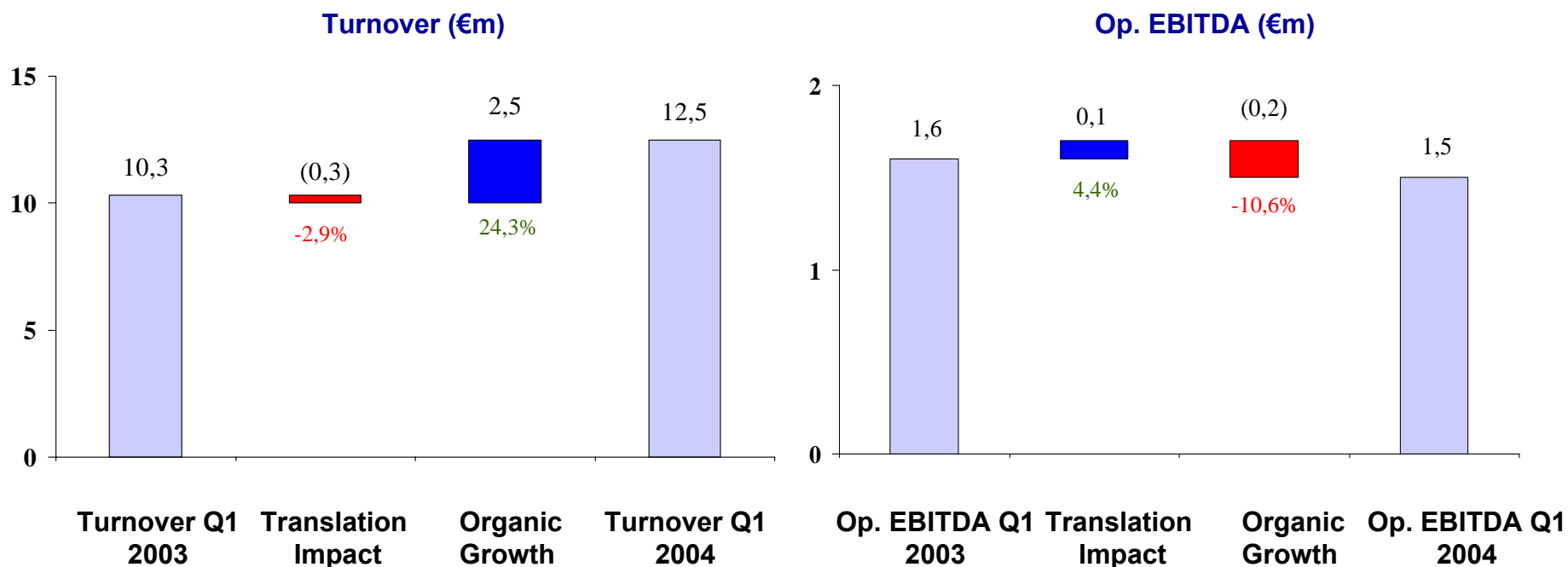
- Translation of US dollar had a continued negative impact on Turnover and Op. EBITDA
- Continued strong performance in Florida across all sectors
- Continued pick-up in demand for Mid-Atlantic versus in first quarter 2003 hit by the weather
- Pennsuco modernization progressing well and on schedule
- STI continued momentum



Financial Results Q1 2004 Balkans



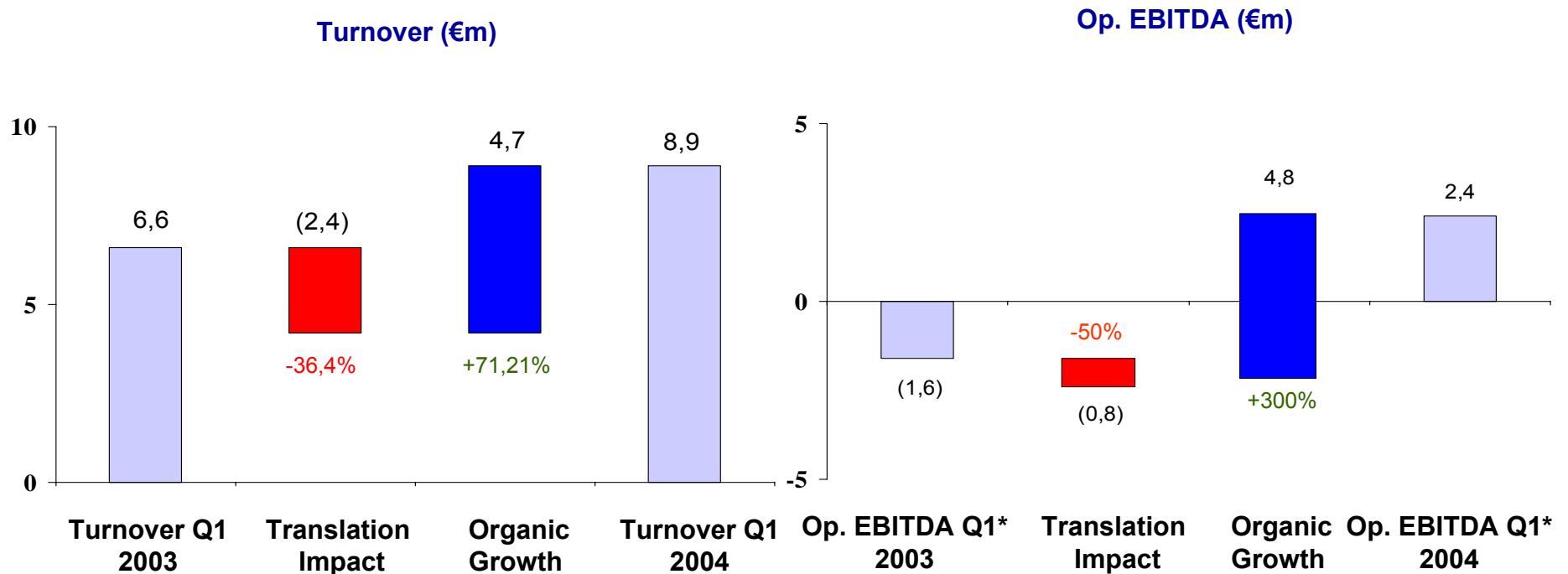
- Volumes strongly ahead of last year, as a result of better weather
- Op. EBITDA marginally down versus last year as a result of timing of maintenance
- Plevenski, Bulgaria included in results



Financial Results Q1 2004 Egypt



- Volumes in line with last year as a result of export sales.
- The devaluation of Egyptian pound of -27% versus Euro (quarter on quarter) continued to impact results
- Cement price in local currency continued recovery from a low in the first quarter of 2003
- EBITDA performance driven by price increase and benefited from impact of early retirement programs



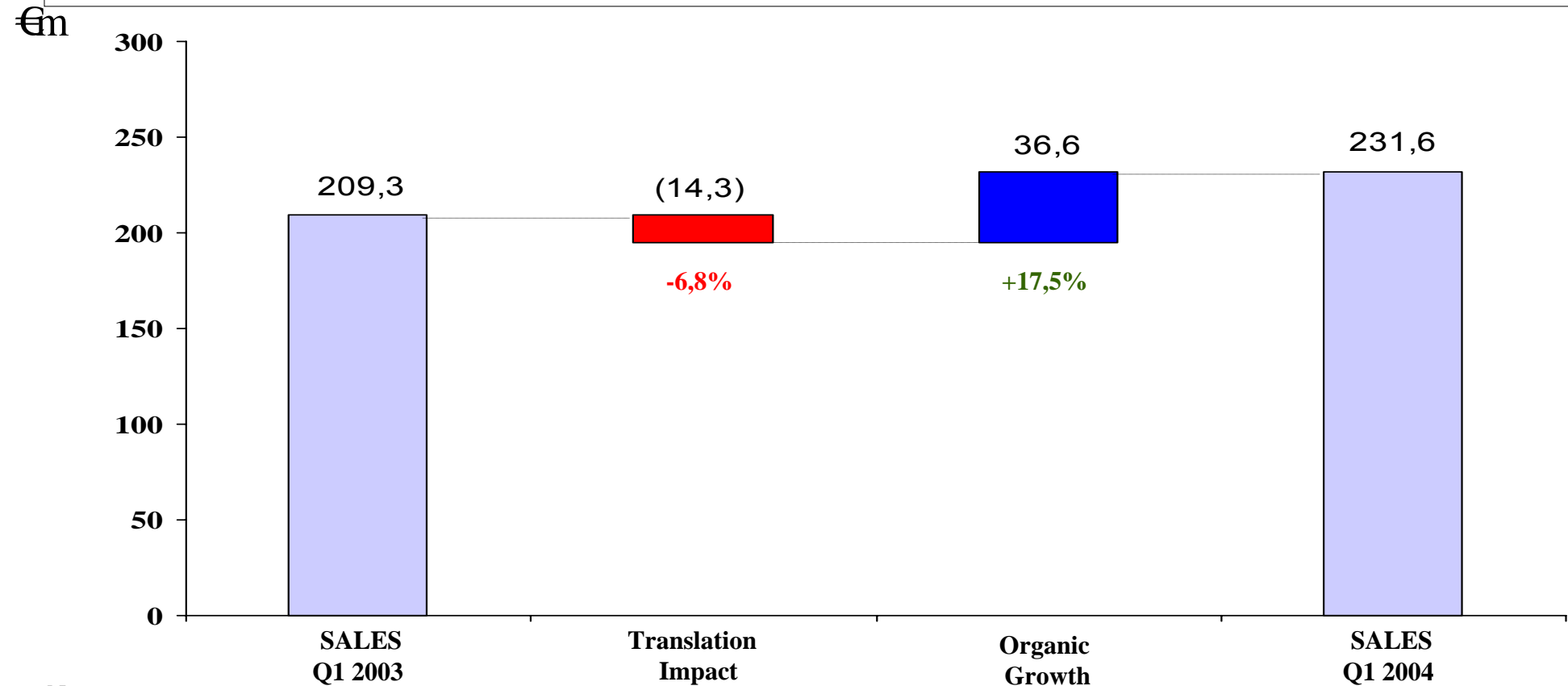
* Egypt EBIT as consolidated on an equity basis

Financial Results Q1 2004

Group Turnover



Group turnover up versus last year as a result of better weather conditions and a day's extra sales continued strong performance in Greece due to Olympics' deadlines and buoyant USA market



Notes:

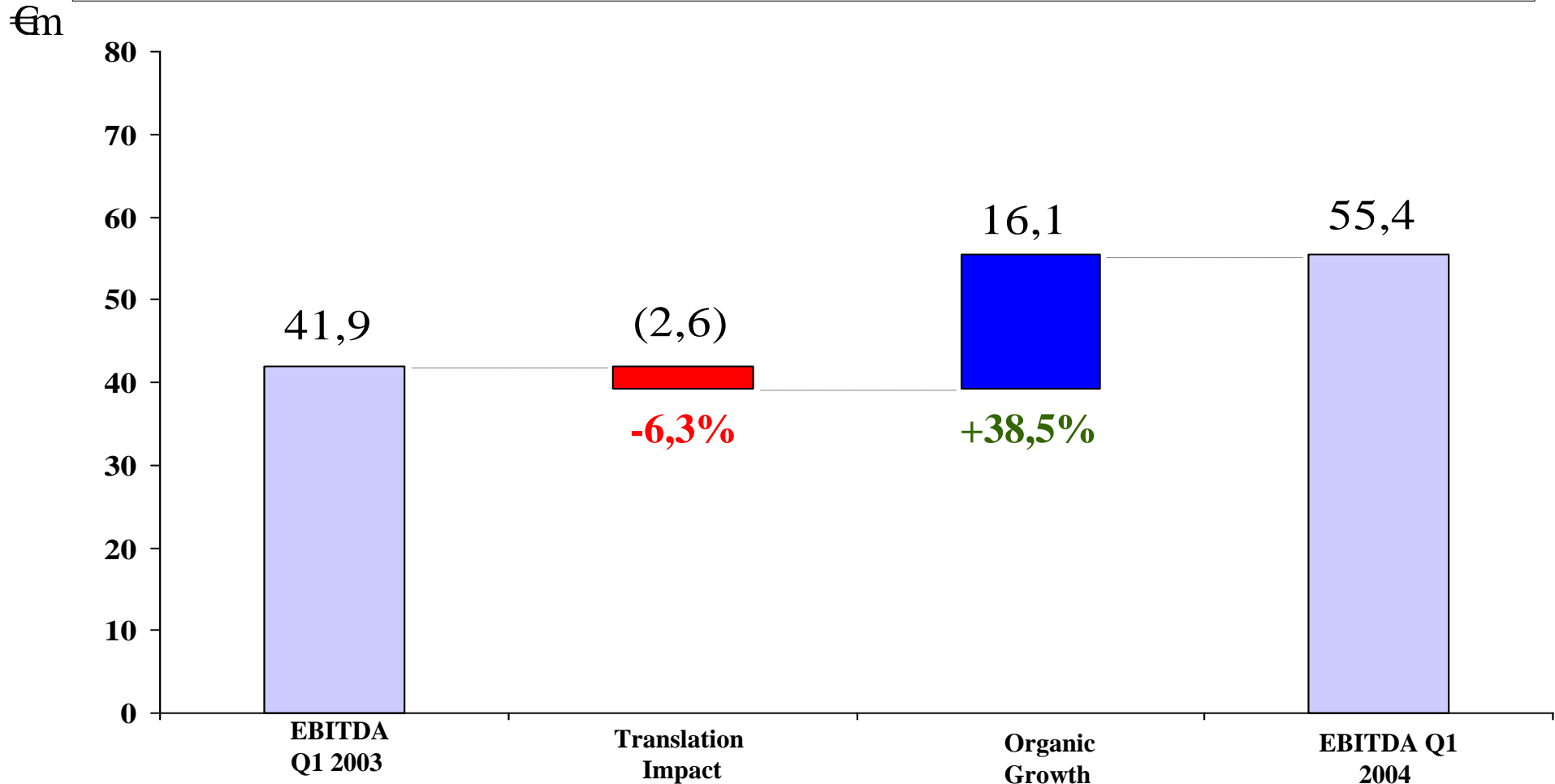
- 1) Group sales do not include Egypt as consolidated on an equity basis.

Financial Results Q1 2004

Group Operating EBITDA



Operating EBITDA up versus last year mainly as a result of turnover increase year on year



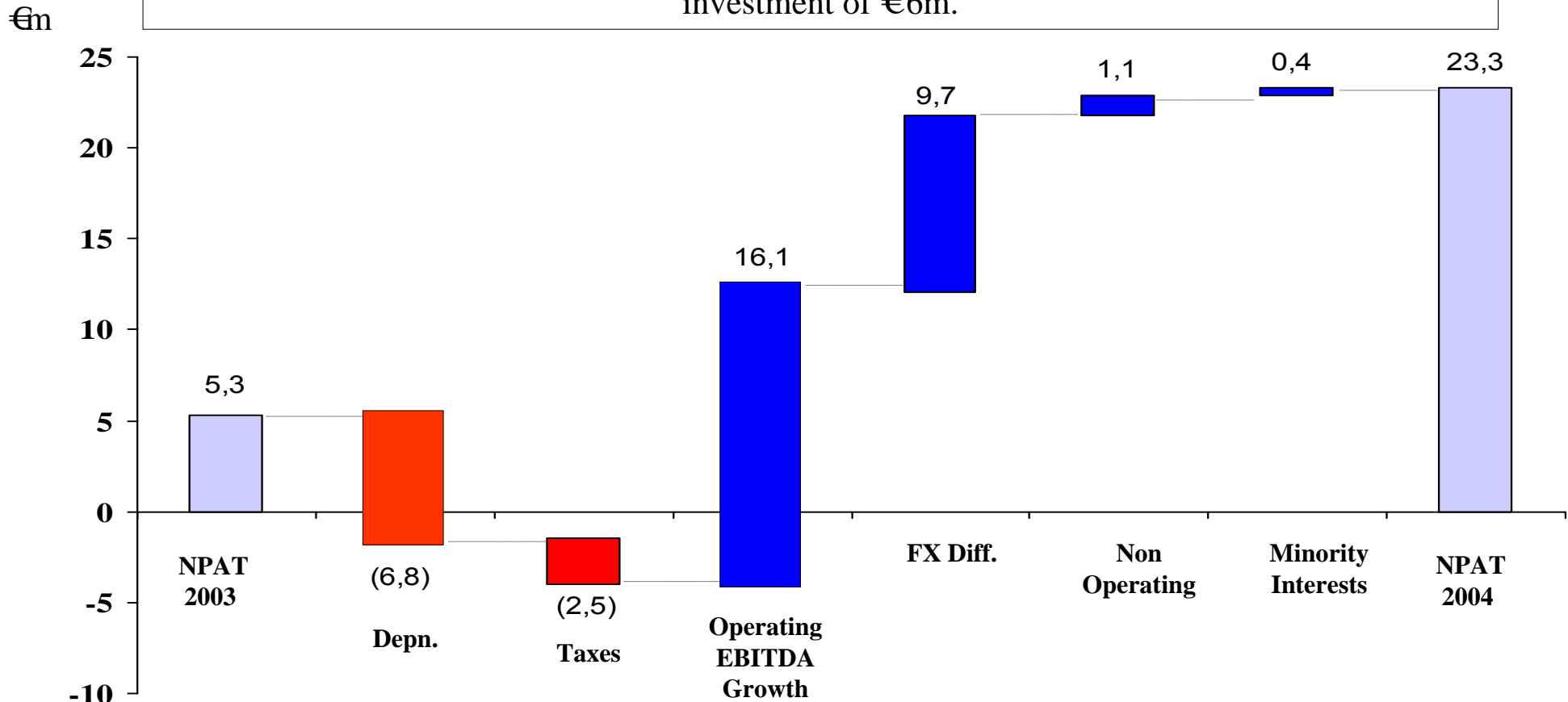
Note : Egypt accounted on an equity basis

Financial Results Q1 2004

Group Net Profit after Taxes



Net Profit after Taxes for the Group has benefited from EBITDA growth and positive FX impact mainly as a result of EGP despite the accelerated depreciation of our Thessalonica plant investment of €6m.



Financial Results Q1 2004 - Net Extraordinary Income and Expenses



Net forex differences improved year on year as a result of EGP translation losses in 2003 not repeated in 2004.

(€m)	2004 Actual	2003 Actual	ACTUAL vs LY
Net Forex Differences ⁽¹⁾	0,2	-10,5	10,7
Staff leaving indemnities	-0,2	-2,0	1,8
Net Other	-1,1	-0,4	-0,7
Net Extraordinary Income and Expense	-1,1	-12,9	11,8

1) Egypt Figures presented at 47.5% and 44.225% for BSCC and APCC respectively

Financial Results Q1 2004

FX Rates



	Actual	Actual	Actual	Variance	Variance
<u>BALANCE SHEET</u>	<u>31/3/2004</u>	<u>31/12/2003</u>	<u>31/3/2003</u>	<u>31.03.04 vs 31.12.03</u>	<u>31.03.04 vs 31.03.03</u>
€1 = USD	1,22	1,26	1,09	3%	-12%
€1 = EGP	7,61	7,77	6,25	2%	-22%
1EGP=YEN	16,69	17,45	20,67	4%	19%
1USD=EGP	6,22	6,15	5,74	-1%	-9%
€1 = YUD	70,19	68,31	64,71	-3%	-8%

<u>P&L</u>	<u>Ave Q1 04</u>	<u>Ave 03</u>	<u>Ave Q1 03</u>	<u>Q1 04 vs 03</u>	<u>Q1 04 vs Q1 03</u>
€1 = USD	1,23	1,14	1,08	-8%	-14%
€1 = EGP	7,64	6,81	6,01	-12%	-27%
1EGP=YEN	17,17	19,34	21,38	11%	20%
1USD=EGP	6,19	5,97	5,55	-4%	-12%
€1 = YUD	68,99	65,15	63,49	-6%	-9%

Financial Results Q1 2004

Consolidated Balance Sheet 31.03.04



Accounts receivable have increased by €26m year on year. From 31.12.03 the increase is €19m. This is mainly due to Greece as a result of the increase in activity.

(000 €)

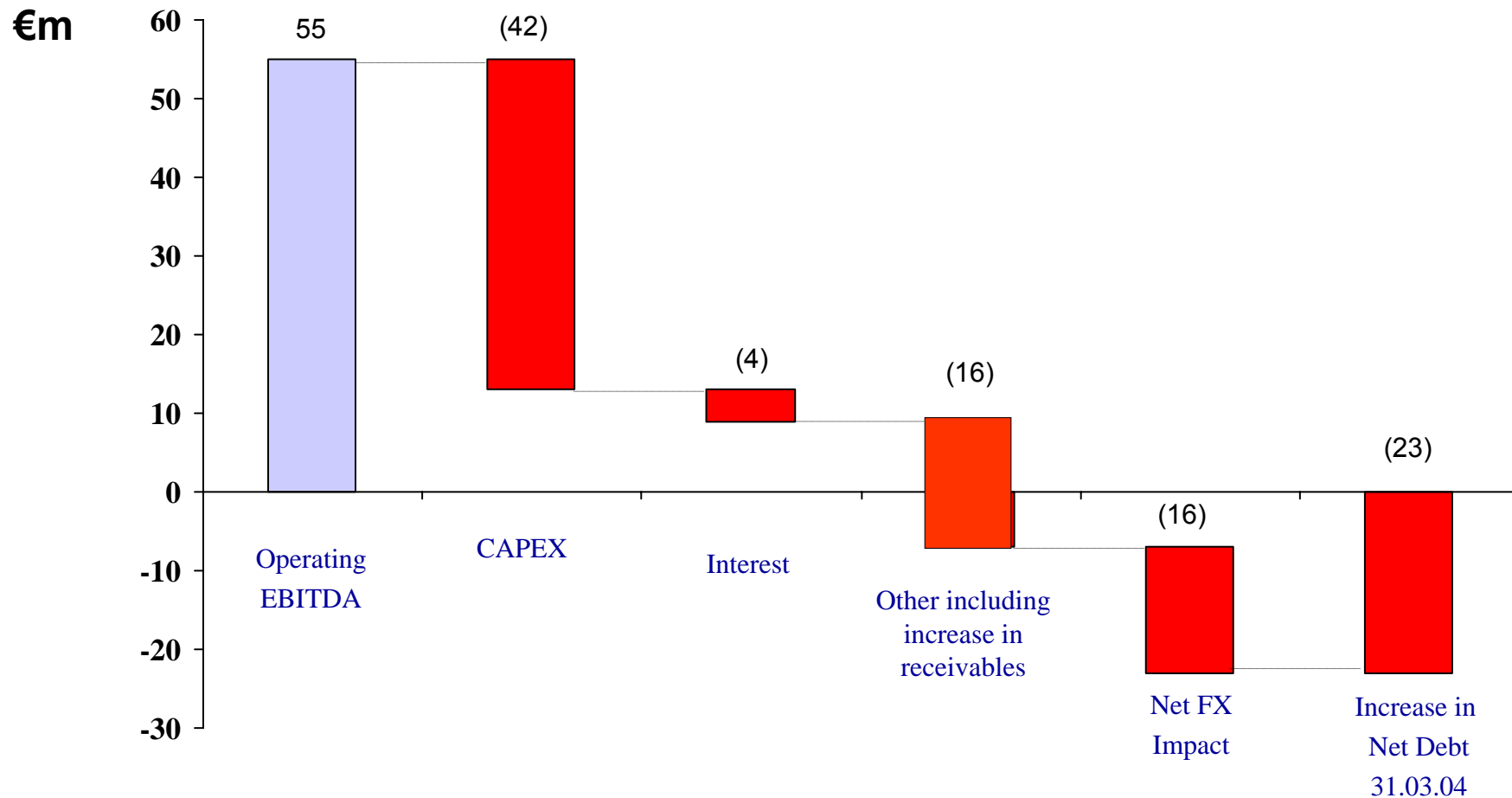
ASSETS	31.03.04	31.03.03	04 vs 03	LIABILITIES	31.03.04	31.03.03	04 vs 03
Fixed Assets and Investments	902	827	75	Shareholders' Equity	476	412	64
Inventories	110	114	(3)	Minority Interest	52	46	5
Accounts Receivable	205	179	26	Provisions	167	172	(6)
Debtors and Other Prepayments	100	36	64	Long Term Liabilities	376	267	108
Securities	8	6	2	Short term bank liabilities	87	94	(7)
Cash	45	34	11	Dividends payable	40	36	4
				Other short term liabilities	168	164	4
TOTAL CURRENT ASSETS	468	369	99	TOTAL CURRENT LIABILITIES	295	294	1
Transitory Accounts	4	5	(1)	Transitory Accounts	9	9	0
TOTAL ASSETS	1374	1201	173	TOTAL LIABILITIES	1374	1201	173

Financial Results Q1 2004

Source & Uses of Cash



Capex funded through cash generation in the quarter. Net debt increase due to receivables and revaluation of USD debt.



Financial Results Q1 2004 - Movement of Shareholder Equity



	<u>31.12.03</u>	<u>31.03.03</u>
	<u>vs</u>	<u>vs</u>
€m	<u>31.03.04</u>	<u>31.03.04</u>
Shareholders Equity on 31.12.03 / 31.03.04	446	412
Increase in Reserves and Retained Earnings	26	93
Translation Impact (USA/Egypt)	4	(29)
Shareholder Equity at 31.12.03	<u>476</u>	<u>476</u>

The Group continues to improve value to Shareholders

(€m)	2002	2003	Last 12 months to 31.03.04
Invested Capital	847	922	974
Net Profit after tax	114	125	143
Return on invested Capital	13,5%	13,6%	14,7%

Greece

- Realization of benefits of cost/operational improvements
- Limited exposure to USD (USD fuel costs offset by USD revenues)
- Exposure to shipping rate increases on both exports and fuel imports, partially mitigated by FOB contracts of exports, CIF contracts of fuel and € strength relative to USD
- Slow down in demand during and after the Olympics
- Increase in fuel costs

U.S.A.

- Continued growth in Florida market, shortage of Cement in second quarter affecting back-log of concrete orders
- Mid-Atlantic market up-turn
- Pennsuco operational 2nd half 2004
- STI new management focus on operating excellence and good stock of projects in the pipeline
- Q1 price increase holds across all products, supported by supply/demand imbalance
- Essex import terminal affected by increase in sea freight rates

Balkans

- Fragile stability in FYROM
- Group takes back minority of USJE as of 5th May 2004 resulting increase in net profit
- Bulgaria – prospects of EU entry support growth
- Zlatna joins Group and Plevenski excluded as of 5th of May 2004
- Political uncertainty holding back growth in Serbia

Egypt

- Continued uncertainty with regard to volumes, prices and exchange rates
- Increased cement and clinker exports

Financial Results Q1 2004

Balkans Restructuring



Balkans restructuring closed May 5 2004

Changes in scope of consolidation Titan % Economic Interests

Plant	Country	Capacity	Before	After
Plevenski Cement A.D.	Bulgaria	500.000	99,9%	0
Zlatna Panega A.D.	Bulgaria	1.000.000	0	99,9%
Cementarnica Usje A.D.	F.Y.R.O.M.	1.000.000	48,4%	94,8%

- **The Annual General Meeting of the shareholders of Titan is scheduled for 24 May 2004. The meeting will include the following proposals to be approved by the shareholders:**
 - **Share buy – back**
 - **Share split, to improve liquidity of stock**
 - **New stock option plan for executives, performance based, Titan stocks against peers and ASE indices**