

CHEMICALS BLENDING INTO LIFE

Neochimiki 

FEBRUARY 2008

CORPORATE PRESENTATION



Key points

Market Cap:	630 mil.€	P/E 2008(E):	10.5x
Turnover 2008(E):	600 mil.€		
EAT 2008(E):	60 mil.€	PEG:	0.30x

Market Leader

➤ Distribution of Chemical Raw materials
in Greece

Greek chemical market:

€ 5 bil.

NEOCHIMIKI' s market share:

€ 419 mil., 8 %

Eastern Europe Chemical market:

€ 15 bil.

NEOCHIMIKI' s market share:

€ 51 mil., 0.5 %

2007-2011 Strategic Goal

« Eastern Europe Expansion »

What we do

Distribution of Chemical
Raw materials

Distribution of Chemical Raw
Materials on behalf of large
corporations

A network of 5,500 clients

Major suppliers

- SHELL, BP,
- HAIFA,
- BASF,
- FMC FORET,
- SASOL,
- RHODIA,
- ADM, DEGUSSA,
- SOLVAY,
- LUKOIL,

Production of Chemical
raw materials

Production of

- Emulsions on behalf of Celanese
- Emulsions
- Resins
- Constructions

Production & Distribution
of fertilizers and
agrochemical products

Major partners

- K+S KALI GmbH
- TESSENDERLO



History

1998-2007

Neochimiki group the period 1998 until 2007 purchase and set up 11 production and logistic facilities and acquires 6 companies in Greece and abroad.

1998 -2005

Purchase Part of Hoechst production and Logistic Facilities in Avlida for liquid chemicals

Purchase Henkel production Facilities in Atalanti for powder and liquid detergents

Purchase Clariant production Facilities for resins and chemical raw materials

Listing of Neochimiki on the Athens Stock Exchange

Set up 2 ultramodern logistic center in Thessalonica and Thiva and acquires 60% of Global Galax in Serbia

Purchase a production plant for cosmetics in Atalanti and acquires and merges Ballis Chemicals with Lamda Detergent. Furthermore acquires 100% of Novion (ex Celanese Hellas)

2006

Purchase a Production plant for emulsions and chemical raw materials in Lavrio, 2 distribution, packaging and repackaging centers of agrochemical products in Athens and Thessalonica, a plant to produce blending fertilizers and other agrochemicals products in Volos and a production plant of sodium silicate solution and potassium sodium solution.

Acquires 100% of Makro B which has production facilities in Sofia , 100% of Atlantic Polland which is active in the distribution of chemicals and mechanicals plastics. Furthermore acquires 100% of Interchem which is active in the production of chemical products and has privately owned facilities for the production, warehousing and distribution of chemical products, as well as berthing areas for cargo ships in Avlida.

2007

Dispose Lamda Detergent and dynamic expansion in Southeastern Europe. In Serbia has purchased 70% of Rafinerija Nafte Beograd.

Whilst the Group's base remains in Greece, its activities have expanded abroad into the nearby countries of Bulgaria, Romania and Serbia.

Acquisition of 100% of MONOCHEM S.A., which operates in the production of main ingredients for PUR systems, industrial floorings and elaboration and dye of leather, and has its own production plant at OINOFITA.

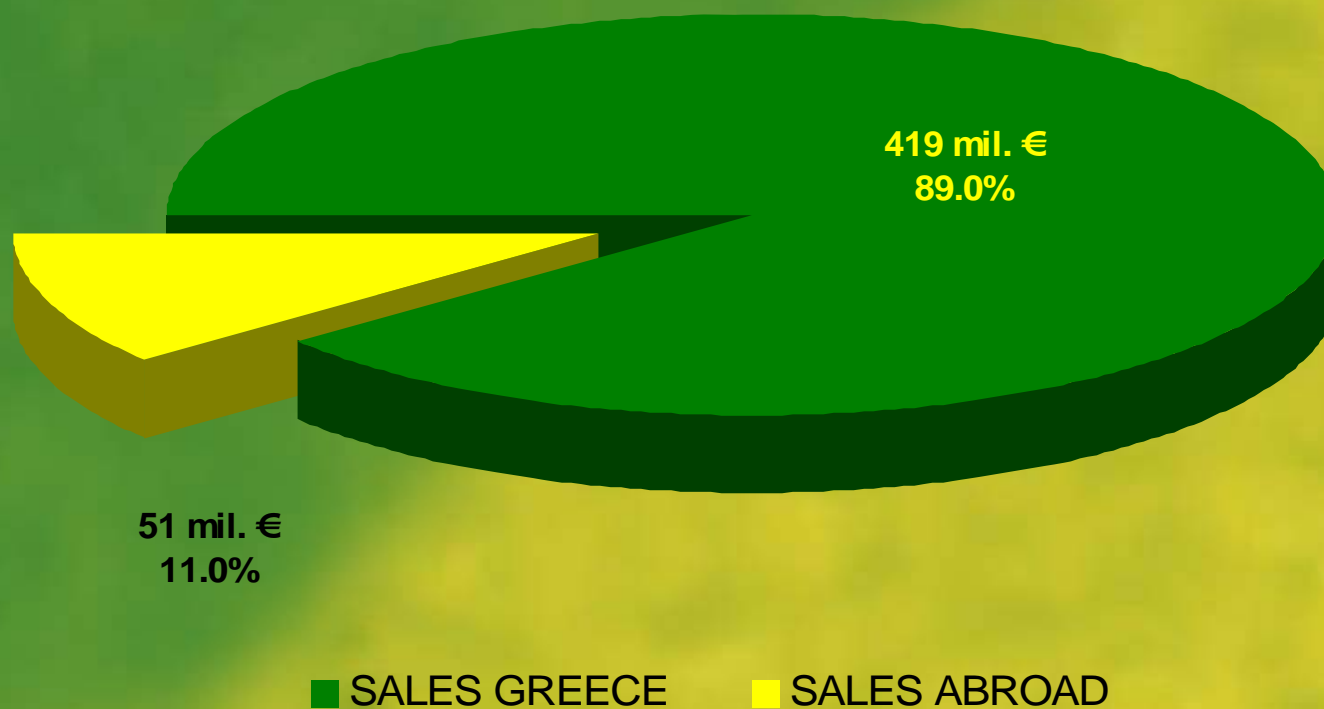
Acquisition of 100% of SYNTRA SA, which operates in the sector of solvents, ethyl alcohol and other alcohols, and has privately owned storage and chemical products distribution facilities, as well as access to the docking bay for cargo ships in Elefsina.

Acquisition of 99.06% of IHP PRAHOVO A.D. PRAHOVO IN RESTRUCTURING together with its five subsidiaries

2008

Acquisition of a 40% stake in ASTRON CHEMICALS SA

What We Do - 2007



What we Do - 2007

SBU	% OF TURNOVER	COMPETITION (GREECE)	COMPETITION (ABROAD)
PLASTICS	16	RIGAS, SKEBERIS PENTAPLAST	BRENNTAG, ELTON, DOW, ZORA-ZO, CHEMIPLAST, BWC
PAINTS & LACQUER	15	CHIMA, PETROBRAS, BP, SHELL	BRENNTAG, ELTON, ARNAUD, NTERNOVA, HELIOS INTERCHEM, SPOLEK, TSI, VIRA, CHEMMAX, UNIVAR
FERTILIZERS AND AGROCHEMICALS	11	V.F.L., SOULFUR	HAIFA, VALAGRO, YARA, ZIKO, ALFA, DELTA M AZOHEM, FERTIS, ZOTIS, LANNITIS, CCB
DISTRIBUTION OF BULK CHEMICAL RAW MATERIALS	58	MOTOR OIL, ELTON, ASTRON, DICHEM, KAPLANOGLOU, TSOPANELIS, MOSXOLIOS	BRENNTAG, BIESTERFELD, BARENTZ, CHIMSNAP, ELTON, FINKOCHEM, GENEZA, KUBA, HANSEN, ROSENAL



What we Do - 2007

***Thessaloniki**
Logistics Centre
Distribution Centre

***Avida**
Production Site
Logistics Centre
New Facilities

***Thiva**
Logistics Centre
Production Site

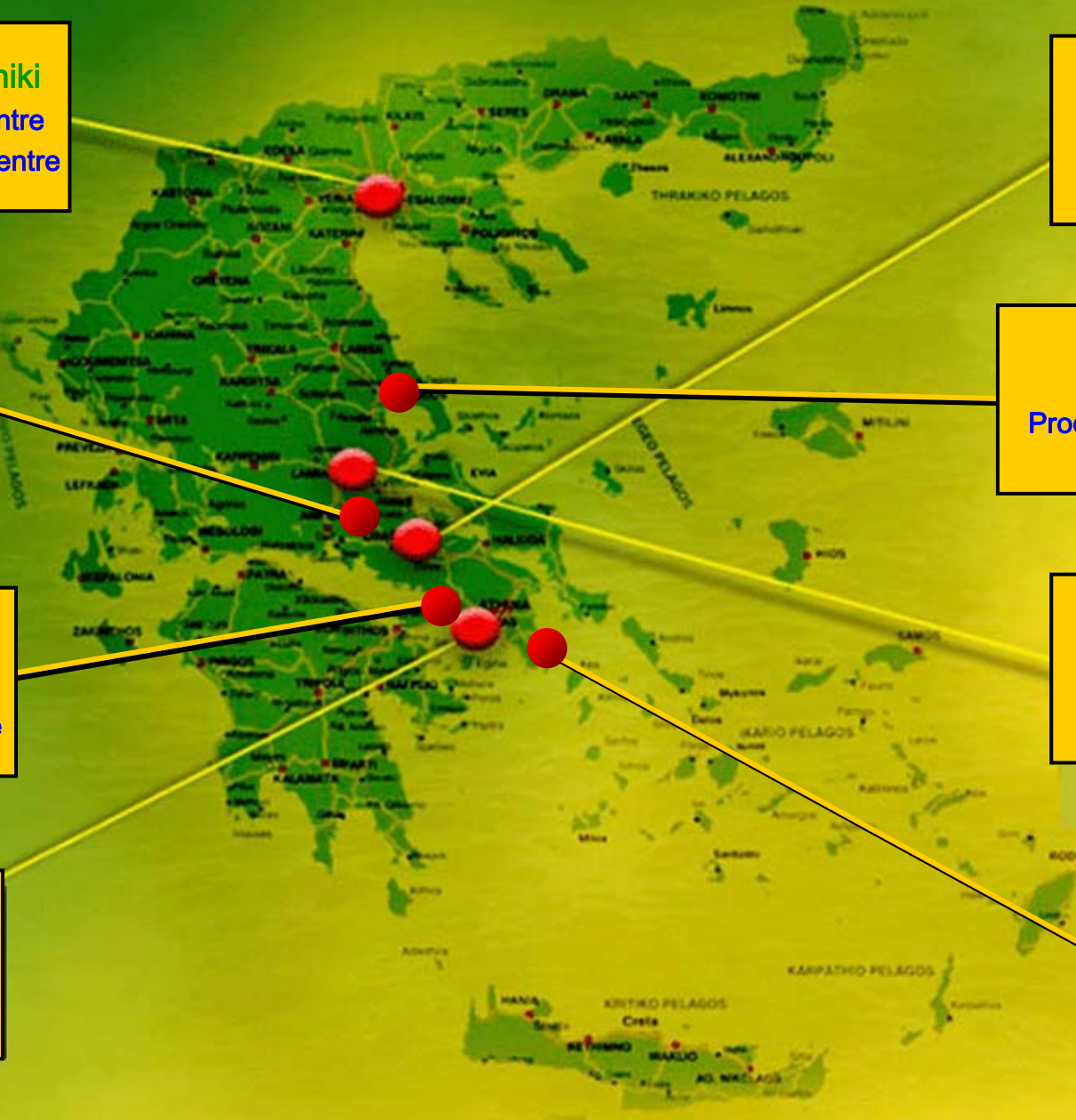
***Volos**
Production Site

***Aspropyrgos**
Distribution,
Packaging Centre

***Atalanti**
Logistics Centre

***Athens**
HQs & R&D Dpt.

***Lavrio**
Production Site



Facilities Greece

* Atalanti



LOGISTIC CENTER

LOGISTICS-STORAGE (10,000 m²)
TANKS (6,000 m³)

* Thessaloniki

LOGISTICS - TANKS

TOTAL AREA (40,000 m²)

LOGISTICS (10,000 m²)

TANKS (7,000 m³)

40,000 m²

ISO 9002



Facilities Greece

* Avlida



LOGISTICS - TANKS

TOTAL AREA (90,000 m²)

LOGISTICS (15,000 m²)

TANKS (23,000 m³)

90,000 m²

ISO 9002



Facilities Greece

* Athens



HEAD OFFICE
&
R&D LABORATORIES
2,400 m²

ISO 9002 Quality Standards



Facilities Greece

* Lavrio



FACTORY - LOGISTICS

TOTAL AREA (7,200 m²)

LOGISTICS (2,900 m²)

PRODUCTION CAPACITY

12 - 15,000 T/Y Raw Materials

* Thiva

FACTORY - LOGISTICS

TOTAL AREA (38,000 m²)

LOGISTICS (10,000 m²)

TANKS (3,000 m³)



Facilities Greece

* Volos



FACTORY

TOTAL AREA (39,000 m²)

FACILITIES (13,000 m²)

PRODUCTION CAPACITY

100,000 T/Year

* Aspropyrgos

LOGISTICS

TOTAL AREA (10,000 m²)

FACILITIES (4,000 m²)



Geographic Expansion - Eastern European Market



Market of 15 € BIL. - NEOCHIMIKI : 51 € MIL. - Market Share : 0.5 % - Developing Market of 200 mil. people

Our Strategic Advantages



GROWTH

- South Eastern Expansion
- Economies of scale

SECURITY

- Strong relation with multinationals
- High barriers to entry
- Low market shares

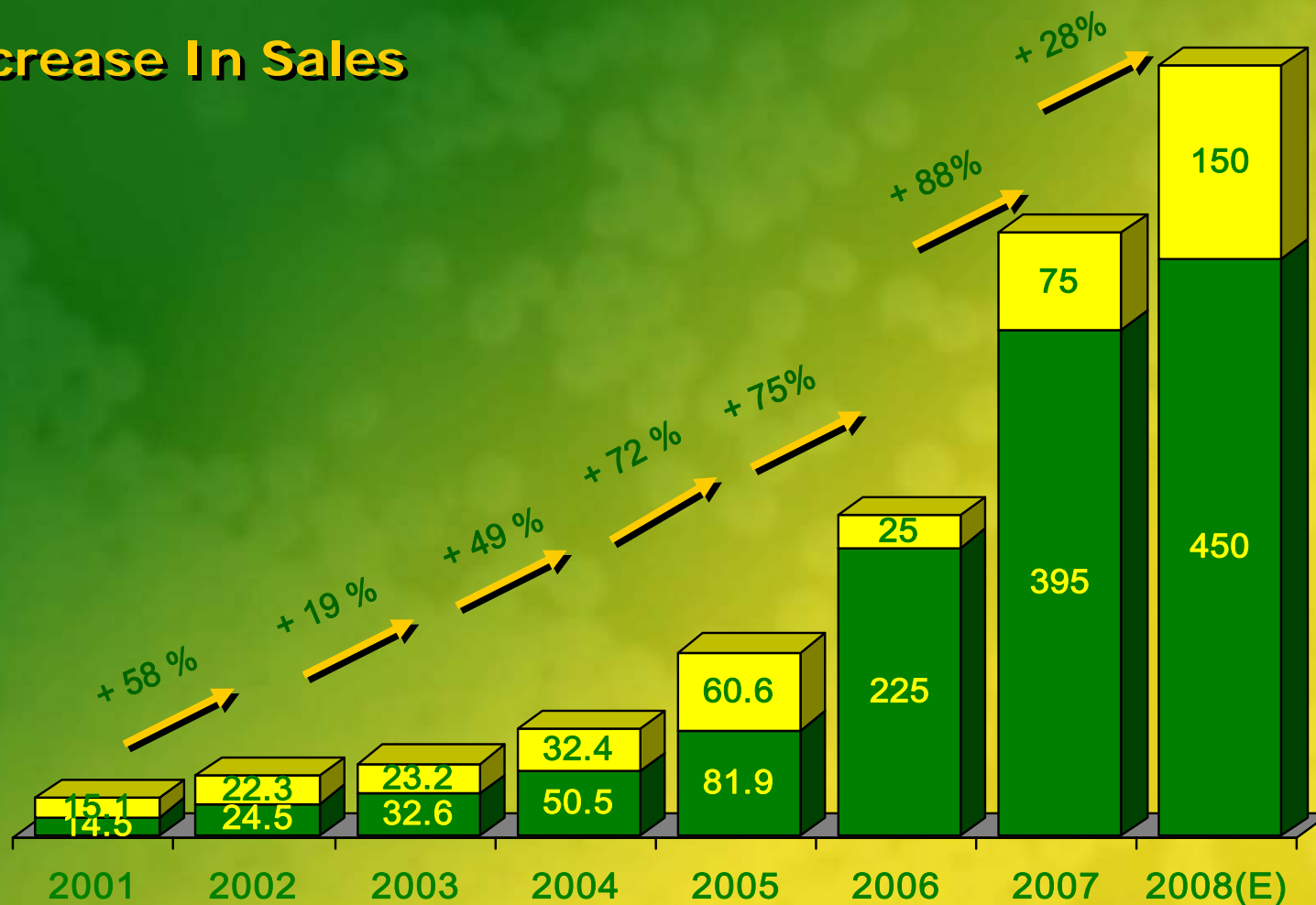
RELIABILITY

- Conservative Projections
- High ROE
- Competent management



Consolidated Income Statement (mil. €)

►► Increase In Sales

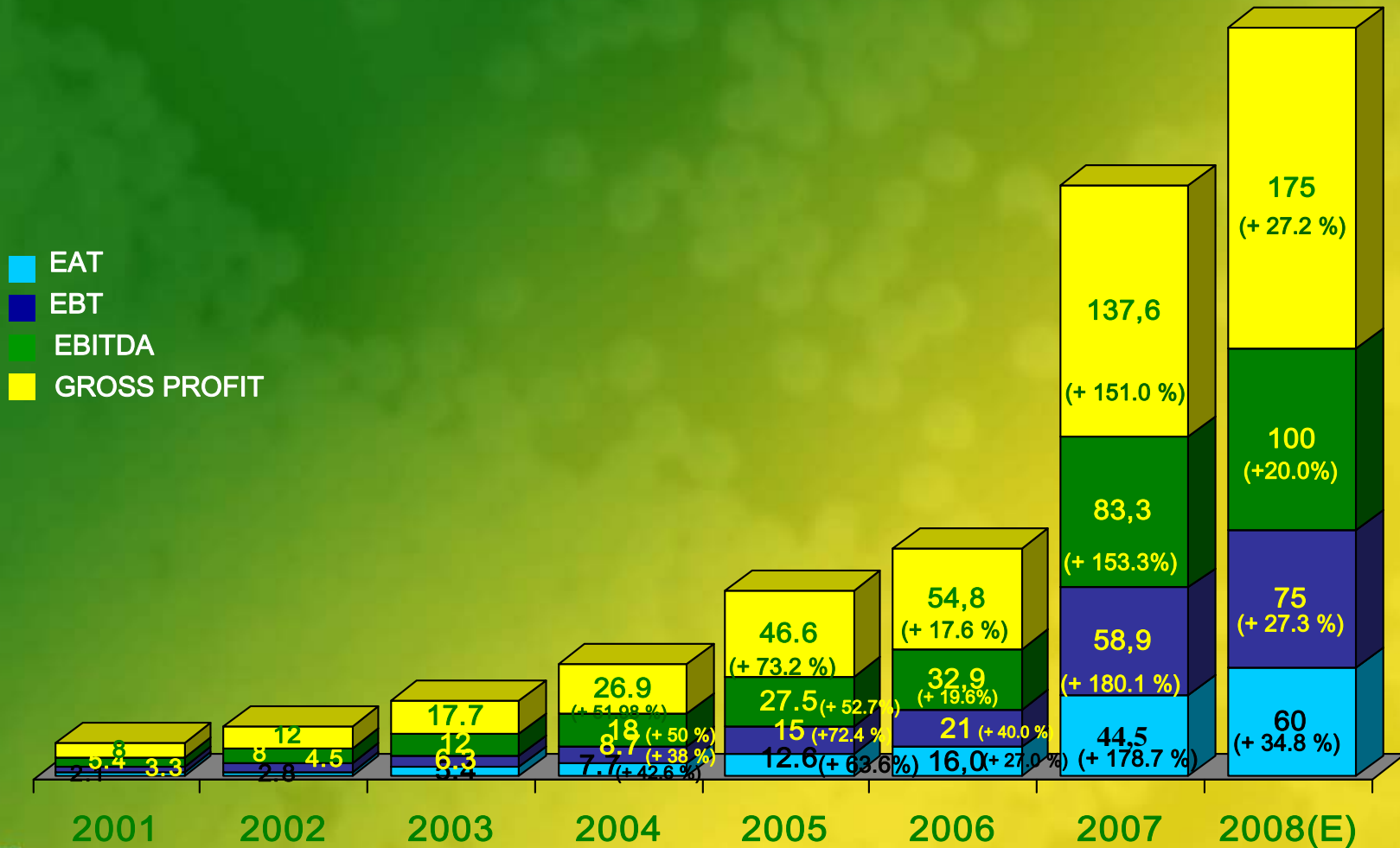


■ Production
■ Distribution

2006 and 2007 figures excluding results from discontinued operations

Consolidated Income Statement (mil. €) according to IFRS

► Increase In Profits

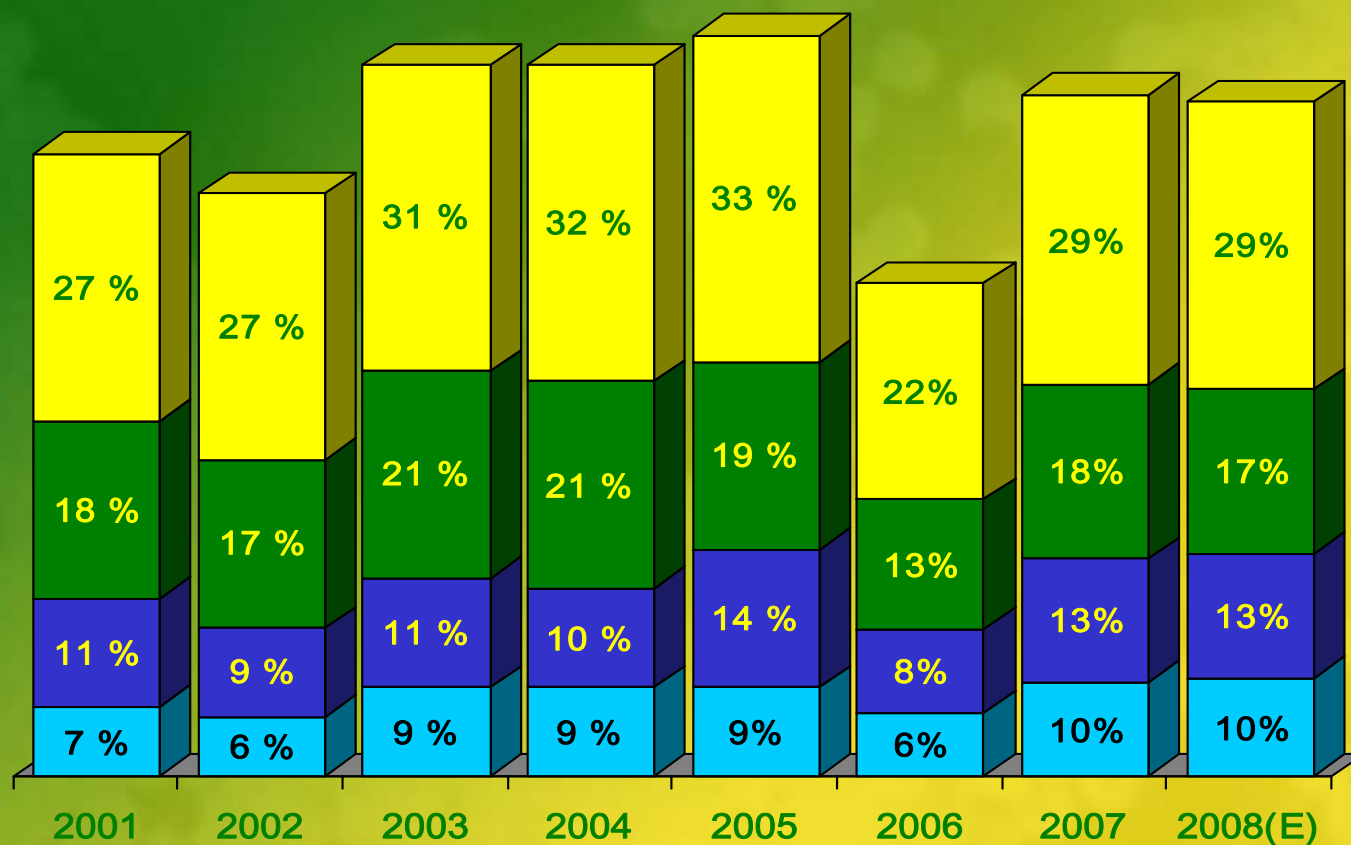


2006 and 2007 figures excluding results from discontinued operations

Consolidated Income Statement (mil. €) according to IFRS

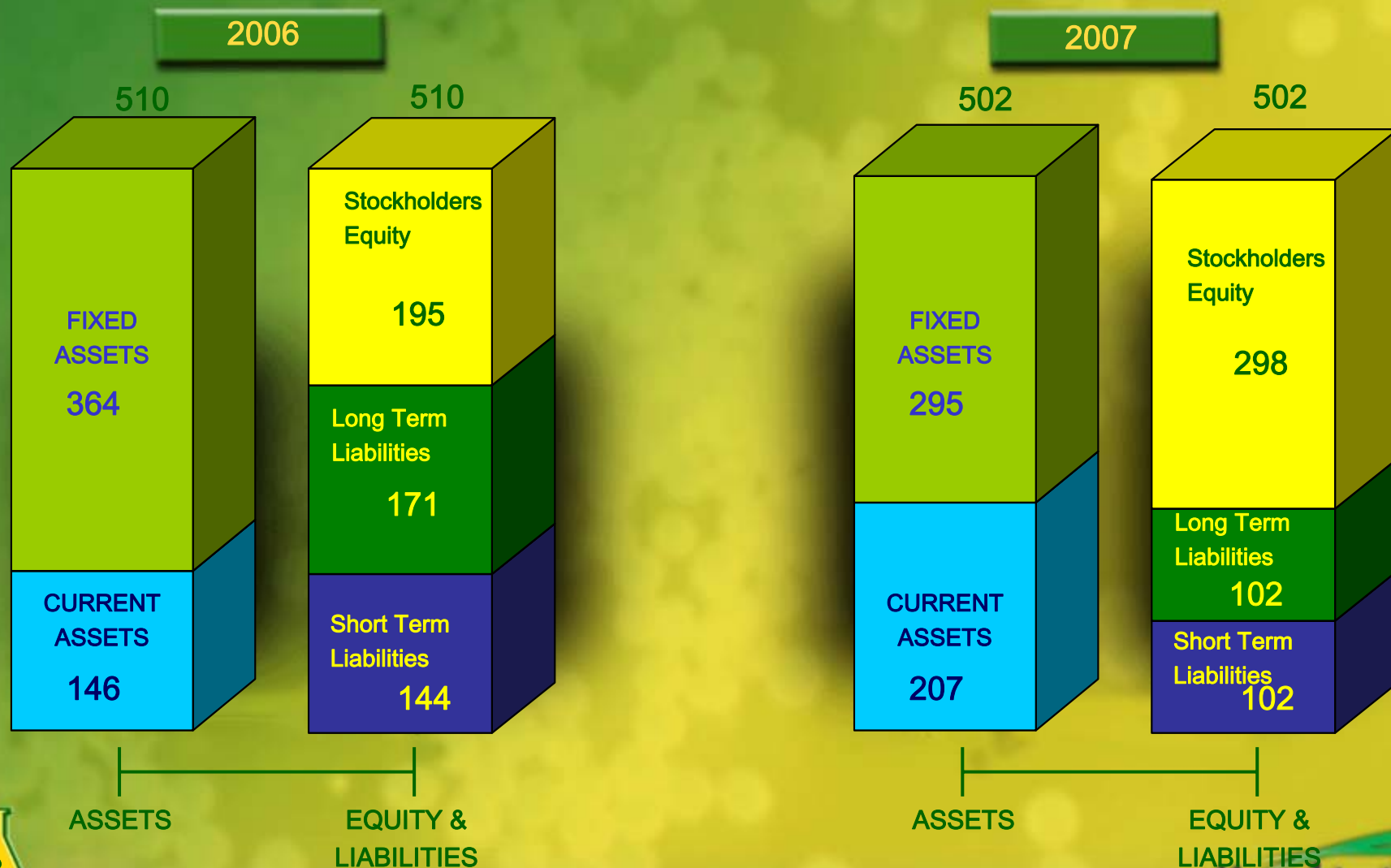
►► Profit Margins

- Net Margin after taxes
- Net Margin before taxes
- Margin EBITDA
- Gross Profit Margin



2006 and 2007 figures excluding results from discontinued operations

Consolidated Balance Sheet structure (mil. €) according to IFRS



Investment Ratios according to IFRS

	2004	2005	2006	2007
# Shares (mil.)	36	36	36	36
Average Price (€)	3.70	4.27	11.32	20.55
Capitalization (€) mil.	133.2	154	408	739.8
Book Value (€) mil.	54	63	195	298
Price/Book Value (x)	2.5	2.4	2.1	2.5
Earnings A.T. (€) mil.	7.3	12.6	97.1	123.4
Earnings per Share (EPS)	0.21	0.34	2.70	3.43
P/E (x)	18.18	12.18	4.20	6.00
Return on Equity (R.O.E.)	14.26 %	18.2 %	49.8 %	41.4 %
PEG (x)	0.41	0.18	0.01	0.22
Dividend (€) mil.	2.2	1.0	1.03	9.36
Dividend per Share (DPS)	0.061	0.03	0.03	0.26
Dividend Yield	1.62 %	0.70 %	0.27 %	1.27 %

Share Data

Trading Symbol – ATHEX

NEOXH

Trading Symbol – Reuters

NCHr. AT

Trading Symbol – Bloomberg

NEOCHI GA

Participation in Eurobank MidCap Private Sector 50

November 2004

Participation in Big Cap Market

November 2005

Participation in FTSE/ATHEX 140

November 2005

Participation in FTSE/ATHEX Mid 40

January 2005

Participation in FTSE/ATHEX International

January 2006

Participation in MSCI

May 2006

Participation in FTSE Global Equity Index (Small Cap & All Cap)

September 2006

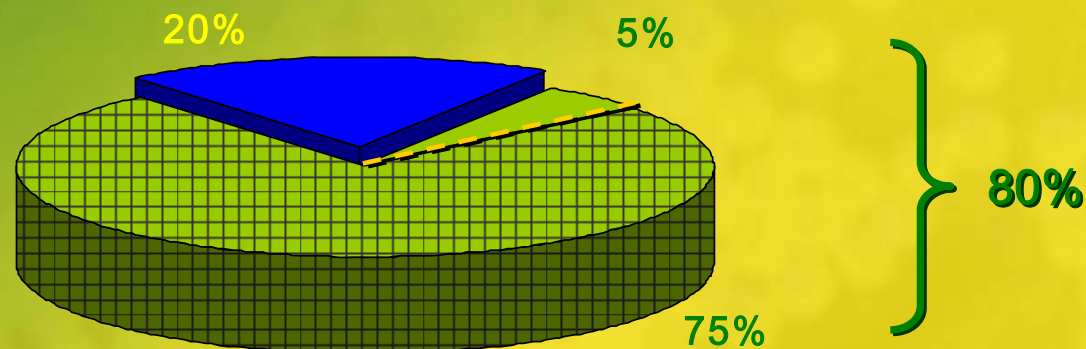


Share Data

Share Price and Marketability

Average Share Price 2007	20.55 €
Average Share Price 2006	11.32 €
Average Share Price 2005	4.27 €
Average Daily Volume 2007	151,357
Average Daily Volume 2006	160,649
Average Daily Volume 2005	262,841

Shareholder Structure



■ Major Shareholder (L. Lavrentiadis) ■ Free Float

Share price Evolution

Since May 20, 2003 (NEOCHIMIKI's listing)



Since January 1st, 2006



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Neochimiki