



## Financial Results – 1<sup>st</sup> Half 2014



**Investors' and Analysts' conference call**

**Athens, 31<sup>st</sup> July 2014**

# Disclaimer

- This document contains forward-looking statements relating to the Group's future business, development and economic performance. It also includes statements from sources that have not been independently verified by the Company.
- Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to:
  - Competitive pressures
  - Legislative and regulatory developments
  - Global, macroeconomic and political trends
  - Fluctuations in currency exchange rates and general financial market conditions
  - Delay or inability in obtaining approvals from authorities
  - Technical development
  - Litigation
  - Adverse publicity and news coverage, which would cause actual development and results to differ materially from the statements made in this document
- TITAN assumes no obligation to update or alter such statements whether as a result of new information, future events or otherwise.

# Agenda

- ❑ **Group Financial Results**
- ❑ **Market Overviews**
- ❑ **Outlook**

# Positive H1 Results. Gains from US Recovery Overshadowed by Gas Shortages in Egypt

- ❑ 4% top-line growth in H1 2014.
- ❑ Profitable H1 2014 at €2.9m.
- ❑ Growth across all products in Greece driven by public works and exports.
- ❑ US firm recovery benefits volume sales and prices.
- ❑ SEE continues profitable performance.
- ❑ Egypt production/sales curtailed by severe gas shortage in Q2. Investment in Beni Suef to use solid fuel under construction.
- ❑ €300m 5-Year Bond issued on 10 July with a 4.25% coupon, rated BB by S&P.

# Total Revenue Growth and Positive Bottom Line

*In Million Euro, unless otherwise stated*

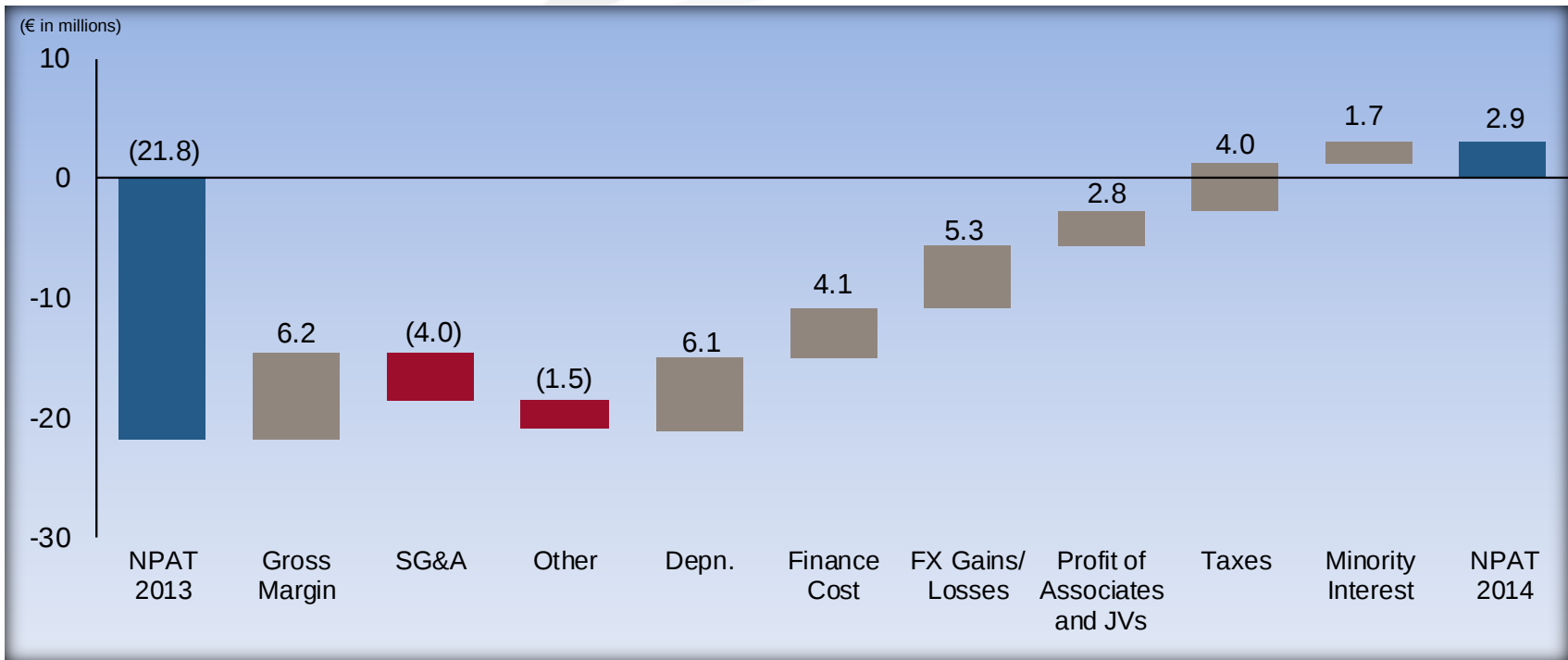
|                                                | H1 2014       | H1 2013       | Variance | Q2 2014       | Q2 2013       | Variance |
|------------------------------------------------|---------------|---------------|----------|---------------|---------------|----------|
| <b>Net Sales</b>                               | <b>571.2</b>  | <b>549.9</b>  | 3.9%     | <b>319.4</b>  | <b>314.7</b>  | 1.5%     |
| <i>Cost of Goods Sold</i>                      | <i>-430.9</i> | <i>-415.8</i> | 3.6%     | <i>-231.4</i> | <i>-227.8</i> | 1.6%     |
| <b>Gross Margin</b>                            | <b>140.3</b>  | <b>134.1</b>  | 4.6%     | <b>88.0</b>   | <b>86.9</b>   | 1.3%     |
| <i>SG&amp;A and Other Income / Expense</i>     | <i>-51.3</i>  | <i>-45.9</i>  | 11.9%    | <i>-29.5</i>  | <i>-21.9</i>  | 34.8%    |
| <b>EBITDA</b>                                  | <b>89.0</b>   | <b>88.3</b>   | 0.8%     | <b>58.5</b>   | <b>65.0</b>   | -9.9%    |
| <i>Depreciation</i>                            | <i>-53.1</i>  | <i>-59.2</i>  | -10.3%   | <i>-26.4</i>  | <i>-30.1</i>  | -12.1%   |
| <i>Finance Costs - Net</i>                     | <i>-29.7</i>  | <i>-33.8</i>  | -11.9%   | <i>-16.4</i>  | <i>-17.9</i>  | -8.1%    |
| <i>FX Gains/ Losses</i>                        | <i>-1.5</i>   | <i>-6.8</i>   | -77.8%   | <i>-1.3</i>   | <i>-5.5</i>   | -77.1%   |
| <i>Share of profit of associates &amp; JVs</i> | <i>2.0</i>    | <i>-0.8</i>   |          | <i>2.0</i>    | <i>-0.3</i>   |          |
| <b>Profit Before Taxes</b>                     | <b>6.7</b>    | <b>-12.3</b>  |          | <b>16.4</b>   | <b>11.2</b>   | 46.9%    |
| <i>Income Tax Net</i>                          | <i>-2.1</i>   | <i>-6.1</i>   | -65.1%   | <i>-2.5</i>   | <i>-3.5</i>   | -28.4%   |
| <i>Non Controlling Interest</i>                | <i>-1.6</i>   | <i>-3.3</i>   | -50.5%   | <i>0.0</i>    | <i>-2.4</i>   |          |
| <b>Net Profit after Taxes &amp; Minorities</b> | <b>2.9</b>    | <b>-21.8</b>  |          | <b>13.9</b>   | <b>5.3</b>    | 164.2%   |
| <b>Earnings per Share (€/share) – basic</b>    | <b>0.036</b>  | <b>-0.267</b> |          | <b>0.171</b>  | <b>0.065</b>  |          |

|                 | 30 Jun' 14 | 31 Dec' 13 | Variance |
|-----------------|------------|------------|----------|
| <b>Net Debt</b> | <b>490</b> | <b>509</b> | -3.7%    |

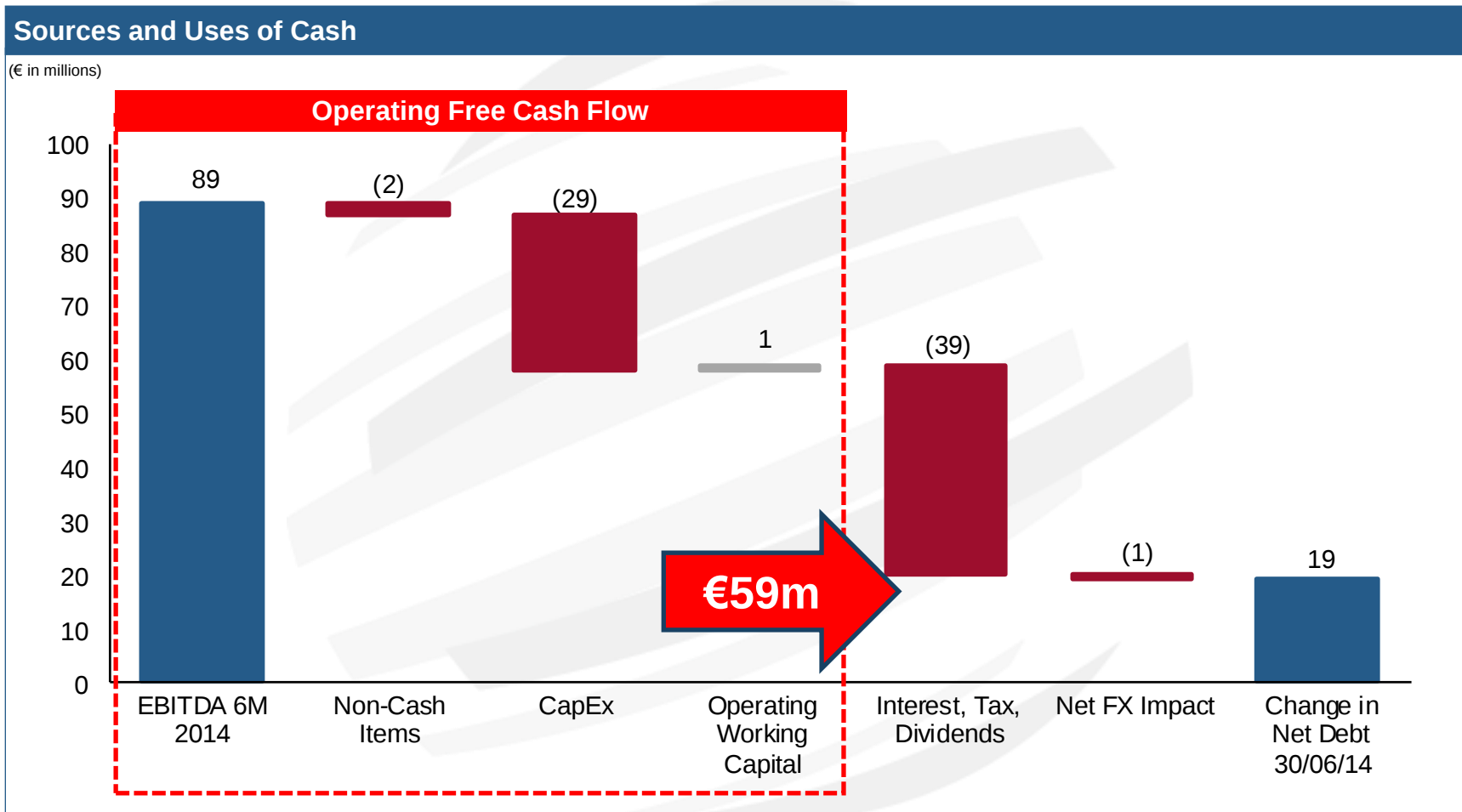
|                    |                 |                 |       |
|--------------------|-----------------|-----------------|-------|
| <b>Share Price</b> | <b>23.68</b>    | <b>19.80</b>    | 19.6% |
| <b>ASE Index</b>   | <b>1,214.31</b> | <b>1,162.68</b> | 4.4%  |

# Significant Improvement in NPAT

## Evolution of Group Net Profit After Taxes and Minorities – 1<sup>st</sup> Half

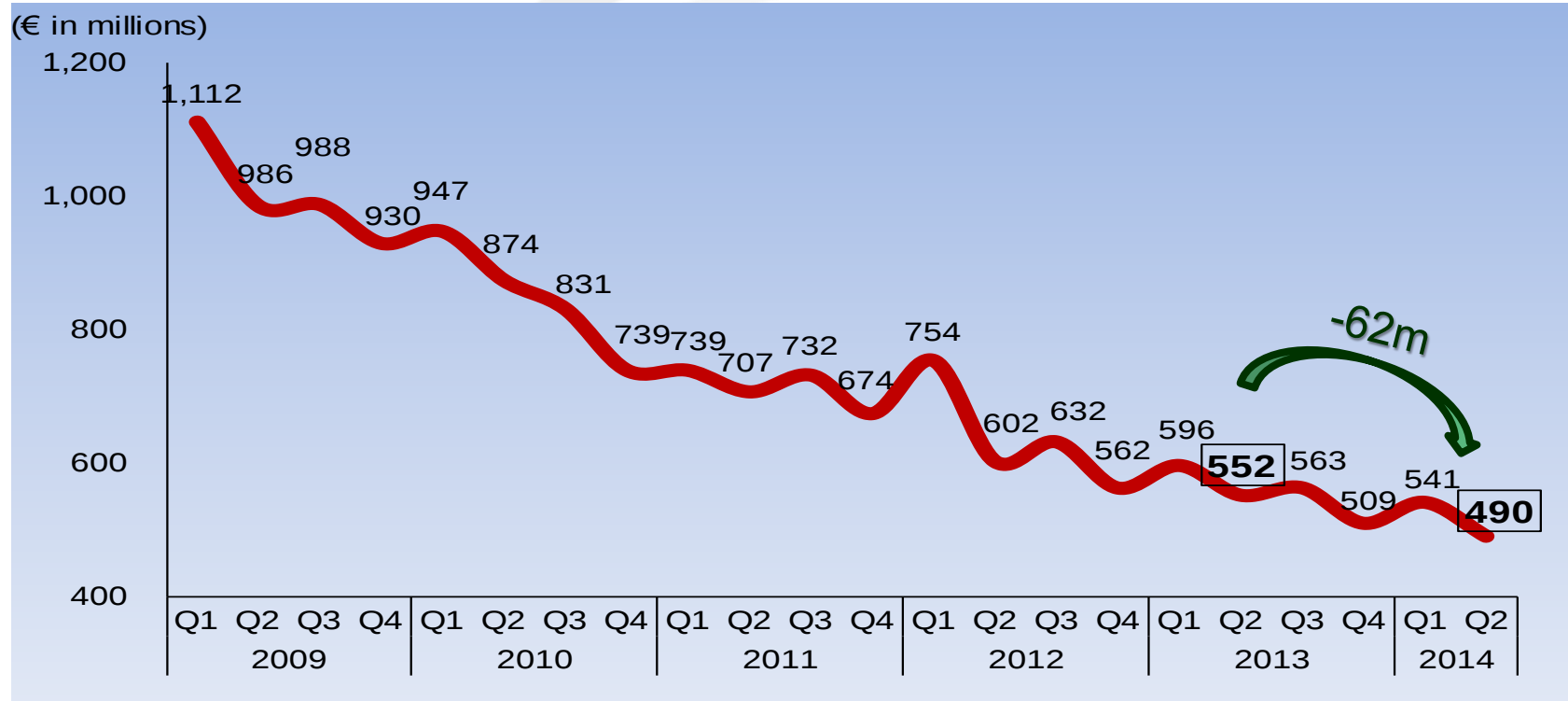


# Cash Generated from Operating Profits Covers Capex, Interest and Tax Payments and Further Reduces Net Debt



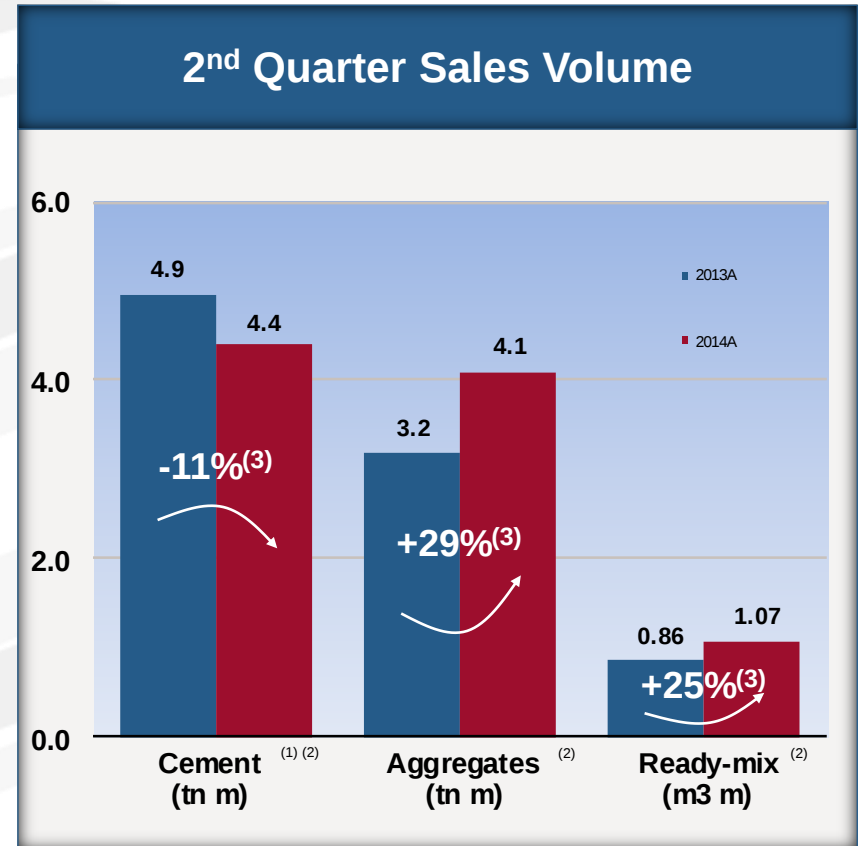
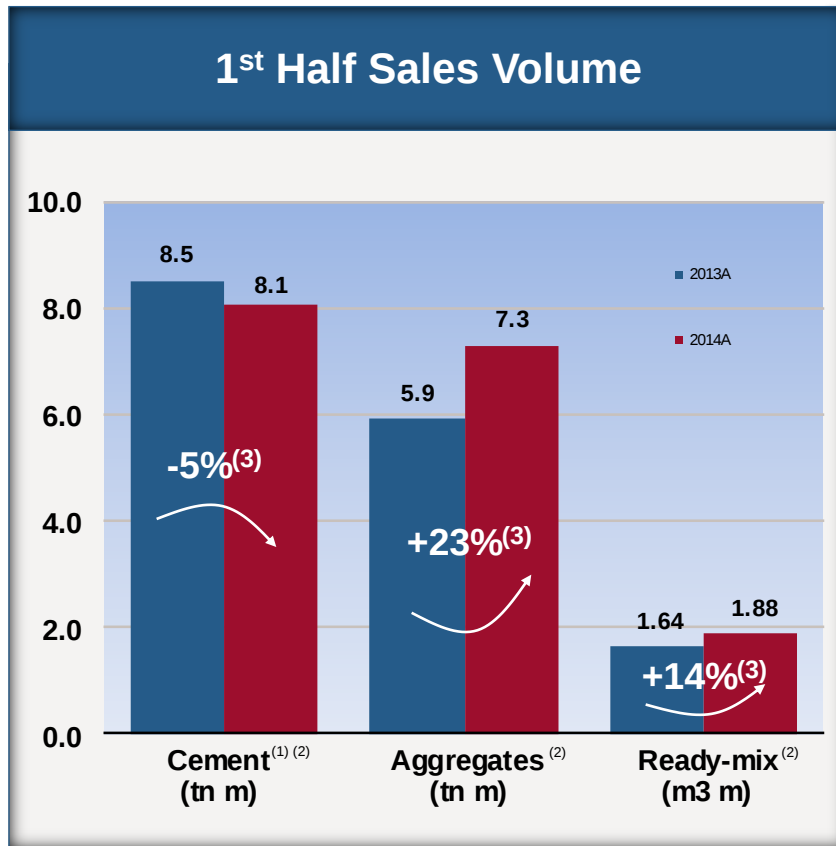
# Net Debt Reduction Exceeding €600 Million Since 2009

## Group Net Debt



For comparability purposes all figures have been adjusted in order to exclude Turkey.

# Gains Achieved in All Regions Offset by Limited Egyptian Sales and Production Due to Acute Gas Shortages

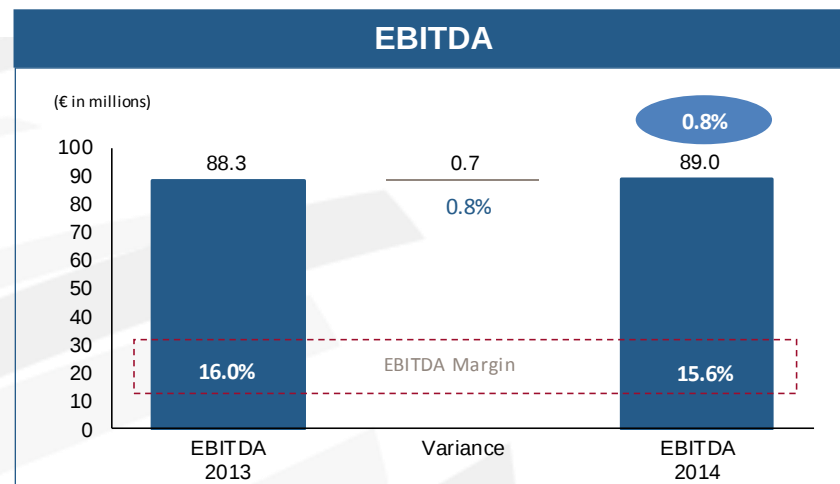
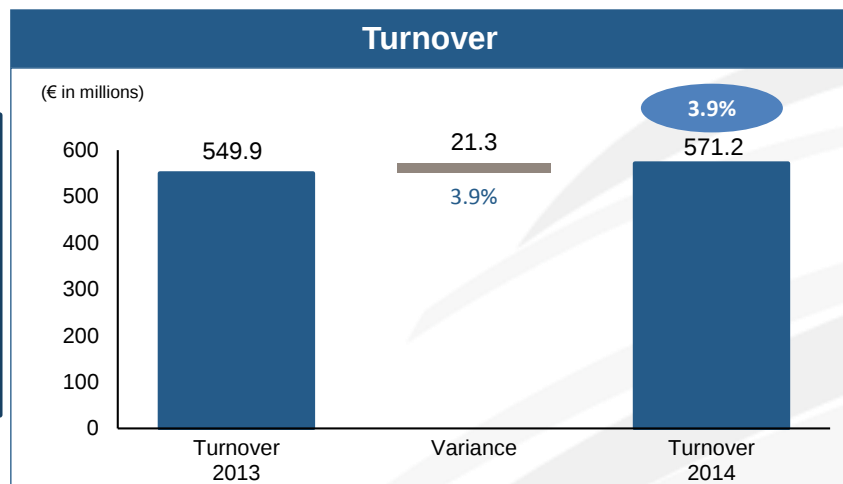


- (1) Cement sales include clinker and cementitious materials
- (2) Includes Turkey, does not include Associates
- (3) % represents performance versus last year

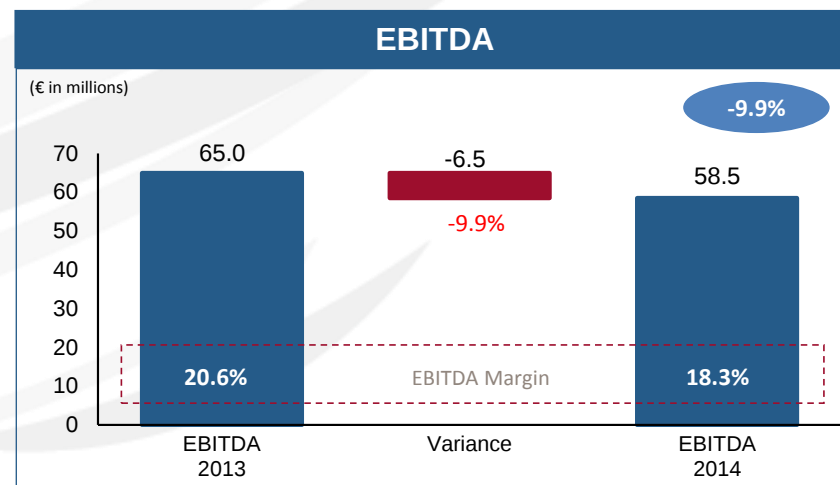
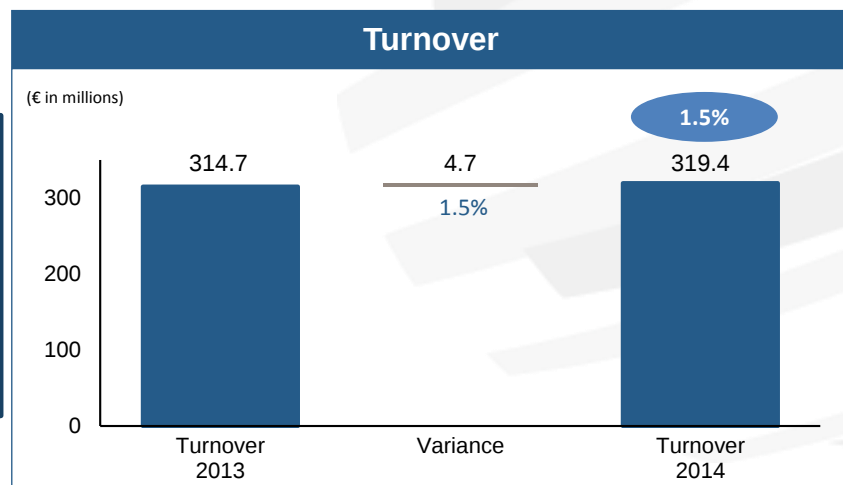
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# Higher Contribution from all Regions in H1, Except from Fuel-Constrained Egypt

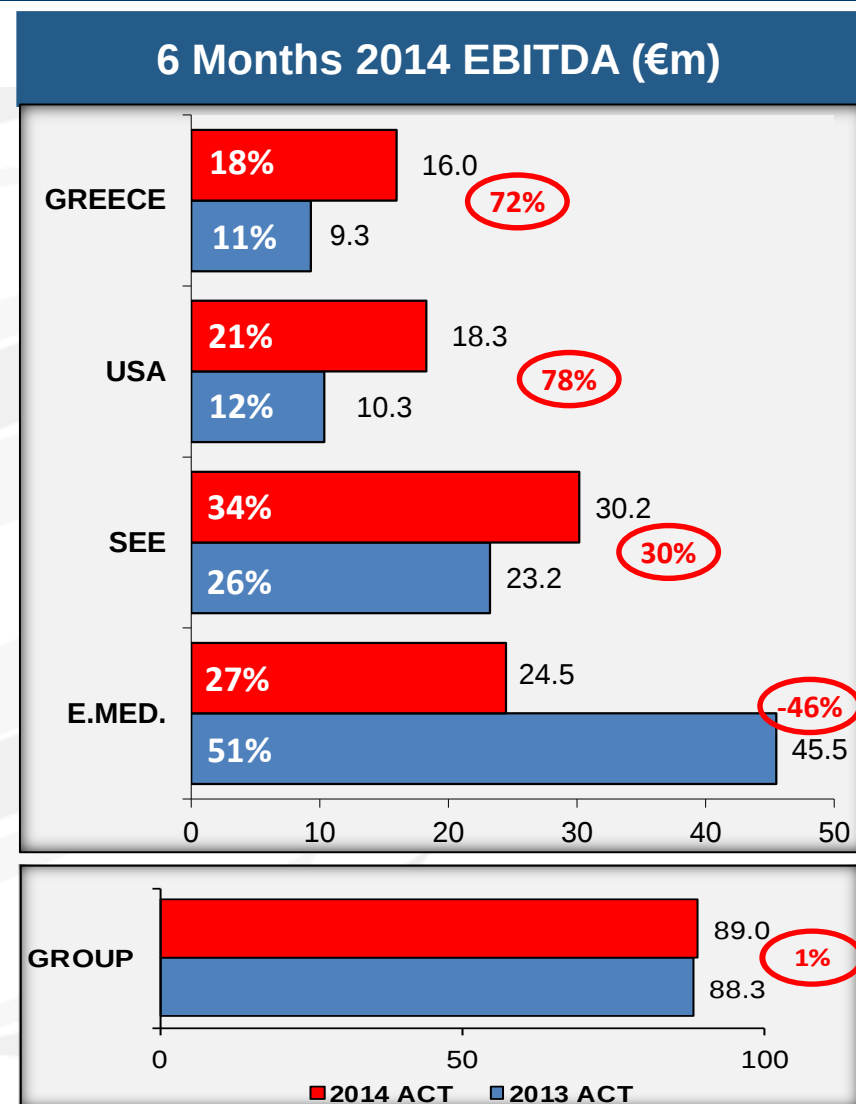
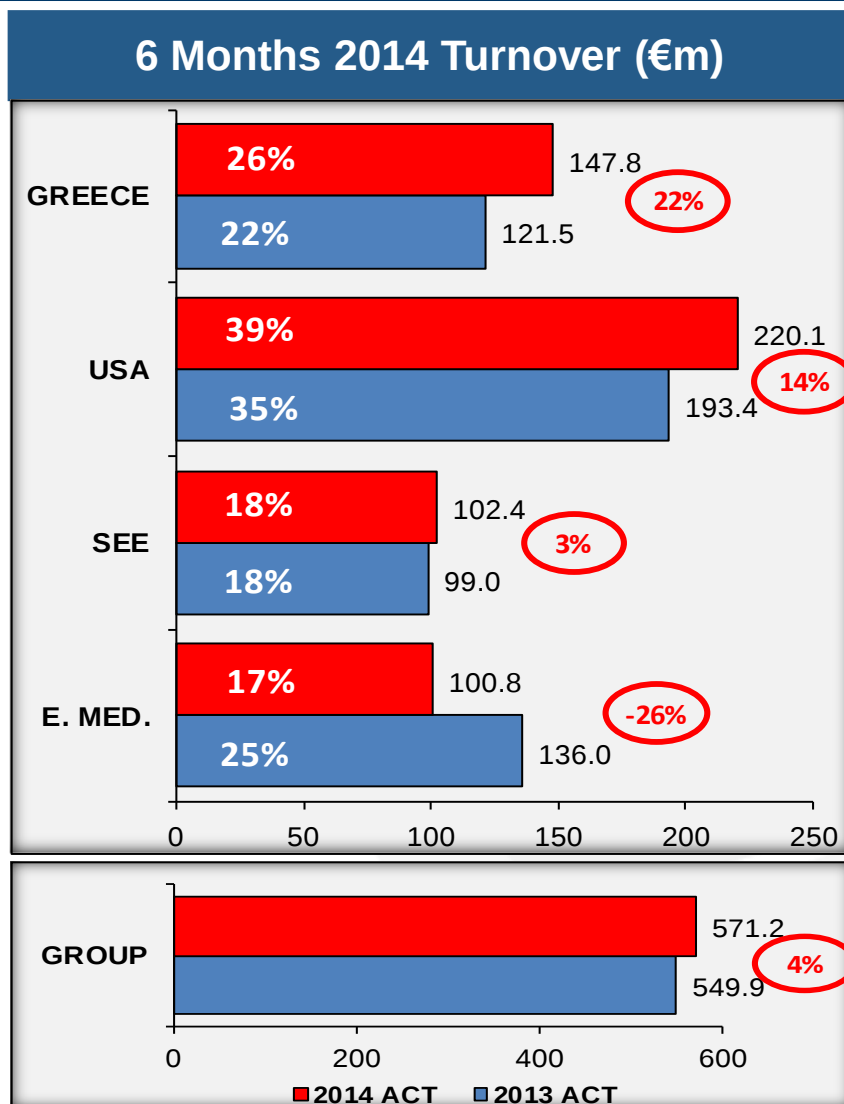
6 Months



2nd Quarter



# H1 Turnover and EBITDA by Region

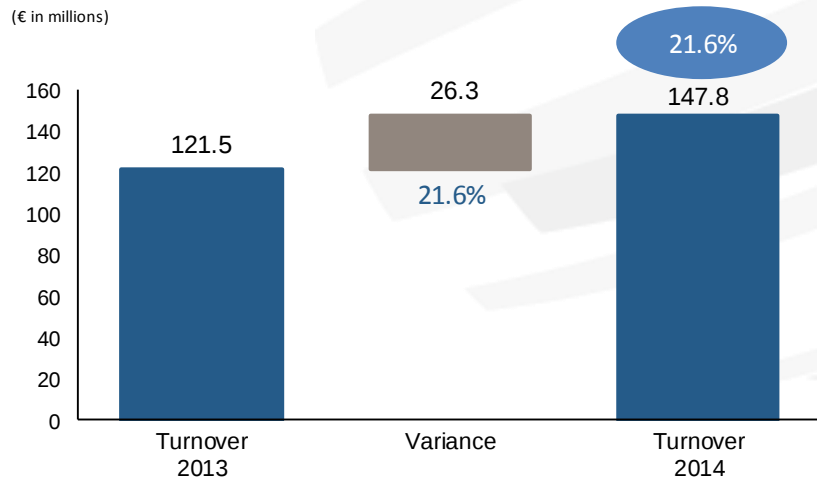


Regional performance includes exports to 3<sup>rd</sup> parties and Terminals

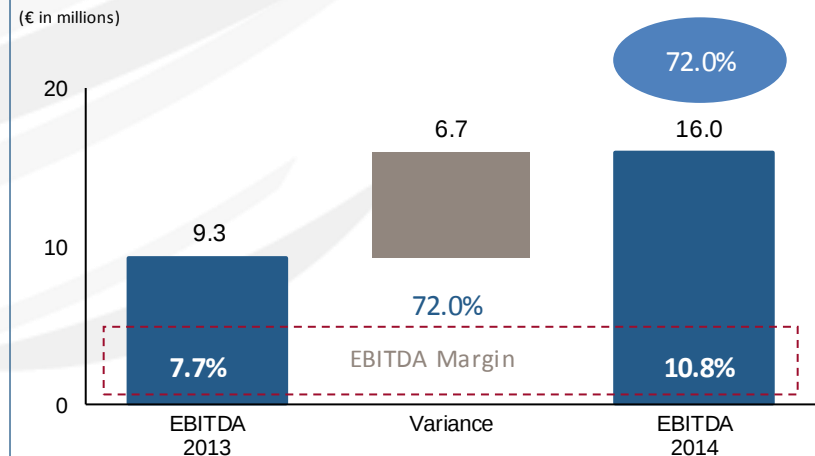
# Higher Turnover in Greece Driven by Public Works and Increased Exports

- Sales growth across all products driven by public works.
- Residential construction remains depressed.
- Growing exports support operating rates.
- Prices continue to come under pressure.
- Reduced energy costs contribute to improved profitability margin.

Greece Turnover



Greece EBITDA



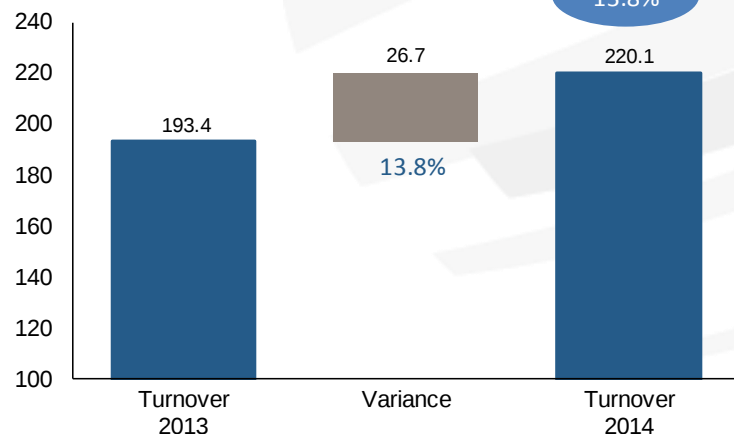
6 Months

# Growth in US Sales Across all Geographies and Products, Led by Boom Growth in Florida

- Sales volumes increase in all geographies.
- PCA reports 27% cement consumption growth in Florida (US average: +8%).
- Successful price increases across all products.
- TITAN America well positioned to capture upcoming market growth.

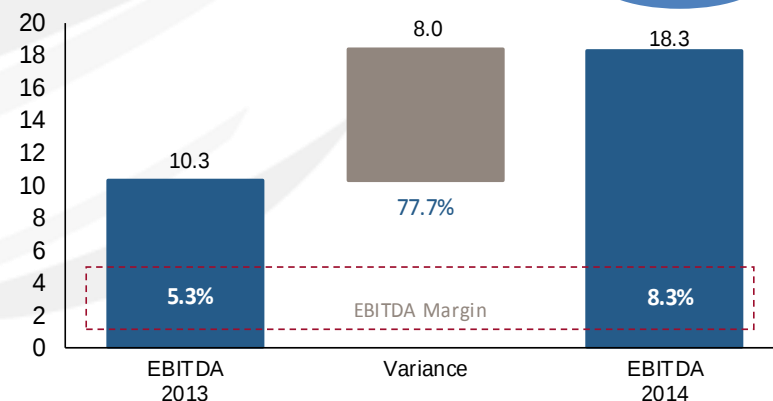
## US Turnover

(€ in millions)



## US EBITDA

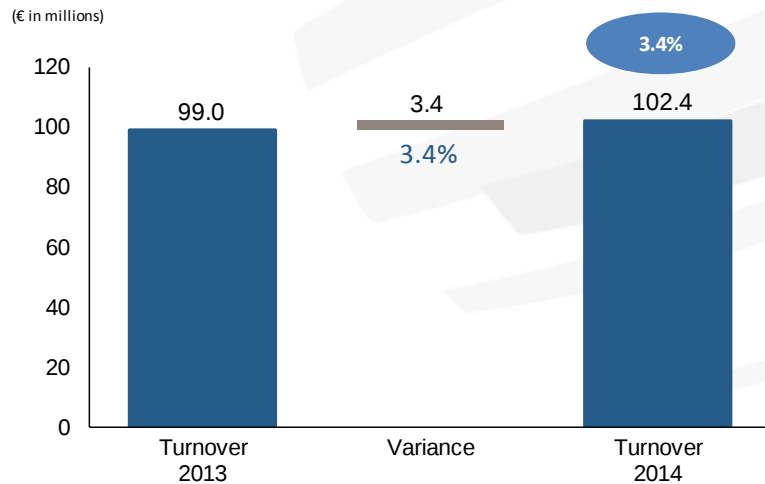
(€ in millions)



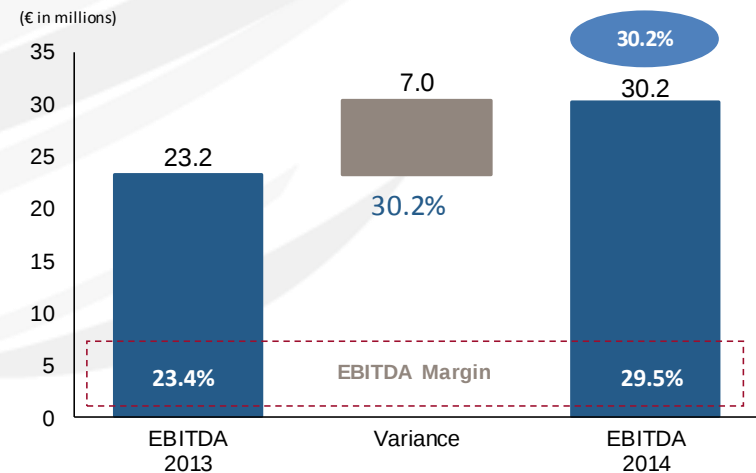
# In SEE Positive Weather Effect in Q1 Reversed in Q2 Cost Efficiencies Improve Organic Profitability

- Economic growth in the region remains marginal but positive.
- Q1 positive weather effect reversed in Q2.
- Operating profitability improved due to improved price environment, cost efficiencies and geographic mix.
- Higher alternative fuels substitution.

SEE Turnover



SEE EBITDA



6 Months

# EMED Operations Severely Impacted by Gas Shortages in Egypt

## Egypt

- Market demand growth reported at +1%.
- Severe country fuel shortages in Q2 have serious adverse impact on operations.
- Solid fuels investment in Beni-Suef expected to be completed by end of year.
- Clinker purchases to address customer needs and protect market share.
- Higher energy prices announced for Q3.

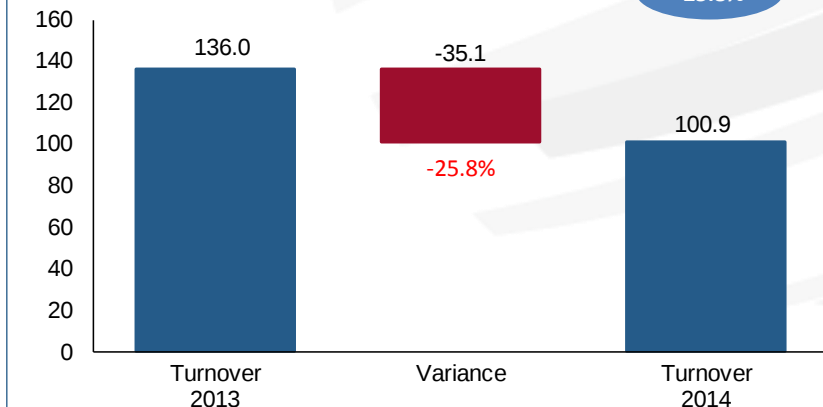
## Turkey

- Demand continues on a positive trend.

*\*Following the adoption of IFRS 11, Turkey is consolidated on an equity basis. 2013 figures have been adjusted accordingly.*

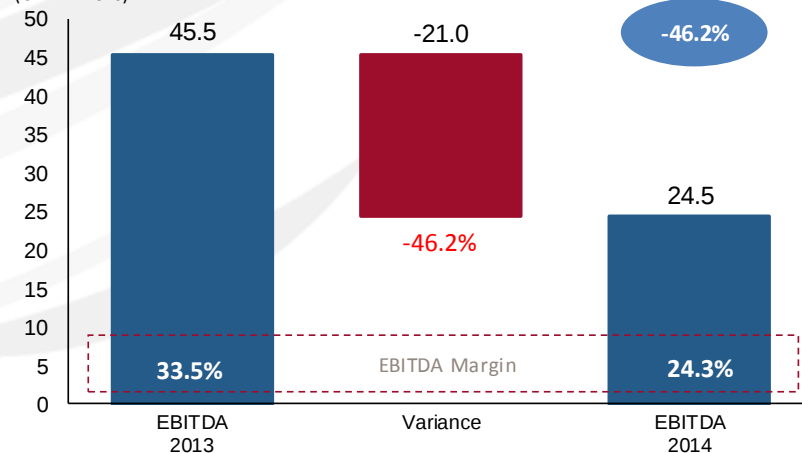
### EMED Turnover

(€ in millions)



### EMED EBITDA

(€ in millions)



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- **Greece: demand to post modest growth, underpinned by public works**
- **US: recovery momentum set to continue**
- **South Eastern Europe: no catalyst for growth yet visible**
- **Eastern Med: focus on overcoming fuel constraints**

## **Group priorities:**

- **Maintain productivity gains**
- **Focus on operating excellence**
- **Position for growth**