

Website: <a href="http://www.titan-cement.com">http://www.titan-cement.com</a>

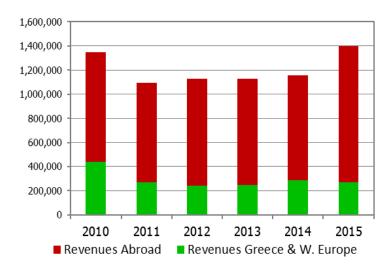
Bloomberg code: TITK:GA
Reuters code: TTNr.AT
ISIN code: GRS074083007

# **COMPANY PROFILE**

Titan was founded in Greece in 1902. With its headquarters in Greece - where the parent company has been listed on the Athens Stock Exchange since 1912 the Group owns cement plants in nine countries and is organized in four geographic regions Greece & Western Europe, the USA, Southeastern Europe and the Eastern Mediterranean. Throughout its history TITAN has aimed to combine operational excellence with respect for people, society and the environment.

The Group's business activities are carried out by both wholly owned companies and by joint ventures with established partners. These activities cover the production, transportation and distribution of cement, concrete, aggregates, fly ash, mortars and other building materials.

# **REVENUES ANALYSIS (in € 000)**



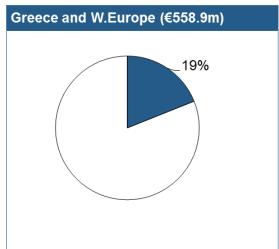
# **KEY INVESTMENT HIGHLIGHTS**

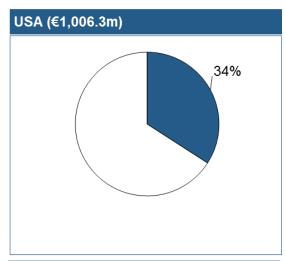
TITAN Group is an independent multi-regional producer of cement and other related building materials. Headquartered in Greece, with a track record of continuous growth since its establishment in Greece, 114 years ago, it has expanded its production and distribution operations into 9 countries and employs more than 5.600 people, with a consolidated turnover of 1,398 million in 2015.

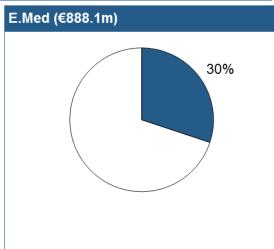
In 2015 the group sold 16.5 m tons of cement and cementitious materials, 4.3m m3 of ready mixed concrete, 14 m tones of aggregates and various other building materials like concrete blocks, dry mortars etc.

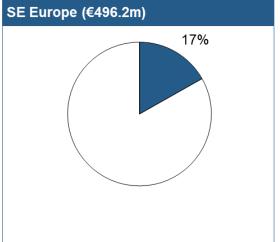
In 2015 Group's total assets amounted to €2,949.5million.

The total assets broken down by the geographical regions, in which the Group operates:









# **OVERVIEW - TRADING DATA**

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)			
Symbol:			TITK
Athex Market:			MAIN MARKET
Market Cap (Mil. €): (31 March 2016)			1,455.7
Shares Outstanding (number): (31 March 2016)			77,063,568
Average Spread (%):			0.51%
Market Liquidity (%):			8.825%
Average Trading volume (no of shares):			57,597.4
Total Value of transactions (€):			247,388,327
Days to trade (1% of outstanding amount):			13.5
Free Float (31 March 2016):			60.59%
Turnover Velocity (F.F. Weighted):			24.8%
Historic Volatility	30 days	60 days	90 days
(annualised %)	47.99%	48.64%	48.20%

# **GROUP STRUCTURE**

	2015		2014	
	% of investment (*)		% of investment (*)	
Subsidiary, associate and joint venture name	Direct	Indirect	Direct	Indirect
Full consolidation method				
Titan Cement Company S.A	Parent c	ompany	Parent company	
Aeolian Maritime Company	100.000	-	100.000	-
Aitolika Quarries S.A.	-	63.723	-	63.723
Albacem S.A.	99.996	0.004	99.996	0.004
Arktias S.A.	-	100.000	_	100.000
Interbeton Construction Materials S.A.	99.892	0.108	99.892	0.108
Intertitan Trading International S.A.	99.995	0.005	99.995	0.005
KTIMET Quarries S.A.	-	100.000	-	100.000
Porfirion S.A.	-	100.000	-	100.000
Gournon Quarries S.A.	54.930	45.070	54.930	45.070
Quarries of Tagaradon Community S.A.	-	79.928	-	79.928
Vahou Quarries S.A.	-	100.000	-	100.000
Sigma Beton S.A.	-	100.000	-	100.000
Titan Atlantic Cement Industrial and Commercial S.A.	43.947	56.053	43.947	56.053
Titan Cement International Trading S.A.	99.960	0.040	99.933	0.067
Transbeton - Domiki S.A. (1)	-	-	-	100.000
Double W & Co OOD	-	99.989	-	99.989
ECO Conception EOOD (2)	-	-	-	99.989
Granitoid AD	-	99.760	-	99.760
Gravel & Sand PIT AD	-	99.989	_	99.989
Trojan Cem EOOD (8)	-	83.599	-	83.599
Zlatna Panega Beton EOOD	-	99.989	_	99.989
Zlatna Panega Cement AD	-	99.989	-	99.989
Green Alternative Energy Assets EAD	-	100.000	-	100.000
Cementi ANTEA SRL (3)	-	80.000	-	60.000
Cementi Crotone S.R.L.	-	100.000	-	100.000

Fintitan SRL	100.000	-	100.000	
Separation Technologies Canada Ltd	-	100.000	_	100.000
Aemos Cement Ltd	100.000	-	100.000	-
Alvacim Ltd	-	100.000	-	100.000
Gaea Green Alternative Energy Assets Limited	-	100.000	-	100.000
Balkcem Ltd (8)	-	88.151		88.151
East Cement Trade Ltd	-	100.000		100.000
Feronia Holding Ltd	-	100.000	_	100.000
lapetos Ltd	100.000	-	100.000	-
KOCEM Limited	-	100.000	_	100.000
Rea Cement Ltd	-	100.000	-	100.000
Terret Enterprises Ltd (8)	-	88.151	-	88.151
Themis Holdings Ltd	-	100.000	-	100.000
Titan Cement Cyprus Limited (8)	-	88.151	-	88.151
Tithys Ltd (8)	-	88.151	-	88.151
Alexandria Portland Cement Co. S.A.E (7)	-	82.513	-	82.513
Beni Suef Cement Co.S.A.E. (7)	-	82.513	-	82.513
GAEA -Green Alternative Energy Assets (4, 7)	-	64.825	-	_
Titan Beton & Aggregate Egypt LLC (7)	-	83.118	-	83.118
Sharr Beteiligungs GmbH (8)	-	88.151	-	88.151

Subsidiary, associate and joint venture name         Direct         Indirect         Indirect           Full consolidation method         100.000         -         100.000         -           Titan Cement U.K. Ltd         100.000         -         100.000         -           Alexandria Development Co.Ltd (7)         82.717         82.717         82.717           Titan Egyptian Inv. Ltd         100.000         -         100.000           Carolinas Cement Company LLC         100.000         -         100.000           Essex Cement Co. LLC         100.000         -         100.000           Markfield America LLC         100.000         -         100.000           Markfield America LLC         100.000         -         100.000           Metro Redi-Mix LLC         100.000         -         100.000           Metro Redi-Mix LLC         100.000         -         100.000           Pennsuco Cement Co. LLC         100.000         -         100.000           S&W Ready Mix Concrete Co. Inc.         100.000         -         100.000           S&W Ready Mix LLC         100.000         -         100.000           Standard Concrete LLC         100.000         -         100.000           ST Equipment & Techno		% of investment (*)		% of investment (*)	
Titan Cement U.K. Ltd         100.000         -         100.000         -           Titan Global Finance PLC         100.000         -         100.000         -           Alexandria Development Co.Ltd (7)         -         82.717         -         82.717           Titan Egyptian Inv. Ltd         -         100.000         -         100.000           Carolinas Cement Company LLC         -         100.000         -         100.000           Essex Cement Co. LLC         -         100.000         -         100.000           Markfield America LLC         -         100.000         -         100.000           Massey Sand and Rock Co         -         100.000         -         100.000           Metro Redi-Mix LLC         -         100.000         -         100.000           Metro Redi-Mix LLC         -         100.000         -         100.000           Pennsuco Cement Co. LLC         -         100.000         -         100.000           Roanoke Cement Co. LLC         -         100.000         -         100.000           S&W Ready Mix LC         -         100.000         -         100.000           Separation Technologies LLC         -         100.000         -         10	Subsidiary, associate and joint venture name	Direct	Indirect	Direct	Indirect
Titan Global Finance PLC  Alexandria Development Co.Ltd (7)  Titan Egyptian Inv. Ltd  Carolinas Cement Company LLC Essex Cement Co. LLC  Markfield America LLC  Massey Sand and Rock Co  Mechanicsville Concrete LLC  Metro Redi-Mix LLC  Pennsuco Cement Co. LLC  Roanoke Cement Co. LLC  S&W Ready Mix Of Florida LLC  Saw Ready Mix Concrete Co. Inc.  S&W Ready Mix Concrete Co. Inc.  Saw Ready Mix Concrete LLC  To 100,000  Say Ready Mix Concrete LLC  To 100,000  Say Ready Mix Concrete Co. Inc.  Say Ready Mix Concrete LLC  To 100,000  Say Ready Mix LLC  To 100,000  Say Ready Mix LLC  To 100,000  Say Ready Mix LLC  To 100,000  To 100,000  Say Ready Mix LLC  To 100,000  To 100,000	Full consolidation method				
Alexandria Development Co.Ltd (7)  Titan Egyptian Inv. Ltd  - 100.000  Carolinas Cement Company LLC  Essex Cement Co. LLC  - 100.000  Markfield America LLC  - 100.000  Massey Sand and Rock Co  Mechanicsville Concrete LLC  - 100.000  Metro Redi-Mix LLC  - 100.000  - 100.000  Metro Redi-Mix LLC  - 100.000  - 100.000  Pennsuco Cement Co. LLC  - 100.000  - 100.000  S&W Ready Mix Concrete Co. Inc.  - 100.000  S&W Ready Mix LLC  - 100.000  - 100.000  S&W Ready Mix LLC  - 100.000  - 100.000  ST Mid-Atlantic LLC  - 100.000  - 100.000  ST Equipment & Technology LLC  ST Equipment & Technology LLC  ST Equipment & Technology Trading Company LLC  (4)  - 100.000  - 100.000  Titan Florida LLC  - 100.000  - 100.000  Titan Mid-Atlantic Aggregates LLC  - 100.000  - 100.000  Titan Mid-Atlantic Aggregates LLC  - 100.000  - 100.000  Titan America LLC  - 100.000  - 100.000  - 100.000  Titan America LLC  - 100.000  - 100.000  - 100.000  Titan America LLC  - 100.000  - 100.000  - 100.000  Titan America LLC  - 100.000  - 100.000  - 100.000  Titan America LLC  - 100.000  - 100.000  - 100.000  Titan America LLC  - 100.000  - 100.000  - 100.000  Titan America LLC  - 100.000  - 100.000  - 100.000  - 100.000  - 10	Titan Cement U.K. Ltd	100.000	-	100.000	
Titan Egyptian Inv. Ltd  Carolinas Cement Company LLC  Essex Cement Co. LLC  100.000  Markfield America LLC  100.000  Massey Sand and Rock Co  Mechanicsville Concrete LLC  100.000  Metro Redi-Mix LLC  100.000  Metro Redi-Mix LLC  100.000  Mami Valley Ready Mix of Florida LLC  100.000  Pennsuco Cement Co. LLC  100.000  Roanoke Cement Co. LLC  100.000  S&W Ready Mix Concrete Co. Inc.  S&W Ready Mix Concrete Co. Inc.  100.000  S&W Ready Mix LLC  100.000  S&W Ready Mix LLC  100.000  ST Equipment & Technologies LLC  100.000  Titan Florida LLC  100.000  Titan Florida LLC  100.000  Titan Mid-Atlantic Aggregates LLC  Titan America LLC  Trusa Realty LLC  Trusa	Titan Global Finance PLC	100.000	-	100.000	-
Carolinas Cement Company LLC  Essex Cement Co. LLC  Markfield America LLC  Massey Sand and Rock Co  Mechanicsville Concrete LLC  Metro Redi-Mix LLC  Miami Valley Ready Mix of Florida LLC  Pennsuco Cement Co. LLC  Roanoke Cement Co. LLC  S&W Ready Mix Concrete Co. Inc.  S&W Ready Mix LLC  Saw Ready Mix LLC  Separation Technologies LLC  Tono.000	Alexandria Development Co.Ltd (7)	-	82.717		82.717
Essex Cement Co. LLC	Titan Egyptian Inv. Ltd	-	100.000		100.000
Markfield America LLC - 100.000 - 10	Carolinas Cement Company LLC	-	100.000		100.000
Massey Sand and Rock Co	Essex Cement Co. LLC	-	100.000		100.000
Mechanicsville Concrete LLC         - 100.000         - 100.000           Metro Redi-Mix LLC         - 100.000         - 100.000           Miami Valley Ready Mix of Florida LLC         - 100.000         - 100.000           Pennsuco Cement Co. LLC         - 100.000         - 100.000           Roanoke Cement Co. LLC         - 100.000         - 100.000           S&W Ready Mix Concrete Co. Inc.         - 100.000         - 100.000           S&W Ready Mix LLC         - 100.000         - 100.000           Separation Technologies LLC         - 100.000         - 100.000           Standard Concrete LLC         - 100.000         - 100.000           ST Mid-Atlantic LLC         - 100.000         - 100.000           ST Equipment & Technology LLC         - 100.000         - 100.000           ST Equipment & Technology Trading Company LLC         - 100.000         - 100.000           ST Equipment & Technology Trading Company LLC         - 100.000         - 100.000           Titan Florida LLC         - 100.000         - 100.000           Titan Mid-Atlantic Aggregates LLC         - 100.000         - 100.000           Titan Virginia Ready Mix LLC         - 100.000         - 100.000           Titan America LLC         - 100.000         - 100.000           Tyson Material Trans	Markfield America LLC	-	100.000		100.000
Metro Redi-Mix LLC - 100.000 - 100.000 Miami Valley Ready Mix of Florida LLC - 100.000 - 100.000 Pennsuco Cement Co. LLC - 100.000 - 100.000 Roanoke Cement Co. LLC - 100.000 - 100.000 S&W Ready Mix Concrete Co. Inc 100.000 - 100.000 S&W Ready Mix LLC - 100.000 - 100.000 Separation Technologies LLC - 100.000 - 100.000 Standard Concrete LLC - 100.000 - 100.000 ST Mid-Atlantic LLC - 100.000 - 100.000 ST Equipment & Technology LLC - 100.000 - 100.000 ST Equipment & Technology Trading Company LLC (4) - 100.000 - 100.000 Titan Florida LLC - 100.000 - 100.000 Titan Florida LLC - 100.000 - 100.000 Titan Mid-Atlantic Aggregates LLC - 100.000 - 100.000 Titan Virginia Ready Mix LLC - 100.000 - 100.000 Titan America LLC - 100.000 - 100.000 Trusa Realty LLC - 100.000 - 100.000 Trusa Realty LLC - 100.000 - 100.000 Tyson Material Transport LLC - 100.000 - 100.000 Tementara Kosjeric AD (8) - 88.151 - 88.151	Massey Sand and Rock Co	-	100.000		100.000
Miami Valley Ready Mix of Florida LLC Pennsuco Cement Co. LLC Pennsuco Cement	Mechanicsville Concrete LLC	-	100.000	_	100.000
Pennsuco Cement Co. LLC - 100.000 - 100.000 Roanoke Cement Co. LLC - 100.000	Metro Redi-Mix LLC	-	100.000	_	100.000
Roanoke Cement Co. LLC - 100.000	Miami Valley Ready Mix of Florida LLC	-	100.000	-	100.000
S&W Ready Mix Concrete Co. Inc.       - 100.000       - 100.000         S&W Ready Mix LLC       - 100.000       - 100.000         Separation Technologies LLC       - 100.000       - 100.000         Standard Concrete LLC       - 100.000       - 100.000         ST Mid-Atlantic LLC       - 100.000       - 100.000         ST Equipment & Technology LLC       - 100.000       - 100.000         ST Equipment & Technology Trading Company LLC       - 100.000       - 100.000         (4)       - 100.000       - 100.000         Titan Florida LLC       - 100.000       - 100.000         Titan Mid-Atlantic Aggregates LLC       - 100.000       - 100.000         Titan Virginia Ready Mix LLC       - 100.000       - 100.000         Titan America LLC       - 100.000       - 100.000         Trusa Realty LLC       - 100.000       - 100.000         Tyson Material Transport LLC       - 100.000       - 100.000         Cementara Kosjeric AD (8)       - 88.151       - 88.151	Pennsuco Cement Co. LLC	-	100.000	_	100.000
S&W Ready Mix LLC       - 100.000       - 100.000         Separation Technologies LLC       - 100.000       - 100.000         Standard Concrete LLC       - 100.000       - 100.000         ST Mid-Atlantic LLC       - 100.000       - 100.000         ST Equipment & Technology LLC       - 100.000       - 100.000         ST Equipment & Technology Trading Company LLC       - 100.000       - 100.000         (4)       - 100.000       - 100.000         Titan Florida LLC       - 100.000       - 100.000         Titan Florida LLC       - 100.000       - 100.000         Titan Virginia Ready Mix LLC       - 100.000       - 100.000         Titan America LLC       - 100.000       - 100.000         Trusa Realty LLC       - 100.000       - 100.000         Tyson Material Transport LLC       - 100.000       - 100.000         Cementara Kosjeric AD (8)       - 88.151       - 88.151	Roanoke Cement Co. LLC	-	100.000	-	100.000
Separation Technologies LLC	S&W Ready Mix Concrete Co. Inc.	-	100.000	_	100.000
Standard Concrete LLC       - 100.000       - 100.000         ST Mid-Atlantic LLC       - 100.000       - 100.000         ST Equipment & Technology LLC       - 100.000       - 100.000         ST Equipment & Technology Trading Company LLC (4)       - 100.000       - 100.000         Summit Ready-Mix LLC       - 100.000       - 100.000         Titan Florida LLC       - 100.000       - 100.000         Titan Mid-Atlantic Aggregates LLC       - 100.000       - 100.000         Titan Virginia Ready Mix LLC       - 100.000       - 100.000         Titan America LLC       - 100.000       - 100.000         Trusa Realty LLC       - 100.000       - 100.000         Tyson Material Transport LLC       - 100.000       - 100.000         Cementara Kosjeric AD (8)       - 88.151       - 88.151	S&W Ready Mix LLC	-	100.000	-	100.000
ST Mid-Atlantic LLC - 100.000 - 100.000  ST Equipment & Technology LLC ST Equipment & Technology Trading Company LLC (4) - 100.000	Separation Technologies LLC	-	100.000	-	100.000
ST Equipment & Technology LLC  ST Equipment & Technology Trading Company LLC (4)  - 100.000  - 100.000  - 100.000  - 100.000  - 100.000  Titan Florida LLC  - 100.000  Titan Mid-Atlantic Aggregates LLC  - 100.000  Titan Virginia Ready Mix LLC  - 100.000  Titan America LLC  - 100.000  Trusa Realty LLC  - 100.000  Trusa Realty LLC  - 100.000  Tyson Material Transport LLC  - 100.000  Cementara Kosjeric AD (8)  - 88.151  Stari Silo Company DOO (9)	Standard Concrete LLC	-	100.000	-	100.000
ST Equipment & Technology Trading Company LLC       - 100.000	ST Mid-Atlantic LLC	-	100.000	-	100.000
(4)       - 100.000	ST Equipment & Technology LLC	-	100.000	-	100.000
Titan Florida LLC       - 100.000       - 100.000         Titan Mid-Atlantic Aggregates LLC       - 100.000       - 100.000         Titan Virginia Ready Mix LLC       - 100.000       - 100.000         Titan America LLC       - 100.000       - 100.000         Trusa Realty LLC       - 100.000       - 100.000         Tyson Material Transport LLC       - 100.000       - 100.000         Cementara Kosjeric AD (8)       - 88.151       - 88.151		-	100.000	-	-
Titan Mid-Atlantic Aggregates LLC  - 100.000  Titan Virginia Ready Mix LLC  - 100.000  Titan America LLC  - 100.000  Trusa Realty LLC  - 100.000  Tyson Material Transport LLC  - 100.000  Cementara Kosjeric AD (8)  Stari Silo Company DOO (9)	Summit Ready-Mix LLC	-	100.000	-	100.000
Titan Virginia Ready Mix LLC  - 100.000  Titan America LLC  - 100.000  Trusa Realty LLC  - 100.000  Tyson Material Transport LLC  - 100.000  Cementara Kosjeric AD (8)  Stari Silo Company DOC (8)	Titan Florida LLC	-	100.000	-	100.000
Titan America LLC - 100.000 - 100.000  Trusa Realty LLC - 100.000 - 100.000  Tyson Material Transport LLC - 100.000 - 100.000  Cementara Kosjeric AD (8) - 88.151  Stari Silo Company DOC (8)	Titan Mid-Atlantic Aggregates LLC	-	100.000	-	100.000
Trusa Realty LLC - 100.000 - 100.000  Tyson Material Transport LLC - 100.000 - 100.000  Cementara Kosjeric AD (8) - 88.151  Stari Silo Company DOC (8)	Titan Virginia Ready Mix LLC	-	100.000	-	100.000
Tyson Material Transport LLC - 100.000 - 100.000  Cementara Kosjeric AD (8) - 88.151 - 88.151	Titan America LLC	-	100.000	-	100.000
Tyson Material Transport LLC         - 100.000         - 100.000           Cementara Kosjeric AD (8)         - 88.151         - 88.151	Trusa Realty LLC	-		-	100.000
Cementara Kosjeric AD (8) - 88.151 - 88.151	Tyson Material Transport LLC	-		-	
Stari Sila Company DOO (9)	Cementara Kosjeric AD (8)	-	88.151	-	88.151
	Stari Silo Company DOO (8)	-	88.151	-	88.151

2014

TCK Montenegro DOO (8)				
	-	88.151		88.151
GAEA Zelena Alternative Enerjia DOOEL	-	100.000		100.000
MILLCO-PCM DOOEL (4, 8)	-	88.151		
Rudmak DOOEL (5, 8)	-	88.151	-	83.599
Usje Cementarnica AD (8)	-	83.599	-	83.599
Vesa DOOL	-	100.000	-	100.000
Cement Plus LTD (6, 8)	-	57.297	-	54.339
Kosovo Construction Materials L.L.C. (8)	-	88.151	-	88.151
Sharrcem SH.P.K. (8)	-	88.151	-	88.151
Alba Cemento Italia, SHPK (3)	-	80.000	-	60.000
Antea Cement SHA (3)	-	80.000		60.000
GAEA Enerjia Alternative e Gjelber Sh.p.k.	-	100.000	_	100.000
Dancem APS	-	100.000		100.000
Aeas Netherlands B.V. (8)	-	88.151		88.151
Colombus Properties B.V.	100.000	-	100.000	
Holtitan B.V. (8)	_	88.151	<u>-</u>	88.151
Salentijn Properties1 B.V.	100.000	_	100.000	-
Titan Cement Netherlands BV (8)	_	88.151	-	88.151

	2	2015		014	
	% of inve	% of investment (*)		% of investment (*)	
Subsidiary, associate and joint venture name	Direct	Indirect	Direct	Indirect	

# **Equity consolidation method**

Ecorecovery SA (4)	- 40.000	
Adocim Cimento Beton Sanayi ve Ticaret A.S.	- 50.000	- 50.000
ASH Venture LLC	- 33.000	- 33.000
Karieri AD	- 48.711	- 48.711
Karierni Materiali AD	- 48.764	- 48.764
Vris OOD	- 48.764	- 48.764

<sup>(\*)</sup> Percentage of investment represents both percentage of shareholding and percentage of control

# Significant Group structure changes

# Fiscal year 2015

- (1) Absorbed subsidiary by Interbeton Construction Materials S.A.
- (2) Liquidated subsidiary during the fiscal year 2015
- 3) Alvacim Ltd, a Group subsidiary, purchased the 20% stake held by the European Bank for Reconstruction and Development (EBRD) in ANTEA CEMENT SHA (ANTEA), a Titan Group subsidiary in Albania. As a result of this purchase, Titan Group holds 80% of ANTEA's share capital, whereas the remaining 20% is held by the International Finance Corporation (IFC) (note 27)
- (4) Formed subsidiaries during the fiscal year 2015
- (5) Increase by 4.553 percentage points of the Group share at the subsidiary Rudmak DOOEL due to Group restrusturing
- (6) Increase by 2.958 percentage points of the Group share at the subsidiary Cement Plus Ltd due to Group restrusturing
- (7) Subsidiaries participating in the consolidated financial statements of the Alexandria Development Co.Ltd (note 15.3)
- (8) Subsidiaries participating in the consolidated financial statements of the Titan Cement Cyprus Limited (note 15.3)

# 0.8 0.7 0.6 0.5 0.4 0.3 0.2 0.1

2005 2006 2007 2008 2009 2010 2012 2012 2013 2014 2015

In 2010 in addition to the dividend the Company distributed €8.7m (€0.10/share) from special reserves which had already been taxed.

In 2013 the Company distributed €8.5m (€0.10/share) from contingency reserves.

In 2014 in addition to the dividend the Company will distribute €12.7m (€0.15/share) from prior years special reserves.

# FORTHCOMING PROJECTS / INVESTMENTS - BUSINESS PLAN HIGHLIGHTS

Group capital expenditure in 2015, excluding acquisitions and intangible assets, reached €173m, considerably higher than in recent years and €91m higher than the previous year. The increase is mainly due to the investments undertaken to expand and further develop Group activities in the US and the securing of energy self-sufficiency in Egypt.

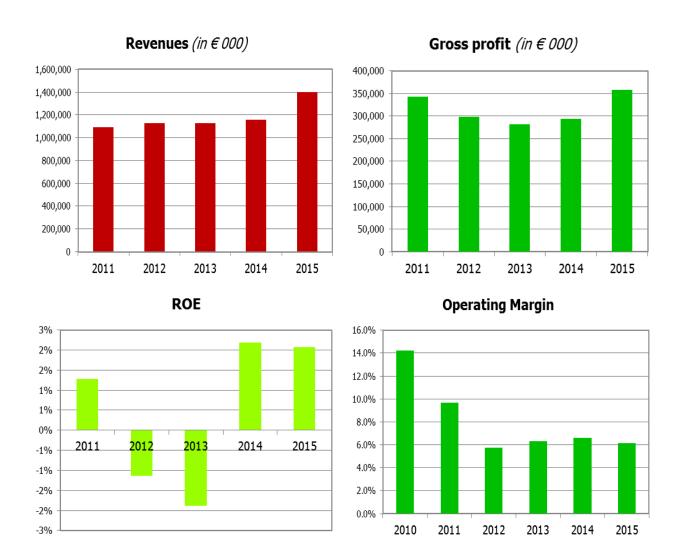
# **RECENT DEALS**

In February 2015, Alvacim Ltd, a Titan Group subsidiary, purchased the 20% stake held by the European Bank for Reconstruction and Development (EBRD) in ANTEA CEMENT SHA (ANTEA), a Titan Group subsidiary in Albania. As a result of this purchase, Titan Group holds 80% of ANTEA's share capital, whereas the remaining 20% is held by the International Finance Corporation (IFC).

# **COMPANY'S PERFORMANCE**

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2011	2012	2013	2014	2015
Sales	1,091,404	1,130,660	1,127,936	1,158,414	1,397,818
Gross profit	342,750	298,964	281,607	294,508	358,393
EBIT	105,418	65,108	71,533	76,556	85,727
EBITDA	244,058	195,838	186,359	181,591	216,422
Earnings before tax	37,739	-1,302	-9,360	46,821	42,144
Earnings after tax	21,680	-18,828	-28,996	35,717	35,296
E.P.S.	0.135	-0.301	-0.44	0.38	0.41
Total Equity	1,700,448	1,659,941	1,538,810	1,627,595	1,705,285
ROE	1.27%	-1.13%	-1.88%	2.19%	2.07%

<sup>\*</sup> The Board of Directors will propose to the Annual General Assembly of Shareholders, scheduled to take place on 17.6.2016, the distribution of dividend of a total amount of €25,390 thousand, i.e. €0.30 per share.



MAJOR SHAREHOLDERS (>5%)	
Name	%
CANELLOPOULOS ANDREAS	10.72%
PAUL AND ALEXANDRA CANELLOPOULOS	9.95%
FOUNDATION	
CANELLOPOULOS LEONIDAS	6.10%
EDYVEM GREEK CONSTRUCTION MATERIALS	11.16%
B.E.M.D.E LTD	
Total	37.93%
BOARD OF DIRECTORS	
Name	Qualification
CANELLOPOULOS ANDREAS	CHAIRMAN/NON EXECUTIVE MEMBER
ARAPOGLOU EFSTRATIOS - GEORGIOS (TAKIS)	VICE CHAIRMAN/INDEPENDENT NON EXECUTIVE
<u> </u>	MEMBER
PAPALEXOPOULOS DIMITRIOS	MANAGIND DIRECTOR/EXECUTIVE MEMBER
CANELLOPOULOS NELLOS	EXECUTIVE MEMBER
KANELOPOULOS TAKIS-PANAGIOTIS	EXECUTIVE MEMBER
COLAKIDES MICHAEL	EXECUTIVE MEMBER
KONSTANTINOY DOROS	INDEPENDENT NON EXECUTIVE MEMBER
FOURLIS VASSILIOS	INDEPENDENT NON EXECUTIVE MEMBER
MIRASYEZI - BERNITSA DOMNA	INDEPENDENT NON EXECUTIVE MEMBER
PAPALEXOPOULOU - BENOPOULOU ALEXANDRA	EXECUTIVE MEMBER
SABATACAKIS PETROS	INDEPENDENT NON EXECUTIVE MEMBER
SAKELLARIS PLOYTARCHOS	INDEPENDENT NON EXECUTIVE MEMBER
VASSILAKIS EFTICHIOS	INDEPENDENT NON EXECUTIVE MEMBER
VIDALIS EFTHIMIOS	EXECUTIVE MEMBER
ZARKALIS VASSILIOS	EXECUTIVE MEMBER
PAPAPANOU ELENI	LAWYER HEAD COUNSEL - COMPANY SECRETARY

# MANAGEMENT TEAM PROFILE

# Mr. ANDREAS CANELLOPOULOS - CHAIRMAN

Born in 1940.

Non-executive Director since 01.03.2006.

Member of the Nomination and Corporate Governance Committee.

Chairman of the Company's Board of Directors since 1996. From 1983 until 1996, he served as Managing Director of the Company. He is a member of the Board of Directors since 1971.

He is a member of the Board of Directors of the PAUL AND ALEXANDRA CANELLOPOULOS FOUNDATION and has served as Vice Chairman of the Board of ALPHA BANK (1995 - 2006) and Chairman of the Board of HELLENIC FEDERATION OF ENTERPRISES (SEV) (1994 to 2000).

# Mr. EFSTRATIOS - GEORGIOS (TAKIS) ARAPOGLOU - VICE CHAIRMAN

Born in 1951.

Independent, non-executive Director since 18.5.2010 (2nd term).

Senior Independent Director.

Member of the Remuneration Committee.

He has held a number of senior positions in international investment banks in London (1977-1991) and has held management positions in Greek banks and subsidiaries of international banks in Greece (1991-2000). He has served as Managing Director and Global Head and Securities Industry of CITIGROUP in London (1999-2004) and Chairman and Managing Director of the National Bank of Greece (2004-2009). He has also been elected to the position of Chairman of the Hellenic Bank Association (2005-2009). He has served as

Managing Director of commercial banking and executive member of the Board of Directors of the investment group EFG – HERMES HOLDING (2010-2013).

He is Chairman and a non-executive member of the Board of Directors of TSAKOS ENERGY NAVIGATION (TEN) LIMITED, a company listed on the New York Stock Exchange, a non-executive director of EFG Hermes Holding SAE, listed on the stock exchanges of Cairo and London, a non-executive director of Credit Libanais SAL and of Bank Alfalah, representing the International Finance Corporation (IFC) on the Bank's Board. Bank Alfalah is listed on the Stock Exchange of Karachi.

He holds degrees in Mathematics, Naval Architecture and Business Administration from Greek and British universities.

### Mr. DIMITRIOS PAPALEXOPOULOS - MANAGING DIRECTOR

Born in 1962.

Executive Director since 24.6.1992.

Managing Director since 1996 and an executive officer of the Company since 1989.

He spent his early career as a business consultant of McKinsey & Company Inc. in USA and Germany.

He is Vice-Chairman of the Board of Directors of the HELLENIC FEDERATION OF ENTERPRISES (SEV) and of the SEV Committee for Sustainable Development (SEV VIAN) and a member of the Board of Directors of the FOUNDATION FOR ECONOMIC & INDUSTRIAL RESEARCH (IOBE), the Hellenic Foundation for European and Foreign Policy (ELIAMEP) and of the European Round Table for Industrialists (ERT).

He studied Electrical Engineering (Dip. EL-Ing. ETH, 1985) at the Swiss Federal Institute of Technology Zurich (FTH) and Business Administration (MBA 1987) at HARVARD UNIVERSITY.

### Mr. EFTICHIOS VASSILAKIS

Born in 1967.

Independent, Non-Executive Director since 10.5.2007 (3rd term).

Member of the Nomination and Corporate Governance Committee and of the Remuneration Committee.

He is Managing Director of AUTOHELLAS S.A. (HERTZ), Vice Chairman of AEGEAN AIRLINES S.A. and OLYMPIC Air and a member of the Board of Directors of FOURLIS HOLDINGS S.A. and of PIRAEUS BANK.

He is also Vice-Chairman of the Greek Tourism Confederation (SETE) and a member of the Board of Directors of HELLENIC FEDERATION OF ENTERPRISES (SEV).

He studied at YALE UNIVERSITY and at COLUMBIA BUSINESS SCHOOL of New York (MBA).

# **Mr. EFTHYMIOS VIDALIS**

Born in 1954.

Executive Director since 15.06.2011.

Group's consultant on matters of Strategy and Sustainable Development.

From 2004 until 15.06.2011 he served as an Independent Non-Executive director.

He was appointed by the Hellenic Republic as Negotiator to the negotiations in relation to the reset of the Motorway Concessions (2012-2013), which have been successfully completed.

He served as Managing Director (2001-2011) and Chief Operating Officer (COO) (1998-2001) of S&B INDUSTRIAL MINERALS S.A and was a member of the company's Board of Directors for 15 years. He worked for Owens Corning in U.S.A. from 1981 until 1998 and from 1994 to 1998 he served as Chairman of the global activities of Synthetic Materials (Composites) and Insulation Materials consecutively.

He is serving as General Secretary of the Hellenic Federation of Enterprises (SEV) and Chairman of the Hellenic Federation of Enterprises Committee for Sustainable Development. From 2005 to 2009, he served as Chairman of the Greek Mining Enterprises Association (S.M.E.). He is also a member of the Board of Directors of Alpha Bank and of FUTURE PIPE INDUSTRIES in DUBAI.

He studied Political Sciences (BA) and Business Administration (MBA) at HARVARD UNIVERSITY.

### Mr. VASSILIOS ZARKALIS

Born in 1961.

Executive Director since 14.06.2013.

Head of the Group's U.S. Region.

He was the Chief Financial Officer (CFO) of the Group from 2010 until May 2014 and an Executive Director for Business Development and Strategic Planning from 2008 until 2010.

For 18 years, he held a number of global business leadership positions in USA and Switzerland with the Dow Chemical Co. Among others, he served as Vice President of Dow Automotive, Business Director for Specialty Plastics & Elastomers, Business Director for Synthetic Latex, etc.

He holds a bachelor's degree in Chemical Engineering from the NATIONAL TECHNICAL UNIVERSITY OF ATHENS (1985) and a master's degree (MSc) from the PENNSYLVANIA STATE UNIVERSITY in USA (1987).

### Mr. NELLOS CANELLOPOULOS

Born in 1964.

Executive Director since 24.6.1992.

He is the External Relations Director of TITAN GROUP since 1996.

He was previously a senior officer in the Sales Division of the Company (1990-1996) and a senior officer at IONIA S.A. (1989 and 1990).

He is Chairman of the Board of Directors of the PAUL AND ALEXANDRA CANELLOPOULOS FOUNDATION and a member of the Board of Directors of the HELLENIC CEMENT INDUSTRY ASSOCIATION.

### Mr. TAKIS-PANAGIOTIS CANELLOPOULOS

Born in 1968.

Executive Director since 10.5.2007.

Investor Relations Director of TITAN Group since 2001.

From 1995 to 2001, he was a senior officer in the Finance Department of TITAN Group. He had worked previously as a financial analyst in AIG and the Financing Division of EFG EUROBANK.

He is also a member of the Board of Directors of CANELLOPOULOS ADAMANTIADIS INSURANCE Co. (AIG Hellas) and GRIVALIA PROPERTIES REIC and as a member of the UNION OF LISTED COMPANIES (ENEISET).

He studied Economics (BA) at BROWN UNIVERSITY in U.S.A. and Business Administration (MBA) at the NEW YORK UNIVERSITY / STERN SCHOOL OF BUSINESS in U.S.A..

### Mr. MICHAEL COLAKIDES

Born in 1954.

Executive Director since 12.1.2016.

Titan Group CFO since 2014 and Senior Strategic Advisor.

He started his career at Citibank Greece as Head of Corporate Finance and Local Corporate Banking (1979 – 1993). In 1993 he was appointed executive Vice Chairman at the National Bank of Greece and Vice Chairman at ETEBA Bank S.A.

From 1994 to 2000, he served as CFO of TITAN Group and was also responsible for a number of acquisitions in S.E. Europe and the U.S.. He also served as an executive director of the Board of the Company (1998-2001).

From 2000 to 2007, he served as Vice Chairman and Managing Director of Piraeus Bank S.A. overseeing the domestic Wholesale and Retail Banking business as well as the group's International network and activities. From 2007 to 2013 he was Deputy Chief Executive Officer – Group Risk Executive (2007 – 2013) of EFG Eurobank Ergasias S.A.

He is also a member of the Board of Directors of EUROBANK CYPRUS Ltd.

He has a B.Sc. degree in Economics from the LONDON SCHOOL OF ECONOMICS and an MBA from the LONDON BUSINESS SCHOOL.

### Mr. DOROS CONSTANTINOU

Born in 1950.

Non-executive Director since 14.06.2013 (1st term).

Chairman of the Audit Committee.

He is a non-executive director and member of the Audit Committee of the Board of Directors of Frigoglass S.A.I.C.

He was appointed Managing Director of Coca-Cola Hellenic Group (2003-2011) and of Frigoglass S.A.I.C. (2001-2003).

He started his career in Price-Waterhouse (1975-1985) and he then joined the management team of Hellenic Bottling Company (3E), where he was appointed Finance Director of the Industrial Division of the Group (1992-1995) and he later became the Deputy Chief Financial Officer of the Group (1995-1996) and Chief Financial Officer (1996-2000).

He studied economics in the UNIVERSITY OF PIRAEUS, from which he graduated in 1974, specializing in Business Administration.

### Mrs. DOMNA MIRASYESI-BERNITSA

Born in 1960.

Independent, Non-Executive Director since 14.06.2013 (1st term).

Chairman of the Nomination and Corporate Governance Committee.

She is a qualified lawyer, member of the Athens Bar Association. She is also a Partner at M&P Bernitsas Law Offices.

She has worked as a legal advisor at the Special Legal Service of the Ministry for Foreign Affairs (1986-1987) and at the Department of Political Science and Public Administration of the University of Athens (1985-1990). She is also a member of the Board of Directors of St. Catherine's British School.

She holds a bachelor's degree from the Law School of the UNIVERSITY OF ATHENS and has obtained a master's degree (LL.M) in European Law from the LONDON SCHOOL OF ECONOMICS.

### Mrs. ALEXANDRA PAPALEXOPOULOU - BENOPOULOU

Born in 1966.

Executive Director since 23.05.1995.

Strategic Planning Director of TITAN Group since 1997.

From 1992 to 1997 she worked as a senior officer in the Group Exports Division. Previously, she had worked for the OECD and the consultancy firm BOOZ, ALLEN & HAMILTON in Paris.

She is a member of the Board of Directors and Treasurer of the PAUL and ALEXANDRA CANELLOPOULOS FOUNDATION, and a member of the Board of Directors of "ALBA College of Business Administration" Association. Since June 2015 she is also a member of the Board of Directors of Coca-Cola HSC AG.

She has served as a member of the Board of Directors of the National Bank of Greece (from 2010 until July 2015), of FRIGOGLASS (from 2003 until February 2015) EMPORIKI BANK (from 2007 until 2009).

She studied Economics at the SWARTHMORE COLLEGE, USA, and Business Administration (MBA) at INSEAD, Fontainebleau, France.

### Mr. PLOUTARCHOS SAKELLARIS

Born in 1964.

Independent, Non-Executive Director since 14.06.2013 (1st term).

Member of the Audit Committee.

He is a Professor of Economics and Finance at the Athens University of Economics and Business. He was Vice President of the European Investment Bank (2008-2012). Prior to joining the EIB, he held the position of the Chairman of the Council of Economic Advisers at the Greek Ministry of Economy and Finance and was representing Greece in the Economic and Financial Committee of the European Union and acted as Deputy to the Finance Minister at the Eurogroup and ECOFIN Councils, as well as Alternate Governor for Greece at the World Bank. He has also been a member of the Board of Directors of the National Bank of Greece and of the Greek Public Debt Management Agency.

He has taught at the Department of Economics at the University of Maryland, USA and other Universities and he has worked as Economist at the Federal Reserve Board and as Visiting Expert at the European Central Bank (ECB).

He has graduated from BRANDEIS UNIVERSITY, in U.S.A. (B.A.) in Economics and Computer Science. He also holds a Ph.D. in Economics from YALE UNIVERSITY.

### Mr. PETROS SABATACAKIS

Born in 1964.

Independent, Non-Executive Director since 2010 (2nd term).

Member of the Remuneration Committee.

He is a member of the Board of Directors of National Bank of Greece since 2010. He was Chief Risk Manager for CITIGROUP Inc. (1999-2004) and member of the Management Committee and Director of CITICORP and CITIBANK, N.A. From 1992 to 1997, he was in charge of the financial services subsidiaries of the AMERICAN INTERNATIONAL GROUP, its treasury operations, as well as the market and credit risk activities. He was a member of the executive committee and partner of C.V. STARR. He has also worked at CHEMICAL BANK (now J.P. MORGAN CHASE). He has served as Chairman of PLAN INTERNATIONAL and CHILDREACH (Non-profit Organization), a trustee of the ATHENS COLLEGE in Greece, and a Chairman of the GENNADIUS LIBRARY.

He has earned three degrees from COLUMBIA UNIVERSITY: a bachelor's degree (B.Sc.), a master's degree in Business Administration (M.B.A) and a Ph.D. in Economics.

### Mr. VASSILIOS FOURLIS

Born in 1960.

Independent Non-Executive Director since 10.05.2007 (3rd term).

Member of the Audit Committee.

He is chairman of FOURLIS S.A. Holdings. He is also a member of the Board of House Market S.A. (IKEA), of FRIGOGLASS S.A. and of PIRAEUS BANK.

He holds a master's degree from the UNIVERSITY OF CALIFORNIA, BERKELEY (Master's Degree in Economic Development and Regional Planning) and a master's degree from BOSTON UNIVERSITY/BRUSSELS (Master's Degree in International Business).

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