



PRESS RELEASE

Annual Ordinary General Meeting of Shareholders 2012

“In 2011 S&B Industrial Minerals delivered a strong performance and with net earnings of €21 million and sales of €456 million, we almost matched our previous historical highs.” The above was highlighted by Board Chairman, Mr. Ulysses Kyriacopoulos, at S&B’s Annual Ordinary General Meeting of shareholders, held on June 27th, 2012, at S&B’s corporate headquarters in Kifissia, Athens.

Mr. Kyriacopoulos referred to Greece, commenting: *“Currently, S&B supplies and supports customers in 72 countries and on 5 continents, limiting our exposure to the Greek market, which accounts for less than 7% of our Group’s worldwide sales. Unfortunately, for yet another year during 2011, the economy in Greece deteriorated dramatically. The sovereign debt crisis resulted in a direct squeeze on liquidity in the banking system, bringing corporate and individual investments to a halt. With a distressed banking system, the efficient refinancing of the company’s capital requirements was a challenge. Nonetheless, we successfully refinanced, very recently, a significant part of our debt obligations.”*

In the context of sustainability, S&B’s Chairman highlighted that today, more than ever, S&B considers Sustainable Development as a competitive advantage and not a mere response to the social imperatives of our times. Specifically, he said: *“We took the important step to create a distinct Sustainable Development function, reporting directly to the CEO, elevating all aspects of Sustainability, therefore providing a distinct and clear strategic and operational focus. In S&B, we recognize that Sustainable Development is crucial for our ability to develop and create long-term shareholder value.”*

S&B’s Chief Executive Officer, Kriton Anavlavis, reported on 2011 results and relevant business developments. He also referred to the importance of S&B’s organizational restructuring and elaborated on current prospects for 2012.

On 2011 financial results, Mr. Anavlavis highlighted the following:

“We had a great year and in just two years after the 2008 crisis, we have recaptured our pre-crisis levels. With lower sales volumes compared to 2008 we have improved profitability margins and we have recaptured financial flexibility in our business.” Mr. Anavlavis explained that the 57% increase in net profit attributed to shareholders, contributed significantly to the Return on Invested Capital which improved by more than 50% versus 2010, largely offsetting an increase in the average cost of capital.

Mr. Anavlavis made reference to the investments made in 2011, stating: *“Our capital expenditure in 2011 increased significantly, mainly attributed to the quick recovery of our bauxite operations. With this level of investment we were able to increase bauxite production output by 58% compared to 2010. However, we also invested in strengthening our international presence. We commenced bentonite mining operations in the U.S. and subsequently participated in large civil engineering projects, we increased production capacity in China and Turkey and we launched new products for the fillers and absorbents markets.”*

In relation to S&B’s organizational restructuring, Mr. Anavlavis mentioned that S&B has an extensive global presence and that operating production facilities in 20 countries requires the



continuous training of employees, the optimization of resources and investments in technology. He said: *“Serving our customers in 72 countries requires us to be efficient and flexible. Through our new structure we strive to interact with our customers for the short and the long-term, using a two-angled approach: Through the Regions, we will improve the efficiency of operations and sales networks for all our products, satisfying our customer needs of today. Through the global market segments, we will examine globally, market and application trends to identify our customers’ future needs and satisfy them with new products and solutions. The new organization allows for better management of the complexity and diversity of our geographic spread and enables the execution of our strategy for sustainable value growth.”*

Commenting on the prospects for 2012, Mr. Anavlavis said: *“Expectations with regard to the global economic development are volatile and even the markets relevant to our business are exhibiting signs of stabilization. We look ahead with cautious optimism. While we expect more modest growth rates than those we’ve experienced in the past couple of years, based on our current expectations we still anticipate an improved 2012. Our focus rests on leveraging our new organization to create additional value for all our stakeholders.”*

The General Assembly approved the Board’s proposed capital return of €0.25 per share, as well as a new share buyback program.

Investor Relations Department
June 27, 2012