## **CORPORATE PRESENTATION**

JANUARY 2013



A WORLD OF MATERIALS & SOLUTIONS

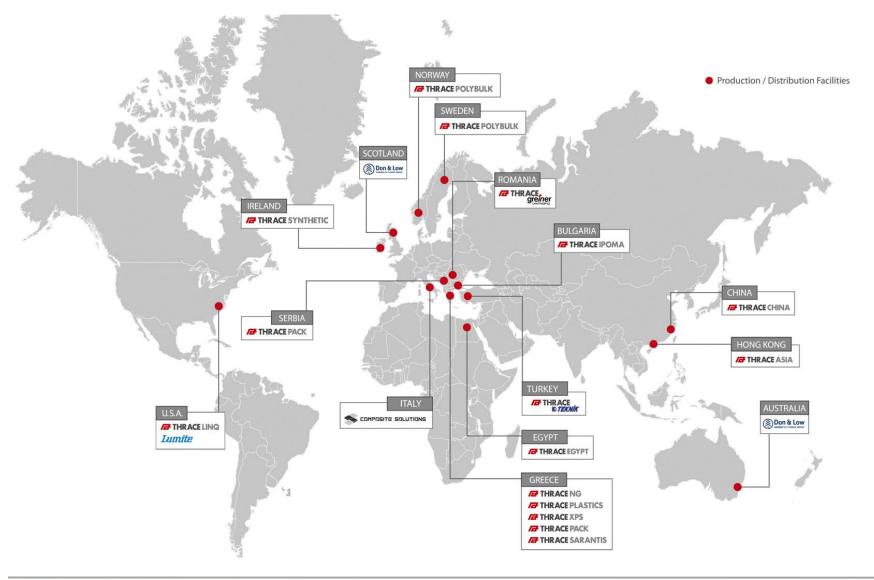


# a World of Materials & Solutions for 35 years





### THRACE GROUP | OUR COMPANIES





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

# THRACE GROUP AT A GLANCE

Operations in **12 countries** 

**28** different production technologies

50% production is in Greece

15% sales in Greece

Sales network in 80 countries

Sales in 24 market segments

FY 2011 Group Sales> **€260 mil** 

20yr Sales CAGR: 30%

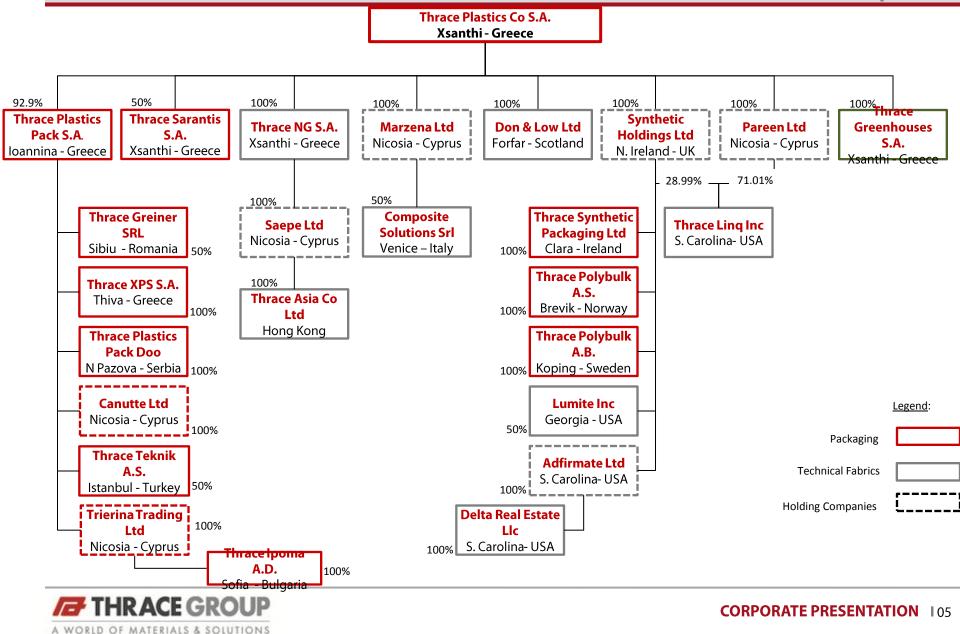
20yr CAPEX > € 160 mil

1.600 employees



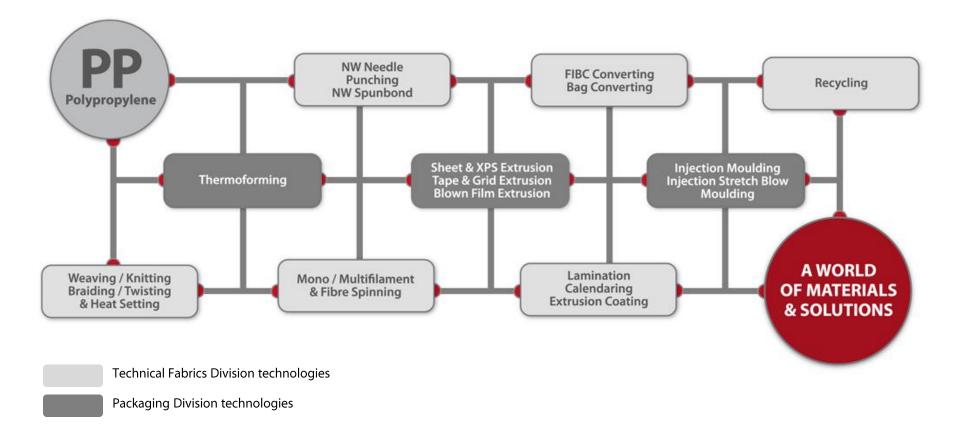
## THRACE GROUP I STRUCTURE

January 2013



## **28 different production technologies** from processing to finishing

Innovation | Vertical integration | Flexibility | Cost effectiveness





## THRACE GROUP | FINANCIAL HIGHLIGHTS (FY 2011)

Sales by BU EBITDA by BU Technical Fabrics Technical Packagin B.U. Fabrics g B.U. 67% B.U. Packagin 40% 60% g B.U. 33% Sales Geographical Breakdown **Production Geographical** Greece Breakdown America 16% USA 20% 18% Asia, Africa. UK Oceania 16% 4% U.K. North/ South 25% Central Eastern Europe\* Europe\*  $\mathbf{+}$ 7% Balkans - ----6%

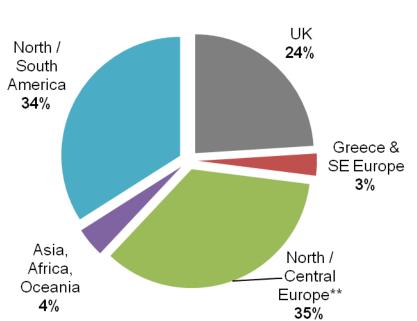
\*includes Bulgaria, Albania, Romania, Serbia, Slovenia, Croatia, FYROM, Bosnia-Herzegovina, Montenegro

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



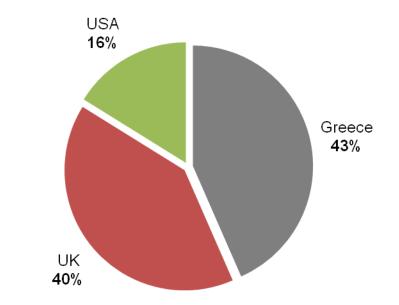
Greece 51%

## TECHNICAL FABRICS BUSINESS UNIT I OVERVIEW



Sales Geographical Breakdown

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



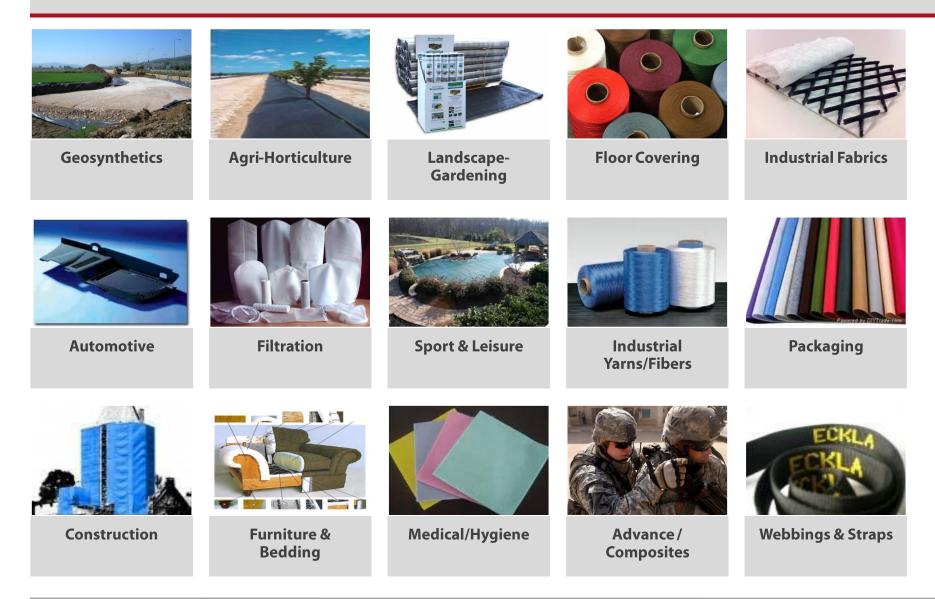
**Production Geographical Breakdown** 

amounts in '00	)0 euro			
Key P&L Items	2009	2010	2011	9m 2012
(amounts in € '00	00)			
Sales	107.612	137.289	161.772	131.473
y-o-y Change %		27,6%	50,3%	
EBITDA	10.441	11.207	13.970	15.095
EBITDA Margin	9,7%	8,2%	8,2%	11,5%

## Number of Employees: 820



## TECHNICAL FABRICS BUSINESS UNIT I PRODUCTS per APPLICATION





## TECHNICAL FABRICS BUSINESS UNIT I KEY PROJECTS

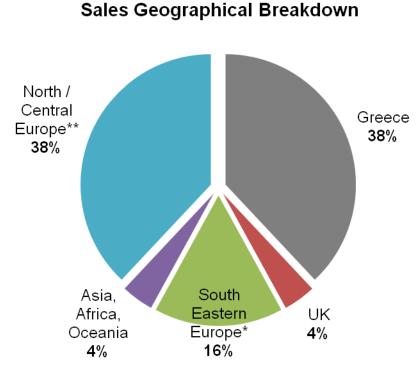
- Changi Singapore Airport
- Liverpool (John Lennon) Airport, UK
- Khasab Port Extension Project, Oman
- Terminal 5, London Heathrow Airport, UK
- Palm Jumeirah, Dubai, United Arab Emirates
- Ionian Motorway, Greece
- Athens Underground Metro, Greece
- Landfill in NW Thessaloniki, Greece

- Kolkata Airport, India
- Chicago O'Hare Airport, USA
- Palma de Mallorca Airport, Spain
- E65 Motorway, Greece
- High Speed Railway UTE-AVE, Cornella, Spain
- Main Road Embankment, Shenzhen, China
- New International Airport, Dubai, United Arab Emirates.





## TECHNICAL FABRICS BUSINESS UNIT I OVERVIEW

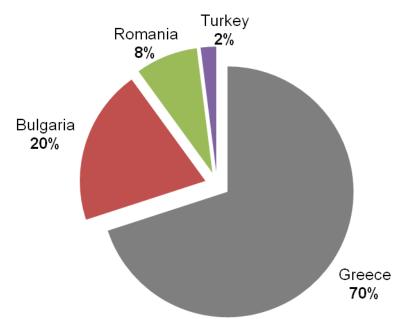


includes Bulgaria, Albania, Romania, Serbia, Slovenia, Croatia, FYROM, Bosnia-Herzegovina, Montenegro

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

## Number of Employees: 780





#### **Production Geographical Breakdown**

#### amounts in '000 euro

Key P&L items	2009	2010	2011	9-month 2012
Sales	96.079	102.508	109.325	85.106
y-o-y Change %		6,7%	13,8%	
EBITDA	10.467	6.303	7.055	6.532
EBITDA Margin	10,9%	6,1%	6,5%	7,7%



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



Agricultural Products PRODUCTS

Stretchood / Shrink Film Crates



Secondary Packaging

## PRODUCTS

Ropes & Twines Fabrics



## PACKAGING BUSINESS UNIT I KEY CUSTOMERS





9-month 2012 Group Financial Results			
(amounts in '000 euro)	01/01- 30/09/2012	01/01- 30/09/2011	% Change
Turnover	206.677	202.267	2,2%
Gross Profit	40.884	34.785	17,5%
Gross Profit Margin	<b>19,8</b> %	17,2%	
Other Operating Income	2.744	2.741	0,1%
As % of Turnover	1,3%	1,4%	
Distribution Expenses	18.118	17.091	<b>6,0</b> %
As % of Turnover	<b>8,8</b> %	<b>8,4</b> %	
Administrative Expenses	10.351	8.917	16,1%
As % of Turnover	<b>5,0%</b>	4,4%	
Other Operating Expense	1.321	1.562	-15,4%
As % of Turnover	<b>0,6</b> %	<b>0,8</b> %	
FX Differences	-370	-462	
EBIT	13.468	9.494	<b>41,9%</b>
EBIT Margin	<b>6,5</b> %	4,7%	
EBITDA	21.552	17.879	20,5%
EBITDA Margin	10,4%	<b>8,8</b> %	
Pension Plan Financial Result	-4.153	-3.303	25,7%
Other Financial (expense)/income	334	1.328	
EBT	9.649	7.519	28,3%
EBT Margin	4,7%	3,7%	
EAT&MI	7.279	6.027	<b>20,8</b> %
EAT&MI Margin	3,5%	3,0%	
Basic Earnings per Share (in €)	0,162	0,133	21,8%

9m 2012 Financial Results by Business Unit

	TECHNICAL FABRICS BU			
(amounts in '000 €)	01/01- 30/09/2012	01/01- 30/09/2011	% Change	
Turnover	131.473	125.168	5,0%	
Gross Profit	24.832	20.305	22,3%	
Gross Profit Margin	<b>18,9</b> %	<b>16,2</b> %		
EBITDA	15.095	11.813	27,8%	
EBITDA Margin	11,5%	<b>9,4</b> %		

	PACKAGING BU			
(amounts in	01/01- 01/01-		0/ Change	
<b>'000 €)</b>	30/09/2012	30/09/2011	% Change	
Turnover	85.106	83.381	<b>2,1%</b>	
Gross Profit	15.378	14.058	<b>9,4</b> %	
Gross Profit Margin	<b>18,1%</b>	<b>16,9</b> %		
EBITDA	6.532	6.514	<b>0,3</b> %	
EBITDA Margin	7,7%	<b>7,8</b> %		



### 9m 2012 FINANCIALS | BALANCE SHEET ITEMS

(amounts in € '000)	30.09.2012	31.12.2011	% Change
Total Non Current Assets	93.242	99.187	- <b>6,0</b> %
Total Current Assets	162.436	151.201	7,4%
TOTAL ASSETS	255.788	250.388	2,2%
Total Capital attributable to shareholders	107.205	99.333	<b>7,9</b> %
Minority Interest	1.454	1.531	-5,0%
Total Capital & Reserves	108.659	100.864	7,7%
<u>L-T Liabilities</u>			
Interest bearing loans & borrowings	12.196	16.025	-23,9%
Employee Benefits	16.964	17.016	-0,3%
Other L-T Liabilities	7.558	10.192	-25,8%
Total L-T Liabilities	36.718	43.233	-15,1%
S-T Liabilities			
Interest bearing loans & borrowings	66.386	68.392	- <b>2,9</b> %
Trade Creditors	26.054	23.812	9,4%
Other S-T Liabilities	17.971	14.087	27,6%
Total S-T Liabilities	110.411	92.204	19,7%
TOTAL LIABILITIES	147.129	149.524	-1,6%
TOTAL EQUITY &LIABILITIES	255.788	250.388	2,2%
Net Debt	38.636	50.674	-23,8%
Net Debt/Equity	0,4	0,5	



<b>BOARD OF DIRECTORS</b>		INTERNAL AUDIT FUNCTION		
Board Member	Position in the Board	AUDIT COMMITTEE		
<b>Constantinos Chalioris</b>	Chairman & Chief Executive Officer		Independent Non-Executive Member, Chairman of the Committee	
Theodosios Kolyvas	Executive Vice-Chairman	Constantinos Gianniris		
<b>George Braimis</b>	Executive Member		Non-Executive Board Member	
Stephen Duffy	Executive Member	Christos Chiatis		
Christos Chiatis	Non-Executive Member	loannis Apostolakos	Independent Non- Executive Board	
Petros Fronistas	Independent Non- Executive Member		Member	
Constantinos Gianniris	Independent Non- Executive Member	TWO INTERNAL AUDIT DEPARTMENTS:		
Ioannis Apostolakos	Independent Non- Executive Member	•Greece based for Central and S-E Europe •U.K. based for N-W Europe and America		



# Our Vision

To consistently increase shareholders' value and to ensure a secure future for our employees





## **Strategic** Objectives

Improve EBITDA margin

**Improve** Net Debt/EBITDA ratio (< 2)

Generate €10 mil. cash per year

**Build** a Strong Team / Organization

**Emphasize** in Innovation (5% of Turnover from Projects developed in the last 3 years)



## Thank you



A WORLD OF MATERIALS & SOLUTIONS