	Website:	<u>http://www.moh.gr</u>
OTOR OIL	Bloomberg code:	MOH:GA
(HELLAS) CORINTH REFINERIES S.A.	Reuters code:	MORr.AT
CORRECT SX.	ISIN code:	GRS426003000

## **COMPANY PROFILE**

MOTOR OIL (HELLAS) CORINTH REFINERIES S.A is an independent petroleum refining and marketing Company which through the years has become a key player of the sector in the Eastern Mediterranean region. Founded in 1972, MOTOR OIL currently operates the largest domestic Refinery the annual production capacity of which exceeds 10 million Metric Tons. The Company has a strong presence in the retail sector of fuels and lubricants with a market share of approximately 35% through its wholly owned marketing arms CORAL S.A. (ex. SHELL HELLAS S.A.) and AVIN OIL. CORAL has a network of 700 retail gas stations and is the market leader in automotive gasoline with 22% market share while AVIN OIL (following the integration of the CYCLON branded 200 strong retail network) operates a network of 650 retail gas stations and ranks fourth in rankings with a market share of approximately 12%.



## **REVENUES ANALYSIS (in € 000)**

Company's exports represent 47.32% of total sales in 2016.

## **OVERVIEW - TRADING DATA**

#### OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2016 - 30/04/2017)

			-
		MOH	
		MAIN MARKET	
		1.724,9	~
		110.782.980	
		0,26%	
		9,948%	
		106.363,8	
		324.360.522	
		10,3	
		50,5%	~
		13,5%	2
30 days	60 days	90 days	
28,20%	22,20%	23,05%	otor Oil
			MAIN MARKET 1.724,9 110.782.980 0,26% 9,948% 106.363,8 324.360.522 10,3 50,5% 13,5% <b>30 days 60 days 90 days</b>

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# **GROUP STRUCTURE**

### Motor Oil (Hellas) Corinth Refineries S.A.

AVIN OIL A.V.E.N.E.P.	100%(D)
CORAL A.E.	100%(D)
ERMES A.E.M.E.E	100%(I)
MYRTEA A.E.	100%(I)
CORAL PRODUCTS AND TRADING S.A	100%(I)
CORAL INNOVATIONS S.A.	100%(I)
CORAL GAS A.E.B.E.Y.	100%(D)
OFC AVIATION FUEL SERVICES S.A.	92.06%(D,I)
MOTOR OIL VEGAS UPSTREAM LIMITED	65%(D)
MV UPSTREAM TANZANIA LIMITED	65%(I)
MVU BRAZOS CORPORATION	65%9I)
MAKREON S.A.	100% (I)
MOTOR OIL FINANCE PLC	100%(D)
MOTOR OIL (CYPRUS) LIMITED	100% (D)
MOTOR OIL MIDDLE EAST DMCC	100% (I)
MOTOR OIL TRADING S.A.	100%(I)
DIORIGA GAS S.A.	100%(I)
AVIN AKINITA S.A.	100%(I)
BUILDING FACULTY SERVICES S.A	100% (D)
LPC S.A	100% (D)
CORINTHIAN OIL LIMITED	100%(D)
ENDIALE	100% (I)
ELTEPE	100% (I)
ARCELIA HOLDINGS LTD	100% (I)
BULVARIA AUTOMOTIVE PRODUCTS LTD	100% (I)
CYROM	100% (I)
CYCLON LUBRICANTS DOO BEOGRAD	100% (I)
CYTOP A.E	100% (I)
KEPED	90.00%(I)
AL DERAA AL AFRIQUE JV	60.00%(I)
SHELL&MOH AVIATION FUELS A.E	49.00%(I)
RHODES-ALEXANDROUPOLIS PETROLEUM INSTALLATION S.A.	37.49% (I)
KORINTHOS POWER S.A.	35% (D)
M AND M NATURAL GAS A.E.	50% (D)
ELEKTROPARAGOGI SOUSSAKI S.A.	100% (D,I)
NUR – MOH HELIOTHERMAL S.A.	50% (D)
ATHENS AIRPORT FUEL PIPELINE COMPANY S.A.	16% (D)
HELLENIC ASSOCIATION OF INDEPENDENT POWER Cos	16.67% (D)
ASPROPYRGOS INDUSTRIAL PARK SOUTH SECTOR A.E	12.83%(I)



The General Meeting approved dividend for the fiscal year 2016

## **COMPANY'S PERFORMANCE**

#### FINANCIAL OVERVIEW (consolidated)

(in € 000)	2011	2012	2013	2014	2015	2016
Revenues	8.739.275	9.681.883	9.282.339	9.050.151	7.060.215	6.356.855
Gross profit	435.565	355.171	244.812	193.255	634.718	726.963
EBIT	247.809	180.152	91.529	-46.278	391.762	505.028
EBITDA	338.932	270.826	182.921	50.248	490.897	602.425
Earnings before tax	182.318	104.221	19.943	-108.054	302.848	428.760
Earnings after tax	142.988	79.117	-4.547	-83.180	204.977	297.845
E.P.S.	1,29	0,71	-0,04	-0,75	1,85	2,69
Total equity	548.276	570.827	521.649	413.499	603.814	824.060
ROE	26,08%	13,86%	-0,87%	-20,12%	33,95%	36,14%



Gross profit (in € 000)







ROE

#### **MAJOR SHAREHOLDERS (>5%)**

Name	%
MOTOR OIL HOLDINGS S.A.	40,78%
DOSON INVESTMENTS COMPANY	8,78%
Total	49,56%

#### **BOARD OF DIRECTORS**

Name	Qualification
VARDINOYANNIS J. VARDIS	PRESIDENT/CEO/EXECUTIVE MEMBER
VARDINOYANNIS V. JOHN	VICE PRESIDENT/EXECUTIVE MEMBER
KOSMADAKIS N. JOHN	DEPUTY CEO/EXECUTIVE MEMBER
TZANNETAKIS T. PETROS	DEPUTY CEO/EXECUTIVE MEMBER
STIAKAKIS J. MICHAEL	EXECUTIVE MEMBER
VOUTSARAS CHR. THEOFANIS	EXECUTIVE MEMBER
ALEXANDRIDIS P. GEORGE	NON EXECUTIVE MEMBER
STOUFI D. NIKI	NON EXECUTIVE MEMBER
VARDINOYANNIS TH. NIKOS	NON EXECUTIVE MEMBER
THEOHARIS TH. ANTONIOS	INDEPENDENT NON EXECUTIVE MEMBER
TRIANTAFYLLIDIS CHR. ANASTASIOS-ILIAS	INDEPENDENT NON EXECUTIVE MEMBER

### **MANAGEMENT TEAM PROFILE**

**Mr. Vardis J. Vardinoyannis** following his graduation from the Greek Naval Academy, he served for a number of years in the Greek Naval Forces and was discharged with the grade of Vice-Admiral. He is one of the founders of MOTOR OIL and a member of the top management team since 1972.

**Mr. John V. Vardinoyannis** was born in 1962. He studied Economics in VASSAR COLLEGE. In 2005 he was appointed Non-Executive Vice Chairman of the Board and has assumed executive duties since July 2009.

**Mr. John Kosmadakis** has a degree in Chemical Engineering from the National Technical University of Athens. He's been working with the Company since 1978.

**Mr. Petros Tzannetakis** holds a Bachelor's degree in Economics from the University of Surrey (U.K) and a Master's Degree in European Union Economics from the University of Sussex (U.K). He has been working with the Company since 1986 and he also acts as Financial Advisor for the Vardinoyannis Group of Companies.

**Mr. Theofanis Voutsaras** is a Boston College (USA) graduate and holder of a MSc in Industrial Relations & Personnel Management from London School of Economics (UK). He has a 20year experience at managerial posts of several companies of the Vardinoyannis Group in various sectors (banking, constructions, Professional Football). He has been working with the Company since 2010 and was appointed executive BoD member in January 2011. In addition, he is a substitute member of the Remuneration Committee of MOTOR OIL.

**Mr. Michael Stiakakis** holds a Master's Degree in Mechanical-Electrical Engineering from the Polytechnic School of the Aristotle University of Thessaloniki. He has been working with the Company since 1982.

**Ms. Niki D. Stoufi** has served as Non-Executive Director at Motor Oil Hellas Corinth Refineries SA since June 29, 2012. She graduated in Mechanical Engineer from Northeastern University, Boston and the Eidgenossische Technische Hochschule Zurich (ETH) with specialization in Industrial Management. She is a Member of the Board of several companies of the Vardinogiannis Group (MOTOR OIL) she has been working with since 1990 holding various posts assuming duties relating to organization and business development issues. In addition, she is a substitute member of the Audit Committee of MOTOR OIL.

**Mr. Georgios Paraschos Alexandridis** serves as Non Executive Director of Motor Oil Hellas Corinth Refineries SA. He holds a Bachelor of Science in Economics from the Athens University of Economics and Business. He is one of the founding executives of MOTOR OIL, a member of the Board of Directors since the foundation of the Company, and the Chairman of the Audit Committee. Apart from MOTOR OIL he acted as General Manager for various Vardinogiannis Group companies for many years. He is also a member of the Board of Directors and of the Audit Committee of Piraeus Bank.

**Mr. Nikolaos Th. Vardinogiannis** is Non-Executive Director of Motor Oil Hellas Corinth Refineries SA. He studied Economics in England. He is one of the shareholders of a company active in the entertainment and television sector.

**Mr. Antonios Th. Theocharis** has been Non-Executive Independent Director of Motor Oil Hellas Corinth Refineries SA since May 30, 2006. He obtained a Masters degree in Management from NWC (Naval War College), United States. He has held managerial posts in companies active in shipping and the mass media.

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