



# TITAN CEMENT COMPANY S.A.

Company's Number in the Register of Societes Anonymes: 6013/06/B/86/90  
22A Halkidos Street - 111 43 Athens

## SUMMARY FINANCIAL RESULTS for the year ended 31 December 2011

(in terms of article 135 of Law 2190, for companies publishing annual financial statements in accordance with IAS/IFRS)

The figures illustrated below provide summary information about the financial position of Titan Cement S.A. and its subsidiaries. We advise the reader who seeks a complete picture of the financial position to visit the Company's web site, where the full year financial statements according to International Financial Reporting Standards together with the auditor's report, are presented.

**Supervising Authority:** Ministry of Development and Competitiveness (Department for limited companies)

**Company's web address:** [www.titan-cement.com](http://www.titan-cement.com)

**Board of Directors:** Andreas Canelopoulos - Chairman, Efstratios-Georgios (Takis) Arapoglou\* - Deputy Chairman, Dimitrios Papalexopoulos - Managing Director,  
  
Nellos Canelopoulos, Takis-Panagiotis Canelopoulos, George David\*, Basilios Fourlis\*, Peter Sabatakakis\*, Panagiotis Marinopoulos\*, Alexandra Papalexopoulou-Benopoulou, Michael Sigalas, Spyridon Theodoropoulos\*, Efthios Vasilakis\*, Efthimios Vidalis.  
  
\*Independent non-executive directors

**Date of approval of the Financial Statements :** 1 March 2012

**Name of the auditor:** Chris Pelendridis (SOEL R.N. 17831)

**Auditing firm:** Ernst & Young (HELLAS) Certified Auditors Accountants SA

**Report of the Auditors:** Without qualification

### CONDENSED STATEMENT OF FINANCIAL POSITION (Amounts in € thousand)

	GROUP		COMPANY	
	31/12/2011	31/12/2010	31/12/2011	31/12/2010
<b>ASSETS</b>				
Tangible assets	1,887.488	1,957.289	251.111	261.538
Investment properties	9.804	2.053	11.312	5.974
Intangible assets	546.111	572.115	1.112	1.122
Other non current assets	23.109	26.578	1,185.672	1,186.841
Inventories	242.765	248.168	68.761	77.419
Trade receivables	117.635	136.113	25.928	43.898
Other current assets	116.806	73.524	38.002	13.129
Cash and cash equivalents	333.935	67.070	29.478	2,943
<b>TOTAL ASSETS</b>	<b>3,277.653</b>	<b>3,082.910</b>	<b>1,611.376</b>	<b>1,592.864</b>
<b>SHAREHOLDERS EQUITY AND LIABILITIES</b>				
Share Capital (84,632,528 shares of € 4.00)	338.530	338.455	338.530	338.455
Share Premium	22.826	22.826	22.826	22.826
Share stock options	1.358	6.983	1.358	6.983
Treasury Shares	-89.446	-90.182	-89.446	-90.182
Retained earnings and other reserves	1,284.198	1,290.185	516.162	534.880
<b>Total share capital and reserves (a)</b>	<b>1,557.466</b>	<b>1,568.267</b>	<b>789.430</b>	<b>812.962</b>
Non-controlling interests (b)	142.982	142.557	-	-
<b>Total Equity (c)=(a)+(b)</b>	<b>1,700.448</b>	<b>1,710.824</b>	<b>789.430</b>	<b>812.962</b>
Long-term borrowings	815.095	706.961	620.360	643.000
Provisions and other long-term liabilities	282.553	295.274	48.213	60.743
Short-term borrowings	226.564	136.763	104.692	17.069
Other short-term liabilities	252.993	233.088	48.681	59.090
<b>Total liabilities (d)</b>	<b>1,577.205</b>	<b>1,372.086</b>	<b>821.946</b>	<b>779.902</b>
<b>TOTAL SHAREHOLDERS EQUITY AND LIABILITIES (c)+(d)</b>	<b>3,277.653</b>	<b>3,082.910</b>	<b>1,611.376</b>	<b>1,592.864</b>

### CONDENSED INCOME STATEMENT (Amounts in € thousand)

	GROUP		COMPANY	
	1/1-31/12/2011	1/1-31/12/2010	1/1-31/12/2011	1/1-31/12/2010
<b>Revenue</b>	1,091.404	1,350.488	217.231	370.696
Cost of sales	-748.654	-897.824	-139.349	-248.184
<b>Gross profit before depreciation and amortization</b>	<b>342.750</b>	<b>452.664</b>	<b>77.882</b>	<b>122.512</b>
Other operating income/(expense)	21.528	-8.046	-4.272	3.008
Administrative expenses	-100.504	-104.686	-32.109	-37.482
Selling and marketing expenses	-21.107	-24.847	-618	-1,077
<b>Profit before interest, taxes and depreciation and amortization</b>	<b>242.667</b>	<b>315.085</b>	<b>40.883</b>	<b>86.961</b>
Depreciation, amortization and impairment of tangibles/ intangibles assets	-138.640	-122.680	-12.969	-12,001
<b>Profit before interest and taxes</b>	<b>104.027</b>	<b>192.405</b>	<b>27.914</b>	<b>74.960</b>
Income from participations & investments	-	-	3.495	5.656
Finance costs	-66.288	-62.373	-43.065	-40,348
<b>Profit/(loss) before taxes</b>	<b>37.739</b>	<b>130.032</b>	<b>-11.656</b>	<b>40.268</b>
Less: Income tax expense	-16.059	-17.942	-1,622	-18,531
<b>Profit/(loss) after taxes (a)</b>	<b>21.680</b>	<b>112.090</b>	<b>-13.278</b>	<b>21.737</b>
<b>Attributable to:</b>				
Equity holders of the parent	11.011	103.075	-13,278	21.737
Non-controlling interests	10.669	9.015	-	-
<b>Basic earnings per share (in €)</b>	<b>0.13514</b>	<b>1,26583</b>	<b>-0,16296</b>	<b>0,26694</b>
<b>Diluted earnings per share (in €)</b>	<b>0,13442</b>	<b>1,26124</b>	<b>-0,16209</b>	<b>0,26598</b>
Proposed dividend per issued share (in €)	-	0,07759	-	0,07759
Proposed distribution of taxed reserves per share (in €)	-	0,10241	-	0,10241

### CONDENSED STATEMENT OF COMPREHENSIVE INCOME Amounts in € thousand

	GROUP		COMPANY	
	1/1-31/12/2011	1/1-31/12/2010	1/1-31/12/2011	1/1-31/12/2010
<b>Profit/loss after taxes (a)</b>	21.680	112.090	-13.278	21.737
<b>Other comprehensive income/(loss):</b>				
Exchange differences on translation of foreign operations	-3.468	54.028	-	-
Cash flow hedges	-3.023	-756	-4.545	-
Net losses on financial assets available for sale	-112	-210	-	-
Revaluation of land and buildings	1.639	-	1.639	-
Actuarial gains on defined plans	8.141	4.631	8.231	5.289
Income tax relating to components of other comprehensive income	-2.232	-581	-1,974	-1,058
<b>Other comprehensive income net of tax (b)</b>	<b>945</b>	<b>57.112</b>	<b>3.351</b>	<b>4,231</b>
<b>Total comprehensive income/(loss) net of tax (a)+(b)</b>	<b>22.625</b>	<b>169,202</b>	<b>-9,927</b>	<b>25,968</b>
<b>Total comprehensive income attributable to:</b>				
Shareholders	13.108	158.063	-9,927	25,968
Non-controlling interests	9.517	11.139	-	-

### CONDENSED STATEMENT OF CHANGES IN EQUITY (Amounts in € thousand)

	GROUP		COMPANY	
	31/12/2011	31/12/2010	31/12/2011	31/12/2010
<b>Equity balance at beginning of the year (1/1/2011 and 1/1/2010 respectively)</b>	1,710.824	1,451.907	812.962	800.355
Total comprehensive income/(loss)	22.625	169.202	-9.927	25.968
Share Capital increase due to share options	1.378	1.157	1.378	1.157
Treasury shares sold	248	706	248	706
Dividends paid and distributed reserves	-15.231	-15.224	-15.231	-15,224
Dividends paid to non-controlling interest	-9.758	-1.919	-	-
Non-controlling interest's put option recognition	6.884	-1,621	-	-
Equity increase arising on business combination	42	20.174	-	-
Non-controlling interest related to share capital increase in subsidiary	-	8.030	-	-
Proceeds from partial disposal of subsidiary	-	80.000	-	-
Deferred tax adjustment due to change in income tax rates on revaluation reserves	-16.564	-	-	-
Acquisition of non-controlling interests	-	-1.588	-	-
<b>Equity balance at year end (31/12/2011 and 31/12/2010 respectively)</b>	<b>1,700.448</b>	<b>1,710.824</b>	<b>789.430</b>	<b>812,962</b>

### CASH FLOW STATEMENT (Amounts in € thousand)

	GROUP		COMPANY	
	1/1-31/12/2011	1/1-31/12/2010	1/1-31/12/2011	1/1-31/12/2010
<b>Cash flows from operating activities</b>				
Profit/(loss) before taxes	37.739	130.032	-11.656	40.268
Adjustments for:				
Depreciation	119.930	122.515	11.825	11.999
Impairment of tangible and intangible assets	18.710	165	1.144	2
Provisions	8.263	31.510	3.258	4.616
Exchange differences	11.918	8.186	-828	-3,459
Income from participations & investments	-	-	-3.495	-5,656
Provision for impairment of investments (participations)	-	-	5.062	12,792
Interest expense	53.418	55.319	39.646	29,770
Other non cash items	-27.771	-5.533	2.621	-343
<b>Operating profit before changes in working capital</b>	<b>222.207</b>	<b>342.194</b>	<b>47.577</b>	<b>89,989</b>
Decrease/(increase) in inventories	9.883	-7.653	12.211	-10,259
Decrease in trade and other receivables	14.863	25.859	3.662	29,774
Decrease/(increase) in operating long-term receivables	1.780	-2.761	1.166	447
Decrease in trade & other payables (excluding banks)	-8.184	-50.574	-18.726	-23,787
Cash generated from operations	240.549	307.065	45.890	86,164
Taxation paid	-36.988	-27.546	-18.670	-22,449
<b>Net cash flows from operating activities (a)</b>	<b>203.561</b>	<b>279,519</b>	<b>27,220</b>	<b>63,715</b>
<b>Cash flows from investing activities</b>				
Purchase of tangible assets	-56.150	-84.483	-6.314	-7,039
Decrease in other long-term receivables	-	2.024	-	-
Purchase of intangible assets	-1.917	-2.118	-139	-475
Proceeds from the sale of property, plant and equipment	15.484	10.656	286	5,348
Proceeds from dividends	7	317	269	5,656
Acquisition of subsidiaries, net of cash	-111	-28.108	-6.139	-
Decrease in subsidiaries' share capital	-	-	-	77,500
Proceed from partial disposal of subsidiary's business	-	32.733	-	-
Proceeds from partial disposal of subsidiary's ownership	-	80.000	-	-
(Disposal)/purchase of available-for-sale financial assets	-44	-136	-1	-
Interest received	4.354	3.666	204	1,336
<b>Net cash flows (used in)/from investing activities (b)</b>	<b>-38.377</b>	<b>14,551</b>	<b>-11,834</b>	<b>82,326</b>
<b>Net cash flows after investing activities (a)+(b)</b>	<b>165.184</b>	<b>294,070</b>	<b>15,386</b>	<b>146,041</b>
<b>Cash flows from financing activities</b>				
Share capital increase	75	151	75	151
Proceeds from non-controlling interest's participation in subsidiaries' share capital increase	-	8.030	-	-
Treasury shares sold	248	706	248	706
Proceeds from government grants	88	112	88	112
Interest paid	-54.918	-56.998	-37.898	-25,947
Dividends paid and distributed reserves	-24.935	-17.159	-15.270	-15,256
Proceeds from borrowings	628.301	995.688	156.984	272,264
Payments of borrowings	-446.923	-1,170.102	-93.078	-375,332
<b>Net cash flows from/(used in) financing activities (c)</b>	<b>101.936</b>	<b>-239,572</b>	<b>11,149</b>	<b>-143,302</b>
<b>Net increase in cash and cash equivalents (a)+(b)+(c)</b>	<b>267.120</b>	<b>54,498</b>	<b>26,535</b>	<b>2,739</b>
Cash and cash equivalents at beginning of the year	67.070	16,426	2.943	204
Effects of exchange rate changes	-255	-3,854	-	-
<b>Cash and cash equivalents at end of the year</b>	<b>333.935</b>	<b>67,070</b>	<b>29,478</b>	<b>2,943</b>

### NOTES

- As per resolution dated 19.12.2011 of the Board of Directors, the share capital of the Company was increased in cash by €74.752 with the issuance of 18,688 new registered common shares, of a nominal value of €4.00 each, following the exercise by senior executives of Titan Group of stock option rights granted to them in implementation of Stock Option Plans that have been approved by resolution dated 29.5.2007 of the General Meeting of Shareholders.
- Pursuant to the Board of Directors resolution dated 10.11.2011, the Company completed the sale through the Athens Stock Exchange of 20,000 treasury common shares, representing 0.0236% of the Company's paid up Share Capital, at an average sale price equal to €12.41 per share. The total number of its own shares that the Company holds as at 31.12.2011 is 3,117,616 of aggregate value €89,446 thousand and they have been deducted from the Shareholders Equity of the Group and the Company.
- The assets of the Company have not been pledged. Certain assets of the Group, owned by the Group's joint venture Adocim Cimento Beton Sanayi ve Ticaret A.S. in Turkey, have been pledged for the amount of €68.4 m. in securing debt of €46.3 m.
- Number of employees at the end of the reporting period: Group 5,517 (2010: 6,034), Company 805 (2010: 959).
- Capital expenditure excluding acquisitions and intangible assets for the fiscal year of 2011 amounted to: Group €55.3 m (31.12.2010 €84.1m), Parent Company €6.3 m (31.12.2010 €7.5 m).
- The Board of Directors will propose to the Annual General Meeting of Shareholders, the non distribution of dividends.
- Earnings per share have been calculated on the total weighted average number of common and preference shares, excluding the average number of treasury shares.
- Transactions during the fiscal year 2011 and balances as of 31 December 2011 with related parties, as defined in IAS 24, are as follows:  
Amounts in € thousand  

	Group	Company
a) Income	-	67,648
b) Expenses	2,822	41,191
c) Receivables	-	27,265
d) Payables	520	627,242
e) Key management compensations	5,614	5,518
f) Receivables from key management	10	10
- Companies included in the consolidated financial statements of fiscal year 2011 are presented in the note 14 of the Group's annual financial statements including locations, percentage Group ownership and consolidation method.
- The unaudited by the tax authorities fiscal years for the Company and the Group's subsidiaries are presented in detail in the note 36 of the annual financial statements. There are no material provisions accounted for the unaudited by the tax authorities fiscal years as well as for litigation issues both for the Group and the Company.
- The balance of other provisions (short and long term) as of 31.12.2011 amounted to €18.6 m for the Group (31.12.2010 €19.4 m.) and €3.2 m for the Company (31.12.2010 €7.6 m.).
- Following an agreement reached with the relevant tax authorities in Egypt, the Group's subsidiaries Alexandria Portland Cement Co. S.A.E and Beni Suef Cement Co.S.A.E. have recognized in the receivables account of 2011, the amount due from refund of the clay fee incurred in the period May 2008 until June 2010.
- Increased monetization of carbon dioxide emissions allowances has positively affected the production cost and consequently contributed to the operating results mentioned above for the Group and the Company.
- In the consolidated financial statements at December 31, 2011 the following are additionally included fully consolidated, the newly established company ECO Conception EOOD (consolidated from November 30th, 2011) and the acquired companies Aitolika Quarries S.A. (consolidated from December 31st, 2011).
- The statutory tax audit for the Company for the years 2008 and 2009 has been completed and the total obligation amounted to €2.3 m. An amount of €0.3 m. was charged to the Income Statement and the remaining amount of €2.0m was offset against a provision established over those years.
- Certain prior year amounts have been restated because of: a) the change in accounting policy for retirement benefit obligation, b) the finalization of the purchase price allocation of the prior year's acquired subsidiaries. The impact of the above mentioned restatements to the Group's and Company's financial statements are shown in detail in the note 37 of the annual financial statements. In addition, the Group and the Company have reclassified certain amounts of the fiscal year 2010, in order to be comparable with the corresponding figures for the current period, with no impact on the prior year equity, turnover and earnings after tax of the Group and the Company (note 37 of annual financial statements).
- The profit before interest and taxes of the Group decreased by €18.7 m, because of the impairment in tangible and intangible assets.
- During the year, the Group proceeded to the implementation of a two-year restructuring plan. In 2011, the related cost of the plan reduced the profit before interest, taxes and depreciation and amortization (EBITDA) of the Group and the Company by €11.8 m and €7.6 m respectively.
- For the fiscal year 2010, the income tax of the Group and the Company included provision of €7.9 m for the social responsibility tax that had been imposed for profits of the fiscal year 2009, according to the Law 3845/2010.

Athens 1 March 2012

Chairman of the Board of Directors

Managing Director

Chief Financial Officer

Finance Director Greece

Financial Consolidation Senior Manager

ANDREAS L. CANELOPOULOS  
I.D.No AB500997

DIMITRIOS TH. PAPAEXOPOULOS  
I.D.No AK031353

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