

Website:	<u>http://www.mytilineos.gr</u>
Bloomberg code:	MYTIL:GA
Reuters code:	MYTr.AT
ISIN code:	GRS393503008

COMPANY PROFILE

MYTILINEOS Group was established in 1990 and evolved from a family metallurgy business, founded back in 1908, to one of the leading Industrial business Groups in Greece.

With more than 2.500 employees and a turnover that surpassed the \in 1.4 billion for 2012, the Group is an eminent European business Group in the sectors of Energy, Metallurgy and Construction, listed on the Athens Stock Exchange since 1995 and its share included as a constituent of the FTSE-25 large-capitalisation index.

In regards to the Construction sector, METKA S.A. is the spearhead of the Group's activity, constituting Greece's top EPC (Engineering – Procurement – Construction) Contractor, undertaking implementation of turn-key projects, and, most importantly, a competitive international player in the construction of large scale energy projects.

In the Metallurgy sector, with ALUMINIUM S.A., the Group operates the largest vertically integrated aluminium and alumina produced in the EU, along with DELPHI – DISTOMON, the second largest beauxite producer in Greece and in Europe, also a subsidiary of MYTILINEOS Group.

As far as the energy domain is concerned, in the last ten years, MYTILINEOS Group has evolved in the dominant independent power producer in Greece, with a unique portfolio of energy assets of PROTERGIA S.A., while since 2010 is also active in the supply and trading of natural gas through M&M Gas.



REVENUES ANALYSIS (in € 000)

Revenue analysis indicates that 60% of the Consolidated Turnover refers to exports (mainly to EU countries and Turkey).

KEY INVESTMENT HIGHLIGHTS

The MYTILINEOS Group is steadily focused on creating value over time for its shareholders and for societyat-large. Consistent in its social role, the Group actively supports major educational initiatives and cultural projects, provides assistance to important social issues and promotes initiatives regarding the development of local infrastructure. The Group's core priority and strategic choice is responsible growth coupled with the harmonious co-existence of corporate activities with the social and natural environment.

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2013 - 31/03/2014)

Symbol:			MYTIL
Athex Market:			MAIN MARKET
Market Cap (Mil. €): (31 March 2014)			817,2
Shares Outstanding (number): (31 March 2014)			116.915.862
Average Spread (%):			0,29%
Market Liquidity (%):			43,442%
Average Trading volume (no of shares):			350.681
Total Value of transactions (€):			475.558.094
Days to trade (1% of outstanding amount):			3,2
Free Float (31 March 2014):			63,15%
Turnover Velocity (F.F. Weighted):			109,3%
Historic Volatility	30 days	60 days	90 days
(annualised %)	34,11%	37,21%	41,54%

GROUP STRUCTURE

ALOUMINION S.A. Greece	100%
METKA S.A.	50%
PROTERGIA S.A.	100%
SERVISTEEL	56.18%
E.K.M.E. S.A.	22.48%
ELEMKA S.A.	46.92%
BRIDGE ACCESSORIES & CONSTRUCTION SYSTEMS S.A.	35.19%
ELVO	43%
DELFI DISTOMON A.M.E.	100%
RENEWABLE SOURCES OF KARYSTIA S.A.	100%
DEFENSE MATERIAL INDUSTRY S.AMYTILINEOS AND Co	100%
INDUSTRIAL RESEARCH PROGRAMS 'BEAT"	35% (Equity)
GENIKI VIOMICHANIKI	Joint
	Management
THORIKI S.A.I.C.	100%
THERMOREMA S.A.	40% (Equity)
DELTA ENERGY S.A.	90%
FOIVOS ENERGY S.A.	90%
YDROXOOS S.A.	90%
PEPONIAS S.A.	67.20%
FTHIOTIKI ENERGY S.A.	31.5%
	(Equity)
YDRIA ENERGY S.A.	89.1%
EN.DY. S.A.	90%
FOTINOS TILEMAXOS S.A.	90%
THESSALIKI ENERGY S.A.	90%
IONIA ENERGY S.A.	49% (Equity)
ELECTRONWATT S.A.	10% (Equity)
BUSINESS ENERGY S.A.	49% (Equity)
PROTERGIA S.A.	100%
NORTH AEGEAN RENEWABLES	100%
MYTILINEOS HELLENIC WIND POWER S.A.	80%
AIOLIKI ANDROU TSIROVLIDI S.A.	80.2%
AIOLIKI NEAPOLEOS S.A.	80.2%
AIOLIKI EVOIAS PIRGOS S.A.	80.2%
AIOLIKI EVOIAS POUNTA S.A.	80.2%
AIOLIKI EVOIAS HELONA S.A.	80.2%
AIOLIKI ANDROU RAHI XIROKABI S.A.	80.2%

AIOLIKI PLATANOU S.A.	80.2%
AIOLIKI SAMOTHRAKIS S.A.	80.2%
AIOLIKI EVOIAS DIAKOFTIS S.A.	80.2%
AIOLIKI SIDIROKASTROU S.A.	80.2%
HELLENIC SOLAR S.A.	100%
SPIDER S.A.	100%
GREENENERGY A.E.	80%
BUSINESS ENERGY TPOIZINIA	49% (Equity)
MOVAL S.A.	100%
ARGYRITIS GEA S.A. Greece	100%
ANEMOSTRATA RENEWABLE ENERGY SOURCES S.A.	20%
ANEMODRASI RENEWABLE ENERGY SOURCES S.A.	100%
ANEMORAHI RENEWABLE ENERGY SOURCES S.A.	100%
ANEMOSKALA RENEWABLE ENERGY SOURCES S.A	20%
KATAVATIS RENEWABLE ENERGY SOURCES S.A.	100%
HORTEROU S.A.	100%
KISSAVOS DROSERI RAHI S.A.	100%
KISSAVOS PLAKA TRANI S.A.	100%
KISSAVOS FOTINI S.A.	100%
AETOVOUNI S.A.	100%
LOGGARIA S.A.	100%
KILKIS PALEON TRIETHNES S.A.	100%
ANEMOROE S.A.	100%
FERRITIS S.A.	100%
VYRILLOS S.A.	100%
OSTENITIS S.A.	100%
SOLIEN ENERGY S.A.	100%
KORINTHOS POWER S.A.	65%
IKAROS ANEMOS S.A.	100%
KERASOUDA S.A.	100%
AIOLIKI ARGOSTYLIAS S.A.	20%
M & M GAS Co S.A.	50%
DESFINA SHIPPING COMPANY RDA TRADING Guernsey Islands	100%
RDA TRADING	100%
MYVEKT INTERNATIONAL SKOPJE FYROM	100%
MYTILINEOS FINANCE S.A.	100%
RODAX ROMANIA SRL, Bucharest Romania	56.19%
JOINT VENTURE METKA - TERNA	10%
JOINT VENTURE ATERMON ATTEE-EKME AE-TMUCB SA-METKA S.A.	99%
JOINT VENTURE ATERMON ATTEE-EKME S.A.	10%
JOINT VENTURE HELLENIC SOLAR S.A. VOULGARAKIS LTD	70%
ISPANOELLHNIKH AIOLIKH TRIKORFON S.A.	50%
MAKRYNOROS ENERGEIAKH S.A.	50%
METKA BRAZI SRL	56.19%
SOMETRA S.A.	92.79%
METKA OVERSEAS LTD*	56.19%
DELTA PROJECT CONSTRUCT SRL	95.01%
STANMED TRADING LTD	100%
DROSCO HOLDINGS LIMITED	46.92%
MYTILINEOS BELGRADE D.O.O.	92.79%
POWER PROJECT SANAYI INSAAT TICARET LIMITED SIRKETI	56.19%
Bold: The main subsidiaries of the Group	50.1970

DIVIDEND POLICY- DPS (in €)



FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

MYTILINEOS GROUP, having completed the first phase of its demanding investment program in the Energy sector, establishes itself as the largest IPP in Greece, securing the 2nd position in the domestic electricity market next to PPC.

RECENT DEALS

ROE

03-01-2013 Alouminion S.A., a subsidiary of Mytilineos has signed with Swiss-based multinational Glencore a contract for the sale of 75,000 tons of aluminium in billets and slabs for a total price of \$200 million. These quantities will be exported to the European and U.S. markets from January 2013 to June 2014. The contract confirms the Group's strong export orientation and stresses the important role of the aluminium industry in Greece.

10,74%

COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated) (in € 000) 2009 2010 2011 2012 Sales 690.288 1.010.772 1.582.963 1.459.407 Gross profit 127.338 194.505 220.597 140.025 161.758 109.973 EBIT 70.196 143.634 **EBITDA** 92.253 166.401 194.986 166.245 Earnings before tax 36.792 123.756 61.205 110.752 Earnings after tax 20.162 90.631 85.901 51.559 E.P.S. 0,399 0,128 0,57 0,203 **Total Equity** 763.840 844.253 900.805 960.338

2,64%



Gross profit (in € 000)

5,37%

9,54%



Mytilineos 4

2013 1.409.293

202.224

166.463

233.574

80.176

67.118

0,1992

6,11%

1.097.695



Operating Margin



MAJOR SHAREHOLDERS (>5%)

Name	%
MYTILINEOS EVANGELOS	15,41%
FAIRFAX FINANCIAL HOLDINGS LIMITED	5,02%
MYTILINEOS IOANNIS	16,42%
Total	36,85%

BOARD OF DIRECTORS

Name	Qualification
MYTILINEOS G. EVANGELOS	CHAIRMAN/MANAGING DIRECTOR/ EXECUTIVE MEMBER
MYTILINEOS G. IOANNIS	VICE PRESIDENT/NON EXECUTIVE MEMBER
KONTOUZOGLOU S. GEORGE - FANOURIOS	AUTHORIZED CONSULTANT/EXECUTIVE MEMBER
DASKALAKI G. SOFIA	NON EXECUTIVE MEMBER
WADE BURTON	NON EXECUTIVE MEMBER
KARAMOUZIS NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
GEORGIADIS S. APOSTOLOS	INDEPENDENT NON EXECUTIVE MEMBER
ZEREFOS S. CHRISTOS	INDEPENDENT NON EXECUTIVE MEMBER
CHANDRIS D. MICHAEL	INDEPENDENT NON EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

Mr. Evangelos G. Mytilineos Executive Member is Chairman and Managing Director. He was born in Athens in 1954. He is a graduate of the Department of Economic Sciences of the University of Athens, and also holds a postgraduate degree in Economics from the London School of Economics. He is Chairman and Chief Executive Officer (CEO) of MYTILINEOS HOLDINGS S.A., one of Greece's leading business Groups. He is also Chairman of the Board of PROTERGIA S.A. and Vice-Chairman of the Board of ALUMINIUM S.A. (MYTILINEOS Group subsidiaries). He has received numerous distinctions and awards for his entrepreneurial activities, including the "Businessman of the Year" award in 1998 from the established business magazine KEFALAIO, and the KOUROS award for Innovation and Development in 1998 from the Hellenic Entrepreneurship Association.

Mr. Ioannis G. Mytilineos is Vice-Chairman, Non-Executive Member. He was born in Athens in 1955. He is a graduate of the School of Engineering of the Aristotle University of Thessaloniki (Department of Civil Engineering). He is Chairman and Managing Director of METKA S.A. He was a co-founder of MYTILINEOS HOLDINGS S.A., and has been serving as the Company's Vice-Chairman since its establishment. He is also Vice-Chairman and Managing Director of Protergia S.A. (a MYTILINEOS Group subsidiary).

Mr. George-Fanourios S. Kondouzoglou is Executive Member and Executive Director. He was born in Athens in 1946. He is a graduate of the Athens University of Economics and Business. He is Executive Advisor and Board member of MYTILINEOS HOLDINGS S.A. He is also a member of the Board of ALUMINIUM S.A.

Ms. Sofia G. Daskalaki is Non-Executive Member. She was born in Buenos Aires. She studied Business Administration (BSc, Deree College) and Economics (MSc, London School of Economics). She worked as a financial analyst for two years in the Short-Term Economic Forecasting Department of the Ministry of Coordination and for five years in the Research Department of the Bank of Greece, before joining MYTILINEOS Group in 1985, where she developed the Group's Corporate Affairs and Corporate Social Responsibility functions. She is an elected member of the Board of Directors of the Hellenic Federation of Enterprises (SEV) since May 2012. From 2000 to 2010 she served as elected Municipal Councillor and Deputy Mayor of the Municipality of Athens. She is a founding member of the NGO "Friends of Children with cancer" ("ELPIDA") and of "Transparency International Greece", which forms part of the Transparency International organisation.

Mr. Wade Burton is Executive Member. He's Vice President, Portfolio Manager and member of the investment committee at Hamblin Watsa Investment Counsel, a wholly owned subsidiary of Fairfax Financial Holdings Limited. He has over 15 years of experience in investment management. Prior to joining Hamblin Watsa in 2008, Mr. Burton was a partner and fund manager at Peter Cundill and Associates which was acquired by Mackenzie Financial in 2006. Mr. Burton has sat on various boards and credit committees of public and private companies.

Mr. Nikolaos V. Karamouzis is Independent Non-Executive Member. He is CEO of "GENIKI Bank", Piraeus Bank Group.

Mr. Apostolos S. Geordiadis is Independent Non-Executive Member. He was born in Kalamata, Peloponnese, in 1935. He is a graduate of the Faculty of Law of the University of Athens and holds a PhD from the University of Munich, where he was a Professor in the Faculty of Law until 1972. From 1973 to 2002 he taught Civil Law in the Faculty of Law of the University of Athens, and is a Professor Emeritus of that Faculty. In parallel with his teaching and research activities, he also worked as a lawyer, providing his services as lawyer and legal advisor to banks, organizations and large companies. He has been conferred Honorary Doctorate degrees by the Aristotle University of Thessaloniki and the Democritus University of Thrace, and is a Member of the Academy of Athens since 2000.

Mr. Christos S. Zerefos is Independent Non-Executive Member. He was born in Cairo, Egypt, in 1943. He is a graduate of the Department of Physics and Meteorology of the University of Athens, and has carried out post-doctoral studies and research in the US National Centre for Atmospheric Research (NCAR) and in other research centres in Greece and abroad. He is Professor of Atmospheric Physics in the Universities of Thessaloniki and Athens (1973-today), and Visiting Professor in the Universities of Boston, Minnesota and Oslo. He is a Member of the Academy of Athens, the Norwegian Academy of Sciences and Letters, Academia Europaea and other international scientific institutions. He is also a Fellow of the Institute of Physics (UK) and a Lifelong Member of the American Geophysical Union. Over the last 30 years he has founded or co-founded numerous Research and other Centres. He has also been a contributor to, among others, the Assessment Reports of the Intergovernmental Panel on Climate Change, which was awarded the Nobel Prize n 2007. He has served as President of the National Observatory of Athens and is currently President of the International Ozone Commission.

Mr. Michael Chandris is Independent Non-Executive Member. He was born in London in 1951. He is a graduate of the Department of Political and Economic Sciences of the University of Lausanne. In 1975 he joined the family shipping business, which he is running to this day. He is Chairman of Chandris (England) Ltd, Co-Founder and Director of Celebrity Cruises since 1987 and until its divestment in 1997, Vice President of the Union of Greek Shipowners and member of the Board of Directors of the Bank of Greece.

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