



HALCOR



Corporate Presentation

May 2016

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Management

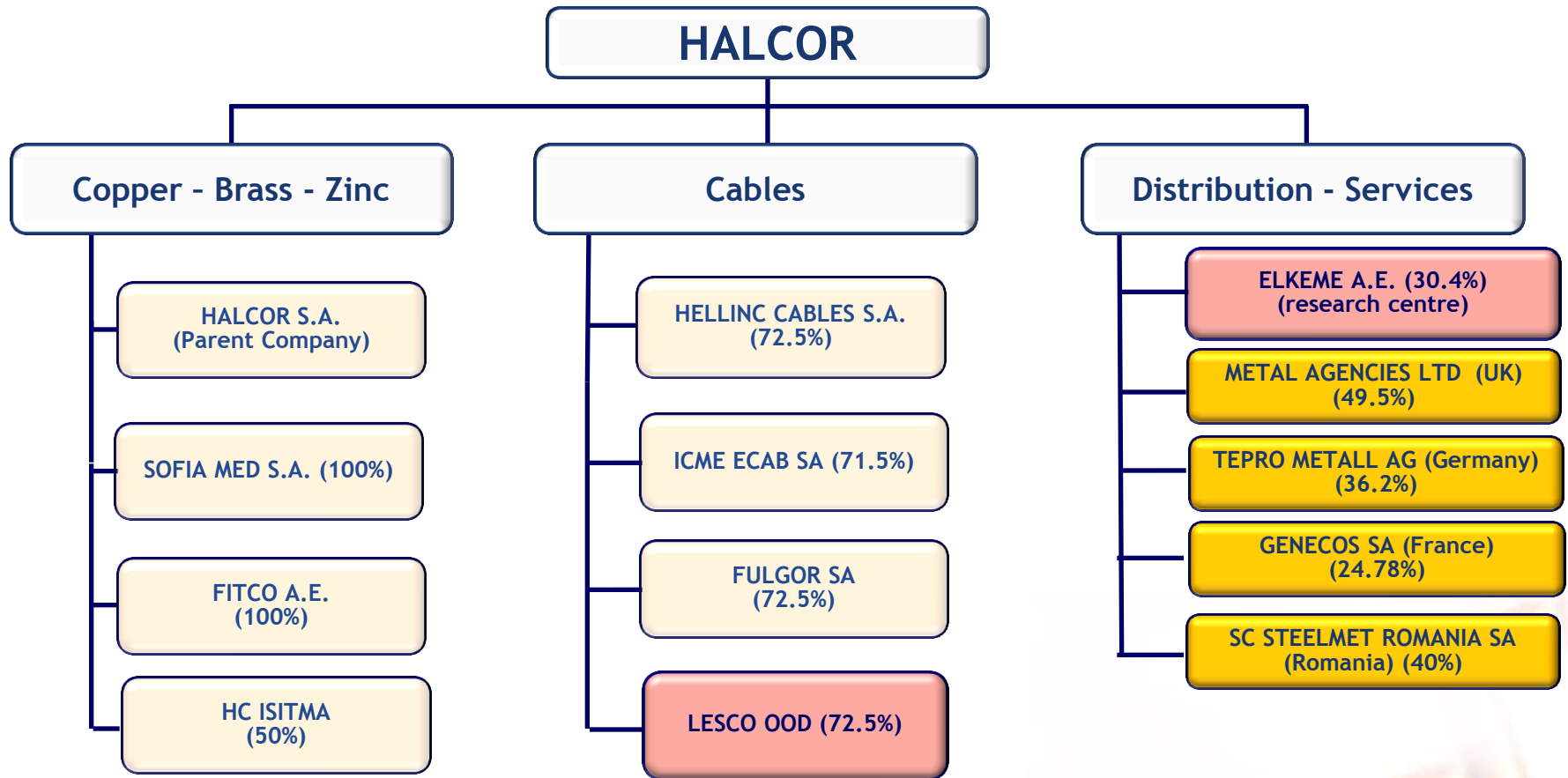
Periklis Sapountzis
Managing Director,
Halcor

- Chemical Engineer, Bachelor's Degree from Munich University, holder of Ph.D. from TUM.
- He has been a part of the managing team of the group since 1995, assumed the duties of Managing Director in 2008.

Spyros Kokkolis
CFO,
Halcor

- Studied in Economical University of Athens.
- He has been with the group since 1993.

HALCOR & Key participations



Product
Manufacturing

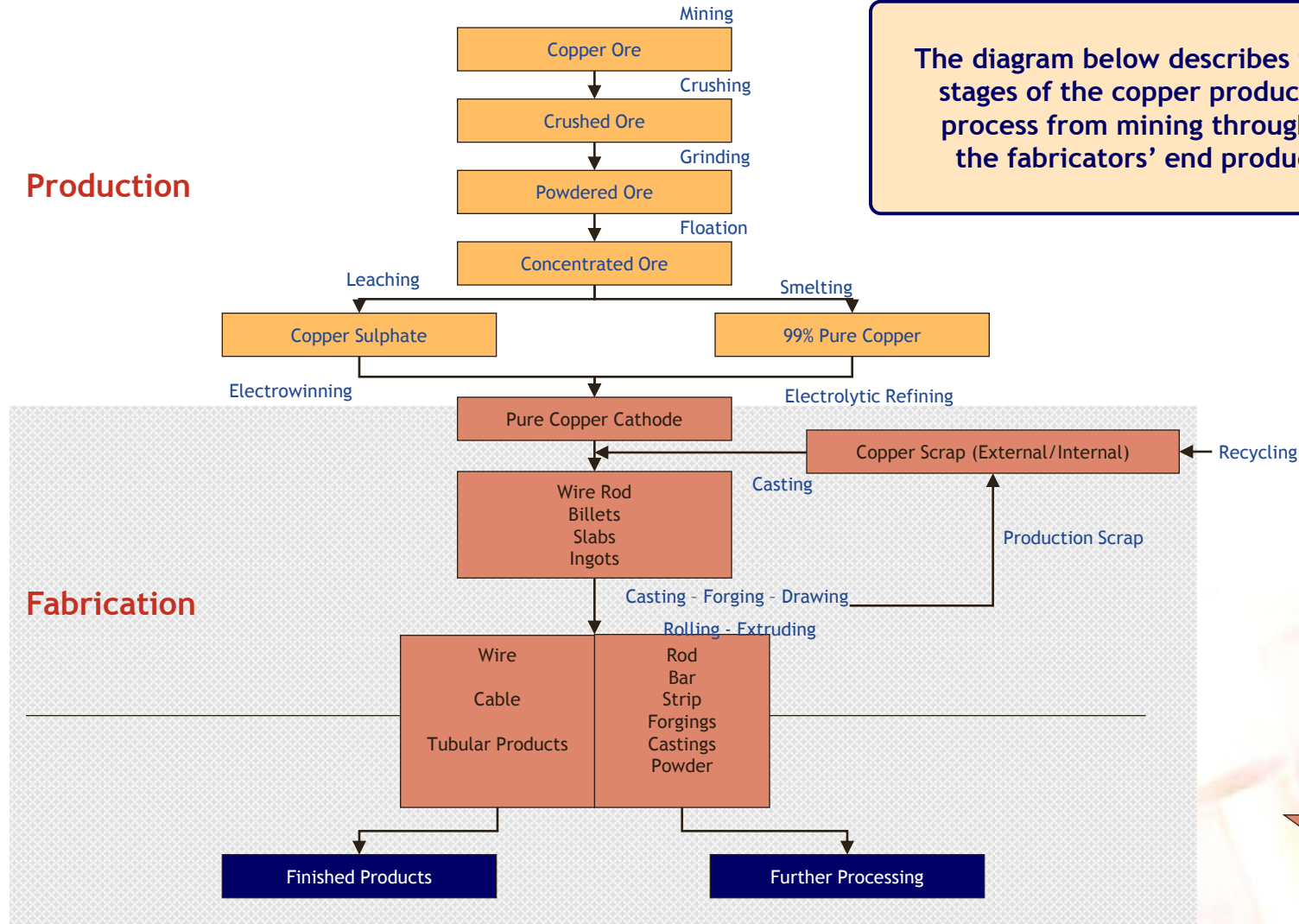
Product
Distribution

Other

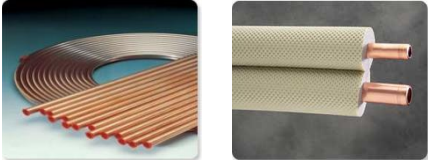

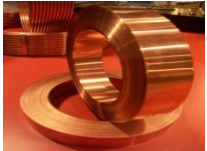
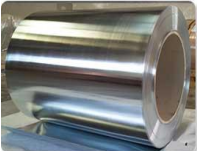

Copper Value Chain & Halcor Position

Production

The diagram below describes the stages of the copper production process from mining through to the fabricators' end products



Halcor - A fabricator Metal Products

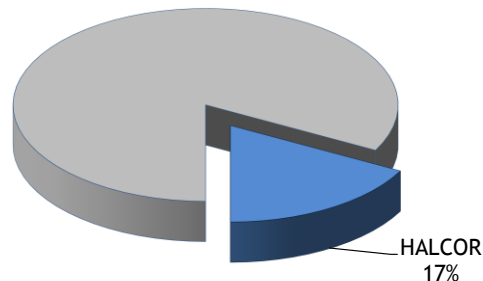
Category	Products	Uses
Copper Tubes	 	<ul style="list-style-type: none">• Water supply, heating, heating (pre-insulated), refrigeration, natural gas, medical use, cooling, solar energy and various industrial applications
Rolling Products	 	<ul style="list-style-type: none">• Construction (roofing, gutters), electrical engineering (connectors, transformers, boilers, etc.) and decoration
Extruded Products	 	<ul style="list-style-type: none">• Construction, decoration, electrical engineering (electronic control panels, valves, buttheries etc.), supports for gutters
Cables & Enamelled Wires		<ul style="list-style-type: none">• Power and telecommunication cables and other industrial applications

Leading Position in Copper, Brass & Cables

European market shares of Halcor

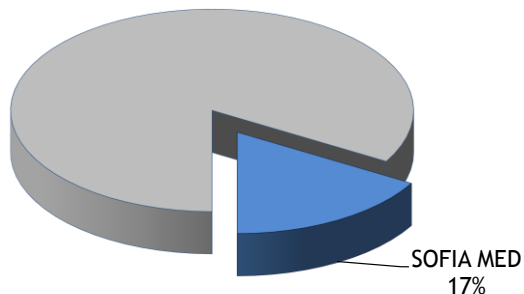
COPPER TUBES

Market Size: 363,000 tns



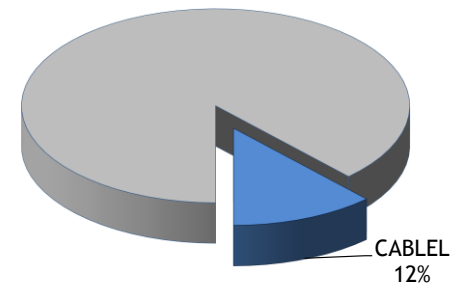
COPPER BUS BARS

102,500 tn



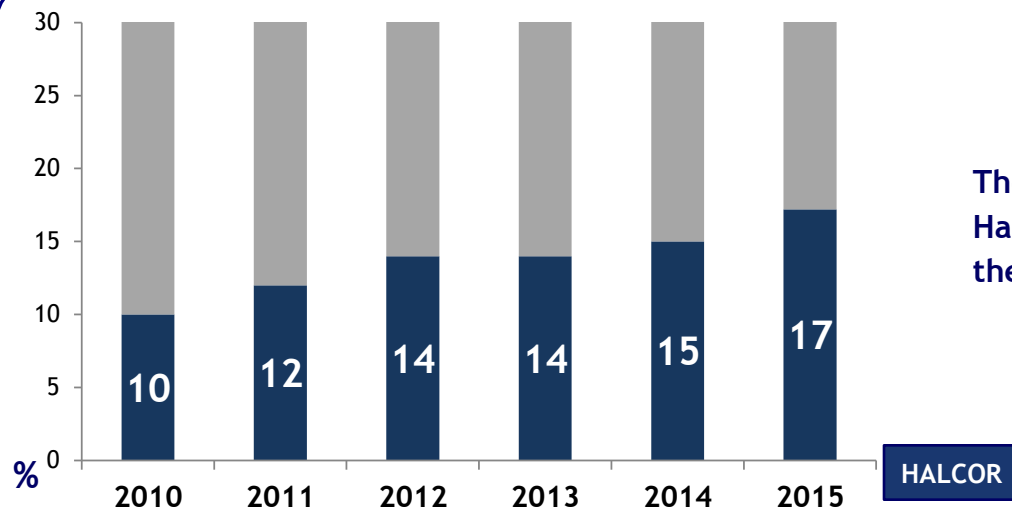
CABLES (SE EUROPE)

220,000 tn



Source: Company estimates

Evolution of Halcor's Market Shares in the tubes market



The continuous increase of the market shares of Halcor awards them with second place in 2015 in the European copper tube market

Source: Company estimates

Cutting Edge Production Facilities

HALCOR

2 plants in Greece,

- 75,000 tpy Copper Tubes

ISO 9001:2008,
ISO 14001:2004
ISO 18001:2007

 **CABLEL®**

4 plants in Greece,
1 in Romania,
1 in Bulgaria

- 160,000 tpy Cables,
- 120,000 tpy Copper wires
- 24,000 tpy compounds
- 14,000 tpy enameled wires

ISO 9001:2008,
ISO 14001:2004
OHSAS 18001:2007

SOFIA MED

1 plant in Bulgaria,

- 100,000 tpy Copper & Brass rolled products
- 25,000 tpy Copper & Brass extruded products
- 30,000 tpy ZnTi sheets & Coils

ISO 9001:2008,
ISO 14001:2004
OHSAS 18001

Fi FITCO
ΒΟΛΩΝΑ ΕΠΕΞΕΡΓΑΣΙΑ ΜΕΤΑΛΛΩΝ ΑΕ.

1 plant in Greece,

- 40,000 tpy Brass Bars, Tubes and Wires

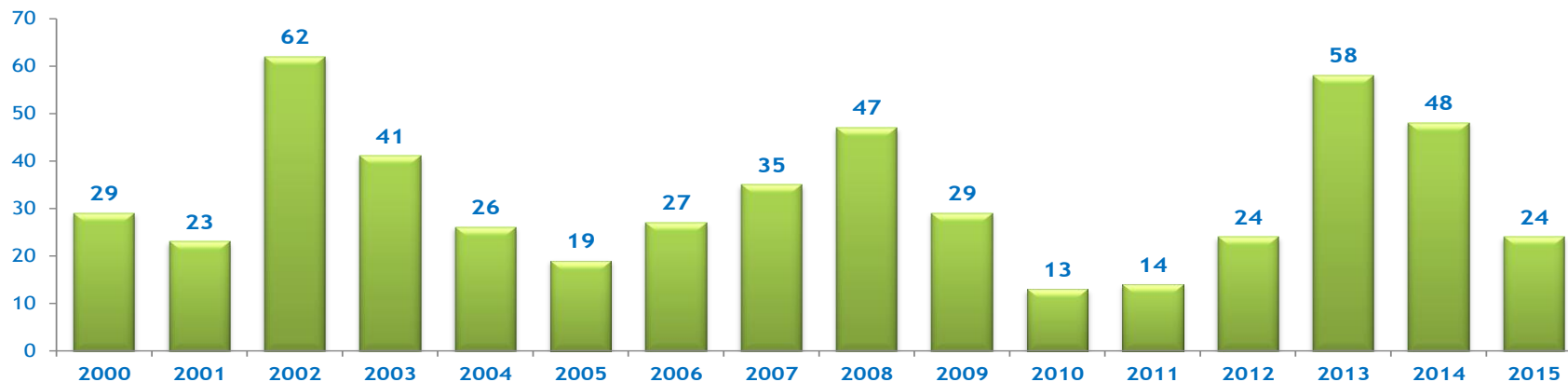
ISO 9001:2008,
ISO 14001:2004
ISO 18001:2007
OHSAS 18001



HALCOR

Growth from Recently Completed CapEx

Capital Expenditure (in M€)

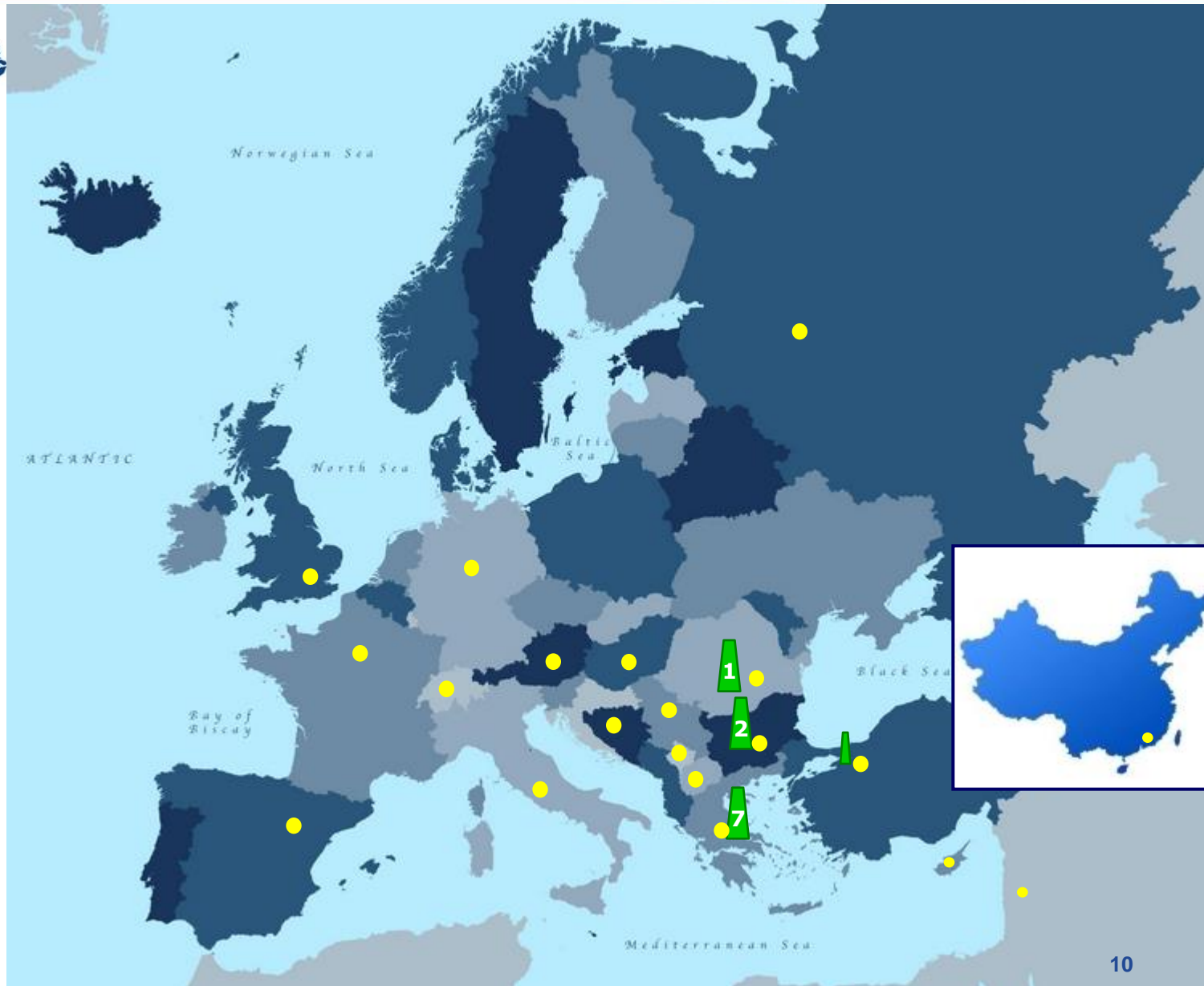


Source: Company data

**2000 - 2015 total investments of M€ 519.
(59% in Greece - 30% in Bulgaria - 11% in Romania)**

- Significant investments in the period 2000-2015 focused on product diversification with production of high value-added products and cost reduction, which have also led to capacity increase.
- Hellenic Cables completed in 2014 an investment program dedicated to the production of underwater cables.
- Entering a period of moderate investments in the other Group plants, focused on product range expansion, development of value added products and cost containment
- Halcor's Oinofita plant is one of the most efficient - lowest cost plants in Europe. It is also one of the largest plant for the production of copper tubes

Strong Regional & Global Presence



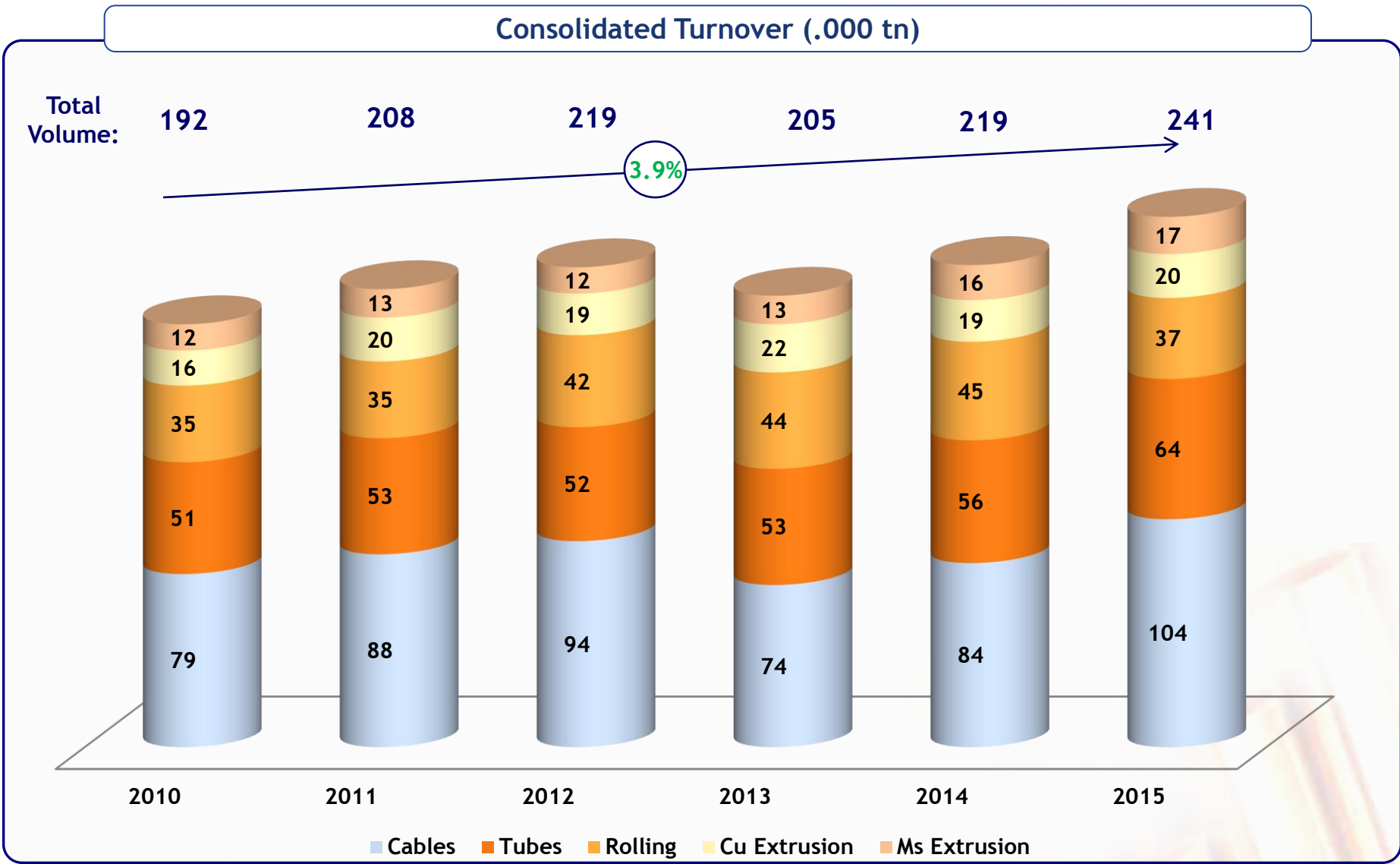
10 Cutting-edge production units

Extensive Commercial Network

10 logistic centers in the Balkans, 2 in Germany and 1 in Italy and France

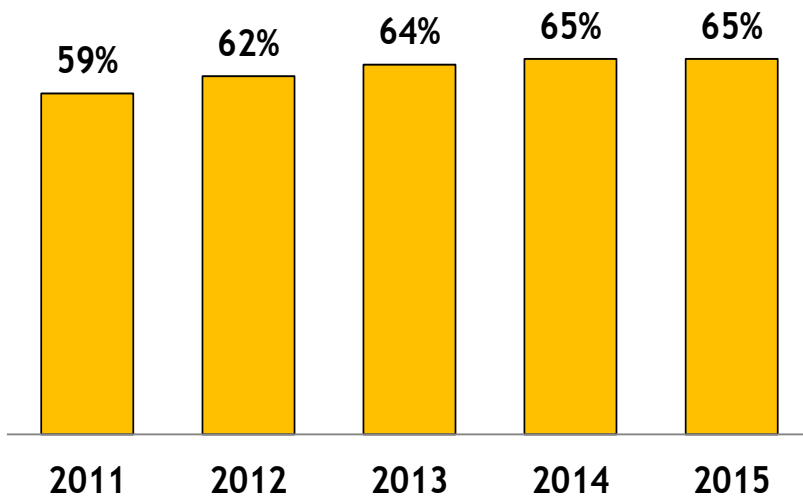
HALCOR

Consolidated Turnover per Product

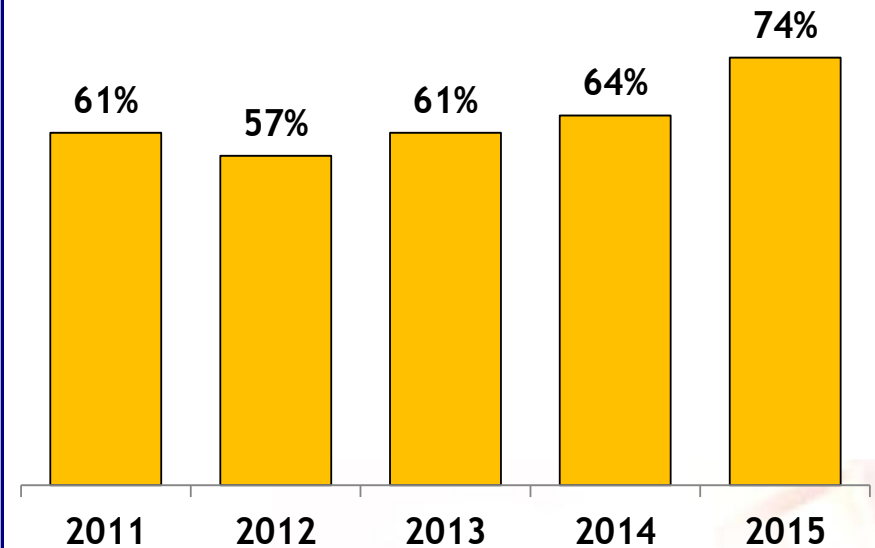


Increased High Value-Added Product Offering

Tubes (industrial use)*



Rolled Cu & Ms (industrial)**

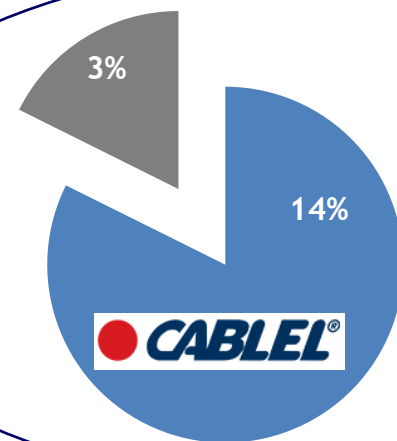
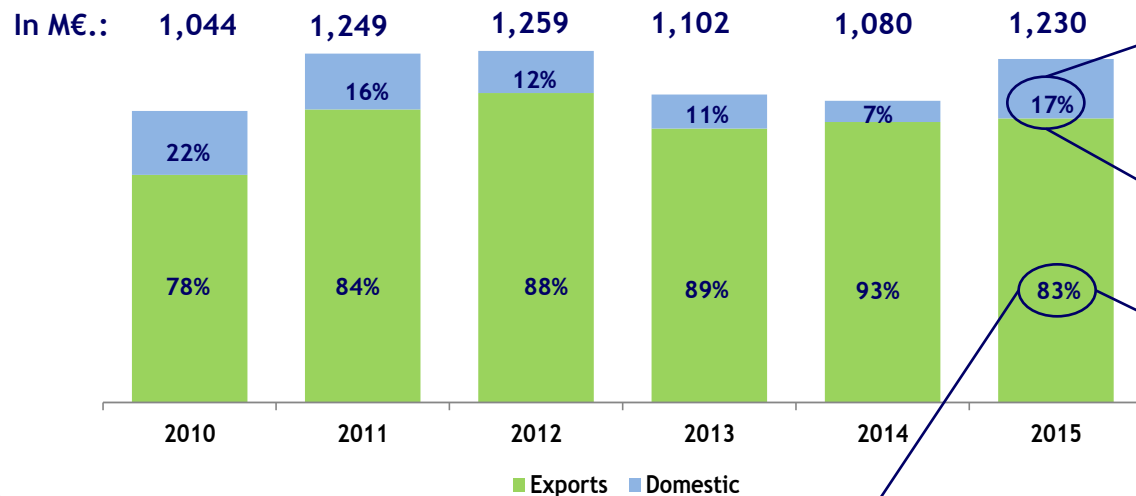


* Percentage from total volume of sale for Halcor

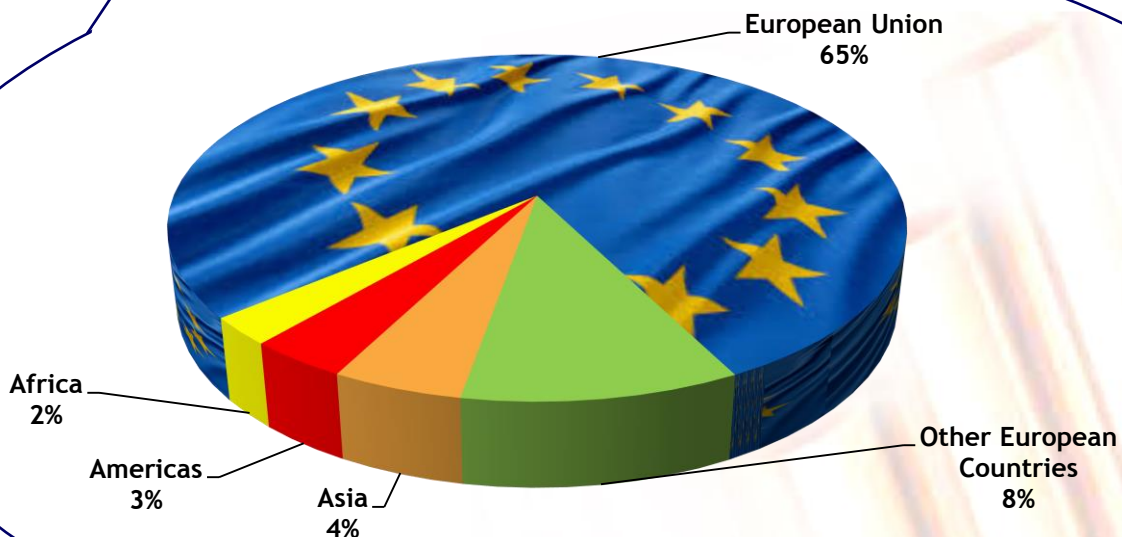
** Percentage from total volume of rolling sales for the subsidiary Sofia Med

Geographic Sector Sales Breakdown (in M€) Consolidated

Sales in Breakdown in Domestic and Exports

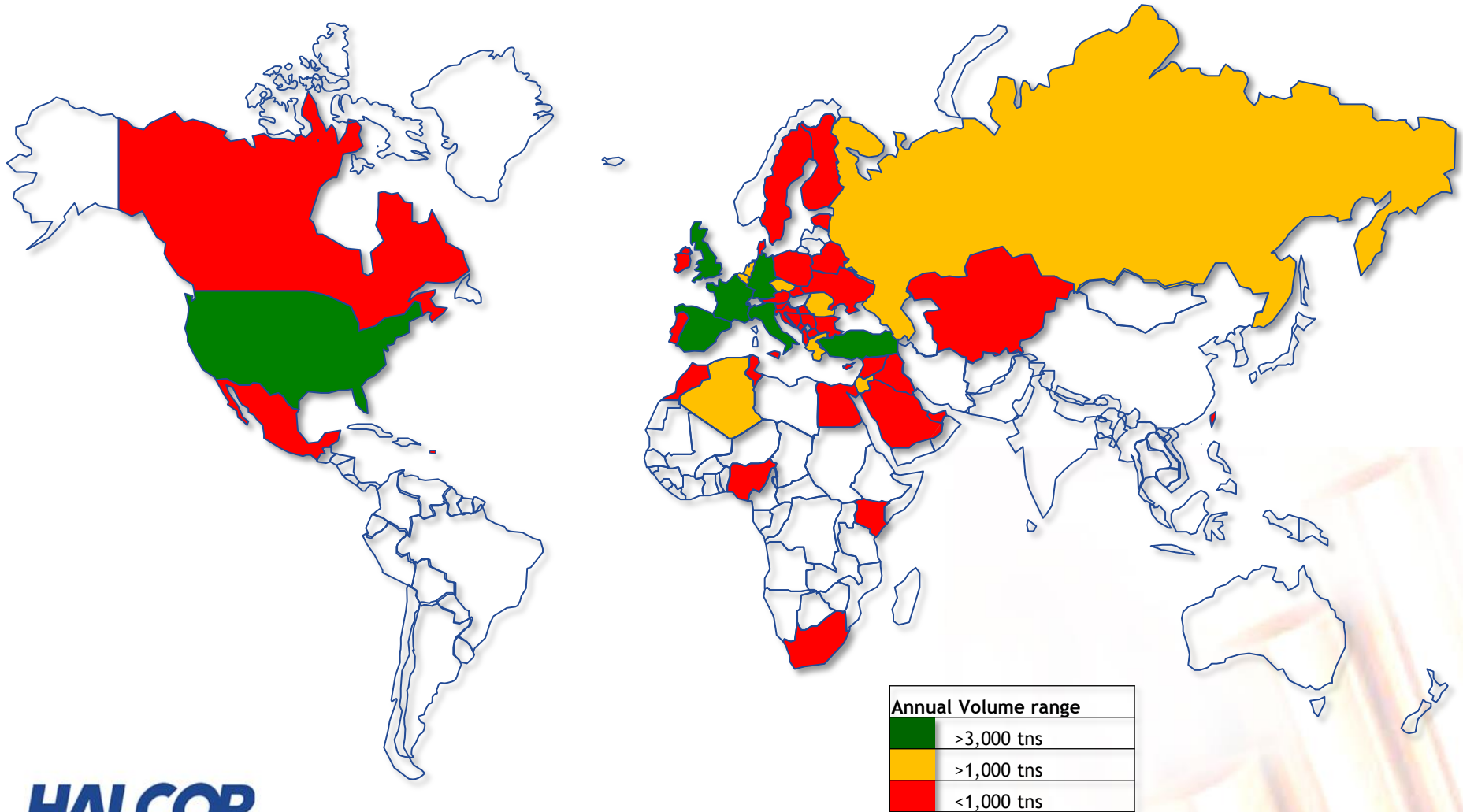


The increase in domestic sales is linked to the submarine cables project of the subsidiary Hellenic Cables.



Source: Consolidated Financial Statements

Country mapping



Targets and Prospects for 2016

HALCOR

- Penetration in the boiler manufacturers sector with TALOS FORM, the DIY customers, geothermal applications with TALOS GEOTHERM and the split-unit connections with TALOS ECUTHERM for line-sets
- Further expansion in new markets like the US, North Africa, the Nordic region and CIS countries.
- Improvement of the customer service through the APS system (lead time, response in inquiries, etc)
- Improvement of quality and expansion of the production line through the upgrading of the pressing system
- Increasing demand of the “Friendly refrigerants (CO₂) in the copper tube market.

Fi FITCO BOHRNANIA STEELPACKE METALON A.E.

- Improvement of productivity and sale mix
- Further penetration in the markets in the Middle East
- Brass wiring for industrial use and fish farming industry
- Production of new alloys for brass
- Strategic cooperations in the area of Copper & Brass

SOFIA MED

CABLEL®

- Participation in open contests for further expansion of the market share through the scheduled investment program for the expansion of the energy grids
- Targeted development of high added value products for tech-advanced markets
- Continuous investments in “state of the art” machinery that secure high efficiency and strict quality standards
- Positive prospects in increase of demand for the cables market for the coming years

Corporate Responsibility

Human Resources

Halcor invests in human resources by providing:

- Extensive training and educational activities
- Know-how diffusion
- Corporate culture focusing on team building
- Continuous improvement in working conditions



Health & Safety

- Halcor places great emphasis on accident prevention
- Continuous training in health & safety procedures
- Implementation of 5S with emphasis in accident prevention
- Detailed safety regulations mapping
- Low frequency in accidents



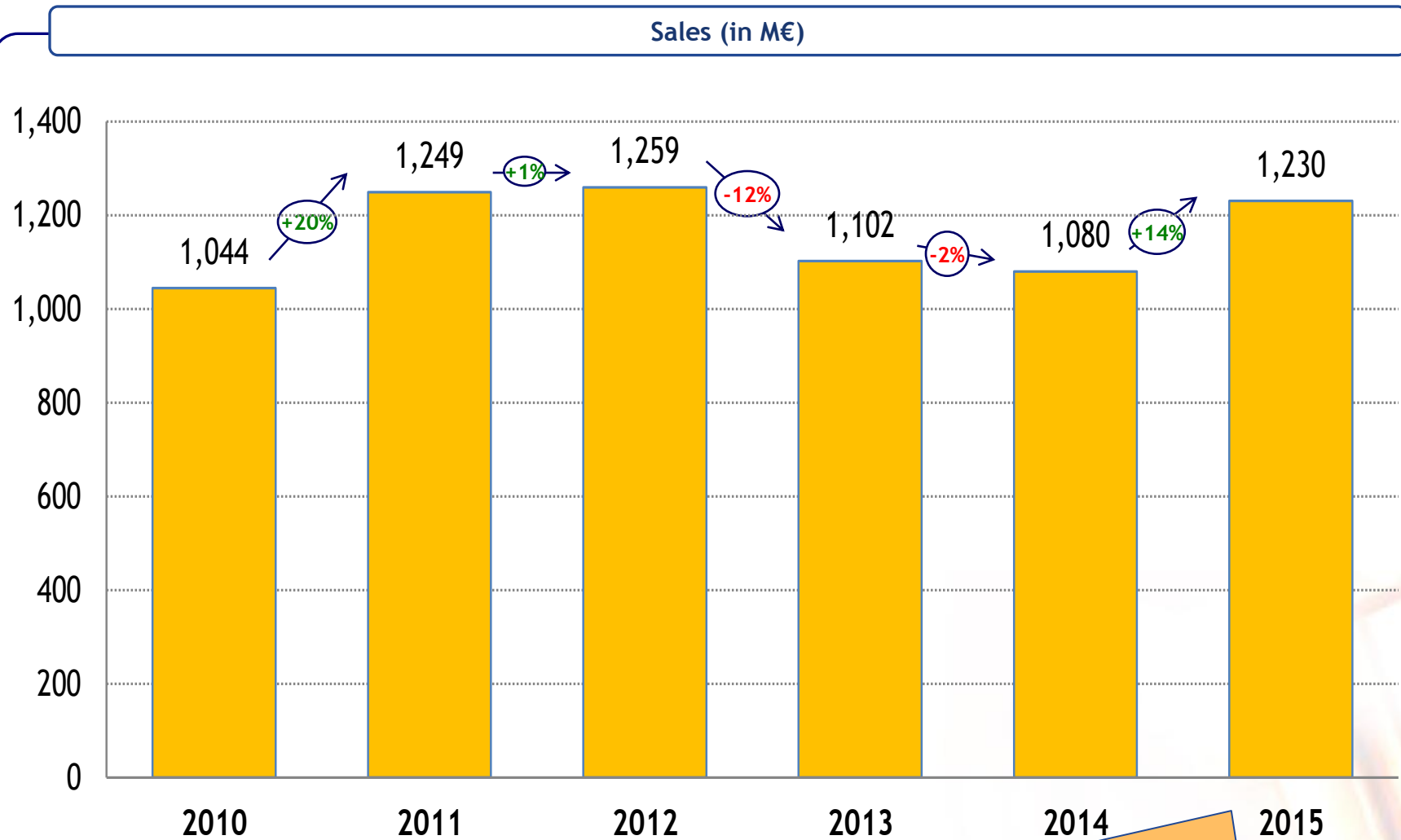
Environment

- ISO 14001:2004 certified
- Operation of environmental department, with specialized staff
- Organization of environmental attitude based on International Standards
- Implementation of 5S with emphasis on environmental care and protection
- 100% copper, brass, zinc and aluminum recycling
- Recycling effort of paper, plastic, batteries and tyres



Financial Performance

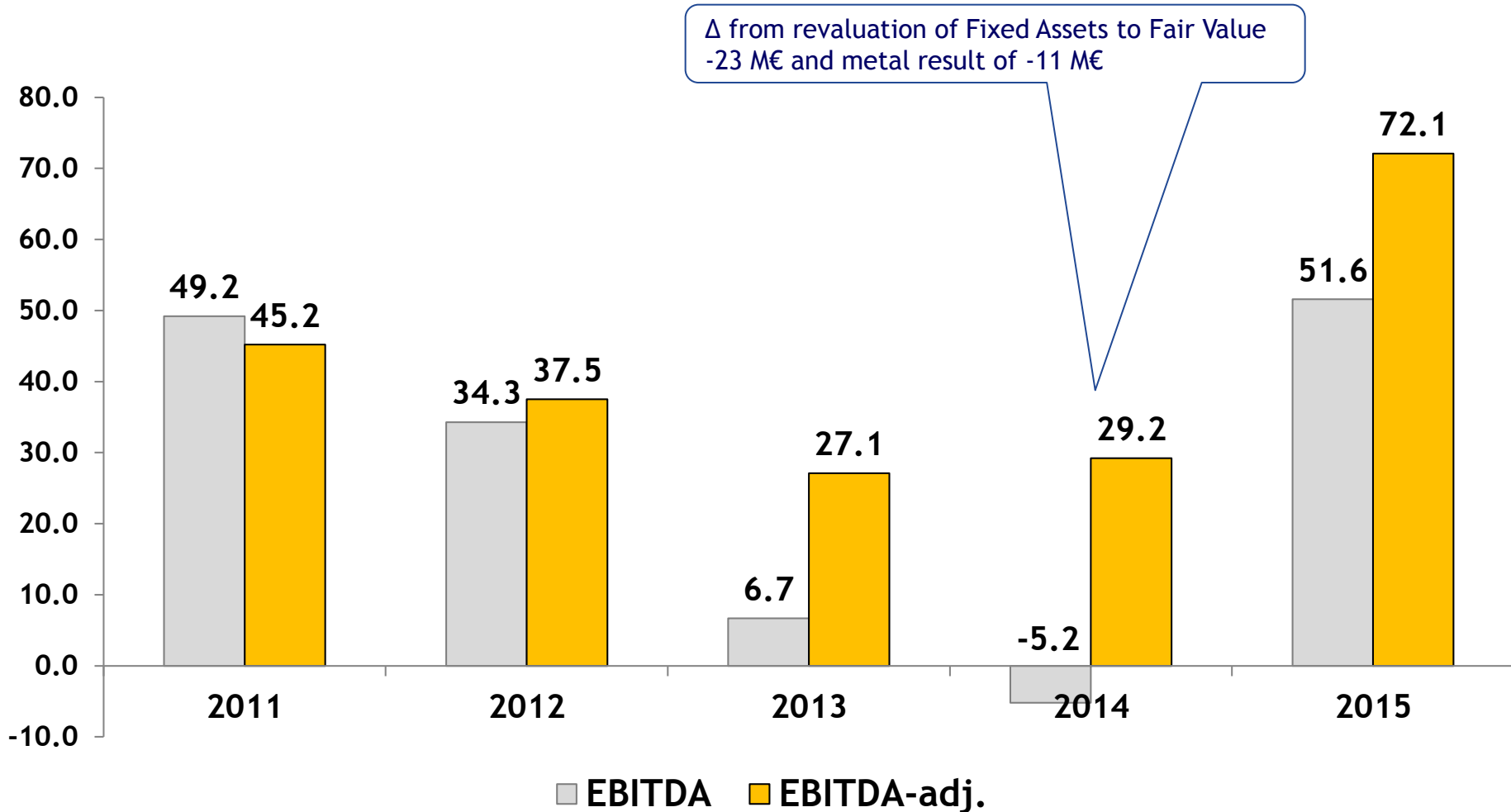
Consolidated Sales



Source: Consolidated Financial Results

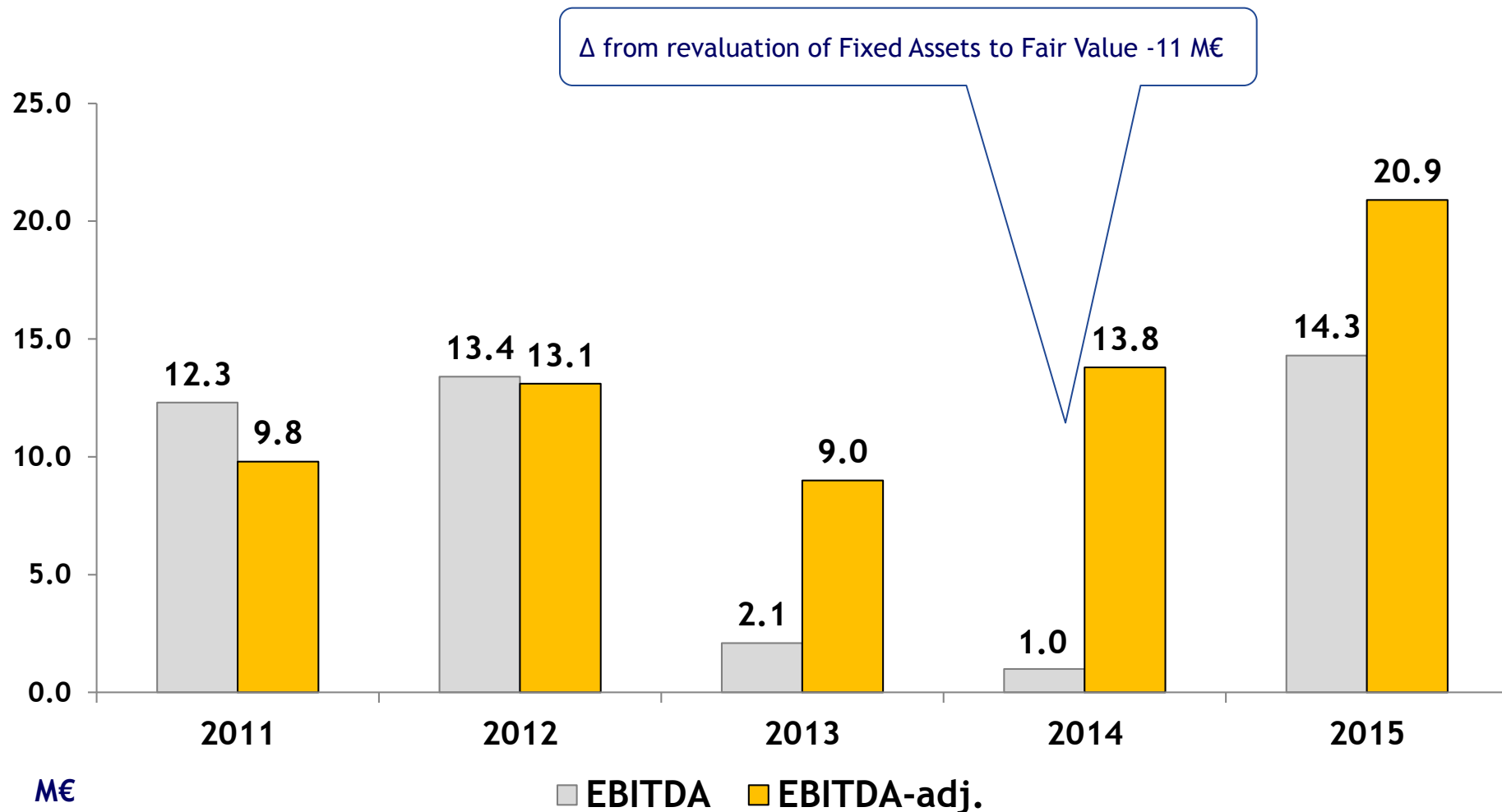
- Volume increase by 9.6%
- Reduced average Copper price vs. 2014 by 4.2%
- Increase conversion margins in tube and rolling products and stable throughout the rest of the product range

Evolution of EBITDA & adjusted EBITDA (excl. metal result and revaluation) CONSOLIDATED



M€

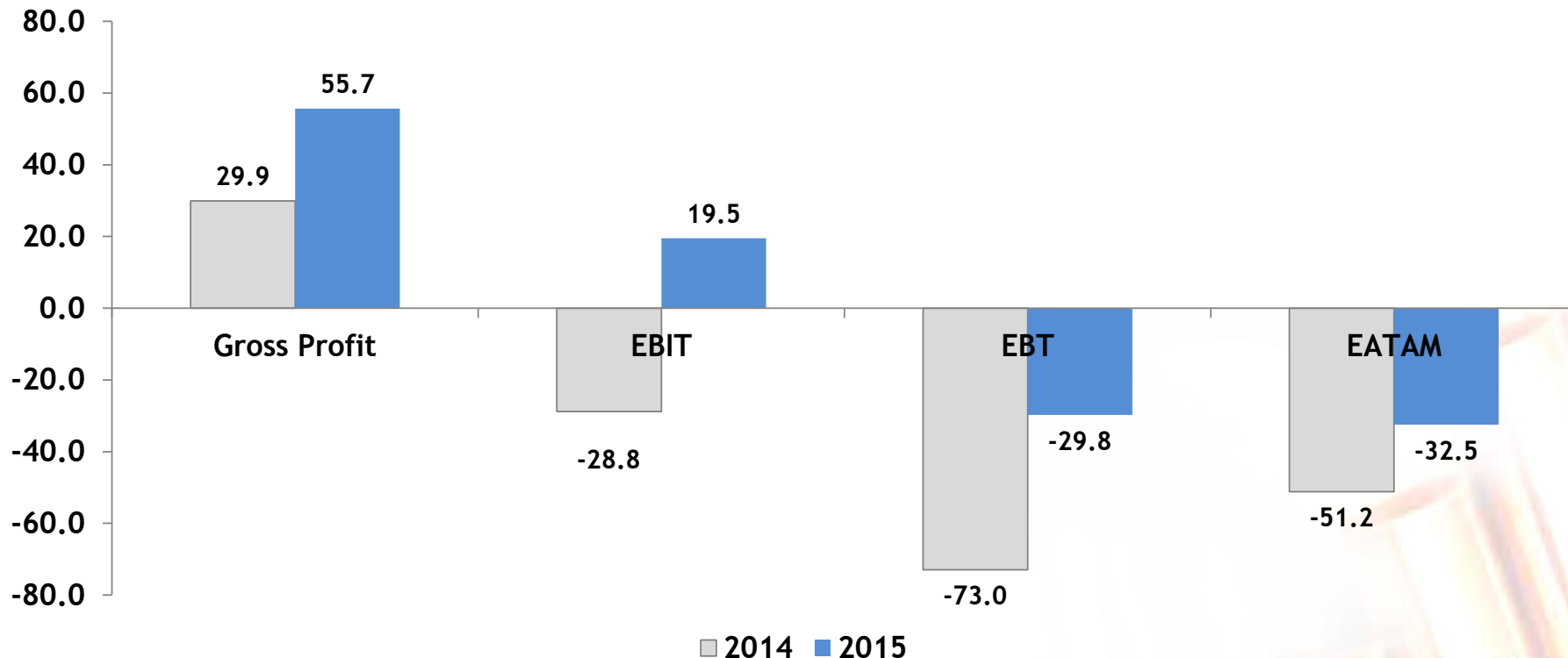
Evolution of EBITDA & adjusted EBITDA (excl. metal result and revaluation) COMPANY



Consolidated Financial Results

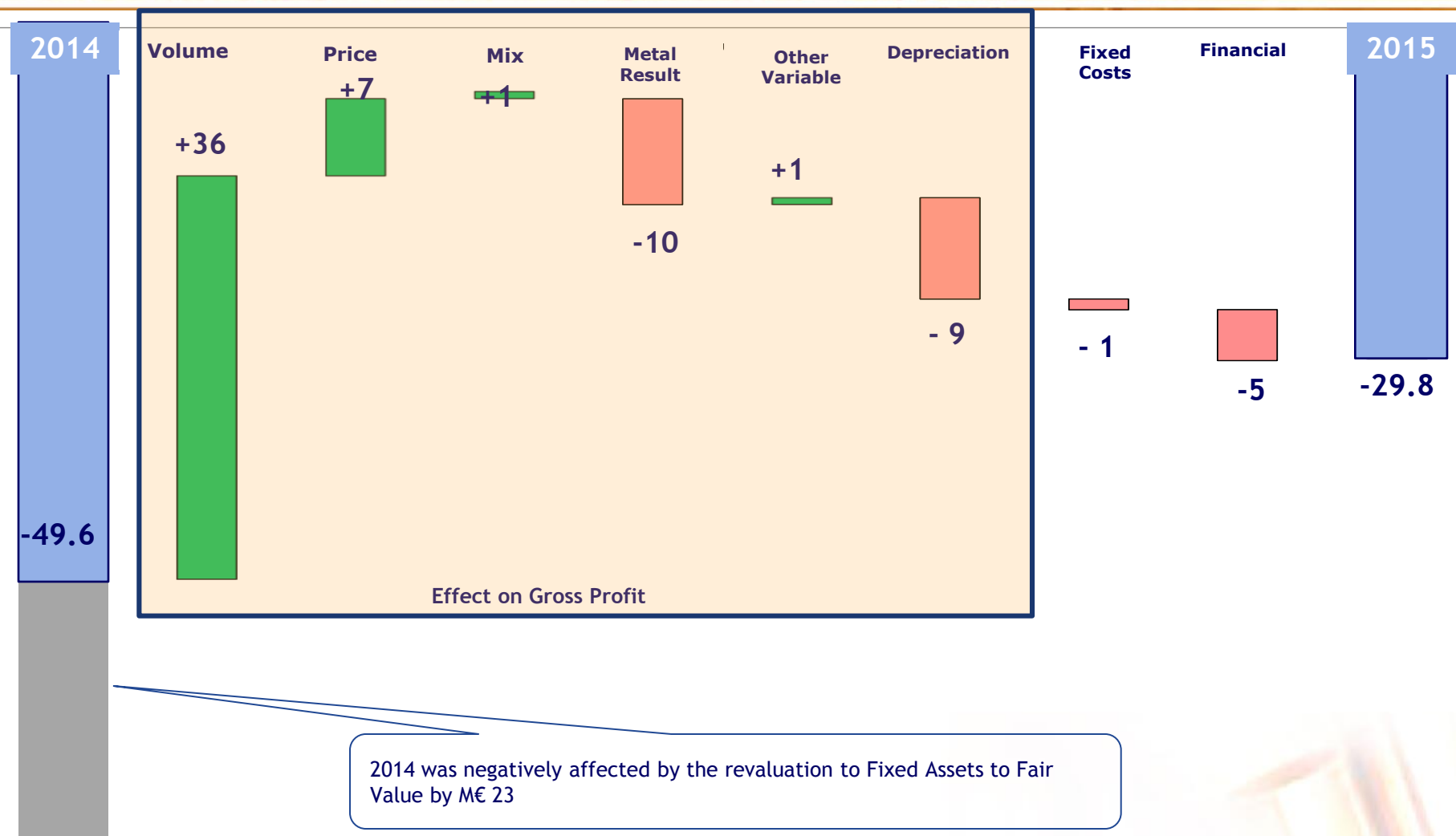
(in M€)

- The consolidated Gross Profit market an increase by 86.0% and amounted to M€ 55.7 versus M€ 29.9 in 2014. This increase is due to the improvement of the volume of sales by 10% in spite of the negative metal result, which amounted to a loss of M€ 20.5 versus loss M€ 11.0 in 2014, from the revaluation of the safety inventory as a result of the declining copper prices.
- The losses after tax and minority interests amounted to M€ 32.5 or € -0.3210 per share versus loss M€ 51.2 or € -0.5059 per share in 2014.
- In Eurozone, the modest recovery of the production activity and the strong competition negatively affected the conversion prices and the volumes across the product lines. In the other hand, the continuous improvement of the economic conditions in the US and the UK as well as the declining rate of the Euro versus the US dollar and the UK sterling led to increased sales volumes and improved margins.
- The demand for industrial products in the basic European markets, which showed signs of stabilization in 2014, something that went on throughout 2015..
- In regards to the cables sector, the increase of turnover was the result of two major submarine cables, the connection of Cyclades islands and the connection of Ag. Georgios island. In addition, apart from the submarine cables, the effect was also positive from other product lines, as within 2015, major projects were completed, in spite of the adverse conditions in the domestic market.



Deviation Results Before Tax - CONSOLIDATED

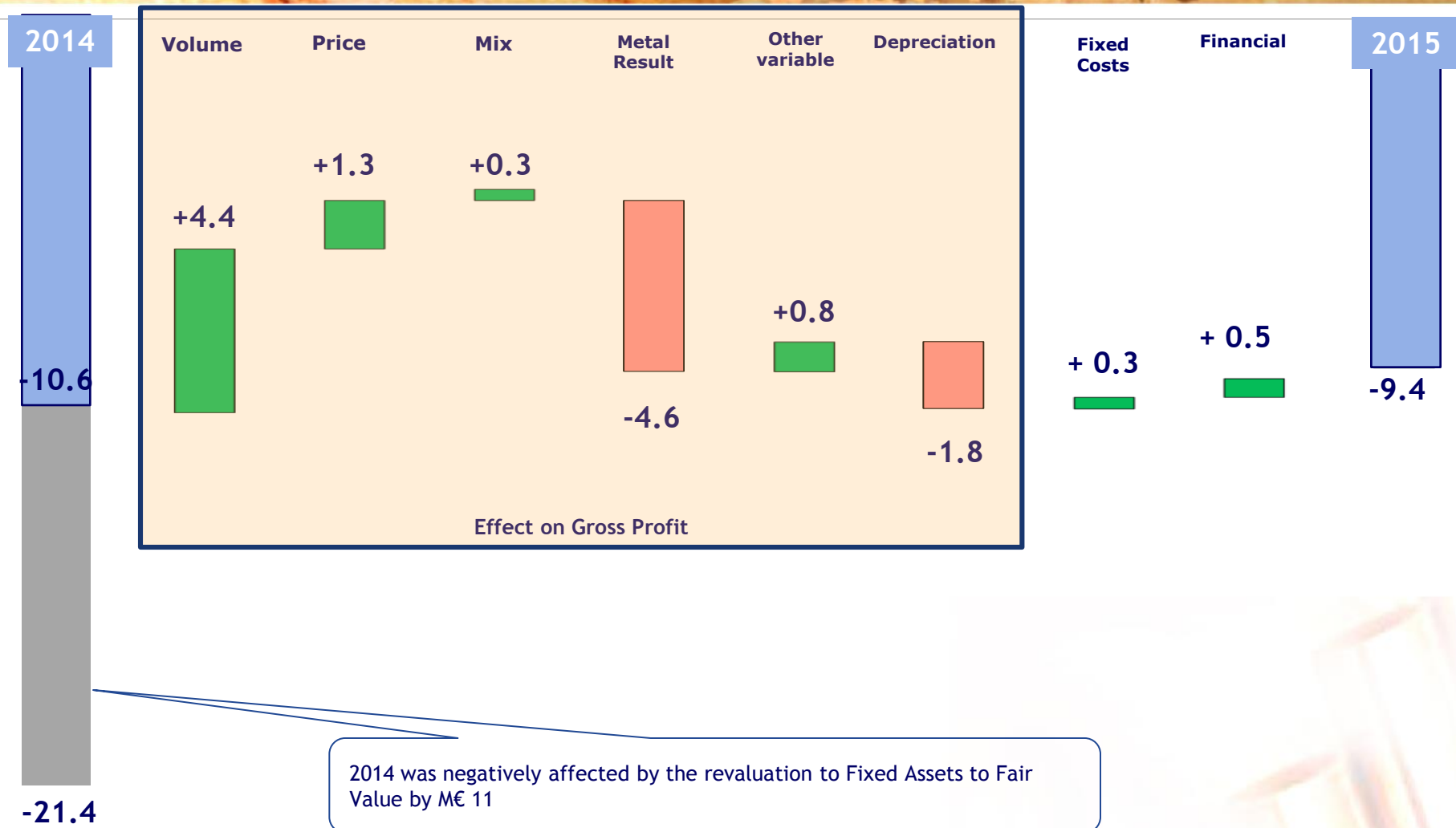
(in M€)



-73.0

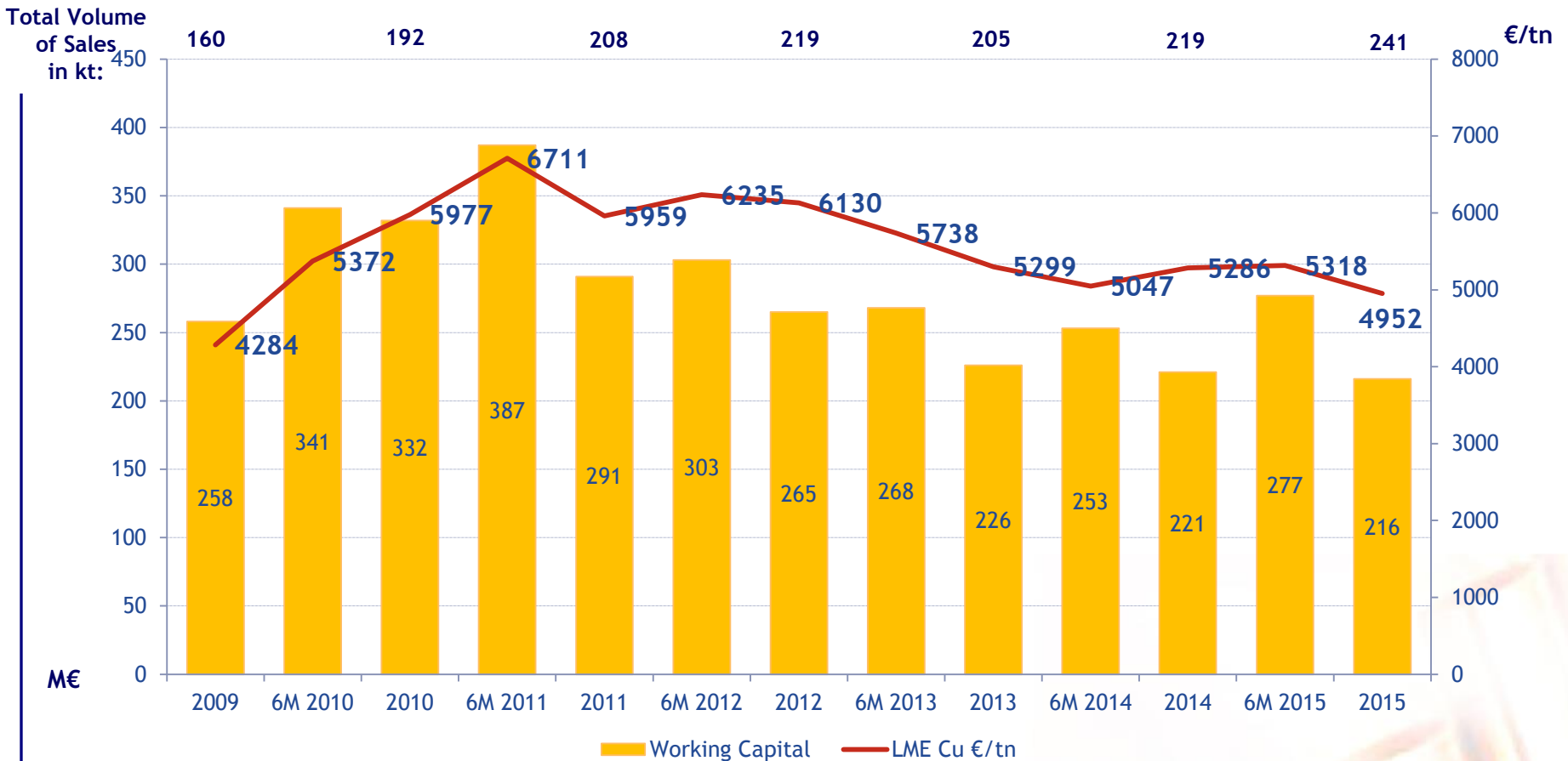
Deviation Results Before Tax - COMPANY

(in M€)



Effect of Copper Price Fluctuations on Copper Fabricators

Consolidated Working Capital vs. LME Copper price

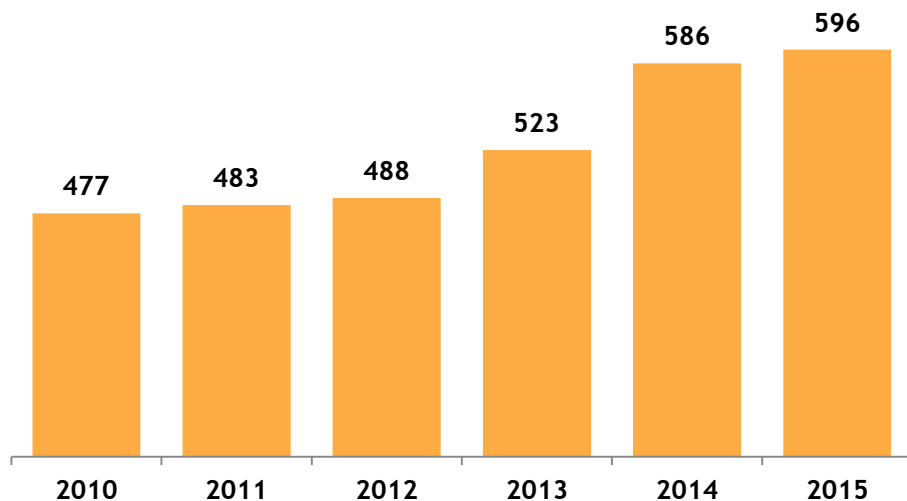


% of Sales: 38% 33% 32% 30% 23% 23% 21% 22% 21% 23% 20% 22% 18%

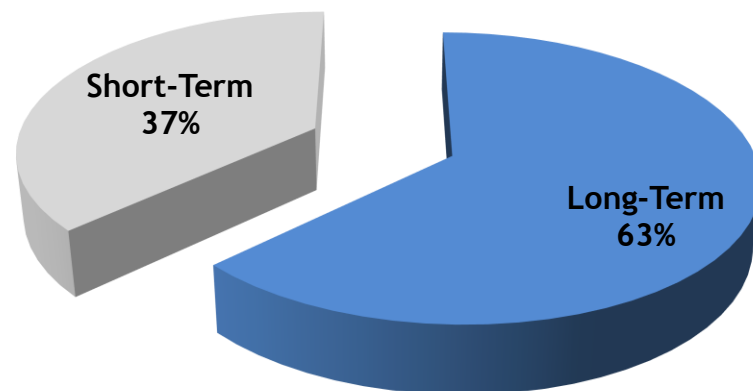
Source: Company Data

Net Debt and Debt Maturity- CONSOLIDATED

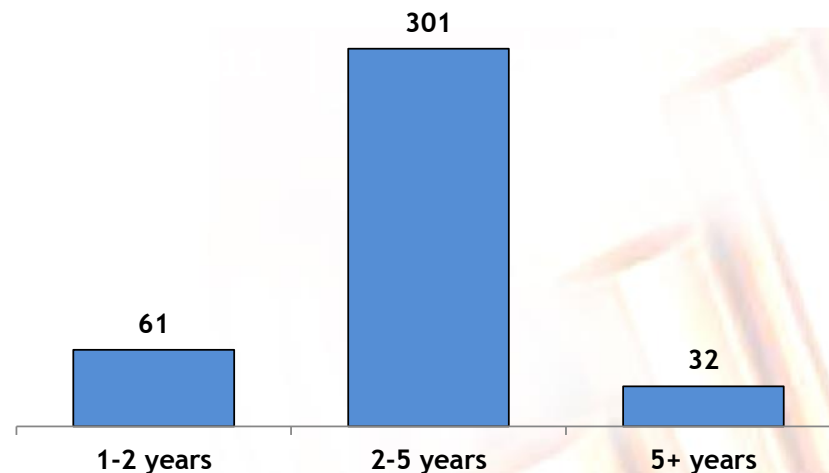
Net Debt in M€



Breakdown of Debt as at 31/12/2015



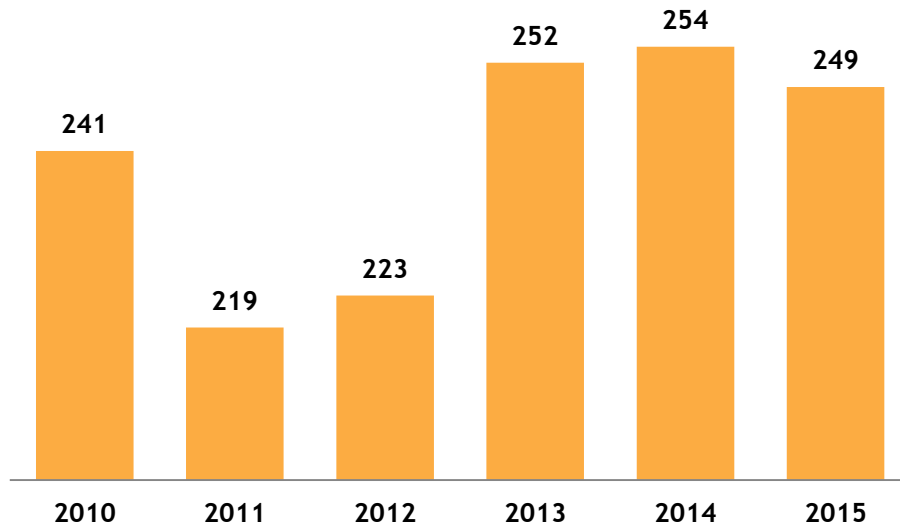
Long-term Debt Maturity in M€ as at 31/12/2015



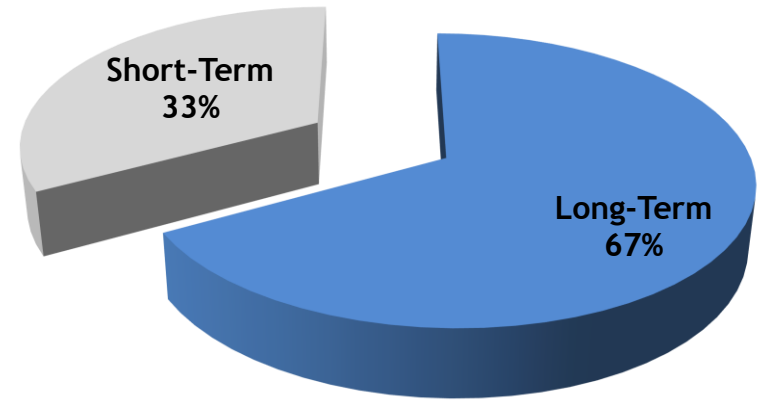
The greater portion of the debt is comprised by long-term loans which have an average maturity of three years fortifying the Group from any liquidity issues.

Net Debt and Debt Maturity - COMPANY

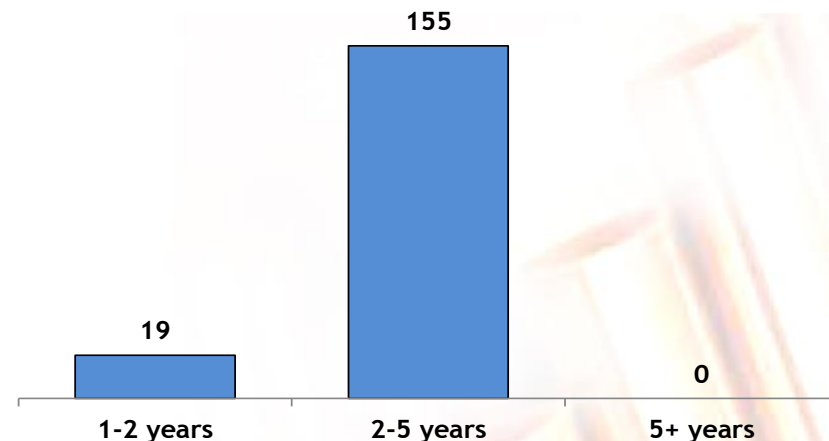
Net Debt in M€



Breakdown of Debt as at 31/12/2015



Long-term Debt Maturity in M€ as at 31/12/2015



The greater portion of the debt is comprised by long-term loans which have an average maturity of three years fortifying the Company from any liquidity issues.

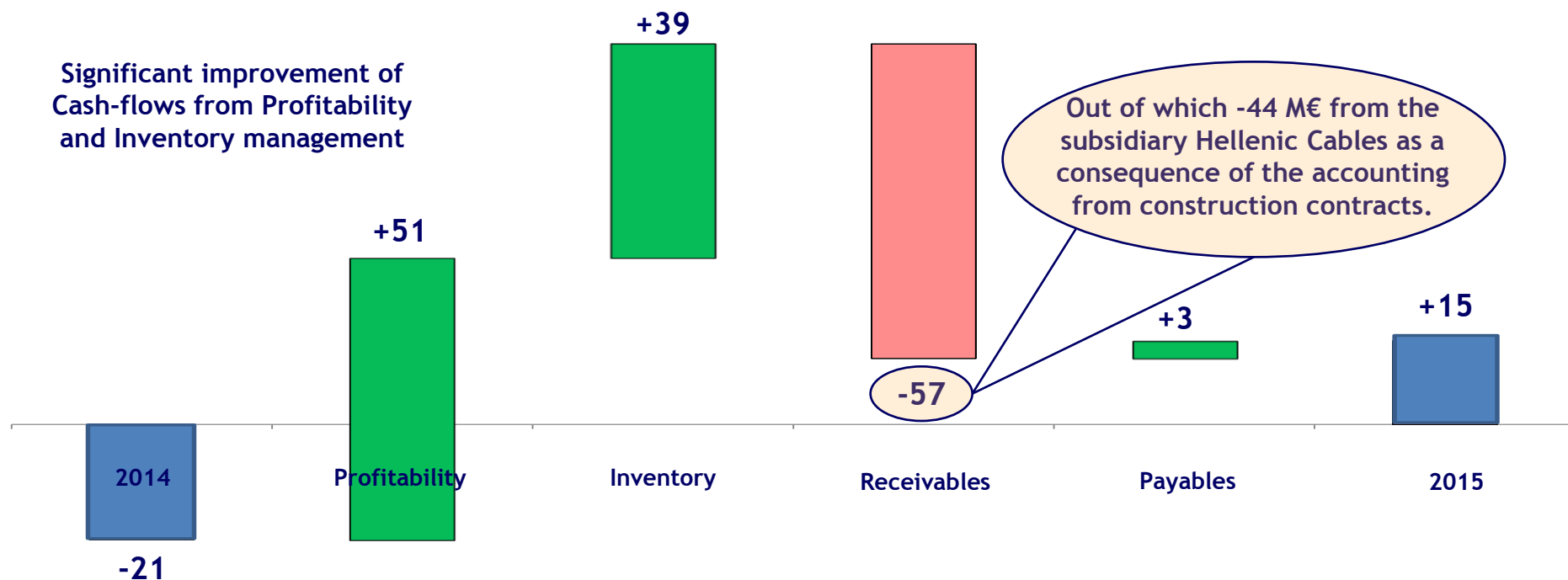
Cash-Flows

Consolidated Cash-Flows (in k€)

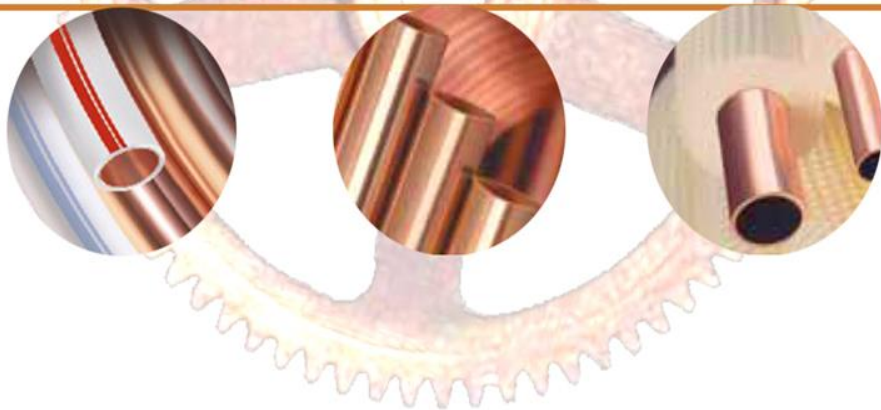
	2012	6M 2013	2013	6M 2014	2014	6M 2015	2015
Operational Activities	14,868	-24,134	15,801	-35,816	-20,827	-37,440	15,140
Investment Activities	-22,377	-15,761	-52,648	-28,497	-49,639	-9,910	-24,088
Financing Activities	-1,840	29,111	58,113	29,640	39,908	52,443	25,133
Total	-9,349	-10,784	21,266	-34,673	-30,558	5,093	16,185

Improvement of Cash-Flows from Operating Activities (in M€)

Significant improvement of Cash-flows from Profitability and Inventory management



HALCOR



Thank you