

# IR RELEASE FY 2013

Europe Greece

Basic Resources - Steel



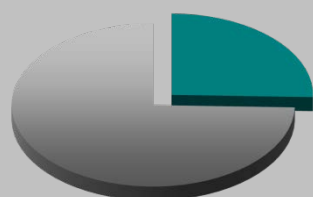
## Company Description

SIDENOR Group of companies is active in the production, manufacture and distribution of steel products and in specific in the mini mills area, in the pipe manufacturing area and in the downstream operations area as well as in the sale & distribution of the products. SIDENOR Group is the steel production and trading branch of VIOHALCO Group.

## SIDENOR in ATHEX

Price (€) 27/3/2014	1,93
# of shares	96.243.908
Capitalization	185,8
% change since 31/12/2012	6,6%
52 wks high	2,26
52 wks low	1,50
REUTERS	SID.AT
BLOOMBERG	SIDE GA

## Shareholders Structure



VIOHALCO SA  
75.45%

Free Float  
24.55%

## Investment Highlights

- Leading Steel Producer in Greece and SE Europe
- Strong Position and Expanding Balkan Business via large investments and expansion of sales network
- Fast Growing Pipes Business through CPW
- High Quality Low Cost Assets
- Highly Attractive Product Portfolio

## FY 2013 Results

### Consolidated financial results

	€ M	FY 2013	FY 2012	Δ (%)
Sales	807,7	1.046,7	-22,8%	
Gross Profit	59,7	81,3	-26,6%	
EBITDA	11,5	27,1	-57,6%	
EBIT	-41,0	-39,0		
EBT	-75,4	-75,7		
EATAM	-73,7	-66,6		
<b>Margins</b>				
Gross profit	7,4%	7,8%		
EBITDA	1,1%	2,6%		

In 2013, the ongoing economic crisis in the Greek economy and in the steel industry in particular, in conjunction with the negative conditions prevailing in the sector internationally, affected SIDENOR Group financial results.

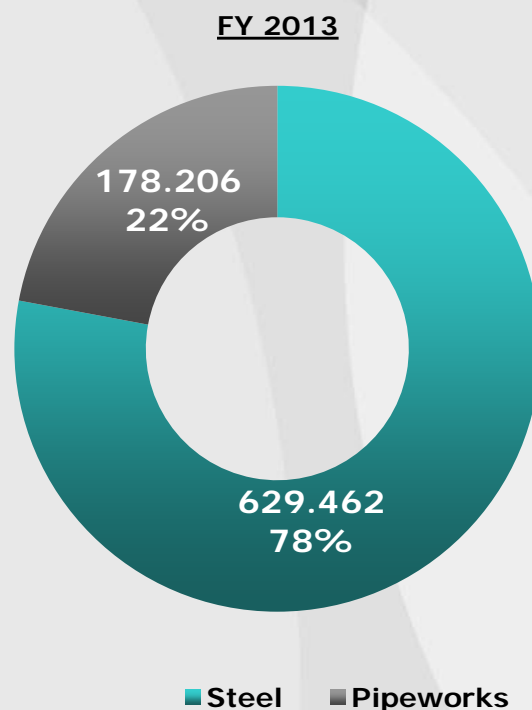
In particular, consolidated sales stood in 2013 at €807.7 mil. compared to €1,046.7 mil. in 2012 decreased by 22.8%. Consolidated EBITDA stood at €10.8 mil. compared to €27.1 mil. last year, affected apart from the above by the high energy cost as well. It is important to note that the financial results were also burdened by non-recurring items amounting to €12.8 mil., which mainly refer to the temporary suspension of Sovel plant in Almyros, Magnesia, idle cost of Stomana Industry and CPW plants, as well as impairment on real estate assets of Vet plant.

Finally, consolidated results after tax and minority rights stood in the fiscal year 2013 at losses of €73.2 mil. (or losses of 0.7602 euro per share) compared to losses of €66.7 mil. (or losses of 0.6926 euro per share) in 2012, additionally due to the increase in the corporate income tax rate (from 20% to 26%) and the recalculation of deferred tax of the Group's Greek companies, that resulted in an additional one-off deferred tax loss of €13.6 mil., which was recorded in the first quarter and burdened the results of the fiscal year of 2013. It is important to note that the Group records significant positive cash flows from operating activities, while in 2013, in contrary with 2012, recorded positive total cash flows as a result of the actions to reduce operating costs as well as the improved management of raw materials and inventories. During 2013 SIDENOR Group implemented its investment program with investments totaling €28 mil. The SIDENOR Group's investment program is part of an overall strategy to further improve the efficiency of the production units, to expand its product portfolio, to reduce the energy consumed and the carbon footprint and to enhance job security. Within the framework of this investment plan, Sidenor recently announced a €10 mil. investment in the Thessaloniki plant, in which an electric induction furnace in line with the continuous caster will be installed. With this investment, significant energy saving will be achieved and at the same time total carbon footprint will be reduced, since steel rolling will then have a zero direct carbon footprint (no use of natural gas).

The clear export orientation of the Group, that will be further enhanced by the announced decreases in energy costs, the high capacity of the production facilities, the extensive sales network and the continuous efforts for penetration in new markets, along with the relaunching of the domestic public road works guarantee the effective expansion of the SIDENOR Group's activities and the offsetting of the adverse conditions prevailing during last years in the market.

## Consolidated Financial Results

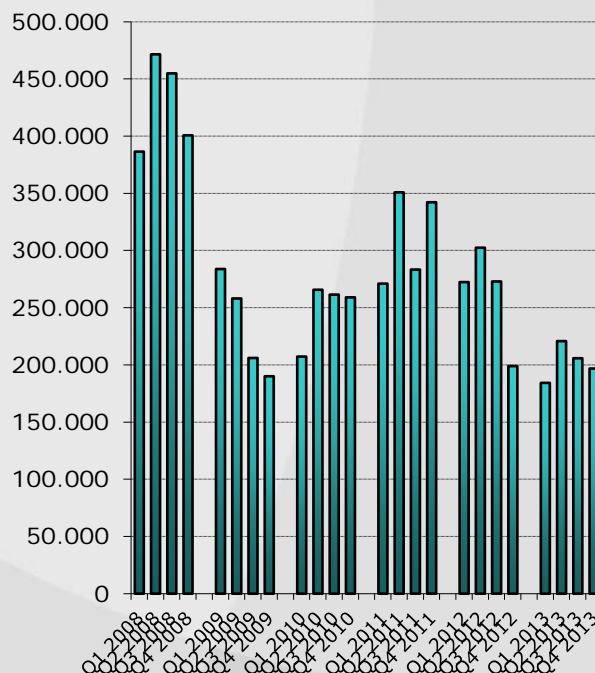
(M€)	FY 2011	FY 2012	FY 2013
Sales	1.247	1.047	808
Cost of Goods Sold	-1.145	-965	-748
Gross Profit	102	81	60
Selling and Administrative expenses	-125	-109	-90
EBITDA	35	27	11
Depreciation	-62	-66	-52
EBIT	-28	-39	-41
Net Financial & Investment Results	-32	-37	-34
EBT	-59	-76	-75
Taxation	3	0	-11
Minorities	-7	-9	-12
EAT & Minorities	-49	-67	-74
<b>Profit Margin Analysis %</b>			
Gross Profit	8,2%	7,8%	7,4%
Selling and Administrative expenses	10,0%	10,4%	11,2%
EBITDA	2,8%	2,6%	1,4%

Sales Breakdown per Product  
(000. €)

## Consolidated Statement of Financial Position

(M€)	2011	2012	2013
<b>ASSETS</b>			
Non current assets	777	733	712
Inventories	336	285	242
Trade & other receivables	236	181	172
Other Current Assets	56	50	58
<b>TOTAL ASSETS</b>	<b>1.405</b>	<b>1.249</b>	<b>1.184</b>
<b>CAPITAL AND LIABILITIES</b>			
Long-term bank loans	175	154	358
Other long-term liabilities	82	70	78
Short-term bank liabilities	419	414	207
Other short-term liabilities	189	142	160
<b>Total liabilities</b>	<b>865</b>	<b>780</b>	<b>804</b>
Total Shareholders Equity	442	378	303
Minority interest	98	90	78
<b>Total Equity</b>	<b>540</b>	<b>469</b>	<b>381</b>
<b>TOTAL CAPITAL AND LIABILITIES</b>	<b>1.405</b>	<b>1.249</b>	<b>1.184</b>

## Quarterly Sales (mil. €)



Additional information concerning the Financial Statements under I.F.R.S. can be found in the company's website: [www.sidenor.gr](http://www.sidenor.gr)

This presentation may contain forward-looking statements. These forward-looking statements are based upon current expectations and assumptions regarding anticipated developments and other factors affecting the Group. They are not historical facts, nor are they guarantees of future performance. Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause actual results to differ materially from those expressed or implied by these forward-looking statements. Further details of the potential risks and uncertainties affecting SIDENOR S.A are described in the SIDENOR S.A filings with the Athens Stock Exchange. These forward-looking statements speak only as of the date of this presentation.