



**TITAN 100 YEARS**  
LISTED ON THE ATHENS STOCK EXCHANGE

## Financial Results – Full Year 2011



**Analysts' conference call**

**Athens, March 1, 2012**

# 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.**

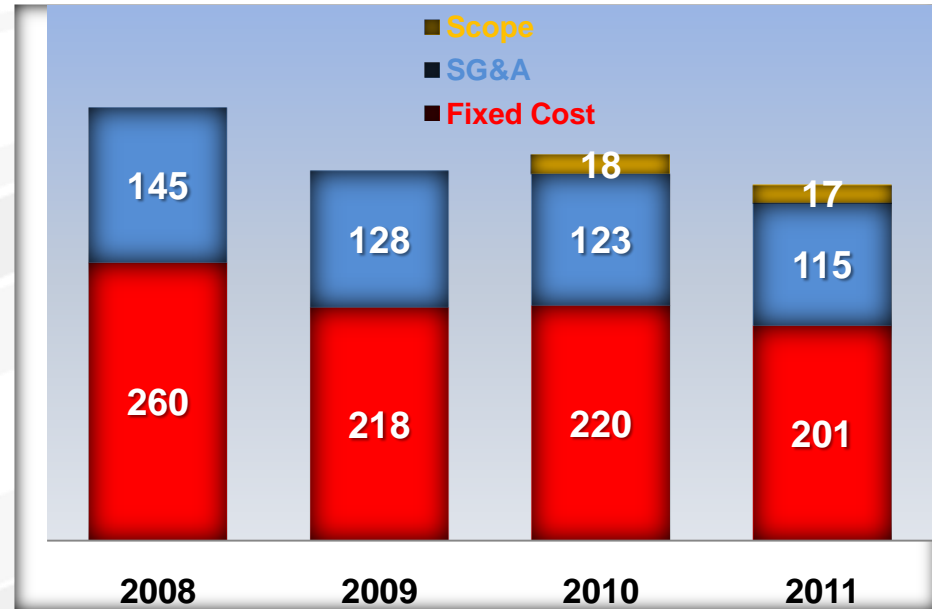
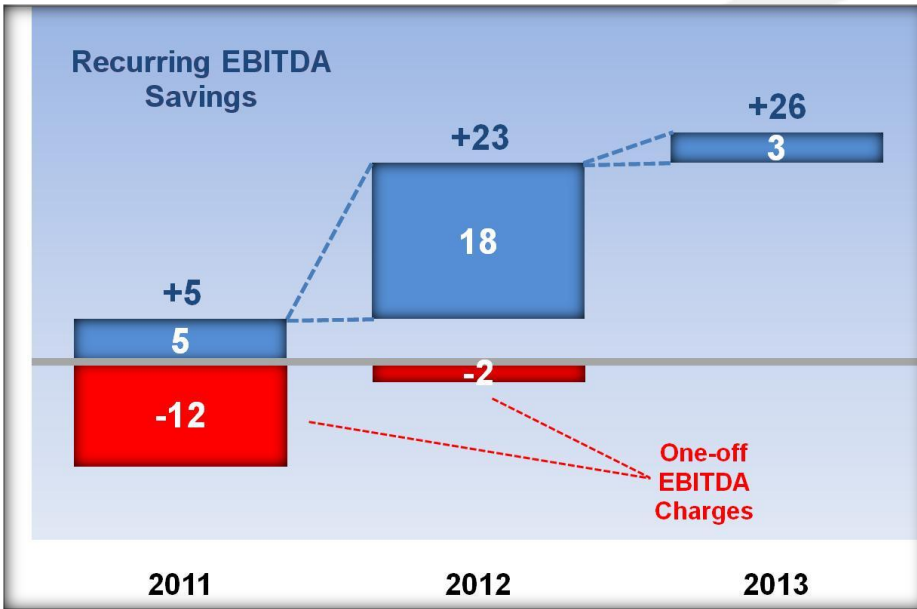
- ❑ **Group Financial Results**
- ❑ **Market Overviews**
- ❑ **Outlook**

# Greek Recession, Unstable Egypt and Stronger Euro Take a Toll on 2011 Results

<i>In Million Euro, unless otherwise stated</i>	12M 2011	12M 2010	Variance	Q4 2011	Q4 2010	Variance
<b>Net Sales</b>	1,091.4	1,350.5	-19.2%	252.5	322.0	-21.6%
<b>EBITDA</b>	242.7	315.1	-23.0%	22.8	54.8	-58.3%
FX Gains/Losses	-11.9	-8.2		5.7	-2.6	
Impairment Charges	-18.7	-0.2		-18.7	-0.2	
<b>Profit Before Taxes</b>	37.7	130.0		-36.7	11.4	
<b>Net Profit after Taxes &amp; Minorities</b>	11.0	103.1		-41.9	4.8	
<b>Earnings per Share (€/share) – basic</b>	0.1351	1.2658				

	31 Dec' 11	31 Dec' 10	Variance
<b>Share Price</b>	11.59	16.42	-29.4%
<b>ASE Index</b>	680.42	1,413.94	-51.9%

# 2011-2012 Restructuring Plan Results in more than 26 MM€ in Annualized Recurring EBITDA Savings

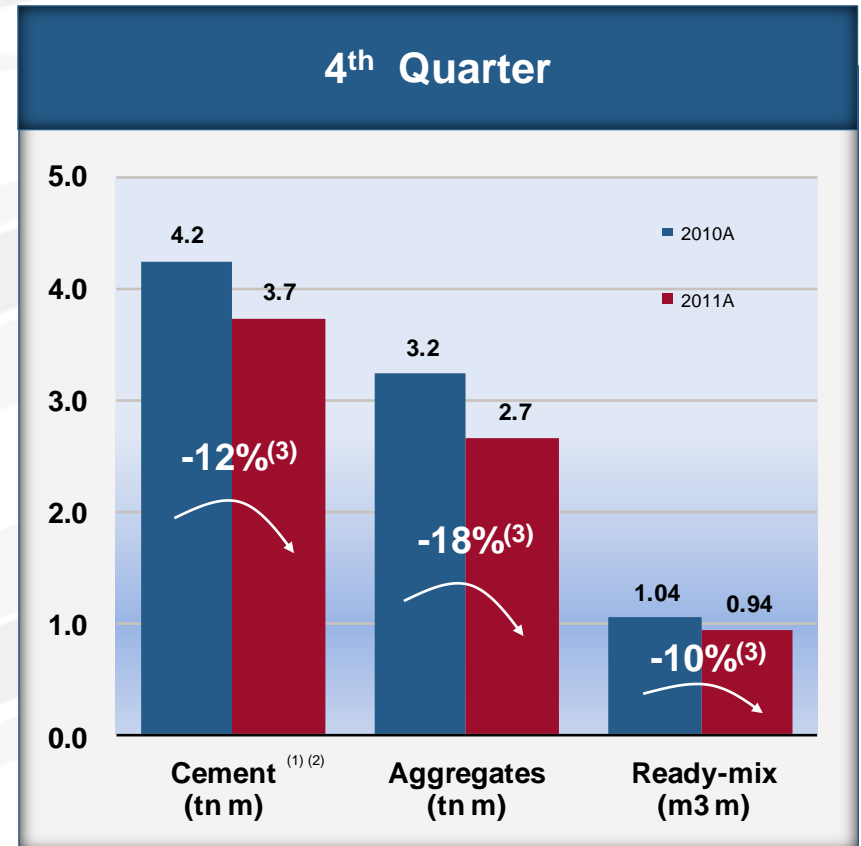
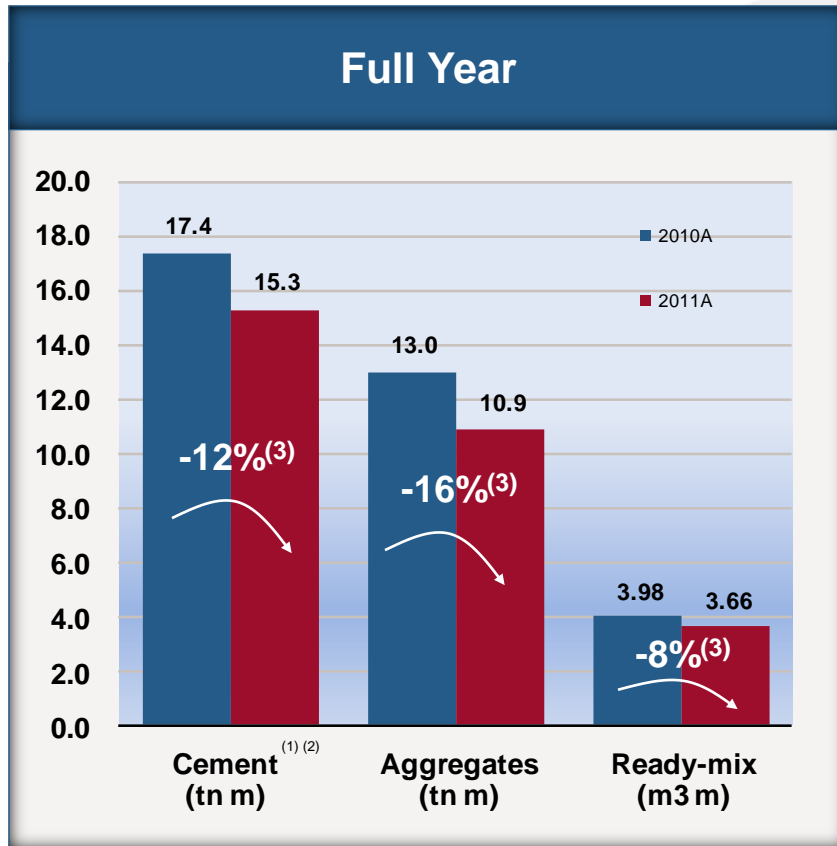


**Cumulative Cash Flow Impact**

Year	Cumulative Cash Flow Impact
2011	-18
2012	+3
2013	+29

Scope: Albania and Kosovo

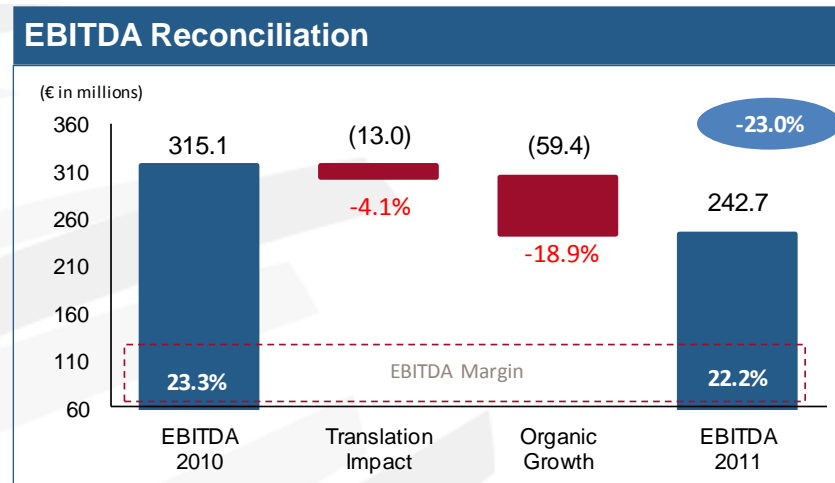
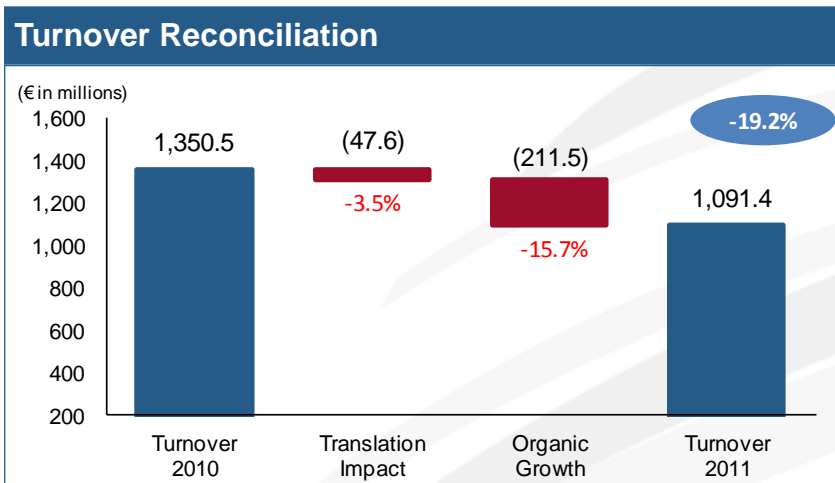
# Group Volume Declines Due Almost Exclusively to Greece



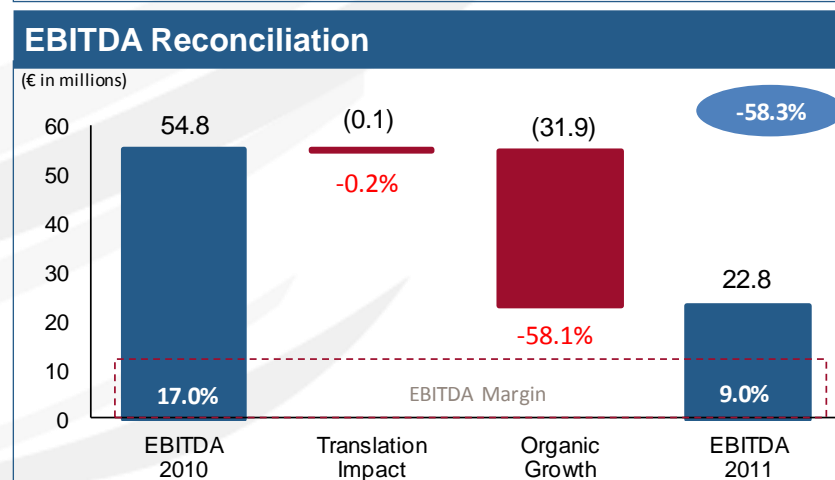
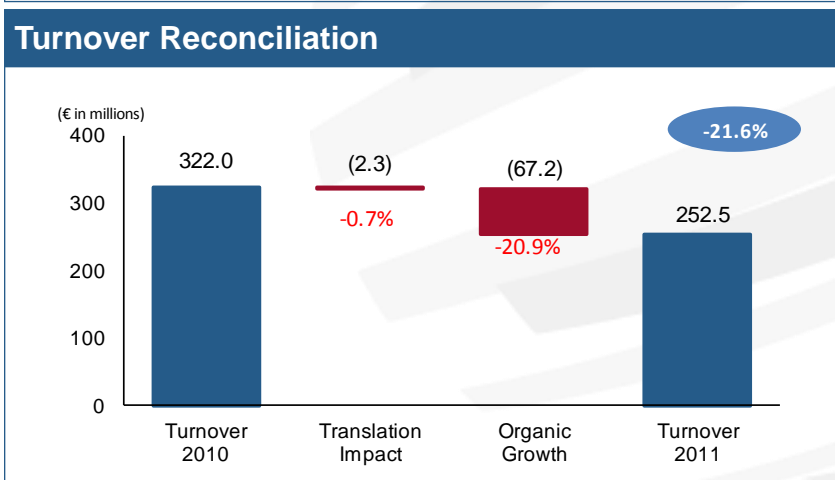
- (1) Cement sales include clinker and cementitious materials
- (2) Includes Turkey at 100%
- (3) % represents performance versus last year

# 2011 Results Affected by Sharp Decline in Greece Sales and Exacerbated by Strong Euro

12 months

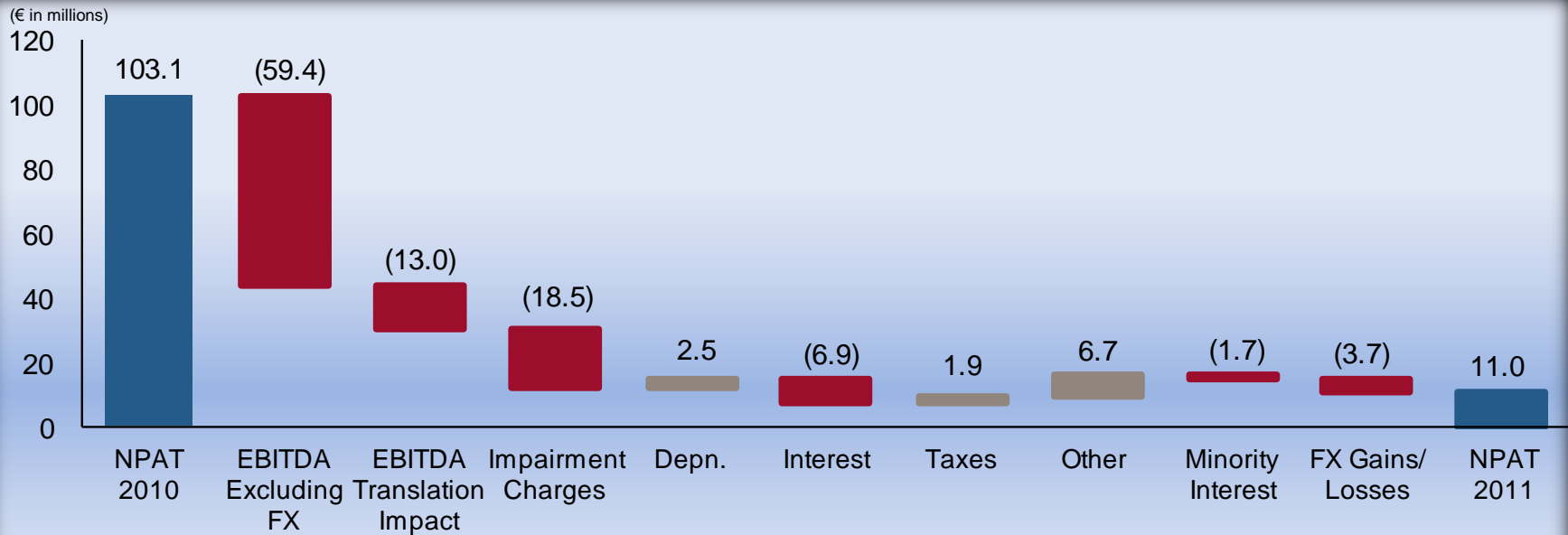


4th Quarter



# NPAT Impacted by Lower Operating Profitability

## 2011 Group Net Profit After Taxes and Minorities (Reconciliation vs. 2010)





# Strengthening of the Euro in 2011 Leads to a Substantial Drop in Profitability

		FX Impact in Million €				
		Q1	Q2	Q3	Q4	FY
P&L	EBITDA	-2	-7	-4	0	-13
	FX Gains/Losses	-14	-6	+8	+8	-4
BS		30 <sup>th</sup> Sep 2011			Δ Q4	31 <sup>st</sup> Dec 2011
	Net Equity	-35			+32	-3
	Net Debt	-5			+11	+6
	Working Capital	-3			+3	0

FX Gains/Losses			
Country	Local Currency	Loan Currency	12M 2011
Egypt	EGP	EUR	+5.1
Turkey	TRY	EUR, USD	-7.3
Albania	ALL	EUR	-1.1
Other			-0.4
<b>Total</b>			<b>-3.7</b>

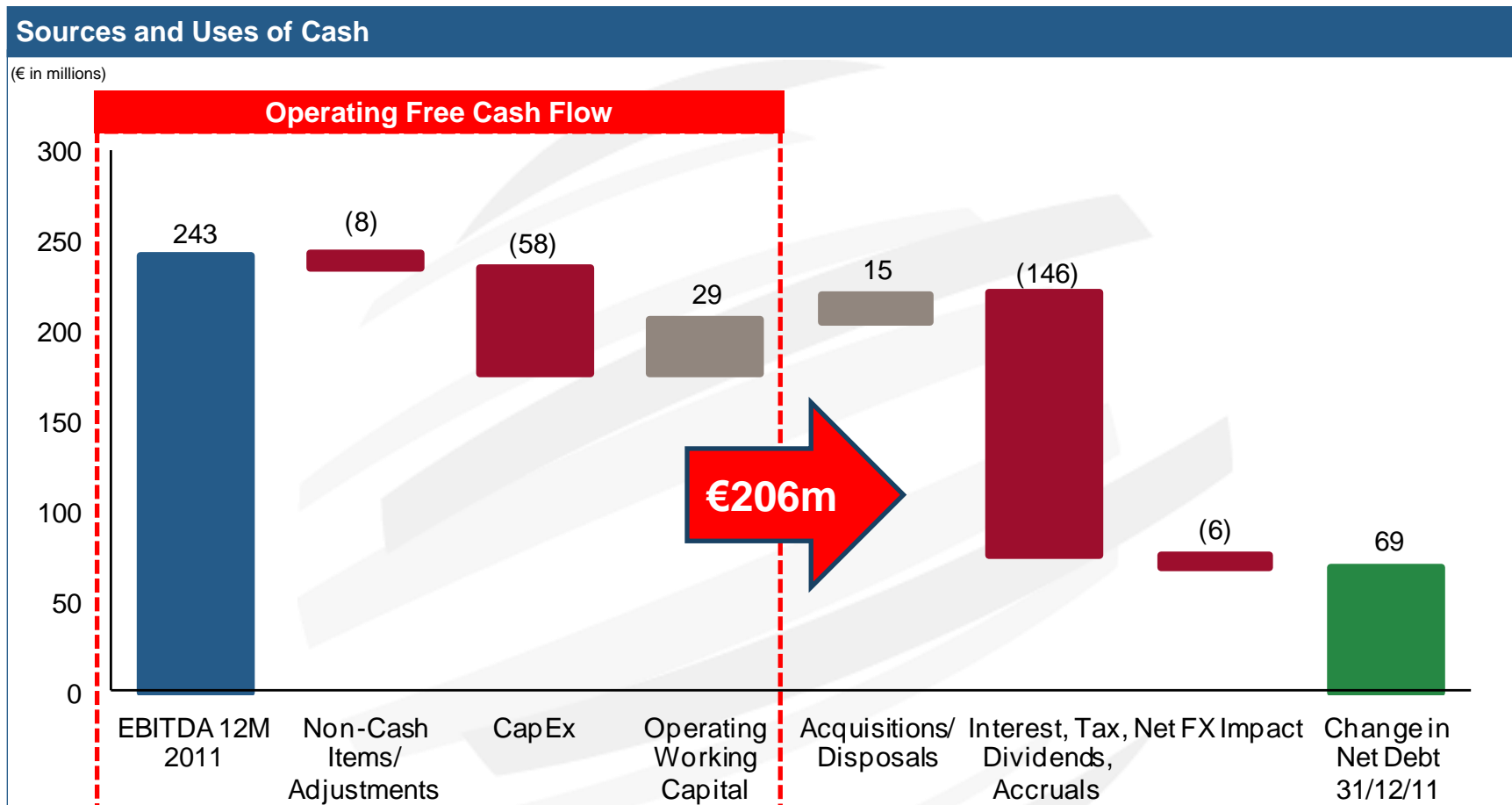
	Balance Sheet		Variance	P&L		Variance
	31/12/2011	31/12/2010	31/12/11 vs 31/12/10	Avg 2011	Avg 2010	Avg 2011 vs 2010
€1 = USD	1.29	1.34	3%	1.39	1.33	-5%
€1 = EGP	7.80	7.76	-1%	8.28	7.47	-11%
1USD=EGP	6.03	5.80	-4%	5.95	5.64	-5%
€1 = RSD	104.64	105.50	1%	101.99	102.98	1%
€1 = ALL	138.93	138.77	0%	140.33	137.78	-2%
€1 = TRY	2.44	2.07	-18%	2.34	2.00	-17%

Bulgarian Leva fixed at €1 = BGN 1,956

No change in €/MKD exchange rates, at €1 = 61,51

A negative variance represents a devaluation of the base currency vs. the Euro

# Group Generates €206m in Operating Free Cash Flow in 2011

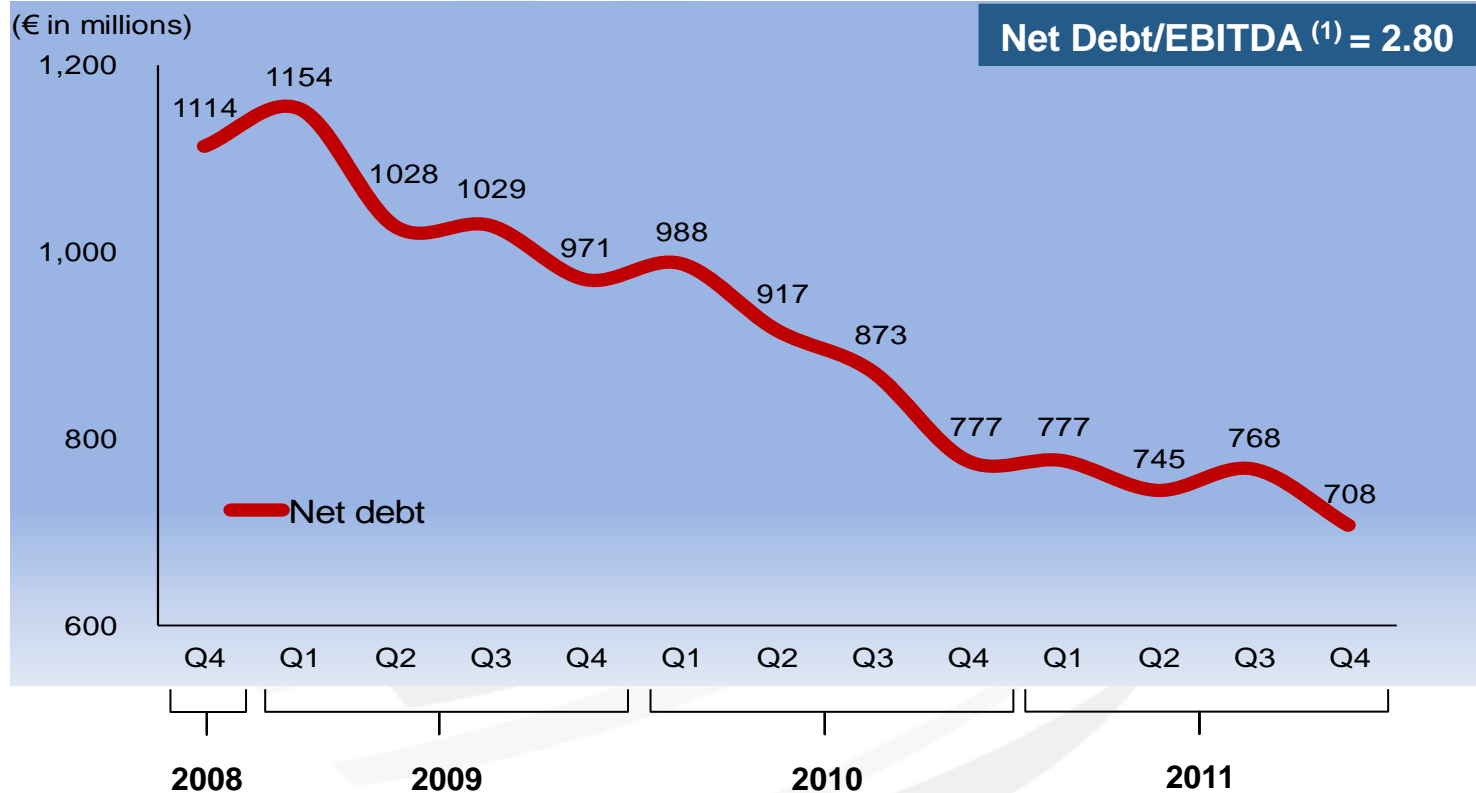


€206m Operating Free Cash Flow covers €119m of finance/tax/dividends related payments, €23m of restructuring costs and reduces Net Debt by €69m

Note: Non-cash items includes Egypt clay fee return

# Further Improving Financial Flexibility Remains a Top Priority for the Group

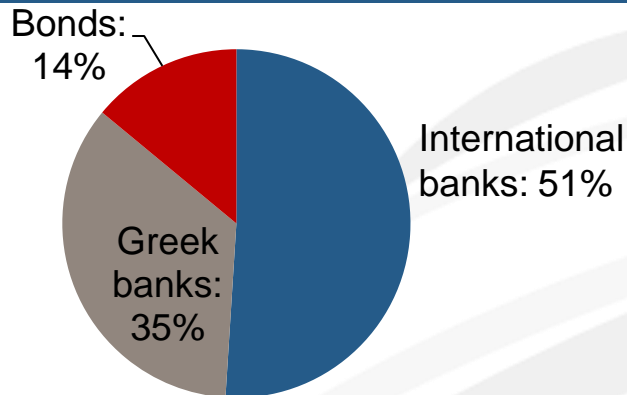
## Group Net Debt



<sup>(1)</sup> calculation according to covenants definition in the syndicated loan of €585m

# Robust Liquidity Profile FY 2011

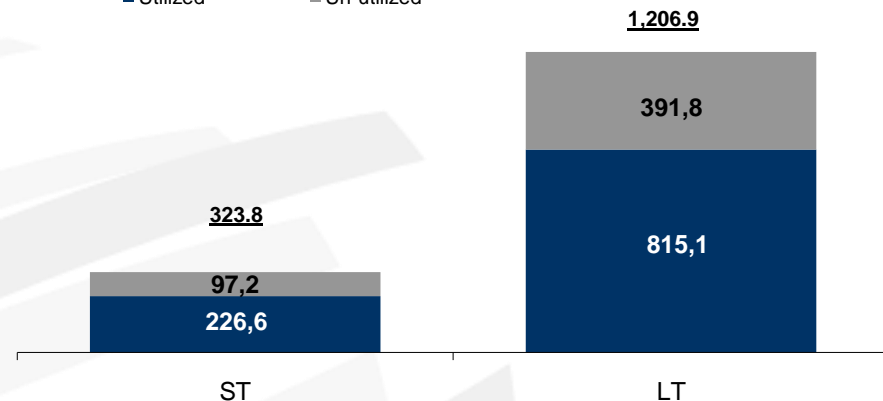
## Credit Facilities by Type



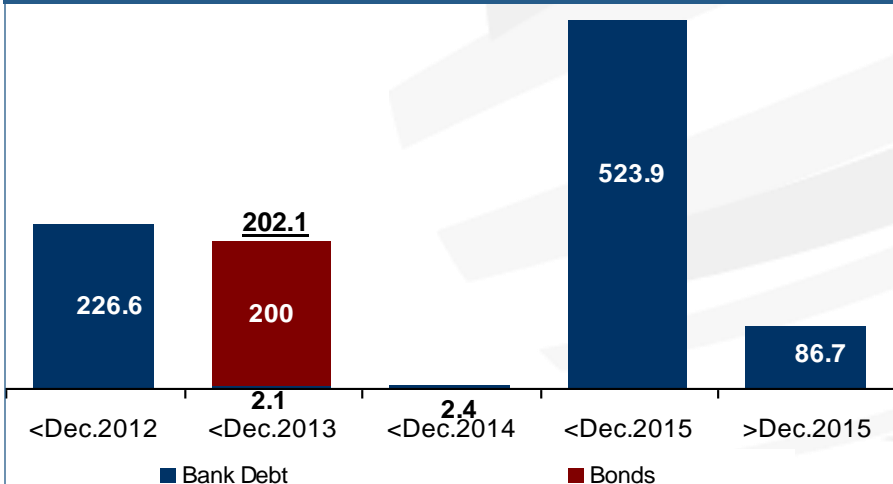
## Facilities by Tenor (€ m)<sup>1</sup>

<sup>1</sup>: includes capital leases

■ Utilized    ■ Un-utilized



## Maturity Profile (€ m)

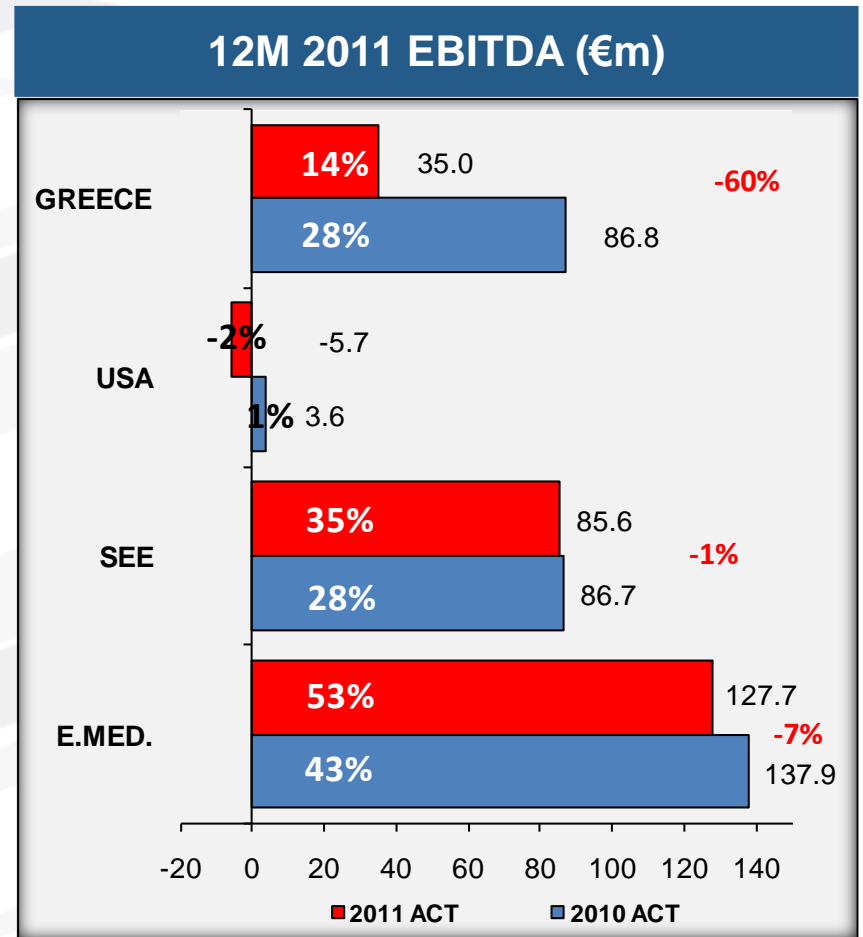
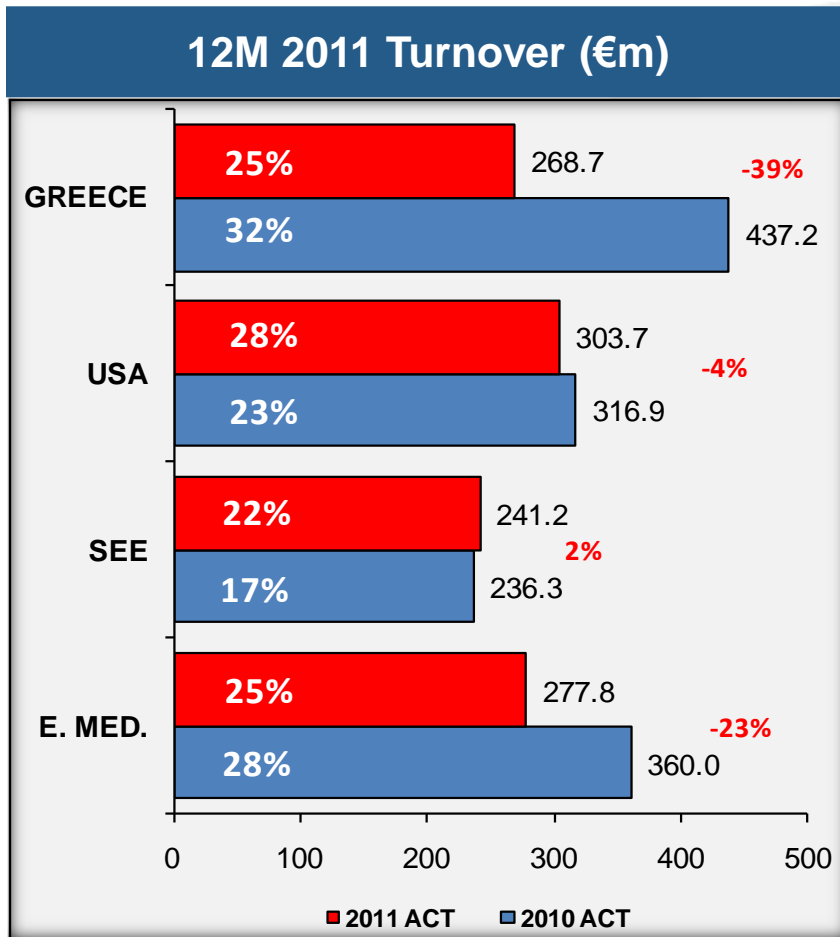


## Liquidity- 31 December 2011

- Titan's liquidity ratio (long term committed un-utilized lines plus cash over one year borrowings) is 3.2x
- Titan has utilized € 1.04bn (68%) of total € 1.53bn facilities and has remaining € 490m (32%) in available lines
- 51% of total credit facilities are with international banks, 14% is non bank debt and 35% with Greek banks
- Next big maturity is the July 2013 € 200m eurobond, for which Titan has adequate un-utilized credit lines and cash to cover

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# 2011 EBITDA of €242.7m Driven Mainly by SEE and EMED

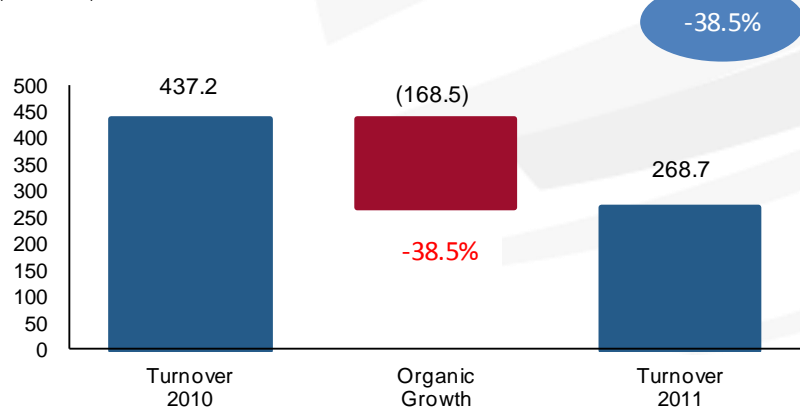


# Profitability in Greece Plummets amidst Recession

- Greek recession leads building activity to a tailspin in 2011.
- Dramatic decline in sales volumes across all products and market segments.
- Export volume almost at 1/3 of 2010 due to collapse of North African exports.
- Selling prices quarter-on-quarter decline in all products.
- Reduced capacity utilization leads to higher surplus CO<sub>2</sub> sales.
- Restructuring actions will generate annualized recurring savings of €14.1m.  
One-off EBITDA charge of €9.3m in 2011.

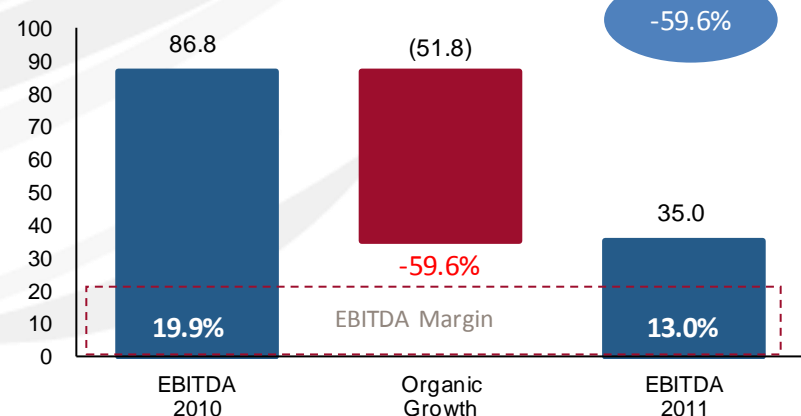
## Greece Turnover Reconciliation

(€ in millions)



## Greece EBITDA Reconciliation

(€ in millions)

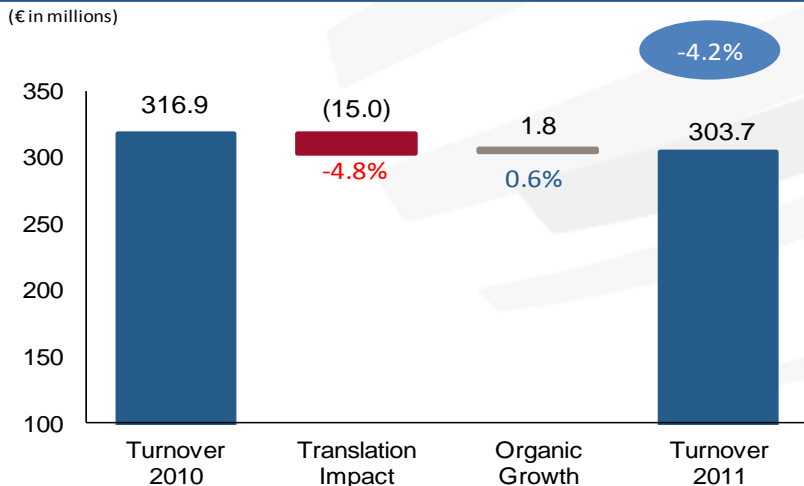


12 Months

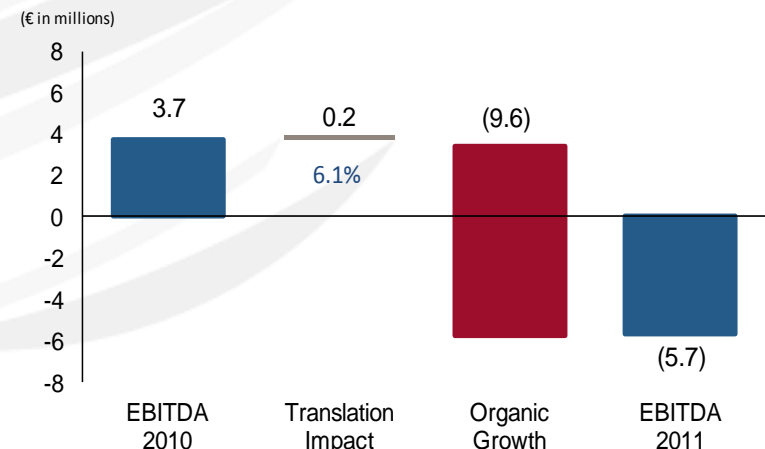
# 2011 USA: Bouncing Along the Bottom

- Cement consumption growth in 2011 (PCA data): South Atlantic +4%, Florida +1.7%, Virginia +6.3%, North Carolina +6.5%.
- Infrastructure spending weak in 2011.
- Modest sales volume growth across all products.
- Year-on-Year average price decline as selling prices for all products stabilize, albeit at the low levels of 1H 2011.
- ST profitable growth continues with sales up by 19%.
- First signs of improvement in the housing market in Q4.

## US Turnover Reconciliation



## US EBITDA Reconciliation



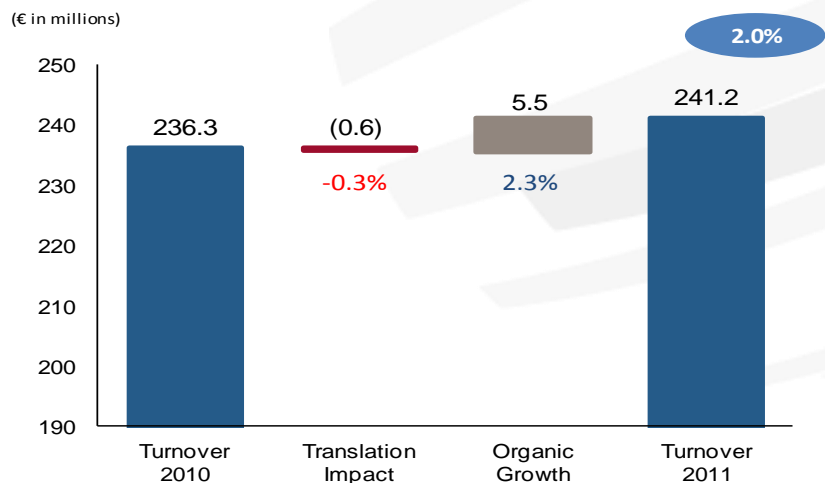
12 Months



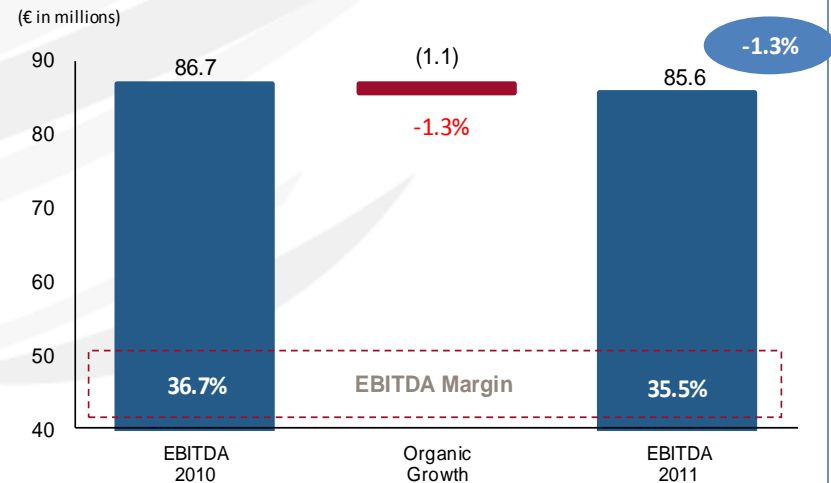
# Continued Growth in SE Europe, whilst Profitability Remains Stable

- Modest macroeconomic improvement in the region leads to growing demand in construction materials.
- 4% average cement sales growth in the region.
- 2011 average cement prices below last year.
- Increasing fuel & energy costs clip margins.
- Launched ECO Conception, a company that will spearhead alternative fuels, energy efficiency and waste management projects in the region.
- Sale of excess carbon rights ex Bulgaria supports gross margins and funds the new alternative fuels investment in Bulgaria.

## SEE Turnover Reconciliation



## SEE EBITDA Reconciliation

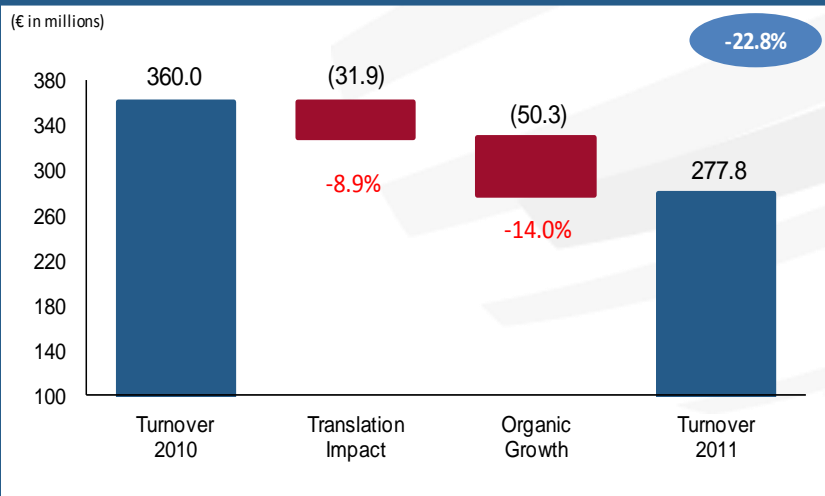


12 Months

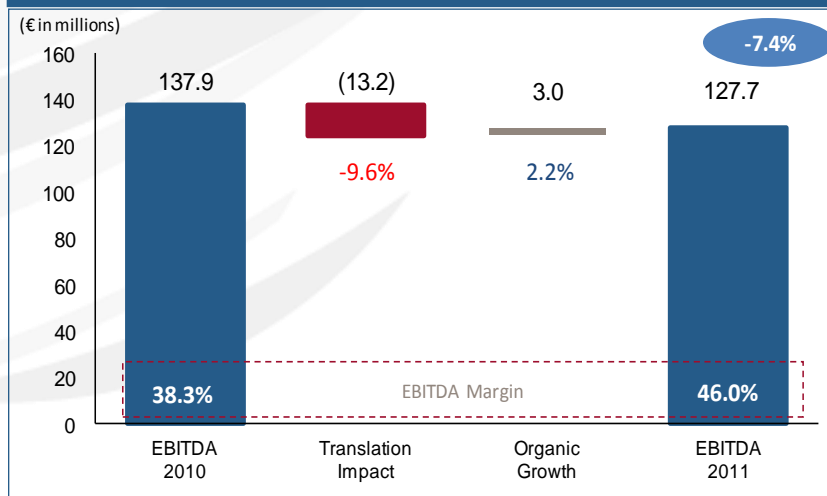
# Political Unrest in Egypt and the Strong Euro Affect EMED Profitability

- Political uncertainty and social unrest take their toll on Egypt's economy.
- Egyptian cement demand declines by 2%.
- More than 5MT new market capacity in Egypt came on stream within 2011, putting pressure on prices.
- Egypt sales shrink by 9%, affected by weak July-August demand and S/D imbalance.
- EBITDA in Egypt affected by €26m positive contribution of clay fee case, partly offset by increased profit sharing and legal settlements.
- In Turkey double-digit sales growth further accelerates in 2H. Domestic prices continue on an upward trend.

## EMED Turnover Reconciliation



## EMED EBITDA Reconciliation



12 Months

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# Outlook 2012

- **Greece: Further substantial decline in demand**
- **US: Optimism returns**
- **South Eastern Europe: Improving trends**
- **Eastern Med: Growth in Turkey, Transition progressing in Egypt**
- **Energy costs: Roughly stable (excluding Egypt)**
- **Pricing power: Some upside potential (excluding Greece)**
- **Focus remains on:**
  - **Free cash flow generation**
  - **Productivity initiatives**
  - **Reducing carbon footprint**
  - **Bolt –on growth initiatives**