# ELLAKTOR

# **Group Presentation**

August 2011



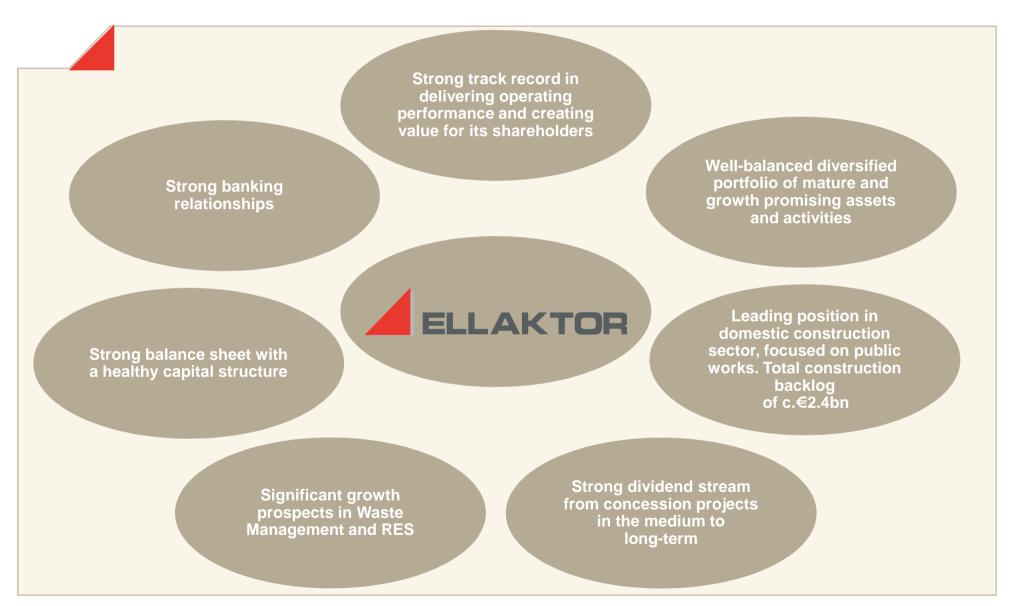








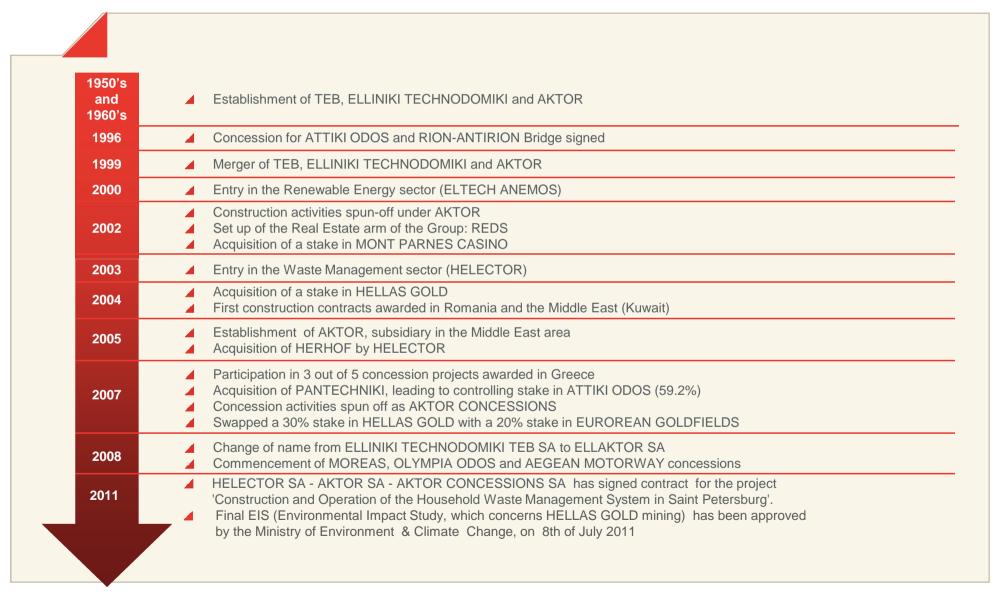
# **Key Investment highlights**



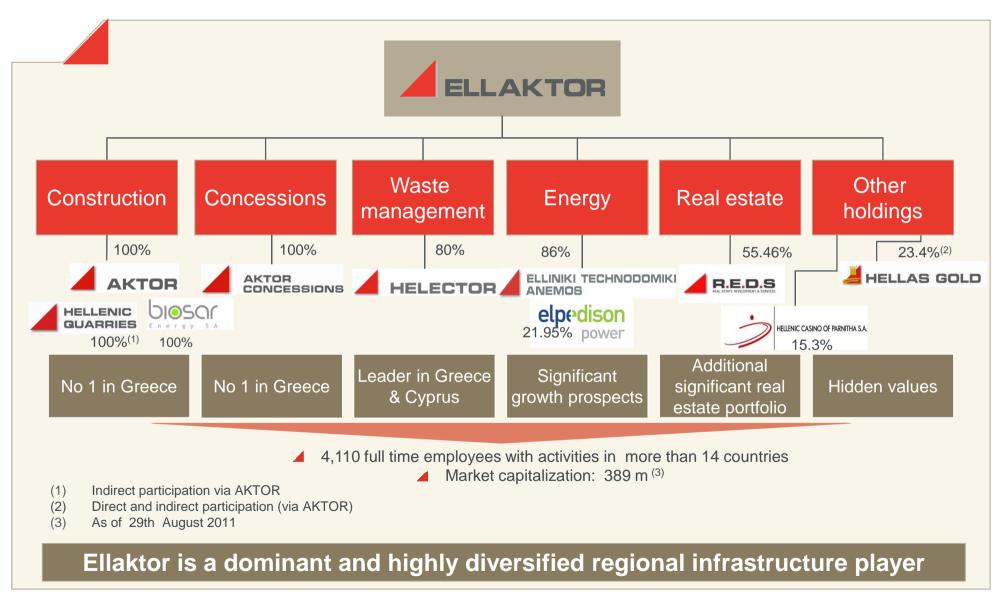
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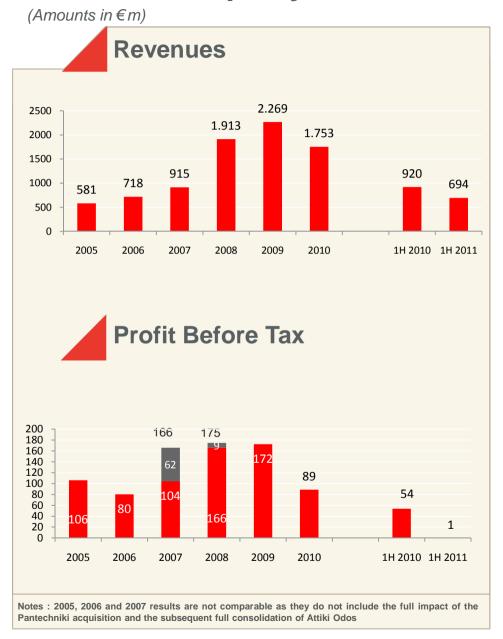
## Key milestones in the Ellaktor Group history

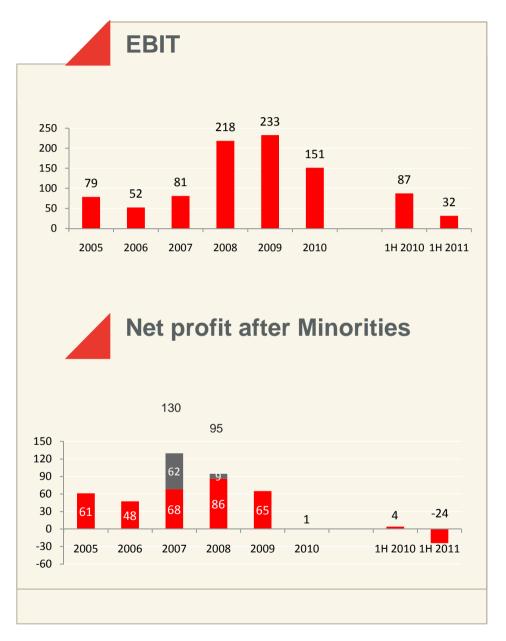


## Ellaktor Group organisational structure



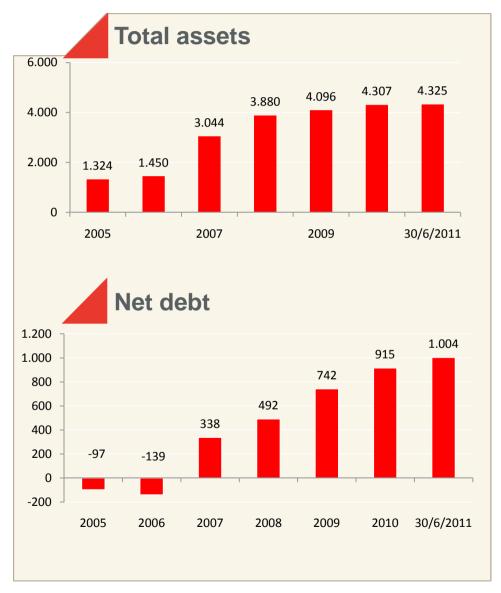
### Ellaktor Group key financials 2005-2010 & 1stH2011

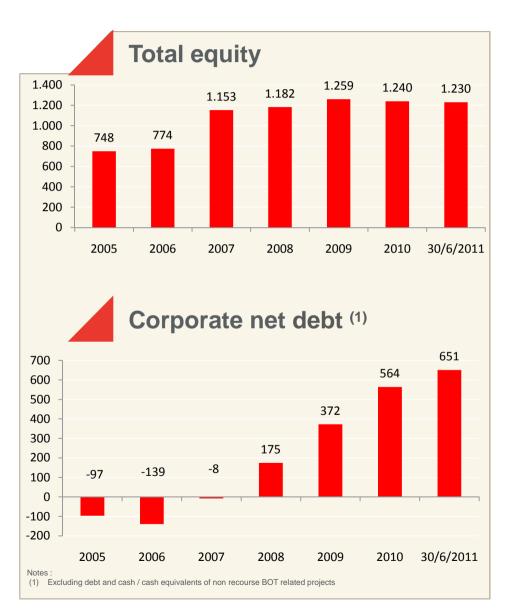




### Ellaktor Group key financials 2005-2010 & 1stH2011(continued)

(Amounts in €m)





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# Overview of Ellaktor's construction segment ('Aktor')

- Aktor SA, Ellaktor's 100%-controlled subsidiary, is the leader in the Greek construction sector
- 60 years in the construction business
- Critical size provides economies of scale
- Initiated latest sector consolidation

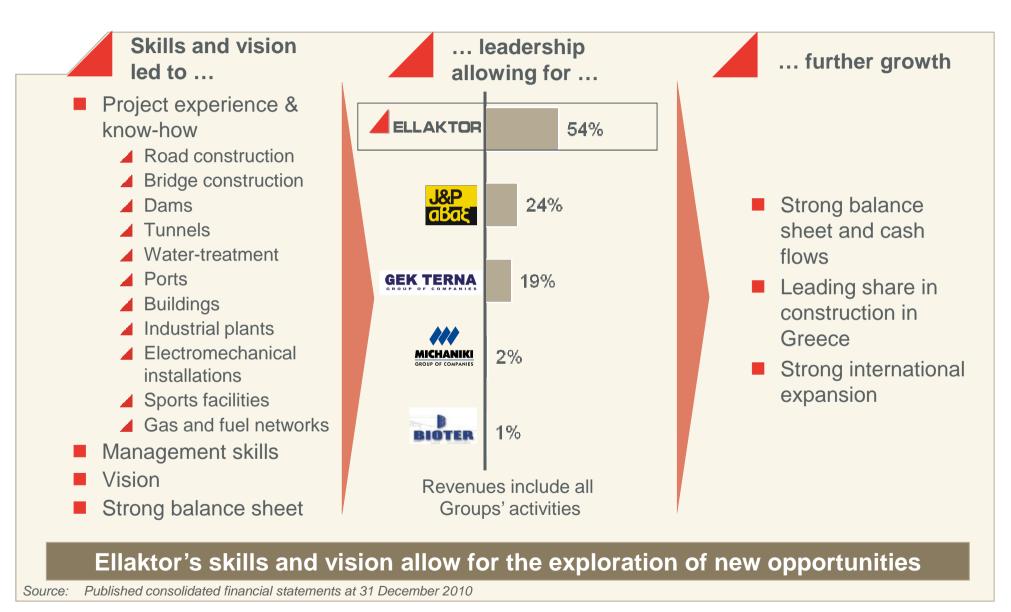






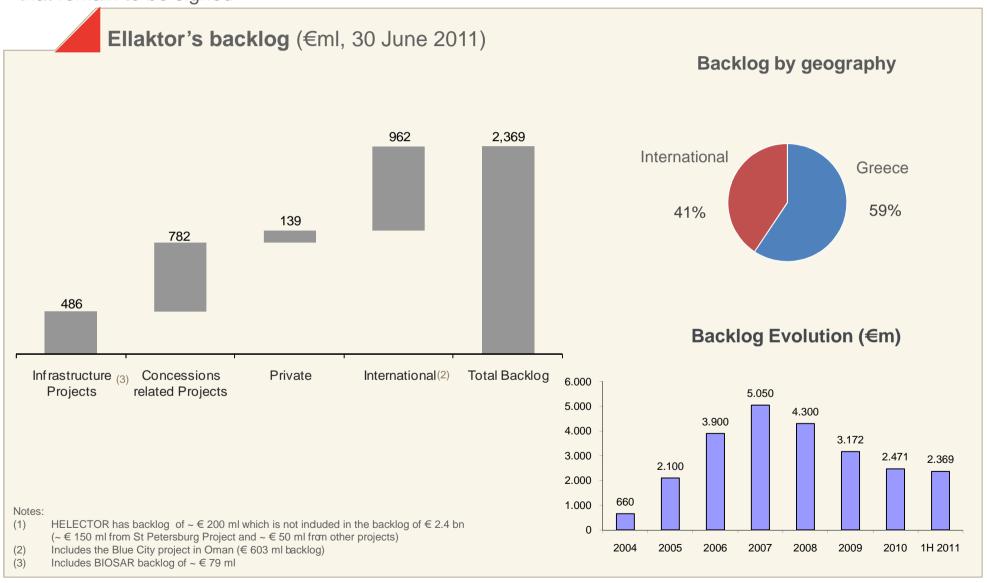
- Key challenges
  - delivering on backlog ~ €2.4 bn
  - ▲ Improving operating margins
  - establishing Aktor in international markets (~ 41% of backlog is in the Middle East and South East Europe)
- Construction revenues are € 1.36bn for FY 2010 and € 512ml for the 1st H2011

# Ellaktor's key strengths in the Construction segment



## Ellaktor's project backlog

... the contracts backlog as of 30/06/2011 stands at €2.4 bn<sup>(1)</sup> with another ~48 ml of projects that remain to be signed



# Ellaktor's project backlog (continued)

	Key current Greek pro	jects	
	Project  EDCOSE Project Lionaldadi Damakas	Participation (%)	Amount (€m)
	ERGOSE Project – Lianokladi - Domokos	100%	87
10	Distribution networks PPC(Attiki&Peloponr	*	37 19
ects	Aposelemi Dam	100%	36
l ō	Psittaleia STP: Operation and Maintenand		30 7
Φ -	ISAP (Upgrade of Athens Electric Railway)	70%	7 17
Infrastructure Projects	North Road section in Crete		17
iruo	Waste pipe east & west sector in Thriasio	100%	
ast	1st Pfase of the 2nd Landfill in Fyli (Attiki)		13 14
l nfi	Fuel pipe in Suda (Crete)	100%	
	3 Under graund Parking Station	100%	13
	Tunnel in Kiato –Aigio (Peloponnese)	100%	<u>10</u> <b>267</b>
(0			201
ects	Chalkida General Hospital	75%	35
Ī	Three level Building Complex in Painia (A	ttiki ) 100%	31
<u>Б</u>	Municipal Theatre of Piraeus	100%	7
din	Airport Expansion Building in Ioannina	100%	16_
Building Projects			89
	Korinthoo Trinoli Kolomoto	71 670/	107
	Korinthos – Tripoli – Kalamata	71.67%	197
ВОТ	Elefsina – Patra – Tsakona	17%	506
Δ	Maliakos – Kleidi	19.3%	79
			782

	Key current International p	orojects	
	Project Par	ticipation (%)	Amount (€m)
	Tunnel in the road section Tirane – Elbasan (ALB	100%	60
be	Design & Build of National Road 18 BAIA (RO)	100%	44
uro	Thrakia Ring Road Nova Zagora-Yambol (BG)	100%	39
SE Europe	Highway Srpska Kuca-Donji Neradovac (SR)	100%	22
	Waste processing plant in Saint Petersburg (RU)	30%	65
	Bucharest Waste Treatment (RO)	50%	2
			232
	Project Pa	rticipation (%)	Amount (€m)
	Blue City (Oman)	50%	603
ion	New Doha Airport (Qatar)	~40%	43
3ulf Region	Tower (headquarters) of the IBQ (Qatar)	50%	45
Gulf	Fujairah Freeway (UAE)	100%	12
	1st Ring Roads (Kuwait)	50%	11
			714

## Ellaktor's prospects in the Construction market

#### **Prospects in the Greek market**

- The EU co-funded National Strategic Reference Framework (NSRF) for the 2007-2013 period had a budget of €20.4bn for investment programmes in Greece.
- NSRF available Funds is expected to assist in the financing of the Concession and PPP Projects.
- Out of the latter, a total of appox. €11bn were allocated to the so-called "Accessibility Improvement" programme, aiming at the modernisation of infrastructure facilities and related services of the transportation system:
  - Ellaktor's Group is well positioned to target this construction-related budget of €7.4bn remaining for the period 2008-2013
- Tenders for projects funded from the latter have been launched or are in preparation:
  - Railway and Metro expansions in Athens and Thessaloniki
  - ▲ Kastelli Airport in Crete
  - Potential extensions of Egnatia highway with junctions in Albania, FYROM and Bulgaria

#### **Prospects in the international market**

Ellaktor, as well as its subsidiaries are actively pursuing projects in the following countries where they have an established presence:

#### **Europe**

- Romania
- Bulgaria
- Albania
- Servia
- Cyprus
- Germany
- Italy
- Russia

#### **Middle East**

- Qatar
- UAE
- Saudi Arabia
- Oman
- Kuwait

# BIOSAR in construction of Photovoltaics (I)

- Ellaktor is presented in the solar energy (Photovoltaics) sector through the 100% subsidiary BIOSAR Energy SA
- BIOSAR core business:
  - ▲ Project Development
  - ▲ Engineering, Procurement and Construction
  - Operation and Maintenance



- BIOSAR is the market leader in 2008-2011 in Greece
- Execution model
  - ▲ Frame contracts with the largest and most reputable PV and inverter suppliers
  - → Highly qualified personnel for PV services (engineering, commissioning, operation of Plants)
- Figures
  - Revenues doubled (12M€ 30M€ 58M€) from 2008-2009-2010
  - ✓ Revenues for 1<sup>ST</sup> H 2011: 89.7 M€
  - Backlog ca. 79M

    € (30/06/2011)

# **BIOSAR** in construction of Photovoltaics (II)

#### Success story

- ▲ EPC contracts were awarded through international bids
- Ca. 56 MWp have been installed and grid connected in Greece
- ▲ Ca. 44 MWp are under construction to be completed and grid connected by Q3-Q4/2011
- ▲ Ca. 20MWp will commence in Q4/2011 in Greece
- ✓ Ca. 24 MW projects have been awarded in Bulgaria; 4MW have been grid connected since early 2011
- ▲ Ca. 19 MW projects have been awarded in Italy and executed by local Biosar branch BIOSAR Energetica Spa; In addition to these, 5 MW are under construction

#### Targets

- Maintain the market leadership in Greece increase volumes by following the rapidly growing PV market
- ▲ Market leadership in Bulgaria
- Expand the activities in Italy
- Bid and award utility scale projects of electrical utility companies and solar funds; Biosar is bidding for 250MW, such projects to be realized 2011-2012



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# Overview of Ellaktor's Concessions segment ('Aktor Concessions')

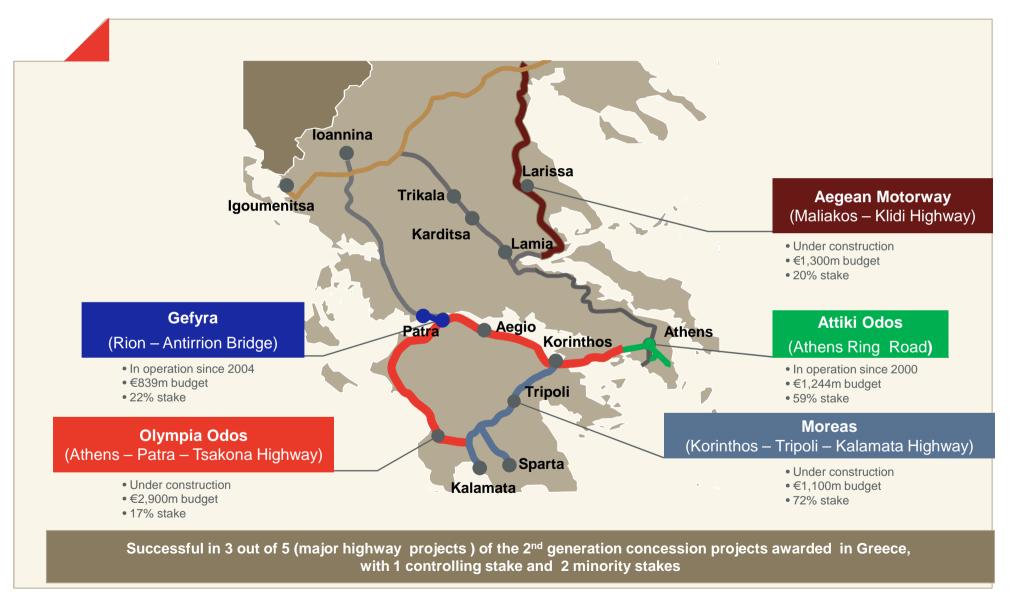
- Concession as well as O&M activities of the group were spun off in 2007 to Aktor Concessions S.A., a 100% subsidiary of Ellaktor, enhancing visibility of the segment
- Aktor Concessions is the leader in concessions in Greece managing a portfolio of concession and operation companies of equity book value of ~€300m
- Holds 59.2% in Attiki Odos (Athens Ring Road) and 22.0% in Rion-Antirrion Bridge
- Participates in three major concession projects under construction in Greece





- Participates in a number of smaller concession projects (principally car park lots)
- Participates in concessions of 6.800 parking spaces, of which 5.000 already in operation, as well as in O&M contracts for 1.000 parking spaces.
- Has won a contract for a waste management plant (along with Hellector in St. Petersburg, Russia)
- Explores prospects of concession projects internationally, usually in cooperation with international partners

## Overview of Ellaktor's Concession portfolio



# Overview of Ellaktor's operating Concessions

ATTIKI ODOS

Type of concession

**AKTOR Concessions (%)** 

**Total length** 

**Commencement of operation** 

**End of concession** 

**Total investment** 

IRR on equity

Average daily traffic (2010)

2010 revenue

2010 net profit

Dividend payout starts in

Operator

Toll ring road in Athens

59.2%

65.2Km

March 2001

September 2024

€1,244m (431 state contr, 174 equity, 639 loan)

13.1%

~ 281,000 vehicles

€227m

€45m

2012

ATTIKES DIADROMES: 47.4%

Toll bridge

Toll bridge

22.0%

2.3Km (1)

August 2004

December 2039

€839m (400 state contr. 65 equity, 370 loan)

13%

~ 13,000 vehicles

€48m

€7m

2007 (2010 Dividend: 9 m)

GEFYRA LEITOURGIA: 23.1%

#### Low risk investments with high returns

Note: (1) 8.2 Km total length, which includes access bridges, toll plaza and the connections with the national roads network

### **Overview of Ellaktor's Concessions under Construction**

	ΜΟΡΕΑΣ	AEGEAN MOTORWAY S.A.	OLYMPIA ODOS
Type of concession	Korinthos-Tripoli-Kalamata Motorway	Maliakos - Kleidi Motorway	Elefsina -Korinthos-Patra- Pyrgos Motorway
AKTOR Concessions (%)	71.67%	20.00%	17.00%
Other Shareholdings	15.00% J&P-Avax 13.33% Intracom	35.00% Hochtief 13.75% Vinci 16.25% J&P-Avax 10.00% Aegek 5.00% Athina	29.90% Vinci 17.00% Hochtief 17.00% J&P-Avax 17.00% Gek Terna 2.10% Athina
Total length	205 Km	230 Km	379 Km
Commencement of operation	March 2008	March 2008	August 2008
Duration of concession	30 Years	30 Years	30 Years
Total investment	€1,016m	€1,198m	€2,245m
Average daily traffic (2010)	~29,000 vehicles	~52,000 vehicles	~72,500 vehicles
Operator	The Concessionaire	The Concessionaire	OLYMPIA ODOS LEITOYRGIA (shareholdings as in concession company)

### **Overview of the Concessions market**

#### The Greek Concessions market

- The Greek concessions market has considerably slowed down during the past 12 months, both because of the international slow down and Greece's macroeconomic problems.
- The Greek market remains within the focus of the Company but it is unlikely that any large project will go ahead in 2011. Kasteli Airport in Crete will probably be the first concession to be tendered but it is still uncertain when it will go ahead.
- On the other hand, once the economy is stabilized, the Greek State is expected to rely more heavily on concessions and public-private-partnerships (PPP's) for infrastructure projects because of the lack of state funds.
- A series of smaller PPP projects (based on Law 3389/2005) have been announced but the relevant tenders are expected to go ahead with some delays.
  - The Company has been named Preferred Bidder for the Police Department headquarters in Piraeus (40m construction budget). Finalization of documents is underway.
  - ✓ The Company is selectively pursuing opportunities in other infrastructure sectors (waste, water, marinas). The relevant state initiatives remain "frozen' for the time being but they are soon expected to be publicized.
- The main challenge of the Greek concessions market is the renegotiation of various projects. In this framework, some limited extensions of Attiki Odos are under discussion, within the framework of the existing concession.

#### The International Concessions market

- Ellaktor monitors international markets and selectively participates in Concession/PPP type tender processes
  - Targets projects in countries where the Group is already present
  - Explores opportunities to join forces with international players on a case by case basis
  - Targets together with Helector as operator and Aktor as constructor waste management projects – Abu Dhabi, Oman.
  - → Has already signed the contract for a waste management project in St. Petersburg, Russia.

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# **Environment: overview of Ellaktor's Waste Management Services ('Helector')**

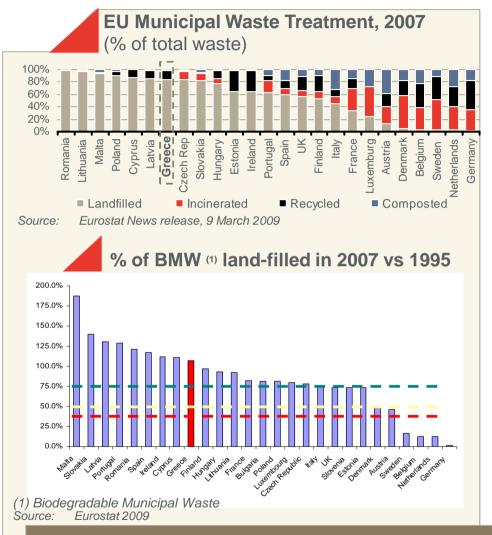


- Ellaktor is active in the Waste Management sector through its 80% owned subsidiary **Helector SA**
- Helector is the undisputed market leader in Greece and Cyprus in the Waste Management and Wasteto-Energy sectors
- Extensive know-how in designing, developing, operating and maintaining landfills, Mechanical Biological Treatment (MBT) plants, incinerators and recycling plants
- Own worldwide-known patented technologies through German subsidiaries Herhof & Helector Germany

- Construction backlog amounting to € 200 million -Recurring operational revenue (exc construction)
   ~ € 60 million p.a.
- Helector has extensive know-how and experience in landfill biogas fired power plants and is the only biogas power producer in Greece
- Under development additional ~10MW landfill biogas power plant in Athens
- In licensing stage for two biomass fired power plants of total installed capacity of ~60MW
- Expanding regional footprint by establishing a subsidiary in Bulgaria and in Skopje



## Overview of the Waste Management market



- Trends towards waste treatment (vs. landfill disposal) and power generation from biogas are indicating promising potential for Greece
- On a regional basis, market prospects are also promising given low market penetration in South Eastern Europe and the Balkans, where Helector is already making inroads (Bulgaria, Romania, Croatia, Skopje, Russia) through:
  - Ellaktor's presence in the neighbouring countries in construction / real estate...
  - ...as well as Helector's unique technological knowhow

As Greece lags behind its Western European peers in environmental-friendly waste management, the Greek market offers better growth opportunities than the rest of the European countries

# Helector's activities are focused on the most value adding segments of the chain



# **Current Waste Management Portfolio**

Project type	Description	Location	Country	Capacity	Ownership	Status	Comments
	Construction of landfill	Ano Liossia, Attica	Greece	2,000 kt/y	n/a	Restoration	
	н н	Fyli, Attica	11 11	2,500 kt/y	n/a	Under construction	-
	н н	Tagarades, Salonica	11 11	720 kt/y	n/a	Restoration	_
	и и	Mavrorachi, Salonica	11 11	540 kt/v	n/a	Operation	<u>-</u>
and the contract of	н н	Livadia	11 11	50 kt/y	" "	Under construction	-
.andfill & Leachate Treatment plants	н н	Thiva	11 11	70 kt/y	11 11	Under construction	-
Construction &	н н	Limnos	" "	40 kt/y	11 11	Operation	-
Management	Management of landfill	Paphos	Cyprus	70 kt/y	100%	Operating	10-year concession since 2005
•	Management of landfill	Larnaka	" "	50 kt/y	100%	Operating	10-year concession since 2010
	Management of leachate treatment plant	Fyli & A. Liossia	Greece	750 m <sup>3</sup> / day	100%	Operating	6 years operation contract
	Management of leachate treatment plant	Pafos	Cyprus	230 m <sup>3</sup> / day	100%	Operating	6 years operation contract
	Herhof Recycling Osnabrueck	Osnabrueck	Germany	105 kt/y	100%	Operating	17-year concession since 2006
	Berlin MBT	Berlin	11 11	180 kt/y	n/a	Operating	Turnkey for third party
	Trier MBT	Trier	11 11	180 kt/y	n/a	11 11	Turnkey for third party
	Larnaka MBT	Larnaka	Cyprus	220kt/y	100%	11 11	10 year concession since 2010
Mechanical Biological Plants	Imathia MBT	Vergina , Imathia	Greece	100 kt/y	100%	Contract signed	25-year concession
· ·	A. Liosia Recycling & Compost Plant	Attica	Greece	300 kt/y	70%	Contract signed	3+3 -years operating contract
	Anaerobic Digestion Plants	Schloßvippach, Kessel, Ulzen, Dorpen	Germany	Total 89 kt/y	n/a	1 <sup>st</sup> completed, 2 <sup>nd</sup> & 3 <sup>rd</sup> under construction	-
Hospital Waste Mgt Plants	Apotefrotiras (Hospital Waste Incinerator)	Ano Liossia, Attica	Greece	12 kt/y	70% (a)	Operating	9-year concession since 2007
	Fyli Recycling plant	Fyli, Attica	Greece	100 kt/y	20%	Operating	Private investment
Recycling Plants	Koropi recycling plant	Koropi, Attica	Greece	75 kt/y	20%	Operating	Private investment
	BEAL: landfill biogas-fired plant (b)	Ano Liossia, Attica	Greece	23.5MW	50% <sup>(c)</sup>	Operating	20-year PPA since 2004
Waste to Energy	Tagarades: landfill biogas-fired plant	Tagarades, Salonica	11 11	5.0MW	100%	Operating	20-year PPA since 2007
Plants	Fyli: landfill biogas-fired plant	Fyli, Attica	н н	10 MW	100%	Production license	Awarded in 2009
Wind Energy	Aeiforiki Dodekanisou	Rhodes, Kos, Patmos	11 11	7.8MW	99,5%	Operating	20-year PPA since 2007

## Waste Management market prospects

#### **Greek Market**

- Corporate strategy is to continue leading the Greek market mainly through PPP / PFI projects
- HELECTOR has been announced as Concessionaire in the first waste management concession project in Greece (Imathia – 100k tons p.a.)
- Prospects appear strong as the Greek State has not yet proceeded with the necessary projects in order to comply with EU waste directives

#### Concession projects

- ▲ Athens WM project more than 1.3 million tons p.a.
- ✓ Serres WM project 125k tons p.a. (Prequalified)
- ✓ Patras WM project 170k tones p.a.

#### PPP projects

- ▲ Thessaloniki WM project 400k tons p.a.
- W. Macedonia WM project 150k tons p.a. (Submitted prequalification application)

#### **International Market**

- By recognising opportunities abroad as well as facing the slow pace of the Greek State in tendering new projects HELECTOR is targeting various foreign markets such as Cyprus, Balkans, Russia and Middle East
- Helector, through a consortium consisting of Group companies, has signed a contract for the project in St. Petersburg WM PPP with annual capacity of 350,000 t/a
- Helector has been announced preferred subcontractor in St.
   Sebastian PPP project (Preferred Bidder JV FCC / Veolia / Serbitzu, Capacity – 205,000 t/a)
- Projects under review / tender
  - Abu Dhabi WM project Handling of more than 2.5 million tons of waste p.a.
  - ✓ Nicosia WM Concession project 200k tons p.a.
  - ▲ Limassol WM Concession project 200k tons p.a.
  - Jordan biogas project construction & 3y operation circa € 20 million contract

  - ▲ Skopje landfill PFI project
  - Various turnkey projects in Germany, France, Romania, Poland

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  - 5.b. Significant presence in the thermal energy sector
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#### Overview of the Greek RES market

#### **Favourable regulatory framework**

RES must cover 20% of total energy consumption & 40% of electricity by 2020

Guaranteed contracts (PPAs) for 20 years with HTSO or PPC

The new RES law (3851/2010) accelerates the licensing process

Investment subsidies 20% to 40% (L 3299/04)

Attractive tariffs with stable and predictable escalation clauses, +20% premium in case of non-utilisation of subsidy funds



The Greek RES market has an increasingly favourable framework and high expected growth with wind being the main driver for Greece to reach its RES targets

# Overview of Ellaktor's Renewables segment ('ELTECH Anemos')

- Ellaktor group entered the renewable energy sector in 2000 through its subsidiary **ELTECH Anemos**
- Total installed capacity of 10 wind farms and 1 photovoltaic plant is 133 MW
- 101 MW are currently under construction, 20 MW of which will be operational in 2011 and another 20 MW early in 2012
- Long-term financing secured for all projects currently operating and under construction
- Execution model
  - design, development and supervision in-house
  - maintenance and daily operations outsourced

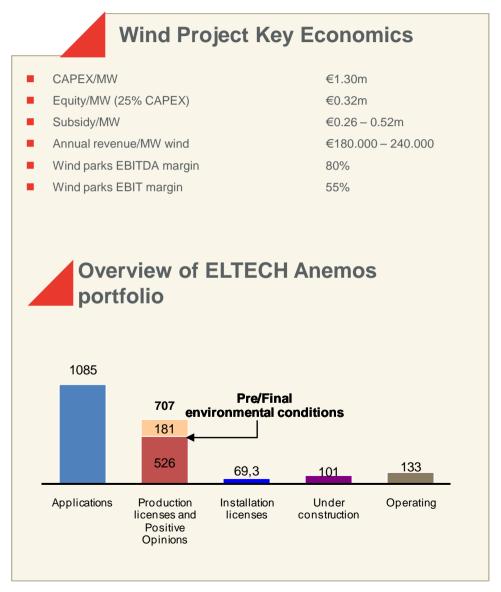


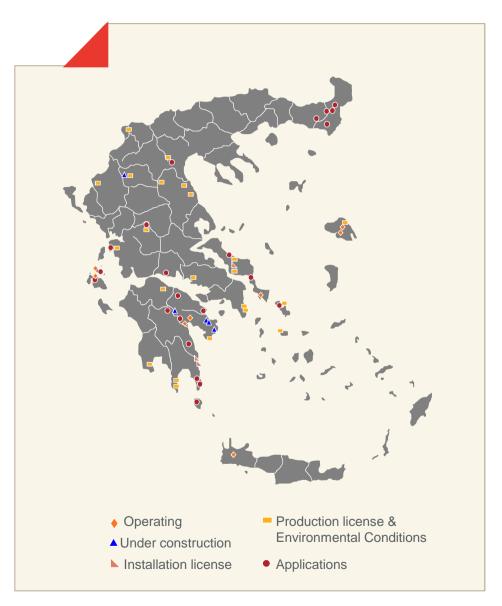


- Greece will continue to be our base market Our main target is:
  - capture up to 20% of domestic market share within the next three years
- Explore attractiveness of foreign markets
- Tracking of technological advances in RES is key
  - core focus remains on wind, including offshore wind parks
  - open to other RES technologies like photovoltaic plants, hybrid projects and solar thermal plants
- Excellent relations with wind turbine suppliers

# RES assets overview and key economics

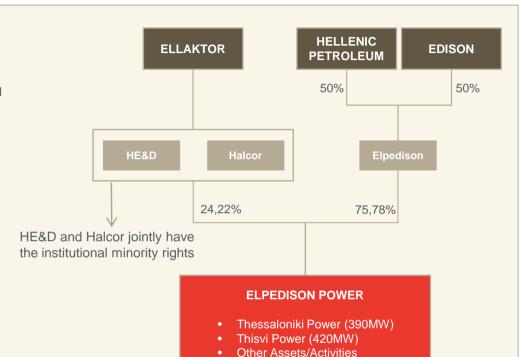
Total pipeline in Greece stands at ~2,100MW





# Ellaktor's presence in thermal electricity generation

- Ellaktor is present in the thermal electricity generation sector through Elpedison Power, the 2<sup>nd</sup> largest electricity producer in Greece
- Following the agreement signed in July 2008, HE&D owns a 22.74% stake of Elpedison Power set up together with the Hellenic Petroleum/Edison Joint Venture (75.78%) and Halcor (1.48%)
- Elpedison Power, being the 2<sup>nd</sup> largest electricity producer in Greece, aims at enhancing its generation portfolio and remain a key player in the Greek electricity market:
  - 1 gas-fired 390MW CCGT in operation in Thessaloniki (T-Power)
  - ▲ 1 gas-fired 420MW CCGT in operation in Thisvi
  - ▲ Additional thermal power plants under development







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## Overview of Ellaktor's Real Estate segment ('REDS')

- Synergies of construction with real estate prompted Group's involvement in the sector
- R.E.D.S SA is the real estate arm of Ellaktor Group
  - ▲ Listed on ASE
  - Market cap: € 61 ml (at 29/8/2011)
  - Ellaktor controls 55.46%
- Primary focus of REDS is in Greece
  - emphasis on retail/mall complexes
  - development of residential complexes around Athens
  - selective office development
  - concessions





 REDS enjoys a high quality Property portfolio (~ € 122.5m) Book Value at 30/06/2011

## Overview of REDS' assets

	Asset	Description	Stake	Area (m²)	Current Market Value € (MIn)	Status
Greece – completed	Athens Metropolitan Expo Athens International Airport	Exhibition Centre	11.7%	50,000 GBA	2,1 (DCF)	<ul> <li>Development and operation of the new exhibition &amp; congress center at Athens International Airport.</li> <li>Completed and operating from 01/2009</li> </ul>
Greece – (	Ampelia,Kantza Attica	Residential	100%	3,100 GBA	0,9	<ul><li>Project completed</li><li>28 apartments in 5 blocks</li><li>92% sold</li></ul>
Greece – under development	Acadimia Platonos, Athens	Offices	100%	19,000 GBA	14,4*	<ul> <li>Building permit issued in May 2008         (Archaeological Excavations have been completed).         Ministry of Environment has announced its will to expropriate the plot due to its vicinity with nearby archaeological site but without significant progress till today     </li> </ul>
	Yialou Retail Park Spata Attica	Retail Park	100%	91,000 (Land surface)	44,6*	<ul> <li>Construction is in progress and the operation is expected by next October</li> <li>75% signed leases</li> <li>Pre-sale to Henderson subject to completion</li> <li>Signed lease precontracts with Praktiker and Village Cinemas complex concluding the 2<sup>nd</sup> Phase, reaching in total 50.000m2</li> </ul>
Ö	Kantza Mall, Kantza Attica	Retail – Mall	100%	265.000 (Land surface)	68 (land used with permission)	<ul> <li>Project budget: €300m</li> <li>Planning permission in progress, Hellenic Council of State approved the draft Presidential Degree issued by the Ministry of Environment</li> </ul>

\* book value

# Overview of REDS' assets

					2	
	Asset	Description	Stake	Area m <sup>2</sup>	Current Market Value €	Status
pment	Piraeus Metropolitan Center	Exhibition/Conference and Cruise Center	19.5%	60,000 GBA	N/A	<ul> <li>Development and operation of the new Exhibition Center with complimentary commercial uses in the area of Piraeus Port Zone. Permitting procedure in delay</li> </ul>
Greece – under development	Elefsina Centre	Regional Mall	100%	15,000 GBA	N/A	<ul><li>Land pre-purchase agreement</li><li>Planning permission in delay</li></ul>
Greec	Villa Camba Complex Kantza Attica	Residential	100%	2,300 GBA	2,2	<ul> <li>Construction building file submitted on May 2011 and is expected to be issued by October 2011</li> <li>Construction is subject to market conditions</li> </ul>
International – under development	Splaiul Unirii (Bucharest - Romania)	Mixed use	100%	32,000 GBA	11*	Planning permission is still pending and delayed
International – under developm	Baneasa Lake (Bucharest - Romania)	Residential	100%	10,000 GBA	9,5*	<ul> <li>Building Permit Update completed (First phase of construction completed)</li> <li>78 apartments to be built, when local real estate sector shows signs of improvement.</li> </ul>

\* book value

### **Core investments**

#### **Hellas Gold/European Goldfields**

- ELLAKTOR's holdings
  - 19.30% in European Goldfields<sup>(1)</sup> that controls 95% in Hellas Gold and
- Project status
  - Stratoni mine in operation
  - ✓ Final EIS (Environmental Impact Study) which was submitted in August 2010, has been approved by the Ministry of Environment & Climate Change, on 8th of July 2011
  - ✓ US\$300m Hellas Gold financing Banks mandated
  - Piavitsa drill results confirm high grade mineralization.
- Reserves:
  - ✓ Stratoni, total reserves 10Moz silver, 0.3Mt lead and zinc
  - ▲ Skouries, total reserves 3.59Moz gold and 0.736Mt copper
  - Olympias, total reserves 4.06Moz gold, 58.8Moz silver, 0.6Mt lead and 0.8Mt zinc



- European Goldfields 1<sup>ST</sup> H 2011 key financials:
  - Revenues: \$ 24.6mLoss after tax: \$ 20.2m
  - ▲ Market Cap: US\$ 2.2bln (as of 30<sup>TH</sup> August 2011)





Note (1) www.egoldfields.com

## **Minority holdings**

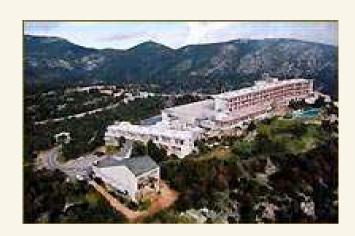
#### **Athens Mont Parnes Casino**

- 15.3% stake in Hellenic Casino Parnitha €33 m investment
  - Dividends received €20m to-date

#### **Partners**

- 35.7% Regency Entertainment (BC Partners) 49.0% Greek State
- Revamping of facilities is underway

  - ✓ slot machines to 1,500
- 2010 Key financials
  - ✓ revenues: €156m
  - ✓ profit after tax: € 14.3m





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# Consolidated P&L 1stH2011 (IFRS in € ml)

	30/6/2010	30/6/2011	Change (%)	4	Group revenues decreased by				
Revenues	920.4	694.2	-24.6%		24.6% mainly because of				
EDITO A	444.7	00.0	40.00/		reduced revenues in Construction				
EBITDA	144.7	86.0	-40.6%		(~ € 204 ml)				
EBITDA margin (%)	15.7%	12.4%		4	Group Operating Profit (EBIT)				
EBIT	87.3	31.6	-63.8%		decreased by 63.8% to € 31.6 ml,				
	01.0	01.0	33.370		while EBIT margin stood at 4.6%				
EBIT margin (%)	9.5%	4.6%		4	Profit before Tax reached € 1.0 ml				
Profits from Associates	-3.1	0.7		4	Net Income after Minorities				
Profit before Tax	53.6	1.0	-98.2%		reached € -24.3 ml				
Profit before Tax	53.6	1.0	-90.2%						
Profit Before Tax margin (%)	5.8%	0.1%							
		45.0							
Profit after Tax before Minorities	8.9	-15.9							
Net Profit after Minorities	4.0	-24.3							
(4)									
Earnings per share (1)	0.0234	-0.1409							
Notes:									
(1) Weighted average number of shares: 172,431,279 (1H 2010) and 172,431,279 (1H 2011)									

# Consolidated Balance Sheet 1stH2011 (IFRS in € ml)

	31/12/2010	30/6/2011	Change (%)	Total Assets reached € 4,325.2 ml.
Long Term Assets	2,097.4	2,137.1	1.9%	Main changes include:  - Increase of receivables from
Cash and Cash Equivalent	826.1	844.4	2.2%	the State's Financial Contribution (IFRIC 12) by ~
Other Current Assets (1)	1,383.2	1,343.8	-2.9%	€ 38 ml (from Moreas)
Total Assets	4,306.8	4,325.2	0.4%	<ul> <li>increased cash and cash</li> <li>equivalent by ~ € 18 ml <sup>(1)</sup></li> </ul>
Short Term Debt	540.4	607.9	12.5%	■ Other Current Assets decreased by
Other Short Term Liabilities	764.2	731.3	-4.3%	<ul><li>€ 40 ml. Main changes include:</li><li>decrease of stock by ~€ 17</li></ul>
Long Term Debt	1,406.0	1,396.1	-0.7%	ml
Other Long Term Liabilities	356.5	360.3	1.1%	<ul> <li>decrease of trade and other receivables by ~€ 100 ml</li> </ul>
Total Liabilities	3,067.1	3,095.7	0.9%	<ul> <li>increase of bonds held to maturity by ~€ 68 ml</li> </ul>
Shareholders Equity	1,239.7	1,229.5	-0.8%	<ul> <li>increase of receivables from</li> </ul>
Shareholders Equity (excluding minorities)	957.8	946.0	-1.2%	the State's Financial Contribution (IFRIC 12) by ~ € 10 ml (from Moreas)
				e 10 IIII (IIOIII Woleds)

Notes:

<sup>(1)</sup> Other Current Assets as of 31/12/2010 include € 117.2 ml of time deposits over 3 months that was transferred to Cash and Cash Equivalent as of 30/06/2011. Other Current Assets as of 30/06/2011 include € 155.7 ml of bonds held to maturity and € 87.7 ml as of 31/12/2010.

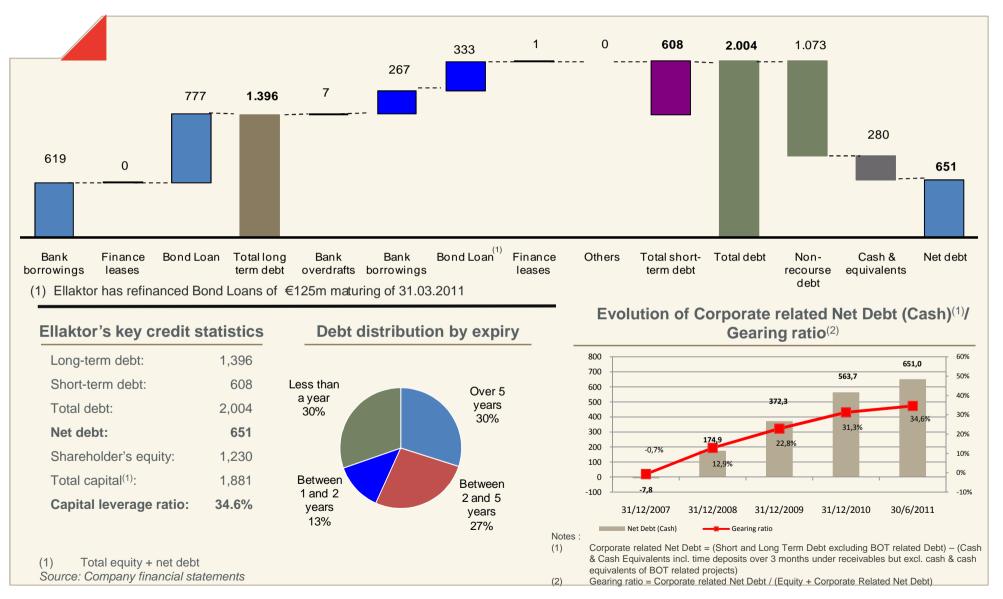
## Segmental analysis of 1<sup>st</sup>H2011 Results (IFRS in € ml)

	Construction & Quarries	Real Estate	Concessions	Environment	Wind Farms	Other	Total
Revenues	512.0	1.3	134.9	35.5	9.8	0.8	694.2
EBITDA	-9.2	-0.5	75.2	14.4	6.8	-0.7	86.0
EBITDA margin (%)	-1.8%	-	55.8%	40.5%	69.4%	1	12.4%
EBIT	-26.8	-0.6	44.2	11.6	4.5	-1.4	31.6
EBIT margin (%)	-5.2%	-	32.8%	32.8%	46.2%	-	4.6%
Profit before Tax	-35.8	-1.0	31.5	11.3	2.0	-7.0	1.0
Profit before Tax margin (%)	-7.0%	-	23.3%	31.8%	20.4%	-	0.1%
Net Profit (before minorities)	-39.1	-1.4	21.9	8.5	1.6	-7.4	-15.9
Net Profit margin (before minorities) (%)	-7.6%	-	16.2%	24.1%	16.8%	-	-2.3%
Net Profit (after minorities)	-34.5	-0.8	10.8	6.3	1.3	-7.5	-24.3

## Segmental analysis of 1stH2010 Results (IFRS in € ml)

	Construction & Quarries	Real Estate	Concessions	Environm ent	Wind Farms	Other	Total
Revenues	716.0	1.7	148.9	41.3	11.7	0.7	920.4
EBITDA	41.0	-1.1	83.6	12.3	7.9	1.1	144.7
EBITDA margin (%)	5.7%	-	56.1%	29.9%	67.6%	-	15.7%
EBIT	17.4	-1.3	55.0	10.1	5.7	0.3	87.3
EBIT margin (%)	2.4%	-	36.9%	24.6%	48.3%	-	9.5%
Profit before Tax	10.2	-1.3	38.0	8.9	4.8	-6.8	53.6
Profit before Tax margin (%)	1.4%	1	25.5%	21.5%	40.7%	-	5.8%
Net Profit (before minorities)	-3.4	-1.8	17.9	3.6	3.3	-10.7	8.9
Net Profit margin (before minorities) (%)	-0.5%	•	12.0%	8.7%	27.9%	•	1.0%
Net Profit (after minorities)	3.4	-1.0	7.5	2.1	2.6	-10.7	4.0

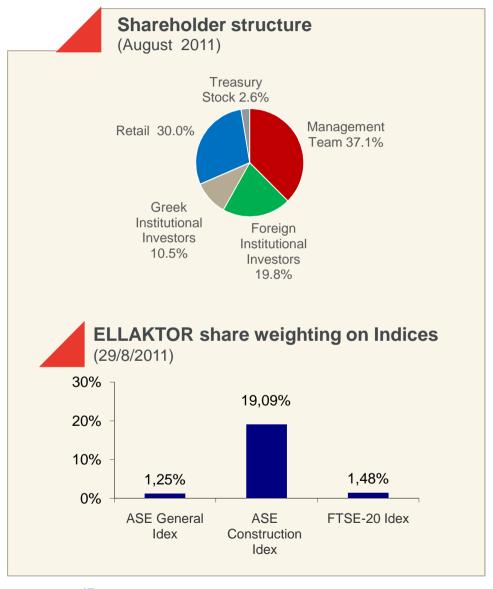
# Ellaktor's debt profile (€m, as of 30.06.2011)

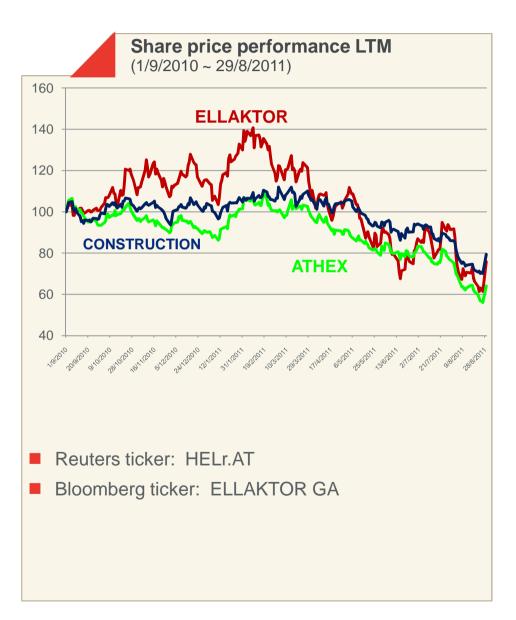


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# Share price performance and shareholder structure





# **Key Investment highlights**

