



# Thrace Group

A WORLD OF MATERIALS & SOLUTIONS



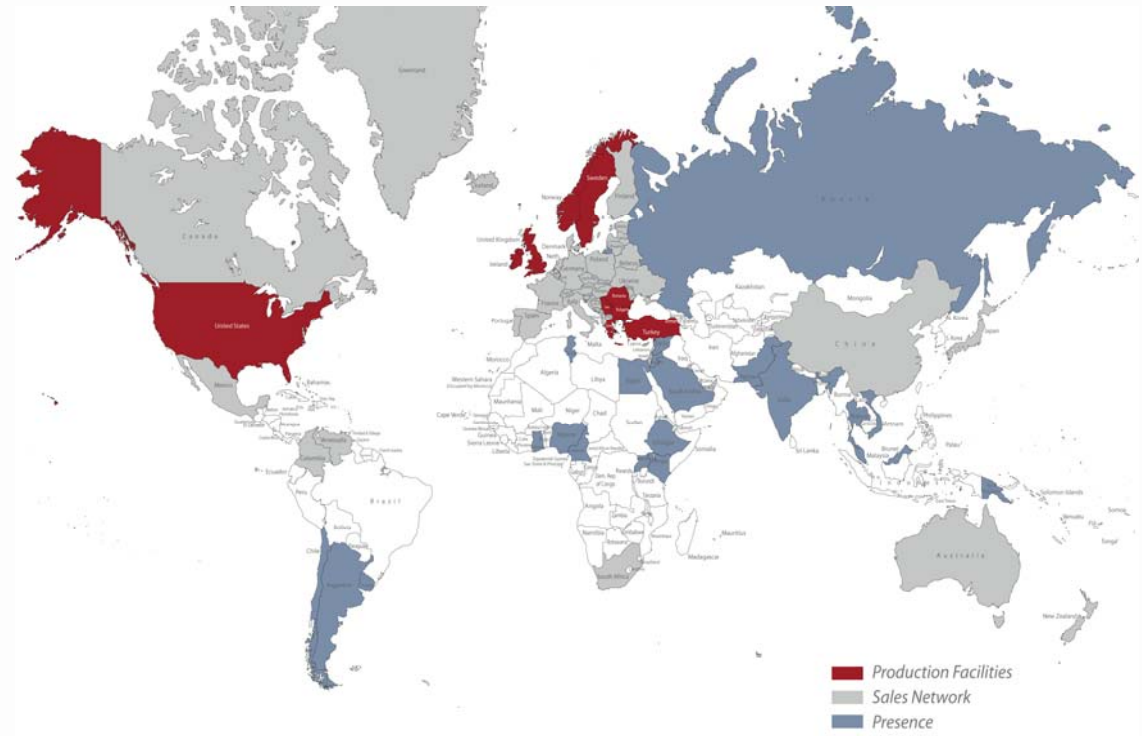
CORPORATE PRESENTATION | DECEMBER 2011



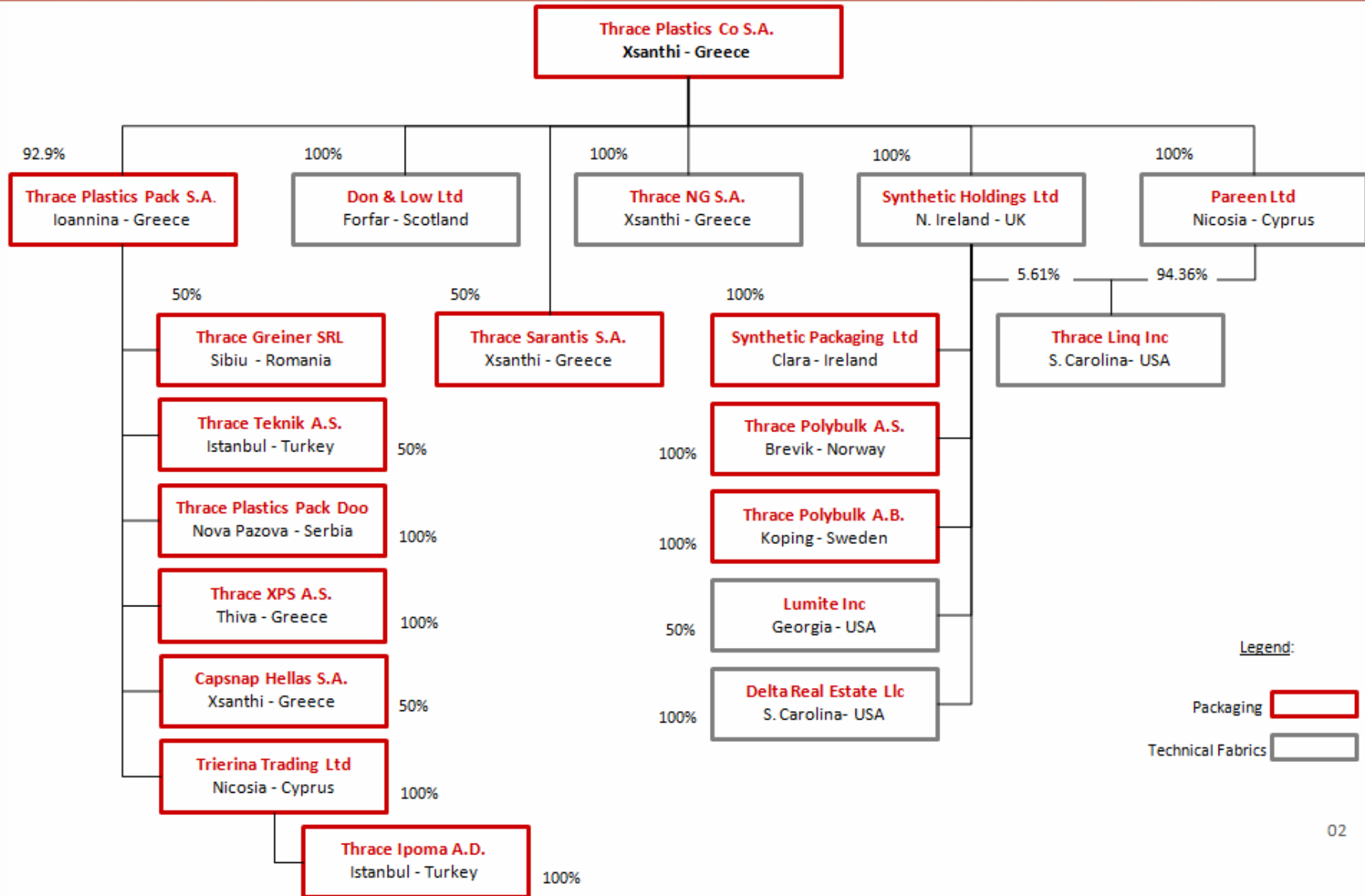
[www.thraceplastics.com](http://www.thraceplastics.com)

## Among the top producers in Technical Fabrics & Packaging Solutions in the world

- Multinational company based in Greece
- Operations in 10 countries
- 51% production is in Greece
- 84% of sales outside Greece
- Sales network in 80 countries
- Sales in 24 market segments
- FY 2011 Group Sales > €260 mil
- 20yr Sales CAGR: 30%
- 20yr CAPEX > € 160 mil
- > 1550 employees

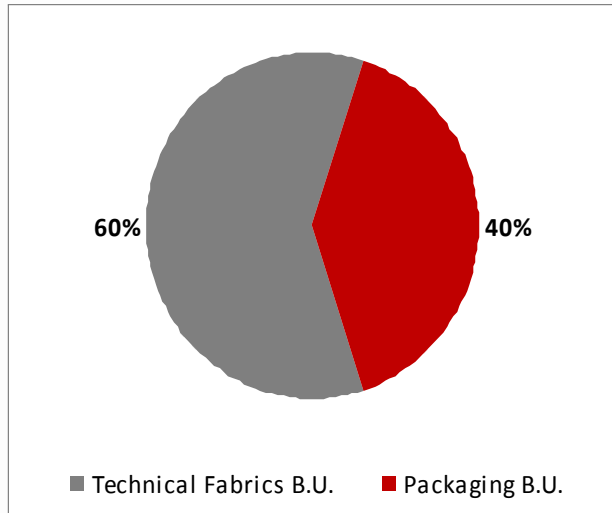


THRACE GROUP  
GROUP STRUCTURE

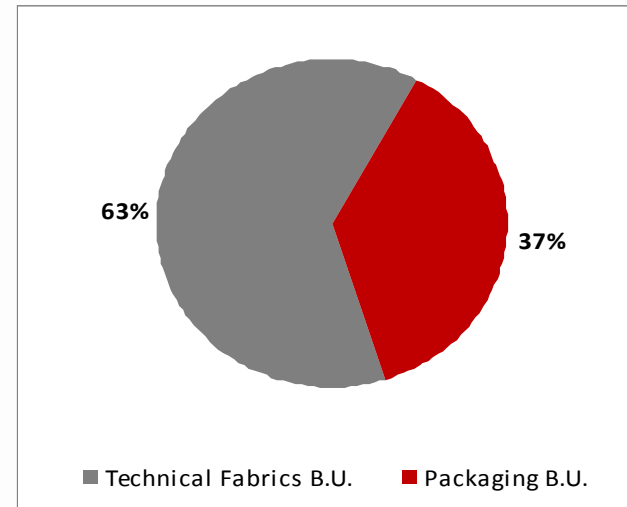


THRACE GROUP  
**FINANCIAL HIGHLIGHTS**

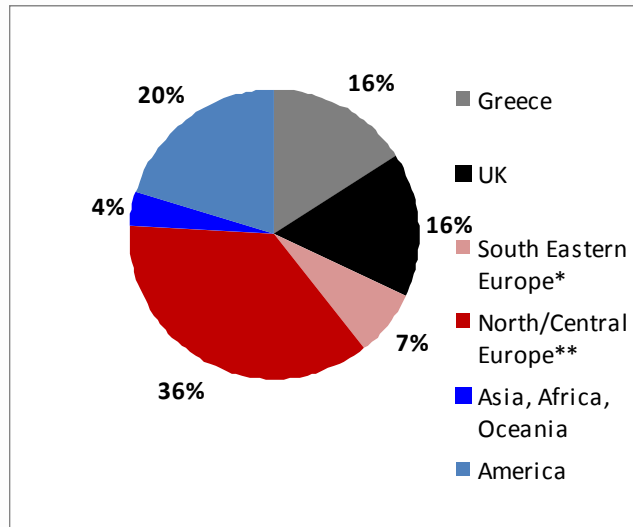
**Sales by BU**



**EBITDA by BU**

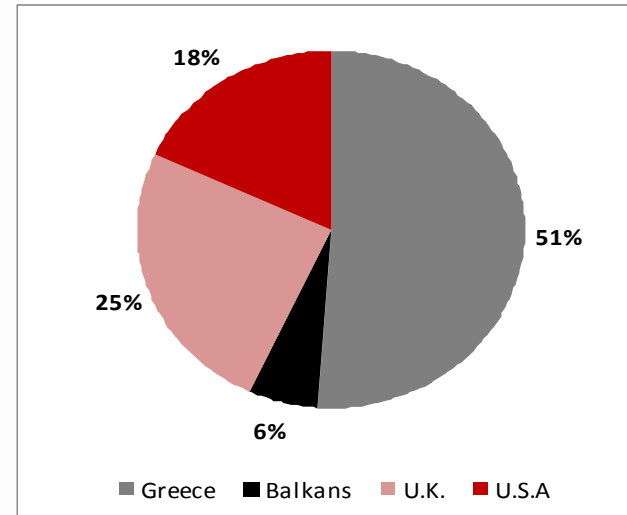


**Sales Geographical Breakdown**

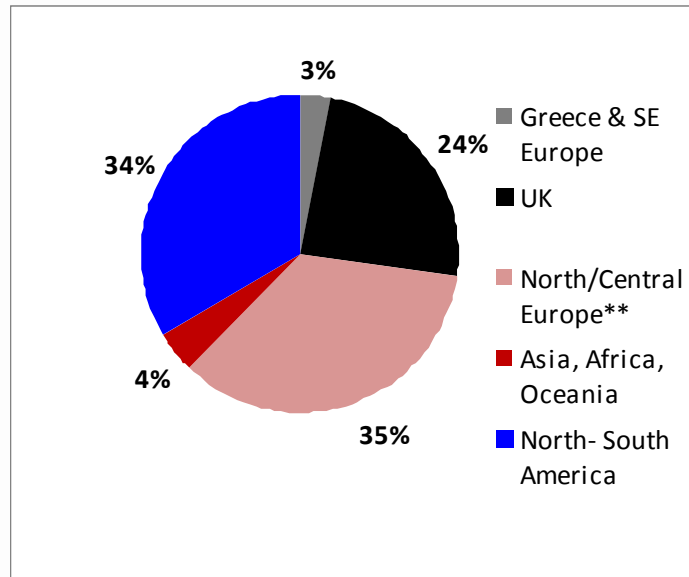


\*includes Bulgaria, Albania, Romania, Serbia, Slovenia, Croatia, FYROM, Bosnia-Herzegovina, Montenegro  
 \*\* includes all other European countries plus Russia, Ukraine and Georgia

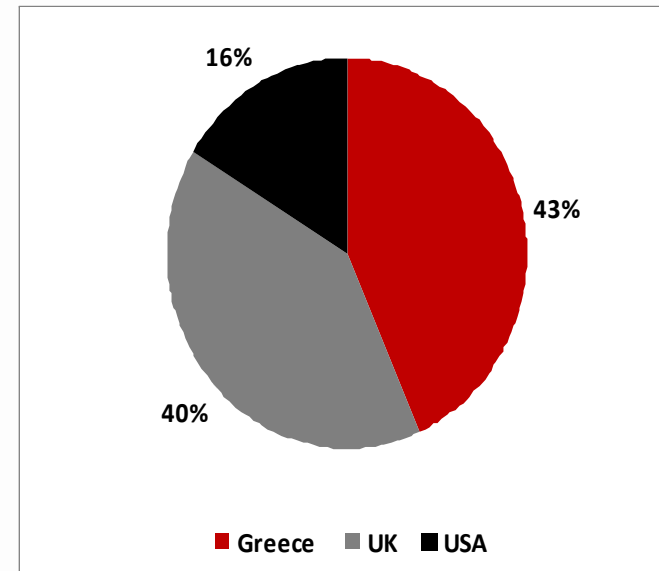
**Production Geographical Breakdown**



Sales Geographical Breakdown



Production Geographical Breakdown



\*\* includes all other European countries plus Russia, Ukraine and Georgia

**Number of Employees: 820**

amounts in '000 euro

Key P&L Items	2009	2010	2011
<i>(amounts in € '000)</i>			
Sales	107.612	137.289	161.772
<i>y-o-y Change %</i>		<i>27,6%</i>	<i>17,8%</i>
EBITDA	10.441	11.207	13.970
<i>EBITDA Margin</i>	<i>9,7%</i>	<i>8,2%</i>	<i>8,2%</i>

# TECHNICAL FABRICS PRODUCTS per APPLICATION

## Geosynthetics



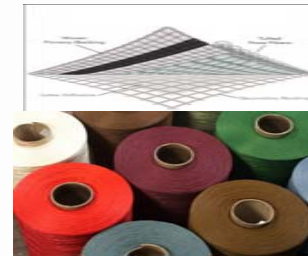
## Agri-Horticulture



## Landscape-Gardening



## Floorcovering



## Industrial Fabrics



## Automotive



## Filtration



## Sport & Leisure



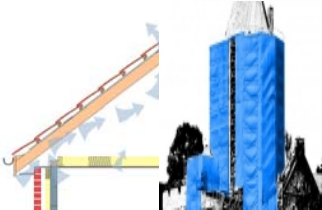
## Industrial Yarns/Fibers



## Packaging



## Construction



## Furniture & Bedding



## Medical/Hygiene



## Advance/Composites



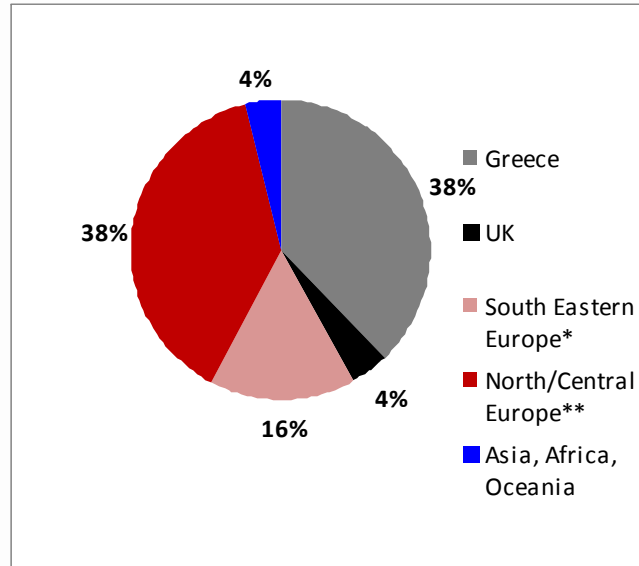
## Webbings & Straps



- **Changi Singapore Airport**
- **Liverpool (John Lennon) Airport, UK**
- **Khasab Port Extension Project, Oman**
- **Terminal 5, London Heathrow Airport, UK**
- **Palm Jumeirah, Dubai, United Arab Emirates**
- **Ionian Motorway, Greece**
- **Athens Underground Metro, Greece**
- **Landfill in NW Thessaloniki, Greece**
- **New International Airport, Dubai, United Arab Emirates.**
- **Chicago O'Hare Airport, USA**
- **Kolkatta Airport, India**
- **E65 Motorway, Greece**
- **High Speed Railway UTE-AVE, Cornella, Spain**
- **Main Road Embankment, Shenzhen, China**
- **Palma de Mallorca Airport, Spain**



### Sales Geographical Breakdown

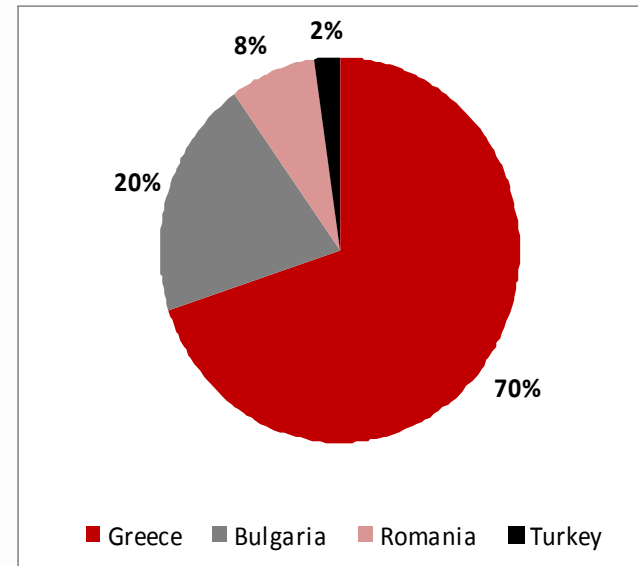


• includes Bulgaria, Albania, Romania, Serbia, Slovenia, Croatia, FYROM, Bosnia-Herzegovina, Montenegro

\*\* includes all other European countries plus Russia, Ukraine and Georgia

**Number of Employees: 740**

### Production Geographical Breakdown



amounts in '000 euro

Key P&L items	2009	2010	2011
Sales	96.079	102.508	109.325
y-o-y Change %		6,7%	6,7%
EBITDA	10.467	6.303	7.055
EBITDA Margin	10,9%	6,1%	6,5%



PACKAGING BUSINESS UNIT  
**MARKETS**

**Food**



**Catering & Disposables**



**Water & Beverages**



**PRODUCTS**

Sleeved Pet Bottles,  
5g Water Bottles, EPS trays,  
Plastic Cups, Drinking Cups, Bag in  
Box, Garbage Bags

**Animal/Fish  
Feed/Pet Food**



**Fertilizers**



**Minerals &  
Chemicals**



**Paints & Building  
Materials**



**PRODUCTS**

Plastic Containers  
PP & PE Bags/FFS FIBCs

**Secondary Packaging**



**PRODUCTS**

Stretchood / Shrink Film  
Crates

**Agricultural Products**



**PRODUCTS**

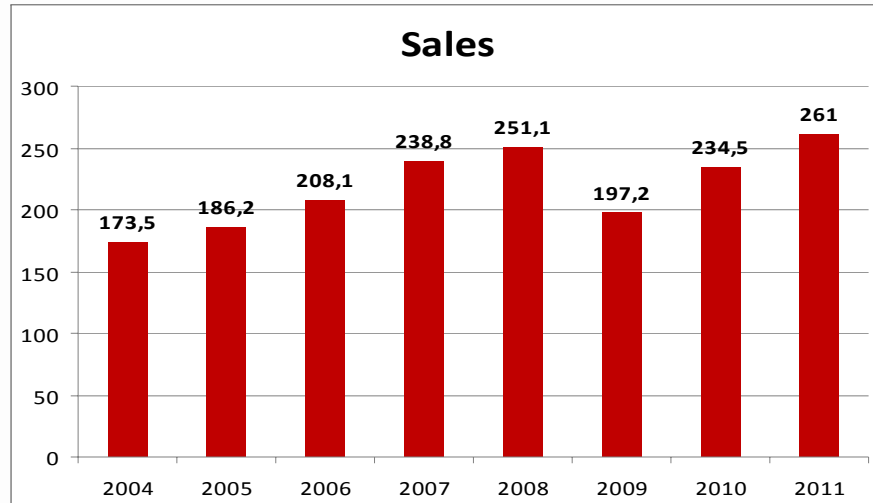
Ropes & Twines  
Fabrics

PACKAGING  
KEY CUSTOMERS

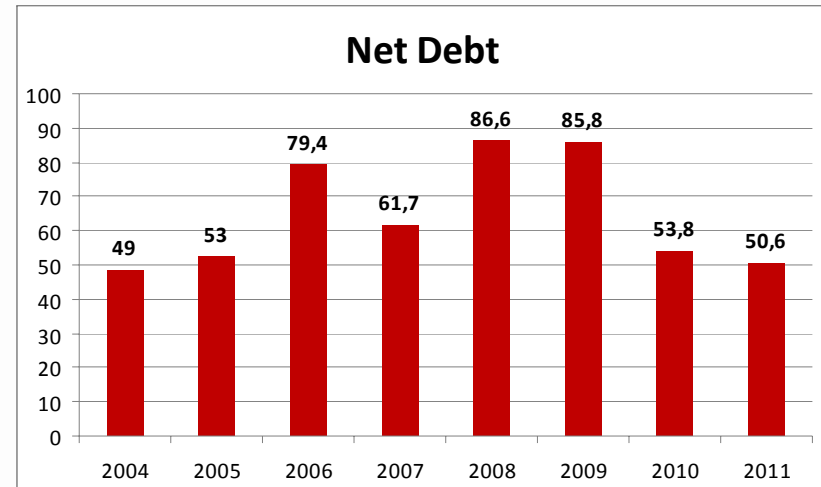


FINANCIALS  
KEY P&L FIGURES

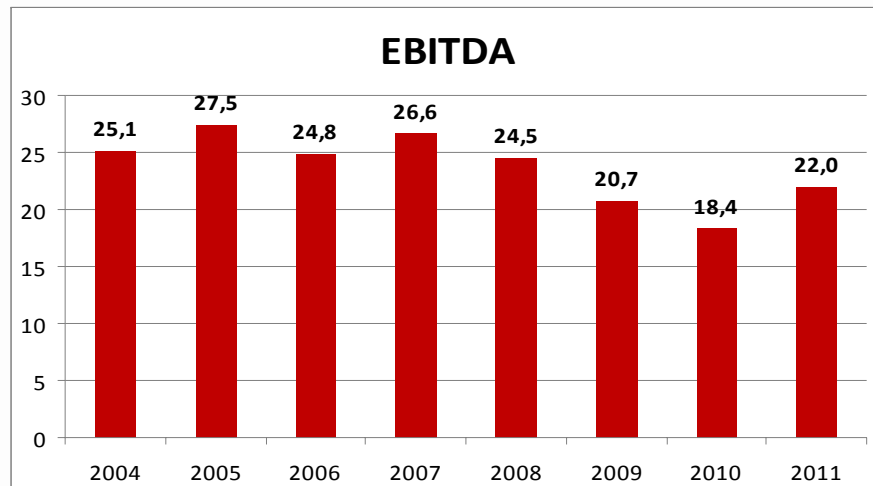
Amounts in million euro



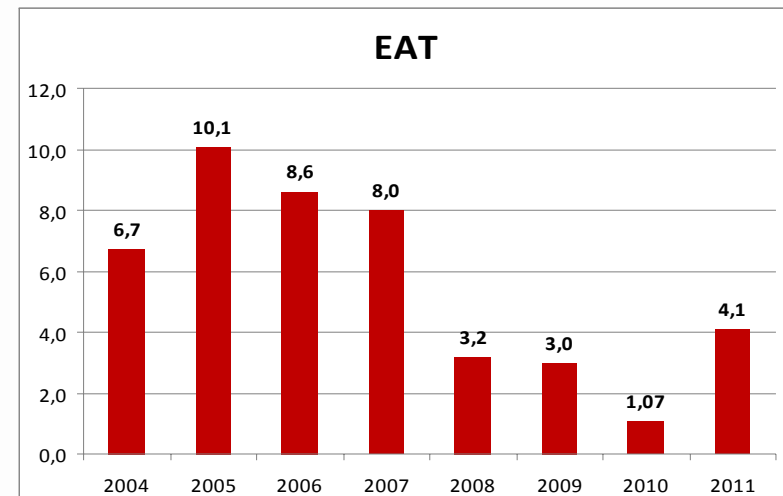
Amounts in million euro



Amounts in million euro



Amounts in million euro





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