

# ANNUAL FINANCIAL REPORT as at 31 DECEMBER 2015

Based on Article 4 of Law 3556/2007

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A. Statements made by Representatives of the Board of Directors



#### Statements by members of the Board of Directors (Pursuant to article 4(2) of Law 3556/2007)

To the best of our knowledge, we state that the Annual Financial Report which has been prepared in line with the applicable accounting standards gives a fair view of the assets and liabilities, equity and period results of HELLENIC CABLES S.A. (the Company) and of the companies included in the consolidation taken as a whole, and also that the Annual Report of the Board of Directors gives a true and fair view of the development, performance and position of the Company and of the entities included in the consolidation taken as a whole, including the description of the main risks and uncertainties they face.

#### Athens, 9 March 2016

Chairman of the Board of Directors

General Manager and member of the Board of Directors Member of the Board of Directors

Ioannis Batsolas

**Alexios Alexiou** 

**Ioannis Stavropoulos** 

**B.** Annual Report by the Board of Directors

# ANNUAL REPORT BY THE BOARD OF DIRECTORS OF "HELLENIC CABLES S.A." ON THE CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS FOR THE FISCAL YEAR 1 JANUARY - 31 DECEMBER 2015

Dear Shareholders,

In accordance with the provisions of Laws 2190/1920 and 3556/2007 and the executive decisions made by the Hellenic Capital Market Commission based on that law, we hereby submit the Annual Report by the Board of Directors for the current fiscal year 2015.

This Report includes an account of the financial results and changes of the year, a report of the important events that took place in 2015, an analysis of the prospects and risks expected in 2016, as well as a list of transactions with affiliates. This information concerns both the Group and the Company.

In addition to Hellenic Cables Hellenic Cables Industry S.A., Hellenic Cables Group consolidates the following affiliated companies:

#### Using the full consolidation method of accounting:

- FULGOR S.A., primary place of business: Athens, Greece
- ICME ECAB S.A., primary place of business: Bucharest, Romania
- LESCO O.O.D., primary place of business: Blagoevgrad, Bulgaria
- LESCO ROMANIA; primary place of business: Bucharest, Romania
- DE LAIRE LIMITED, primary place of business: Nicosia
- SYMM.EP. S.A., primary place of business: Athens, Greece

#### Using the equity method of accounting:

- METAL AGENCIES LTD, primary place of business: London
- STEELMET S.A., primary place of business: Athens

# 1. 2015 Highlights

In 2015 Hellenic Cables Group started its turnaround after the losses of the previous years. The increased capacity and product range resulting from its significant investments led to major increases in turnover and profitability. Despite the adverse developments in the domestic market and while facing strong competition and declining metal prices, the Group took advantage of the increased demand and showed an indication of its future prospects.

Consolidated turnover for 2015 amounted to €480 million, increased by 33% compared to 2014 (€359 million).

In the domestic market, Hellenic Cables maintained its leadership position for another year. The turnover more than doubled compared to 2014 and amounted to  $\notin$ 197.5 million, mainly due to the execution of two significant submarine cable projects, for Cyclades interconnection and St. George Island interconnection. Moreover, besides the submarine cable projects, the sales volume of the remaining main products in Greece increased during 2015, as significant projects were completed despite the adverse market conditions.

Hellenic Cables Group's exports increased by 6% and amounted to  $\in$ 282 million despite the decreased metal values noticed during the year. Sales volume of main products of the Group increased by approximately 14% compared to 2014, driven by growing demand for cables in major European countries.

Consolidated gross profit amounted to  $\notin 39.7$  million, increased by 405% compared to 2014. The result before interest, taxes and depreciation and amortization (EBITDA) amounted to  $\notin 37$  million profit versus  $\notin 10.7$  million loss in 2014. Correspondingly, operating result (EBIT) amounted to  $\notin 23.6$  million compared to losses of  $\notin 20$  million in 2014.

The Group's results before taxes amounted to of  $\notin$ 644 thousand profit compared to losses of  $\notin$ 37.9 million in 2014, while net income amounted to losses of  $\notin$ 1.8 million compared to losses of  $\notin$ 30.3 million in 2014.

The improvement is mainly attributed to the increase in sales volume, as well as to the growth of the sales of high value-added products and services. Moreover, the Group continued to undertake initiatives to improve competitiveness and reduce production costs. These initiatives are focused on increasing the efficiency of production units, reducing the payroll cost per unit of product and decreasing costs of raw materials used in the production of goods. Nevertheless, it should be noted that the valuation of the basic (non-hedged) stock metal had a significant negative effect (approximately €5.7 million) due of decreasing copper prices on the metal exchange.

The Group's net debt stood at  $\notin 223.6$  million on 31.12.2015, compared to  $\notin 217.6$  million on 31.12.2014, resulting from increased working capital needs to support the increased turnover. Nevertheless, the commercial working capital of the Group is now at 17.7% of turnover, exhibiting improvement for yet another year.

Investments in 2015 amounted to  $\in 11$  million and concern selective investments in the various Group plants aimed mainly at capacity, productivity & flexibility improvements, in order to increase competitiveness in the ever-changing market conditions.

# 2. Objectives and outlook for 2016

The developments in Greece during 2015 intensified the financial uncertainty, while the discussions at a national and international level regarding the review of Greece's financing program terms prolonged the volatility in the macroeconomic and financial environment in Greece. Nevertheless, the situation stabilized during the last few months of 2015, thus enabling the unfettered continuation of business.

The Group and the Company believe that any negative developments in the Greek economy are not expected to significantly affect their proper operation, considering that most Group sales are dispatched to markets abroad, while sales in the domestic market concern mostly refer to signed contracts for projects with assured funding and that the Group has access to funding sources abroad.

As for the global economy, based on the latest market information, demand has increased in key European markets, driven by the growing purchases of European utilities. Moreover, there are signs of recovery in other sectors as liquidity in the market seems to be improving (important projects gradually receive funding), while the depreciation of the euro compared to the US dollar seems to create positive prospects for increasing competitiveness outside the Eurozone.

Hellenic Cables remains optimistic regarding its prospects for 2016 and continually assesses the situation to ensure that all necessary and possible measures and actions are undertaken in order to maximize the benefit of the Group and the Company. The Group has undertaken major projects for submarine medium and high voltage cables, while booking significant contracts with energy utilities for underground cables. The initiatives undertaken in recent years have focused both on the development of a competitive sales network and on the increase of productivity and the reduction of production costs. Therefore, the Group is able to seize the opportunities presented internationally and deservedly compete with the leading companies in the industry.

### 3. Corporate responsibility and sustainable development

HELLENIC CABLES acknowledges Corporate Responsibility as a necessity since it plays an important role in the process towards Sustainable Development. Our focus on the principles of Corporate Responsibility and Sustainable Development is reflected in both the long-term corporate strategy and our everyday activities.

### 3.1 Economic development and proper Corporate Governance

The objective set to strengthen the financial position and further growth of HELLENIC CABLES drives the Company's decisions and strategic choices. The principles governing responsible operation, respect for the needs of its stakeholders and the environment as well as transparency in all aspects of operations are the context in which any decisions pertaining to the future of HELLENIC CABLES are taken.

For HELLENIC CABLES, to defend the interests of all its stakeholders is a commitment and is attained by choosing the most appropriate corporate governance practices. Through the decisions taken at both strategic and functional level, HELLENIC CABLES seeks to promote the concept of business ethics, safeguard its transparent operation and bring in line Company management with the interests of its stakeholders.

### 3.2 Responsibility to the market

HELLENIC CABLES is an active player in both domestic and international market. The purpose of the Company is to manufacture high quality products which are reliable, fulfil customers' special requirements and expectations and meet the needs and challenges of modern technology and integrated services. To attain its objectives and expand to new markets, the Company makes continuous investments in the development of new products and services.

### 3.3 Responsibility to employees

The People in HELLENIC CABLES play a leading role in its development. Acknowledging their contribution, the Company has undertaken the commitment to ensure continuous development and strengthening of its Human Resources. Driven by such commitment, the Company has developed a Human Resources Policy and applies procedures which lead to the development of the employees' skills. HELLENIC CABLES promotes the establishment of an encouraging work atmosphere among employees, approves constructive collaboration and motivates its employees to adopt a behaviour qualified by responsibility, honesty, integrity, fairness, courtesy to colleagues, customers, collaborators, suppliers and the local communities in which the Company operates.

# 3.4 Care for the Health and Safety at work

Maintaining a healthy and safe environment is a priority for HELLENIC CABLES. Effective management of occupational Health and Safety issues is attained through the Work Health and Safety Management System that has been developed. The Company implements in all its Greek plants an integrated Health and Safety Management System, which has been certified according to the international standard OHSAS 18001:2007.

### 3.5 Care for the environment

The protection of the Environment is a key concern of HELLENIC CABLES and, thus, the Company makes investments every year in order to keep on reducing its environmental footprint. The Company implements in all its plants an integrated Environmental Management System, which has been certified according to the international standard OHSAS 14001:2004.

# 3.6 Responsibility to Society

HELLENIC CABLES attaches particular importance to contribution to the society, as illustrated by the efforts and initiatives of both Management and its employees. The objective of our Company is to contribute to the development of local communities and especially to the generation of added value for the surrounding communities. Local Employment, Local Economy and Volunteerism are the pillars through which HELLENIC CABLES aims to strengthen local communities.

# 4. Financial ratios

The ratios showing the financial position of both Group and Company are presented in the table below:

	GROUP		COMPANY	
	2015	2014	2015	2014
Gross profit margin (Gross profit/ sales)	8.3%	2.2%	4.3%	0.6%
Net profit margin (Net profit/ Sales)	-0.4%	-8.4%	-0.8%	-2.0%
<b>Debt-equity ratio</b> (Debt/ Equity)	2.82	2.51	1.62	1.46
Liquidity (Current assets/ short-term payables)	0.97	0.89	1.11	1.30
Return on Equity (Net profit/ Equity)	-2.2%	-34.3%	-3.3%	-5.7%
Inventory turnover ratio (Inventory/ Cost of sales) x 365 days	71	96	62	61
<b>Receivables turnover ratio</b> (Trade receivables/Sales) x 365 days	75	56	88	116
Accounts payable turnover ratio (Trade creditors / Cost of sales) x 365 days	83	79	89	69

# 5. Main risks and uncertainties

Group risk management policies are implemented to recognise and analyse risks faced by the Group and to set risk assumption limits and implement checks and controls relating to them. Risk management policies and the relevant systems are periodically examined to incorporate changes noted in market conditions and Company operations.

The compliance with risk management policies and procedures is supervised by the Internal Audit Department which carries out scheduled and unscheduled audits on how risk management procedures are being implemented, and the findings are notified to the Board of Directors.

#### 5.1 Credit risk

Credit risk is the risk of loss by the Group where a customer or third party in a financial instrument transaction does not discharge his/its contractual obligations and primarily relates to customer receivables and the investment securities.

#### 5.1.1 Trade and other receivables

Group exposure to credit risk is primarily affected by the features of each customer. The statistics associated with the Group's customer base, including the default risk that exists in a specific market and country where customers are in operation, have a limited effect on credit risk since there is no geographic concentration of credit risk. During the fiscal year, no customer accounted for more than 15% of the sales for the year and thus the trading risk is spread over a large number of customers.

The Board of Directors has laid down a credit policy which requires that all new customers are scrutinised individually as regards their creditworthiness before normal payment terms are proposed to them. The creditworthiness control performed by the Group includes an examination of information from banking sources and other third party credit rating sources, if any. Credit lines are set for every customer, and they are re-examined in the light of current circumstances and, if required, the relevant sales and payment terms are readjusted accordingly.

Customer credit lines are normally determined based on the insurance lines obtained for them from insurance companies and then receivables are insured based on such credit lines. Given that a significant number of insurance limits of Greek customers have been discontinued, the credit lines for domestic customers were considerably reduced while the risk was further diminished through the reduced credit period currently granted to Greek customers.

In monitoring customer credit risk, customers are grouped depending on their credit characteristics, the aging profile of their receivables and the existence of any possible previous difficulties in collecting receivables. Trade and other receivables include mainly wholesale customers of the Group. Any customers characterised as being of "high risk" are included in a special list of customers and future sales must be received in advance and approved by the Board of Directors. According to the customer's history and capacity, in order to secure its receivables, the Group requests real guarantees or collateral (i.e. letters of guarantee), when possible.

The Group makes impairment provisions which reflect its assessment of losses from customers, other receivables and investments in securities. The above provision includes mainly impairment

losses relating to specific receivables which, based on given conditions, are expected to be incurred, but are not finalised yet.

#### **5.1.2 Investments**

Investments are classified by the Group depending on the purpose for which they were acquired. Management decides on the suitable classification for the investment at the time the investment is acquired and re-examines that classification on each presentation date.

#### **5.1.3 Guarantees**

The Group's policy requires that no financial guarantees are provided. By way of exception, however, such guarantees may be provided solely to subsidiaries and affiliates based on a resolution passed by the Board of Directors.

#### 5.2 Liquidity risk

Liquidity risk is the risk that the Group will fail to fulfil its financial liabilities upon maturity. The approach adopted by the Group to manage liquidity is to ensure, by holding absolutely necessary cash assets and adequate credit lines from cooperating banks, that it always has adequate liquidity to cover its obligations when they mature, under normal or more difficult conditions, without there being unacceptable losses or its reputation being put at risk.

To avoid liquidity risk the Group makes a cash flow provision for one year when preparing the annual budget and makes a monthly rolling provision for three months to ensure that it has adequate cash to cover its operating needs, including coverage of its financial obligations. This policy does not take into account the impact of extreme conditions which cannot be foreseen.

### 5.3 Market risk

Market risk is the risk of a change in raw material prices, exchange rates and interest rates, which affect the Group's results or the value of its financial instruments. The purpose of risk management in respect of market conditions is to control Group exposure to such risks in the context of acceptable parameters while at the same time improving performance.

The Group uses transactions on derivative financial instruments in order to hedge part of market conditions risks.

#### 5.3.1 Metal Raw Material Fluctuation Risk (copper, aluminium, other metals)

The Group bases both its purchases and sales on stock prices/indices linked to the prices of copper and other metals which are used by the Group and included in its products. The risk from metal price fluctuation is covered by hedging instruments (futures and options on London Metal Exchange-LME). The Group, however, does not use hedging instruments for the entire stock of its operation and, as a result, any drop in metal prices may have a negative effect on its results through inventories depreciation.

#### 5.3.2 Exchange rate risk

The Group is exposed to exchange rate risk from sales and purchases and from loans taken out in a currency other than the functional currency of the Group's companies, which is mainly the

Euro. The currencies in which these transactions are conducted are mainly the Euro, the US dollar and the pound.

Over time, the Group hedges the largest part of its estimated exposure to foreign currencies in relation to the anticipated sales and purchases as well as receivables and liabilities in foreign currency.

The Group mainly enters into foreign currency futures with its foreign counterparties in order to hedge the risk of exchange rate changes, which primarily mature in less than one year from the balance sheet date. When necessary, such futures are renewed upon expiry. On a per-case basis, exchange rate risk may also be hedged by obtaining loans in the respective currencies.

Loan interest is in the same currency as that used in the cash flows arising from the Group's operating activities, which is mainly Euro.

Group investments in foreign subsidiaries having a functional currency other than the Euro (e.g. RON for ICME ECAB) are not hedged because such foreign exchange positions are considered to be of long-term nature.

#### 5.3.3 Interest rate risk

The Group obtains funds for its investments and its working capital through bank and bonded loans, and thus debit interest is charged to its results. Any upward trend of interest rates will have a negative effect on results since the Group will bear additional borrowing costs.

The interest rate risk is mitigated as part of the group's loans is obtained based on fixed interest rates, either directly or through the use of financial instruments (interest rate swaps).

#### 5.3.4 Capital management

The Board of Directors' policy is to maintain a robust capital base, in order to keep the Group trustworthy among investors, creditors and market players, and enable the future development of the Group's operations. The Board of Directors monitors return on equity, which is defined by the Group as the net results divided by the total net worth, exclusive of non-convertible preferred shares and minority interest. The Board of Directors also monitors the level of dividends distributed to holders of ordinary shares.

The Board of Directors tries to maintain a balance between the higher performance levels which would be attained through increased loans and the advantages and security offered by a robust and healthy capital base.

The Group does not have a specific treasury stock purchasing plan.

There have been no changes in the approach adopted by the Group concerning capital management during the fiscal year.

# 6. Significant transactions with related parties

The transactions of Hellenic Cables Group and Company are set out in the following tables:

Companies	Sales of goods, services and fixed assets	Purchases of goods, services and fixed assets	Receivables	Prepayments for inventory purchases	Liabilities
ICME ECAB	17,924,819	25,257,577	2,230,864	-	8,589,354
LESCO EOOD	19,583	3,008,519	77,142	-	1,824,113
FULGOR	26,121,931	68,444,376	4,518,698	11,366,781	1,057,096
Total	44,066,333	96,710,473	6,826,703	11,366,781	11,470,563

#### Transactions of Hellenic Cables Company with Subsidiaries:

Transactions of Hellenic Cables Company with Associates as well as with Subsidiaries and Associates of VIOHALCO Group:

Companies	Sales of goods, services and fixed assets	Purchases of goods, services and fixed assets	Receivables	Prepayments for inventory purchases	Liabilities
STEELMET S.A.	-	1,735,163	-	-	359,359
HALCOR	6,086,593	6,174,444	812,242	-	-
SOFIA MED	427,523	1,006,449	-	-	195,001
METAL AGENCIES	11,745,673	679,660	5,186,020	-	235,419
ERLIKON	22,796,15	2,138,263	12,930	-	387,172
OTHERS	1,263,442	2,831,300	997,150	220,758	702,096
Total	19,546,026	14,565,278	7,008,343	220,758	1,879,047

Companies	Sales of goods, services and fixed assets	Purchases of goods, services and fixed assets	Receivables	Prepayments for inventory purchases	Liabilities
STEELMET S.A.	-	1,735,163	-	-	359,359
STEELMET CY	614,000	671,970	38,054	-	-
ERGOSTEEL	-	140,343	400	-	291
HALCOR	19,292,732	16,910,796	873,058	-	1,120,910
SOFIA MED	1,390,703	1,441,233	34,457	-	263,733
METAL AGENCIES	11,862,934	768,472	5,298,213	-	243,222
VIEXAL S.A.	-	862,846	-	-	32,909
ELVAL	500,942	447,190	118	-	234
ANAMET	967,249	2,475,383	30,714	212,813	47,909
STEELMET ROMANIA	4,203,081	4,091,061	19,781	-	1,908,263
CORINTH PIPEWORKS	1,214,051	34,488	104,768	-	22,366
ETIL	-	487,644	-	-	85,744
ERLIKON	22,796	4,233,136	12,930	-	811,097
STOMANA INDUSTRY	535,609	131	86,083	-	-
METAL VALIUS	820,285	234,519	-	-	-
OTHER	1,661,496	3,167,474	1,210,650	7,459	1,594,283
TOTAL	43,085,879	37,701,848	7,709,228	220,758	6,490,321

\*VIOHALCO Group includes the associate companies of HELLENIC CABLES Group.

During 2015, the subsidiary ICME ECAB received a loan of €5 million from the ultimate parent Viohalco S.A./N.V.. The terms of the loan were under arm's length and the maturity date is during June 2016. The related accrued interest as of 31 December 2015 was €149,479. There are no mortgages or pledges for the certain loan.

- STEELMET provides HELLENIC CABLES with administration and organisation services.
- HALCOR purchases from Hellenic Cables Group copper scrap arising from the products returned during its production process and PVC used by HALCOR for insulated pipes. HELLENIC CABLES Group buys from HALCOR quantities of cathodes for cable production.
- SOFIA MED primarily sells copper products while purchasing raw materials and copper semi-finished products
- METAL AGENCIES LTD acts as merchant distributor of Hellenic Cables Group in Great Britain.
- CORINTH PIPEWORKS primarily purchases energy cables for own use
- ERLIKON sells steel wires to Hellenic Cables for cable manufacturing.
- STEELMET CY provides ICME with marketing services.
- ERGOSTEEL mainly provides construction services to FULGOR for the investments in Corinth plant
- ◆ VIEXAL provides Hellenic Cables Group with travel and transportation services.

- ELVAL buys from Hellenic Cables Group aluminium scrap from the returns generated from the production process and sells it to Hellenic Cables, while selling natural gas to FULGOR
- ANAMET purchases scrap from Hellenic Cables Group and sells scrap to FULGOR.
- ETIL provides construction services to Hellenic Cables Group and mainly to FULGOR for its investments in Corinth.
- METAL VALIUS purchases from ICME ECAB copper scrap from the returns generated during the production process.
- STOMANA primarily purchases energy cables from ICME for own use.
- ICME ECAB purchases from Hellenic Cables plastic/rubber compounds for its production process as well as finished cables that the company cannot produce. ICME ECAB also sells to Hellenic Cables semi-finished and finished products for distribution in the domestic market.
- FULGOR purchases from Hellenic Cables raw materials and semi-finished products for cable production and sells finished (mainly cables) and semi-finished products to Hellenic Cables.
- LESCO EOOD sells wooden packaging materials to Hellenic Cables.

# 6.1 Remuneration paid to Board members and top executives

The fees paid to management executives and members of the Board of Directors in 2015 amounted to  $\notin$  1,346,997 for Hellenic Cables Group and  $\notin$  699,344 for the parent company Hellenic Cables.

# 7. Detailed information under Article 4(7) of Law 3556/2007

### 7.1 Share Capital Structure

Company's share capital amounts to  $\notin$  20,977,916 thousand divided into 29,546,360 ordinary registered shares with a nominal value of  $\notin$  0.71 each. All shares are admitted to trading on the primary securities market of the Athens Stock Exchange, in the Large Capitalisation category. Company shares are dematerialised and registered incorporating voting rights.

According to the Company's Articles of Associations, the rights and obligations of shareholders are as follows:

- Right to obtain a dividend from the Company's annual profits. The dividend to which each share is entitled shall be paid to the shareholder within two (2) months from the date of the General Meeting which approved the financial statements. The right to collect dividends is statute-barred after the passage of five years from the end of the year in which the General Meeting approved distribution.
- Option in each share capital increase and right to subscribe new shares.
- Right to participate in the General Meeting of Shareholders.

- Ownership of shares automatically entails acceptance of the Company's Articles of Association and the decisions of its bodies taken in accordance with such Articles and the law.
- Company shares are indivisible and the Company only recognises one owner of each share. All joint owners of shares without exception and all persons with the usufruct or bare ownership of shares are represented at the General Meeting by a single person appointed by those persons on the basis of a joint agreement. In the event of dispute, the share of those persons cannot be represented at the General Meeting.
- Shareholder liability is limited to the nominal value of each share they hold.

# 7.2 Restrictions on the transfer of Company's shares

Company shares may be transferred in the manner laid down by law and there are no restrictions on their transfer contained in the Articles of Association.

# 7.3 Major direct or indirect holdings within the meaning of Articles 9 to 11 of Law 3556/2007

The major holdings (over 5%) as at 31.12.2015 were as follows: ◆ VIOHALCO SA/NV: 74.48% of voting rights (indirect & direct) ◆ HALCOR S.A.: 72.53% of its share capital

# 7.4 Shares that provide special control rights

There are no shares in the Company granting their holders special rights of control.

# 7.5 Restrictions on voting rights

The Company's Articles of Association contain no restrictions on voting rights deriving from its shares. The rules in the Company's Articles of Association which regulate voting issues are contained in Article 24 of the Articles of Association.

# 7.6 Agreements between Company shareholders

To the best of Company Management's knowledge, there are no agreements between shareholders.

# 7.7 Rules on the appointment and replacement of Board members and amendments of the Articles of Association

The rules contained in the Company's Articles of Association on appointment and replacement of members of the Board of Directors and amendment of the provisions of the Articles of Association are not different from those contained in Codified Law 2190/1920.

# 7.8 Powers of the Board of Directors to issue new shares or purchase own shares

Article 6(1) of the Company's Articles of Association stipulates that only the General Shareholders Meeting with a 2/3 quorum of the paid-up share capital has the right to decide on a share capital increase of the Company with the issuance of new shares, such decision requiring the 2/3 majority of represented voting rights.

The Company's Articles of Association do not allow the Board of Directors or certain members thereof to be granted any right to issue shares or increase the share capital falling within the competence of the General Meeting.

The Board of Directors may purchase treasury stock in the context of a decision of the General Meeting taken in accordance with Article 16(5) to (13) of Codified Law 2190/1920.

# 7.9 Major agreements which take effect, have been amended or expire in the case of change in control

The Company's common bonded loan agreements, which were assumed in full by Banks and are referred to in note 26 of the annual financial statements (for the Group:  $\in$  127.4 million, of which  $\in$  9.7 million are short-term; for the Company:  $\in$  84.6 million, of which  $\in$  8.3 million are short-term), include, except from the other terms described in Note 26, a change-of-control clause which, if used, enables lenders to terminate such loans prior to their maturity dates.

To the best of Company Management's knowledge, there are no other agreements which are valid, amended or expire in case the control of the Company changes.

### 7.10 Agreements with Board of Directors members or Company staff

To the best of Company Management's knowledge, there are no agreements between the Company and members of the Board of Directors or staff which provide for the payment of remuneration specifically in the case of resignation or dismissal without just cause or termination of service or employment.

# 8. Statement of Corporate Governance

# 8.1 Code of Corporate Governance

The Company and the Group have adopted the practices of Corporate Governance as to how it is managed and run, as these are specified by the applicable institutional framework and the Greek Corporate Governance Code recently published by the Hellenic Board for Corporate Governance ("ESED") (hereinafter referred to as "code") and available on the following website: http://www.ecgi.org/codes/documents/hellenic\_cg\_code\_oct2013\_gr.pdf

In the context of preparation of the Annual Management Report of the Board of Directors, the Company reviewed the Code. Based on such review, the Company concluded that it applies the special practices for listed companies that are set out and described in the Corporate Governance Code of ESED save the following practices for which the relevant explanations are set out:

I. Part AII. (2.2, 2.3 & 2.5): Size and composition of the Board: a) The independent nonexecutive members of the current Board of Directors are two (2) out of twelve (12) and, therefore, their number is less than the one third of all its members, as indicated in the Code; b) an independent member has served for a period exceeding 12 years from his/her first election.

Under the current circumstances, it was deemed that the increase in the number of independent members or the shortening of members' term of office would not improve the effective operation of the Company.

- II. Part A.III. (3.3): Role and profile of the Board Chairman. The Chairman of the Board of Directors is an executive member while the Vice-chairman is non-executive, nonindependent member. Under the current circumstances, it was not deemed that the company's more effective operation would be more guaranteed if the Board Vicechairman were an independent member in addition to non-executive.
- III. Part A.V. (5.4-5.8): Nominating candidates for the Board of Directors. Until the time this Statement was drafted, there was no committee to nominate members for the same reasons as per the foregoing.
- IV. Part A.VII.(7.1. 7.3): Evaluation of Board of Directors and its Committees. Until the time this Statement was drafted, the Company had not chosen any specific collective method to evaluate the effectiveness of the Board of Directors and its Committees.
- V. Part C.I. (1.6-1.9): Level and structure of remuneration. Until the time this Statement was drafted, there was no Remuneration Committee. The issue will be soon reviewed.

Company's management does not consider it necessary to adopt further corporate governance practices as indicated by the Code, given the present unfavorable circumstances.

The Company does not implement any corporate governance practices other than the special practices of the Corporate Governance Code of ESED and the provisions of Law 3873/2010.

# 8.2 Main characteristics of the Internal Control and Risk Management Systems in relation to the preparation of the Financial Statements and financial reports

# **8.2.1** Description of main characteristics and details of the Internal Control and Risk Management Systems -in relation to the preparation of the consolidated financial statements

The Internal Control System of the Company covers the control procedures involving the functioning of the Company, its compliance with the requirements of supervisory authorities, risk management and preparation of financial reports.

The Internal Audit Function controls the proper implementation of each procedure and internal control system regardless of their accounting or non-accounting content and evaluates the enterprise by reviewing its activities, acting as one service to Management.

The Internal Control System aims, among others, to secure the thoroughness and reliability of the data and information required for the accurate and timely determination of the Company's financial situation and the generation of reliable financial statements.

As regards the preparation of financial statements, the Company reports that the financial reporting system of "Hellenic Cables S.A.-Hellenic Cables Industry" uses an accounting system that is adequate for reporting to Management and external users. The financial statements and other analyses reported to Management on a quarterly basis are prepared on an individual and consolidated basis in compliance with the International Financial Reporting Standards, as adopted by the European Union for reporting purposes to Management, and also for the purpose of publication in line with the applicable regulations on a quarterly basis. Both administrative information and financial reports to be published include all the necessary details about an updated internal control system including analyses of sales, cost/expenses and operating profits as well as other data and indexes. All reports to Management include the data of the current period compared to the respective data of the budget, as the latter has been approved by the Board of Directors, and to the data of the respective period of the year before the report.

All published interim and annual financial statements include all necessary information and disclosures about the financial statements, in compliance with the International Financial Reporting Standards, as adopted by the European Union, reviewed by the Audit Committee and approved in their entirety by the Board of Directors.

Controls are implemented with respect to: a) risk identification and evaluation as for the reliability of financial statements; b) administrative planning and monitoring of financial figures; c) fraud prevention and disclosure; d) roles and powers of executives; e) year closing procedure including consolidation (e.g. written-down procedures, access, approvals, agreements, etc) and f) safeguarding the data provided by information systems.

The internal reports to Management and the reports required as per Codified Law 2190/1920 and by the supervisory authorities are prepared by the Financial Services Division, which is staffed with adequate and experienced executives to this effect. Management takes steps to ensure that

these executives are adequately updated about any changes in accounting and tax issues concerning both the Company and the Group.

The Company has established separate procedures as to how to collect the necessary data from the subsidiaries, and sees to the reconciliation of separate transactions and to the implementation of the same accounting principles by the Group companies.

# **8.2.2** Annual evaluation of corporate strategy, main business risks and Internal Control Systems

The Company's Board of Directors states that it has examined the main business risks facing the Group, as well as the Internal Control Systems. On an annual basis, the Board of Directors reviews the corporate strategy, main business risks and Internal Control Systems.

# **8.2.3** Evaluation of the statutory auditors' independence as per the provisions of Law 3693/2008

Deloitte -Hadjipavlou Sofianos & Kabanis S.A. (Greek ICPA Reg. No: E 120), i.e. the statutory audit firm of both consolidated and separate financial statements of Hellenic Cables SA for the year ended on 31 December 2015, is not related to the Company or to any persons having supervisory responsibilities over the Company's financial reporting which could be considered as affecting their independence on the date of this report. Therefore, they remain independent within the meaning of Article 20 of Law 3693/2008.

# 8.3 Takeover bids - Information

- There are no binding takeover bids and/or rules of mandatory assignment and mandatory takeover of the Company's shares or any statutory provision on takeover.
- There are no third-party public offers to take over the Company's share capital during the last and current year.
- In case the Company decides to takes part in such a procedure, this will take place in the context of European laws and applicable Greek laws.

# 8.4 General Meeting of shareholders and rights of shareholders

A General Meeting is convened and functions in compliance with the stipulations of the Articles of Association and the relevant provisions of Law 2190/1920, as amended and in force today. The Company makes the necessary publications in line with the provisions of Law 3884/2010 and generally takes all steps required for the timely and thorough information of shareholders about how to exercise their rights. The latter is ensured by publishing the invitations to General Meetings and uploading them on the Company's website, the text of which contains a detailed description of shareholders rights and how these are exercised.

# 8.5 Composition and functioning of the Board of Directors, Supervisory Bodies and Committees of the Company

#### 8.5.1 Role and responsibilities of the Board of Directors

The Company's Board of Directors is responsible for the long-term strategy and operational goals of the Company and generally for control and decision-making in the context of the stipulations of Codified Law 2190/1920 and the Articles of Association, and for the compliance with corporate governance principles.

The Board of Directors convenes at the necessary intervals so as to perform its duties effectively. The role and responsibilities of the Board of Directors are summed up as follows:

- oversight and monitoring of Company operations as well as control of attainment of business goals and long-term plans;
- formulation and determination of Company core values and objectives;
- securing the alignment of the adopted strategy with Company goals.
- The Board of Directors ensures that there are no conflicts of interests and examines any incidents or cases of deviation from the policy involving information confidentiality;
- ensuring the reliability and approval of the Company's Financial Statements prior to their final approval by the Ordinary General Meeting;
- securing the implementation of its business activity on a daily basis through a special authorisation system while the other issues falling under its scope are implemented by way of special decisions.
- The secretary of the Board is appointed during each Board meeting and his main powers are to support the Chairman and the body's general functioning.

The existing Board of the Company consists of 12 members of whom:

- ✤ 4 are executive (Chairman and 3 Members)
- 5 are non-executive (Vice-chairman and other Members)
- ✤ 3 are independent, non-executive (other members)

The existing Board of Directors of Hellenic Cables S.A.-Hellenic Cables Industry consists of the following:

- 1. Ioannis Batsolas: Chairman, executive member
- 2. Konstantinos Laios: Vice chairman, non-executive member
- 3. Ioannis Stavropoulos: executive member
- 4. Nikolaos Galetas: independent, non-executive member
- 5. Alexios Alexiou: executive member
- 6. Georgios Passas: executive member
- 7. Andreas Kyriazis: independent, non-executive member
- 8. Michael Diakogiannis: non-executive member
- 9. Manuel Iraola: independent, non-executive member
- 10. Andreas Katsanos: non-executive member
- 11. Emanouil Nikolaidis: non-executive member
- 12. Iakovos Georganas: non-executive member

The members of the Board are elected for a one-year term by the General Meeting of shareholders. The existing Board of Directors of the Company was elected, in its initial composition, by the Ordinary General Meeting on May 22, 2015 and by the decision dated 31.8.2015 of the Board, Mr. Emanouil Nikolaidis was elected as new member and replacement of Mr. Ronald Gee who withdrew. The Board's term of office shall expire during the first six months of 2016.

The Board of Directors met 48 times during 2015.

#### 8.5.2 CVs of the members of the Board of Directors are set out below: Ioannis Batsolas: Chairman

Mr. Batsolas Ioannis is a qualified electrical engineer of the KARLSRUHE University in West Germany and has been working in VIOHALCO Group since 1970. He has served as Quality Control Manager and Technical Manager of HELLENIC CABLES S.A. and also General Manager of TELECABLES SA from 1991 to July 2011. He is also the Chairman on the Board of Directors of HELLENIC CABLES S.A. since 2005 to date and had also been the Chairman on the Board of TELECABLES S.A. from 2009 to July 2011. He is a simple member in other Group companies. He is also a Secretary of the Association of Viotia Industries.

#### Konstantinos Laios: Vice-Chairman, non-executive member

Mr. Laios is a graduate mechanical-electrical engineer from the National Polytechnic University of Athens having made his postgraduate studies in Germany. He had worked in the Public Power Corporation where he assumed a senior management post. Since 1983 he has assumed various management posts in various companies of VIOHALCO Group. He is also the Chairman on the Board of ICME ECAB SA.

#### Alexios Alexiou: Executive member

Mr. Alexios Alexiou is a graduate of the Economics University of Piraeus and made his postgraduate studies in Financial Sciences in Strathclyde University. He has been working in VIOHALCO Group since 1996. He has worked as Financial Manager of HELLENIC CABLES S.A. during 2002-2003, General Manager of ICME ECAB S.A. during 2003–2008 and General Manager of HELLENIC CABLES S.A. from 2009 to date.

#### Michael Diakogiannis: Non-executive member

He is a graduate of Athens University of Economics and Business. He worked as Financial Manager of VIOHALCO VITROUVIT S.A. from 1967 to 1978. From 1979 to 1988 he worked as Financial Manager of HELLENIC CABLES S.A. From 1989 to 2000 he worked as Financial Manager of VIOHALCO S.A. and from 2000 to date he is the General Manager of the same company.

#### Andreas Katsanos: Non-executive member

Mr. Andreas Katsanos is a graduate of Piraeus Economics University and has been working in VIOHALCO Group since 1960. He has worked as supervisor of various Group companies and from 1978 to 1980 he held the post of General Manager in VIOTIA CABLES S.A. From 1989 to date he is the Manager of the metal department of VIOHALCO Group companies. Mr. Katsanos had played a decisive role in order Bank of Greece to adopt and apply in Greece hedging procedure (metal price volatility hedging), through the London Metal Exchange. He also participates in the Board of Directors of HALCOR S.A.

#### Andreas Kyriazis: Independent non-executive member

Mr. Andreas Kyriazis is a graduate of the Chemistry Department of Physics and Mathematics School of Athens University. He has served as Chairman of the Central Union of Greek Chambers, the Union of Balkan Chambers, the Chamber of Commerce and Industry of Athens, the Hellenic Productivity Centre, the Hellenic Society of Business Administration, and the Association of Timber Industry. He has also served as Vice-chairman of the Union of the European Chamber of Commerce and Industry and General Secretary of the Union of Greek Chemists.

#### Nikolaos Galetas: Independent non-executive member

Mr. Nikolaos Galetas is a graduate of the Theology School of Athens University and studied in Technische Hochschule Wien while being a graduate engineer of the Electrical Engineering School of the National Polytechnic University of Athens. During his long career, Mr. Galetas held management posts in the Hellenic Development Bank (ETBA), Planning and Development Company (EPA) and the Hellenic Bank of Industrial Development Investments (ETEBA) where he also served as General Manager. Mr. Galetas has also served as Management Consultant to ETEVA and EFG EUROBANK PROPERTIES SA, while also being a member on the BoD of many companies including, among others, EFG EUROBANK PROPERTIES SA and ERT (Vice-chairman), and also in various subsidiaries of ETEBA Group where he assumed the post of Board Chairman during his long career in the said corporation. In addition, during the period 1990-92 he offered consulting services to the Ministries of Internal Affairs, Agriculture and Coordination.

#### Manuel Iraola: Independent non-executive member

Mr. Manuel Iraola has studied in the University of Puerto Rico and has an MBA from Sacred Heart University (Fairfield). He has also completed Executive Management Program (Pennsylvania State University) and Wharton/Spencer Stuart Directors Institute. He is the founder and managing director of Aloaris Group, as well as co-founder and managing director of HXI Technologies (HXI). He has also served as Chairman of Phelps Dodge Industries, and

Board member on listed companies such as Central Hudson Energy Group Inc. (NYSE:CHG), Phelps Dodge Corporation (NYSE: PD), Schweitzer Mauduit International Inc. (NYSE:SWM) and Southern Copper (NYSE: SCCO).

#### Emanouil Nikolaidis: Non-executive member

Mr. Emmanuel Nikolaidis is a graduate Engineer (Mechanical / Industrial Engineering) of University of Mc Gill in Canada, with post-graduate business studies at Westinghouse in U.S.A. He worked for 25 years in the company METALOTECHNIKA ELEKTRA in Greece, served as Production Engineer up to CEO, and another 20 years in U.S.A. as CEO of the company Continental Manufacturing Inc. (Texas). He is with VIOHALCO since 2003 and he has served as a member and then Vice Chairman of ICME ECAB in Romania. He has also been a member of the Board of Directors of SEV and IKA in the 70's and of ATLANTIC BANK of NY in the 90's.

#### **Georgios Passas: Executive member**

Mr. Passas is a graduate of Athens University of Economics and Business. He has been working for VIOHALCO Group since 1969 and has been employed in the Group's executive posts. From 1973 to 1983 he worked as Financial Manager of ELVAL S.A., from 1983 to 1987 as Financial Manager of HALCOR S.A. and from 1987 to 2004 he was the General Manager of HELLENIC CABLES S.A. Mr. Passas is also a member on the Board of many companies of VIOHALCO Group.

#### Iakovos Georganas: Non-executive member

Mr. Iakovos Georganas studied in the University of Economics and Business (Athens, 1955) and in Harvard Business School (Advanced Management Program - spring 1979). He is nonexecutive vice-chairman of the Board of Directors of Piraeus Bank and Chairman of the Risk Management Committee. He was an executive vice-chairman of the Board of Directors of the Bank since January 1992 to May 2004. He is also the Chairman of Hellenic Exchanges S.A. and a member on the Board of the Hellenic Telecommunications Organisation S.A., member on the Board of the Association of Greek Industries and Vice-chairman of the BoD of the Greek-Japanese Chamber of Commerce. He is also a member on the Board of various commercial, industrial, financing companies without executive powers. In July 1958 he joined the service of the Organisation for Financial Development Financing, later renamed into ETBA bank, and withdrew after 32 years (31.01.1991) as Senior Deputy-Governor. He was a vice-chairman and member of the Hellenic Capital Market Commission from 12.01.1989 to 31.01.1991, a member of the Executive Committee of the Board of the Union of Hellenic Banks, a member of the Committee of Deputy Governors of Long-term Credit Institutes of the European Community and a member on the Board of Directors of the Foundation for Economic and Industrial Research (IOBE). He has also served as chairman of the Audit Committee of Piraeus Bank (June 2000 -August 2001).

#### **Ioannis Stavropoulos: Executive member**

Mr. Ioannis Stavropoulos is a graduate of Piraeus University (former Higher Industrial School of Piraeus) and has been working in VIOHALCO Group since 1972. He has served as Financial Manager of VITROUVIT SA (1978), General Manager of Hellenic Cables Mesologi S.A.

(1989), General Manager of KEM SA (1998) and General Manager of SIDENOR S.A. (1999). He is also a member on the Board of other Group companies.

# 8.6 Audit Committee

# **8.6.1** Description of the composition, functioning, work, responsibilities and of the issues discussed during Committee meetings

The Audit Committee, which is elected and functions in line with Law 3693/2008 (Article 37), consists of three non-executive members of the Board of Directors. One of them is independent and his main task, in the context of the obligations described by the above law, is to support the Company's Board of Directors to fulfil its mission to safeguard the effectiveness of accounting and financial systems, audit mechanisms, and business risk management systems; ensure compliance with the legal and regulatory framework; and implement effectively Corporate Governance principles.

More specifically, the Audit Committee has the following responsibilities:

- To examine the effectiveness of all Management levels in relation to the safeguarding of the resources managed and their compliance with the Company's established policy and procedures;
- to evaluate the procedures and data in terms of adequacy as for the attainment of objectives and assess the policy and the programme concerning the activity under review;
- to control periodically the various functions of different divisions or departments so as to ensure that their various functions are carried out regularly, comply with Management instructions, Company policy and procedures, and that they abide by Company objectives and standards of management practice;
- ✤ to review internal audit reports and specifically:
  - to evaluate the adequacy of their extent;
  - to confirm the accuracy of reports;
  - to examine the adequacy of support to results.

The Audit Committee receives the following reports on audit activity:

- Unscheduled inspections
- Financial audit quarterly reports
- Ordinary audit annual reports
- Corporate Governance Reports

The Audit Committee examines and ensures the independence of the Company's external auditors and takes cognisance of their findings and the Audit Reports on the annual or interim financial statements of the Company. At the same time, it recommends corrective actions and procedures so as to deal with any findings or failures in areas of financial reports or other important functions of the Company.

According to its Operating Regulation, the Audit Committee consists of one independent and non-executive member of the Board of Directors and two non-executive members who have the necessary knowledge and experience for the Committee's work.

The existing Audit Committee consists of the following persons: <u>Members</u>:

Andreas Kyriazis: Independent non-executive member of the Board Michael Diakogiannis: Non-executive member of the Board Nikolaos Galetas: Independent non-executive member of the Board

# 8.6.2 Number of Committee meetings and frequency of each member's participation in meetings

In 2015 the Audit Committee met 4 times, with a full quorum.

#### 8.6.3 Evaluation of effectiveness and performance of the Committee

Until the time this Statement was drafted, no special procedures had been established to evaluate the effectiveness of the Audit Committee. Company Management will establish such procedures in the future.

### 9. Environmental/ Occupational Risk

HELLENIC CABLES Group has realised the interaction between its operation and the natural and working environment. This is why the Group implements policies and systems and makes continuous investments in the research and development of know-how which help it achieve its objective of Sustainable Development.

In addressing the potential impact on the Environment (environmental risk) and on the Health and Safety of its workforce (occupational risk), the Company performs all necessary risk assessment studies and takes preventive measures and initiatives, monitoring the relevant indicators (Quality, Environment, Health and Safety) it has established. These indicators are monitored and evaluated regularly and are communicated to all Company levels. In addition, the Group has obtained certification of the Quality Management System as per ISO 9001:2008 standard, of Environmental Management as per ISO 14001:2004 and of Occupational Health and Safety as per OHSAS 18001:2007 with respect to all Group plants in Greece.

		31/12/2015			
CORPORATE NAME	Currency	Number of shares	Nominal value of share	Share Capital	
<u>Subsidiaries</u>					
FULGOR	EURO	13,610,237	2.94	40,014,096	
ICME-ECAB S.A.	RON	348,634,000	0.10	34,863,400	
LESCO OOD	EURO	5,850	51.54	301,506	
LESCO ROMANIA	RON	90,000	1.00	90,000	
DELAIRE	EURO	15,000	1.71	25,650	
SYMM.EP.	EURO	20,000	3.00	60,000	
Associates					
STEELMET S.A.	EURO	15,900	29.00	466,665	
METAL AGENCIES	GBP	1,000,000	1.00	1,000,000	

# **10.** Share capital of Group subsidiaries and associates

# **11.** Company Branches

The Company keeps:

- I. a branch in Tavros, 252 Peiraios street, where it houses its commercial departments;
- II. a branch at Kalochori, Thessalonica, for the sale of its products in northern Greece;
- III. a branch at Aghios Georgios, Levadia, where its enamelled wire plant is located;
- IV. a branch at Oinofyta, Viotia (53<sup>rd</sup> km of Athens-Lamia National Highway) where the plant of plastic and rubber compounds is located;
- V. a branch at Thiva, Viotia (69<sup>th</sup> km of Athens-Thiva Old National Highway) where the cable production plant is located;
- VI. a branch at Marousi (33, Amarousiou Halandriou Avenue) where the Company's principal establishment is located;
- VII. a branch at Cyprus (28, Hytron, B42, Nicosia) for the sale of its products in Cyprus.

### **12.** Conclusions

Dear Shareholders, we presented Management's account of the financial year 2015, the risks and how these were managed together with the prospects and development of the Company for 2016.

In conclusion, dear Shareholders, we would like first to express our gratitude for the trust that you have shown in the Company and we request you to approve the Company's Financial Statements, as well as the present Report, for the fiscal year that ended on 31 December 2015.

Athens, 9 March 2016

The Chairman of the Board of Directors Ioannis Batsolas C. Audit Report by Independent Certified Auditor-Accountant

# Independent Auditor's Report

To the Shareholders of the Company "HELLENIC CABLES S.A."

#### **Report on the Company and Consolidated Financial Statements**

We have audited the accompanying company and consolidated financial statements of "HELLENIC CABLES S.A." (the Company), which comprise the company and consolidated statement of financial position as at December 31, 2015, and the company and consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended, as well as a summary of significant accounting principles and other explanatory notes.

#### Management's Responsibility for the Company and Consolidated Financial Statements

Management has the responsibility for the preparation and fair presentation of these company and consolidated financial statements in accordance with International Financial Reporting Standards as these have been adopted by the European Union, as well as for these internal controls that management considers necessary for the preparation of company and consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these company and consolidated financial statements based on our audit. We conducted our audit in accordance with the International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the company and consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the company and consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the company and consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the company and consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the company and consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the accompanying company and consolidated financial statements present fairly, in all material respects, the financial position of the Company "HELLENIC CABLES S.A." and its subsidiaries as of December 31, 2015, and of their financial performance and their cash flows for the year then ended in accordance with International Financial Reporting Standards, as these have been adopted by the European Union.

#### **Report on Other Legal and Regulatory Requirements**

- (a) The Directors' Report includes a Corporate Governance Statement which provides the information required by the provisions of Article 43<sup>a</sup> (par. 3d) of the Codified Law 2190/1920.
- (b) We have agreed and confirmed the content and consistency of the Directors' Report to the accompanying company and consolidated financial statements according to the provisions of the articles 43<sup>a</sup>, 108 and 37 of the Codified Law 2190/1920.

Athens, 10 March 2016 The Certified Public Accountant

Andreas Ch. Barlikas Reg. No. SOEL: 13991 Deloitte. Hadjipavlou Sofianos & Cambanis S.A. Assurance & Advisory Services 3a Fragoklissias & Granikou str., 151 25 Maroussi Reg. No. SOEL: E. 120



D. Annual Separate and Consolidated Financial Statements



# ANNUAL SEPARATE AND CONSOLIDATED FINANCIAL STATEMENTS as at 31 DECEMBER 2015

Athens Tower, Building B, 2-4 Mesogheion Avenue Athens, GR-115 27

www.cablel.gr

General Electronic Commercial Registry No.: 281701000

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# HELLENIC CABLES S.A. Hellenic cables industry s. a.

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# HELLENIC CABLES S.A. HELLENIC CABLES INDUSTRY S. A.

FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## **Statement of Comprehensive Income**

(Amounts in Euro)		GRO	UP	COMPANY			
	Note	2015	2014	2015	2014		
Revenue	6	479,747,231	359,418,262	336,915,155	248,809,174		
Cost of Sales	9	(440,062,546)	(351,554,376)	(322,500,224)	(247,244,577)		
Gross Profit		39,684,684	7,863,886	14,414,930	1,564,596		
Other income	7	3,690,432	2,629,660	2,752,730	1,764,406		
Distribution expenses	9	(7,406,854)	(8,342,453)	(3,218,815)	(3,359,589)		
Administrative expenses	9	(8,415,834)	(7,883,565)	(2,748,269)	(2,525,727)		
Other expenses	8	(3,962,068)	(3,051,619)	(2,688,031)	(2,255,272)		
Fixed assets valuation at fair value	14	-	(11,248,996)	-	(5,918,358)		
Operating results		23,590,361	(20,033,088)	8,512,545	(10,729,944)		
Financial income	11	1,767,606	930,167	3,139,425	2,820,210		
Financial expenses	12	(24,852,429)	(18,788,090)	(15,071,074)	(12,493,993)		
Income from dividends		-	-	169,200	12,724,206		
Profit/(Loss) from associate companies	17	138,884	(36,215)	-	-		
Profit/(loss) before tax		644,422	(37,927,226)	(3,249,903)	(7,679,519)		
Income tax	19	(2,491,805)	7,588,728	513,196	2,705,901		
Profit /(loss) after tax		(1,847,383)	(30,338,498)	(2,736,707)	(4,973,618)		
Other comprehensive income							
Items that will never be reclassified to profit or loss:		-	46,797,790	-	20,974,854		
Revaluation of property, plant and equipment Actuarial gains/(losses)		218,187	(595,714)	139,223	(332,060)		
Related tax		(733,200)	(9,620,719)	(662,905)	(5,367,126)		
		(515,013)	36,581,357	(523,682)	15,275,668		
Items that are or may be reclassified to profit or loss :							
Foreign exchange differences		(381,340)	283,409	-	-		
Gains/ (loss) from derivatives valuation for cash flow hedging		15,359	(671,702)	276,949	(867,445)		
Related tax		15,408	167,473	(62,511)	225,536		
		(350,572)	(220,820)	214,438	(641,909)		
Total comprehensive income after tax		(2,712,969)	6,022,039	(3,045,951)	9,660,141		
Profit/(loss) after taxes attributable:		(1.000.550)	(20.200.255)		(1.050, (1.0)		
- to parent company shareholders		(1,830,558)	(30,309,277)	(2,736,707)	(4,973,618)		
- to minority interest		(16,825)	(29,221)	-	-		
Profit /(loss) after tax		(1,847,383)	(30,338,498)	(2,736,707)	(4,973,618)		
Total comprehensive income after tax attributable:							
•		(2,687,330)	5,766,473	(3,045,951)	9,660,141		
- to parent company shareholders		(25,638)	255,566	(0,010,001)			
- to minority interest		(2,712,969)	6,022,039	(3,045,951)	9,660,141		
Total comprehensive income after tax		(2,712,709)	0,022,039	(3,043,931)	7,000,141		
Earnings / (loss) per share Basic and diluted earnings (loss) per share	25	(0.062)	(1.026)	(0.093)	(0.168)		
0 ( ···· / r · · · · ·							

# HELLENIC CABLES S.A. HELLENIC CABLES INDUSTRY S. A.

FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## **Statement of Financial Position**

Note         2015         2014         2015         2014           ASSETS         Property, plat and equipment         14         235,710,879         240,314,674         72,357,966         75,227,507           Intangible assets         15         15,216,594         14,144,469         370,1650         2,973,595           Investments in subsidiaries and equity accounted investments in subsidiaries and equity accounted investments         14         225,743,825         447,691         73,229,708         58,750,803           Other investments         18         2,976,980         2,990,088         2,976,980         2,990,088         2,976,980         2,990,088         11,45,913         11,45,913           Other investments         20         85,590,1357         92,646,186         54,766,364         41,642,949           Inventory         20         85,590,1357         92,466,186         54,766,364         41,642,949           Trade and other receivables         21         127,990,1237         79,407,535         92,713,165         88,233,554           Derivatives         31         122,876         349,727         73,000	(Amounts in Euro)		<u>GRO</u>	<u>UP</u>	<u>COMPANY</u>	
Property, plant and equipment       14       235,710,879       240,314,674       72,357,966       75,227,507         Intagible assets       15       15,216,594       14,144,408       33,00,050       2,973,955         Investments in subsidiaries and equity accounted       17       442,255       467,691       73,229,708       58,750,803         Other investments       18       2,976,980       2,990,088       2,976,980       2,990,088       2,990,088         Other investments       18       2,2976,980       2,990,088       2,976,980       2,990,088         Inventory       20       85,901,357       92,646,186       54,766,544       41,624,132         Inventory       20       85,901,357       92,646,186       54,766,544       41,642,949         Trade and other receivables       21       127,904,147       177,204,842       163,628,573       133,165,77         Ordal carent assets       22       23,143,477       77,000       -       -       -         FQUITY & LLABLLITTES       23,174,777       27,028,842       163,628,573       133,165,77       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       - <th></th> <th>Note</th> <th>2015</th> <th>2014</th> <th>2015</th> <th>2014</th>		Note	2015	2014	2015	2014
Intagible assets         15         15.216.594         14,144.469         3,701.650         2.973,595           Investments nubsidinies and equity accounted investees         16         872,265         872,265         872,205         540,226         540,226           Other investments         18         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,088         2.976,598         2.990,7916         5.85,591,98         431,622,499         7.774,016         2.927,731,50         8.823,557         3.31,171,712         3.1171,712         3.1171,712         3.1171,712         3.1171,712         3.1171,712         3.1171,712         3.1171,712         3.1171,712         3.1171,712         3.1171,712         3.1171,712         3.1171,712         3.1171,712 <th></th> <th>14</th> <th>225 710 870</th> <th>240 214 674</th> <th>72 257 044</th> <th>75 007 507</th>		14	225 710 870	240 214 674	72 257 044	75 007 507
Investment property         16         872,265         872,265         540,226         540,226           Investments in subsidiaries and equity accounted investees         17         442,255         467,691         73,229,708         58,750,803           Other receivables         21         1,219,151         1,655,034         883,266,88         1,145,2813           Total non-current assets         256,438,123         260,444,221         153,639,198         141,628,132           Inventory         20         85,501,337         92,646,186         54,766,364         41,642,949           Tade and other receivables         21         127,904,123         79,547,592         92,731,650         88,233,554           Cash and cash equivalents         22         18,215,119         4,665,337         16,667,533         3,288,737           Total assets         23         17,7208,842         163,628,537         133,165,276           EQUITY         Share Capital         23         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712						
Investments in subsidiaries and equity accounted investmess       17       442,255       467,691       73,229,708       58,750,803         Other investments       18       2,976,980       2,990,088       2,976,980       2,990,088       2,976,980       2,990,088         Other receivables       21       1,219,151       1,655,034       832,668       1,145,913         Inventory       20       85,901,357       92,646,186       54,766,364       41,642,949         Tade and other receivables       21       127,904,123       79,547,592       92,731,650       88,233,54         Cash and cash equivalents       22       18,215,119       4,665,337       16,057,523       3,3288,773         Total arrent assets       232,143,475       177,208,842       163,628,537       133,165,276         Total assets       233       31,171,712       31	-					
investees         17         444.253         460,091         72,229,08         35,30,00           Other investments         18         2,976,980         2,990,088         2,976,980         2,990,088         2,976,980         2,990,088           Other receivables         21         1,219,151         1,655,034         832,668         1,145,913           Inventory         20         85,901,357         92,646,186         54,766,364         41,642,949           Trade and other receivables         21         127,904,123         79,547,592         92,731,650         88,233,554           Derivatives         31         122,876         349,727         73,000         23,288,773           Total current assets         22         18,215,118         4,665,337         160,57,523         3,288,773           Total assets         23         20,977,916 </th <th></th> <th></th> <th>872,203</th> <th>872,203</th> <th>540,220</th> <th>540,220</th>			872,203	872,203	540,220	540,220
Other receivables         21         1.219,151         1.655,034         832,668         1.145,913           Total non-current assets         256,438,123         260,444,221         153,639,198         141,628,132           Inventory         20         85,901,357         92,646,186         54,766,364         41,642,949           Trade and other receivables         21         127,904,123         79,547,592         92,731,650         88,233,554           Derivatives         31         122,876         349,727         73,000         -         -           Cash and cash equivalents         22         18,215,119         4,665,337         163,628,537         133,165,276           Total current assets         232,143,475         177,208,842         163,628,537         133,165,276           FQUITY & LIABILITIES         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916           Share permium         23         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712           Reserves         24         55,656,405         58,902,961         38,704,303         -         -         -         -         -         -         -         -         -         -         -         <		17	442,255	467,691	73,229,708	58,750,803
Total non-current assets         Total space         Total non-current assets         Total space         Total space <thtotal space<="" th="">         Total space         &lt;</thtotal>	Other investments	18	2,976,980	2,990,088	2,976,980	2,990,088
Inventory         20         85,901,357         92,646,186         54,766,364         41,642,949           Trade and other receivables         21         127,904,123         79,547,592         92,731,650         88,233,554           Derivatives         31         122,876         349,727         73,000         -           Cash and cash equivalents         22         18,215,119         4,665,337         16,057,523         3,288,773           Total current assets         232,143,475         177,208,842         163,625,537         133,165,276           FQUITY         K LABILITIES         488,581,598         437,653,063         317,267,735         274,793,408           EQUITY         Share Capital         23         20,977,916	Other receivables	21	1,219,151	1,655,034	832,668	1,145,913
Trade and other receivables         21         127,904,123         79,547,592         92,731,650         88,233,554           Derivatives         31         122,876         349,727         73,000            Cash and cash equivalents         22         18,215,119         4,665,337         163,057,523         3,288,773           Total current assets         132,2143,475         177,208,842         163,052,537         133,165,276           Total assets         488,581,598         437,653,063         317,267,735         274,793,408           EQUITY & LIABILITIES         20,977,916         20	Total non-current assets		256,438,123	260,444,221	153,639,198	141,628,132
Trade and other receivables         21         127,904,123         79,547,592         92,731,650         88,233,554           Derivatives         31         122,876         349,727         73,000         -           Cash and cash equivalents         22         18,215,119         4,665,337         16,057,523         3,288,773           Total current assets         133,2165,276         133,165,276         438,581,598         437,653,063         317,267,735         274,793,408           EQUITY & LIABILITIES         23         20,977,916         20,977,	Inventory	20	85.901.357	92.646.186	54.766.364	41.642.949
Derivatives         31         122,876         349,727         73,000         -           Cash and cash equivalents         22         18,215,119         4,665,337         16,057,523         3,288,773           Total current assets         232,143,475         177,208,842         163,628,537         133,165,276           Forla assets         232,143,475         177,208,842         163,628,537         133,165,276           FQUITY & LIABILITIES         488,581,598         437,653,063         317,267,735         20,977,916           Share Capital         23         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712         31,717,712	-					
Cash and cash equivalents         22         18,215,119         4,665,337         16,057,523         3,288,773           Total current assets         232,143,475         177,208,842         163,628,537         133,165,276           Total assets         488,581,598         437,653,063         317,267,735         274,793,408           EQUITY & LIABILITIES         20,977,916 <th< th=""><th>Derivatives</th><th></th><th></th><th></th><th></th><th>_</th></th<>	Derivatives					_
Total current assets       232,143,475       177,208,842       163,628,537       133,165,276         Total assets       488,581,598       437,653,063       317,267,735       274,793,408         EQUITY & LIABILITIES       23       20,977,916       20,97	Cash and cash equivalents	22				3,288,773
Total assets       488,581,598       437,653,063       317,267,735       274,793,408         EQUITY & LIABILITIES       23       20,977,916       20,970       76,510,338	Total current assets					
EQUITY Share Capital         23         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         31,171,712         31,17	Total assets					
EQUITY Share Capital         23         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916         31,171,712         31,17						
Share Capital         23         20,977,916         20,977,916         20,977,916         20,977,916         20,977,916           Share premium         23         31,171,712         31,171,712         31,171,712         31,171,712         31,171,712           Reserves         24         55,656,405         58,902,961         39,365,734         40,938,270           Profits/(Losse) carried forward         (22,907,228)         (23,442,899)         (7,724,012)         (6,250,597)           Equity attributed to shareholders         805,924         88,41,253         83,791,350         86,837,301           Minority interest         85,704,729         88,441,253         83,791,350         86,837,301           LABILITIES         26         720,584         -         -         -           Defined benefit obligation         27         2,124,407         2,323,404         1,302,680         1,427,396           Grants         28         17,042,333         13,373,331         5,325,868         5,194,406           Provisions         30         200,000         200,000         200,000         200,000           Deferred tax liabilities         19         1,339,268         10,235,41         11,918,006         -         -           Loans & Borrowi	c .					
Share premium       23       31,171,712       (0,23,24)       40,938,270         Profits/(Losses) carried forward       84,898,805       87,609,690       83,791,350       86,837,301         Minority interest       805,924       83,174,233       83,791,350       86,837,301         Loans & Borrowings       26       720,584       -       -       -       -         Defined benefit obligation       27       2,124,407       2,323,404       1,302,680       1,427,396       1,427,396       1,427,396       1,427,396       0,0000       200,000       200,000       200,000       200,000       <						
Reserves       24       55,656,405       58,902,961       39,365,734       40,938,270         Profits/(Losses) carried forward       (22,907,228)       (23,442,899)       (7,724,012)       (6,250,597)         Equity attributed to shareholders       84,898,805       87,609,600       83,791,350       86,837,301         Minority interest       85,704,729       88,441,253       83,791,350       86,837,301         Loans & Borrowings       26       121,056,632       113,166,131       76,228,260       76,510,338         Financial lease liabilities       26       720,584       -       -       -         Defined benefit obligation       27       2,124,407       2,323,404       1,302,680       1,427,396         Grants       28       17,042,333       13,373,31       5,325,868       5,194,406         Provisions       30       200,000       200,000       200,000       200,000         Deferred tax liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Other long-term liabilities       29       10,233,541       11,918,006       -       -       -         Ital long-term liabilities       26       75,844       -       -       -       -       -						20,977,916
Profits/(Losses) carried forward       (22,907,228)       (23,442,899)       (7,724,012)       (6,250,597)         Equity attributed to shareholders       84,898,805       87,609,690       83,791,350       86,837,301         Minority interest       805,924       831,563       -       -         Total equity       85,704,729       88,441,253       83,791,350       86,837,301         LIABILITIES       26       121,056,632       113,166,131       76,228,260       76,510,338         Financial lease liabilities       26       720,584       -       -       -         Defined benefit obligation       27       2,124,407       2,323,404       1,302,680       1,427,396         Grants       28       17,042,333       13,373,331       5,325,868       5,194,406         Provisions       30       200,000       200,000       200,000       200,000         Deferred tax liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Other long-term liabilities       26       75,844       -       -       -         Ital long-term liabilities       26       75,844       -       -       -         Ital and other liabilities       26       75,844 <t< th=""><th>•</th><th></th><th></th><th></th><th></th><th></th></t<>	•					
Equity attributed to shareholders       84,898,805       87,609,690       83,791,350       86,837,301         Minority interest       85,704,729       88,411,253       83,791,350       86,837,301         LIABILITIES       85,704,729       88,411,253       83,791,350       86,837,301         LIABILITIES       26       121,056,632       113,166,131       76,228,260       76,510,338         Financial lease liabilities       26       720,584       -       -       -         Defined benefit obligation       27       2,124,407       2,323,404       1,302,680       1,427,396         Grants       28       17,042,333       13,373,331       5,325,868       5,194,406         Provisions       30       200,000       200,000       200,000       200,000         Defired tax liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Other long-term liabilities       19       13,339,268       10,204,735       2,790,158       2,570,938         Loans & Borrowings       26       75,844       -       -       -         Total long-term liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Loans & Borrowings		24				
Minority interest Total equity       805,924       831,563       -       -         Itability       85,704,729       88,441,253       83,791,350       86,837,301         Itability       86,837,301       113,166,131       76,228,260       76,510,338         Financial lease liabilities       26       720,584       -       -       -         Defined benefit obligation       27       2,124,407       2,323,404       1,302,680       1,427,396         Grants       28       17,042,333       13,373,331       5,325,868       5,194,406         Provisions       30       200,000       200,000       200,000       200,000       200,000       200,000       200,000       200,000       2,790,158       2,577,938         Other long-term liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Icoans & Borrowings       26       75,844       -       -       -         Financial l						· · · ·
Total equity       85,704,729       88,441,253       83,791,350       86,837,301         LIABILITIES       Image: Constant of the second s			· · · ·		83,791,350	86,837,301
LIABILITIES       26       121,056,632       113,166,131       76,228,260       76,510,338         Financial lease liabilities       26       720,584       -       -       -         Defined benefit obligation       27       2,124,407       2,323,404       1,302,680       1,427,396         Grants       28       17,042,333       13,373,331       5,325,868       5,194,406         Provisions       30       200,000       200,000       200,000       200,000         Deferred tax liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Other long-term liabilities       29       10,233,541       11,918,006       -       -         Total long-term liabilities       26       75,844       -       -       -         Loans & Borrowings       26       75,844       -       -       -         Financial lease liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       238,160,106       198,026,203       147,629,419       102,046,029         Total liabilities       402,876,8					-	-
Loans & Borrowings       26       121,056,632       113,166,131       76,228,260       76,510,338         Financial lease liabilities       26       720,584       -       -       -         Defined benefit obligation       27       2,124,407       2,323,404       1,302,680       1,427,396         Grants       28       17,042,333       13,373,331       5,325,868       5,194,406         Provisions       30       200,000       200,000       200,000       200,000       200,000         Defered tax liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Other long-term liabilities       29       10,233,541       11,918,006       -       -         Loans & Borrowings       26       75,844       109,081,046       59,340,491       49,975,970         Financial lease liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       23       13,60,106       198,026,023       147,629,419       102,046,029         Derivatives       31       337,600       349,211,810       233,476,385	i otar equity		85,704,729	88,441,253	83,791,350	80,837,301
Financial lease liabilities       26       720,584       -       -       -         Defined benefit obligation       27       2,124,407       2,323,404       1,302,680       1,427,396         Grants       28       17,042,333       13,373,331       5,325,868       5,194,406         Provisions       30       200,000       200,000       200,000       200,000       200,000         Deferred tax liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Other long-term liabilities       29       10,233,541       11,918,006       -       -         Total long-term liabilities       29       164,716,764       151,185,607       85,846,966       85,910,078         Loans & Borrowings       26       120,780,595       109,081,046       59,340,491       49,975,970         Financial lease liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       238,160,106       198,026,203       147,629,419       102,046,029         Total liabilities       402,876,870       349,211,810       233,476,385       187,956,6	LIABILITIES					
Defined benefit obligation       27       2,124,407       2,323,404       1,302,680       1,427,396         Grants       28       17,042,333       13,373,331       5,325,868       5,194,406         Provisions       30       200,000       200,000       200,000       200,000         Deferred tax liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Other long-term liabilities       29       10,233,541       11,918,006       -       -         Total long-term liabilities       29       102,0780,595       109,081,046       59,340,491       49,975,970         Financial lease liabilities       26       75,844       -       -       -         Trade and other liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       23       238,160,106       198,026,203       147,629,419       102,046,029         Total liabilities       402,876,870       349,211,810       233,476,385       187,956,107	Loans & Borrowings	26	121,056,632	113,166,131	76,228,260	76,510,338
Grants       28       17,042,333       13,373,331       5,325,868       5,194,406         Provisions       30       200,000       200,000       200,000       200,000       200,000         Deferred tax liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Other long-term liabilities       29       10,233,541       11,918,006       -       -         Total long-term liabilities       26       120,780,595       109,081,046       59,340,491       49,975,970         Financial lease liabilities       26       75,844       -       -       -         Trade and other liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       20       238,160,106       198,026,203       147,629,419       102,046,029         Total liabilities       402,876,870       349,211,810       233,476,385       187,956,107		26	720,584	-	-	-
Provisions       30       200,000       200,000       200,000       200,000         Deferred tax liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Other long-term liabilities       29       10,233,541       11,918,006       -       -         Total long-term liabilities       26       120,780,595       109,081,046       59,340,491       49,975,970         Financial lease liabilities       26       75,844       -       -       -         Trade and other liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total labilities       402,876,870       349,211,810       233,476,385       187,956,107		27	2,124,407	2,323,404	1,302,680	1,427,396
Deferred tax liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Other long-term liabilities       19       13,339,268       10,204,735       2,790,158       2,577,938         Total long-term liabilities       10       10,233,541       11,918,006       -       -         Loans & Borrowings       26       120,780,595       109,081,046       59,340,491       49,975,970         Financial lease liabilities       26       75,844       -       -       -         Trade and other liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       238,160,106       198,026,203       147,629,419       102,046,029         Total liabilities       402,876,870       349,211,810       233,476,385       187,956,107		28	17,042,333	13,373,331	5,325,868	5,194,406
Other long-term liabilities       29       10,233,541       11,918,006       -       -         Total long-term liabilities       26       10,233,541       11,918,006       -       -         Loans & Borrowings       26       120,780,595       109,081,046       59,340,491       49,975,970         Financial lease liabilities       26       75,844       -       -       -         Trade and other liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       20       402,876,870       349,211,810       233,476,385       187,956,107						
Total long-term liabilities       164,716,764       151,185,607       85,846,966       85,910,078         Loans & Borrowings       26       120,780,595       109,081,046       59,340,491       49,975,970         Financial lease liabilities       26       75,844       -       -       -         Trade and other liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       238,160,106       198,026,203       147,629,419       102,046,029         Total liabilities       402,876,870       349,211,810       233,476,385       187,956,107					2,790,158	2,577,938
Loans & Borrowings       26       120,780,595       109,081,046       59,340,491       49,975,970         Financial lease liabilities       26       75,844       -       -       -         Trade and other liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       238,160,106       198,026,203       147,629,419       102,046,029         Total liabilities       402,876,870       349,211,810       233,476,385       187,956,107	6	29	10,233,541	11,918,006	-	-
Financial lease liabilities       26       75,844       -       -       -         Trade and other liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       238,160,106       198,026,203       147,629,419       102,046,029         Total liabilities       402,876,870       349,211,810       233,476,385       187,956,107	Total long-term liabilities		164,716,764	151,185,607	85,846,966	85,910,078
Financial lease liabilities       26       75,844       -       -         Trade and other liabilities       29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       238,160,106       198,026,203       147,629,419       102,046,029         Total liabilities       402,876,870       349,211,810       233,476,385       187,956,107	Loans & Borrowings	26	120,780,595	109,081,046	59,340,491	49,975,970
29       116,966,067       88,005,309       87,972,404       51,172,042         Derivatives       31       337,600       939,848       316,524       898,017         Total short-term liabilities       238,160,106       198,026,203       147,629,419       102,046,029         Total liabilities       402,876,870       349,211,810       233,476,385       187,956,107	Financial lease liabilities			-	-	-
Derivatives         31         337,600         939,848         316,524         898,017           Total short-term liabilities         238,160,106         198,026,203         147,629,419         102,046,029           Total liabilities         402,876,870         349,211,810         233,476,385         187,956,107	Trade and other liabilities			88,005,309	87,972,404	51,172,042
Total short-term liabilities238,160,106198,026,203147,629,419102,046,029Total liabilities402,876,870349,211,810233,476,385187,956,107	Derivatives					
Total liabilities         402,876,870         349,211,810         233,476,385         187,956,107	Total short-term liabilities					
Total equity and liabilities         488,581,598         437,653,063         317,267,735         274,793,408	Total liabilities		· · ·			
	Total equity and liabilities		488,581,598	437,653,063	317,267,735	274,793,408

## **Consolidated Statement of Changes in Equity**

(Amounts in Euro)	Share Capital and Share premium	Consolidation foreign exchange differences	Hedging reserve	Fixed assets revaluation reserve	Other Reserves	Accumulated profit/ (loss)	Total	Minority interest	Total Shareholder's equity
Balance as at 1 January 2014	52,149,628	(5,701,864)	278,521	-	28,452,193	6,928,290	82,106,768	807,680	82,914,448
Period profit/(loss)	-	-	-	-	-	(30,309,277)	(30,309,277)	(29,221)	(30,338,498)
Other comprehensive income		388,018	(503,377)	36,734,630	-	(543,520)	36,075,751	284,787	36,360,538
Total comprehensive income		388,018	(503,377)	36,734,630	-	(30,852,798)	5,766,474	255,566	6,022,040
Transactions with shareholders:									
Transfer of reserves	-	-	-	-	(730,161)	730,161	-	-	-
Change in consolidation of associate company	-	-	-	-	(15,000)	(248,551)	(263,551)	(231,683)	(495,234)
Total transactions with shareholders	-	-	-	-	(745,161)	481,610	(263,551)	(231,683)	(495,234)
Balance as at 31 December 2014	52,149,628	(5,313,845)	(224,856)	36,734,630	27,707,032	(23,442,899)	87,609,691	831,563	88,441,253
Balance as at 1 January 2015	52,149,628	(5,313,845)	(224,856)	36,734,630	27,707,032	(23,442,899)	87,609,691	831,563	88,441,253
Period profit/(loss)	-	-	-	-	-	(1,830,558)	(1,830,558)	(16,825)	(1,847,383)
Other comprehensive income	-	(375,213)	28,574	(676,551)	-	166,418	(856,772)	(8,813)	(865,586)
Total comprehensive income	-	(375,213)	28,574	(676,551)	-	(1,664,140)	(2,687,330)	(25,638)	(2,712,969)
Transactions with shareholders:									
Transfer of reserves	-	-	-	(2,198,206)	(25,160)	2,223,366	-	-	-
Purchase of subsidiary	-	-	-	-	-	(23,555)	(23,555)	-	(23,555)
Total transactions with shareholders	-	-	-	(2,198,206)	(25,160)	2,199,811	(23,555)	-	(23,555)
Balance as at 31 December 2015	52,149,628	(5,689,059)	(196,281)	33,859,873	27,681,872	(22,907,228)	84,898,805	805,924	85,704,729

# HELLENIC CABLES S.A. HELLENIC CABLES INDUSTRY S. A.

FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## **Separate Statement of Changes in Equity**

(Amounts in Euro)	Share Capital and Share premium account	Fair value reserves	Other Reserves	Fixed assets reassessment reserve	Accumulated profit/ (loss)	Total Shareholder's equity
Balance as at 1 January 2014	52,149,628	202,740	26,457,081	-	(1,632,289)	77,177,160
Period profit/(loss)	-	-	-		(4,973,618)	(4,973,618)
Other comprehensive income		(641,909)	-	15,521,393	(245,724)	14,633,759
Total comprehensive income		(641,909)	-	15,521,393	(5,219,341)	9,660,142
Transactions with shareholders:						
Transfer of reserves	-	-	(601,034)		601,034	-
Total transactions with shareholders	-	-	(601,034)		601,034	<u> </u>
Balance on 31 December 2014	52,149,628	(439,169)	25,856,048	15,521,393	(6,250,597)	86,837,301
Balance as at 1 January 2015	52,149,628	(439,169)	25,856,048	15,521,393	(6,250,597)	86,837,301
Period profit/(loss)	-	-	-	-	(2,736,707)	(2,736,707)
Other comprehensive income	-	214,438	-	(629,246)	105,564	(309,244)
Total comprehensive income	-	214,438	-	(629,246)	(2,736,707)	(3,045,951)
Transactions with shareholders:						
Transfer of reserves	-	-	-	(1,157,728)	1,157,728	-
Total transactions with shareholders	-	-	-	(1,157,728)	1,157,728	-
Balance on 31 December 2015	52,149,628	(224,732)	25,856,048	13,734,419	(7,724,012)	83,791,350

FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## **Statement of Cash Flows**

		GRO	OUP	COM	PANY
(Amounts in Euro)	Note	2015	2014	2015	2014
Cash flows from operating activities					
Profit / (loss) before tax		644,422	(37,927,227)	(3,249,903)	(7,679,518)
Plus /( less) adjustments for:					
Depreciation / Amortization	14, 15	14,362,229	9,654,731	5,757,245	4,066,365
Amortization of grants	7	(921,788)	(417,408)	(480,420)	(321,264)
Provisions (mainly for receivables and inventory)		3,018,567	(354,485)	1,763,809	337,545
Results (income, expenses, profit, loss) from investment activity		(526,366)	105,907	(1,385,769)	(1,374,398)
Income from dividends		-	-	(169,200)	(12,724,206)
Finance charges and related expenses	12	21,393,638	16,778,906	11,622,269	10,486,373
(Profits)/ Losses from sale of fixed assets	7	(4,783)	(12,681)	(35,733)	(60,245)
Losses from destruction/impairment of fixed assets		216,308	11,824,035	155,025	6,153,829
Decrease/(increase) in inventories		4,454,090	(13,615,681)	(14,642,717)	(8,960,833)
Decrease/(increase) in receivables		(44,004,260)	(6,854,360)	(3,802,969)	8,065,463
(Decrease)/ increase in payables (except loans)		27,515,490	24,136,452	36,800,362	(18,434,142)
Interest paid		(18,441,403)	(14,493,621)	(11,281,835)	(10,591,717)
Tax paid		-	-	-	-
Total inflows (outflows) from operating activities		7,706,145	(11,175,432)	21,050,165	(31,036,748)
Cash flows from investment activities					
Purchases of tangible assets	14, 16	(11,194,744)	(31,917,055)	(3,620,848)	(4,105,033)
Purchases of intangible assets	15	(282,905)	(101,389)	(151,881)	-
Sales of tangible assets		5,007	12,835	37,678	136,304
Increase of holdings in subsidiaries and associate companies		(78,905)	(1,002,000)	(14,478,905)	(5,114,000)
Sale of investment		16,462	-	16,462	-
Dividend received		169,200	37,600	169,200	12,724,206
Interest received		22,168	128,421	1,004,871	1,585,328
Total inflows (outflows) from investment activities		(11,343,717)	(32,841,588)	(17,023,424)	5,226,805
Cash flows from financing activities					
Dividend paid to parent company shareholders		-	(4,470)	-	(4,470)
Loans obtained		22,777,020	35,845,779	12,766,041	16,785,103
Repayment of loans		(6,434,156)	(12,570,042)	(4,024,032)	(1,066,032)
Grants received		-	8,030,422	-	-
Cash of subsidiary not consolidated		-	(177,471)	-	-
Cash of subsidiary acquired		53,863	-	-	-
Changes in financial leases		796,428	(166,641)	-	-
Total inflows (outflows) from financing activities		17,193,155	30,957,577	8,742,009	15,714,601
Net (decrease) / increase in cash and cash equivalents		13,555,583	(13,059,442)	12,768,750	(10,095,343)
Cash and cash equivalents at the beginning of the period		4,665,337	17,723,902	3,288,773	13,384,115
Foreign exchange differences in cash held		(5,801)	877	-	-
Cash and cash equivalents at the end of the period	22	18,215,119	4,665,337	16,057,523	3,288,773
The notes on pages 6 to 64 are an integral t	sout of the	Concellidated	Einen siel Staten		



## 1. Reporting entity

HELLENIC CABLES S.A. (the Company) is seated in Greece, 2-4 Mesogheion Ave, Athens Tower, Building B', Athens.

HELLENIC CABLES S.A. and its parent company HALCOR S.A. are listed on the Athens Stock Exchange. The ultimate parent company "VIOHALCO SA/NV" is listed on EURONEXT Stock Exchange in Belgium.

On 31 December 2015, HALCOR S.A.'s direct and indirect holding in HELLENIC CABLES was 72.53% (2014: 72.53%), while VIOHALCO SA/NV had a direct and indirect holding of 74.48% (2014: 74.48%).

The Company and its subsidiaries (hereinafter the "Group") mainly operate in Greece and Romania by producing and distributing all types and forms of cables (energy, telecommunications, submarine, etc) and are part of HALCOR and VIOHALCO SA/NV industrial group.

## 2. Basis of accounting

#### 2.1 Statement of Compliance

The financial statements of the Group have been prepared in accordance with the International Financial Reporting Standards (IFRS) and their interpretations, as adopted by the European Union, on the basis of the going concern principle.

The financial statements have been approved by the Board of Directors on March 9, 2016 and have been uploaded on <u>www.cablel.gr</u>. The Company's General Electronic Commercial Registry No. is 281701000.

#### 2.2 Basis of measurement

The financial statements have been prepared according to the principle of historical cost, with the exception of financial derivative instruments, tangible fixed assets (fields-lots, buildings and productive machinery) and investment property, which are presented at fair value.

#### 2.3 Functional currency

The consolidated financial statements are presented in Euro which is the Company's functional currency. All financial information is provided in Euro and has been rounded to the nearest digit, unless otherwise indicated in each separate note. Rounding results in minor differences in the tables incorporated in this Annual Financial Report.

#### 2.4 Use of estimates and assumptions

Preparing financial statements in accordance with IFRS requires that management makes judgements, estimates and assumptions which may affect the accounting balances of assets and liabilities as well as the income and expense items. The actual results may differ from these estimates.

The estimates and relevant assumptions are reviewed on an ongoing basis. Any deviations of the accounting estimates are recognised in the period in which they are reviewed provided they concern solely the current period or, if they refer to future periods, the deviations concern both current and future periods.

The accounting decisions made by Management when applying the Group's accounting policies and expected to affect most the Financial Statements of the Group and the Company are as follows:

Management examines at least on an annual basis whether there are signs of impairment of the intangible assets whose useful life is indefinite and, if applicable, estimates the amount of such impairment according to the Group's accounting policy. An impairment test of such intangible assets is conducted as part of the respective cash generating unit. In principle, the recoverable amount of the cash generating



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

unit under review is determined on the basis of the higher value between the fair value less cost to sell and the value in use. At first, the Group estimates the value in use of the cash generating unit and if the result based on this method is higher than the accounting balance, the Group does not assess the fair value less cost to sell.

Such determination is based on estimates and underlying assumptions.

Moreover, during each fiscal year Management examines the following, based on assumptions and estimates:

- the useful life and residual value of depreciable tangible and intangible assets;
- the reasons that continue to support an indefinite useful life assessment for those intangible assets which had been evaluated as of indefinite useful life upon their initial recognition;
- the recoverable value of the companies' holdings in subsidiaries and associates in the separate Financial Statements and also in investments in other companies in both individual and consolidated Financial Statements;
- the amount of provisions for staff leaving indemnities, for income tax of unaudited fiscal years, for obsolete or slow-moving inventories and for disputed cases;
- the recoverability of the deferred tax asset.

The main sources of uncertainty for the Group and the Company on the date the Financial Statements were compiled which may have a significant effect on the book values of assets and liabilities concern:

- the useful life of depreciable tangible and intangible assets (Notes 14, 15);
- the estimates about the recoverability of deferred tax assets (Note 19);
- doubtful debts (Note 31.1);
- the measurement of liabilities for staff leaving indemnities (Note 27);
- the reasons that continue to support an indefinite useful life assessment for the licence granted for the Port in Soussaki, Korinthia and for the trade name "FULGOR" (Note 15);
- the impairment test of the intangible assets whose useful life is indefinite (Note 15).

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## 3. New standards, interpretations and amendment of existing standards

The accounting principles used in the preparation and presentation of these financial statements are consistent with those used in the preparation of the Company's and the Group's financial statements for the year ended on 31 December 2014 except of the implementation of the new standards and interpretations set out below which must be applied to the annual financial statements beginning on or after 1 January 2015 and had minor or nil impact on the Group's and the Company's financial statements:

**IAS 19 (Amendment) "Employee Benefits":** The narrow-scope amendments to the standard refer to the contributions of employees or third parties to defined-benefit plans. Such amendments aim to streamline the accounting treatment of those contributions that are independent of the number of years of the employees' past service such as those employee contributions that are a fixed percentage of the employees' salary and can be recognised as a reduction in the service cost in the period in which the related service is rendered.

## Annual Improvements to 2010 – 2012 Cycle:

The following amendments describe the most important changes brought to IFRSs due to the results of the 2010-2012 annual improvement program of the IASB.

**IFRS 2 "Share-based payment":** This amendment clarifies the definition of "vesting condition" and adds definitions for "performance condition" and "service condition".

**IFRS 3 "Business combinations":** The amendment clarifies that the liability for a contingent consideration qualifying as financial asset is classified as a financial liability or an equity instrument based on the definitions of IAS 32 "Financial Instruments: Presentation". It also clarifies that any contingent consideration, either financial or not, which is not classified as an equity instrument is measured at fair value through profit or loss.

**IFRS 8 "Operating segments":** The amendment requires an entity to disclose the judgments made by Management in applying the aggregation criteria to operating segments. It also clarifies that an entity shall only provide reconciliations of the total of the reportable segments' assets to the entity's assets only if the segment assets are reported regularly.

**IFRS 13 "Fair Value Measurement":** The amendment clarifies that the standard does not remove the ability to measure short-term receivables and payables at the invoice amounts if the effect of discounting is immaterial.

**IAS 16 "Property, Plant and Equipment" and IAS 38 "Intangible Assets":** Both standards were amended to clarify how an entity applying the revaluation model should treat the book value of an item of property, plant and equipment prior to depreciation, and accumulated depreciation.

**IAS 24 "Related Party Disclosures":** The standard was amended to specify that an entity providing key management personnel services to the reporting entity or to the parent of the reporting entity is a related party of the reporting entity.

## HELLENIC CABLES S.A. HELLENIC CABLES INDUSTRY S. A.

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## Annual Improvements to IFRSs 2011-2013 Cycle:

The following amendments describe the most important changes brought to IFRSs due to the results of the annual improvement program of the 2011-2013 Cycle carried out by the IASB.

**IFRS 3 "Business combinations":** The amendment clarifies that IFRS 3 excludes from its scope the accounting for the formation of a joint arrangement in the financial statements of the joint arrangement itself.

**IFRS 13 "Fair Value Measurement":** It clarifies that the scope of the portfolio exception defined in paragraph 52 of IFRS 13 includes all contracts accounted for within the scope of IAS 39 "Financial Instruments: Recognition and Measurement" or IFRS 9 "Financial Instruments", regardless of whether they meet the definition of financial assets or financial liabilities as defined in IAS 32 "Financial Instruments: Presentation".

**IAS 40 "Investment Property":** The amendment clarifies that determining whether a specific transaction meets the definition of both a business combination as defined in IFRS 3 "Business Combinations" and investment property as defined in IAS 40 "Investment Property" requires the separate application of both standards independently of each other.

#### Mandatory standards and Interpretations for subsequent periods:

Certain new accounting standards and interpretations have been issued that were not mandatory for the fiscal year ended on 31 December 2015 and have not been adopted earlier by the Group. The Group considers the effect of the new standards and amendments on its financial statements without having assessed any effect on the financial position of the Group or the Company. There are no other standards which have not yet been put into effect and are expected to have a significant effect on the Group in the current or future periods and on transactions held in the foreseeable future.

**IFRS 9 "Financial Instruments" and subsequent amendments to IFRS 9 and IFRS 7** (applying to annual accounting periods beginning on or after 1 January 2018): The final version of IFRS 9 which sets out the accounting principles on financial instruments replaces IAS 39. The standard includes the accounting principles in the following sectors:

Classification and measurement: Financial assets are classified based on the business model in which they are held and the nature of their contractual cash flows. The version of IFRS 9 (2014) introduces the category of "fair value through other comprehensive income" for certain securities. Financial liabilities are classified like in IAS 39 but there are differences in the measurement of the entity's credit risk.

Impairment: The version of IFRS 9 (2014) introduces an approach of "expected credit loss" for measuring the impairment of financial assets. Thus, it is no longer necessary for a credit event to have occurred before credit losses are recognised. Hedge accounting: It introduces an approach to hedge accounting which has been designed so as to align how entities undertake risk management activities when hedging their financial and non-financial risk exposures.

Elimination: The rules applying to the elimination of financial assets and financial liabilities were transferred from IAS 39.

**IFRS 15 "Revenue from Contracts with Customers"** (applying to annual accounting periods beginning on or after 1 January 2018): IFRS 15 provides a single, principles based five-step model to be applied to all contracts with customers. The five steps of the model are as follows: Identify the contract with the customer, identify the performance obligations in the contract, determine the transaction price, allocate the transaction price to the performance obligation. In addition, it provides guidance on issues such as the time at which income is posted, the accounting treatment of variable consideration, the costs incurred to fulfil and obtain a contract and various relevant issues. New disclosures are also introduced. The standard has not been adopted by the European Union.

**IFRS 16** "Leases" (applying to annual accounting periods beginning on or after 1 January 2019): IFRS 16 was issued in January 2016 and replaced IAS 17. The standard aims to ensure that both lessees and

HELLENIC CABLES S.A. Hellenic cables industry s. a.



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

lessors provide useful information giving a fair view of the substance of leasing-related transactions. IFRS 16 introduces a single lessee accounting model according to which a lessee is required to recognise assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. As regards the accounting treatment on the part of the lessor, IFRS substantially carries forward the requirements in IAS 17. Accordingly, a lessor continues to classify its leases as operating leases or finance leases, and to account for those two types of leases differently. The standard has not yet been adopted by the European Union.

**IFRS 11** (Amendment) "Joint Arrangements" (applying to annual accounting periods beginning on or after 1 January 2016): The amended version of IFRS 11 requires acquirers of an interest in a joint operation that constitutes a business (as defined in IFRS 3 "Business Combinations") to apply all accounting principles of business combinations included in IFRS 3 and other IFRSs save those accounting principles clashing with the stipulations of IFRS 11. In addition, the amendment requires the disclosure of any information required by IFRS 3 and other IFRSs on business combinations.

**IAS 16 "Property, Plant and Equipment**" and **IAS 38 "Intangible Assets**" (amendment) (applying to annual accounting periods beginning on or after 1 January 2016): These amendments clarify that a revenue-based method is not considered to be an appropriate method of asset depreciation and also specify that a revenue-based method is an inappropriate basis for measuring the consumption of the economic benefits embodied in an intangible asset.

#### IAS 27 (Amendment) "Equity Method in Separate Financial Statements"

(applying to annual accounting periods beginning on or after 1 January 2016): IAS 27 is amended to allow the equity method as an accounting option for investments in subsidiaries, joint ventures and associates in an entity's separate financial statements.

**IAS 1 (Amendments) "Disclosures**" (applying to annual accounting periods beginning on or after 1 January 2016): The amendments clarify the guidance of IAS 1 on the concepts of materiality and aggregation, presentation of sub-totals, structure of financial statements and disclosures of accounting policies.

**IFRS 10, IFRS 12** and **IAS 28 (Amendment) "Investment Entities": Applying the Consolidation Exception**" (applying to annual accounting periods beginning on or after 1 January 2016): The amendments specify how the exemption of investment entities and their subsidiaries from mandatory consolidation is implemented. The amendments have not yet been adopted by the European Union.

**Annual Improvements to IFRSs 2012-2014 Cycle** (applying to annual accounting periods beginning on or after 1 January 2016): The Annual Improvements to IFRSs 2012-2014 Cycle makes amendments to the following standards: IFRS 5 "Non-current assets held for sale and discontinued operations"

- IFRS 5 "Non-current assets held for sale and discontinued operations"
- IFRS 7 "Financial instruments: Disclosures"
- IAS 19 "Employee Benefits"
- IAS 34 "Interim Financial Reporting"



## 4. Significant accounting policies

The accounting policies cited below have been consistently applied to all periods presented in these Financial Statements and have also been consistently applied by all companies of the Group.

#### 4.1 Consolidation basis

#### (a) Business combinations

Acquisition of subsidiaries is accounted for using the acquisition method on the acquisition date, i.e. the date on which control is transferred to the Group. Control is the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. To assess control, the Group takes into account eventual voting rights that can be exercised prior to important decision-making on the Company's above activities.

Goodwill on acquisition date is calculated as:

- the fair value of the acquisition cost, plus
- the value of any non-controlling interest in the acquired subsidiary less
- the fair value of non-controlling interest prior to the subsidiary's acquisition in case of step acquisition;
- the fair value of identifiable assets and liabilities assumed.

In the case of negative goodwill, profit is directly posted in the income statement. Any expenses directly linked with acquisition are directly posted in the income statement. Any eventual acquisition cost is recognised at its fair value on the acquisition date.

#### (b) Accounting of the acquisition of non-controlling interest

Acquisitions of non-controlling interests are accounted for as transactions of shareholders and their stakes and, therefore, no goodwill is recognised in such transactions.

#### (c) Subsidiary companies

Subsidiary companies are companies in which the Group controls, directly or indirectly, their financial and operational policy. Subsidiaries are fully consolidated (total consolidation) from the date control over them is acquired and cease to be consolidated from the date on which this control no longer exists.

In its financial statements, the Company measures holdings in subsidiaries at acquisition cost.

## (d) Loss of control

If control over a subsidiary is lost the Group ceases to recognise the subsidiary's assets and liabilities and the respective stakes of non-controlling interests related to the subsidiary. Any difference from the loss of control is recognised through profit or loss. If the Group keeps a stake in the former subsidiary, then such stake is presented at fair value on the date control is lost. Subsequently, it is presented using the equity method as an associate company or as an asset available for sale pro rata to the stake therein.

#### (e) Associates

Associate companies are companies over which the Group exercises significant influence, but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted for using the equity method and are initially recognised at acquisition cost. The account in which investments in associate companies are recognised includes the goodwill that arises on acquisition (net of any impairment losses). In the consolidated financial statements, the Group presents the ratio in results and total income after any adjustments of accounting principles so that they are comparable with those of the Group as of the date significant influence was acquired until the date it is lost. If the Group's share in the losses in an associate company is greater than the value of its investment therein, no

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additional losses are recognised, unless payments have been made or further commitments have been assumed on behalf of the associate company.

In its financial statements, the Company measures holdings in associate companies at acquisition cost.

## (f) Crossing-out inter-company transactions

Transactions, balances and unrealised profits and losses that arise from transactions between the Group's companies are crossed out upon consolidation. Unrealised profits for transactions among associate companies are crossed out in relation to the Group's stake in the associate. Unrealised losses are also deleted, but are taken into consideration as an indication of the transferred asset's impairment.

## (g) Foreign operations

The balance sheets of the companies operating in other countries and included in the consolidation are converted into Euro using the exchange rate applying on the balance sheet closing date. The income and expenses of the above companies are converted into Euro using the average value of the foreign currency during the year.

Foreign exchange differences are directly recognised in equity and presented in a special account in the Statement of Changes in Equity. When a foreign operation is disposed of, the reserve set aside in equity shall be transferred to operating results.

## 4.2 Foreign currency

## (a) Transactions and balances

Foreign currency transactions are translated into the functional currency of the Company using the exchange rates prevailing at the dates of each transaction. Profits and losses from foreign exchange differences that arise from the settlement of such transactions and from conversion of monetary asset and liability items that are expressed in a foreign currency at the foreign exchange rates that apply on the balance sheet date are recorded in Income Statement.

## (b) Transactions with Group companies having different currencies

The conversion of the financial statements of companies in the Group (none of which has the currency of a hyperinflationary economy) that have a functional currency other than the Group's presentation currency takes place as follows:

- Assets and liabilities including goodwill and fair value adjustments arising during consolidation are converted into Euro using the official exchange rate for the foreign currency that is in effect on the balance sheet date.
- The income and expenses of foreign operations are converted into Euro using the average exchange rate during the period, and.
- Any foreign exchange difference that may arise is recorded in Equity, in the item "Foreign exchange differences of foreign subsidiaries consolidation" and is transferred to the results when these companies are sold.

## 4.3 Financial assets

## (a) Non-derivative financial instruments

Financial instruments save derivatives consist of equities and other securities, receivables and other receivables, cash and cash equivalents, loans and long-term liabilities, trade and other payables. These instruments are classified by the Group pursuant to the purpose for which they were acquired. Management decides on adequate classification of the investment at the time of acquisition. Investments are derecognised when the rights to receive cash flows from the investments have expired or have been



transferred and the Group has transferred substantially all risks and rewards of ownership. Financial assets are initially recognised at fair value plus acquisition cost save those recognised at fair value. Assets are measured as per their classification.

#### (b) Customers and other trade receivables

Trade and other receivables are initially booked at their fair value and are subsequently measured at their non-depreciated cost less impairment losses. Impairment losses are recognised when there are objective indications that the Group is not in a position to collect all or part of the amounts due based on contractual terms. The amount of impairment loss is the difference between the book value of receivables and the present value of the estimated future cash flows. The amount of provision is recognised in the income statement as an expense.

## (c) Cash and cash equivalents

Cash and cash equivalents include cash balances, sight deposits and short-term, high-liquid and low-risk investments.

#### (d) Financial assets available for sale

This category includes non-derivative financial assets that are either designated in this sub-category or cannot be classified as "held until maturity" or as "fair value item through profit or loss". The purchase and sale of an investment is recognised on the day the transaction is carried out, which is also the day on which the Group is committed to purchase or sell the asset. Investments are initially recorded at their fair value plus any expense associated with the transaction. Available-for-sale financial assets are subsequently carried at fair value and the relevant gains or losses are recognised in Fair Value reserves in owners' equity until they are sold or impaired. The fair value of those items traded on a regulated market corresponds to the closing price. As for the other items for which fair value cannot be reliably determined, fair value corresponds to acquisition cost. Impairment loss is recognised through transfer of accumulated loss from reserves to operating results. The accumulated loss that is transferred is the difference between the acquisition cost after depreciation through the effective interest rate and the current fair value less the impairment already posted to results during prior periods. Impairment losses that have been recognised through profit or loss cannot be reversed through profit or loss for equity financial assets. The Group carries out tests for impairment; in the case of listed shares, impairment consists in mandatory or prolonged reduction of fair value in relation to the acquisition cost which, in such case, is posted through profit or loss.

#### (e) Fair value

The fair values of financial assets traded on active markets are designated based on current market price. In the case of assets not so traded, fair values are designated using valuation techniques such as recent transaction analysis, reference to comparables and cash flow discounts.

#### (f) Borrowing

Loans are initially recorded at their fair value, decreased by any direct expense that is required in order to complete the transaction. They are subsequently valued at their non-depreciated cost based on the effective interest rate method. Any difference between the amount that has been collected (net of relative expenses) and the settlement value is recorded in the results during the term of the loan based on the effective interest rate method.

Loans are classified as short-term liabilities unless the Group has the right to defer the settlement thereof for at least 12 months from the balance sheet date. Loan interest charges are directly posted to the income statement of the period they concern. Recognition stops when contractual obligations are cancelled, expire or are sold.



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### 4.4 Derivatives and hedge accounting

The Group holds derivatives to hedge the risk of a change in interest rates and foreign currencies. Derivatives are initially and subsequently recognised at their fair value. The method by which profits and losses are recognised depends on whether derivatives are designated as a hedging instrument or are held for trading.

When entering into transactions the Group records the proportion between hedged assets and hedging assets and the relevant risk management strategy. When entering into the contract and thereafter the estimate is recorded about the high effectiveness of hedging both for fair value hedges and for cash flow hedges. As for future transaction hedging, the probability to complete the transaction is substantiated.

#### (a) Fair value hedging

Changes in the fair value of derivatives which are defined as fair value hedges are posted to the results as are the changes in the fair value of the hedged assets which are attributed to the risk offset.

#### (b) Cash Flow hedges

The effective proportion of a change in the fair value of derivatives defined as cash flow change hedges are posted to an Equity Reserve. The gain or loss on the non-effective proportion is posted to the results. The amounts posted as an Equity Reserve are carried forward to the results of the periods where the hedged assets affect profits or losses. In cases of hedging forecast future transactions which result in recognition of a non-monetary asset (e.g. inventory) or liability, profits or losses which had been posted to equity are carried forward to acquisition cost of the non-financial asset generated.

When a hedge matures or is sold or when the hedging proportion no longer meets the hedge accounting criteria, the profits and losses accrued to Equity remain as a reserve and are carried forward to the results when the hedge affects profits or losses. In the case of a hedge on a forecast future transaction which is no longer expected to be realised, the profits or losses accrued to Equity are carried forward to the income statement.

## 4.5. Share capital

Share capital consists of ordinary shares. Direct costs for the issuance of shares are presented after deducting the income tax applied to reduce the proceeds of the issue.

#### 4.6 Property, plant and equipment

#### (a) Recognition and measurement

Property, plant and equipment held for use in manufacturing or providing goods and services or for administrative purposes are presented in the consolidated and separate statement of financial position at their adjusted value which is the fair value on the adjustment date less any subsequent accumulated depreciation and impairment. Reassessments are carried out at regular intervals to ensure that book values do not vary substantially from those that would be determined using the fair value upon expiry of each reporting period. Any goodwill arising from the reassessment of such property, plant and equipment is recognised in the statement of other comprehensive income and is directly posted to "fixed assets revaluation reserve" in Equity save the amount reversing prior impairment losses for the same asset that had been previously recognised through profit or loss. The reduction in fair value which arises from the adjustment of property, plant and equipment is recognised in the income statement, save the amount reversing prior goodwill for the same asset which had been recognised in fixed assets value adjustment reserve.

Means of transport, other machinery, furniture and other equipment are reflected at historical cost less depreciation. The historical cost includes expenses directly allocated to the acquisition and establishment cost of the fixed asset. Costs may also include profits/losses in equity arising from foreign currency cash flow hedging with respect to fixed assets purchases.

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When tangible assets are sold, differences between the price received and the book value are posted as profits or losses in the income statement in the account "Other income" or "Other operating expenses" as the case may be. When the book value of a tangible fixed asset exceeds its recoverable value, the difference (impairment loss) is directly recorded in the Income Statement.

## (b) Amortisation and depreciation

Plots are not depreciated. Other tangible fixed assets are depreciated based on the straight line method using equal annual charges over their remaining useful lives, so as to delete cost at its residual value. The expected useful life of assets is as follows:

-	Buildings	20-50 years
_	Machinery	10-40 years
_	Machinery & equipment	10-15 years
—	Control instruments	10-40 years
_	Cars	4-10 years
_	Furniture and other fixtures	1-10 years

The residual value and useful life of tangible fixed assets are reviewed and adjusted at each balance sheet date, if that is considered necessary.

## 4.7 Intangible assets

The Group has classified industrial property rights related to trademarks, licenses, software programs and intangible assets arising from entity acquisition under such category.

## Concessions and industrial property rights

Concessions and industrial property rights include trademarks and licenses with specific service life and are estimated at their acquisition cost less depreciation. These assets are depreciated based on the straight-line method during their service life, which ranges between 10-15 years. Wherever intangible assets with indefinite useful life have been recognised, these are measured at cost less accumulated impairment. Their cost includes the cost of studies, laboratory tests and consumables.

## Software

Software licenses are estimated at their acquisition cost, less accumulated depreciation and any accumulated impairment. These assets are depreciated based on the straight-line method during their service life, which ranges between 3 to 5 years.

Expenditures that are required for the maintenance of software programs are recognised as an expense in the Income Statement in the year in which they are incurred.

## Intangible assets from business acquisition

The intangible assets acquired upon a business combination are identified separately from goodwill when they meet the definition of an intangible asset and their fair value can be reliably measured. The cost of an intangible asset is its fair value on the acquisition date but after the initial recognition an intangible asset acquired through a business combination is measured at cost less any accumulated depreciation and any accumulated impairment loss. Wherever intangible assets with indefinite useful life have been recognised, these are measured at cost less accumulated impairment.



#### 4.8 Investment property

Investment property is initially valued at acquisition cost and is subsequently recognised at fair value with any changes thereof recognised as gain or loss through profit or loss.

The profits or losses arising from the disposal of investment property (calculated as the difference between the net inflow from the disposal and the book value of the asset) are recognised through profit or loss during the period of disposal. When an investment property previously recognised in "Property, plant and equipment" and adjusted is sold, then the relevant value adjustment reserve is carried forward.

#### 4.9 Inventories

Inventories are valued at acquisition cost or net realisable value, whichever is lower. Acquisition cost is determined by applying the annual average weighted cost method and includes the cost to buy, produce or manufacture and other expenses so as to acquire its current condition and location and the ratio of production expenses. The cost may include any transfer from the cash flow hedging reserve. Net realisable value is assessed based on current sale prices of inventories in the course of ordinary activities less any termination and sales expenses which apply to the case.

#### 4.10 Impairment

#### (a) Non-derivative financial instruments

The book value of the Group's financial assets, which are not presented at fair value through profit or loss, including the investments consolidated using the equity method of accounting, is reviewed during each reporting period to determine whether there is objective evidence of impairment.

Objective evidence that a financial asset is impaired includes the following:

- a debtor goes bankrupt or is characterised as uncollectible;
- the amount of debt is adjusted due to a change in its payment terms;
- there are signs that the debtor or issuer will enter bankruptcy due to difficult financial conditions;
- negative developments in the payment method involving debtors or issuers;
- an active market for equities disappears, or
- observable data indicating that there is a measurable decrease in the expected future cash flows from a group of financial assets.

#### Financial assets measured at non-amortised cost

The Group recognises an indication of impairment of such assets at the level of both independent asset and group of assets. All individually significant assets are tested for impairment on an individual scale. Those not impaired on an individual scale are tested collectively for impairment. Any assets which are not significant individually are tested collectively for impairment. A collective assessment is established by grouping assets with common risk characteristics.

Impairment loss is recognised as the difference between the non-amortised value of the asset and the present value of the expected future cash flows at the effective discount rate. Losses are recognised in the income statement and in relevant provisions. When the Group decides that there is no reason to reinstate the asset's book value to realistic levels, the provision is deleted. If the amount of impairment is reduced and such reduction is associated with an objective event which occurred after the initial impairment, then the impairment initially recognised is reversed in the Income Statement.

#### Available-for-sale financial assets

Impairment in Financial assets available for sale is recognised through transfer of accumulated loss from Fair Value Reserve to operating results. The amount transferred to results is the difference between acquisition cost and current fair value less any impairment previously recognised through profit or loss. If the fair value of a share posted as available-for-sale financial asset subsequently rises and such increase is associated with an objective event which occurred after the initial impairment, then the impairment initially

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recognised is reversed in the Income Statement. Otherwise, impairment is reversed in the Statement of Comprehensive Income.

#### **Equity-accounted investees**

Impairment in equity-accounted investees is measured by comparing the recoverable amount from the investment with its book value. The impairment is recognised through profit or loss and is reversed if the estimates used in determining the investment's recoverable amount change for the better.

#### (b) Non financial assets

As for non-financial assets save investment property, inventories and deferred tax asset, the value of impairment is examined on each closing date for any impairment. Goodwill is necessarily tested each year for impairment. Assets that have an indefinite useful life are not depreciated, but are subject to an impairment test on an annual basis and when certain facts indicate that their book value may not be recoverable.

The recoverable amount of an asset or cash generating unit is the higher between the value in use and the fair value less any cost to sell. The value in use is based on the expected future cash flows discounted at their present value using a pre-tax discount rate that reflects current market estimates of the time value of money and the risks directly associated with the asset or the cash generating unit.

Impairment is recognised if the book value exceeds the estimated recoverable amount.

Impairment is recognised in the Income Statement.

Goodwill impairment is not reversed. The impairment loss is reversed thus restoring the book value of the asset to its recoverable amount to the extent this does not exceed the book value of the asset (net of amortisation) that would have been determined if impairment loss had not been posted.

#### 4.11 Employee benefits

#### (a) Short-term benefits

Short-term benefits to staff in cash and in kind are posted as expenses when accrued. A liability is recognised for the amount expected to be paid as benefit to the staff and its executives if there is a legal or contractual obligation to pay this amount as a result of employee services and insofar as such liability can be reliably measured.

#### (b) Defined-contribution plans

Defined-contribution plans are plans for the period after the employee has ceased to work during which the Company pays a defined amount to a third legal entity without any other obligation. Obligations for contributions to defined-contribution plans are recognised as expense through profit or loss at the time they are due.

#### (c) Defined-Benefit plans

Defined-benefit plans are any other retirement plans save defined-contribution plans. The obligation posted to the balance sheet for defined-benefit plans is calculated as the present value of the future benefit of the employee for his services for the defined benefit less the fair value of the plan's assets and the changes arising from the non-recognised actuarial gains and losses and the past service cost. The discount rate corresponds to the index of European bonds of low credit risk "Iboxx AA-rated Euro corporate bond 10+year".

The calculation of defined benefit obligations is performed annually by a qualified actuary using the projected unit credit method.

Remeasurements of the net defined benefit liability, which comprise actuarial gains and losses, are recognised immediately in OCI. The Group determine the net interest expense on the net defined benefit liability for the period by applying the discount rate used to measure the defined benefit obligation at the beginning of the annual period to the then-net defined benefit liability, taking into account any changes in

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the net defined benefit liability during the period as a result of contributions and benefit payments. Net interest expense and other expenses related to defined benefit plans are recognised in profit or loss. When the benefits of a plan are changed or when a plan is curtailed, the resulting change in benefit that relates to past service or the gain or loss on curtailment is recognised immediately in profit or loss. Viohalco and its companies recognise gains and losses on the settlement of a defined benefit plan when the settlement occurs.

## (d) Staff leaving indemnity benefits

Leaving indemnity benefits are paid when employees depart before their retirement date. The Group posts these benefits when it undertakes either to terminate the employment of current employees in line with a detailed plan which is not likely to be withdrawn or when these benefits are offered as an incentive for voluntary redundancy. Staff leaving indemnity benefits that are due 12 months after the balance sheet date are discounted. In the case of termination of employment where it is impossible to determine which employees will make use of the benefits, they are not booked but simply disclosed as a contingent liability.

## (e) Profit-sharing and benefit schemes

The Group records a liability and a corresponding expense for benefits and profit-sharing. This amount is included in post-tax profits less any mandatory reserves stipulated by law.

## 4.12 Provisions

Provisions are recognised when the Group has a present legal or constructive obligation and it is likely that there will be an outflow of resources to settle the obligation and that amount can be reliably assessed. Provisions are re-examined on each balance sheet date and, if it is likely that there will no longer be an outflow of resources to settle the obligations, the provisions are reversed. Provisions are used only for the purpose for which they were originally created. No provisions are recognised for future losses. Contingent assets and contingent liabilities are not recognised in the financial statements.

## 4.13 Income

**Sales of products**: Income from sales of products and merchandise includes the fair value of their sale, net of Value Added Tax, discounts and returns. Sales of goods are recognised when the Group delivers the goods to its customers based on the terms of the agreement or the goods are accepted by the customers and the collection of the claim is reasonably guaranteed.

## **Construction contracts:**

The Group deals with works contracts pertaining mainly to construction and installation projects of highvoltage land and submarine cables. A construction contract is a contract specifically negotiated for the construction of an asset or a group of interrelated or interdependent assets in terms of design, technology and operation or their final objective or use.

The expenses related to a contract are recognised when incurred.

When the outcome of a construction contract cannot be estimated reliably, revenue generated from the contract is recognised solely to the extent that contract costs incurred are expected to be recoverable.

When the outcome of a works contract can be estimated reliably, revenue and costs generated from the contract are recognised during the term of the contract as income and expense respectively. The Group applies the percentage of completion method of accounting in order to determine the appropriate amount of income and expense that the Group will recognize during a given period. The stage of completion is measured on the basis of the expenses incurred until the balance sheet date in relation to the total estimated expenses for each contract. The criteria used to specify the stage of completion of each project are objectively the following:



- During cable production stage, the estimation of completion depending on the type of contract is based either on: a) the ratio between the number of actual production hours and total number of budgeted hours; or b) the quantity of the manufactured and verified lengths of cable compared to the total quantity of lengths provided for in the contract.

- During cable installation stage, the percentage completion is based on the contractual time schedules based on the anticipated works such as cable transportation, the meters installed and their connection with networks.

Whenever it is probable that the contractual total cost will exceed the total income, the expected loss is directly recognised in the income statement as expense.

For the cost realised until the end of the year to be calculated, any expenses related to future works regarding the contract shall be exempted and appear as work in progress. The cost of works in progress during production process includes the direct borrowing costs. The total cost realised and the profit/loss recognised for each contract is compared with the progressive invoicing until the end of the year.

Whenever the expenses incurred plus the net profits (less losses) that have been recognised exceed progressive invoicing, the difference is recognised as receivable from customers of works contracts in the item "Trade and other receivables". Whenever progressive invoicing exceeds the incurred expenses plus the net profits (less losses) that have been recognised, the balance is presented as liability to the customers of works contracts in the item "Trade and other payables".

**Provision of services**: Income from the provision of services is accounted for in the period in which the services are rendered, based on their stage of completion in relation to all the services that shall be rendered.

**Income from interest**: Income from interest is recognised based on time proportion and with the use of the effective interest rate. When receivables are impaired, the book value thereof is reduced to their recoverable amount, which is the present value of the expected future cash flows discounted with the initial effective interest rate. Subsequently, interest is accounted for based on the same interest rate that is applied to the impaired (new book) value

#### 4.14 Government Grants

Government grants for investments in assets are recognised as accrued income where there is a reasonable assurance that the grant will be received and the Group will comply with all relevant conditions. Government grants relating to the purchase of fixed assets are credited to the income statement on a straight-line basis over the expected useful lives of the related assets.

Government grants compensating the Group for expenses are recognised in the results so that these will match the expenses that they will cover.

#### 4.15 Leases

Asset leases where the Group substantially retains all risks and rewards of ownership are classified as finance leases. Finance leases are capitalised at the lease's inception at the lower of the fair value of the fixed asset and the present value of the minimum lease payments, reduced by accumulated depreciation and any obsolescence losses. The corresponding liabilities from lease payments net of financial charges are presented as liabilities. That part of financial expenses relating to finance leases is recognised in the income statement over the term of the lease.

Leases where in effect the risks and rights of ownership remain with the lessor are posted as operational leases. The lease payments made for operating leases are posted through profit or loss on a systematic basis during the lease.

Payments of operating leases are allocated as an expense to the income statement according to the direct method throughout the lease term. The received leasing subsidies are posted through profit or loss as an integral part of the expense throughout the lease term.

#### 4.16 Income tax

The income tax of the year includes both current and deferred tax. Income tax is posted through profit or loss save any cases concerning items directly posted to Equity, in which case it is recognised in Equity.

Current income tax is the tax expected to be paid on the taxable income for the year, based on enacted tax rates on the balance sheet date, and any adjustment to prior-period payable tax.

Deferred income tax is calculated using the liability method which arises from temporary differences between the book value and taxation basis of the assets and liabilities. Deferred income tax is not calculated (a) if it is clear from initial recognition of an asset or liability in a transaction (apart from business combinations in which the transaction occurred) that it did not affect either the accounting or tax profits or losses; (b) for investments in subsidiaries to the extent that temporary differences will not be reversed; (c) at the initial recognition of goodwill. Deferred tax is determined using the tax rates that are expected to apply to the period in which the asset (liability) will be realised (settled). The determination of future tax rates is based on laws passed on the date the financial statements are prepared.

Deferred tax assets are recognised only to the extent that there will be a future taxable profit for use of the temporary difference generating the deferred tax assets. Deferred tax assets are reduced when the relevant tax benefit is realised.

Additional income taxes arising from the allocation of dividends are posted in the same year with the obligation to pay the relevant dividend.

#### 4.17 Segment Reporting

The operating segment to be presented is a part of the Group participating in business activities and generating income and expenses including income and expenses related to transactions with the Group's other departments. The results of all segments are reviewed by the chief decision-making officer who is the Board of Directors and is responsible for measuring the business performance of operating segments.

#### 4.18 Earnings per share

The Group presents both basic and diluted earnings per share for its ordinary shares. Earnings per share are calculated by dividing the profits or losses attributable to holders of ordinary shares by the average weighted number of outstanding ordinary shares during the period. Diluted earnings per share are determined by adjusting the profit or loss attributable to holders of ordinary shares and the average weighted number of outstanding common shares by the effect of all diluted eventual ordinary shares consisting of convertible notes and shares with options granted to the staff.

#### 4.19 Borrowing costs

Borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset that necessarily takes a substantial period of time to get ready for its intended use or sale form part of the acquisition cost of that asset until the time it is substantially ready for its intended use or sale. Any income on the temporary investment of borrowings for financing the above qualifying asset and the collection of grants reduce the borrowing costs eligible for capitalisation. In other events, borrowing costs are charged through profit or loss in the year in which they are incurred.

To the extent that funds are part of a general amount and are used for acquiring a qualifying asset, costs eligible for capitalisation are specified by applying a capitalisation rate to the investment expenses incurred for that asset.



## **5.** Operating segments

The Group has 3 operating segments for reporting, as described below, which are considered to be the Group's strategic segments. These segments produce various products that are managed differently because they require different technology and promotion policy. For each one of the strategic segments, Company Management reviews internal reports on a monthly basis. The summary below describes the operation of each operating segment of the Group.

**CABLES** – It includes land and submarine power and telephone cables, as well as copper and aluminium conduits. The raw materials used are classified in two categories: Metal (copper, aluminium, steel wires) and plastic-rubber compounds (XLPE, EPR, PVC, etc)

**ENAMELLED WIRES** – Enamelled wires include copper wires, tin-plated copper conduits and enamelled wires used for winding. The raw materials used are copper in  $\Phi$ 8mm, tin in blooms, enamels and raw materials used for the manufacture of enamels.

**FOUNDRIES** – These are furnaces used in the production of copper and aluminium rods which are used in the manufacturing of cables and enamelled wires or are sold to third parties.

Segment reporting for the year ended on 31 December is as follows:

Amounts in thousands of $\epsilon$	CAB	LES		ENAMELLED FOUNDRIES WIRES				S OTHER		тот	ſAL
	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	
Sales to external customers Intra-group sales Financial income Financial expenses Profit/(Loss) from equity- accounted investees Depreciation &	437,252 112,323	316,284 70,215 - -	32,251 4,985 -	30,385 2,960 - -	10,244 71,777 - -	12,750 60,363 - -	1,768 (24,852) 139	930 (18,788) (33)	479,747 189,085 1,768 (24,852) 139	<b>359,418</b> <b>133,538</b> 930 (18,788) (33)	
amortization	13,644	9,198	422	215	296	242	_	-	14,362	9,655	
Earnings/(loss) per segment before tax Impairment of receivables	21,453	(18,353)	80	(1,573)	2,057	(107)	(22,946)	(17,894)	644	(37,927)	
and inventories Total assets per segment Capital expenditure Total liabilities per	2,999 465,549 10,246	382 403,640 28,229	15,301	13,471 290	7,731 1,232	20,074 1,279	-	468 1,439	2,999 488,582 11,478	382 437,653 31,237	
segment	150,430	110,962	5,043	3,908	5,566	12,094	241,837	222,247	402,877	349,212	

## HELLENIC CABLES S.A. HELLENIC CABLES INDUSTRY S. A.

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Due to its export orientation and reduced sales in the Greek market, the Group is not affected considerably by any changes in its clientele.

### **Geographical segment**

(Amounts in thousands of €)						
, , , , , , , , , , , , , , , , , , ,	201	15	2014			
	Non-current			Non-current		
	<u>Sales</u>	assets	<u>Sales</u>	assets		
Greece	197,536	210,069	93,150	213,471		
Romania	37,255	45,938	35,814	46,506		
European Union	221,916	431	192,538	467		
Other European countries	3,891	-	4,143	-		
Asia	10,141	-	9,501	-		
America	5,786	-	22,638	-		
Africa	3,092	-	1,472	-		
Oceania	130	-	162	-		
Total	479,747	256,438	359,418	260,444		

## 6. Revenue

(Amounts in Euro)	GRO	OUP	COMPANY		
	2015	2014	2015	2014	
Sale of merchandise and products	345,477,628	324,879,438	247,082,162	210,979,377	
Income from services	3,022,146	1,448,233	6,788,771	6,074,177	
Income from works contracts	103,771,713	20,734,710	67,311,892	18,726,140	
Other	27,475,744	12,355,882	15,732,330	13,029,480	
Total	479,747,231	359,418,262	336,915,155	248,809,174	

## 7. Other income

(Amounts in Euro)	GRO	OUP	COMPANY	
(Anounts in Euro)	2015	2014	2015	2014
Income from rents	607,499	618,423	137,836	139,281
Amortization of grants	921,788	417,408	480,420	321,264
Income from unused provisions	30,383	631,172	14,764	618,370
Income from expenses imputed to third parties	401,438	314,819	678,297	402,234
Profits from the sale of fixed assets	4,783	12,681	35,733	60,245
Prior period income	254,394	185,777	97,500	50,343
Collection of compensation	651,018	147,325	651,018	147,325
Other income	819,130	302,055	657,163	25,343
Total	3,690,432	2,629,660	2,752,730	1,764,406

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## 8. Other expenses

(Amounts in Euro)	GROUP		COM	PANY
	2015 2014		2015	2014
Prior period expenses	577,833	192,949	333,812	77,190
Deletion/ Impairment of fixed assets	196,429	554,739	155,656	235,471
Provisions for doubtful debts, inventories and holdings	636,160	543,687	230,000	799,132
Taxes - duties	199,472	149,989	97,755	75,945
Penalty clauses	63,176	74,932	8,134	61,836
Personnel compensation	18,488	135,655	14,507	8,958
Restoration of civil-liability damage	1,073,913	-	1,073,913	-
Order cancellation expenses	400,000	-	400,000	-
Other expenses	796,597	1,399,666	374,254	996,740
Total	3,962,068	3,051,619	2,688,031	2,255,272

## 9. Expenses by nature

		GRO	DUP	COMPANY		
(Amounts in Euro)	Note	2015	2014	2015	2014	
Cost of inventories recognised as an expense Personnel fees of which:	10	323,849,945 29,951,377	286,982,426 29,863,420	259,549,384 15,296,279	207,549,293 14,791,401	
Capitalised to fixed assets as fixed assets construction direct costs		-	(724,613)	-	-	
Allocated to "other expenses" Energy cost		(18,488) 8,787,456	(144,613) 9,097,210	(14,507) 3,459,476	(8,958) 2,971,373	
Depreciation & amortisation		14,362,229	9,654,731	5,757,245	4,066,365	
Taxes Insurance		781,527 3,081,682	818,548 1,594,756	298,029 2,216,728	297,011 933,217	
Rent		1,076,738	1,138,454	567,633	583,259	
Transportation Third party fees and benefits		9,116,724 50,210,709	8,060,533 7,553,172	5,904,446 28,717,817	4,908,396 12,322,391	
Other		14,685,334	13,886,372	6,714,779	4,716,146	
Total cost of goods sold, administration and distribution expenses	_	455,885,234	367,780,395	328,467,308	253,129,893	

The "third party fees" in the table above includes fees of  $\notin$  173,000 and  $\notin$  95,000 paid to the auditors of the Group and the Company respectively, for the fiscal year 2015.

## **10. Employee benefit expenses**

(Amounts in Euro)	GROUP		COMPANY	
	2015	2014	2015	2014
Salaries and wages	24,225,475	23,634,312	12,307,971	11,780,611
Contributions to social security funds	5,418,870	5,890,955	2,796,447	2,878,016
Provisions for staff leaving indemnity	307,032	338,153	191,861	132,774
Total	29,951,377	29,863,420	15,296,279	14,791,401



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## 11. Financial income

(Amounts in Euro)	GROUP		COMPANY		
	2015	2014	2015	2014	
Interest Foreign exchange differences Profit from foreign exchange swaps	22,168 519,000 1,226,438	128,421 503,612 298,134	1,004,871 708,807 1,425,748	1,585,327 648,582 586,302	
	1,767,606	930,167	3,139,425	2,820,211	

## 12. Financial expenses

(Amounts in Euro)	GRO	OUP	COMPANY		
	2015	2014	2015	2014	
Interest charges and related expenses Losses from foreign exchange swaps	21,393,638 3,458,791	16,778,906 2,009,184	11,622,269 3,448,804	10,486,373 2,007,620	
	24,852,429	18,788,090	15,071,074	12,493,993	

## **13.** Construction contracts

The Group deals with construction contracts pertaining mainly to construction and installation projects of high-voltage land and submarine cables.

(Amounts in Euro)	GRO	DUP	PANY	
	2015	2014	2015	2014
Total recognised revenue for the period from construction contracts	103,771,713	20,734,710	67,311,892	18,726,140
- Invoiced amount	70,584,886	15,897,795	48,088,610	15,897,795
- Non-invoiced amount	33,186,827	4,836,915	19,223,282	2,828,345
Amount of advances received	4,410,225	5,496,215	4,410,225	159,405
Amount of retentions	3,607,966	859,030	3,607,966	859,030

There are no significant contingent liabilities pertaining to the projects of the Group or the Company on the reporting date.



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## 14. Property, plant and equipment

				GROUP			
(Amounts in Euro)	Land	Buildings	Transportation & other mechanical equipment	Production Machinery	Furniture and other equipment	Fixed assets under construction	Total
Fair value / Acquisition cost							
Balance as at 01.01.2014 Additions Disposals	<b>16,449,748</b> 529,232	<b>67,668,812</b> 523,856 (321,890)	<b>17,233,679</b> 1,122,821 (58,688)	<b>122,056,517</b> 5,220,153	<b>8,978,927</b> 367,181 (339,308)	<b>50,580,795</b> 23,372,246	<b>282,968,478</b> 31,135,488 (719,885)
Fair value adjustment Reclassifications* Transfer due to fair value	4,831,077	14,275,363 10,548,179 (28,768,743)	- 6,383,995 -	16,646,925 51,636,595 (62,530,863)	(932,773)	- (68,973,514) -	35,753,364 (1,337,518) (91,299,607)
adjustment	(00.107)	41 0 1 0	(42)	146 021	11 (09	(5 (20))	04 680
Foreign exchange differences Balance as at 31.12.2014	(99,197) <b>21,710,860</b>	41,818 63,967,394	(42) <b>24,681,766</b>	146,031 133,175,357	11,698 8,085,726	(5,620) <b>4,973,906</b>	94,689 256,595,008
Datatec as at 51.12.2014	21,710,000	05,707,574	24,001,700	155,175,557	0,005,720	4,775,700	230,375,000
Balance as at 01.01.2015	21,710,860	63,967,394	24,681,766	133,175,357	8,085,726	4,973,906	256,595,008
Additions	204,210	46,045	782,538	120,925	226,386	9,814,640	11,194,744
Disposals	-	-	(359,228)	(21,980)	-	-	(381,208)
Fair value reassessment Reclassifications*	-	-	-	- 5,360,041	-	-	-
Transfer due to fair value	-	930,520	806,769	5,500,041	244,118	(8,890,417)	(1,548,969)
adjustment	-	-	-	-	-	-	-
Foreign exchange differences	(126,654)	(128,304)	-	(207,152)	(15,961)	(22,189)	(500,259)
Balance as at 31.12.2015	21,788,416	64,815,655	25,911,845	138,427,191	8,540,268	5,875,940	265,359,315
Accumulated Depreciation / Impair		(					
Balance as at 01.01.2014	-	(27,355,354)	(9,015,169)	(55,728,226)	(6,558,813)	-	(98,657,562)
Depreciation for the year Transfer due to fair value	-	(1,791,920) 28,768,743	(1,287,170)	(5,339,602) 62,530,863	(576,672)	-	(8,995,364) 91,299,607
adjustment	_	20,700,743	_	02,550,005	_	_	91,299,007
Disposals	-	65,903	37,827	-	290,368	-	394,098
Reclassifications	-	(41,263)	-	(1,266,779)	1,308,042	-	-
Foreign exchange differences	-	(112,261)	45	(196,257)	(12,641)	-	(321,114)
Balance as at 31.12.2014	-	(466,153)	(10,264,466)	-	(5,549,716)	-	(16,280,334)
D 1 4 01 01 0015		(4(( 172)	(10.0(4.4(4)				(1 ( 000 00 4)
Balance as at 01.01.2015 Depreciation for the year	-	( <b>466,153</b> ) (3,104,797)	( <b>10,264,466</b> ) (1,681,189)	(8,253,506)	( <b>5,549,716</b> ) (564,306)	-	(16,280,334) (13,603,798)
Transfer due to fair value	-	(3,104,797)	(1,001,109)	(8,235,500)	(304,300)	-	(13,003,730)
adjustment		-	-	-	-	-	-
Disposals	-	-	163,206	1,470	-	-	164,676
Reclassifications	-	-	-	-	-	-	-
Foreign exchange differences	-	21,062	-	38,126	11,832	-	71,021
Balance as at 31.12.2015	-	(3,549,888)	(11,782,449)	(8,213,910)	(6,102,190)	-	(29,648,436)
<u>Net book value</u>							
The book value							
As at 01.01.2014	16,449,748	40,313,458	8,218,510	66,328,291	2,420,114	50,580,795	184,310,916
As at 31.12.2014	21,710,860	63,501,241	14,417,300	133,175,357	2,536,010	4,973,906	240,314,674
As at 01.01.2015	21,710,860	63,501,241	14,417,300	133,175,357	2,536,010	4,973,906	240,314,674
As at 31.12.2015	21,788,416	61,265,767	14,129,396	130,213,281	2,438,078	5,875,940	235,710,879



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NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

	Transportation				
Buildings	& other mechanical equipment	Production Machinery	Furniture and other equipment	Fixed assets under construction	Total
26 202 200	12 002 500	<b>53 15</b> ( 0 <b>0</b> 0	4.010 512	<b>50</b> ( <b>5</b> 10	105 044 012
26,202,209	12,083,508	53,176,828	4,912,713	726,710	105,844,913
26,638	416,567	120,396	205,724	2,943,282	3,712,607
7,644,076	- (40.706)	12,850,718	- (15.079)	- (75.000)	15,056,496
- 10,361,675)	(49,796)	(27,142,791)	(15,978)	(75,090)	(140,864) (37,504,466)
10,501,075)		(27,142,791)			(37,304,400)
712,182	183,477	899,922	_	(2,069,615)	(274,033)
24,223,430	12,633,758	39,905,074	5,102,459	1,525,286	86,694,653
24,223,430	12,633,758	39,905,074	5,102,459	1,525,286	86,694,653
39,981	501,277	562,610	142,099	2,374,881	3,620,848
-	-	-	-	-	-
-	(319,231)	-	-	-	(319,231)
_	_	_		_	_
-	-	-	-		-
405,336	406,901	302,011	105,881	(2,269,955)	(1,049,827)
24,668,748	13,222,704	40,769,695	5,350,438	1,630,212	88,946,443
(9,734,551)	(6,767,053)	(25,239,223)	(3,684,917)	-	(45,425,744)
(727,838)	(687,115)	(1,903,568)	(292,153)	-	(3,610,674)
10,361,675	-	27,142,791	-		37,504,466
	10 50 4		15 010		<1.00 <i>4</i>
- (100 51 4)	49,796	-	15,010	-	64,806
(100,714)	(7,404,372)	-	(3,962,060)	-	(11,467,146)
(100,714)	(7,404,372)	-	(3,962,060)	-	(11,467,146)
(1,138,539)	(701,477)	(3,160,067)	(283,510)	-	(5,283,593)
_	_	_	_	_	_
-	162,261	-	-	-	162,261
(1,239,253)	(7,943,587)	(3,160,067)	(4,245,570)	-	(16,588,477)
16,467,658	33,254,060	27,937,605	1,227,796	726,710	60,419,169
24,122,716	5,229,386	39,905,074	1,140,399	1,525,286	75,227,507
24,122,716	5,229,386	39,905,074	1,140,399	1,525,286	75,227,507
, ,	, ,	, ,	, ,	, ,	72,357,966
	, ,	24,122,716 5,229,386	24,122,716 5,229,386 39,905,074	24,122,716 5,229,386 39,905,074 1,140,399	24,122,716 5,229,386 39,905,074 1,140,399 1,525,286

\*: The negative balance of reclassifications at the acquisition cost of fixed assets is offset against the positive balance of reclassifications to intangible assets.

Property, plant and equipment have been measured at fair value less accumulated depreciation. Transportation and other mechanical equipment, furniture and other equipment and fixed assets under construction are recognised at acquisition cost less accumulated depreciation.



#### a. Fixed assets fair value measurement

To give a true view of the actual value of their assets, during 2014 the Company and the Group decided to change the valuation policy involving property, plant and equipment. The following factors played a role in this decision:

- The considerable revaluation of land of foreign subsidiaries which kept IFRS before their mandatory application in 2005 by the Company at values equal to acquisition cost.
- The considerable decrease in the value of land of the companies in Greece due to the drop in property prices in Greece at prices lower than acquisition cost (acquisition cost for purchases after 2005 or estimated cost at the time of transition to IFRS in 2005).
- Continuous upgrades and improvements of productionmachinery and buildings and their outstanding maintenance level as a result of which, currently their fair value is considerably higher than the book value.

The valuation methods to measure fair value that were used based on IFRS 13 are as follows:

#### Land

The method of comparable items or real estate market was used for land (fields and lots). According to this method, the value is determined based on the conclusions drawn from research and collection of comparable items, namely items with the maximum possible similarity of characteristics with the property under assessment. The fair value measurement of fields and lots is classified in Level 2 according to the assumptions used in the application of the valuation techniques that were implemented.

#### **Buildings**

The residual replacement cost applied to buildings. According to this specific method, the value of the field within which the assessable structure or building complex has been constructed is initially determined and thereafter the residual replacement cost (or restoration cost) of buildings, facilities and other land reclamation works is calculated. The residual value depends on the age, maintenance level, quality and construction specifications as well as the utility and functionality of the buildings and facilities. The fair value measurement of buildings is classified in Level 3 according to the assumptions used in the application of the valuation techniques that were implemented.

#### **Production machinery – technical works**

The method of historic acquisition cost and current replacement value was used for machinery and technical works. This particular method makes use of the registered acquisition cost (based on fixed assets register), current replacement cost new and the useful life as well as the impairment of equipment due to physical, functional and technical obsolescence. The fair value measurement of production machinery and technical works is classified in Level 3 according to the assumptions used in the application of the valuation techniques that were implemented.

Fixed assets assessment studies were assigned to independent recognised assessors. Specifically for the Group's Greek companies, they were assigned to AXIES S.A. (member of CBRE international network) and GLP VALUES S.A. (associate of GVA). As for foreign companies, they were assigned to Colliers International and CMF Consulting S.A. The studies conducted used the 31<sup>st</sup> of December 2014 as assessment date.

As a result of the fixed assets reassessment that took place on 31.12.2014, both the Group and the Company carry out a fixed asset value reassessment at regular intervals. For 2015, neither the Group nor the Company reviewed the value of fixed assets given that:

- 1. No change in the use of fixed equipment took place.
- 2. No destruction or damage took place that could lead to diminished cash generating capacity of the Group's or the Company's fixed equipment.

HELLENIC CABLES S.A. HELLENIC CABLES INDUSTRY S. A.

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

3. There were no external factors that could alter significantly the value of fixed assets.

As for the fixed assets measured at fair value, if they were recognised at acquisition cost less accumulated depreciation for the Company, the non-amortised value on 31 December 2015 would be: for lots  $\in 8,772,945$  (31/12/2014:  $\in 8,772,945$ ), for buildings  $\in 16,168,994$  (31/12/2014:  $\in 16,478,640$ ) and for machinery  $\in 31,202,622$  (31/12/2014:  $\in 32,283,742$ ); for the Group it would be as follows: for lots  $\in 17,159,830$  (31.12.14:  $\in 16,879,783$ ), for buildings  $\in 48,198,098$  (31/12/2014:  $\in 49,225,878$ ) and for machinery  $\notin 129,487,996$  (31/12/2014:  $\notin 130,945,732$ ).

## b. Mortgages on fixed assets

Mortgages have been raised on the fixed assets of the Group and the Company to secure loans taken out by the Group and the Company respectively (see note 32.2).

## c. Fixed assets under construction

The account "fixed assets under construction" concerns mainly machinery the installation of which had not been completed by 31 December 2015.

## d. Interest capitalisation

The Group did not capitalise any interest for 2015 while interest of  $\notin$  2.04 million was capitalised in 2014, which increased the acquisition cost of the Group's fixed assets.



## **15. Intangible assets**

(Amounts in Euro)

GROUP

1,388,000 - - - - - 1,388,000	8,287,449 - - - - - 8,287,449	<b>4,944,439</b> 101,389 - - 1,026,140 <b>6,071,967</b>	<b>4,711,746</b> (2,700) (101) 311,379	298,575	<b>19,630,209</b> 101,389 (2,700) (101) 1,337,518
- - - 1,388,000	-	101,389 - - 1,026,140	(2,700) (101) 311,379	298,575 - - -	101,389 (2,700) (101)
	- - - 8,287,449	- 1,026,140	(101) 311,379	-	(2,700) (101)
	8,287,449	, ,	(101) 311,379	- -	(101)
	- - 8,287,449	, ,	311,379	-	
	- 8,287,449	, ,	,	-	
	- 8,287,449	, ,	,	-	1,337,518
	8,287,449	6 071 967			
		0,071,207	5,020,325	298,575	21,066,316
1 200 000	9 397 440	( 071 0(7	5 020 225	200 575	21.0((.21(
1,388,000	8,287,449	<b>6,071,967</b> 173,298	<b>5,020,325</b> 109,607	298,575	<b>21,066,316</b> 282,905
-	-	175,298	109,007	-	282,903
-	-	-	-	-	-
-	-	-	(16,976)	-	(16,976)
_	_	_	_	3.006	3,006
_			-	5,000	· · · · · · · · · · · · · · · · · · ·
-	-	1,083,420	465,549	-	1,548,969
1,388,000	8,287,449	7,328,685	5,578,505	301,581	22,884,220
<u>Impairment</u> -	-	(2,000,952)	(4,180,054)	(82,399)	(6,263,405)
-	-	(364,185)	(263,794)	(31,388)	(659,367)
		-	540	-	540
-	-	-	384	-	384
-	-	(2,365,137)	(4,442,924)	(113,787)	(6,921,847)
-	-	(2,365,137)	(4,442,924)	(113,787)	(6,921,847)
-	-	(487,791)	(243,248)	(27,392)	(758,431)
-	-	-	-	-	-
-	-	-	14,680	-	14,680
-	_	_	-	(2.029)	(2,029)
-	-	(2.852.928)	(4.671.491)	( ) /	(7,667,626)
	-	<u>mpairment</u>		(16,976) 1,083,420 (16,976) 1,083,420 (465,549 1,388,000 8,287,449 7,328,685 5,578,505 mpairment (2,000,952) (4,180,054) (364,185) (263,794) - 540 540 384 384 384 (2,365,137) (4,442,924) - (487,791) (243,248) 14,680	-       -



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

	Trademarks & licenses	Software	Other	Total
Acquisition cost				
Balance as at 01.01.2014	4,887,759	3,146,158	14,600	8,048,516
Additions	-	-	-	-
Reclassifications from tangible assets	82,342	191,691	-	274,033
Balance as at 31.12.2014	4,970,101	3,337,849	14,600	8,322,549
Balance as at 01.01.2015	4,970,101	3,337,849	14,600	8,322,549
Additions	89,212	62,669	-	151,881
Reclassifications from tangible assets	752,078	297,749	-	1,049,827
Balance as at 31.12.2015	5,811,391	3,698,267	14,600	9,524,257
Accumulated Amortisation / Impairment	(2,000,052)	(2 977 711)	(14 (00)	(4 802 2(2)
Balance as at 01.01.2014	( <b>2,000,952</b> ) (358,517)	( <b>2,877,711</b> ) (97,175)	(14,600)	(4,893,263)
Amortisation for the year Balance as at 31.12.2014			- (14 (00)	(455,692)
Balance as at 31.12.2014	(2,359,469)	(2,974,886)	(14,600)	(5,348,955)
Balance as at 01.01.2015	(2,359,469)	(2,974,886)	(14,600)	(5,348,955)
Amortisation for the year	(367,941)	(105,711)	-	(473,652)
Balance as at 31.12.2015	(2,727,410)	(3,080,597)	(14,600)	(5,822,607)
<u>Net book value</u>				
As at 01.01.2014	2,886,807	268,446	-	3,155,253
As at 31.12.2014	2,610,632	362,963	-	2,973,595
As at 01.01.2015	2,610,632	362,963	-	2,973,595
As at 31.12.2015	3,083,981	617,669	-	3,701,650

#### COMPANY

### Impairment test of intangible assets with indefinite useful life

In the last quarter of each year, the Group conducts an impairment test of intangible assets with indefinite useful life.

Two items of intangible assets fulfilling the requirements in IAS 38 for their recognition in the Group's consolidated financial statements arose from the acquisition of the subsidiary Fulgor. The following were recognised as intangible assets:

#### "Fulgor" Trade name

It concerns the segment of medium-voltage submarine cables and high-voltage land cables production in which the company operated and which generates significant economic benefits. Based on the analysis of the relevant factors (know-how, long business activity with a wide range of clientele, future development of the sector), there is no expected expiry date of the period in which the asset is expected to generate net cash inflows. The useful life of the trade name was deemed indefinite. For this reason, the value of the said intangible asset was determined on a perpetual basis.

## Port usage license at Soussaki, Korinthia

Fulgor holds an indefinite and exclusive license regarding the port in the plant's facilities in Soussaki, Korinthia. The port is necessary for the manufacture of medium and high-voltage submarine cables production. During the period 2012-2015 the company invested the amount of  $\in$  91 million to modernise and expand its production capacity to the manufacture of high-voltage submarine cables and in 2014 the company launched and regularly carries on the planned production activities. Based on the considerable

development of the sector, the use of the port for the manufacture and distribution of submarine cables is the key factor due to which the license's service life was deemed indefinite. For this reason, the value of the said intangible asset was determined on a perpetual basis.

#### Impairment test of intangible assets

Given that the continuing use of the aforementioned intangible assets does not generate stand-alone cash inflows which are largely independent of the inflows of medium and high-voltage submarine cables and high-voltage land cables manufacturing, it was decided to base the impairment test on the cash generating unit of the cable manufacturing plant of Fulgor SA. To calculate the value in use, cash flow projections based on 5-year estimations made by Management were used. These estimations take into account the projects undertaken by the company as well as the projects expected to be launched in Greece and abroad.

Following the first five years, cash flows were established by using an estimated 0.5% growth rate mainly reflecting Management forecasts for the growth prospects of the strategic sector of high-voltage submarine cables production.

The discount rate applied to the discount of the cash flows arising from the application of the above method is variable and ranges from 8.4% to 10.9% for the five-year period and to 8.5% into perpetuity and was based on the following:

- Risk free rate was based on Eurozone AAA bond interest rate and stands at 0.1% for the 5-year period and to 1.4% into perpetuity.
- The risk arising from the Company's operations in Greece (country risk) was raised to 5.0% from 3.1% for the 5-year period and to 2.7% into perpetuity.
- The market risk premium concerning an investment in a mature market was set at 5.8%.

The results of this method illustrated that on 31 December 2015 the estimation covers to a large extent the non-amortised value of fixed and intangible assets totalling  $\in$  121 million of the said cash generating unit. The amount by which the recoverable amount exceeds the book values of fixed and intangible assets totals  $\in$  55.4 million.

In addition, a sensitivity analysis was carried out with respect to full recovery of the assets' book value with likely changes in the discount rates and the estimated growth rate of cash flows into perpetuity so as to consider the adequacy of spread. The said sensitivity analysis showed that the recoverable amount exceeds by far the book value.

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

Result of sensitivity analysis between the book value and the value arising from the calculation of the value in use:

Cash generating unit of FULGOR - Cables						
	Management assumption	Necessary absolute change of ratios to recover equal book value				
Discount rate	8.4% to 10.9%	+2.8%				
Perpetual growth rate of cash flows	0.5%	-4.4%				

## 16. Investment property

	GRO	OUP	COMPANY		
	2015	2014	2015	2014	
Balance in the beginning	872,265	383,271	540,226	383,271	
Additions	-	781,567	-	392,426	
Adjustment	-	(292,573)	-	(235,471)	
	872,265	872,265	540,226	540,226	

Investment property includes a number of lots which the Group intends to lease or sell to third parties in the near future provided that the applicable circumstances allow so. The Group reviews the current value of real estate properties on an annual basis.

On 31 December 2015, investment property was measured at fair value using the comparables or real estate method. The assessment study was assigned to an independent recognised assessor and specifically to GLP VALUES S.A. (associate of GVA). The study was carried out with the 31<sup>st</sup> of December 2015 as assessment date.

The fair value measurement of investment property is classified in Level 2 according to the assumptions used in the application of the valuation techniques that were implemented.

The valuation method implemented to determine the fair value of the Group's investment property reflects the more efficient and better use of these properties, as such is specified by Group Management.

# HELLENIC CABLES S.A. Hellenic cables industry s. a.

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## 17. Investments in subsidiaries and equity-accounted investees

	GRO	OUP	COMPANY		
	2015	2014	2015	2014	
Investments in subsidiaries	-	-	72,747,123	58,268,218	
Equity-accounted investees	442,255	467,691	482,585	482,585	
	442,255	467,691	73,229,708	58,750,803	

**COMPANY** 

## a. Investments in subsidiaries

	2015	2014
Balance on 1 January	58,268,218	54,321,113
Additions	14,478,905	4,112,000
Reclassification to Other investments	-	-164,895
Balance on 31 December	72,747,123	58,268,218

Investments in subsidiaries are shown at their acquisition cost and are broken down as follows:

			2015			
Name of Company	Holding percentage	Acquisition cost	Total assets	Total liabilities	Turnover	Earnings/ (loss)
ICME-ECAB S.A.	98.59%	16,385,719	93,361,052	52,030,960	146,120,716	(1,218,030)
FULGOR S.A.	100.00%	55,946,000	177,328,493	154,891,521	178,447,085	1,500,288
LESCO OOD	100.00%	319,451	3,578,238	995,662	6,443,007	368,512
LESCO ROMANIA	65.00%	10,157	105,156	27,184	292,647	1,142
DELAIRE	100.00%	25,796	38,720	9,740	614,000	4
SYMM.EP. S.A.	100.00%	60,000	55,093	-	-	(256)
Total		72,747,123	274,466,752	207,955,067	331,917,455	651,660
			2014			
Name of Company	Holding percentage	Acquisition cost	Total assets	Total liabilities	Turnover	Earnings/ (loss)

ICME-ECAB S.A.98.59%16,385,71992,562,74949,712,076117,548,104(1,957,682)FULGOR SA100.00%41,546,000172,357,841165,567,507111,055,843(12,751,717)LESCO OOD100.00%300,5462,738,744524,6805,183,755390,901LESCO ROMANIA65.00%10,157103,66726,091280,247(4,390)DELAIRE100.00%25,79637,2768,300565,000162	Total		58,268,218	267,800,277	215,838,654	234,632,949	(14,322,726)
FULGOR SA         100.00%         41,546,000         172,357,841         165,567,507         111,055,843         (12,751,717)           LESCO OOD         100.00%         300,546         2,738,744         524,680         5,183,755         390,901	DELAIRE	100.00%	25,796	37,276	8,300	565,000	162
FULGOR SA         100.00%         41,546,000         172,357,841         165,567,507         111,055,843         (12,751,717)	LESCO ROMANIA	65.00%	10,157	103,667	26,091	280,247	(4,390)
	LESCO OOD	100.00%	300,546	2,738,744	524,680	5,183,755	390,901
ICME-ECAB S.A. 98.59% 16,385,719 92,562,749 49,712,076 117,548,104 (1,957,682)	FULGOR SA	100.00%	41,546,000	172,357,841	165,567,507	111,055,843	(12,751,717)
	ICME-ECAB S.A.	98.59%	16,385,719	92,562,749	49,712,076	117,548,104	(1,957,682)

On 15 April 2015, the Company increased the share capital in its wholly-owned subsidiary Fulgor S.A. by a total amount of  $\notin$  14,400,000. Such increase resulted in the issue of 900,000 new registered shares, with a face value of  $\notin$  2.94 and issue price of  $\notin$  16.00, namely a premium of  $\notin$  13.06 per share. In addition, in September 2015, the Company acquired 100% of the shares of "SYMM.EP. S.A.-HOLDINGS AND INVESTMENTS SOCIETE ANONYME" in exchange for the consideration of  $\notin$  60,000. Such holding was posted in holdings in subsidiaries and was consolidated by applying the full consolidation method of accounting.

During 2014, the holding of HELLENIC CABLES S.A. in GENECOS S.A. fell from 60% to 15.14% following a share capital increase. As a result, during 2014, it was classified in other investments while results were fully consolidated until the date on which control over the company was lost. GENECOS S.A. was not consolidated during the current year.

## b. Equity-accounted investees

The movement of equity-accounted investees is as follows:

	GROUP		COMPANY	
	2015	2014	2015	2014
Balance as at 1 January	467,691	544,845	482,585	894,325
Share of earnings/(loss) after taxes	138,884	(36,215)	-	-
Dividends	(169,200)	(37,600)	-	-
Foreign exchange differences	4,880	9,770	-	-
Impairment	-	-	-	(398,632)
Other changes	-	(13,108)	-	(13,108)
Balance as at 31 December	442,255	467,691	482,585	482,585

Brief financial information is set out below:

2015						
	Holding	Acquisition				Earnings/
Name of Company	percentage	cost	Total assets	Total liabilities	Turnover	(loss)
STEELMET S.A.	29.56%	140,880	4,610,932	3,378,565	14,046,269	279,619
METAL AGENCIES LTD	20.00%	341,705	24,361,927	23,816,015	114,486,718	124,600
Total		482,585	28,972,859	27,194,580	128,532,987	404,219

		2014				
Name of Company	Holding percentage	Acquisition cost	Total assets	Total liabilities	Turnover	Earnings/ (loss)
STEELMET S.A.	29.56%	140,880	4.917.932	3.495.186	13,637,349	485,965
METAL AGENCIES LTD	20.00%	341,705	24,856,794	24,458,498	112,759,029	(344,846)
Total		482,585	29,774,726	27,953,684	126,396,378	141,119



## **18.** Other investments

Other investments concern holdings in domestic and foreign companies with holding interests less than 20%. These investments have been qualified as available-for-sale financial assets.

The main investments of this category that are shown at acquisition cost are:

Group	2015	Holding percentage	2014	Holding percentage
TEPRO METAL A.G	1,378,341	12.68%	1,378,341	12.68%
GENECOS S.A.	1,083,362	15.14%	1,083,362	15.14%
DIA.VI.PE.THIV	218,136	4.44%	218,136	4.44%
OTHER	297,141		310,249	
	2,976,980		2,990,088	

<u>Company</u>	2015	Holding percentage	2014	Holding percentage
TEPRO METAL A.G	1,378,341	12.68%	1,378,341	12.68%
GENECOS S.A.	1,083,362	15.14%	1,083,362	15.14%
DIA.VI.PE.THIV	218,136	4.44%	218,136	4.44%
OTHER	297,141		310,249	
	2,976,980		2,990,088	

The change registered in relation to the previous year concerns the liquidation of COPPERPROM Ltd which was completed during 2015.

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## **19. Income tax**

ounts in Euro)	GRO	COMI	COMPANY	
	2015	2014	2015	2014
ome tax	(45,384)	(42,077)	-	-
eferred taxation	(2,446,421)	7,630,805	513,196	2,705,901
	(2,491,805)	7,588,728	513,196	2,705,901

#### Current tax

According to Laws 4334/2015 and 4336/2015 that were enacted in 2015, the income tax rate for legal persons in Greece amounted to 26% in 2014 and is set at 29% for the year 2015. Note that the income tax advance rose from 80% to 100% and is effective for corporate profits as of 1 January 2015. In case of profit distribution, tax withholding at a rate of 10% is imposed, subject to article 48 of Law 4172/2013.

Reconciliation of applicable tax rate:

	GROUP		COMPANY	
	2015	2014	2015	2014
Earnings/ (Loss) before taxes	644,422	(37,927,226)	(3,249,903)	(7,679,519)
Tax calculated using the applicable tax rates 29% (2014: 26%)	(186,882)	9,861,079	942,472	1,996,675
Tax audit adjustments	-	(256,589)	-	(102,836)
Tax rate change	(220,599)	-	307,272	-
Non-taxable income (permanent differences)	310,692	347,086	134,242	3,434,584
Permanent tax differences	(933,052)	(265,557)	(87,030)	(137,263)
Effect of difference in subsidiaries' tax rates on the tax	(120,942)	(125,763)	-	-
Recognition of non-recognised losses	411,598	-	59,374	-
Recognition of tax-exempt reserves	211,032	-	-	-
Other taxes	7,699	-	7,701	-
Non-recognition of tax losses	(1,971,351)	(1,971,529)	(850,835)	(2,485,259)
Income tax for the year	(2,491,805)	7,588,728	513,196	2,705,901
Effective tax rate	386.7%	20.0%	15.8%	35.2%

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# HELLENIC CABLES S.A. HELLENIC CABLES INDUSTRY S. A.

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

### **Deferred** tax

The deferred tax assets and liabilities that were accounted for by the Group and the Company and the transactions of the relevant accounts are shown below:

**GROUP** 

	Tax rate change						
	Balance on	Recognised through	Recognised through other	Foreign exchange	0 I	Recognised through other comprehensive	Balance
(Amounts in Euro)	1.1.2015	profit or loss	comprehensive income	differences	loss	income	31.12.2015
Property, plant and equipment	(19,386,868)	915,700	-	33,642	(1,140,886)	(676,551)	(20,254,963)
Intangible assets	(2,349,161)	54,772	-	-	(292,296)	-	(2,586,685)
Tax losses	11,248,596	(2,708,187)	-	-	956,513	-	9,496,922
Thin capitalisation interest	1,961,108	777,829	-	-	226,282	-	2,965,218
Bond loans and notes	(3,234,716)	288,273	-	-	(373,237)	-	(3,319,680)
Derivatives	(37,747)	(105,348)	7,717	308	9,136	7,691	(118,243)
Provisions	1,295,557	(1,627,577)	(63,274)	(4,270)	180,120	6,625	(212,819)
Other	298,496	178,717	-	-	213,768	-	690,981
	(10,204,735)	(2,225,822)	(55,557)	29,680	(220,600)	(662,235)	(13,339,268)

						Recognised through	
			Recognised		Recognised	other	
	Balance on	Recognised through	through other	Foreign exchange	through profit or	comprehensive	Balance
(Amounts in Euro)	1.1.2014	profit or loss	comprehensive income	differences	loss	income	31.12.2014
Property, plant and equipment	(12,601,492)	2,968,476	(9,775,605)	21,753	-	-	(19,386,868)
Intangible assets	(2,356,156)	6,995	-	-	-	-	(2,349,161)
Tax losses	9,763,471	1,485,125	-	-	-	-	11,248,596
Thin capitalisation interest	-	1,961,108	-	-	-	-	1,961,108
Bond loans and notes	(3,653,587)	418,871	-	-	-	-	(3,234,716)
Financial leases	43,327	(43,327)	-	-	-	-	-
Derivatives	(269,102)	51,509	168,376	11,470	-	-	(37,747)
Provisions	559,043	582,531	153,983	-	-	-	1,295,557
Other	98,978	199,518	-	-	-	-	298,496
	(8,415,518)	7,630,806	(9,453,246)	33,223	-	-	(10,204,735)



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

(Amounts in Euro)	Balance on 1.1. 2015	Recognised through profit or loss	Recognised through other comprehensive income	Tax rate change Recognised through profit or loss	Recognised through other comprehensive income	Balance 31.12.2015
Property, plant and equipment	(9,849,377)	245,738		- (507,221)	(629,246)	(10,740,106)
Intangible assets	(12,636)	54,583		- (1,458)	-	40,489
Tax losses	3,316,205	219,796		- 382,639	-	3,918,641
Thin capitalisation interest	1,961,108	777,829		- 226,282	-	2,965,218
Provisions	1,805,226	(1,070,236)	(40,375)	) 195,373	6,715	896,703
Derivatives	233,486	(109,489)	(80,315)	) 9,136	17,805	70,623
Other	(31,950)	87,704		- 2,521	-	58,275
	(2,577,938)	205,924	(120,690)	) 307,272	(604,726)	(2,790,157)

### **COMPANY**

				Tax rate change		
(Amounts in Euro)	Balance 1.1.2014	Recognised through profit or loss	Recognised through other comprehensive income	Recognised through profit or loss	Recognised through other comprehensive income	Balance 31.12.2014
Property, plant and equipment	(5,712,710)	1,316,795	(5,453,462)	) -	-	(9,849,377)
Intangible assets	(7,847)	-4,789			-	(12,636)
Tax losses	5,259,984	(1,943,779)			-	3,316,205
Thin capitalisation interest	-	1,961,108			-	1,961,108
Derivatives	(46,892)	54,842	225,536	ō -	-	233,486
Provisions	383,458	1,335,433	86,335	5 -	-	1,805,226
Other	(18,242	(13,708)			-	(31,950)
	(142,249)	2,705,902	(5,141,591)	) -	-	(2,577,938)

The provisions of article 49 of Law 4172/2013 on thin capitalisation applied to 2014 and 2015, according to which the limit of discount of excessive interest charges is fixed at 60% and 50% respectively per annum in relation to the EBITDA of each company. These amounts can be offset against future tax gains; therefore, the Group and the Company have recognised a deferred tax asset in relation to the excessive interest charges that arose during the last two fiscal years.

For the deferred taxes to be determined, the applicable tax rates or those that are substantially enacted on the date the financial statements are compiled shall be used.

#### **Carried forward tax losses**

The losses carried forward per company included in the consolidation are as follows:

Company/ Year	2011	2012	2013	2014	2015	Total
HELLENIC CABLES S.A.	-	8,776,266	12,119,709	2,834,626	1,321,829	25,052,430
FULGOR SA	6,489,022	-	5,703,539	10,117,254	-	22,309,816
Total	6,489,022	8,776,266	17,823,248	12,951,881	1,321,829	47,362,245

On 31 December 2015, the Group has recognised a deferred tax asset through the account of the above tax losses carried forward and specifically through the amount of  $\notin$  32.7 million because Management estimates that the tax is certainly recoverable in the future.

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

### **20. Inventories**

Group and Company inventories are broken down as follows:

(Amounts in Euro)	GROUP		COMPANY	
	2015	2014	2015	2014
Raw direct and indirect materials, spare parts &				
consumables	36,052,663	36,625,865	18,203,198	16,514,015
Finished products	12,454,184	13,867,001	11,490,510	9,568,486
Semi-finished products	29,230,328	29,392,369	10,294,281	7,958,852
Merchandise	2,725,647	1,851,636	1,963,466	1,574,305
Work in progress	1,371,889	2,390,099	-	-
Down payments for the purchase of stocks	1,866,187	6,787,571	12,172,189	5,622,221
By-products & deposits	2,200,459	1,731,644	642,721	405,070
	85,901,357	92,646,186	54,766,364	41,642,949

Inventories are presented at their net liquid value which is their expected selling price less the costs required for such sale.

On 31 December 2015 the Group and the Company have raised a provision for the depreciation of inventories by  $\notin$  2.91 million and  $\notin$  1.60 million respectively, which Management deems adequate under the circumstances. Depreciation of inventories has been posted to the account "Cost of goods sold" in the Income Statement.

The consumption of inventories charged to the operating results of the year (cost of sales) for the Group and the Company amounts to  $\notin$  323.8 million and  $\notin$  259.5 million respectively.

### 21. Trade and other receivables

(Amounts in Euro)	GROUP		<u>COMPANY</u>	
	2015	2014	2015	2014
Trade receivables	56,597,313	36,360,422	48,188,385	26,355,414
Amounts due from customers for construction contracts	33,186,828	4,836,915	19,223,282	2,828,345
Checks and notes receivable	1,675,303	2,592,178	80,317	402,967
Receivables from affiliated companies	7,709,228	11,428,523	13,835,062	49,502,486
Other tax assets	3,685,007	7,284,485	103,815	195,021
Other debtors	24,666,208	16,519,651	11,155,238	8,680,698
Other advance payments	384,237	525,419	145,551	268,624
Guarantees	253,607	219,494	196,735	197,773
Other receivables	965,544	1,435,540	635,933	948,140
	129,123,274	81,202,627	93,564,318	89,379,467
Current receivables	127,904,123	79,547,592	92,731,650	88,233,554
Non-current receivables	1,219,151	1,655,034	832,668	1,145,913
	129,123,274	81,202,627	93,564,318	89,379,467

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NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

The Group has entered into accounts receivable assignment agreements with financial institutions without right of recourse which, on 31 December 2015, amount to  $\notin$  7,648 thousand (2014:  $\notin$  12,184 thousand).

It has also entered into credit insurance agreements so as to minimise doubtful debts from the non-collection of posted receivables (Note 31.1).

# 22. Cash and cash equivalents

(Amounts in Euro)	<u>GRO</u>	<u>UP</u>	COMPANY		
	2015	2014	2015	2014	
Cash at hand	114,733	33,346	17,047	19,348	
Deposits with banks	18,100,386	4,631,991	16,040,476	3,269,425	
	18,215,119	4,665,337	16,057,523	3,288,773	

Of the above sum of  $\in$  18,215,119, the amount of  $\in$  2,764,229 refers to foreign currency and has been evaluated at the Euro/ foreign currency rate applying on 31 December 2015. Any foreign exchange differences were posted to operating results.

The foreign currency accounts have been broken down as follows:

	GROUP	<u>COMPANY</u>
	Euros	Euros
USD	735,228	633,825
GBP	1,883,318	1,762,462
LEU Romania	144,524	-
Other	1,159	142
	2,764,229	2,396,430

## 23. Share Capital

Company share capital amounts to  $\notin$  20,978 thousand, is fully paid up and divided into 29,546,360 ordinary registered shares with a nominal value of  $\notin$  0.71 each. All shares are listed and traded on the primary securities market of the Athens Stock Exchange, in the Large Capitalisation category. The Company's shares are dematerialised and registered incorporating voting rights.

The share premium account amounting to  $\in$  31,172 thousand is a supplement to the share capital and arose from the issue of shares in exchange for cash at a value higher than their nominal value.

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## 24. Reserves

(Amounts in Euro)

	GROUP		<u>COMPANY</u>	
	2015	2014	2015	2014
Statutory reserve	4,529,961	4,529,961	3,471,903	3,471,903
Reserves from the valuation of derivatives	(196,281)	(224,855)	(224,732)	(439,170)
Special reserves	6,794,809	6,819,969	8,295,404	8,295,404
Untaxed reserves	16,357,101	16,357,101	14,088,740	14,088,740
Reserves from fixed assets valuation at fair value	33,859,873	36,734,630	13,734,419	15,521,393
Foreign exchange differences	(5,689,059)	(5,313,845)	-	-
	55,656,405	58,902,961	39,365,734	40,938,270

**Statutory reserve**: According to the Greek company law, companies are obliged to withhold 5% of their net annual post-tax profits to form statutory reserve until the balance of such statutory reserve is equal to or reaches at least 1/3 of the share capital. This reserve is not available for distribution but can be used to offset losses.

**Special reserves:** Special reserves have been set aside according to special provisions of incentive laws and especially refer to the Company's participation in the financing of investments falling under incentive laws. After the lapse of ten years from completion of the investments they concern, the Company may transfer them to a balance carried forward or capitalise them.

**Untaxed reserves:** The untaxed reserves have been set aside during previous years in accordance with special provisions of incentive laws. In case these reserves are distributed, they will be taxed using the tax rate applying at such time.

On 31 December 2015, the company made investments of approximately  $\notin$  1.8 million, which fall under incentive law 3299/2014. Pursuant to this law, the Company has the right to establish, from accounting profits that it will earn in future years, an untaxed reserve equal to 100% of the aforementioned investments. This entitlement shall expire during 2018.

On 31 December 2015, FULGOR S.A. made investments of  $\in$  33 million which fall under incentive law 3908/2011. Pursuant to this law, the Company has the right to establish, from accounting profits that it will earn in future years, an untaxed reserve up to  $\in$  1.98 million. This right shall expire during 2025.

**Foreign exchange differences:** Consolidation foreign exchange differences concern the differences arising from the conversion of the subsidiaries' financial statements which are in a foreign currency into the Company's currency which is Euro.

**Reserves from fixed assets valuation at fair value:** This reserve concerns the gain resulting from the measurement of property, plant and equipment at fair value. This reserve cannot be distributed to shareholders until it is either carried forward through depreciation or through recognition of the gains resulting from any sale of fixed assets.



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## 25. Basic and diluted losses per share

### Basic and diluted losses

#### (Amounts in Euro)

	GROUP		COMPANY	
	2015	2014	2015	2014
Post-tax losses corresponding to the parent company's shareholders Weighted average of ordinary shares	(1,830,558) 29,546,360	(30,309,277) 29,546,360	(2,736,707) 29,546,360	(4,973,618) 29,546,360
Basic losses per share	(0.062)	(1.026)	(0.093)	(0.168)

Basic earnings/(losses) per share are calculated by dividing the net profits/(losses) attributable to ordinary shareholders of the parent company by the weighted average of ordinary shares.

### 26. Loans & Borrowings

Long-term and short-term liabilities are broken down as follows:

	GROUP		<u>COMPANY</u>	
(Amounts in Euro)	2015	2014	2015	2014
Long-term payables				
- Bank loans	3,382,872	5,419,727	-	-
- Bond loans	117,673,759	107,746,404	76,228,260	76,510,338
- Financial leases	720,584	-	-	-
	121,777,216	113,166,131	76,228,260	76,510,338
Short term payables				
- Bank loans	105,887,118	104,994,696	51,009,870	45,889,620
- Bond loans	9,743,998	4,086,350	8,330,621	4,086,350
- Loans from related parties	5,149,479	-	-	-
- Financial leases	75,844	-	-	-
	120,856,439	109,081,046	59,340,491	49,975,970
Total loans & borrowings	242,633,655	222,247,178	135,568,751	126,486,308



### Terms and time schedule of loans & borrowings repayments:

		GROUP			
				31.12.2015	31.12.2014
	Currency	Average interest rate 2015	Maturity	Nominal value	Nominal value
- Short-term borrowing	EUR	5.51%	2016	103,496,055	94,936,309
- Long-term borrowing	EUR	4.43%	2017-2027	133,015,764	123,930,065
- Short-term instalment	EUR	4.95%	2016	10,740,745	6,496,474
- Short-term borrowing	USD	4.81%	2016	26,507	6,458
- Short-term borrowing	GBP	5.47%	2016	5,075,777	4,660,384
- Short-term borrowing	RON	5.74%	2016	1,441,511	2,981,421
- Finance leases	EUR	6.20%	2016-2020	796,428	-
				254,592,787	233,011,112

The balance of loans' nominal value is different from the balance of their book value due to measurement at fair value of Fulgor's bond loan with a nominal value of  $\notin$  42 million. The relevant reference is also made in Note 31.5.

During 2015, the subsidiary ICME ECAB obtained a loan of  $\notin$  5 million from the ultimate parent company Viohalco S.A./N.V. The loan has been taken out on market terms and its repayment date has been fixed within June 2016. The accrued interest related to this loan on 31 December 2015 amounted to  $\notin$  149,479. No statutory mortgage or mortgage has been raised on the short-term loan obtained from the parent company.

COMPANY					
				31.12.2015	31.12.2014
	Currency	Average interest rate 2015	Maturity	Nominal value	Nominal value
- Short-term borrowing	EUR	5.88%	2016	51,009,870	45,889,620
- Long-term borrowing	EUR	5.34%	2017-2018	76,228,260	76,510,338
Short-term instalment	EUR	5.34%	2016	8,330,621	4,086,350
				135,568,751	126,486,308

As for the syndicated collateralised bond loan of  $\in$  76,539,000 obtained in 2013, the Company must abide by specific financial ratios throughout the loan effective term. Such ratios are calculated in relation to the semi-annual and annual financial statements of the Company.

The present value of finance lease liabilities is analysed as follows:

	GROUP		COMPANY		
(Amounts in Euro)	2015	2014	2015	2014	
Up to 1 year	75,844	-	-	-	
Between 1 and 5 years	720,584	-	-	-	
	796,428	-	-	-	

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

# 27. Employee benefit obligation

According to IFRS, the liabilities of the Company to the social security funds of its employees are split into defined-contribution and defined-benefit plans.

Under Greek Labour Law employees are entitled to compensation when dismissed or retiring, the level of which is related to employee pay, length of service and the mode of departure (dismissal or retirement). Employees who resign or are dismissed on specific grounds are not entitled to compensation. The compensation payable in the case of retirement is 40% of the amount which would have been paid for unjustified dismissal. The level of compensation finally paid by the Company is determined by taking into account the employee's length of service and salary.

A liability is considered to relate to defined contribution plans when the accrued part thereof is regularly accounted for. This practice is similar to the practice under current Greek law, in other words payment to insurance funds of employer contributions for the length of employee service.

For pension plans falling into the defined benefit category, the IFRSs have laid down certain requirements concerning the valuation of the current liability and the principles and actuarial assumptions which have to be followed in assessing the liability deriving from those pension plans. The obligation which is posted is based on the projected unit credit method which calculates the current value of the accrued obligation.

As far as the Group companies abroad are concerned, based on the legislation applicable there, there is no obligation to pay compensation to retiring employees.

The staff termination liabilities were computed in an actuarial study. The following tables set out the composition of net expenditure for the relevant provision posted through profit or loss and equity of years 2015 and 2014 respectively.

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NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

### a. Changes in the present value of the liability for the Group and the Company

	GROUP		COMP	COMPANY	
(Amounts in Euro)	2015	2014	2015	2014	
Changes in net liability recognised in the Balance Sheet					
Net liability at the beginning of the year	2,323,404	1,700,442	1,427,396	1,058,033	
Benefits paid	(287,842)	(310,905)	(177,354)	(95,471)	
Total expenditure recognised in the income statement	307,032	338,153	191,861	132,774	
Total expenditure recognised in the statement of comprehensive income	(218,187)	595,714	(139,223)	332,060	
Net liability at year-end	2,124,407	2,323,404	1,302,680	1,427,396	
Analysis of expenditures recognised in the income statement					
Current service cost	113,041	72,074	63,642	44,088	
Interest cost	34,311	53,358	21,050	33,095	
Curtailment/ settlement/ termination cost	159,680	212,721	107,169	55,591	
Total expenditure recognised in the income statement	307,032	338,153	191,861	132,774	
Breakdown of expenses recognised in the statement of comprehensive income					
Actuarial loss / (gain)- financial assumptions	(144,873)	531,541	(90,373)	330,612	
Actuarial loss / (gain) – experience in the period	(73,314)	64,173	(48,850)	1,448	
Total expenditure recognised in the statement of comprehensive income	(218,187)	595,714	(139,223)	332,060	

The "Curtailment/ settlement/ termination cost" amounting to  $\notin$  159,680 and  $\notin$  107,169 for the Group and the Company respectively results from the following events:

- During 2015, the Group and the Company paid a total amount equal to € 235,553 and € 125,065 respectively for compensation to employees who were either dismissed or departed on a voluntary basis. In accordance with IAS 19, the event generating the liability is the termination of service rather than the employee's service. Therefore, these particular payments generated an additional cost of € 139,986 and € 87,475 for the Group and the Company which is equal to the excess amount of the paid benefit from the corresponding expected liability.
- During the year, the Group and the Company paid the total amount of € 52,289 to employees who retired. The difference between the expected compensation and the compensation actually paid was equal to € 19,694 and was directly posted through profit or loss of 2015.



### **b.** Actuarial assumptions

The main assumptions on which the actuarial study was based to calculate the provision are as follows: **GROUP** COMPANY

	2015	2014	2015	2014
Discount rate	2.00%	1.50%	2.00%	1.50%
Inflation	1.75%	1.75%	1.75%	1.75%
Future wage increases	1.75%	1.75%	1.75%	1.75%
Term of liabilities	15.41	15.83	15.38	15.96

### c. Sensitivity analysis

The defined benefit obligation (DBO) depends on the assumptions used in the actuarial study. Thus, on the valuation date (31/12/2015):

- If a lower discount rate by 0.5% had been used (namely 1.5% instead of 2.0%), the DBO would have been higher by approximately 8.2% for the Company and the Group.
- If a higher discount rate by 0.5% had been used (namely 2.5% instead of 2.0%), the DBO would have been lower by approximately 7.4% for the Company and the Group.
- If a higher increase in pay by 0.5% had been used (namely 2.25% instead of 1.75%), the DBO would have been higher by approximately 8.1% for the Company and the Group.
- If a lower increase in pay by 0.5% had been used (namely 1.25% instead of 1.75%), the DBO would have been lower by approximately 7.4% for the Company and the Group.
- If a scenario of nil voluntary retirement had been used, the DBO would have been higher by approximately 1.8% for the Company and the Group.

### 28. Grants

The grants presented and their change during the years 2015 and 2014 are as follows:

	GROUP		COMPANY		
	2015	2014	2015	2014	
Balance as at 1 January	13,373,331	5,576,420	5,194,406	5,515,670	
Collection of grants	-	8,030,422	-	-	
Grants approved during the year	4,592,687	183,897	611,881	-	
Depreciation of grants	(921,788)	(417,408)	(480,420)	(321,264)	
Other changes	(1,897)	-	-	-	
Balance as at 31 December	17,042,333	13,373,331	5,325,868	5,194,406	

Grants concern investments made for the purchase and installation of tangible assets.

During 2015, the Group and the Company recognised an amount of  $\notin$  4.6 million and  $\notin$  0.6 million respectively as receivable from grants given that both the Group and the Company have met all formal and substantial terms pertaining to the specific grants. The above amounts are expected to be received during the next year.

Depreciation of subsidies corresponding to fixed assets depreciation is posted in the account "Other income" in the Income Statement.

The Company and its subsidiaries fully abide by all terms relating to the receipt of grants.

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NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

# 29. Trade and other liabilities

	<u>GRO</u>	<u>UP</u>	<u>COMPANY</u>	
(Amounts in Euro)	2015	2014	2015	2014
Suppliers	94,441,591	66,926,029	65,090,777	37,180,109
Payables to affiliates	6,490,321	5,568,008	13,570,368	9,674,755
Notes payable	12,425,615	13,828,185	-	-
Less: Long-term payable notes*	(10,233,541)	(11,918,006)	-	-
Transit credit balances	977,353	1,256,993	1,526,313	854,463
Sundry creditors	1,260,951	1,180,198	712,335	866,735
Accrued expenses	2,997,341	2,113,223	-	357,033
Advance payments from customers	5,862,785	6,833,847	5,378,427	1,082,991
Social security funds	980,339	958,291	646,886	612,785
Dividends payable	-	-	-	-
Unearned and deferred income	7,984	11,659	-	-
Other payables	1,755,327	1,246,882	1,047,298	543,171
	116,966,067	88,005,309	87,972,404	51,172,042

The line "Suppliers" includes the amounts of  $\notin$  24,800,337 and  $\notin$  20,331,937 for the Group and the Company respectively, which concern the early payment of documentary credits from Banks.

\*: The amount of  $\in$  10,233,541 is payable upon expiry of the following fiscal year and is shown in the account of the Statement of Financial Position "Other long-term liabilities".

### **30.** Provisions

(Amounts in Euro)

	GROUP		<u>COMPANY</u>	
	2015	2014	2015	2014
Balance as at 1/1	200,000	200,000	200,000	200,000
Year provisions	-	-	-	-
Used provisions	-	-	-	-
Balance as at 31/12	200,000	200,000	200,000	200,000

The above provisions concern the Group's unaudited fiscal years.

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NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

### **31.** Financial instruments

### Financial risk management

### General

The Group is exposed to the following risks from the use of its financial instruments:

- Credit Risk
- Liquidity risk
- Market risk

This paragraph presents information regarding the Group's exposure to each of the above risks, the Group's objectives, the policies and procedures it applies for the calculation and management of risks, as well as the management of the Group's capital. Additional quantitative information on such disclosures is included throughout the consolidated financial statements.

The Board of Directors bears the overall responsibility for the creation and supervision of the Group's risk management framework.

Group risk management policies are implemented to recognise and analyse risks faced by the Group and to set risk assumption limits and implement checks and controls relating to them. Risk management policies and the relevant systems are periodically examined to incorporate changes noted in market conditions and Company operations.

In the context of the foregoing, the Group and the Company have evaluated any effects that the management of financial risks may have due to the current macroeconomic situation and business environment in Greece. The developments during 2015 and discussions at a national and international level regarding the review of Greece's financing programme terms prolong the volatility in the macroeconomic and financial environment in Greece. The return of economic stability depends to a large extent on the actions and decisions taken by institutions in Greece and abroad. Taking into consideration that the two thirds of the Group's sales are intended for non-Greek markets, the sales in the domestic market concern the performance of already signed contracts for projects having secured their financing and also the fact that the Group has access to funding sources outside Greece, the Group and the Company estimate that any negative developments in the Greek economy are not expected to have a considerable impact on their smooth operation. Moreover, Management assesses the situation on an ongoing basis in order to secure that all necessary and possible steps and actions are taken to minimise any effect on the Group's activities.

### **Credit Risk**

Credit risk is the risk of financial loss by the Group where a customer or third party in a financial instrument transaction does not discharge his/its contractual obligations and primarily relates to customer receivables and investment securities.

### Trade and other receivables

Group exposure to credit risk is primarily affected by the features of each customer. The statistics associated with the Group's customer base, including the default risk that exists in a specific market and country where customers are in operation, have a limited effect on credit risk since there is no geographic concentration of credit risk. There is no customer accounting for more than 10% in Group income while no customer has any open balance higher than 10% of all receivables.

The Board of Directors has laid down a credit policy which requires that all new customers are scrutinised individually as regards their creditworthiness before the Group's normal payment terms and conditions

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are proposed to them. The creditworthiness control performed by the Group includes an examination of information from banking sources.

Credit lines are set for each customer which account for the maximum open balance a customer may have without the approval of the Board of Directors, which are reviewed every quarter. Any customers not complying with the average of the Group's creditworthiness criteria may hold transactions with the Group solely based on prepayments or letters of guarantee.

Most of the Group's customers hold long-lasting transactions with the Group and no losses have incurred. In monitoring customer credit risk, customers are grouped depending on their credit characteristics, their geographical region, the market in which they operate, the aging profile of their receivables and the existence of any previous financial difficulties. Any customers marked as "high risk customers" are placed in a special list of customers and all future sales to them must be paid for in advance and approved by the Board of Directors.

Customer credit lines are normally determined based on the insurance lines obtained for them from insurance companies and then receivables are insured based on such credit lines.

According to the customer's history and capacity, in order to secure its receivables, the Group requests real guarantees or collateral (i.e. letters of guarantee), when possible.

The Group raises a special impairment provision in specific cases of exposure to risk, which reflects its assessment of losses incurred with respect to trade and other receivables and investments.

### Investments

Investments are classified by the Group depending on the purpose for which they were acquired. Management decides on the appropriate classification for the investment at the time the investment is acquired and re-examines the classification on each presentation date.

Management estimates that there will be no default in connection with such investments.

### Liquidity risk

Liquidity risk is the risk that the Group will fail to fulfil its financial liabilities upon maturity. The approach adopted by the Group to manage liquidity is to ensure, as much as possible, that it will always have adequate liquidity to cover its obligations when they mature, under normal or more difficult conditions, without there being unacceptable losses or its reputation being put at risk.

To avoid liquidity risk the Group makes a cash flow provision for one year when preparing the annual budget and makes a monthly rolling provision for three months to ensure that it has adequate cash to cover its operating needs, including coverage of its financial obligations. This policy does not take into account the impact of extreme conditions that cannot be foreseen.

### Market risk

Market risk is the risk of changes in market prices, such as exchange rates, interest rates and raw material prices which can have an effect on the Group's results or the value of its financial instruments. The purpose of market risk management is to control Group exposure to such risks in the context of acceptable parameters while at the same time improving performance in risk management.

The Group bases both its purchases and sales on stock prices/indices linked to the prices of copper and other metals which are used by the Group and included in its products. The risk from the fluctuation of metal prices is covered with hedging (futures contracts and options on the London Metal Exchange – LME). The Group, however, does not use hedging instruments for the entire stock of its operation and, as a result, any drop in metal prices may have a negative effect on its results through inventories depreciation.



### Exchange rate risk

The Group is exposed to exchange rate risk from sales and purchases and from loans taken out in a currency other than the functional currency of the Group's companies, which is primarily the Euro and Romanian RON.

The main bank loans of the Group are denominated in Euro and RON and have been assumed by Group companies using Euro and RON as functional currency. Loan interest is in the same currency as that used in the cash flows arising from the Group's operating activities, which is mainly the Euro and RON.

As regards other financial assets and liabilities denominated in foreign currencies, the Group secures that its exposure to exchange rate risk is kept at an acceptable level by buying or selling foreign currencies at current exchange rates when deemed necessary to deal with short-term imbalances.

Group investments in subsidiaries are not hedged, since those foreign exchange positions are considered as long term in nature.

#### Interest rate risk

The Group obtains funds for its investments and its working capital through bank loans, and thus debit interest is charged to its results. Any upward trend of interest rates will have a negative effect on results since the Group will bear additional borrowing costs.

The interest rate risk is mitigated as part of the group's loans are obtained based on fixed interest rates, either directly or through the use of financial instruments (interest rate swaps).

### **Capital management**

The Board of Directors' policy is to maintain a robust capital base, in order to keep the Group trustworthy among investors, creditors and market players, and enable the future development of the Group's operations. The Board of Directors monitors return on equity, which is defined as the net profits divided by the total net worth, exclusive of minority interest. The Board of Directors also monitors the level of dividends distributed to holders of ordinary shares.

The Group does not have a specific treasury stock purchasing plan.

There have been no changes in the approach adopted by the Group concerning capital management during the fiscal year.

Neither the Company nor any of its subsidiaries are subject to capital liabilities imposed by external factors.

Total borrowing of the Group and the Company in relation to its equity on the reporting date is as follows:

	GROUP		COMPANY		
	2015	2014	2015	2014	
Total loan liabilities	242,634	222,247	135,569	126,486	
Less: Cash	(18,215)	<u>(4,665)</u>	<u>(16,058)</u>	<u>(3,289)</u>	
Net borrowing	224,419	217,582	119,511	123,197	
Total equity	<u>85,705</u>	<u>88,441</u>	<u>83,791</u>	<u>86,837</u>	
<b>Debt to equity ratio</b>	<b>2.62</b>	<b>2.46</b>	<b>1.43</b>	<b>1.42</b>	

#### (Amounts in thousands of €)

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## 31.1 Credit risk

### Exposure to credit risk

The book value of financial assets represents the maximum exposure to credit risk. On the reporting date the maximum exposure to credit risk was:

(Amounts in Funo)	GROU	<u>JP</u>	COMPANY	
(Amounts in Euro)	2015	2014	2015	2014
Other investments	2,976,980	2,990,088	2,976,980	2,990,088
Derivatives	122,876	349,727	73,000	-
Trade receivables	99,168,672	55,218,037	78,327,035	79,089,212
Cash and cash equivalents	18,215,119	4,665,337	16,057,523	3,288,773
Total	120,483,646	63,223,189	97,434,537	85,368,073

Maximum exposure to credit risk for the receivables from customers on the balance sheet date per geographical region was:

	GRO	<u>UP</u>	<u>COMPANY</u>	
(Amounts in Euro)	2015	2014	2015	2014
Greece	67,535,723	22,004,606	54,852,766	56,219,933
Romania	1,763,718	7,839,823	1,508,289	1,511,605
Other EU countries	26,916,876	20,817,993	19,155,473	17,512,715
Other countries	2,952,354	4,555,615	2,810,507	3,844,959
Total	99,168,672	55,218,037	78,327,035	79,089,212

The balance of trade receivables on the reporting date refers solely to wholesale customers.

### Impairment losses

The maturity of trade receivables on the reporting date was:

(Amounts in Euro)	GROUP		COMPANY		
	2015	2014	2015	2014	
Up to date	92,269,460	51,793,784	75,177,000	77,313,880	
Overdue up to 6 months	5,004,595	1,514,029	2,002,635	134,286	
Overdue more than 6 months	1,894,617	1,910,224	1,147,399	1,641,046	
Total	99,168,672	55,218,037	78,327,035	79,089,212	

An impairment provision has been raised for doubtful debts, which is broken down as follows:

(Amounts in Euro)	GRO	UP	COMPANY		
	2015	2014	2015	2014	
Balance as at 1 December	4,948,597	5,201,980	1,971,690	1,900,000	
Impairment loss for the year	754,205	841,471	230,000	360,000	
Write-offs	(32,966)	(1,095,297)	-	(288,310)	
Foreign exchange difference	(12,600)	443	-	-	
Balance as at 31 December	5,657,235	4,948,597	2,201,690	1,971,690	

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

The greatest part of trade receivables is insured by insurance companies in case collection thereof fails. During 2015, the indemnities collected from insurance companies owing to the above coverage amounted to  $\notin$  186,542 (2014:  $\notin$  690,130).

Management believes that the provision raised on 31.12.2015 reflects the best possible estimate and that the accounting balance of trade and other receivables approaches their fair value.

## 31.2 Liquidity risk

Below is given the contractual maturity of financial liabilities including the proportionate interest:

	GROUP								
<u>2015</u>									
(Amounts in Euro)	Up to 1 year	Between 1 and 2 years	Between 2 and 5 years	Over 5 years	Total 31.12.15:				
Bank loans	2,616,260	2,515,946	1,454,697	-	6,586,903				
Bank open Accounts	101,745,682	-	-	-	101,745,682				
Loans from related parties	5,149,479	-	-	-	5,149,479				
Corporate bond loans	14,429,601	21,041,449	78,364,156	50,146,782	163,981,988				
Suppliers and other liabilities	118,439,661	2,662,099	7,314,376	2,379,734	130,795,871				
Total	242,380,684	26,219,494	87,133,229	52,526,516	408,259,923				

(Amounts in Euro)	Balance sheet value 31.12.2015	Nominal value 31.12.15	Up to <1 year	Between 1 and 2 years	Between 2 and 5 years	Over 5 years
Foreign exchange forward contracts (in USD)	(9,613)	(705,735)	(705,735)	-	-	-
Foreign exchange forward contracts (in GBP)	79,639	8,102,248	8,102,248	-	-	-
Copper derivatives contracts	(221,433)	(12,823,070)	(12,823,070)	-	-	-
Aluminium derivatives contracts	(56,677)	581,514	581,514	-	-	-
Lead derivatives contracts	(6,640)	123,547	123,547	-	-	-
	(214,724)	(4,721,496)	(4,721,496)	-	-	-

	<u>2</u>	<u>014</u>			
(Amounts in Euro)	Up to 1 year	Between 1 and 2 years	Between 2 and 5 years	Over 5 years	Total 31.12.14
Bank loans	2,607,099	2,561,590	3,930,913	-	9,119,602
Bank open Accounts	102,905,437	-	-	-	102,905,43
Corporate bond loans	8,466,134	13,324,057	77,843,691	53,457,069	153,090,95
Suppliers and other liabilities	89,511,672	2,782,143	7,067,978	5,029,184	104,390,97
Total	203,490,342	18,667,790	88,842,582	58,486,253	369,506,96

(Amounts in Euro)	Balance sheet value 31.12.2014	Nominal value 31.12.14	Up to 1 year	Between 1 and 2 years	Between 2 and 5 years	Over 5 years
Foreign exchange forward contracts (in USD)	(254,181)	8,635,321	8,635,321	-	-	-
Foreign exchange forward contracts (in GBP)	(188,581)	14,668,460	14,668,460	-	-	-
Foreign exchange forward contracts (in CAD)	(7,588)	412,360	412,360	-	-	-
Copper derivatives contracts	(118,670)	(245,845)	(245,845)	-	-	-
Aluminium derivatives contracts	251,545	4,638,324	4,638,324	-	-	-
Lead derivatives contracts	(272,646)	(3,069,876)	(3,069,876)	-	-	-
	(590,121)	25,038,814	25,038,814	-	-	-



### **COMPANY**

### <u>2015</u>

(Amounts in Euro)	Up to 1 year	Between 1 and 2 years	Between 2 and 5 years	Over 5 years	Total 31.12.15
Bank loans	-	-	-	-	-
Bank open Accounts	51,629,896	-	-	-	51,629,896
Corporate bond loans	12,586,660	18,504,403	65,147,920	-	96,238,983
Suppliers and other liabilities	87,972,404	-	-	-	87,972,404
Total	152,188,960	18,504,403	65,147,920	-	235,841,283

Derivatives (Analysis per category)	Balance sheet value 31.12.2015	Nominal value 31.12.15	Up to <1 year	Between 1 and 2 years	Between 2 and 5 years
Foreign exchange forward contracts (in USD)	(6,639)	1,209,815	1,209,815	-	-
Foreign exchange forward contracts (in GBP)	79,639	8,102,248	8,102,248	-	-
Copper derivatives contracts	(243,283)	(12,608,030)	(12,608,030)	-	-
Aluminium derivatives contracts	(73,241)	615,780	615,780	-	-
	(243,524)	(2.680.187)	(2, 680, 187)	-	-

<u>2014</u>								
(Amounts in Euro)	Up to 1 year	Between 1 and 2 years	Between 2 and 5 years	Over 5 years	Total 31.12.14			
Bank loans	-	-	-	-	-			
Bank open Accounts	46,332,634	-	-	-	46,332,634			
Corporate bond loans	8,335,814	11,998,698	73,867,615	-	94,202,127			
Suppliers and other liabilities	51,172,042	-	-	-	51,172,042			
Total	105,840,490	11,998,698	73,867,615	-	191,706,803			

Derivatives (Analysis per category)	Balance sheet value 31.12.2014	Nominal value 31.12.14	Up to <1 year	Between 1 and 2 years	Between 2 and 5 years
Foreign exchange forward contracts (in USD)	(266,791)	8,995,346	8,995,346	-	-
Foreign exchange forward contracts (in GBP)	(188,581)	14,668,460	14,668,460	-	-
Foreign exchange forward contracts (in CAD)	(7,588)	412,430	412,430	-	-
Lead derivatives contracts	(286,785)	(2,336,454	(2,336,454	-	-
Aluminium derivatives contracts	(460)	(113,818)	(113,818)	-	-
Copper derivatives contracts	(147,812)	543,718	543,718	-	-
	(898,017)	22,169,682	22,169,682		-

The Company has approved credit lines with collaborating banks and is not expected to face liquidity problems to meet its short-term liabilities.

**CABLEL**®

# HELLENIC CABLES S.A. HELLENIC CABLES INDUSTRY S. A.

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

### **31.3** Exchange rate risk

The exposure of the Group to exchange rate risk is as follows:

# <u>GROUP</u>

31.12.2015							
	EURO	USD	GBP	RON	CAD	OTHER	TOTAL
(Amounts in Euro)							
Trade and other receivables	113,022,329	894,823	6,606,753	7,380,217	-	-	127,904,123
Loans	(235,293,431)	(26,507)	(5,075,777)	(1,441,511)	-	-	(241,837,227)
Trade and other liabilities	(113,590,705)	(690,016)	(677,595)	(12,399,561)	-	158,270	(127,199,608)
Cash and cash equivalents	15,450,890	735,228	1,883,318	144,524	-	1,159	18,215,119
	(220,410,917)	913,529	2,736,698	(6,316,331)	-	159,429	(222,917,592)
Derivatives for hedging of the above							
risks	-	705,735	(8,102,248)	-	-	-	(7,396,513)
(Nominal value)							
	(220,410,917)	1,619,264	(5,365,550)	(6,316,331)	-	159,429	(230,314,105)

### 31.12.2014

	EURO	USD	GBP	RON	CAD	OTHER	TOTAL
(Amounts in Euro)							
Trade and other receivables	46,788,397	8,981,806	13,743,075	8,518,842	1,487,491	27,981	79,547,592
Loans	(214,598,915)	(6,458)	(4,660,384)	(2,981,421)	-	-	(222,247,178)
Trade and other liabilities	(91,479,163)	(500,965)	(480,164)	(7,441,016)	(19,941)	(2,066)	(99,923,315)
Cash and cash equivalents	4,148,735	199,217	156,586	157,817	-	2,982	4,665,337
	(253,653,454)	8,673,601	8,759,112	(1,745,777)	1,467,550	28,897	(237,957,563)
Derivatives for hedging of the above risks (Nominal Value)	-	(8,635,321)	(14,668,460)	-	(412,430)	-	(23,716,211)
	(253,653,454)	38,280	(5,909,348)	(1,745,777)	1,055,120	28,897	(261,673,774)



The exposure of the Company to exchange rate risk is as follows:

#### 31.12.2015 **EURO** USD GBP CAD OTHER TOTAL (Amounts in Euro) 85,662,521 730,743 6,338,386 92,731,650 Trade and other receivables --(131,560,905) (4,007,846)(135,568,752) Loans (86,866,482) (609,764) (510,703) 14,544 (87,972,404) Trade and other liabilities 13,661,093 633,825 1,762,462 142 16,057,665 Cash and cash equivalents \_ (119,103,773) 754,805 3,582,299 14,686 (114,751,983) \_ Derivatives for hedging of the above risks (1,209,815) (8,102,248) (9,312,063) (Nominal value) (119,103,773) (455,010) (4,519,949) 14,686 (124,064,046) -

**COMPANY** 

31.12.2014						
	EURO	USD	GBP	CAD	OTHER	TOTAL
(Amounts in Euro)						
Trade and other receivables	66,605,041	6,619,937	13,521,085	1,487,491	-	88,233,554
Loans	(123,405,069)	-	(3,081,239)	-	-	(126,486,308)
Trade and other liabilities	(50,443,957)	(302,185)	(403,893)	(19,941)	(2,066)	(51,172,042)
Cash and cash equivalents	3,223,324	45,263	20,186	-	-	3,288,773
	(104,020,662)	6,363,015	10,056,139	1,467,550	(2,066)	(86,136,024)
Derivatives for hedging of the above risks						
(Nominal value)	-	(8,995,346)	(14,668,460)	(412,430)	-	(24,076,236)
	-	(2,632,332)	(4,612,321)	1,055,120	(2,066)	(110,212,260)

The exchange rates used per fiscal year are as follows:

Euros	<u>A</u>	verage_	Exchange rate on		
	1.1-	1.1-			
	31.12.2015	31.12.2014	31.12.2015	31.12.2014	
RON Romania	4.4454	4.4437	4.5240	4.4828	
USD	1.1095	1.3285	1.0887	1.2141	
CAD	1.4186	1.4661	1.5116	1.4063	
GBP	0.7258	0.8061	0.7340	0.7789	

### Sensitivity analysis:

A 10% decrease of Euro in relation to the following currencies on 31 December would increase (decrease) shareholder's equity and results by the amounts set out below. This analysis assumes that all the other variables and especially interest rates remain fixed.

Group	Year re	esults	Equity		
-	2015	2014	2015	2014	
USD	179,918	4,253	-	-	
GBP	(596,172)	(656,594)	-	-	
CAD	-	117,236	-	-	
RON	-	-	(701,815)	(193,975)	
	(416,254)	(535,105)	(701,815)	(193,975)	
Company	<u>Year re</u>	esults	<u>Equity</u>		
<b>F</b>	2015	2014	2015	2014	
LICD					
USD	(50,556,67)	(292,481)	-	-	
GBP	(50,556,67) (502,216,51)	(292,481) (512,480)	-	-	
	,			-	

A 10% rise of Euro in relation to the following currencies on 31 December would have the opposite effect on the following currencies by the amounts set out below:

Group	<u>Year re</u>	esults	<u>Equity</u>		
	2015	2014	2015	2014	
USD	(147,206)	(3,480)	-	-	
GBP	487,777	537,213	-	-	
CAD	-	(95,920)	-		
RON	-	-	574,212	158,707	
	340,571	437,813	574,212	158,707	

Company	Year re	esults	Equity		
	2015	2014	2015	2014	
USD	41,364,55	239,303	-	-	
GBP	410,904,42	419,302	-	-	
CAD	-	(95,920)	-	-	
	452,269	562,685	-	-	

### **31.4** Interest rate fluctuation risk

On the reporting date, the interest-bearing financial instruments of the Group in terms of interest rate risk are as follows:

(Amounts in Euro)	<u>GRO</u>	UP	COMPANY		
	2015	2014	2015	2014	
Fixed interest rates					
Liability items	44,811,964	39,065,916	-	-	
Floating rate					
Liability items	197,025,263	183,181,261	135,568,752	126,486,308	
	241,837,227	222,247,178	135,568,752	126,486,308	

### Cash flow sensitivity analysis for floating rate financial instruments

A 0.25% change in interest rates on the reporting date would increase (decrease) equity and results by the amounts set out below. This analysis assumes that all the other variables and especially exchange rates remain fixed.

#### GROUP

	<u>Year res</u>	<u>ults</u>	<u>Equity</u>		
Effect on Euro on 31.12.2015	Increase by 0.25%	Decrease by 0.25%	Increase by 0.25%	Decrease by 0.25%	
Floating rate financial instruments	(818,783)	818,783	-	-	
Effect on Euro on 31.12.2014	Increase by 0.25%	Decrease by 0.25%	Increase by 0.25%	Decrease by 0.25%	
Floating rate financial instruments	(624,432)	624,432	-	-	
COMPANY	Year results		Equity		
Effect on Euro on 31.12.2015	Increase by 0.25%	Decrease by 0.25%	Increase by 0.25%	Decrease by 0.25%	
Floating rate financial instruments	(475,690)	475,690	-	-	
	<u>Year res</u>	<u>ults</u>	<u>Equity</u>	<u>/</u>	
Effect on Euro on 31.12.2014	Increase by 0.25%	Decrease by 0.25%	Increase by 0.25%	Decrease by 0.25%	
Floating rate financial instruments	(390,959)	390,959			



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

### 31.5 Fair value

#### Fair value compared to book value

The fair value and the book value of financial asset and liability items shown in the balance sheet are as follows:

(Amounts in Euro)		GROUP					
	201	5	2014				
	Book value	Fair value	Book value	Fair value			
Financial assets available for sale	2,976,980	-	2,990,088	-			
Trade receivables	99,168,672	-	55,218,037	-			
Loan liabilities	242,633,655	237,559,812	222,247,178	217,824,236			
Trade and other liabilities	116,966,067	-	99,293,315	-			

(Amounts in Euro)	COMPANY					
· · · · · · · · · · · · · · · · · · ·	2015	5	2014			
	Book value	Fair value	Book value	Fair value		
Financial assets available for sale	2,976,980	-	2,990,088	-		
Trade receivables	78,327,035	-	79,089,212	-		
Loan liabilities	135,568,751	135,568,751	126,486,308	126,486,308		
Trade and other liabilities	87,972,404	-	51,172,042	-		

The higher balance of the items "Trade receivables" and "Trade and other liabilities" has a limited maturity (*up to one year*) and, thus, it is estimated that the accounting balance of these items is close to their fair value.

"Available-for-sale financial assets" refer to investments of the Group and the Company in shares of other companies whose shares are not traded in any organised stock market and, therefore, their fair value cannot be determined. These investments are tested annually in terms of impairment.

All loans of the Group and the Company have been taken out at a floating rate save the bonded loan of Fulgor with a nominal value of  $\in$  42 million which has been measured at  $\in$  25.9 million upon initial recognition according to IAS 39. The measurement of such loan at non-amortised cost generated the amount of  $\in$  0.9 million through profit or loss in 2015. On 31 December 2015 Management estimates the fair value of this loan at  $\in$  27.1 million with its book value amounting to  $\in$  32.2 million.

The Group's subsidiary FULGOR took out loans with their balance amounting to  $\notin$  6,227,461 on 31 December. FULGOR also assumed liabilities embedded in credit instruments (notes payable) with their balance amounting to  $\notin$  12,425,615 on 31 December 2015. Given that these liabilities have been initially recognised at fair value, Group Management estimates that the accounting balance thereof on the 31<sup>st</sup> of December 2015 approaches their fair value.



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

### Classification of financial instruments based on their valuation at fair value

A classification table of financial instruments is given below which depends on the quality of the data used to assess fair value:

- Level 1: Financial instruments measured at fair value using active market prices
- Level 2: Financial instruments measured at fair value using other unquestionably objective prices beyond active market
- Level 3: Financial instruments valued according to the Company's estimates since there is no observable data in the market.

### GROUP

		2015			2014	
(Amounts in Euro)	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
Derivative financial assets	49,876	73,000	-	337,117	12,610	-
	49,876	73,000	-	337,117	12,610	-
Derivative financial liabilities	(334,626)	(2,974)	-	(476,888)	(462,960)	-
Bank loans	-	-	(237,559,812)		-	(217,824,236)
Total	(284,750)	70,026	(237,559,812)	(139,771)	(450,350)	(217,824,236)

#### COMPANY

		2015			2014	
(Amounts in Euro)	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
Derivative financial assets	-	73,000	-	-	-	-
	-	73,000	-	-	-	-
Derivative financial liabilities	(316,524)	-	-	(435,057)	(462,960)	-
Bank loans	-	-	(135,568,751)	-	-	(126,486,308)
Total	(316,524)	73,000	(135,568,751)	(435,057)	(462,960)	(126,486,308)

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

### 32. Commitments and contingent liabilities

### 32.1 Payables from operating and financial leases

a) The Group leases passenger cars and machinery based on operating lease and financial lease agreements respectively. The future payable total rental fees are as follows:

(Amounts in Euro)	(	GROUP	COMPANY		
	2015	2014	2015	2014	
Up to 1 year Between 1 and 5 years	457,779 899,373	470,980 1,089,311	312,011 659,670	312,368 757,192	
	1,357,152	1,560,291	971,681	1,069,559	

b) The Group leases a property to accommodate its principal establishment. The future payable lease fees, according to the lease agreement, are as follows:

(Amounts in Euro)	(	GROUP	COMPANY		
	2015	2014	2015	2014	
Up to 1 year Between 1 and 5 years Over 5 years	142,416 569,664 71,208	142,416 569,664 213,624	142,416 569,664 71,208	142,416 569,664 213,624	
	783,288	925,704	783,288	925,704	

### **32.2** Contingent liabilities

The Group and the Company have contingent payables and receivables relating to banks, other collateral and other issues arising in the course of their ordinary activity, which are as follows:

Contingent Liabilities:			COM	A N787
(Amounts in Euro)	G	ROUP	COMP	ANY
	2015	2014	2015	2014
Collateral for securing payables to suppliers	23,345,981	28,538,295	23,264,581	28,474,389
Assigned mortgages and statutory notices of				
mortgage on fixed assets	140,846,800	140,846,800	91,846,800	91,846,800
Collateral for securing the performance of contracts				
entered into with customers	34,924,282	26,730,967	29,631,784	20,939,150
Guarantees for subsidies	19,265,835	19,625,835	5,217,024	5,217,024
Other payables	4,329,210	6,151,471	3,917,210	5,851,471
	222,712,108	221,533,368	153,877,398	152,328,834



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

#### Capital commitments:

(Amounts in Euro)	GROUP		COMPANY	
	2015	2014	2015	2014
Property, plant and equipment	171,120	491,555	171,120	20,145
	171,120	491,555	171,120	20,145

### **32.3 Unaudited tax years**

The Company and its subsidiaries have not been audited by tax authorities for the following years:

Company	Tax authority	Fiscal Years
HELLENIC CABLES	Greece	From 2009 to 2010 and 2015
FULGOR SA	Greece	2015
ICME-ECAB	Romania	From 2010 to 2015
LESCO OOD	Bulgaria	From 2008 to 2015
LESCO ROMANIA	Romania	From 2003 to 2015
DE LAIRE LTD.	Cyprus	From 2007 to 2015
SYMMEP S.A.	Greece	From 2012 to 2015

TELECABLES S.A. was absorbed by the Company on 01.08.2011 and its fiscal years 2004 -2011 (till 31/7) are unaudited.

The tax liabilities of the Company and Group companies will be finalised once the competent tax authorities conduct the necessary ordinary audits. Management believes that the provision of  $\notin$  200,000 raised on 31 December 2014 for these liabilities reflects the best possible estimate.

The years 2011, 2012, 2013 and 2014 have been audited with respect to the Company and its subsidiary "FULGOR S.A." by the statutory auditor who was chosen as per Codified Law 2190/1920, namely the audit firm of chartered accountants "Deloitte Hadjipavlou, Sofianos & Cambanis S.A. – Chartered Accountants & Business Consultants" (statutory auditor) in accordance with article 82 of Law 2238/1994 and article 65a of Law 4174/13. The relevant tax compliance certificates were issued on the basis of "unqualified opinion" and did not indicate any reservations.

The tax audit had not been completed by the statutory auditor of the year 2015 until the date the financial statements were approved. This audit is underway and the relevant tax compliance report is expected to be granted after the financial statements on the year ended on 31 December 2015 are published. If additional tax liabilities arise after the tax audit is completed, Management of both the Group and the Company estimate that they will have no significant effect on the financial statements.

595,069

688,659

752,995

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

## **33. Related party transactions**

Liabilities

The Company's affiliates comprise its subsidiaries and associate companies, executive members of its Board of Directors as well as the subsidiaries and associate companies of VIOHALCO SA/NV Group.

The balances of the transactions of the Company and HELLENIC CABLES Group with its subsidiaries and associate companies and the results related to such transactions are as follows:

	GF	ROUP	COMPANY	
I. Transactions with subsidiary companies	2015	2014	2015	2014
Receivables	-	-	6,826,703	39,215,203
Liabilities	-	-	11,470,562	7,807,436
Down payments for the purchase of stocks	-	-	11,366,781	-
Sales of products and other income	-	-	44,066,333	40,226,048
Purchases of products and other expenses	-	-	96,710,473	58,534,153
II. Transactions with associate companies	2015	2014	2015	2014
Receivables	5,336,667	8,676,595	5,186,420	8,624,899

 Sales of products and other income
 12,476,934
 12,295,007
 11,745,673
 12,298,723

 Purchases of products and other expenses
 3,315,948
 2,093,362
 2,490,951
 2,018,942

602.872

The balances of the transactions of the Company and HELLENIC CABLES Group with the parent company and subsidiaries of VIOHALCO SA/NV Group and the results related to such transactions are as follows:

	<b>GROUP</b>	<u></u> CO]	MPANY	
III. Transactions with parent company*	2015	2014	2015	2014
Receivables	873,058	598,968	812,242	338,902
Liabilities	1,129,659	8,912	8,749	-
Loans from parent company	5,149,479	-	-	-
Sales of products and other income	19,295,432	11,440,857	6,089,292	3,059,609
Purchases of products and other expenses	17,187,037	5,911,854	6,445,664	3,291,118

\*: The intermediate parent company HALCOR S.A. and the ultimate parent company VIOHALCO SA/NV are included.



# HELLENIC CABLES S.A. Hellenic cables industry s. a.

NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

IV. Transactions with subsidiaries of VIOHALCO SA/NV Group*	2015	2014	2015	2014
Receivables	1,499,502	2,095,252	1,009,681	1,265,775
Liabilities	4,757,790	4,806,101	1,495,987	1,178,660
Down payments for the purchase of stocks	220,758	-	220,758	-
Sales of products and other income	11,313,513	14,712,997	1,711,062	2,555,920
Purchases of products and other expenses	17,198,863	22,531,821	5,628,662	5,954,057

\*: The subsidiaries of VIOHALCO Group do not include the associate companies of HELLENIC CABLES Group.

V. BoD members	2015	2014	2015	2014
Fees	1,346,997	1,194,827	699,344	576,933

All transactions with affiliates took place in accordance with the generally accepted commercial terms and will be settled within a reasonable period of time.

### 34. Subsidiaries & associates

The Consolidated Financial Statements of the Group on 31 December 2015 include the financial statements of HELLENIC CABLES S.A. and the subsidiaries/associates referred to below:

Corporate name	<b>Registered Office</b>	Activity	<u>Holding p</u>	ercentage_
			<u>31.12.2015</u>	<u>31.12.2014</u>
Subsidiaries				
FULGOR SA	Greece	Industrial	100.00%	100.00%
ICME ECAB S.A.	Romania	Industrial	98.59%	98.59%
LESCO OOD	Bulgaria	Industrial	100.00%	100.00%
LESCO ROMANIA	Romania	Industrial	65.00%	65.00%
DELAIRE	Cyprus	Commercial	100.00%	100.00%
SYMM.EP. S.A.	Greece	Industrial	100.00%	-
Associates				
STEELMET S.A.	Greece	Provision of services	29.56%	29.56%
METAL AGENCIES LTD.	England	Commercial	20.00%	20.00%

The above subsidiaries are consolidated by applying the accounting method of total consolidation while the equity method of accounting is applied to associates.

### **35. Subsequent events**

No important events took place after the end of 2015.



NOTES ON THE FINANCIAL STATEMENTS AS AT 31 DECEMBER 2015

Athens, 9 March 2016

THE CHAIRMAN OF THE BOARD OF DIRECTORS

A MEMBER OF THE BOARD OF DIRECTORS THE GENERAL MANAGER THE FINANCIAL MANAGER

IOANNIS BATSOLAS AK 034042 IOANNIS STAVROPOULOS K 221209 ALEXIOS ALEXIOU X 126605 IOANNIS THEONAS AE 035000



# E. FACTS AND INFORMATION ON THE YEAR FROM 1 JANUARY 2015 TO 31 DECEMBER 2015



### HELLENIC CABLE INDUSTRY S.A.

No in General Register of Commerce 281701000 Address: Athens Tower, Building B, 2-4, Mesopheion Aewnen, 11527, Athens Facts and Information on the period from Linuary 2015 to 31 December 2015 (According to article 135 of Law 2190/20 for companies publishing ammual financial statements, individual and consolidated, in accordance with IAS/IFRS) The following facts and information and in to provide general information about the financial action and results of HELINEC CABLES S.A. and its Group. Therefore, readers are advised, before making any investment decision or other transaction with the issuer, to refer to the issuer's website where the financial statements and the review report of the statutory auditor, if necessary, are uploaded.

Competent Prefecture: Ministry of Development, S.A. and Credit Division Webste: www.cablel.gr BoD composition: Chairman: Batsolas I., Vice-chairman: Laios K. and members: Diakogiannis M., Kyriazis A., Iraola M., Alexiou A., Katsanos A., Stavropoulos I., Galetas N., Georganas I., Nikolaidis E., Passas G. Date of financial statements approval by the Board of Directors: March 9th, 2016 Certified Auditor: Andreas Barlikas (Greek ICPA Reg. No: 13991) Audit firm: Delute: - Hadipadou Sofanos & Kambanis S.A. (Reg. No. SOEL: E 120) Audit opinion: Unqualified opinion

STATEMENT OF FINANCIAL POSITION (consolidated and non-consolidated figures

	Amounts in €			
	GRO	GROUP		ANY
	31-Dec-2015	31-Dec-2014	31-Dec-2015	31-Dec-2014
ASSETS				
Property, plant & equipment	235,710,879	240,314,674	72,357,966	75,227,507
Investment property	872,265	872,265	540,226	540,226
Intangible assets	15,216,594	14,144,469	3,701,650	2,973,595
Other non-current assets	4,638,385	5,112,813	77,039,356	62,886,804
Inventories	85,901,357	92,646,186	54,766,364	41,642,949
Trade receivables	97,493,369	52,625,859	81,246,729	78,686,245
Other current assets	48,748,750	31,936,797	27,615,444	12,836,082
TOTAL ASSETS	488,581,598	437,653,063	317,267,735	274,793,408
EQUITY & LIABILITIES				
Share Capital	20,977,916	20,977,916	20,977,916	20,977,916
Other equity items	63,920,889	66,631,774	62,813,434	65,859,385
Total equity of parent company's owners (a)	84,898,805	87,609,690	83,791,350	86,837,301
Minority Interest (b)	805,924	831,563		
Total Equity (c)=(a) + (b)	85,704,729	88,441,253	83,791,350	86,837,301
Long-term loan liabilities	121,056,632	113,166,131	76,228,260	76,510,338
Provisions / Other long-term liabilities	43,660,132	38,019,476	9,618,705	9,399,740
Short-term loan liabilities	120,780,595	109,081,046	59,340,491	49,975,970
Other short-term liabilities	117,379,511	88,945,157	88,288,928	52,070,059
Total liabilities (d)	402,876,870	349,211,810	233,476,385	187,956,107
TOTAL EQUITY AND LIABILITIES (c) + (d)	488,581,598	437,653,063	317,267,735	274,793,408

#### DATA FROM STATEMENT OF CHANGES IN EQUITY (consolidated and non-consolidated figures)

	Amounts in €			
	GRO	UP	COMPANY	
	31-Dec-2015	31-Dec-2014	31-Dec-2015	31-Dec-2013
Total equity at beginning of period (01/01/2015 & 01/01/2014 respectively)	88,441,253	82,914,448	86,837,301	77,177,160
Period's profit/(loss) after tax	(1,847,383)	(30,338,498)	(2,736,707)	(4,973,618)
Net income posted directly to equity	(865,586)	36,360,537	(309,244)	14,633,759
Change in subsidiary's consolidation method		(495,234)	-	-
Acquisition of subsidiary	(23,555)	-	-	-
Total equity at end of period (31/12/2015 & 31/12/2014 respectively)	85,704,729	88,441,253	83,791,350	86,837,301

#### ADDITIONAL FACTS AND INFORMATION

1. The Group companies included in the consolidated financial statements with reference to registered offices and

noiding percentage are as follows:					
		HOLDING		Registered	Unaudited
	Direct	Indirect	Total	Office	Years
Full consolidation method					
FULGOR S.A.	100.00%		100.00%	GREECE	2015
ICME ECAB S.A.	98.59%		98.59%	ROMANIA	2010-2015
LESCO O.O.D	100.00%	-	100.00%	BULGARIA	2008-2015
LESCO ROMANIA S.A.	65.00%		65.00%	ROMANIA	2003-2015
DE LAIRE LIMITED	100.00%		100.00%	CYPRUS	2007-2015
SYMM.EP. S.A.	100.00%	-	100.00%	GREECE	2012-2015
Equity method of accounting					
STEELMET S.A.	29.56%		29.56%	GREECE	2010 & 2015
METAL AGENCIES LTD	20.00%	-	20.00%	ENGLAND	-

2. During 2014, the Company participated in the capital increase of Genecos S.A., which resulted in the loss of control over Genecos S.A. where financial results of Genecos S.A. were consolidated with full method until the date of the loss of control, while the participation was relaxising to "Other investment". Genecos S.A. was not consolidated for the year 2015.

During 2015, the Company acquired 100% of shares of the entity SVMM.EP. S.A. for an amount of EUR 60,000. The certain investment was recorded as investment in subsidiary and at Group level, it was fully consolidated for first time in 2015.

 Prenotation of mortgage amounting to € 141 million has been raised on the properties of the Group in order to secure long-term loa

5. No shares of the parent company are held by Group companies.

6. The unaudited tax years of the Company and the companies of the Group are analytically presented in note No 32.3 of the financial statements

The personnel employed by the Company and the Group on December 31st 2015 numbered 418 and 1,256 persons respectively while on December 31st 2014 the corresponding figure was 405 and 1,226.

8. There are no disputed cases against Group companies and, therefore, no relevant provisions have been raised.

9. Cumulative income and expenses from beginning of the period and balances of receivables and payables of the Company and the Group at the end of the current period, which have arisen from its transactions with affiliated parties within the meaning of IAS 24, are as follows:

(Amounts in €)	GROUP	COMPANY
i) Income	43,085,879	63,612,360
ii) Expenses	37,701,848	111,275,750
iii) Receivables	7,929,985	25,422,585
iv) Payables	6,490,321	13,570,367
v) Loans from related parties	5,149,479	-
vi) Transactions and fees for Management executives and BoD members	1,346,997	699,344
vii) Receivables from Management executives and BoD members		

viii) Payables to Management executives and BoD members

Corporate name	Count registere		Consoli	dation	Holding percentage
HALCOR S.A.	GRE	GREECE		FULL CONSOLIDATION	
VIOHALCO SA/NV	BELG	BELGIUM		FULL CONSOLIDATION	
11. The amounts and nature of other comp	prenensive income a	itter tax for the Gro	oup and the Comp	any are as follows:	
		GRO	UP	COMP	ANY
(Amounts in €)		GRO 31-Dec-2015	UP 31-Dec-2014	COMP 31-Dec-2015	ANY 31-Dec-2014
(Amounts in €) Foreign exchange differences					
		31-Dec-2015	31-Dec-2014		
Foreign exchange differences		31-Dec-2015 (381,340)	31-Dec-2014 283,409		31-Dec-2014
Foreign exchange differences Revaluation of fixed assets		31-Dec-2015 (381,340)	31-Dec-2014 283,409 46,797,791	31-Dec-2015	31-Dec-2014 - 20,974,854
Foreign exchange differences Revaluation of fixed assets Valuation of derivatives fair value		31-Dec-2015 (381,340) - 15,359	31-Dec-2014 283,409 46,797,791 (671,702)	31-Dec-2015 - 276,949	31-Dec-2014 - 20,974,854 (867,445)

Amounts		
	GROUP	GROUP
	1-Jan-2015	1-Jan-2014
	31-Dec-2015	31-Dec-2014
Turnover	479,747,231	359,418,262
Gross profit/ (loss)	39,684,684	7,863,886
Earnings/ (loss) before tax, financing & investment results	23,590,361	(20,033,088)
Earnings/ (loss) before tax	644.422	(37,927,226)
Less: Tax	(2,491,805)	7,588,728
Earnings/(loss) after tax (A)	(1,847,383)	(30,338,498)
Allocated to:	(1,847,383)	(50,558,498)
Company Shareholders	(1,830,558)	(30,309,277)
Minority Shareholders	(16,825)	(29,221)
Other comprehensive income after tax (B)	(865,586)	36,360,537
Total comprehensive income after tax (A) + (B)	(2,712,969)	6,022,039
Allocated to:		
Company Shareholders	(2,687,330)	5,766,472
Minority Shareholders	(25,639)	255,567
Basic post-tax earnings/ (loss) per share (in €)	(0.062)	(1.026)
Earnings/ (loss) before interest, tax,	37,030,802	(10,669,621)
financing, investment & depreciation	57,050,002	(10,005,021)
	COMPANY	COMPANY
	1-Jan-2015	1-Jan-2014
	31-Dec-2015	31-Dec-2014
	31-060-2015	31-060-2014
Turnover	336,915,155	248,809,174
Gross profit/ (loss)	14,414,930	1,564,596
Earnings/ (loss) before tax, financing & investment results	8,512,545	(10,729,944)
Earnings/ (loss) before tax	(3,249,903)	(7,679,519)
Less: Tax	513,196	2,705,901
Earnings/(loss) after tax (A)	(2,736,707)	(4,973,618)
Other comprehensive income after tax (B)	(309,244)	14,633,759
Total comprehensive income after tax (A) + (B)	(3,045,951)	9,660,141
Basic post-tax earnings/ (loss) per share (in €)	(0.0930)	(0.1680)
Earnings/ (loss) before interest, taxes, financing, investment & depreciation	13,789,371	(6,984,843)
manenty messalicit & upreciation		

#### STATEMENT OF CASH FLOW (consolidated and non-consolidated figures)

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STATEMENT OF TOTAL INCOME (consolidated and non-consolidated f

	GROUP		COMPANY	
	1-Jan-2015	1-Jan-2015 1-Jan-2014		1-Jan-2014
	31-Dec-2015	31-Dec-2014	31-Dec-2015	31-Dec-2014
Operating Activities				
Earnings before tax (continuing activities)	644,422	(37,927,226)	(3,249,903)	(7,679,518)
Plus / less adjustments for:				
Depreciation and Amortization	14,362,229	9,654,731	5,757,245	4,066,365
Provisions	2,986,227	(354,485)	1,763,809	337,545
Results (income, expenses, profit and loss) from investment act.	(526,366)	105,907	(1,385,769)	(1,374,398)
Income from Dividends	-	-	(169,200)	(12,724,206)
(Profit)/ Loss from Sale of Fixed Assets	(4,783)	(12,681)	(35,733)	(60,245)
impairment and losses from destruction of fixed assets	216,308	11,824,035	155,025	6,153,829
Amortization of grants	(921,788)	(417,408)	(480,420)	(321,264)
interest charges and related expenses	21,393,638	16,778,906	11,622,269	10,486,373
Plus/less adjustments for changes in working capital				
accounts or accounts related to operating activities:				
Decrease/(increase) in inventories	4,454,090	(13,615,680)	(14,642,717)	(8,960,833)
Decrease/(increase) in receivables	(44,004,260)	(6,854,361)	(3,802,969)	8,065,463
(Decrease)/ increase in payables (less loans)	27,547,830	24,136,453	36,800,362	(18,434,142)
Less:				
interest charges and related paid-up expenses	(18,441,403)	(14,493,622)	(11,281,835)	(10,591,717)
Tax paid			<u> </u>	-
Total inflow / (outflow) from operating activities (a)	7,706,145	(11,175,431)	21,050,165	(31,036,748)
investment activities				
Acquisition of subsidiaries, affiliated companies, joint ventures				
and other investments	(78,905)	(1,002,000)	(14,478,905)	(5,114,000)
Purchase of tangible and intangible assets	(11,477,649)	(32,018,444)	(3,772,730)	(4,105,033)
Proceeds from the sale of tangible and intangible assets	5,007	12,835	37,678	136,304
Interest received	22,168	128,421	1,004,871	1,585,328
Dividends received	169,200	37,600	169,200	12,724,206
Proceeds from the sale of investments	16,462	-	16,462	
Total inflow / (outflow) from investment activities (b)	(11,343,717)	(32,841,588)	(17,023,424)	5,226,805
Financing activities				
Cash of subsidiaries that were not consolidated	-	(177,471)	-	-
Proceeds from issued / received loans	22,777,020	35,845,779	12,766,041	16,785,103
Repayment of loans	(6,434,156)	(12,570,042)	(4,024,032)	(1,066,032)
Dividends Paid	-	(4,470)		(4,470)
Payment of financial lease payables (amortization)	796,428	(166,641)		-
Grants received	-	8,030,422	-	-
Cash of subsidiaries acquired	53,863	-		-
Total inflow/ (outflow) from financing activities (c)	17,193,155	30,957,577	8,742,009	15,714,601
Net increase/ (decrease) in cash and cash equivalents of the	13,555,582	(13,059,442)	12,768,750	(10,095,342)
period (a) + (b) + (c)				
Cash and cash equivalents, beginning of period	4,665,337	17,723,902	3,288,773	13,384,115
Effect of foreign exchange differences	(5,801)	877	-	-
Cash and cash equivalents, end of period	18,215,118	4,665,337	16,057,523	3,288,773

#### Athens, March 9th, 2016 THE CHAIRMAN OF THE BoD IOANNIS BATSOLAS AK 034042 THE CHIEF EXECUTIVE OFFICER ALEXIOS ALEXIOU X 126605 A MEMBER OF THE BoD IOANNIS STAVROPOULOS K 221209 THE CHIEF FINANCIAL OFFICER IOANNIS THEONAS AE 035000 LICENSE No, CLASS A: 0011130



**F.** ADDITIONAL FACTS AND INFORMATION OF FINANCIAL REPORT

### Information under article 10 of Law No 3401/2005

Below is given information published or made available by the Company to the public during year 2015. This information is incorporated in this annual financial report by setting out the above table.

No	Description	Website	Site map	
1.	Facts & Information, Q3 2015			
2.	Interim financial statements Q3 2015			
3.	Facts & Information, Q1-Q2 2015	http://www.cablel.gr/eco_re s.php?y=2013&t=1		
4.	Semi-annual Financial Report 2015		Home Page > Investor relations > Financia results > 2015	
5.	Facts & Information, Q1- Q3 2015			
6.	Interim financial statements Q1- Q3 2015			
7.	Facts & Information, Q1-Q4 2015			
8.	Annual Financial Report 2015			
9.	Press releases/ announcements to stock exchange during 2015	http://www.cablel.gr/eco_re s.php?y=2013&t=2	Home Page > Investor relations > Announcements/ Publications > Press releases/ Announcements > 2015	

# **Availability of Financial Statements**

The Annual Financial Statements of the Company on both consolidated and non-consolidated basis, the audit report of the chartered accountants and the Report of the Board of Directors on both consolidated and non-consolidated basis are uploaded on <u>www.athexgroup.gr</u>.

In addition, in our Company's website (<u>www.cablel.gr</u>) the annual financial statements, the audit reports of the chartered accountants and the reports of the Board of Directors incorporated in the Company's consolidated financial statements are available.

Finally, any shareholders and investors interested in obtaining more information or clarifications on the Company may email during working days and hours at: <u>itheonas@cablel.vionet.gr</u> (Head: Mr. Ioannis Theonas, tel.: 2106787913). In addition, the Company's website (<u>http://www.cablel.gr</u>) includes this Annual Financial Report and the Annual Bulletins of the previous fiscal years and other important information on the Company.