

## A leading European industrial group with a global reach

Viohalco SA (VIO) is a leading holding group of metal processing companies in Europe, based in Brussels, listed on Euronext Brussels and the Athens Exchange. Uniquely diversified in metal sector activities and with a global presence, the Group is committed to sustainable manufacturing of quality, innovative and value added products for building & construction, energy & telecommunication networks, oil & gas, transportation, food & pharmaceutical packaging, lithography and numerous industrial applications.

**VIO**  
**LISTED**  
**EURONEXT**

### Steel & Steel Pipes

**SIDENOR**



**CORINTH PIPEWORKS S.A.**



### Copper & Cables

**HALCOR**



**CABLEL**  
HELLENIC CABLES S.A.



### Aluminium

**ELVAL**  
HELLENIC ALUMINIUM INDUSTRY S.A.



### Real Estate & Other Services

**REAL ESTATE**



## Key business statistics:

**77** years experience

**28** production plants in **6** countries

Sales in more than **80** countries

**7,857** employees

## Strong market position and growth opportunities

### Current positioning

- Dynamic production base with **28 plants worldwide**
- Leading positions in its key markets
- Established track record
- Strong focus on innovation and R&D
- Extensive distribution network

Viohalco is committed to building on its current strengths to both optimise existing operations, produce and sell more value-added products through continued R&D investments, and further expand the Group's geographical footprint.

### 2013 financial highlights

- Consolidated revenue of **EUR 2.9 billion** generated in **100 countries**
- Gross profit of **EUR 175 million**
- Consolidated EBITDA before non-recurring items of **EUR 95 million**
- **EUR 3.4 billion** of total assets
  - Market capitalisation of close to **EUR 1 bn**

### Growth strategy

- **EUR 332 million** 3-year investment plan to optimize production processes for
- Innovation-driven product development
- Selective geographical expansion
  - Increase of capacity
  - Decrease of industrial costs
  - Minimizing the impact on the environment

## Commitment to innovation

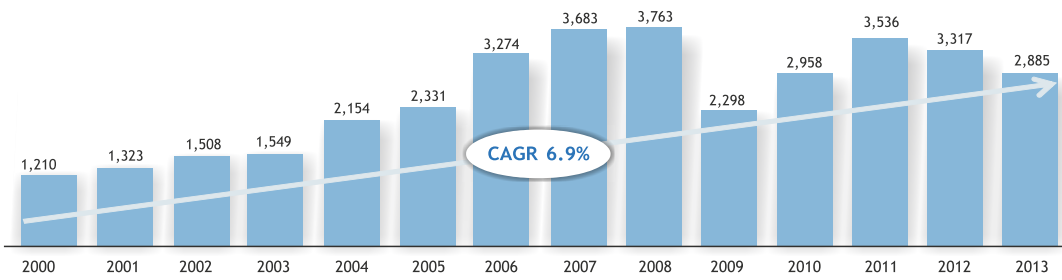


By keeping up to date with current technological developments, VIOHALCO subsidiaries implement **significant investments that improve the effectiveness and enhance the capacity** of their production facilities.

- Viohalco Group R&D facilities **promote research** that helps to expand the product portfolio with innovative and high value-added products
- Internal R&D programmes are supported by **strategic partnerships with leading metals companies** worldwide along with international research and development centres
- **€UR154 million** of investments in 2013

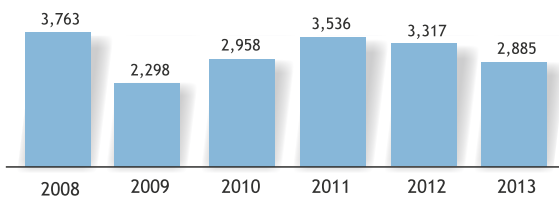
## Board of Directors

- Nikolaos Stassinopoulos, **President**  
 Jacques Moulart, **Vice President, Executive Director**  
 Evangelos Moustakas, **CEO, Executive Director**  
 Michail Stassinopoulos, **Executive Director**  
 Ioannis Stassinopoulos, **Executive Director**  
 Jean-Charles Faulx, **Executive Director**  
 Xavier Bedoret, **Non-executive and Independent Director**  
 Efthimios Christodoulou, **Non-executive and Independent Director**  
 Jean-Pierre de Launoit, **Non-executive and Independent Director**  
 Francis Mer, **Non-executive and Independent Director**  
 Athanassios Molokotos, **Non-executive and Independent Director**  
 Rudolf Wiedenmann, **Non-executive and Independent Director**

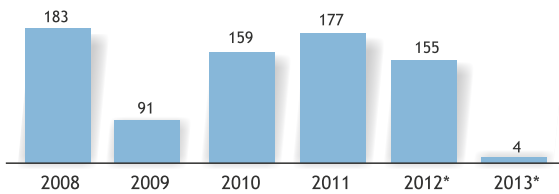


## Financial performance

### REVENUE

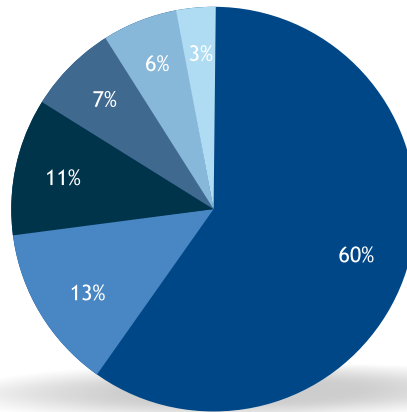


### EBITDA



\* 2012 EBITDA before non-recurring items = 160, 2013 EBITDA before non-recurring items = 95

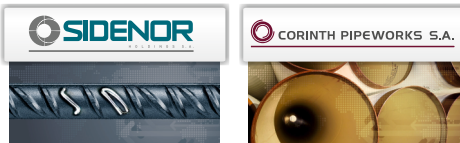
### REVENUE by REGION



- 60% Other EU member states
- 13% Greece
- 11% Other European countries
- 7% USA
- 6% Asia
- 3% Africa

## Our business segments

### Steel & Steel Pipes



- **Largest** long products steel producer in South Eastern Europe
- Expanding Balkan business
- Fast **growing** CPW pipes business
- High quality **low cost** assets
- Structured operations around (i) **mini-mills**; (ii) **pipes, tubes and hollow sections**; (iii) **downstream operations for steel product processing**; and (iv) **sales and distribution**
- Amongst the world's largest and **highly advanced steel pipe producers** for the Oil & Gas industry
- Sales in **40** countries
- **Approved supplier** of the largest international Oil and Gas companies
- Major **hollow section supplier** of the construction sector

### Copper & Cables



- Leading fabricator in copper & zinc products
- **Major** cable and wire producer
- Dynamically growing **international presence**
- Extensive distribution network
- **Largest cable producer** in SE Europe, with **5 production plants** and exports to over **50 countries** globally
- Cable products include power cables, telecom cables, enameled wires and compounds

### Aluminium



- **Largest Greek aluminium processor**, active in the manufacturing and trading of flat rolled & extruded products
- State-of-the-art key equipment-**emphasis on R&D**
- Significant presence with **growth potential** in the Litho business
- Extensive **distribution network**
- **Strategic alliance** with UAC J (Japan)

### Real Estate & other services



- Related to development of the commercial and industrial properties of Viohalco and its subsidiaries
- Significant **portfolio of commercial and industrial properties** developed
- Key **assets in Athens** include hotels, office buildings, industrial buildings and retail operations