

Athens, 30 July, 2015



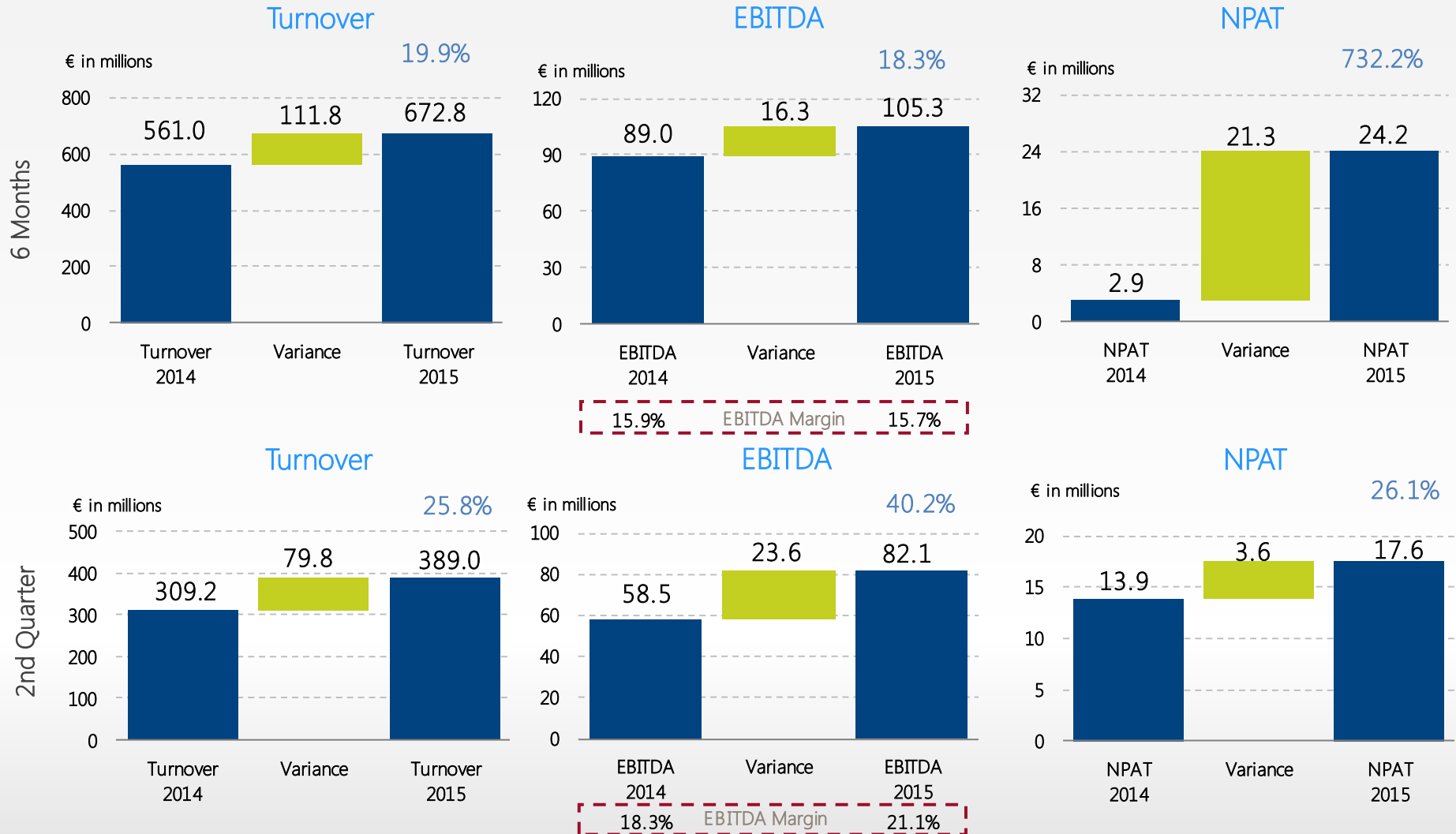
# TITAN GROUP

2015 H1 Financial Results

Investors' and Analysts' Presentation



# H1 2015: A Strong Q2 Leads to Higher Sales Turnover and EBITDA



# 2015 H1 Highlights



- A strong 2015 Q2 performance drives satisfactory first semester results. Increased Turnover (€673m, +20%) , EBITDA (€105m, +18%) and NPAT (€24m vs €3m in 2014).
- Titan benefits from international diversification as 90% of Group Turnover is generated from sales in markets outside Greece.
- S&P upgrade to BB with positive outlook despite Greek crisis. All financial obligations including bond coupon payments and dividends are paid from Group's strong international liquidity.
- Stable local sales in Greece and higher export revenues benefiting from \$ revaluation. Improved revenues combined with lower production costs lead to higher profitability.
- In US, 2015 Q2 sales volumes growth trend continues combined with favorable sales prices . Higher sales revenue, sales mix with better margins and strong \$ significantly benefit Titan America profitability which more than doubles (EBITDA €42m vs €18m in 2014 H1).
- In SEE, 2015 Q2 sales volumes recover while prices are under pressure. YTD profitability below 2014 (-17%)
- In Egypt, despite a 6% EGP sales growth, profitability recovery remains slow due to higher production costs (use of imported clinker as well as limited natural gas availability adversely impacting the 2 kilns under conversion). Profitability improvement expected in Q3 with the use of pulverized pet-coke. The first kiln in Beni-Suef successfully running 100% on solid fuels.
- Accelerated CAPEX spending (€82m YTD) to capture business opportunities (primarily US/Egypt).
- Strong cash generation in 2015 Q2 reduces Net Debt at €630m from €660 in 2015 Q1.

# Positive Growth in Group Revenue and Margins.

## NPAT Boosted by FX Gains in Q1 (FX Losses in Q2)

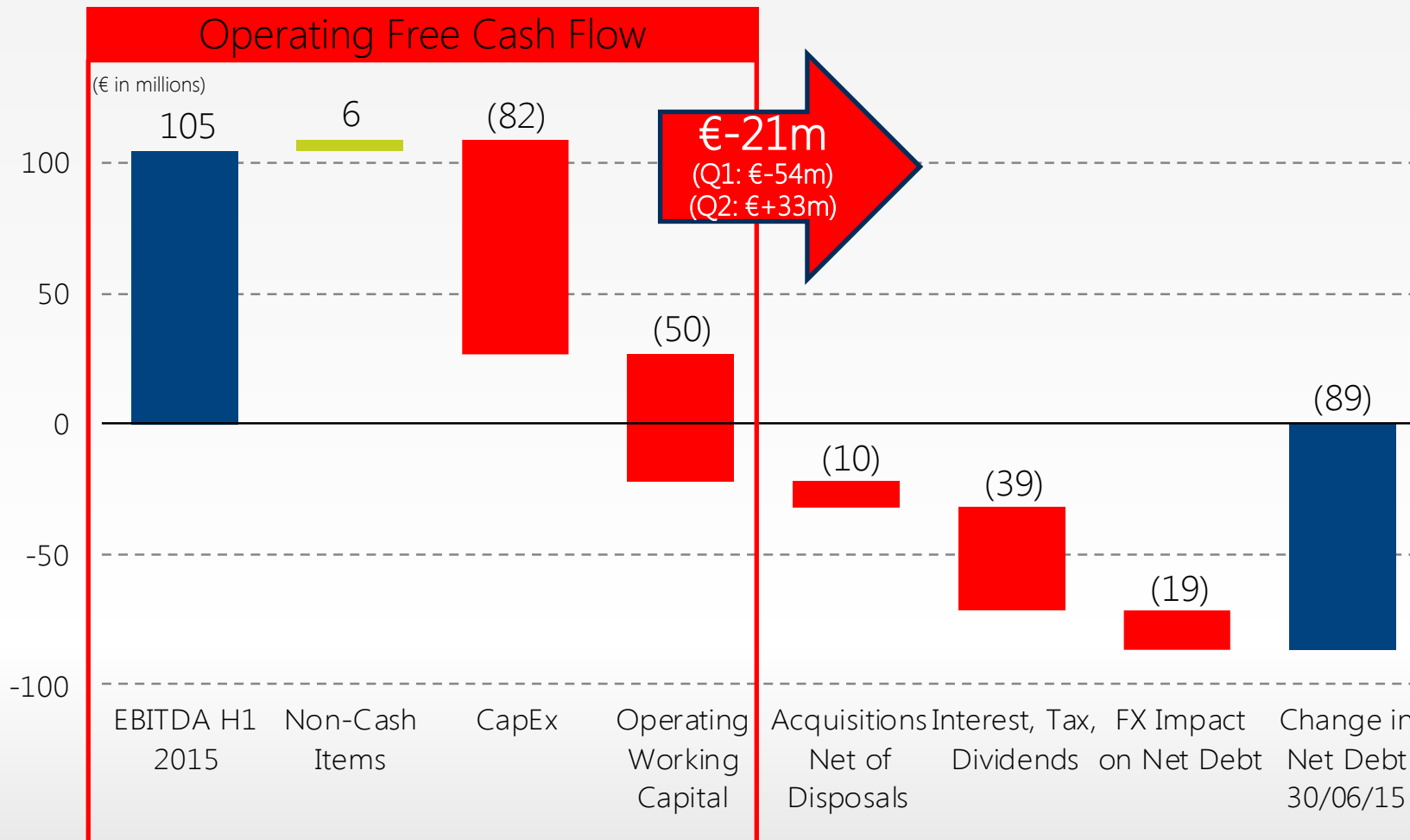


<i>In Million Euros, unless otherwise stated</i>	H1 2015	H1 2014	Variance	Q2 2015	Q2 2014	Variance
<b>Net Sales</b>	<b>672.8</b>	<b>561.0</b>	<b>19.9%</b>	<b>389.0</b>	<b>309.2</b>	<b>25.8%</b>
<i>Cost of Goods Sold</i>	<i>-506.6</i>	<i>-420.7</i>	<i>20.4%</i>	<i>-276.9</i>	<i>-221.2</i>	<i>25.2%</i>
<b>Gross Margin (before depreciation)</b>	<b>166.1</b>	<b>140.3</b>	<b>18.4%</b>	<b>112.0</b>	<b>88.0</b>	<b>27.3%</b>
<i>SG&amp;A</i>	<i>-64.3</i>	<i>-57.2</i>	<i>12.4%</i>	<i>-34.3</i>	<i>-30.9</i>	<i>11.1%</i>
<i>Other Income / Expense</i>	<i>3.4</i>	<i>5.9</i>	<i>-41.4%</i>	<i>4.3</i>	<i>1.4</i>	
<b>EBITDA</b>	<b>105.3</b>	<b>89.0</b>	<b>18.3%</b>	<b>82.1</b>	<b>58.5</b>	<b>40.2%</b>
<i>Depreciation</i>	<i>-56.7</i>	<i>-53.1</i>	<i>6.8%</i>	<i>-28.2</i>	<i>-26.4</i>	<i>6.6%</i>
<i>Finance Costs - Net</i>	<i>-32.7</i>	<i>-29.7</i>	<i>10.1%</i>	<i>-18.5</i>	<i>-16.4</i>	<i>12.5%</i>
<i>FX Gains/Losses</i>	<i>12.8</i>	<i>-1.5</i>		<i>-14.3</i>	<i>-1.3</i>	
<i>Share of profit of associates &amp; JVs</i>	<i>2.2</i>	<i>2.0</i>	<i>10.6%</i>	<i>2.2</i>	<i>2.0</i>	<i>10.6%</i>
<b>Profit Before Taxes</b>	<b>30.9</b>	<b>6.7</b>		<b>23.3</b>	<b>16.4</b>	
<i>Income Tax Net</i>	<i>-6.2</i>	<i>-2.1</i>		<i>-5.7</i>	<i>-2.5</i>	
<i>Non Controlling Interest</i>	<i>-0.5</i>	<i>-1.6</i>		<i>-0.1</i>	<i>0.0</i>	
<b>Net Profit after Taxes &amp; Minorities</b>	<b>24.2</b>	<b>2.9</b>		<b>17.6</b>	<b>13.9</b>	
<b>Earnings per Share (€/share) – basic</b>	<b>0.296</b>	<b>0.036</b>		<b>0.215</b>	<b>0.171</b>	
<i>€/US\$ Average FX Rate</i>	<i>1.12</i>	<i>1.37</i>	<i>18.6%</i>			
<i>€/EGP Average FX Rate</i>	<i>8.45</i>	<i>9.62</i>	<i>12.2%</i>			
	30 Jun' 15	31 Dec' 14	Variance			
<b>Net Debt</b>	<b>630</b>	<b>541</b>	<b>16.4%</b>			
<b>Share Price</b>	<b>21.40</b>	<b>19.17</b>	<b>11.6%</b>			
<b>ASE Index</b>	<b>797.52</b>	<b>826.18</b>	<b>-3.5%</b>			

# Lower Operating Free Cash Flow Due to Higher CAPEX and Operating WC



## Sources and Uses of Cash



# Group Balance Sheet – Asset Growth Due to High USD



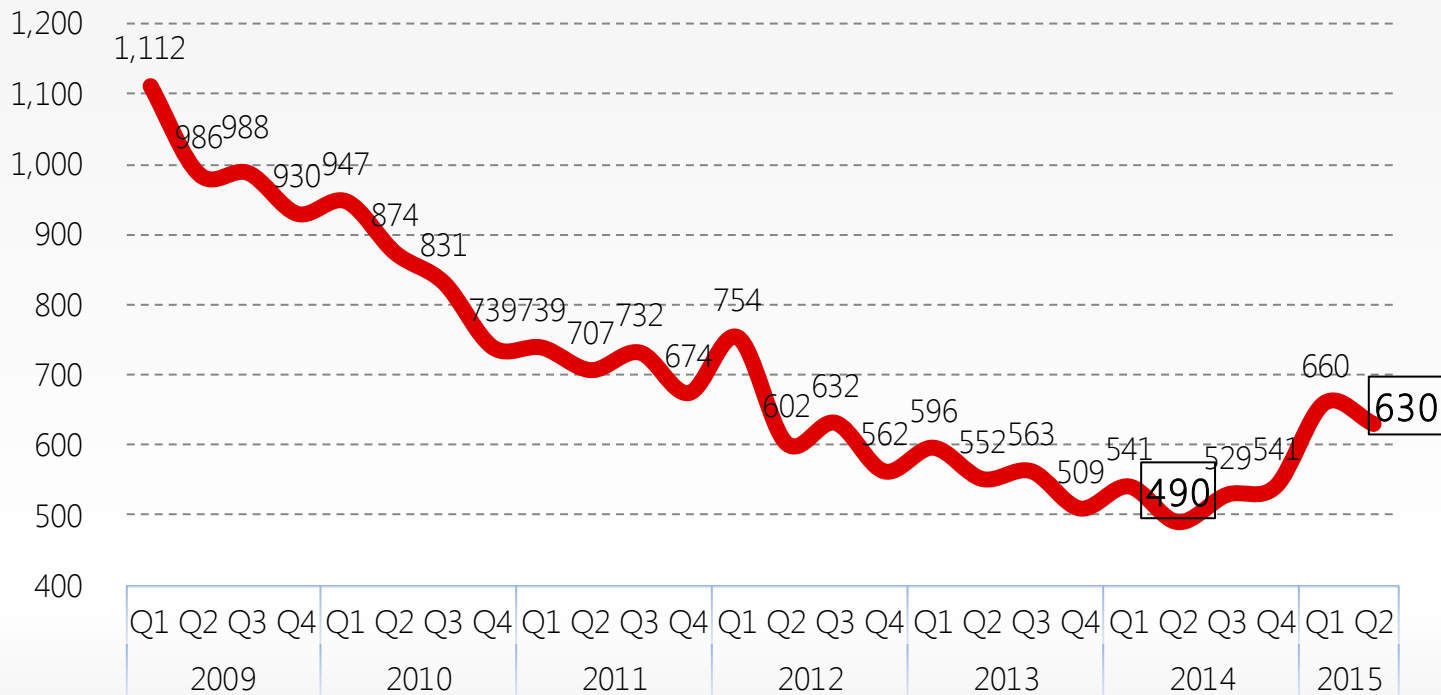
<i>In Million Euros, unless otherwise stated</i>	30 Jun' 15	31 Dec' 14	Variance
<i>Property, plant &amp; equipment</i>	1,762.3	1,677.3	85.0
<i>Intangible assets and goodwill</i>	456.7	441.8	14.9
<i>Other non-current assets</i>	116.2	115.9	0.3
<b>Non-current assets</b>	<b>2,335.2</b>	<b>2,235.0</b>	<b>100.2</b>
<i>Inventories</i>	297.4	275.8	21.6
<i>Receivables and prepayments</i>	212.9	157.5	55.4
<i>Cash and cash equivalents</i>	219.6	142.9	76.7
<b>Current assets</b>	<b>729.9</b>	<b>576.2</b>	<b>153.7</b>
<b>Total Assets</b>	<b>3,065.1</b>	<b>2,811.2</b>	<b>253.9</b>
<i>Share capital and share premium</i>	361.3	361.3	-
<i>Treasury shares</i>	-79.4	-83.6	4.2
<i>Retained earnings</i>	301.1	288.1	13.0
<i>Other reserves</i>	962.9	941.2	21.7
<i>Non-controlling interests</i>	121.5	120.6	0.9
<b>Total equity</b>	<b>1,667.4</b>	<b>1,627.6</b>	<b>39.8</b>
<i>Long-term borrowings</i>	789.8	634.2	155.6
<i>Deferred income tax liability</i>	191.7	184.1	7.6
<i>Other non-current liabilities</i>	66.6	80.1	-13.5
<b>Non-current liabilities</b>	<b>1,048.1</b>	<b>898.4</b>	<b>149.7</b>
<i>Short-term borrowings</i>	59.5	49.5	10.0
<i>Trade and other payables</i>	280.1	220.5	59.6
<i>Other current liabilities</i>	10.0	15.2	-5.2
<b>Current liabilities</b>	<b>349.6</b>	<b>285.2</b>	<b>64.4</b>
<b>Total Equity and Liabilities</b>	<b>3,065.1</b>	<b>2,811.2</b>	<b>253.9</b>

# Despite Q2 Cash Generation, CAPEX(€82m), FX Movements (€19m) and Seasonality Impact Net Debt.



## Group Net Debt

(€ in millions)

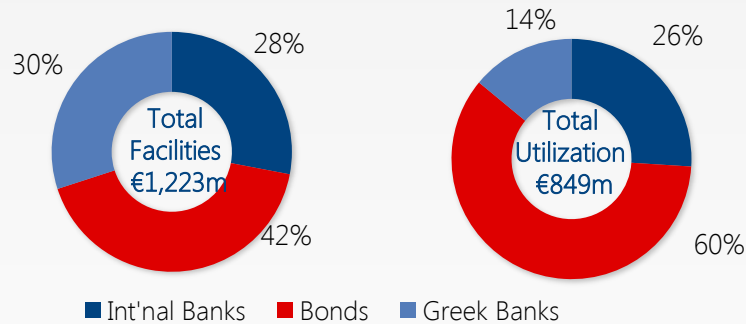


For comparability purposes all figures have been adjusted in order to exclude Turkey.

# Debt & Liquidity Profile – 30 June 2015

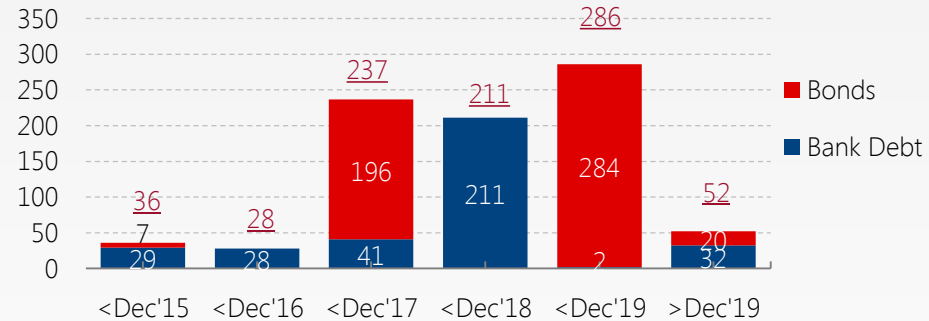


## Facilities / Utilization by Lender



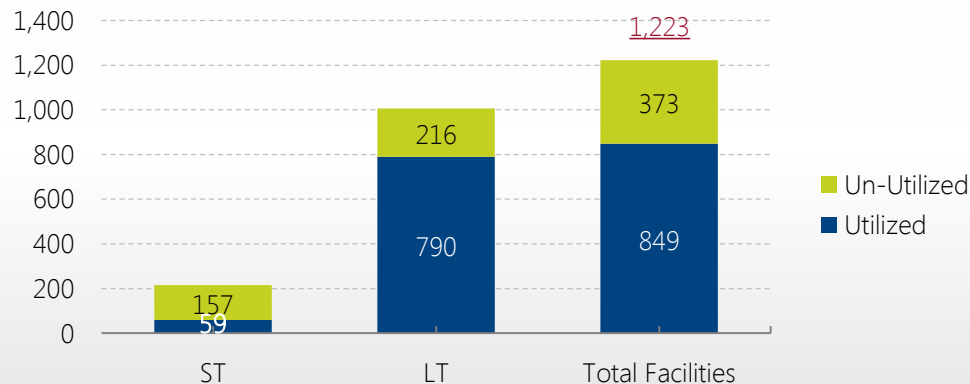
<sup>1</sup>: including US Industrial Revenue Bonds

## Maturity Profile (€m)

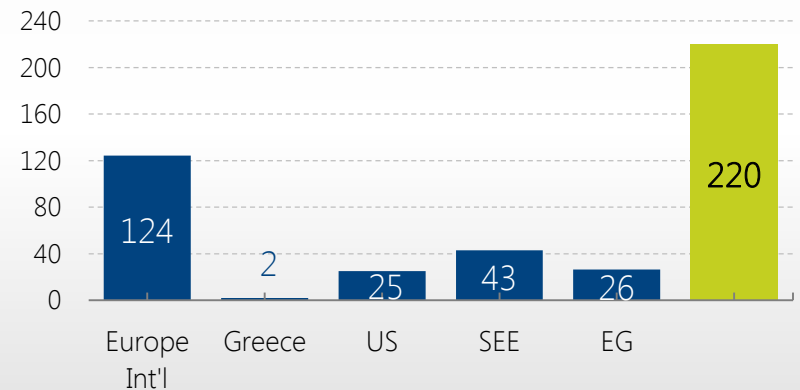


<sup>2</sup>: includes loan fees

## Facilities by Tenor / Utilization (€m)



## Liquid Assets by location (€m)







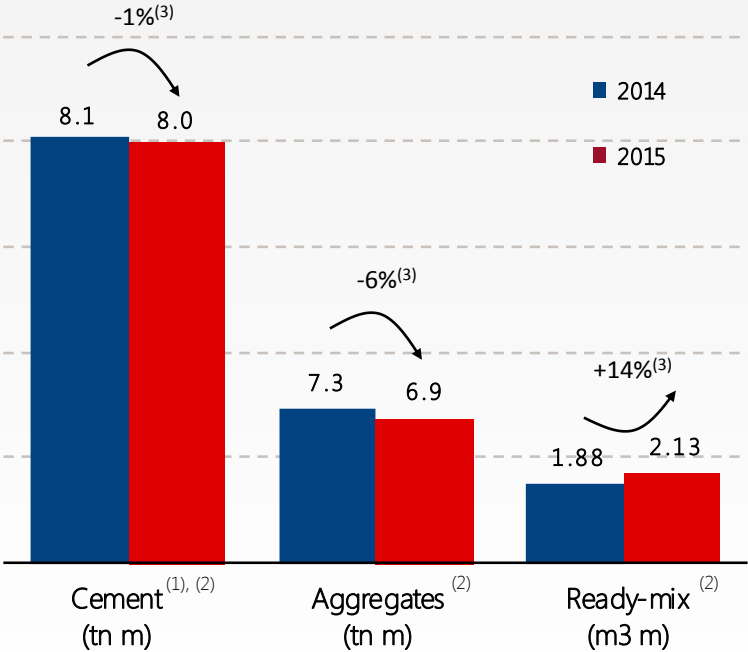
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## Market Overviews

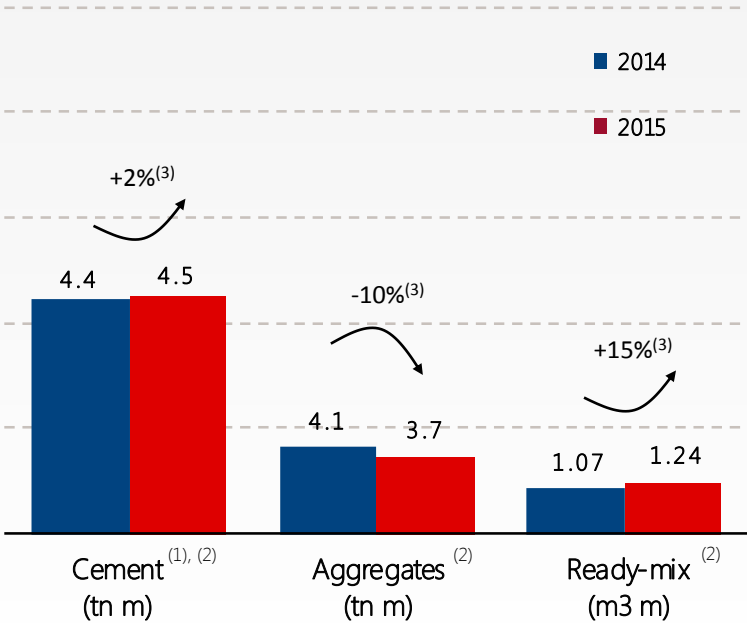
# Sales Volumes Broadly Stable in Cement, Higher in RMC (US Driven), Lower in Aggregates



H1 Sales Volume



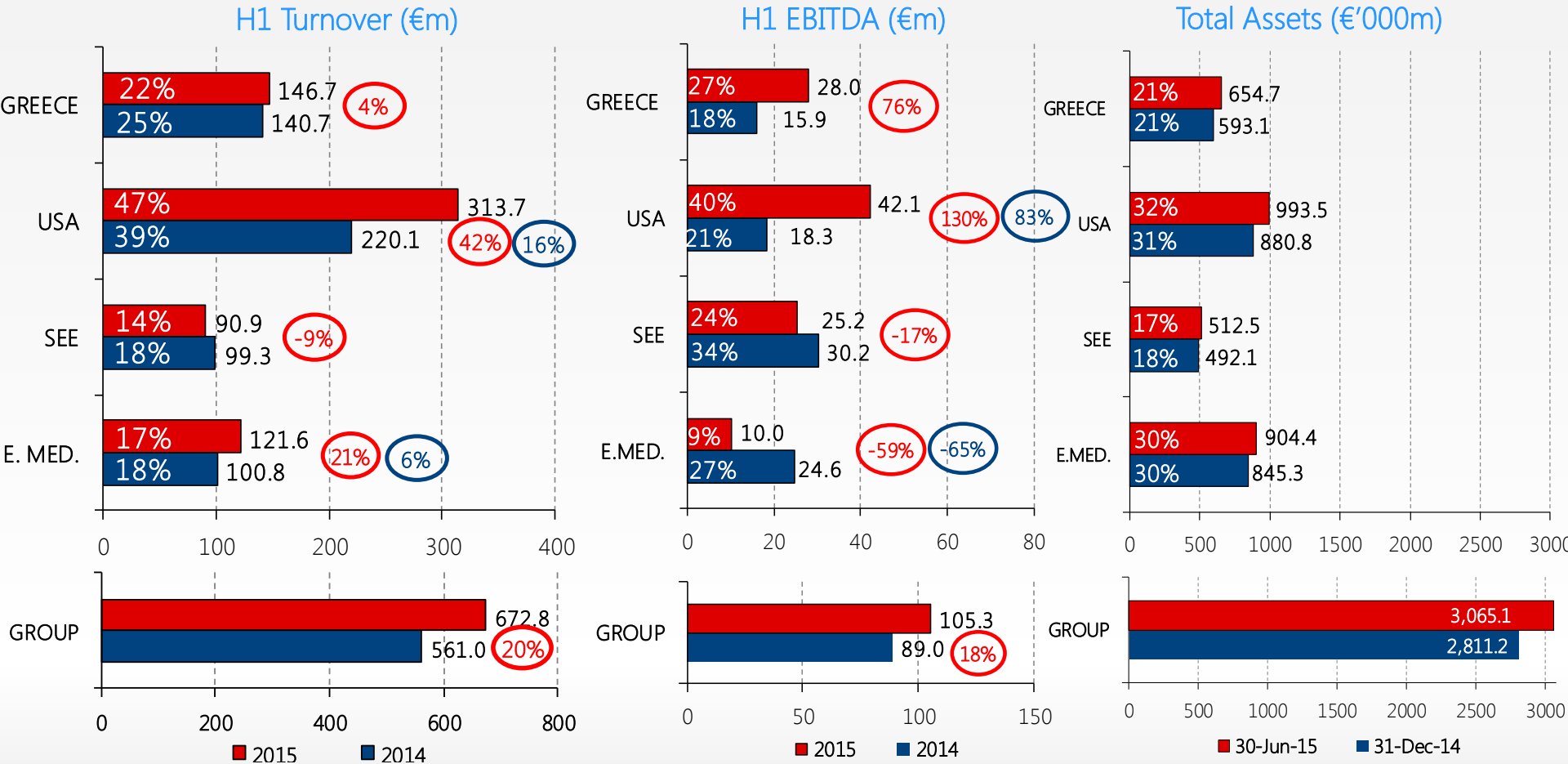
2<sup>nd</sup> Quarter Sales Volume



(1) Cement sales include clinker and cementitious materials  
 (2) Includes Turkey, does not include Associates  
 (3) % represents performance versus last year



# Strong Sales and Profitability Growth in US Outweighs Lower EBITDA in Egypt



Regional Performance Includes Exports to 3<sup>rd</sup> Parties and Terminals

(X%) Variance vs last year      (X%) Variance vs last year – local currency

(X%) Weight contribution to total

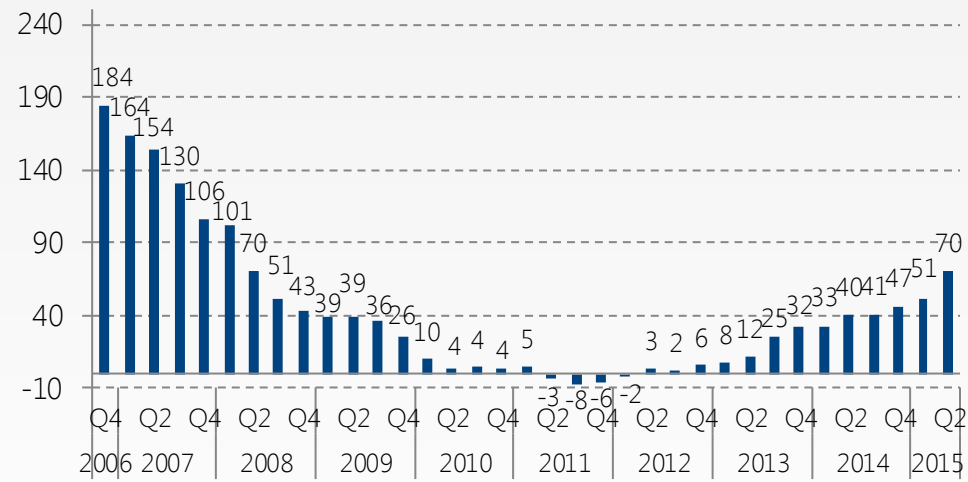
# EBITDA 12Month-Rolling Quarterly Analysis by Region 2006-2015



## GREECE



## USA



## SOUTH EASTERN EUROPE



## EASTERN MEDITERRANEAN



For comparability purposes all figures have been adjusted in order to exclude Turkey.

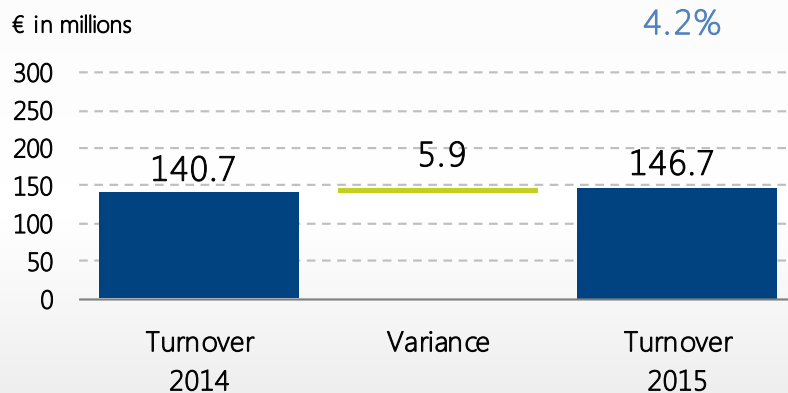


# Greece Sales Stable Amidst a Depressed Local Market Environment

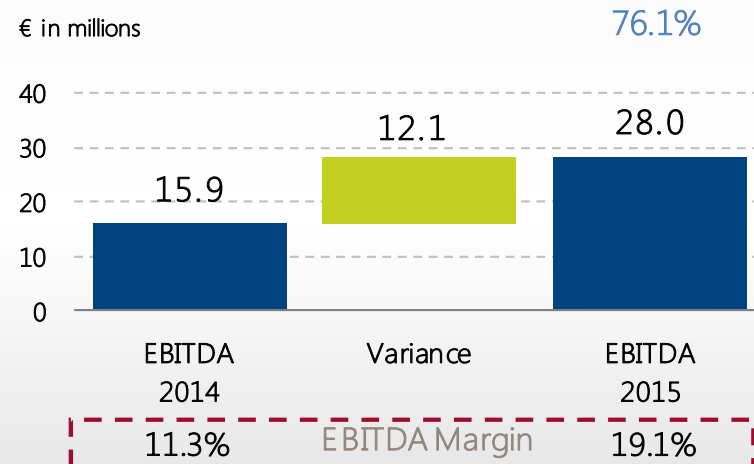


- Greece 2015 H1 EBITDA rise by €12m while Turnover increases by €6m.
- Higher Margin resulting from cost savings, higher effective export prices (€/ \$ rate) and intragroup sales.
- Allocation of head office corporate charges to other countries in accordance with OECD guidelines benefits Greece by €3.8m.
- 2015 H1 realized Export prices benefit from strong \$.
- Working Capital remains at year-end levels. Tighter receivables management in light of higher risk environment.
- 2015 H2 domestic demand expected significantly lower.

## Greece Turnover



## Greece EBITDA



# Managing the crisis in Greece

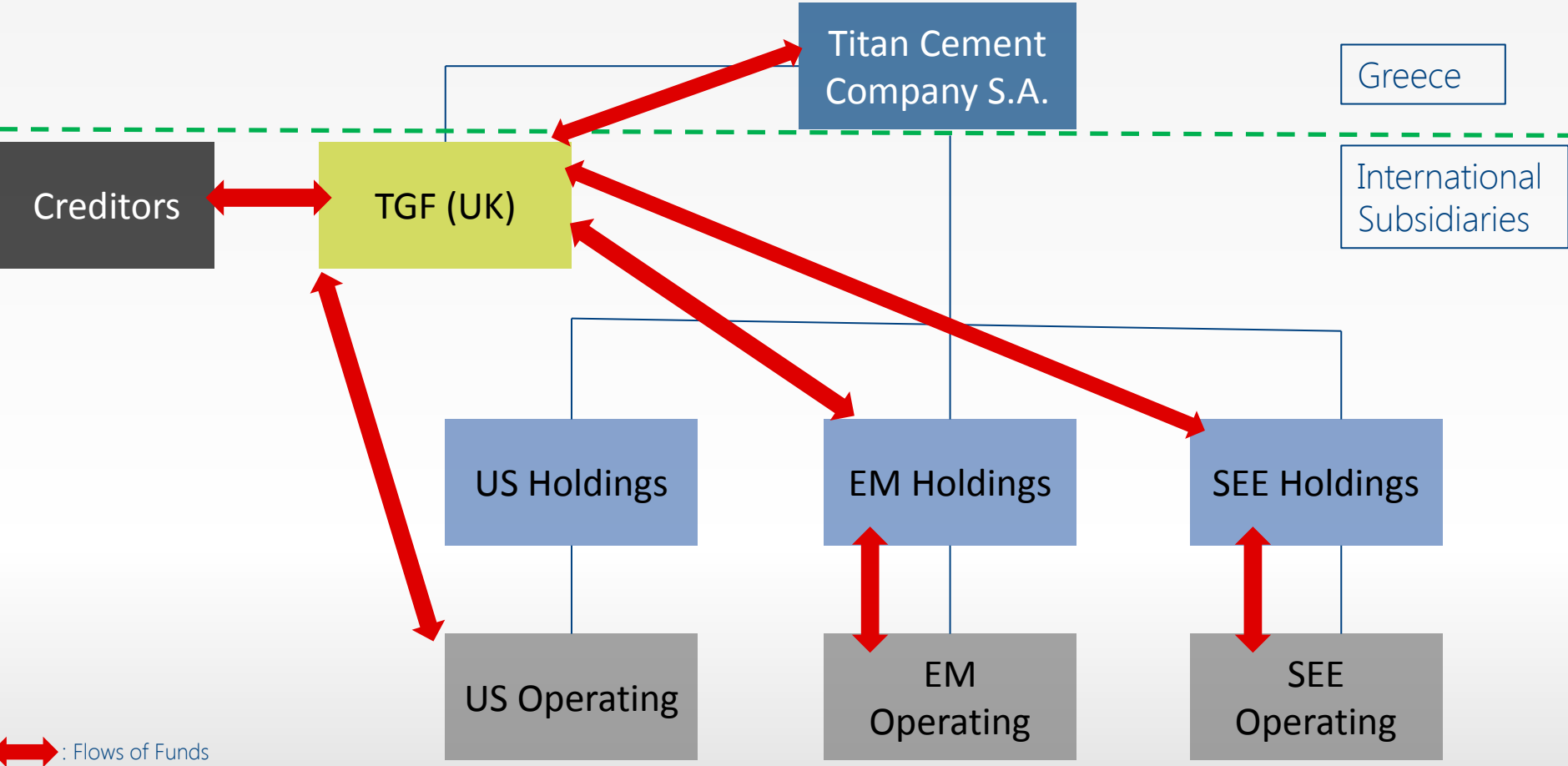


- ❑ Greek cement plants operate uninterrupted, despite capital controls, having secured functioning supply chain and exporting the majority of production volumes.
- ❑ Geographical diversification of activities have strengthened TITAN, effectively delinking the Group from Greek sovereign risk. 2015 H1 cement sales volume in the Greek market represents 7% of the Group total.
- ❑ Financial structure allows the rest of the Group to operate without disruption despite the Greek crisis.
- ❑ Cash balances with international banks outside of Greece enable TITAN to fulfill its commitments, including payment of coupons to bondholders and distribution of dividend, despite "Bank holiday" in Greece.

# Group Structure Allows Free Flow of Funds



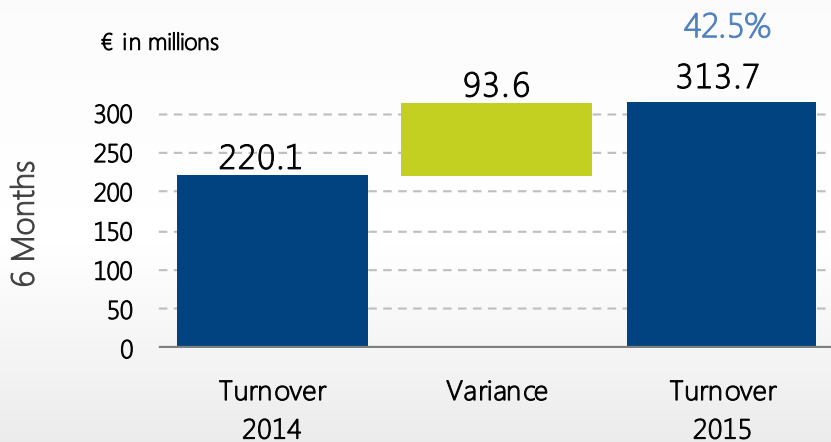
- Intragroup loan facilities allow the transfer of liquidity and funds among the entities
- TGF holds the Group's strategic liquidity with European banks



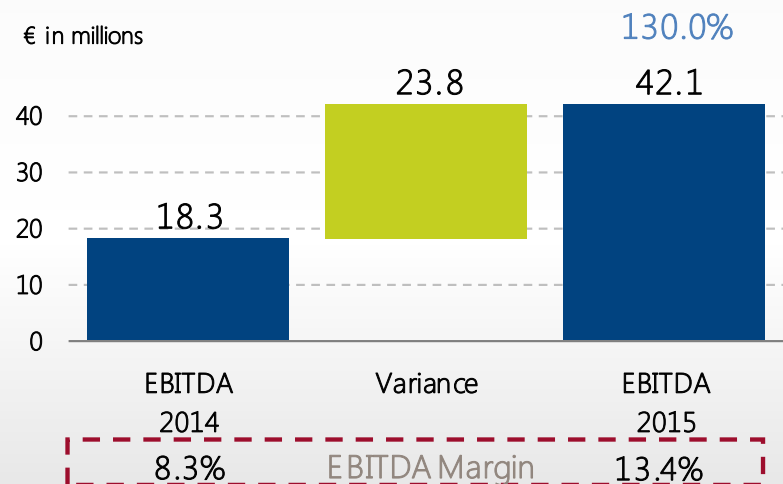
# 2015 Q2 US Profitability Accelerates, Boosted by Volumes Growth, Favorable Pricing and FX Gains

- Strong performance in 2015 Q2 drives higher volumes in 2015 H1 in all products excluding Fly-Ash, with most prevalent growth in Florida's Ready-Mix sales.
- 2015 H1 Sales turnover up 42.5% in € terms and 15.7% in US\$ terms.
- Prices higher in \$ terms in 2015 H1 y-o-y across all geographies and products. Increase is more profound in € terms.
- 2015 Q2 EBITDA at €36.3m, double than 2014 Q2, takes 2015 H1 to €42.1m.
- Significantly high CAPEX at €45m to support business expansion and streamline operations, capturing market growth.

## US Turnover




## US EBITDA



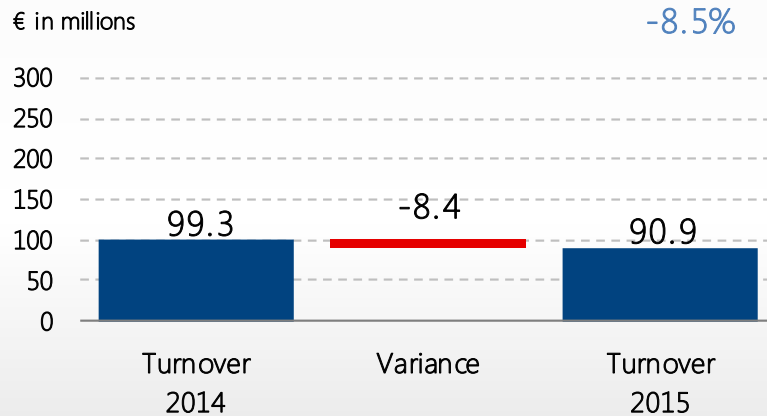


# SEE Sales Volumes in 2015 Q2 Slightly Higher vs. Last Year Following Low 2015 Q1 Volumes

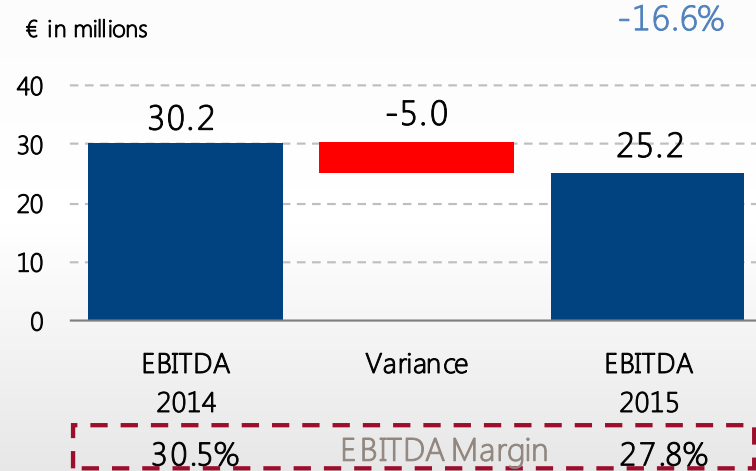


- 2015 Q2 domestic cement sales volumes recovered across all markets after a weather adversely affected Q1.
- 2015 Q2 cement prices under pressure due to increased competition.
- Region operating at low capacity utilization rates, but stability helps to maintain satisfactory EBITDA margins in relatively non-growing markets.
- In February 2015, Titan purchased from EBRD its 20% stake in Albania at €10.5mil.

## SEE Turnover



## SEE EBITDA

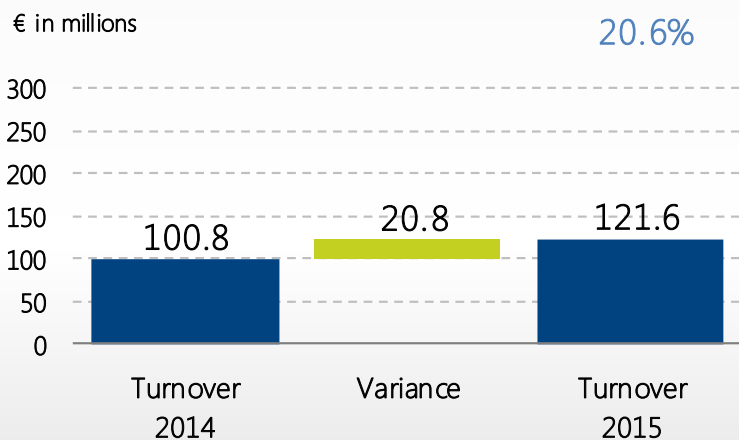


# H1 Sales Grow as 1<sup>st</sup> Kiln Converts to Burning Coal.

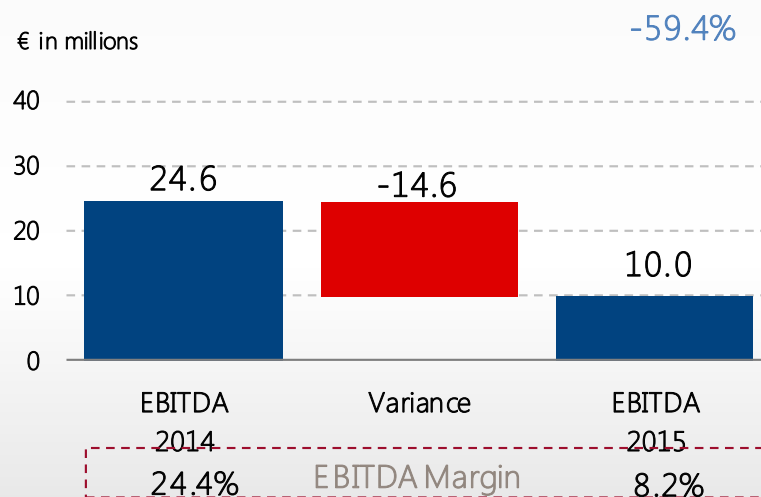
## Low EBITDA as CGS Absorbs Imported Clinker and Costly Fuel

- Egypt 2015 Q2 profitability lower than last year, but improved vs both 2015 Q1 and 2014 Q4. Improving trend to continue in 2015 H2.
- Beni-Suef 1st kiln converted and operated on solid fuels as of 2015 Q1. Alexandria struck by severe gas shortages. Pulverized pet-coke at lower cost used by end of July.
- Egypt Cement consumption in 2015 H1 increased by 2% compared to the same period last year.
- Increase in Titan Egypt Cement Turnover (+5% yoy - in local currency) due to sales volumes growth (+11%), despite lower prices.
- Production Volumes increase by +27% (Beni-Suef production +78% largely off-set by drop in Alexandria -27%).
- Substantial drop in Gross Margin and EBITDA driven by use of imported clinker for Cement production and higher energy costs (€-16.6m).
- Projects for coal conversion of remaining 2 kilns experiencing delays, now expected in late 2015 Q4 and 2016 Q2.
- In Turkey H1 2015 healthy results. (Adocim Turnover €42m and NPAT €3m).

### EMED Turnover



### EMED EBITDA





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Outlook



## USA

- Recovery momentum set to continue.
- Focus on capturing opportunities and on expanding margins.

## Eastern Med

- Demand likely to remain high, despite uncertainties.
- Focus on overcoming fuel constraints in Egypt.

## Greece

- Sharp decline in demand expected in 2015 H2.
- Focus on exports and cost competitiveness.

## S.E. Europe

- No catalyst for growth visible.
- Focus on synergies & efficiencies.

## Group Strategic Priorities

- Growth      Set for targeted, disciplined and creative growth...
- Performance      ...gradually returning to superior returns, based on customer & operating excellence...
- Sustainability      ...with a single-minded focus on our distinctive social contact

- 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.