



Titan Group

Financial Results – First Half 2008

Analysts Conference Call
Athens – 31st July 2008



- **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**
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- **TITAN assumes no obligation to update or alter such statements whether as a result of new information, future events or otherwise.**



Agenda

- Highlights
- Market Overviews
- Group Financial Results
- Outlook



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- **Turnover up +1% to €765.1m (+6.3% excluding translation impact)**
- **EBITDA down -13.9% to €191.0m (-11.4% excluding translation impact)**
- **Net Profit after Tax and minorities down -6.9% to €116.0m**
- **US market decline continues, notably in Florida**
- **Court of Appeals overturns Lakebelt decision, allowing quarrying to resume in Pennsuco**
- **The slowdown in Greece is less pronounced in the quarter**
- **Southeastern Europe and Eastern Mediterranean post strong growth**
- **First consolidation of Turkey (17/04/2008) and full consolidation of Egypt (06/05/2008)**
- **Ability to pass on steep energy cost increases varies by region**
- **Active share buy-back program (1.148.117 shares) representing 1.3% of share capital**



Agenda

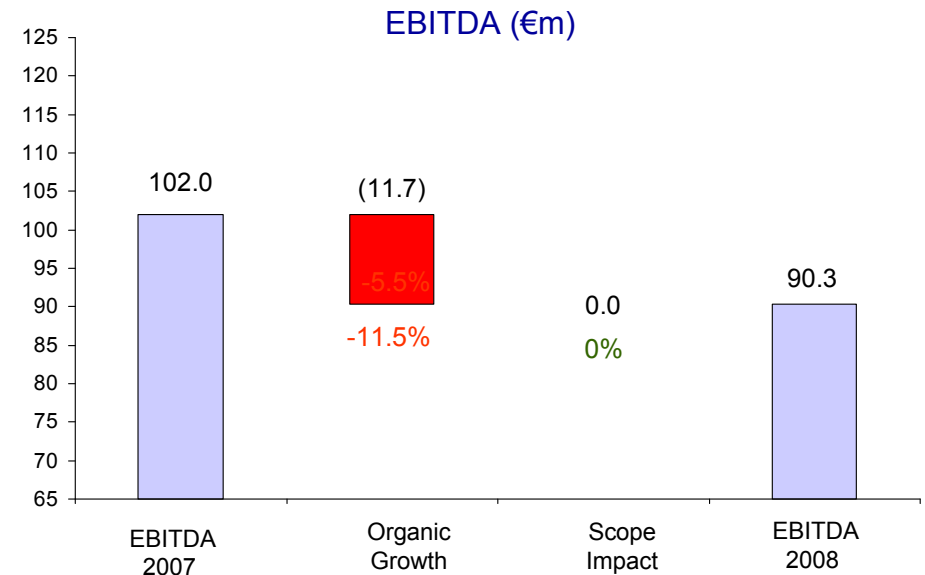
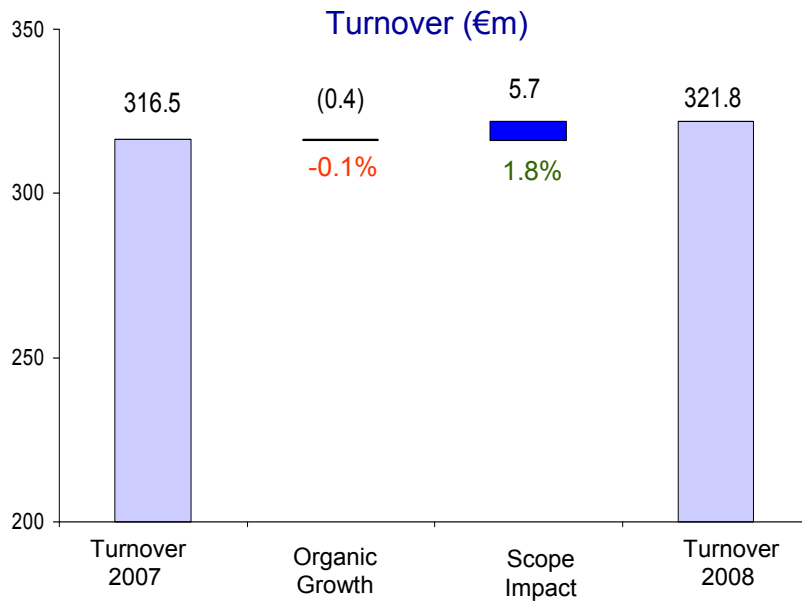
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Market Overview, Greece Region

1st Half 2008



- Cement volume slowdown less pronounced in Q2
- Ready mix and aggregates volumes supported by minor acquisitions
- Excess housing inventory being absorbed slowly: Mortgage loan origination slows
- Infrastructure projects delayed
- Record increases in energy costs only partially offset by higher prices
- Allocation of CO₂ emission rights for 2008-12 still not finalized

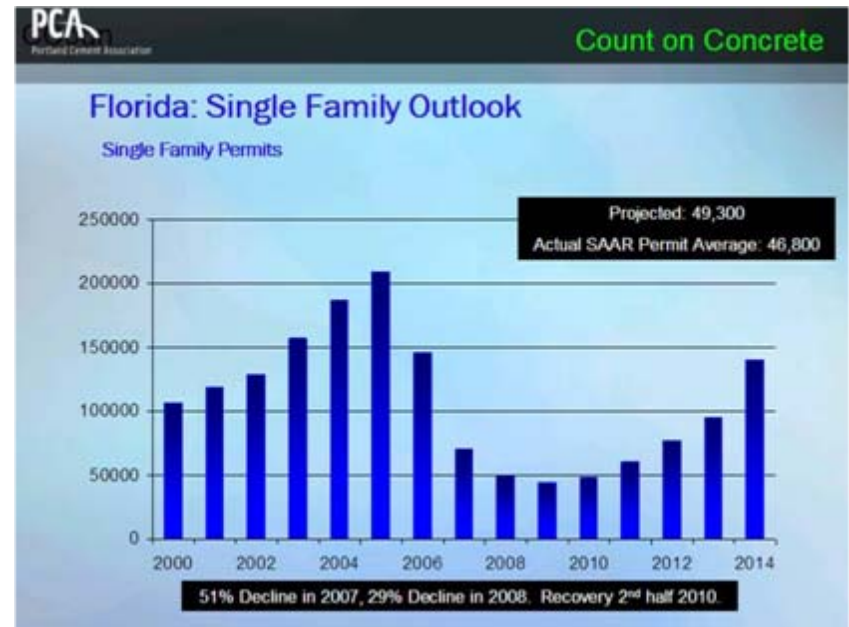


* Percentage change 08 actual vs. 07

USA – Single Family Housing Data

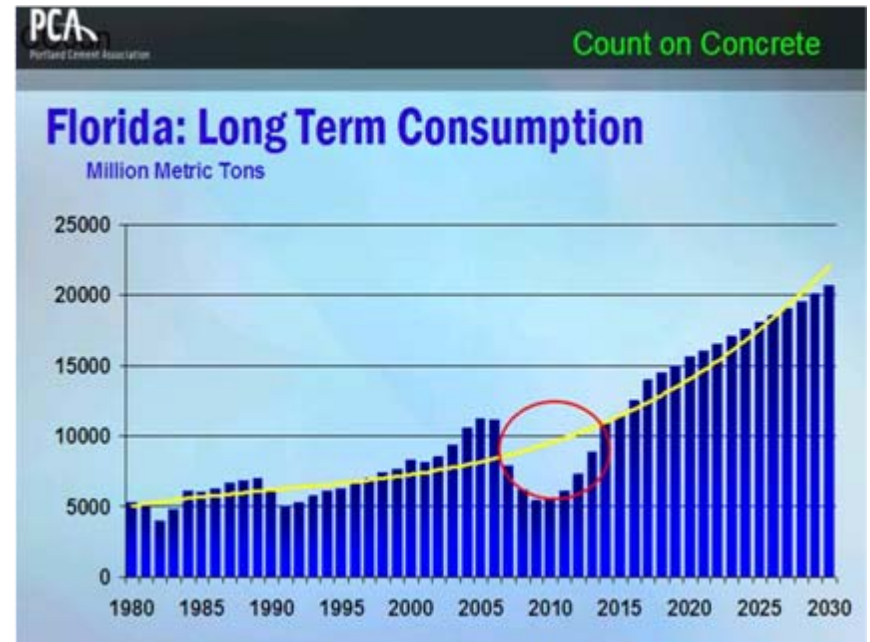
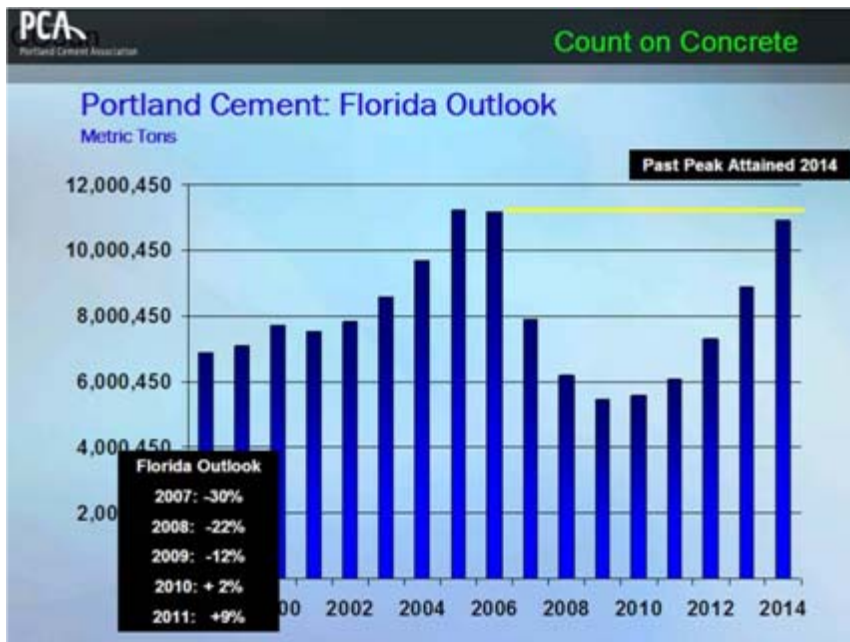


Single family starts in the U.S. are expected to decline more than 50% from recent peak levels and by over 75% in Florida



Source: PCA (Portland Cement Association)

The PCA now projects cement consumption in Florida to trough in 2009 at 50% of peak levels, before returning to long term trend growth



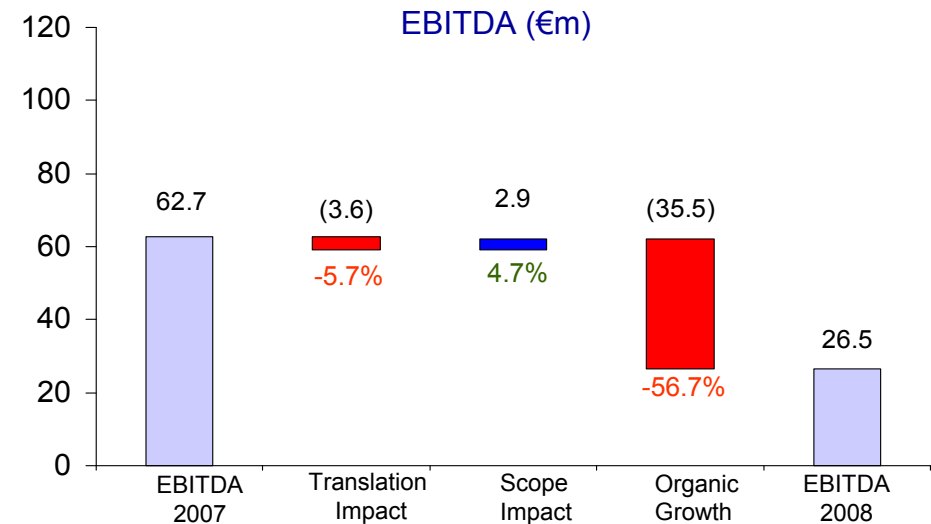
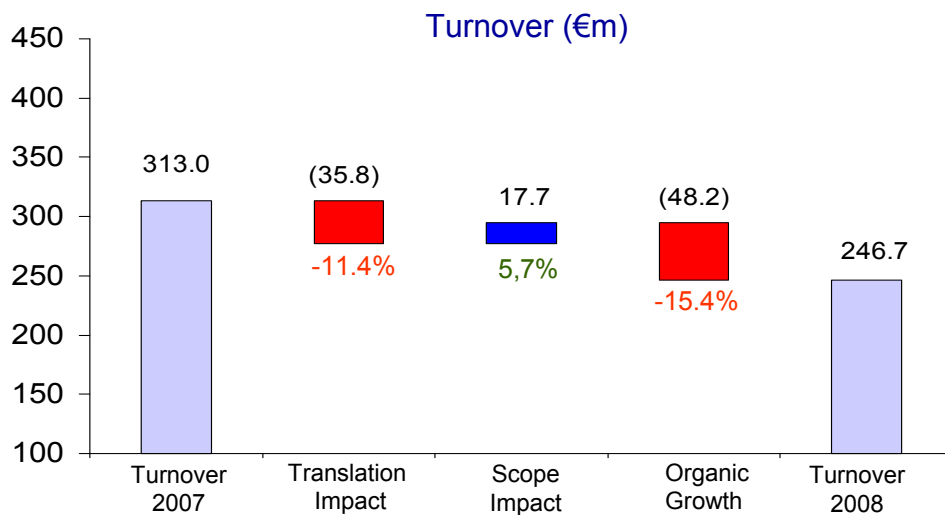
Source: PCA (Portland Cement Association)

Market Overview, USA

1st Half 2008



- Demand continues to weaken driven by housing, notably in Florida
- Sharp reduction of imported volumes cushions cement demand decline
- Ready-mix concrete and block volumes suffer
- Unable to pass on energy cost increases
- Quarrying operations resuming in Pennsuco, following Lakebelt appeal decision
- Separation Technologies expands operations



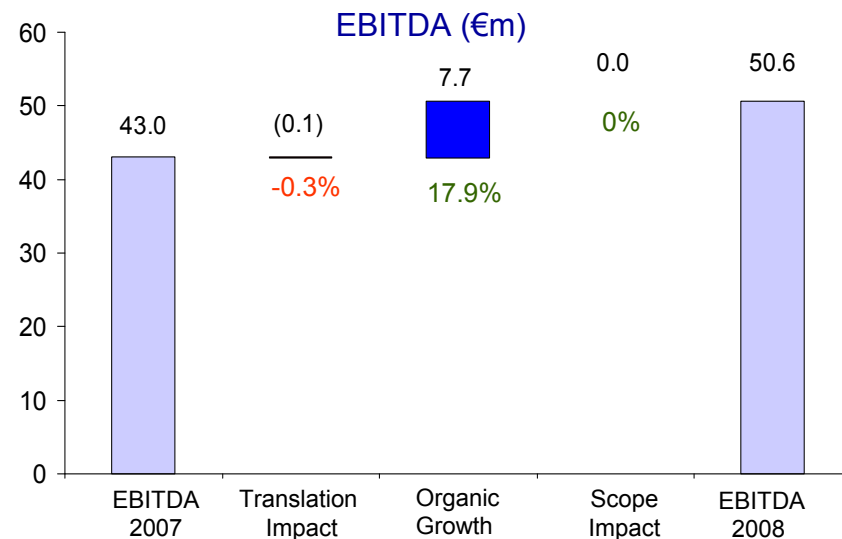
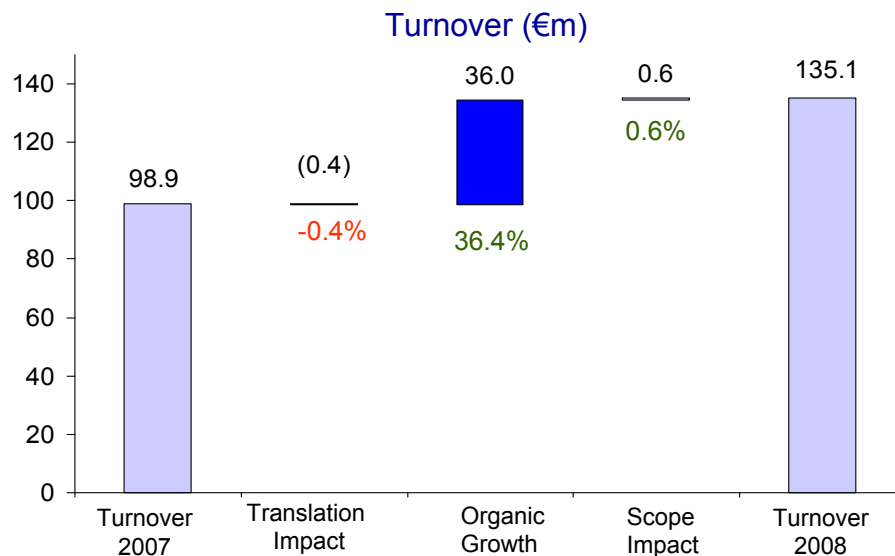
* Percentage change 08 actual vs. 07

Market Overview, SE Europe

1st Half 2008



- Strong volume growth continues driven by Bulgaria & Serbia. Albania also contributes positively
- Price increases reflect energy costs
- Import terminal acquisition in Albania

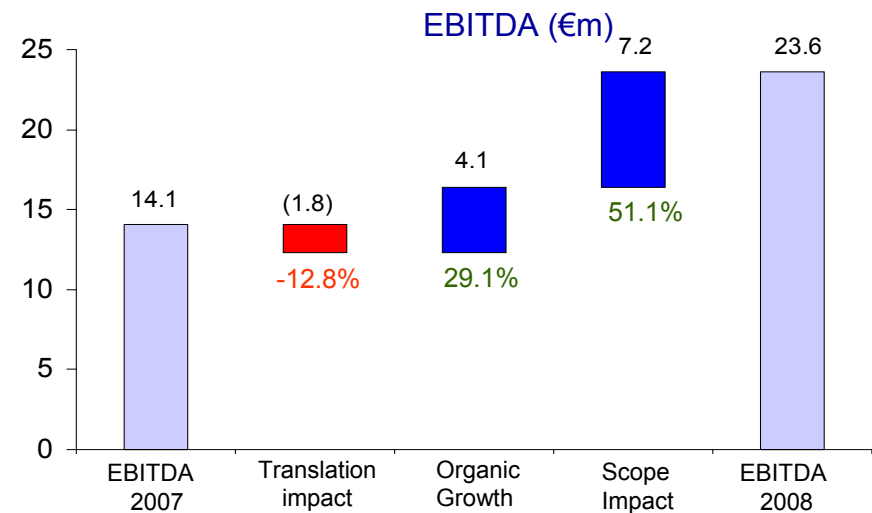
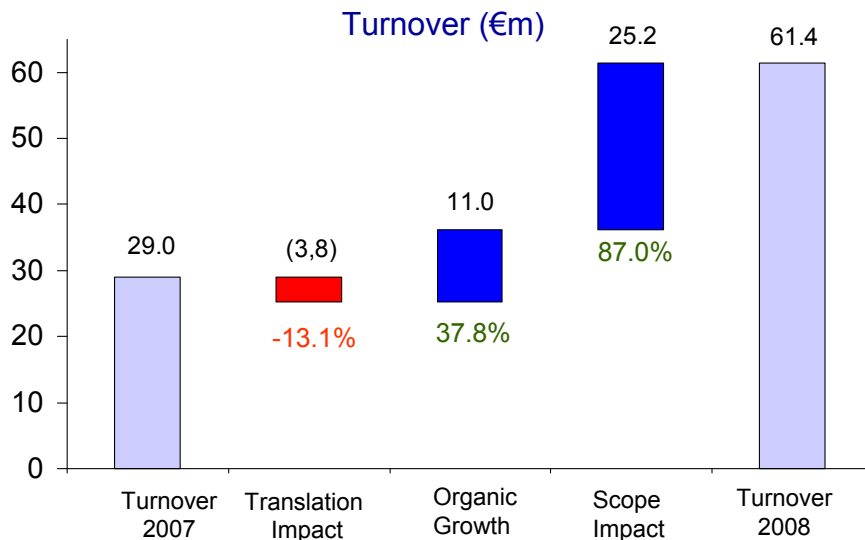


* Percentage change 08 actual vs. 07

Market Overview, Eastern Med. 1st Half 2008



- Strong market trends in Egypt
- Energy cost increases covered by price realization
- Pressure on prices in Turkey, as new capacities come on stream
- Tokat plant selling domestically and exporting to Russia, Georgia



* Percentage change 08 actual vs. 07

Note: Proportional representation (Titan share of JV only)



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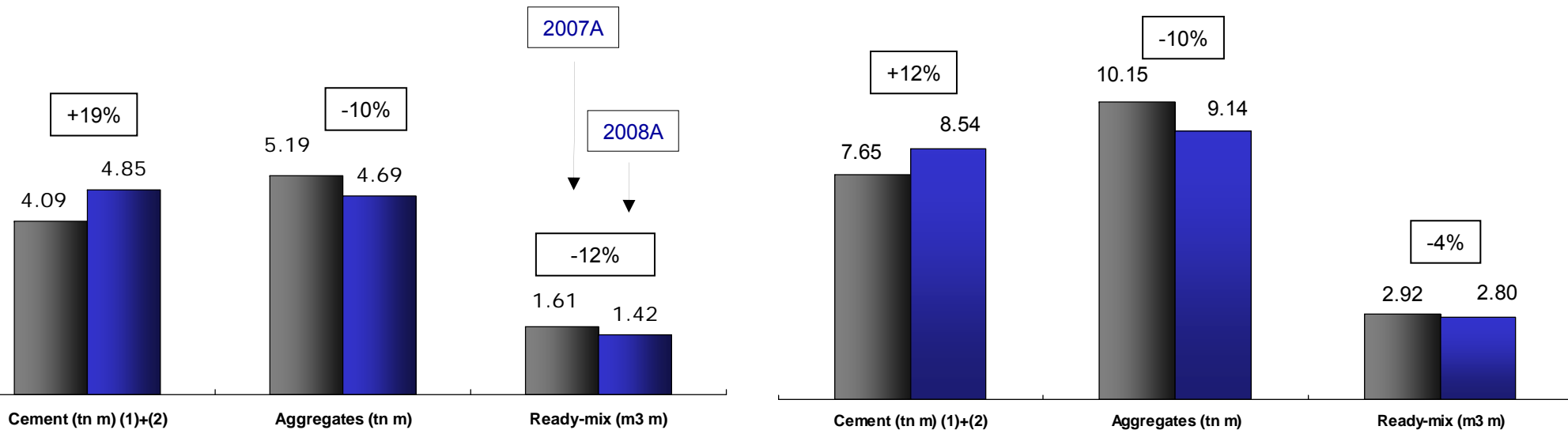
Key Sales Volume

1st Half 2008



Cement volume growth is driven principally by S.E.Europe (organic) and E. Mediterranean (acquisition & organic). Concrete & Aggregates decline continues to be very pronounced in the USA

← 2nd Quarter → ← 1st Half →



- (1) Cement sales include clinker and cementitious materials
- (2) Includes Egyptian and Turkey JV's at 100%

Financial Highlights

1st Half 2008



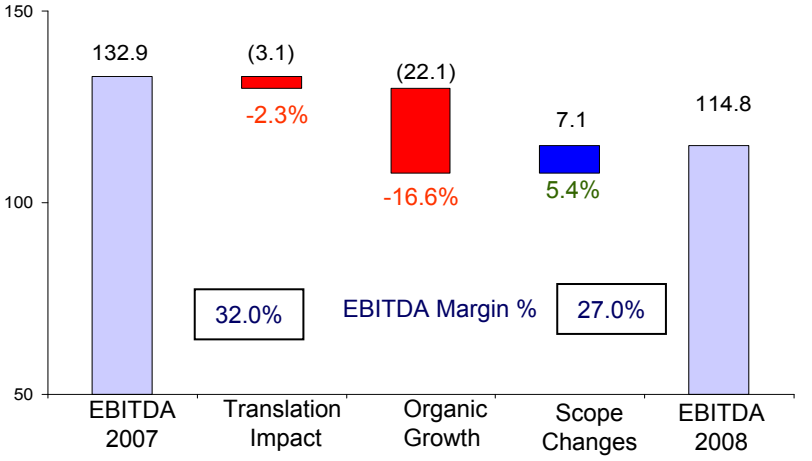
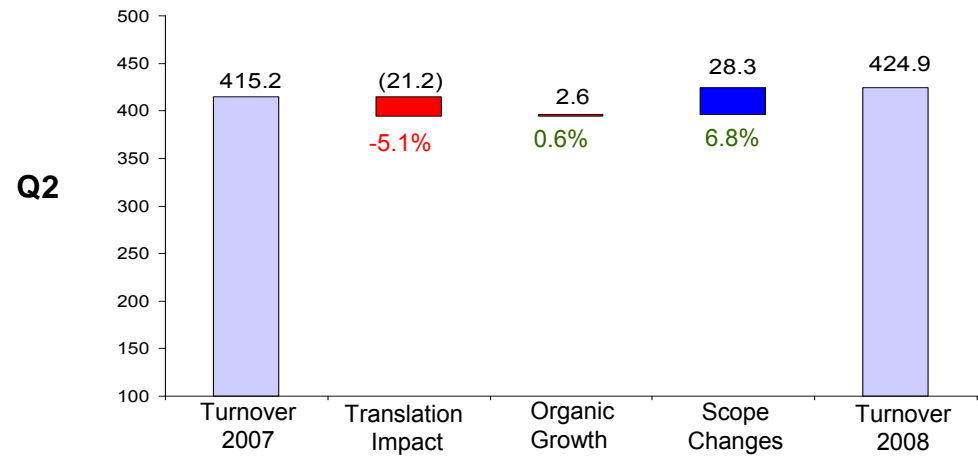
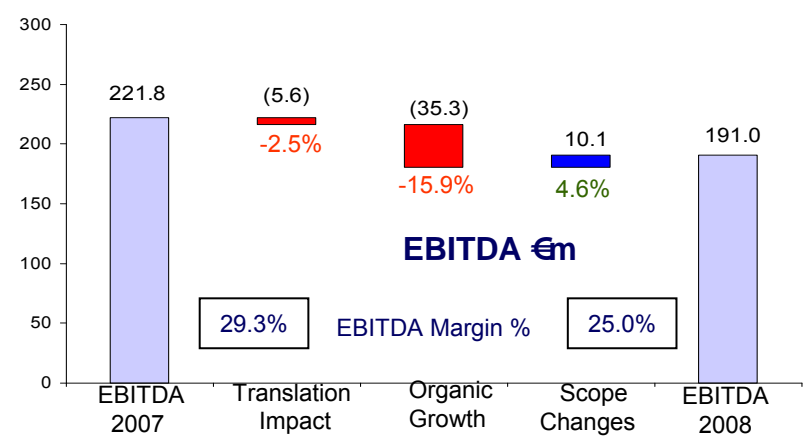
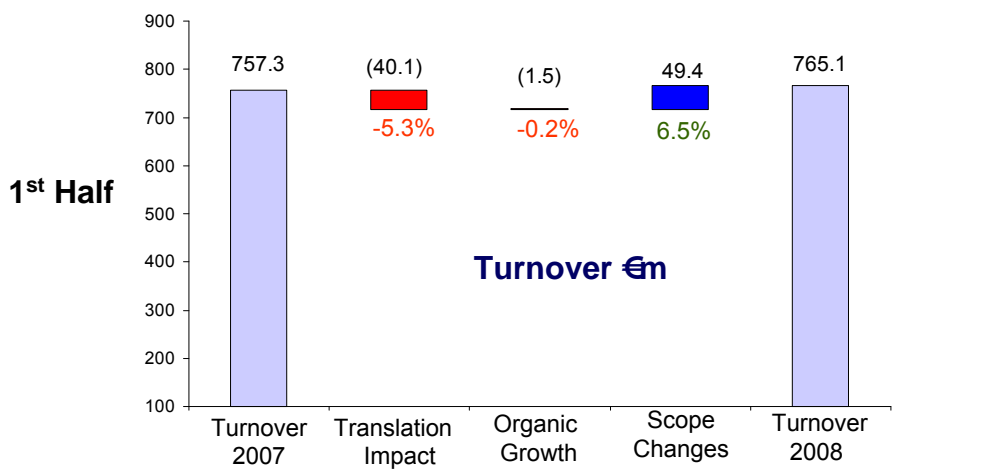
Financial performance in the first half of 2008 was down versus the previous year. This reflects mainly poor market conditions in the US and the increase in fuel costs

| Q2 2008 | | | | Half Year 2008 | | |
|----------------|----------------|--------------------|---------------------------------------|----------------|----------------|--------------------|
| Actual 2008 | Actual 2007 | Var 08 vs 07 | | Actual 2008 | Actual 2007 | Var 08 vs 07 |
| 424.9 | 415.2 | 2.3% | Turnover | 765.1 | 757.3 | 1.0% |
| 114.8 27.0% | 132.9 32.0% | -13.6% -4.9 pts | EBITDA <i>EBITDA Margin</i> | 191.0 25.0% | 221.8 29.3% | -13.9% -4.3 pts |
| 76.5 | 99.3 | -23.0% | Earnings Before Tax | 122.4 | 162.0 | -24.4% |
| 73.3 | 73.8 | -0.7% | Net Profit after Taxes and Minorities | 116.0 | 124.6 | -6.9% |
| | | | | 30/06/2008 | 31/12/2008 | Var |
| | | | Share Price, TITK | 25.2 | 31.20 | -19.2% |
| | | | ASE Index | 3,439.71 | 5,178.83 | -33.6% |

Group Turnover and Op EBITDA – 1st Half & Q2 2008



Excluding the impact of translation, Group turnover was ahead of 2007 in the first half (+6.3%), driven by the Balkans and Eastern Mediterranean. However, EBITDA continued to be hit by increased costs



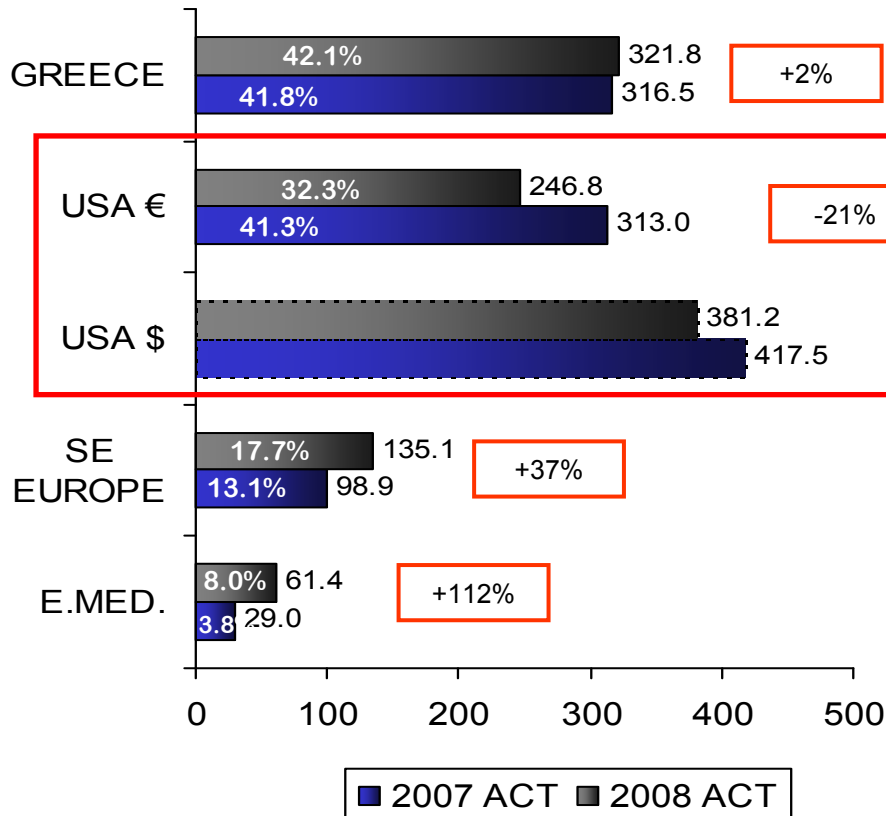
Consolidated Sales & EBITDA by Region

1st Half 2008

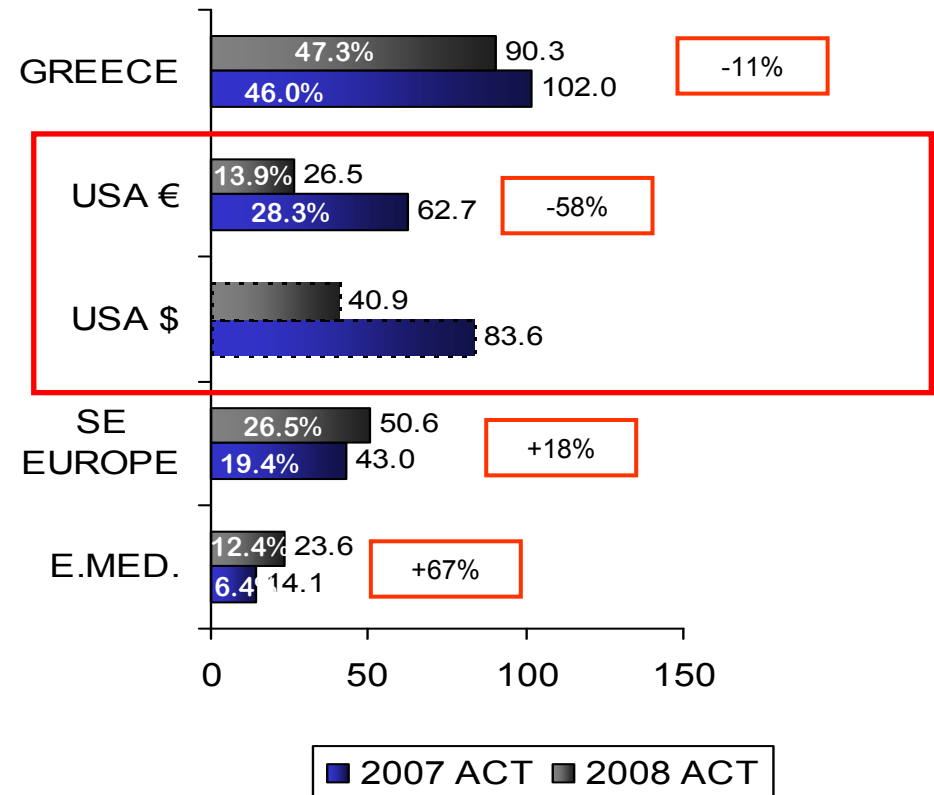


The USA has taken a very significant hit due to costs increases, (evident in all operations) combined with continuing sharp volume declines as well as a weaker dollar

SALES (€m)



EBITDA (€m)



Net Financing Costs

1st Half 2008



Financing cost increases reflect acquisitions

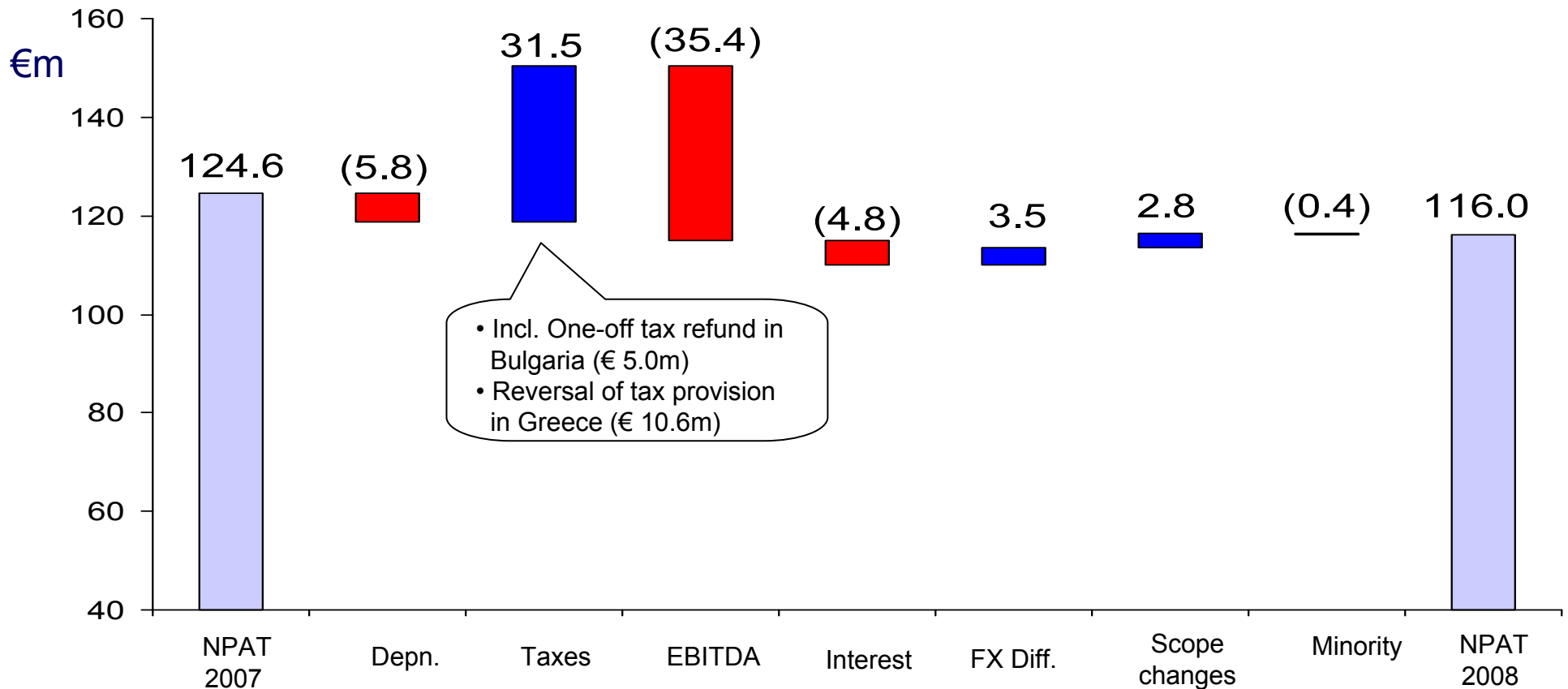
| (€m) | 2008 | 2007 | Var | |
|--|---------------|---------------|--------------|-------|
| Net Financing Costs -6 months | (16.9) | (14.3) | (2.6) | |
| Explanation of variance: | | | | |
| Interest Income/(Expense) (net) | | | | |
| | Greece | (2.5) | (2.1) | (0.4) |
| | USA | (7.4) | (12.1) | 4.7 |
| | SE Europe | 1.6 | 1.7 | (0.1) |
| | East Med | (1.4) | (0.9) | (0.5) |
| | Corporate | (9.6) | (1.4) | (8.2) |
| Net Interest Income/(Expense) | (19.3) | (14.8) | (4.5) | |
| Realized FX Gains/(Losses) from USD | 0.2 | 0.6 | (0.4) | |
| | 0.2 | 0.6 | (0.4) | |
| Unrealized FX Gains/(Losses) - USD | 0.2 | 0.0 | 0.2 | |
| Unrealized FX Translation Gains/(Losses) - Yen/USD/EGP | 2.0 | (0.1) | 2.1 | |
| | 2.2 | (0.1) | 2.3 | |
| Net realized and unrealized FX differences | 2.4 | 0.5 | 1.9 | |
| Net financing cost variance | | | (2.6) | |

Group Net Profit after Tax

1st Half 2008



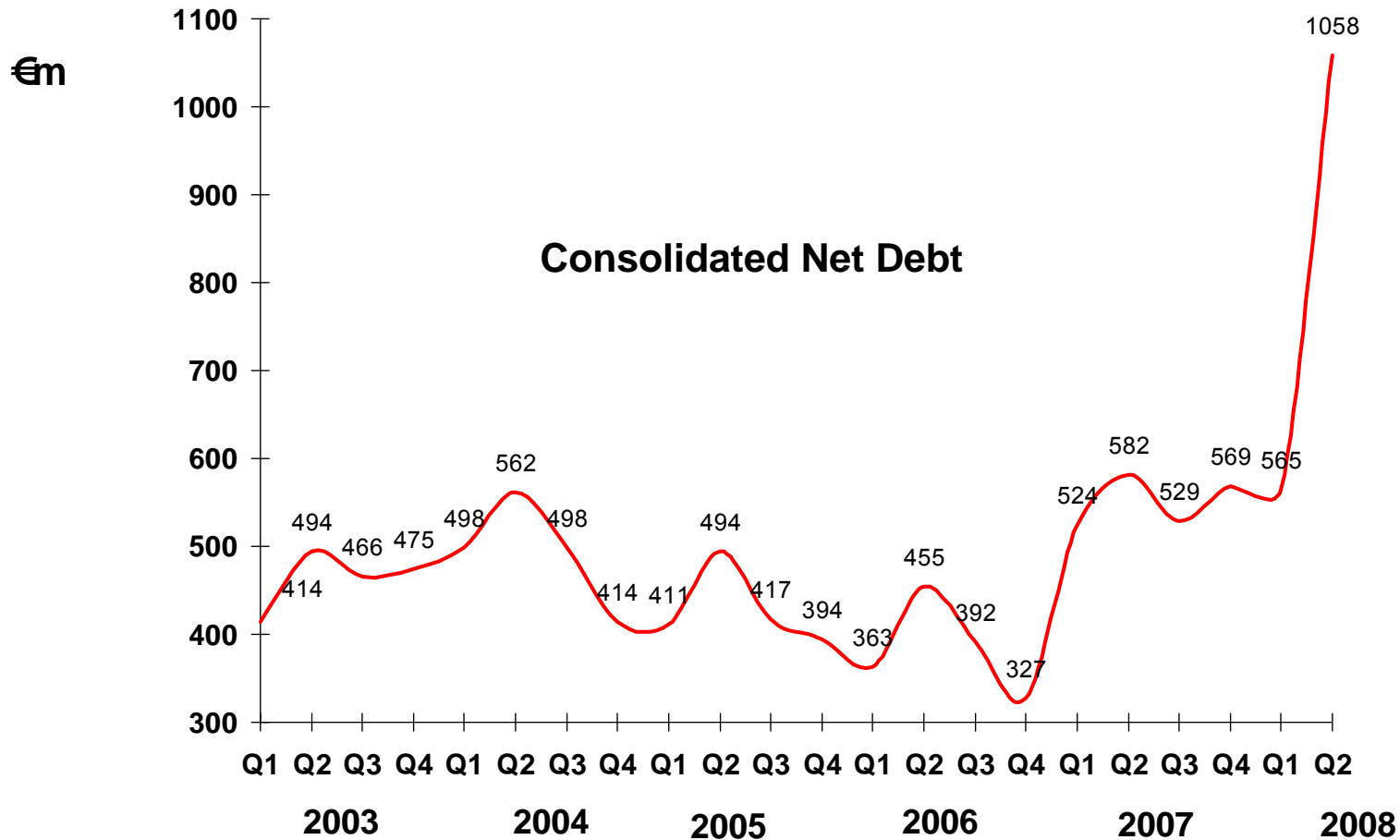
Net Profit after Taxes was only € 8.6m lower than last year, mostly due to an extraordinarily low tax rate



Net Debt as of 30.06.08 1st Half 2008



Sharply increased debt levels during the quarter, reflect acquisition spending

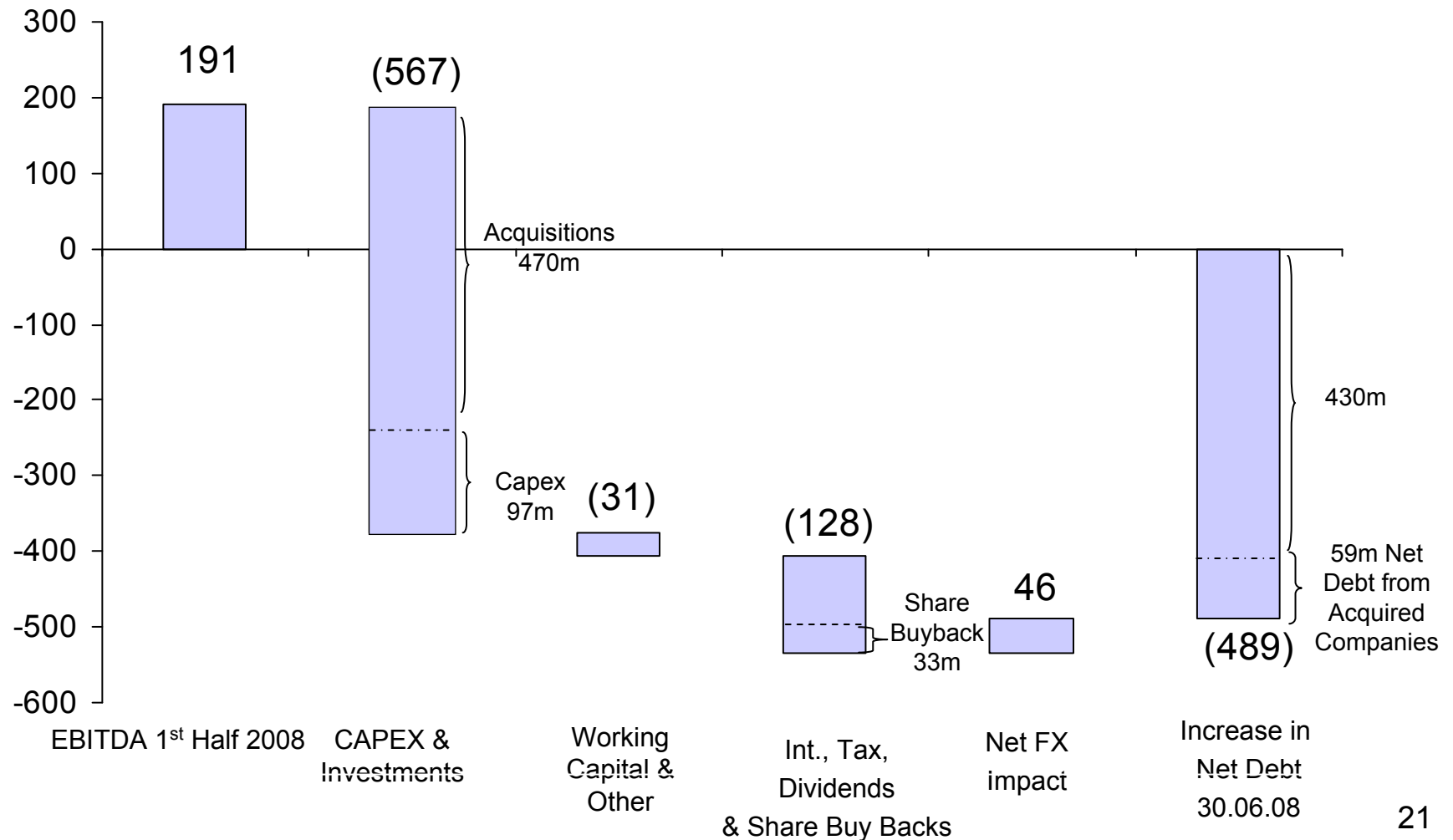


Sources & Uses of Cash

1st Half 2008



Significant acquisitions materialized during the quarter





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- **Uneven global slowdown. Uncertainties persist**
- **Extraordinary energy cost inflation leads to pressure on margins**
- **Greek demand expected to decline moderately**
- **US short-term demand outlook remains negative**
- **Lakebelt case returns to lower Court. Supplementary Environmental Impact Statement now expected later in the year**
- **Egypt and S.E.E. experiencing strong organic growth**
- **Short-term market outlook in Turkey is challenging**
- **Short-term focus:**
 - **Integrate Egypt, Turkey, Albania**
 - **Mitigate energy cost increases**
 - **Implement Capex program**
 - **Execute on vertical integration strategy**



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