



MICHANIKI
GROUP OF COMPANIES



October 2009



The Company was founded in 1974 by Prodromos Emfietzoglou engaging in public and private construction projects.

During its multi-year presence, the Company managed to establish itself as one of the most significant and contemporary construction companies in the Greece, contributing, as a primary role, to the whole spectrum of the country's construction projects infrastructure.

Since 1990, the Company's shares are listed in the Athens Stock Exchange.

The Company has been distinguished for a series of sophisticated and complex construction projects such as airports, hydroelectric stations, road construction projects, tunnels etc.

Today the Company's aim, apart from its participation in public and private construction projects, is to develop its operations through the utilization of its real estate equity, the development of civil buildings, the investment in companies that create vertical integrations and synergies and the development of operations abroad.

During the thirty years of its operations, MICHANIKI S.A. has participated in more than 120 major construction projects contributing to the country's infrastructure upgrading, economy invigoration but also to the strengthening of the role and importance of the domestic construction sector.



MICHANIKI
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Activities & Sectors

Real Estate Development

Housing, Commercial, Recreational

- International Activities
- Greece

Construction

Public & Private projects

Industrial Plants - Energy

Marble, Steel Pipe, Hydroelectric projects

Real Estate Development



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International Activities

Ukraine

Russia

Bulgaria

Egypt

Real Estate Development

In General:

Michaniki Group is making a strategic shift in the Real Estate Development abroad by capitalizing its long year experience and know-how in the market. The Company has exploited investments opportunities in **Russia** and **Ukraine** and is developing new projects in **Bulgaria** and **Egypt**.

Michaniki's penetration in the international Real Estate markets, through its acquisitions of land plots, is targeting to increment internal growth prospects.

Today's portfolio, of quality commercial and residential real estate development projects, is located in fastest-growing emerging markets; an investment strategy followed by the management in order to achieve growth of its financial results in the upcoming years.

Ukraine





Project: Square of Greeks



Project: Meotida

Location Odessa, Greek Square

Type of project	Apartment & Shop Building
Total Volume	9,822 sqm
Apartment space	8,692 sqm
Retail space	1,130 sqm

Construction period 1995 – 1997

100% shops, offices and parking spaces are sold

Location Marioupoli

Type of project	Business & Cultural Center
Total volume	3,900 sqm
Offices	2,750 sqm
Culture Center	1,140 sqm

Construction period 1999-2002

MICHANIKI Ukraine delivered two buildings: the first building was sold and the second building was donated to the Greeks of Marioupolis Union.



Project: Athina

Location Odessa, Greek Square

Type of project	Commercial Centre
Total volume	30,000 sqm
Commercial spaces	19,528 sqm
Offices	9,687 sqm
Parking places	96

Construction period 2002-2004

100% shops, offices and parking spaces are sold



Project: Artemis

Location Kiev, Ukraine

Type of project	Building Project
Total volume	53,381 sqm
Apartments	22,331 sqm
Commercial spaces	5,985 sqm
Offices	2,447 sqm
Parking places	168

Starting/Ending Date 1Q 2006/2Q 2010

50% of apartments

32% of commercial spaces

37% of office space have been pre-sold

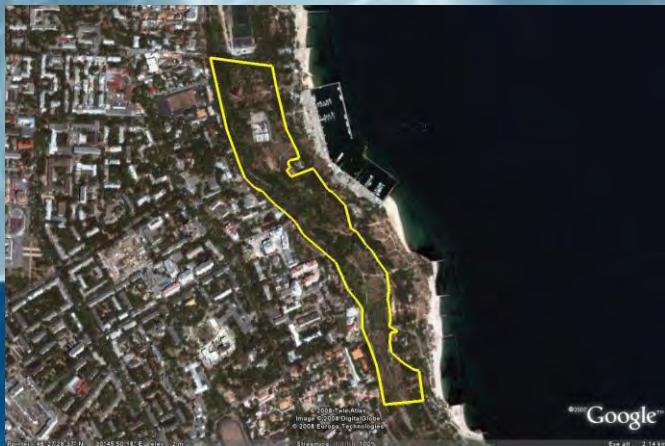
Project: Odessa Dream



Location Odessa, Ukraine

Type of project	Housing & Recreational Park
Total volume	217,636 sqm
Apartments	114,000 sqm
Commercial spaces	26,500 sqm
Parking places	858

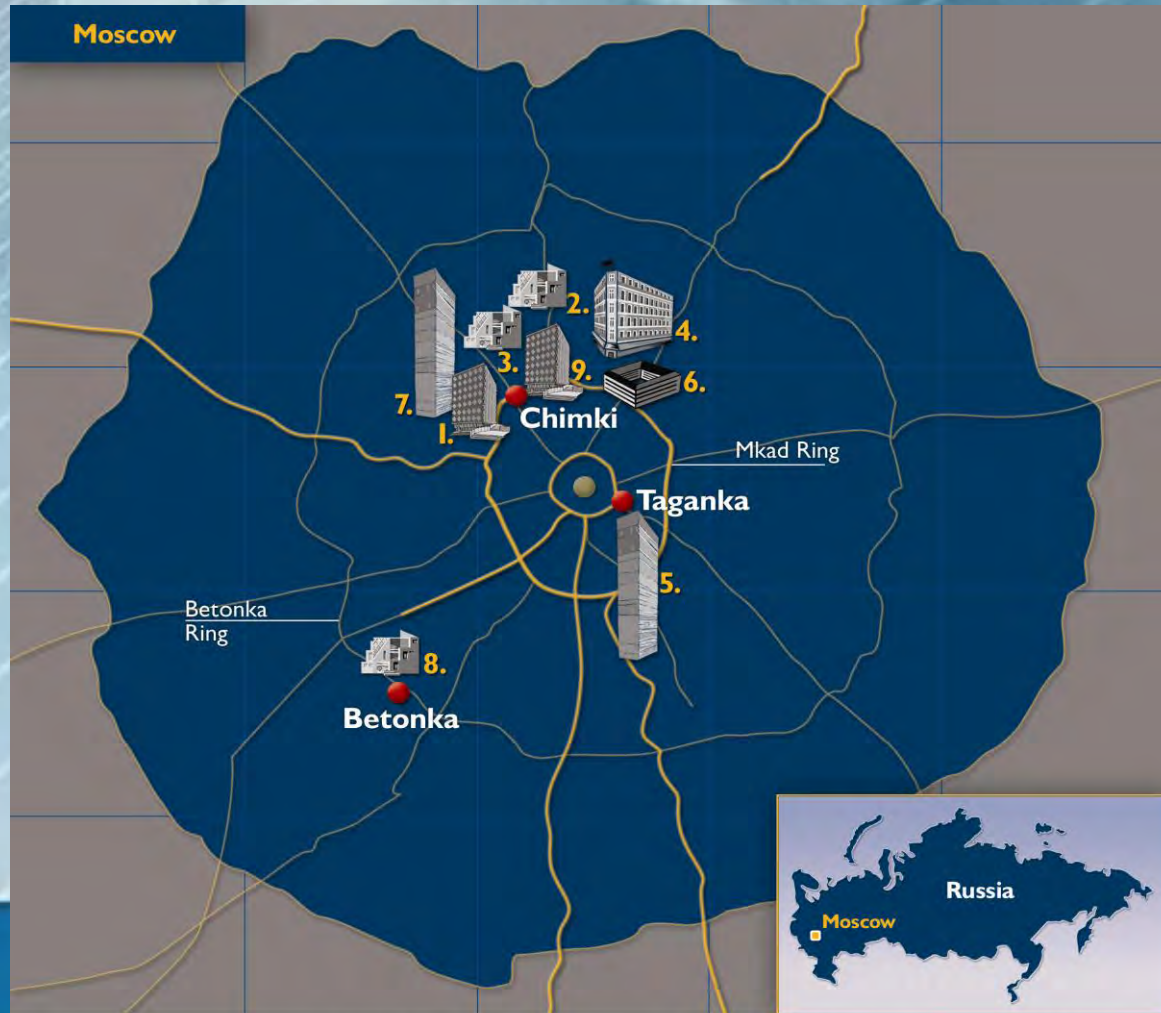
Starting/Ending Date 4Q 2009 – 1Q 2014



MICHANIKI UKRAINE PROJECTS

<i>Name/Project</i>	<i>Type</i>	<i>Total Volume</i>	<i>Office Space</i>	<i>Apartment Space</i>	<i>Retail Space</i>	<i>Total Investment</i>	<i>Construction Period</i>	<i>Status</i>
		<i>sqm</i>	<i>sqm</i>	<i>sqm</i>	<i>sqm</i>	<i>€mil</i>		
Square of Greeks Odessa	Apartment Shopping Building	9.822	-	8.692	1.130	€15,0	1995-1997	Completed Delivered
Meotida Marioupoli	Business Cultural Center	3.900	2.750	-	1.140	€10,0	1999-2002	Completed Delivered
Athina Odessa	Commercial Centre	30.000	9.687	-	19.528	€24,0	2002-2004	Completed Delivered
Artemis Kiev	Apartment Shopping Building	53.381	2.447	22.335	5.985	€27,5	2006-2010	Work Under Process
Odessa Dream Odessa	Housing Recreational Park	217.636	-	114.250	26.500	€226,0	2009-2014	Work Under Process

Russia



- 1.** Business & Apartments Complex ALEXANDER THE GREAT **2.** Residential Complex HERA **3.** Residential Complex APHRODITE
4. Hotel Apartments DEMITRA **5.** Apartments Tower OLYMPOS **6.** Commercial & Residential Complex ATHENA **7.** Hotel Apartments & Business Complex APOLLO **8.** Business & Apartments Complex HELLAS **9.** Residential & Commercial Complex MELINA TOWERS



Project: Alexander the Great



Project: Hera

Location Moscow

Type of project	Building Complex
Total volume	166,520 sq.m.
Offices	68,000 sq.m.
Apartments	24,000 sq.m.
Commercial spaces	4,000 sq.m.
Parking places	1,425

Total Investment €163.5m
Starting/Ending Date 2Q 2008/4Q 2012

Location Khimki, Moscow

Type of project	Residential Complex
Total volume	15,116 sq.m.
Apartments	8,400 sq.m.
Commercial spaces	1,300 sq.m.
Parking places	175

Total Investment €12.3m
Starting/Ending Date 4Q 2008/3Q 2011

*Pre-sales have occurred, as of September 2009
 6 apartments of 89 in total (8%)*



Project: Aphrodite



Project: Demitra

Location Khimki, Moscow

Type of project	Residential Complex
Total volume	34,480 sq.m.
Apartments	22,000 sq.m.
Commercial spaces	3,000 sq.m.
Parking places	250

Total Investment €31.4m
Starting/Ending Date 1Q2010/4Q 2013

Location Khimki, Moscow

Type of project	Residential Complex
Total volume	60,000 sq.m.
Apartments	46,120 sq.m.
Commercial spaces	6,070 sq.m.
Parking places	300

Total Investment €95.7m
Starting/Ending Date 2Q 2011/4Q 2014



Project: Olympus



Project: Hellas

Location Moscow, Leningradski Avenue

Type of project	Apartment Complex
Total volume	35,000 sq.m.
Apartments	25,650 sq.m.
Commercial spaces	650 sq.m.
Parking places	338

Total Investment €48.8m
Starting/Ending Date 2Q 2011/4Q 2014

Location Zentotsi, Moscow

Type of project	Business & Residential Complex
Total volume	950,000 sq.m.
Residential Premises	600,000 sq.m.
Commercial spaces	25,000 sq.m.
Parking places	7,000

Total Investment €728m
Starting/Ending Date 1Q 2011/3Q 2016

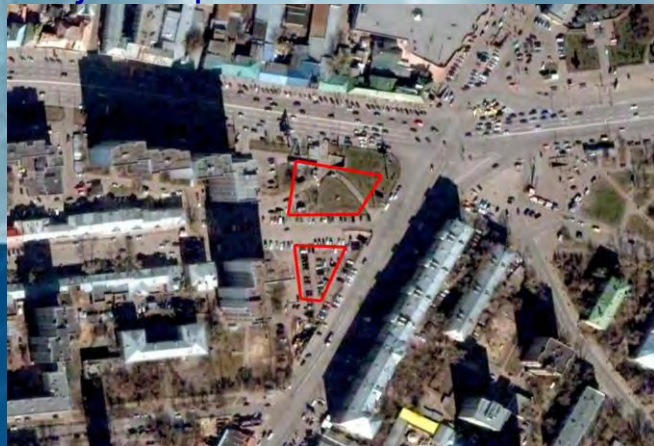
Project: Athena



Location Khimki, Moscow

Type of project	Residential Complex
Total volume	62,500 sq.m.
Apartments	47,500 sq.m.
Commercial spaces	2,500 sq.m.
Parking places	530
Total Investment	€66.9m
Starting/Ending Date	2Q2012/4Q 2014

Project: Apollo



Location Moscow, Taganka

Type of project	Business Complex
Total volume	26,600 sq.m.
Offices	21,280 sq.m.
Parking places	540
Total Investment	€47m
Starting/Ending Date	2Q 2012/4Q 2015

Project: Melina Towers



Location Khimki, Moscow

Type of project	Business & Apartment Complex
Total volume	207,000 sq.m.
Apartments	180,000 sq.m.
Retail	7,000 sq.m.
Parking places	3,000

Total Investment €414m
Starting/Ending Date 1Q 2011/1Q 2016

MICHANIKI RUSSIA PROJECTS

<i>Name/Project</i>	<i>Type</i>	<i>Total Volume</i>	<i>Office Space</i>	<i>Apartment Space</i>	<i>Retail Space</i>	<i>Total Investment</i>	<i>Construction Period</i>	<i>Status</i>
		<i>sqm</i>	<i>sqm</i>	<i>sqm</i>	<i>sqm</i>	<i>€mil</i>		
Alexander the Great Khimki - Moscow	Business Complex	166.520	68.000	24.000	4.000	€163,5	2007-2012	Work Under Process
Hera Khimki - Moscow	Residential Complex	15.116	-	8.400	1.300	€12,3	2009-2011	Work Under Process
Aphrodite Khimki - Moscow	Residential Complex	34.000	-	22.000	3.000	€31,4	2009-2012	Permit/Study Process
Demitra Khimki - Moscow	Residential Complex	60.000	-	46.120	6.070	€95,7	2010-2013	Permit/Study Process
Olympus Moscow	Residential Complex	35.000	-	25.650	650	€48,8	2010-2013	Permit/Study Process
Hellas Zentotsi	Business & Residential C.	950.000		600.000	25.000	€728,0	2010-2015	Permit/Study Process
Athina Khimki - Moscow	Residential Complex	62.500	-	47.500	2.500	€66,9	2010-2013	Permit/Study Process
Apollo Moscow	Business Complex	26.600	21.280	-		€47,0	2010-2013	Permit/Study Process
Melina Towers Khimki - Moscow	Business & Residential C.	207.000	-	180.000	7.000	€414,0	2010-2016	Permit/Study Process

Bulgaria



Botanic Garden, Sofia



Total volume	17,100 sq.m.
Final Design	TBA
Residential premises	17,100 sq.m.
Parking places	180

Total Investment	€11,6m
Exp. Starting date	4Q 2009
Exp. Ending date	4Q 2012

German, Sofia



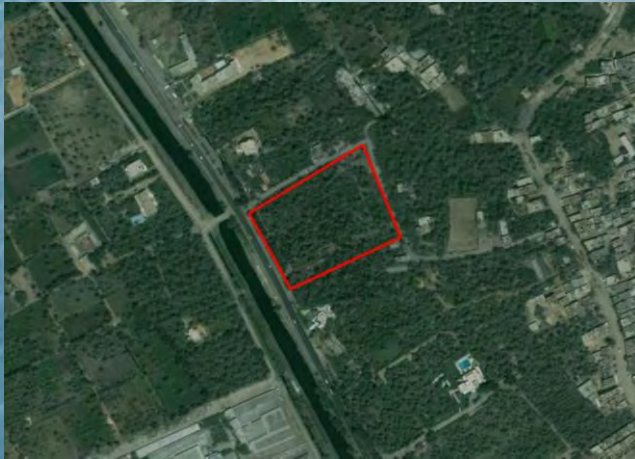
Total volume	74,100 sq.m.
Final Design	TBA
Residential premises	66,700 sq.m.
Commercial spaces	3,700 sq.m.
Parking places	625

Total Investment	€52,4m
Exp. Starting date	4Q 2009
Exp. Ending date	4Q 2013

Egypt



Kerdasa, Cairo



Total volume 17,820 sq.m.

Distances from:

Central Axis of Connection Alexandria-Cairo	1.5 km
Archaeological site of Pyramids	2 km
Ancient City of Cairo	12 km

El-Azezeya, Cairo



Total volume 147,500 sq.m.

Distances from:

Cairo Ring Road	2 km
Archaeological site of Pyramids	8 km
El-Remaya Square	6.5 km

(where the new archaeological museum of Cairo is under development)

Real Estate Development

NAV by Cushman & Wakefield for Russia, Ukraine, Bulgaria

CB Richard Ellis (Dubai) for Egypt



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PROJECTS	Status	Plot size (in sq m)	Land Aqc price (US\$*)	Dec 07	Jun 08	Sept 08	Dec 08
				Market Value (€)	Market Value (€)	Market Value (€)	Market Value (€)
Michaniki Russia							
Alex the Great - Chimki 1	Lease	21.400	2.800.000	56.655.617	90.526.000	99.559.000	104.421.000
Hera - Chimki 2	Lease	5.000	3.000.000	8.953.382	13.349.000	12.815.000	14.160.000
Aphrodite - Chimki 3	Lease	9.600	3.000.000	8.927.287	10.147.000	11.390.000	10.242.000
Olympus - Chimki 6	Lease	3.800	2.600.000	7.147.190	12.469.000	13.387.000	12.341.000
Demitra - Chimki 4	Lease	26.700	3.700.000	4.189.294	4.651.000	4.361.000	3.877.000
Apollo - Taganka	Lease	3.600	0	16.077.297	38.198.000	30.162.000	25.521.000
Hellas - Zedotsi	Own	701.100	40.500.000	74.670.287	74.574.000	82.032.000	80.671.000
Athena - Chimki 5	Lease	29.000	5.000.000	12.022.004	13.410.000	14.731.000	12.841.000
Melina Towers - Moscva River	Lease	65.000	26.500.000	104.726.003	114.604.000	112.216.000	106.239.000
TOTAL		865.200	87.100.000	293.368.362	371.928.000	380.653.000	370.313.000
Michaniki Ukraine							
Artemida	Lease	7.900	200.000	29.973.905	24.777.000	26.552.000	14.619.000
Odessa Dream (Delphinia)	Lease	201.800	6.000.000	178.150.786	90.045.000	75.456.000	81.425.000
		209.700	6.200.000	208.124.691	114.822.000	102.008.000	96.044.000
Michaniki Bulgaria							
Botanic	Own	34.180	1.860.000	6.796.000	7.106.000	6.754.000	6.300.000
German	Own	92.647	4.739.000	4.739.000	7.108.000	6.671.000	5.500.000
		126.827	6.599.000	11.535.000	14.214.000	13.425.000	11.800.000
Michaniki Egypt							
Kerdasa	Own	17.820	3.564.000	0	3.618.835	4.074.329	3.418.538
El-Azezeya	Own	147.500	11.300.000	0	14.072.465	15.428.266	14.969.663
		165.320	14.864.000	0	17.691.300	19.502.595	18.388.201
GRAND TOTAL:		1.367.047	85.807.828	513.028.053	518.655.300	515.588.595	496.545.201



Real Estate Development, Greece



Name of Project

DRYADES

Location

Ekali, Athens

Type of Project

Residential Complex

Total Project Volume

19,600 sqm

Total Project Budget

€ 30m

Construction Period

2002-2008

Includes:

From 270 to 440 sqm. luxurious residents, equipped with basements with playrooms, parking garage and auxiliary space, ground floor with living rooms, second floor with three or four bedrooms, two or three bathrooms, attic.

Real Estate Development, Greece



- Publicly traded since: 1990
- Capitalization: € 30 m.
- Number of Shares: 20,121,710
- Plot - Buildings: 425,515 sq. m.

In General:

Balkan Real Estate S.A., is an Athens Stock Exchange traded company, 65% owned by Michaniki S.A.

The company in cooperation with its parent company Michaniki SA will undertake investments for the development of urban and non-urban real estate projects and the construction of large residential units, the development, management and exploitation of them belonging to the company or to third parties.



MICHANIKI
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Construction

Public & Private projects

Industrial Plants - Energy

Marble, Steel Pipe, Hydroelectric projects



MICHANIKI
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Construction, Greece



In General:

Apart from Michaniki S.A., the parent company, that holds the highest certificate for public works in Greece, Tholos S.A. is a 100% subsidiary that bids for smaller public projects and strengthens the Group's market share in construction works.

MICHANIKI carries out both design and construction of projects, as certified in the company's ISO 9001:2000 quality management certificate.

The management of the company will continue the strategy of selective participation in projects that are announced taking into consideration the achievement of equivalent profit margins with those of the previous year.





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Construction, Greece

Projects in Progress



**Polykastro – Idomeni
rail line construction**



**Athens-Thessaloniki:
Section Skarfia-Lamia-Rahes**



**Lianokladi-Domokos
rail line construction**

A complete list of Projects in progress can be viewed from our web site www.michaniki.gr



Construction, Greece

Projects in Progress



**Construction of
Peiros-Parapeiros Dam**



**Melissi - Rododafni
Railway construction**



Construction of Sykia Dam

On the Pipeline – Awaiting contract signing:

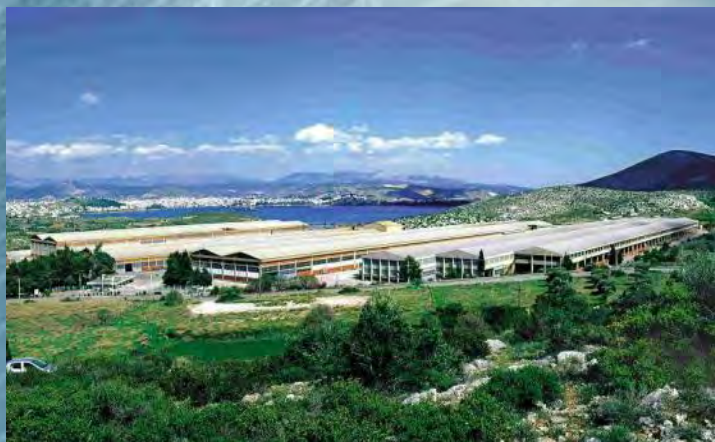
- Construction of the Road Connection of Aktio Region value: €39.4m.
- Construction of the final casing in the diversion tunnel of Acheloos River value: €65m.



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Industrial Plans, Greece

Hellenic Pipeworks S.A.



Hellenic Pipeworks is a 100% subsidiary of Michaniki S.A. The long-lasting presence and experience in the manufacturing of steel-pipes, enables the company to strengthen its competitive advantage and to increase its market share in international markets.

Plots-Buildings: 509,168 sq.m.

Marmara Kavalas S.A.



Marmara Kavalas S.A. is a 77% subsidiary of Michaniki S.A. and its primary activities include quarrying, processing and sales of marble products in the domestic and foreign markets.

Plots-Buildings: 59,043 sq.m.



Energy Production, Greece

Michaniki has entered the electricity production sector capitalizing on its know-how and expertise on hydroelectric-station-construction, aiming to be a strong player in the recently liberalized electricity market in Greece.

Theodoriana Hydro Station

Annual electricity output:

Annual sales:

4.0 MW (completed)

17m KWh

€1.4m

Karpenissioti Hydro Station

Annual electricity output:

Annual sales:

Investment:

5.80 MW (approved)

23m KWh

€1.8m

€11m

Temenos Hydro Station

Annual electricity output:

Est. Annual sales:

Investment:

15 MW (submission of offer)

60m KWh

€4.2m

€60m

Agios Nicolaos Hydro Station

Annual electricity output:

Estimated annual sales:

Estimated pre tax profit:

Investment:

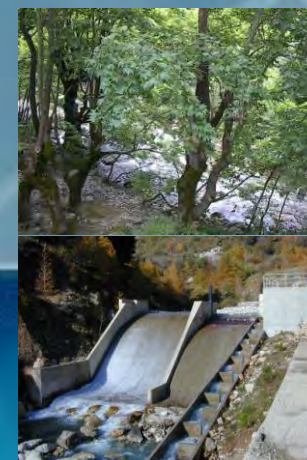
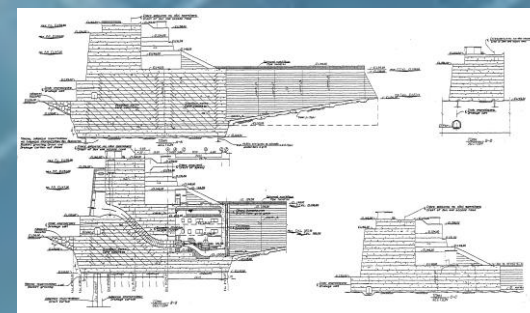
93.0 MW (re-submission of offer)

300m KWh

€21m

35% of sales

€200m in total, 2008-2011





MICHANIKI
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Group Financial Information

Annual Results for 2008, 2007, 2006, 2005



Group Financial Information

Total Assets

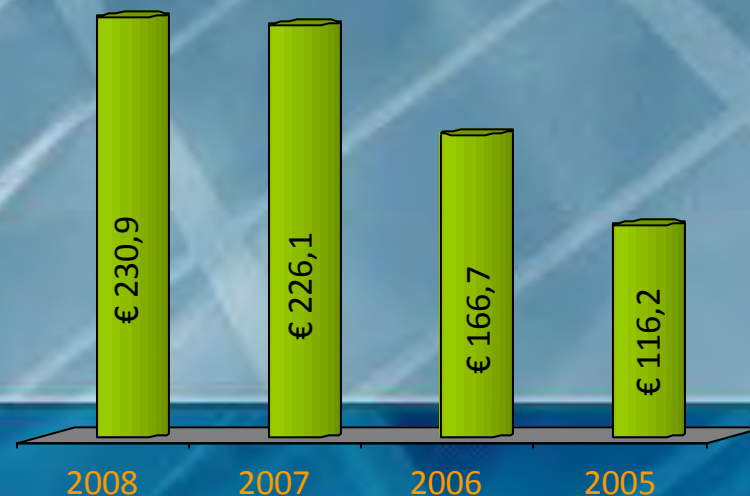
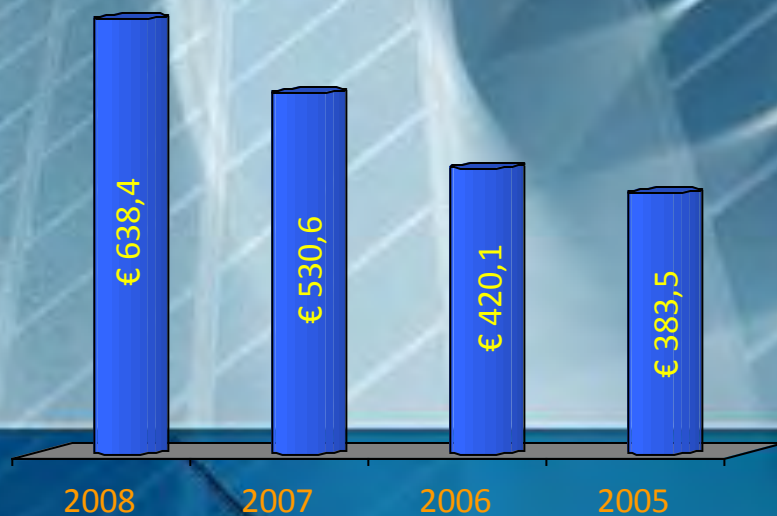
CAGR +13.6%

4yr perf +66.5%

Revenues

CAGR +18.7%

4yr perf +98.7%

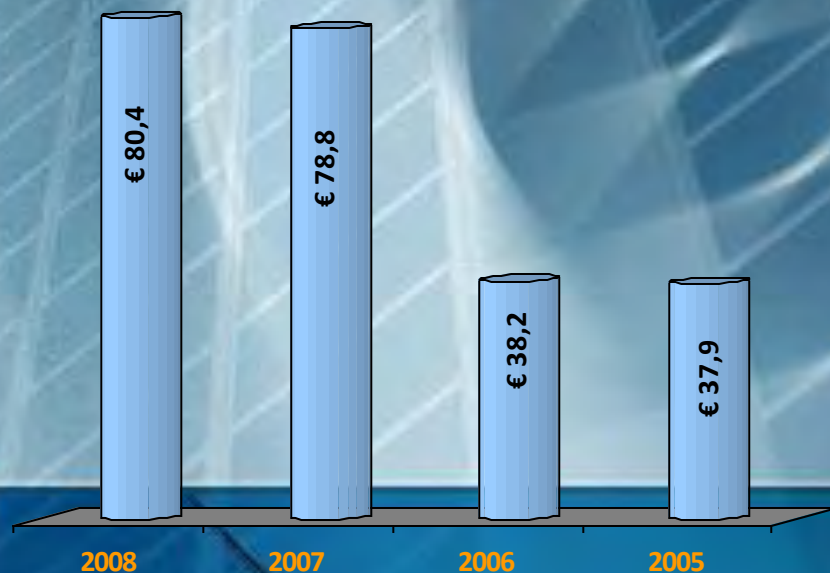




Group Financial Information

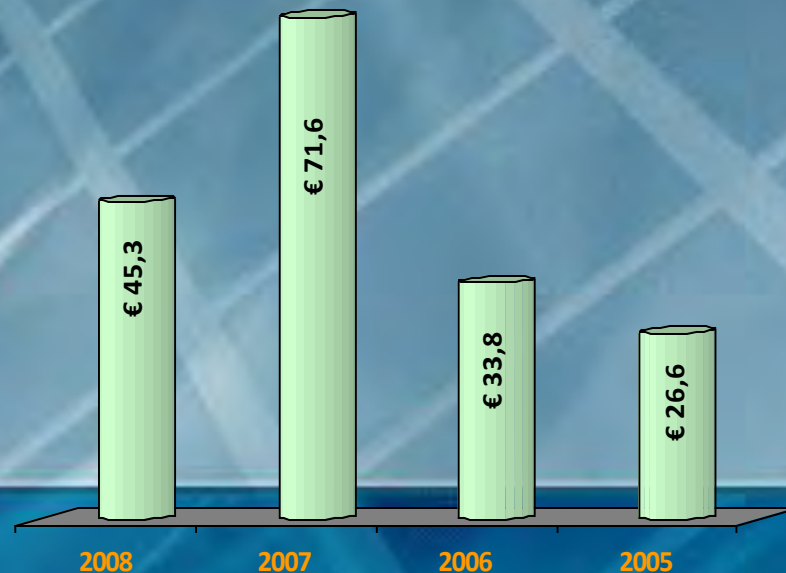
EBITDA

CAGR +20.7%
4yr perf +112.3%



Profit After Taxes

CAGR +9.9%
4yr perf +46.0%





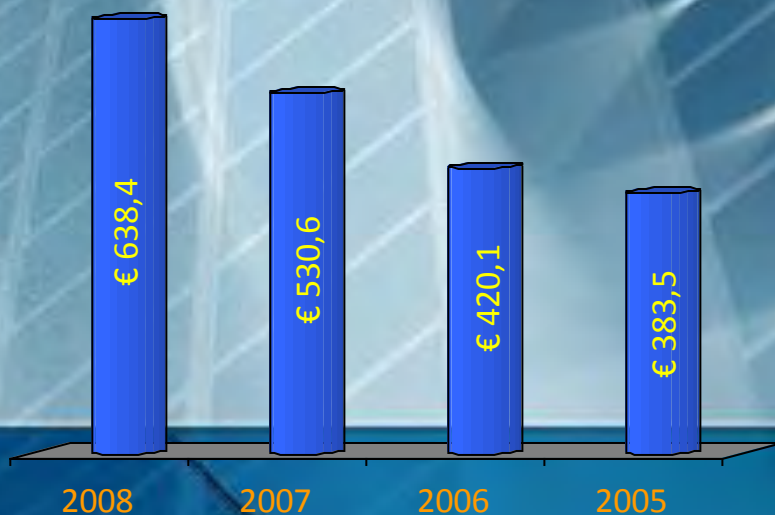
Annual Results

(FY08, FY07, FY06, FY05)

Total Assets

CAGR +13.6%

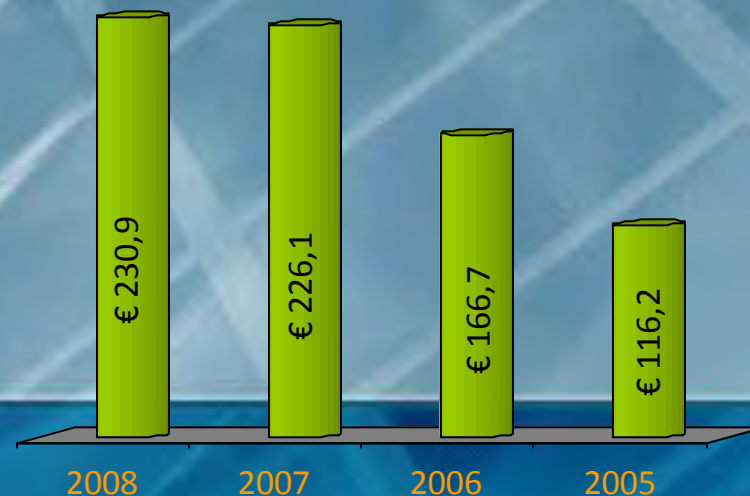
4yr perf +66.5%



Revenues

CAGR +18.7%

4yr perf +98.7%



Financial Results H1 09 v. H1 08

INCOME STATEMENT	Group			Company		
	H1 2009	H1 2008	%	H1 2009	H1 2008	%
Sales Turnover	74.470	113.949	-34,6%	59.730	91.932	-35,0%
Cost of Sales	(61.203)	(86.891)	-29,6%	(45.047)	(71.693)	-37,2%
Gross Profit	13.267	27.059	-51,0%	14.683	20.240	-27,5%
Property Investment valuation result	0	32.773		0	0	
Other Operating Income	1.034	1.124	-8,0%	598	564	6,1%
Selling Expenses	(273)	(624)	-56,3%	0	(67)	-100,0%
Administrative Expenses	(7.376)	(7.530)	-2,1%	(4.732)	(5.993)	-21,0%
Other Operating Expenses	(576)	(1.538)	-62,5%	(167)	(573)	-70,8%
EBIT	6.076	51.265	-88,1%	10.382	14.170	-26,7%
Depreciation	3.456	3.408	1,4%	2.625	2.524	4,0%
EBITDA	9.533	54.673	-82,6%	13.007	16.695	-22,1%
Financial Income	7.568	3.596	110,4%	9.002	3.710	142,7%
Financial Expenses	(6.795)	(5.194)	30,8%	(4.869)	(3.607)	35,0%
Share of profit from assoc. companies	2.707	111	2345,7%	2.707	146	1756,2%
Depreciation	(3.456)	(3.408)	1,4%	(2.625)	(2.524)	4,0%
Profit before Tax	9.556	49.778	-80,8%	17.222	14.419	19,4%
Income Tax	(1.298)	(12.987)	-90,0%	(1.422)	(4.089)	-65,2%
Profit after tax	8.258	36.790	-77,6%	15.801	10.330	53,0%

Management Team

CHAIRMAN

PRODROMOS S. EMFIETZOGLOU

MANAGING DIRECTOR

MELINA PR. EMFIETZOGLOU

CFO

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