



CORPORATE PRESENTATION

May 2015

 **THRACE GROUP**

A WORLD OF MATERIALS & SOLUTIONS



**Converting polypropylene into a
World of Materials & Solutions for over 35 years**



THRACE GROUP
A WORLD OF MATERIALS & SOLUTIONS

2 BUSINESS UNITS

TECHNICAL FABRICS



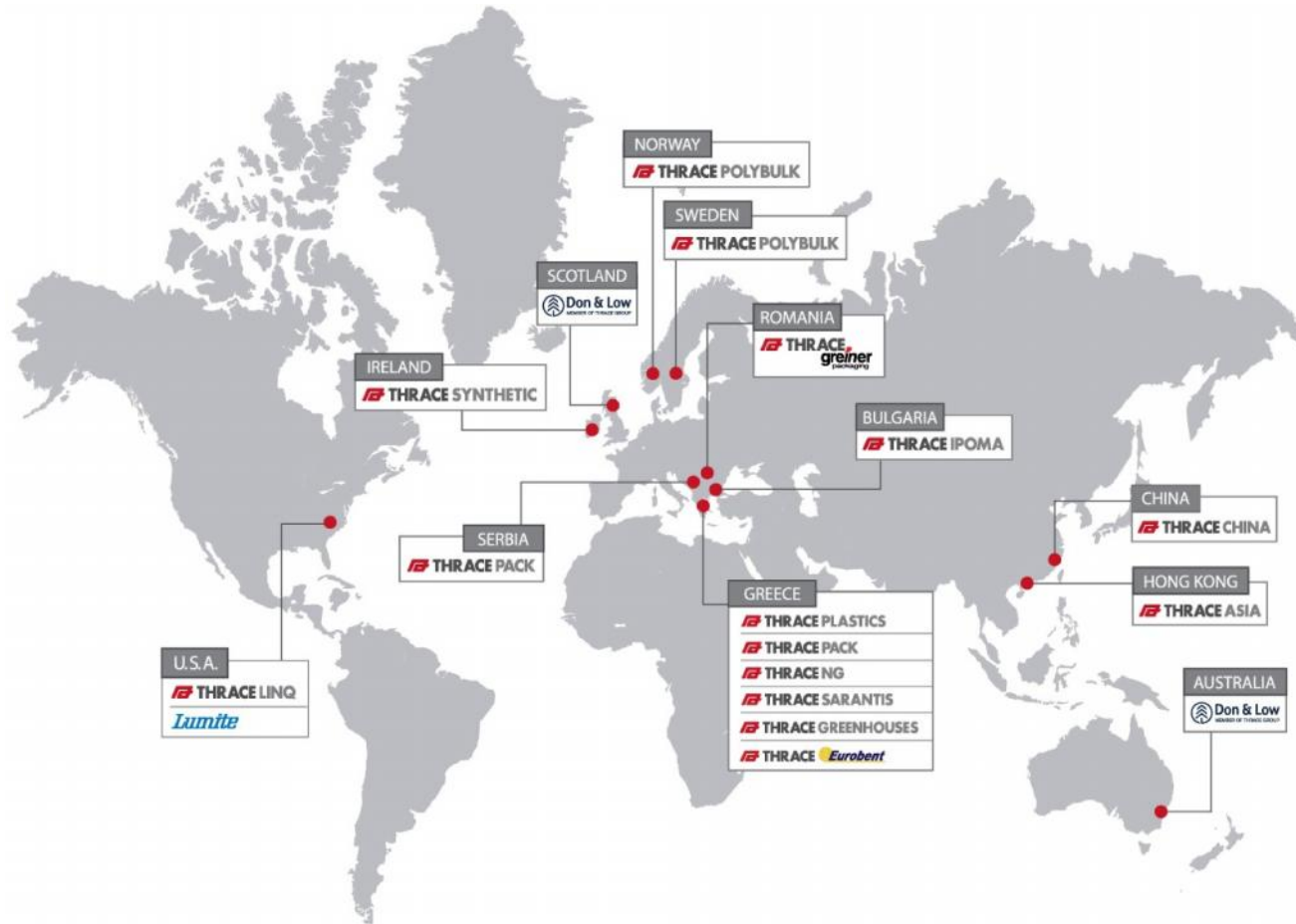
PACKAGING SOLUTIONS



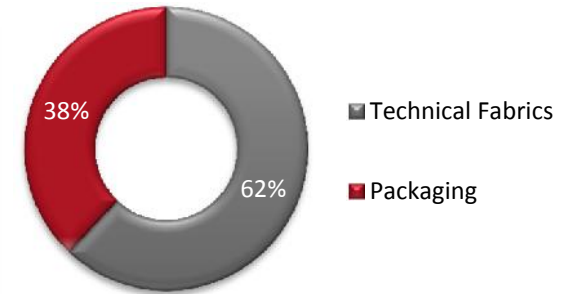


THRACE GROUP AT A GLANCE

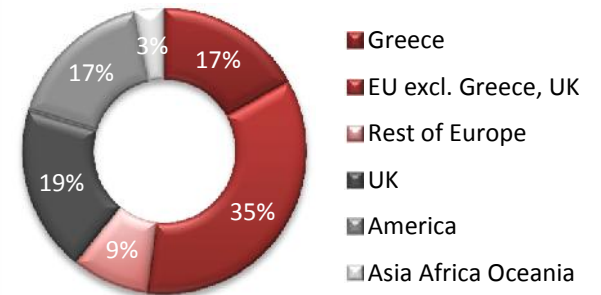
- Converting **100k tons PP** per year
- Operations in **11 countries**
- **28** different production technologies
- **52% production** is in Greece
- **17% sales** in Greece
- Sales network in **80 countries**
- Sales in **24 market segments**
- FY 2014 Group Sales **€293 mil**
- FY 2014 CAPEX **€13 mil**
- **1,663** employees



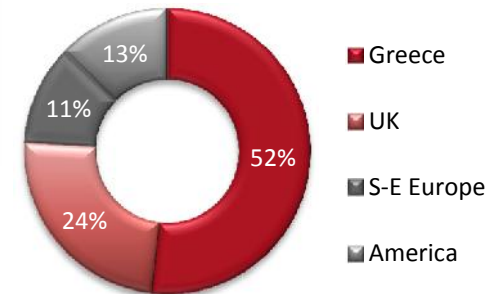
Sales – BU Contribution



Sales Geographical Breakdown

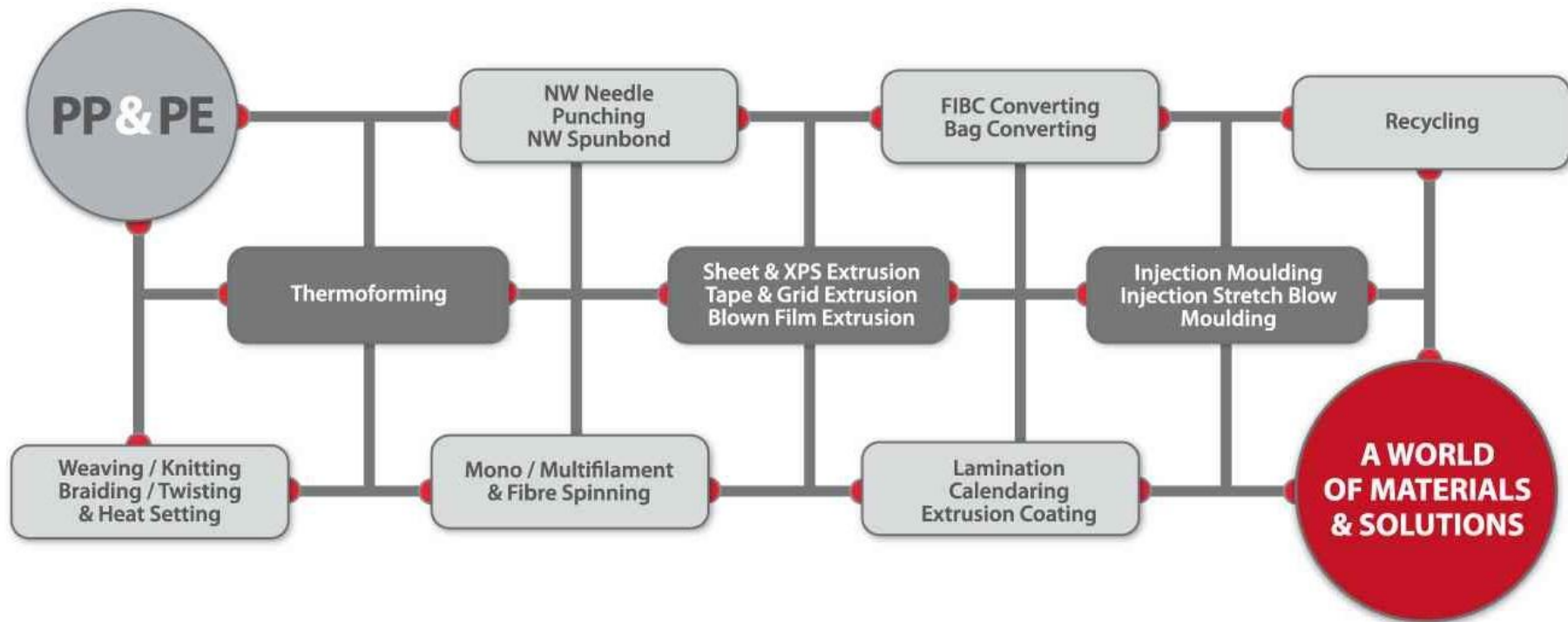




Production Geographical Breakdown



28 different production technologies from processing to finishing

Innovation | Vertical integration | Flexibility | Cost effectiveness



-  TECHNICAL FABRICS DIVISION TECHNOLOGIES
-  PACKAGING DIVISION TECHNOLOGIES



TECHNICAL FABRICS

BUSINESS UNIT

THRACE GROUP
A WORLD OF MATERIALS & SOLUTIONS

TECHNICAL FABRICS BUSINESS UNIT | PRODUCTS BY APPLICATION



GEOSYNTHETICS



CONSTRUCTION



**AGRI/HORTICULTURE
AQUACULTURE**



**LANDSCAPE-
GARDENING**



SPORT & LEISURE



MEDICAL & HYGIENE



FILTRATION



**FURNITURE &
BEDDING**



AUTOMOTIVE



PACKAGING FABRICS



**ADVANCED FABRICS/
COMPOSITES**



FLOOR COVERING



INDUSTRIAL FABRICS



**ARNO WEBBINGS/
STRAPS/ ROPES**



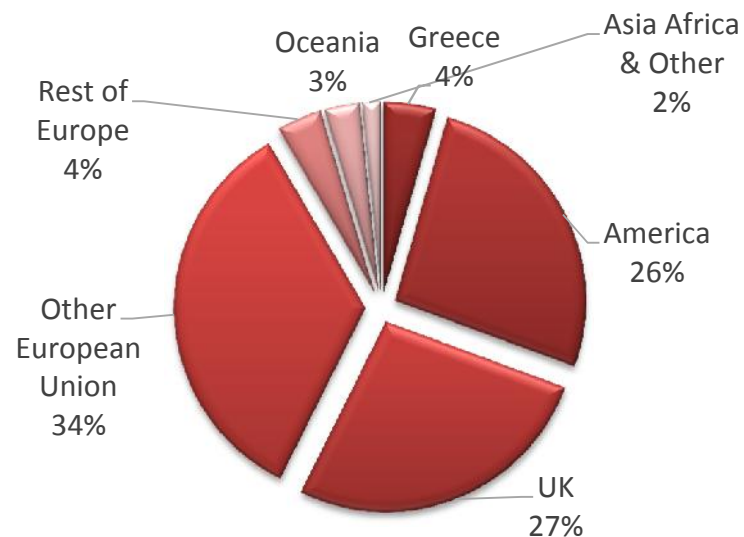
**INDUSTRIAL YARNS &
FIBERS**

- **Changi Singapore Airport**
- **Liverpool (John Lennon) Airport, UK**
- **Khasab Port Extension Project, Oman**
- **Terminal 5, London Heathrow Airport, UK**
- **Palm Jumeirah, Dubai, United Arab Emirates**
- **Ionian Motorway, Greece**
- **Athens Underground Metro, Greece**
- **Landfill in NW Thessaloniki, Greece**
- **Kolkata Airport, India**
- **Chicago O'Hare Airport, USA**
- **Palma de Mallorca Airport, Spain**
- **E65 Motorway, Greece**
- **High Speed Railway UTE-AVE, Cornella, Spain**
- **Main Road Embankment, Shenzhen, China**
- **New International Airport, Dubai, United Arab Emirates.**

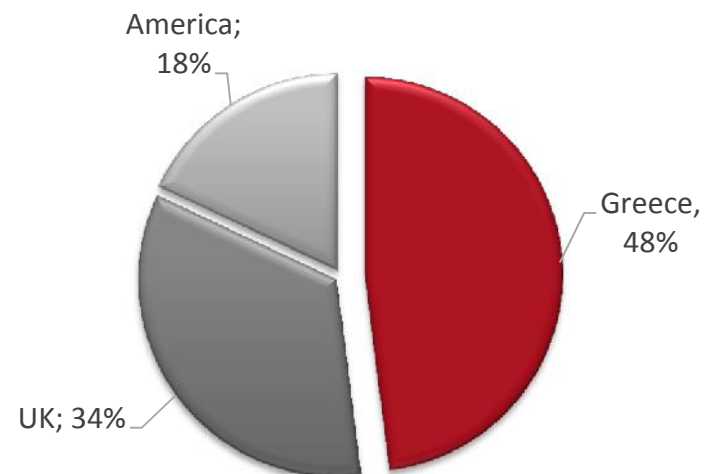


TECHNICAL FABRICS BUSINESS UNIT | OVERVIEW

Sales Breakdown



Production Breakdown



Key P & L Items * (amounts in €'000)	FY				Q1	
	2011	2012	2013	2014	2014	2015
Sales	161.772	168.647	163.513	187.416	41.868	46.633
y-o-y Change %		4.2%	-3.0%	14.6%		11.4%
EBITDA	14.818	18.498	9.497	13.958	2.544	5.352
EBITDA Margin	9.2%	11.0%	5.8%	7.5%	6.1%	11.5%

* Results consolidate proportionally the JVs

TECHNICAL FABRICS BUSINESS UNIT | COMPETITION



PACKAGING SOLUTIONS

BUSINESS UNIT

THRACE GROUP
A WORLD OF MATERIALS & SOLUTIONS

PACKAGING BUSINESS UNIT | PRODUCTS



FIBC/FILLING
SOLUTIONS



BAGS/FFS FILMS



PALLET COVERING/
PACKAGING FILM



CONTAINER LINERS/
CARGO PROTECTION



FABRICS



INJECTION/BUCKETS/
PAILS/CONTAINERS



THERMOFORMING
CUPS



EPS CONTAINERS &
TRAYS



CRATES



5 GAL BOTTLES &
CAPS



BAG IN BOX



GARBAGE BAGS



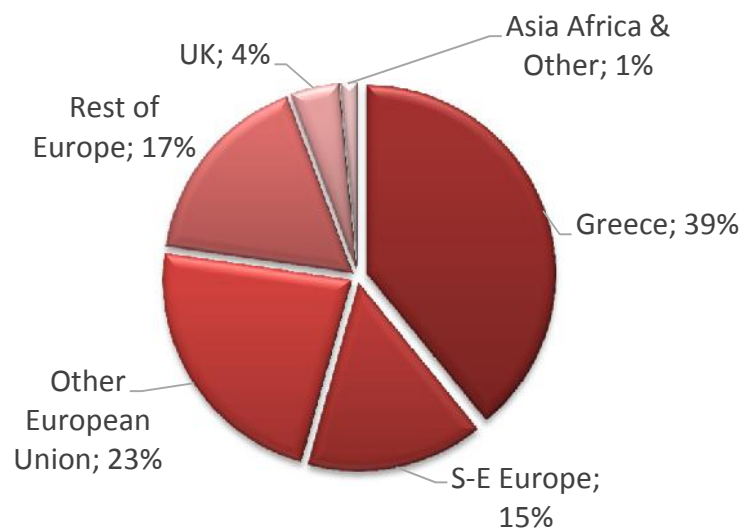
ROPES & TWINES

PACKAGING BUSINESS UNIT | KEY CUSTOMERS

PACKAGING BUSINESS UNIT | OVERVIEW

Sales Breakdown



Production Breakdown



Key P & L Items * (amounts in €'000)	FY				Q1	
	2011	2012	2013	2014	2014	2015
Sales	106.725	109.108	112.062	116.098	26.553	27.383
y-o-y Change %		2.2%	2.7%	3.6%		3.1%
EBITDA	7.078	6.032	10.683	12.077	3.025	3.316
EBITDA Margin	6.6%	5.5%	9.5%	10.4%	11.4%	12.1%

* Results consolidate proportionally the JVs

PACKAGING BUSINESS UNIT | COMPETITION



Huhtamaki



POLARCUP



WOLF PLASTICS





FINANCIALS

Statutory Financial Statements: The change of standards with regard to the consolidation of joint ventures (IFRS 10, 11 and 12) resulted into the change of the consolidation method. IFRS 11 abolishes the concept of the proportional consolidation of the jointly controlled entities. Instead, the jointly controlled entities are now consolidated with the Equity method.

FINANCIALS | FY 2014 KEY P&L FIGURES (STATUTORY)

P&L	2014	2013
amounts in thousand Euros		
Turnover	278,182	251,216
Gross Profit	51,313	44,014
EBIT	14,658	8,830
EBITDA	23,518	17,722
Adjusted EBITDA*	21,894	17,722
EBT	10,088	6,003
EAT&MI	6,502	2,486

Margins (%)

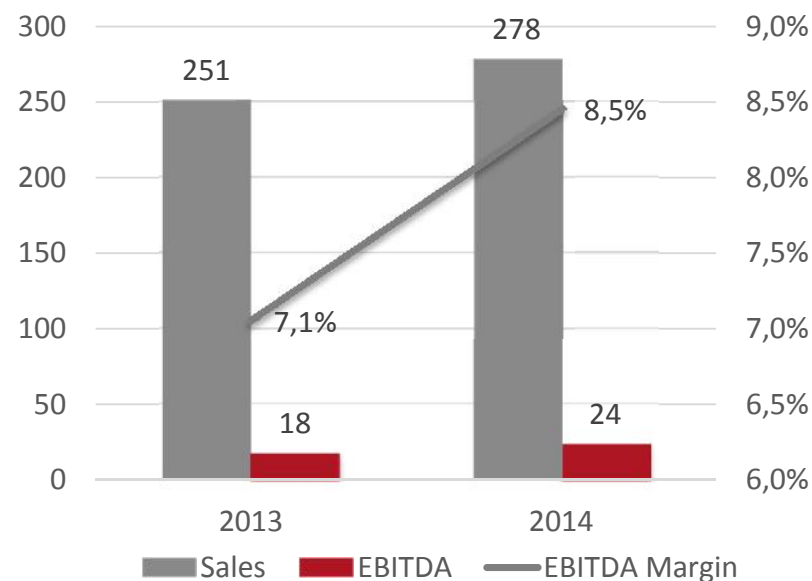
Gross Profit Margin	18.4%	17.5%
EBIT Margin	5.3%	3.5%
EBITDA Margin	8.5%	7.1%
Adjusted EBITDA Margin*	7.9%	7.1%
EBT Margin	3.6%	2.4%
EAT&MI Margin	2.3%	1.0%

Cash Flows

Cash Flows from Operations	12,223	10,118
Cash Flows from Investments	(9,642)	(5,628)
Cash Flows from Financial Activities	(11,767)	(8,075)
Cash & Cash Equivalents	32,879	41,622
FCF	6,906	8,933

Improved Group Financial Performance driven by:

- Increased sales mainly due to strong demand of TF BU in Europe and in the US,
- Effective control of fixed costs mainly due to higher production volumes, and
- Improved product mix in both sectors



*Excluding FX Differences of € 1,165 and profit from the sale of assets of € 459

FINANCIALS | FY 2014 KEY BALANCE SHEET ITEMS (STATUTORY)

B/S	2014	2013
amounts in thousand Euros		
Non Current Assets	100,556	87,401
Current Assets	146,366	159,186
Total Assets	246,922	246,587
Debt	65,658	73,061
Cash & Cash Equivalents	32,879	41,622
Net Debt	32,779	31,439
Equity	112,453	113,706

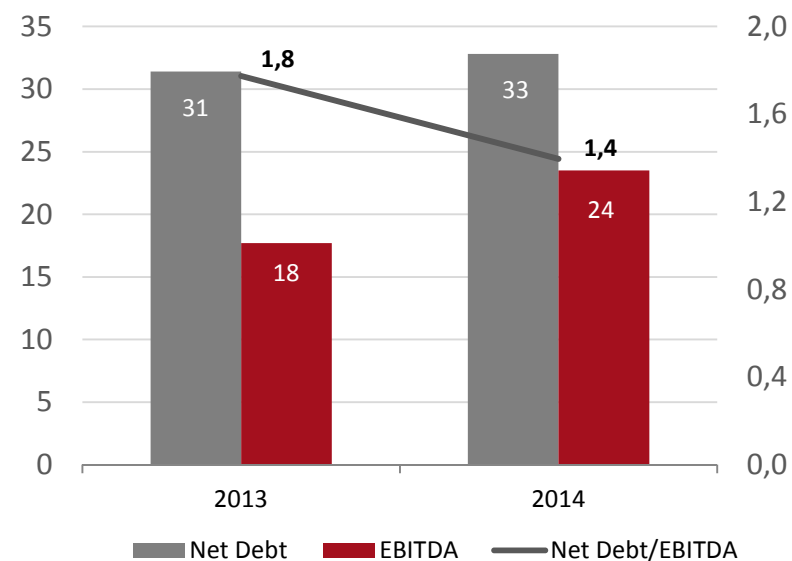
Key Ratios

Net Debt/Sales	11.8%	12.5%
Net Debt/EBITDA	1.4	1.8
EV/EBITDA	3.9	1.8
ROCE	11.2%	6.2%
ROE	5.9%	2.2%
ROIC	7.7%	3.7%

Working Capital

Avg Inventories Days	82	92
Avg Trade Receivables Days	66	72
Avg Suppliers Days	50	53

CAPEX	2014
amounts in thousand Euros	
Maintenance	4,333
Market Growth	7,679
Cost Saving	763
Health & Safety	59
Total CAPEX 2014	12,834
out of which:	
CAPEX of Greek Subsidiaries	8,800
CAPEX of subsidiaries abroad	4,034



FINANCIALS | Q1 2015 (STATUTORY)

	Q1 2015 (Estimate)	Q1 2014 (As Published)	Δ %	
TURNOVER	66,572	62,456	6.6%	↑
GROSS PROFIT	14,404	11,886	21.2%	↑
EBITDA	7,845	4,635	69.3%	↑
EAT & MI	2,680	1,031	159.9%	↑
NET DEBT	35,746 (Net Debt 31.03.2015)	32,779 (Net Debt 31.12.2014)	9.1%	↑
NET DEBT / EBITDA	1.14 (Net Debt 31.03.2015/ Annualized EBITDA)	1.39 (Net Debt 31.12.2014/ EBITDA)		



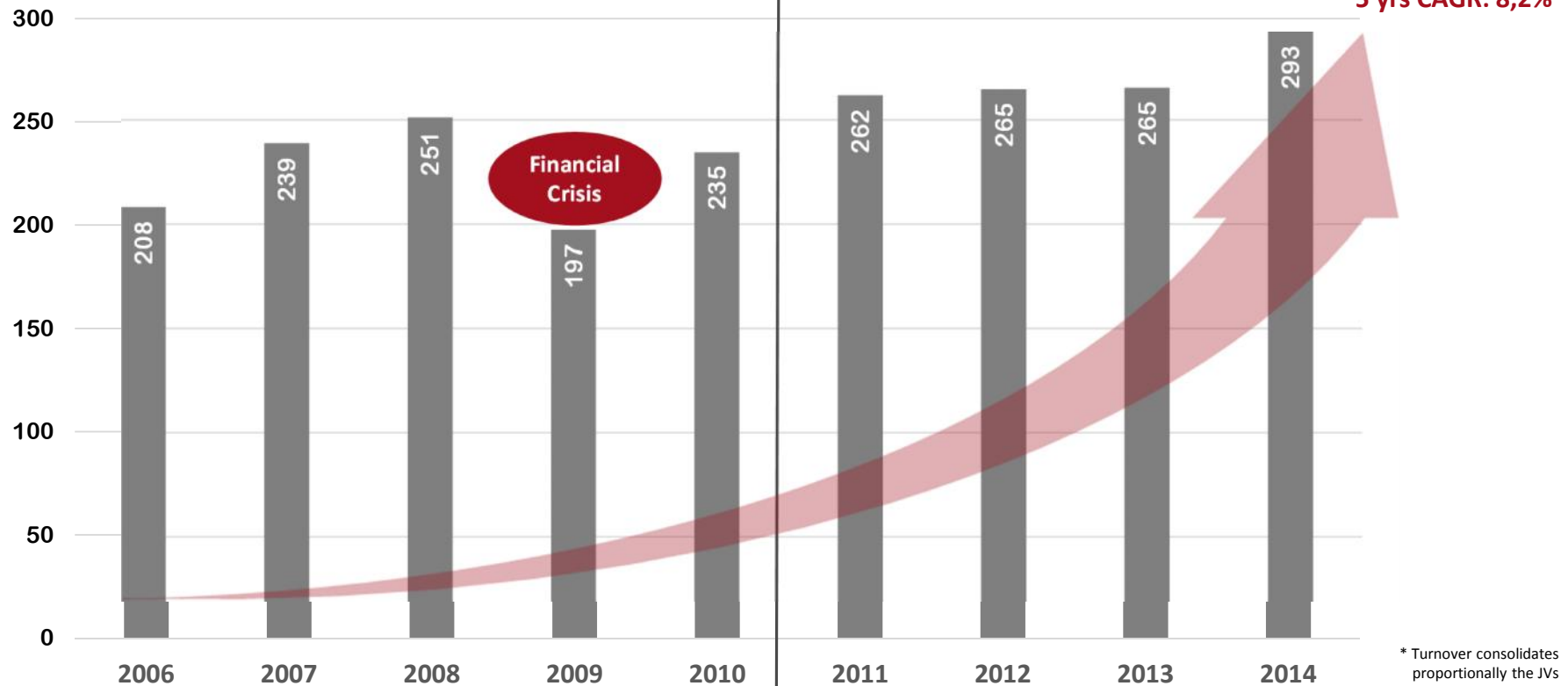
STRATEGY

Pursuing **profitable growth** through investment in **capacity & innovation**

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THRACE GROUP | SALES DEVELOPMENT 2006 – 2014

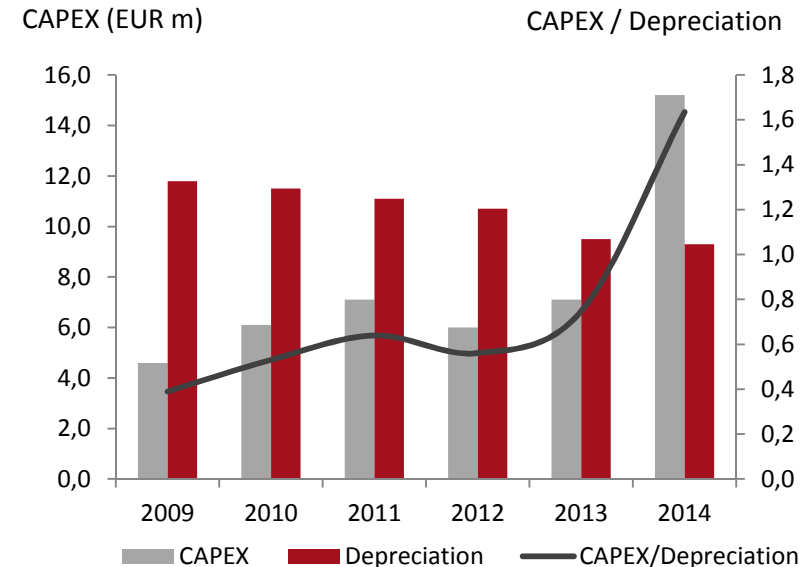
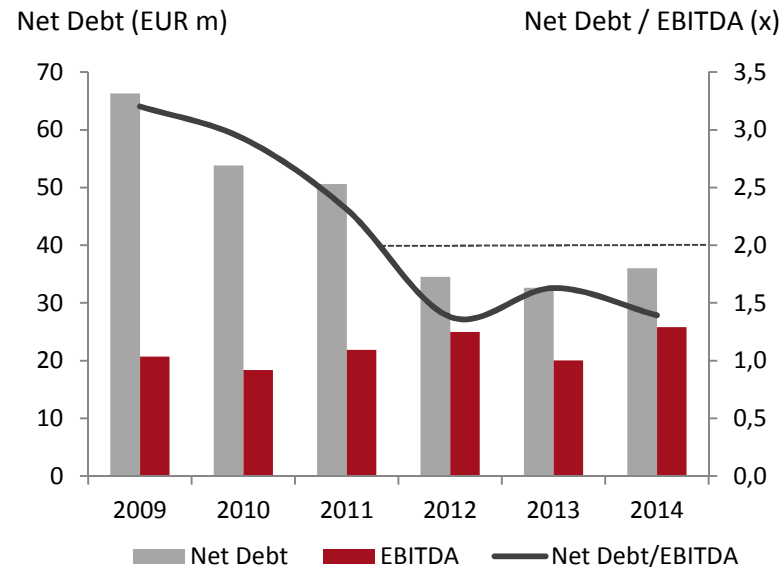
Turnover (EUR m) *



- Profitable and cash generating growth
- The Group was already a multinational company but with the foundations of a family-owned business

- Building the foundations (people & systems) to support operations and future growth
- Divesting from loss-making business and business that did not fit into the strategic objectives

THRACE GROUP | FROM FOCUS ON DEBT TO FOCUS ON GROWTH



Net Debt Reduction of more than €33m since 2009

- Limited investments due to the global economic uncertainty
- Strong performance and Cash flows enabled reduction in Net Debt
- Net Debt / EBITDA below 2x since 2012 – special attention is given to this KPI

CAPEX of more than €30m for 2015 (orders already placed)

- CAPEX for 2016 – 2019 is expected to exceed depreciation
- Net Debt and Cash position allows to implement Group's investment plan
- Net Debt / EBITDA to continue not to exceed 2x for the period 2015 – 2019

Profitable Growth

Market-driven Organic growth

- Increase Capacity
 - Geographical expansion
-
- Focus on two major growth markets:
 - Nonwovens (spunbond & needlepunch)
 - Expand the Rigid Packaging in SE Europe

Value Capture (increase margins)

- Further reduce production cost
- Improvement of Product Mix (shift of sales to the high margin products)
- Development of new high margin products
- Going downstream to the production chain
- Development of Branded Consumer products

Investment Plan 2015 – 2019

Product Development Plan

Process Improvement Plan

Increased R&D

Enhance Innovation

OUR VISION

To be the most **valuable partner for our customers and suppliers** and to consistently increase **shareholders' value** while ensuring **a prosperous future for all individuals working in the THRACE GROUP**



BOARD OF DIRECTORS

- Constantinos Chalioris:** Chairman & CEO
Theodosios Kolyvas: Executive Vice-Chairman
George Braimis: Executive Member
Dimitris Malamos: Executive Member
Vassilis Zairopoulos: Non-Executive Member
Stephen Duffy: Non-Executive Member
Christos Chiatis: Independent Non-Executive Member
Petros Fronistas: Independent Non-Executive Member
Constantinos Gianniris: Independent Non-Executive Member
Ioannis Apostolakos: Independent Non-Executive Member

AUDIT COMMITTEE

- Christos Chiatis:** Independent Non-Executive Member,
Chairman of the Committee
Constantinos Gianniris: Independent Non-Executive Board Member
Ioannis Apostolakos: Independent Non-Executive Board Member

The Company, in compliance with the provisions and regulations of Law, compiled and applies its own Corporate Governance Code, the text and the content of which are generally available to the website of the Company www.thracegroup.com.

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