



## Group Presentation

May 2018



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Some of the information in this presentation contains forward-looking statements within the meaning of securities laws. All forward-looking statements address matters that involve risk and uncertainties and there are many important risks, uncertainties and other factors that could cause the Company's actual results, as well as those of the markets the Company serves, levels of activity, performance, achievements and prospects to differ materially from the forward-looking statements contained in this document. Further details of potential risks and uncertainties affecting ELASTRON Group are described in the ELASTRON filings with the Athens Exchange. These forward-looking statements speak only as of the date of this presentation.

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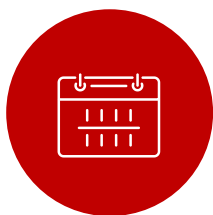
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# At a Glance

The leader in the steel processing and resale industry in Greece,  
offering for more than **half a century**,  
**a broad and diversified portfolio** of exceptional quality products,  
with established presence in the **wider South East European region**



**60**  
years of leading  
presence



state of the art  
production facilities

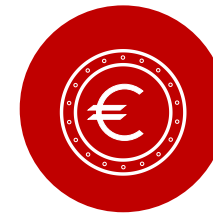


International orientation  
with exports reaching  
**29%**  
of turnover



**240**  
employees at  
Elastron Group

**€90** million  
Group Turnover



**€129** million  
Total Assets

# Elastron Group | Activity



## Steel processing and reselling

Import, processing and reselling of flat & long products, hollow sections and panels

## Agriculture

Production and trade of greenhouse agricultural products, under the hydroponic method

## Energy

Production and trade of electric energy via photovoltaic stations

# Elastron Group | Group Structure



Steel processing  
and reselling

Elastron  
(Parent Company)

Agriculture

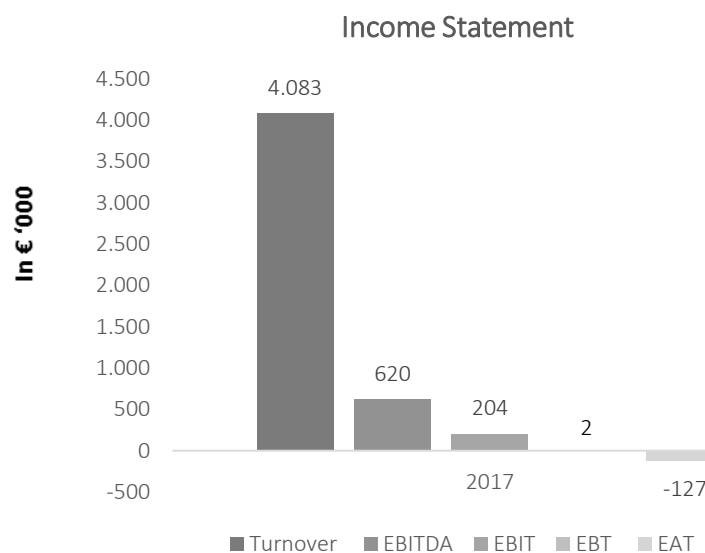
Thrace Greenhouses  
(49.09%)

Energy

6 photovoltaic parks  
(≈ 98%)

# Elastron Group | Agricultural Sector

- Thrace Greenhouses absorbed Elastron Agrotiki in 2017, with Elastron Group acquiring a 49% stake of the new entity.
- Activated in the production of greenhouse agricultural products under the method of hydroponics, focusing on tomatoes and cucumbers.
- Facilities located in Xanthi, Northern Greece.
- Total facilities' surface covers 140 hectares.
- The largest company in Greece to use geothermal heating.



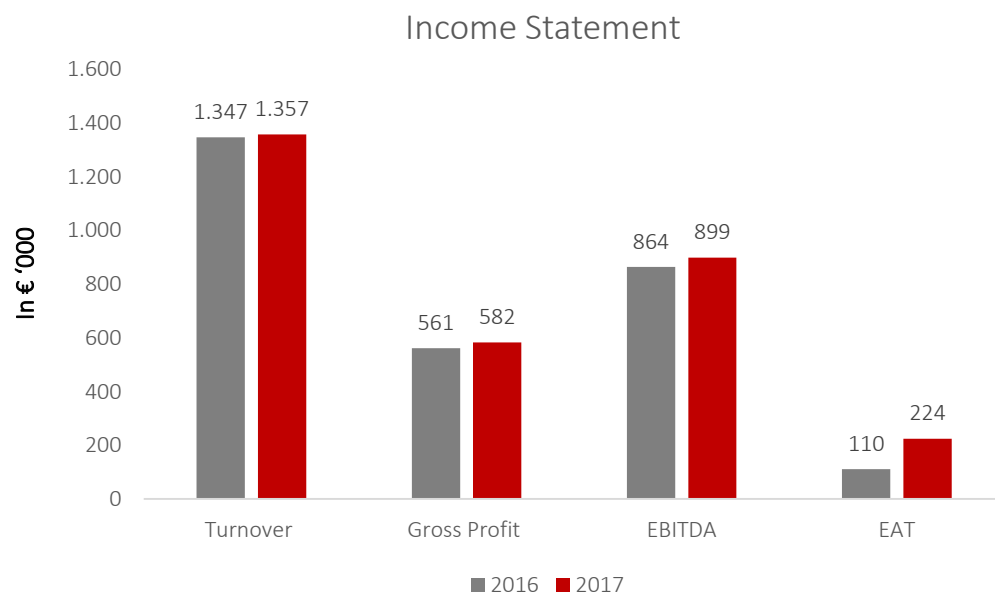
**Balance Sheet**

(amounts in € '000)

Fixed assets	6,968
Current assets	2,885
<b>Total Assets</b>	<b>9,853</b>
Equity	5,008
Liabilities	4,845
<b>Total Equity &amp; Liabilities</b>	<b>9,853</b>

# Elastron Group | Energy Sector

- Elastron is currently operating **6 photovoltaic parks**
- Located in Aspropyrgos and Skaramagas, on the roof tops of the Group's facilities
- Total production capacity amounting to 3.55 MWp
- Initial installation took place and production begun in 2012
- The companies have signed an electrical energy sale contract with PPC, with a 25-year duration expiring on 2037



Balance Sheet

	2016	2017
(amounts in € '000)		
Fixed assets	5,454	5,088
Current assets	1,142	917
<b>Total Assets</b>	<b>6,596</b>	<b>6,006</b>
Equity	1,401	1,625
Other Liabilities	5,195	4,381
<b>Total Equity &amp; Liabilities</b>	<b>6,596</b>	<b>6,006</b>



# Elastron Group | Energy Sector



## Photodiodos

- Location: Skaramagas
- Capacity: 850,08 kWp
- Selling Price: €0.265 / KW
- Production Estimation: 1,105,100 kWh per year
- Certifications: EN 62446:2009



## Photoischys

- Location: Aspropyrgos
- Capacity: 496,80 kWp
- Selling Price: €0.265 / KW
- Production Estimation: 645,840 kWh per year
- Certifications: EN 62446:2009



## Photenergeia

- Location: Aspropyrgos
- Capacity: 453,60 kWp
- Selling Price: €0.280 / KW
- Production Estimation: 589,680 kWh per year
- Certifications: EN 62446:2009



## Photoanptyksi

- Location: Aspropyrgos
- Capacity: 999,84 kWp
- Selling Price: €0.265 / KW
- Production Estimation: 1.299.792 kWh per year
- Certifications: EN 62446:2009



## Ilioskopio

- Location: Aspropyrgos
- Capacity: 426,24 kWp
- Selling Price: €0.280 / KW
- Production Estimation: 554,112 kWh per year
- Certifications: EN 62446:2009

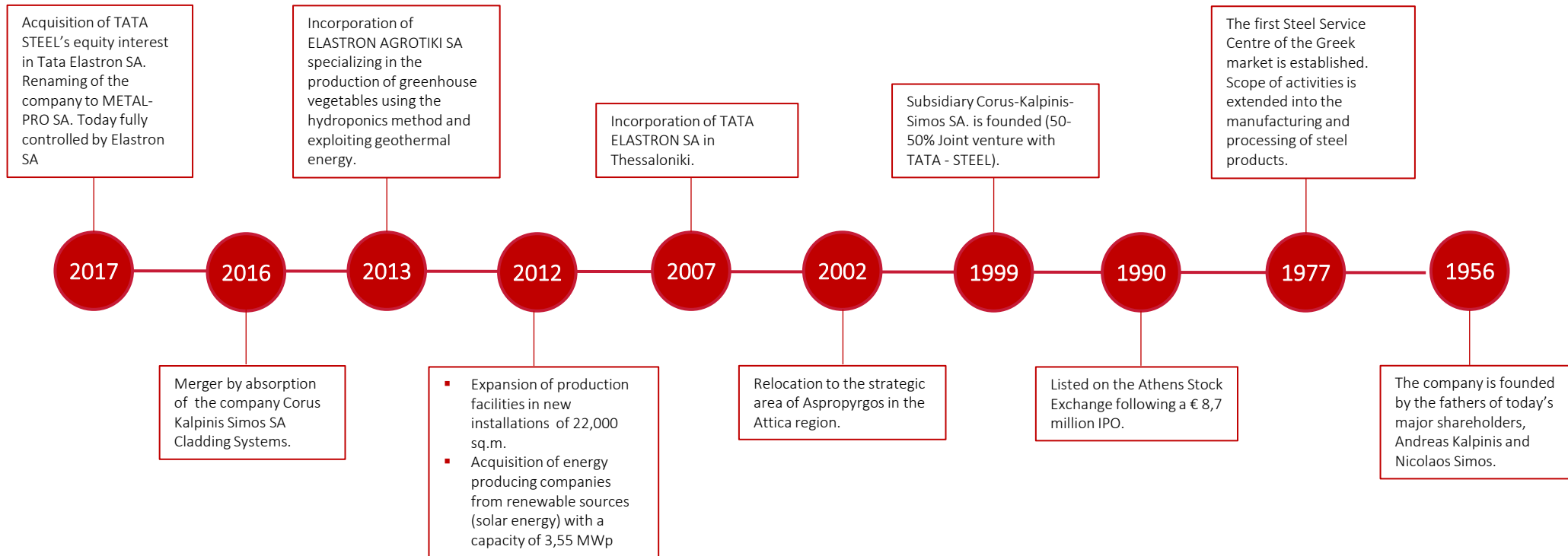


## Photokypseli

- Location: Aspropyrgos
- Capacity: 324,00 kWp
- Selling Price: €0.280 / KW
- Production Estimation: 421,200 kWh per year
- Certifications: EN 62446:2009






# Elastron Group | Milestones



# Elastron Group | Facilities



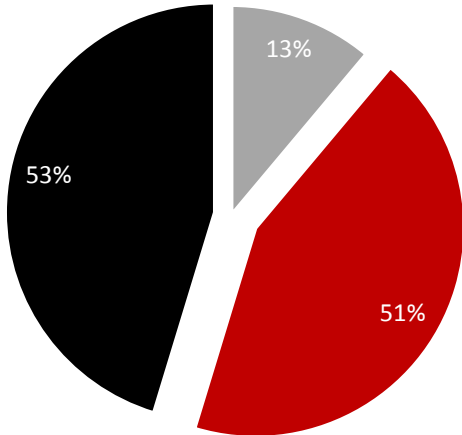
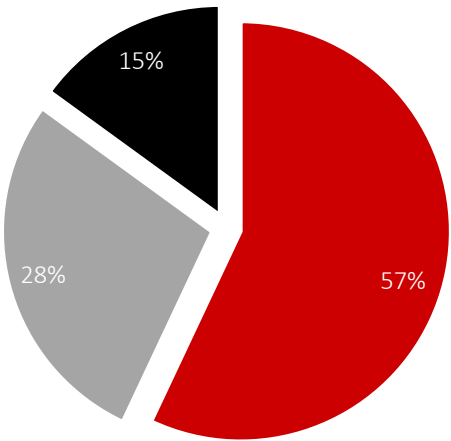
ASPROPYRGOS (Steel Processing)		ASPROPYRGOS (Hollow sections manufacturing)		Core® Panels (Panel production)		SKARAMAGAS Currently inactive		METAL PRO (Steel processing & trading)	
Land area	62.766 sq. m.	Land area	22.150 sq. m.	Land area	ELASTRON premises	Land area	15,700 sq. m.	Land area	32.000 sq. m.
Buildings	36.762 sq m.	Buildings	9.739 sq m.	Buildings	premises	Buildings	11,700 sq m.	Buildings	18.500 sq m.
Capacity	250.000 Mt	Capacity	75.000 Mt	Capacity	1.,500 ,000 m <sup>2</sup>	Capacity	NA	Capacity	150.000 Mt
Certifications:	EN ISO 9001 EN ISO 14001	Certifications	EN ISO 9001 EN ISO 14001	Certifications	EN ISO 2000	Certifications	NA	Certifications	EN ISO 9001
									
									

# Elastron Group | Products

The Group processes and trades



- High value added solutions
- Broad and extremely diversified product portfolio (in excess of 300 codes)
- Cutting edge technology



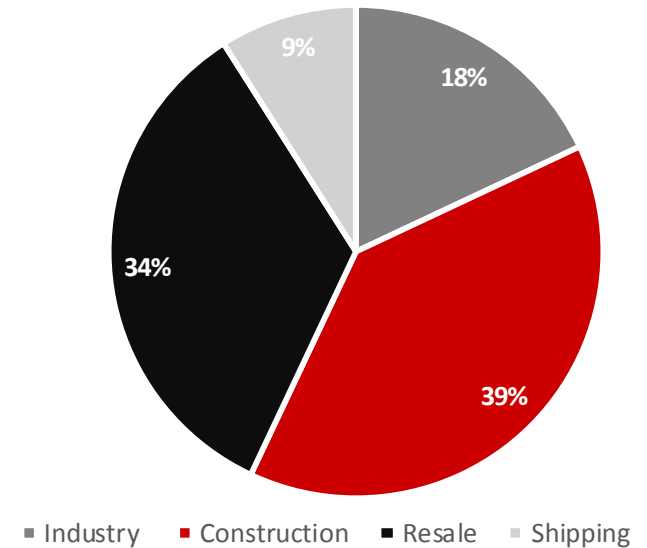
■ Flat & Long Steel Products    ■ Hollow Sections    ■ Core® Panels

■ Flat & Long    ■ Hollow sections    ■ Core panels

# Elastron Group | Products

...which are marketed to a diverse number of industries and cover a series of applications

- Broad client base (over 1.100 customers)
- State-of-the-art sales distribution network strategically positioned
- No customer exceeds 5% of turnover
- One-stop-shop
- Products adopted to each customer's needs



# Elastron Group | Products

## Flat Steel products

- Steel Plates, Sheets and Strips
- Cladding Steel profiles
- Composite Symdeck decks
- Cold-Form Sections
- Cladding single skin

## Long Steel Products

- Beams (HEA, HEB, HEM)
- Joists (IPE, IPN)
- Channels UPN
- Flats, Rounds, Squares
- Angles (Equal, unequal)
- T – Sections
- Bulb flats



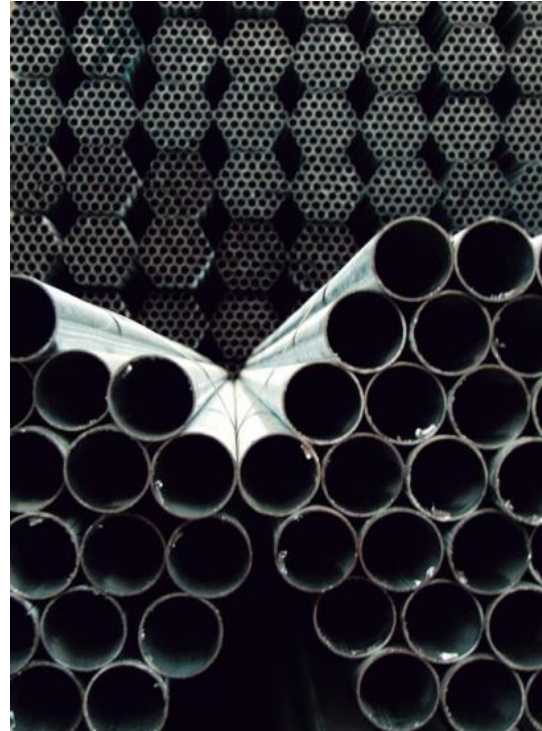
# Elastron Group | Products

## Structural Hollow Sections

- Round hollow sections
- Square hollow sections
- Rectangular hollow sections

## Other

- Polyurethane panels Core
- Core accessories
- Hydroponic metal gutter
- Purlin for steel buildings
- Drywall metal profiles



# Elastron Group | Strategic Goals



Further enhance the Group's dominant position in the Greek market.  
Focus is to be placed on extroversion and the international orientation of activities.

- Introduction of new high value-added products
- Deeper product penetration in current central European markets
- Outcompeting existing peer group
- Optimization of operating cycle and production process
- Investing in new machinery and storage installations
- Expansion via mergers or new joint-ventures
- Sell of non-core assets (Skaramagas & Romania & Bulgaria land plots)



# Elastron Group | SWOT Analysis

## Strengths

- 60+ years of continuous presence in the steel processing and reselling business / high market expertise
- Large and diversified product portfolio (one stop shop) covering all customer needs
- Long-standing cooperation with major suppliers worldwide
- Large clientele base (over 1,100 active customers)
- Healthy financial structure
- Leading role in the Greek market plus well established in the Balkan region

## Opportunities

- Market restructuring / concentration
- Exploit the currently under configuration conditions in the market and the expected investments in infrastructure, logistics, tourism, agriculture and energy
- Increase exports as a percentage of total turnover  
Introduce new high value-added products
- Invest in new businesses/sectors via mergers/acquisitions and joint ventures

## Weaknesses

- Significantly dependent on the Greek market
- High borrowing costs
- Lack of active market for idle high value assets (e.g. Skaramagas plant, Sofia and Bucharest land plots).

## Threats

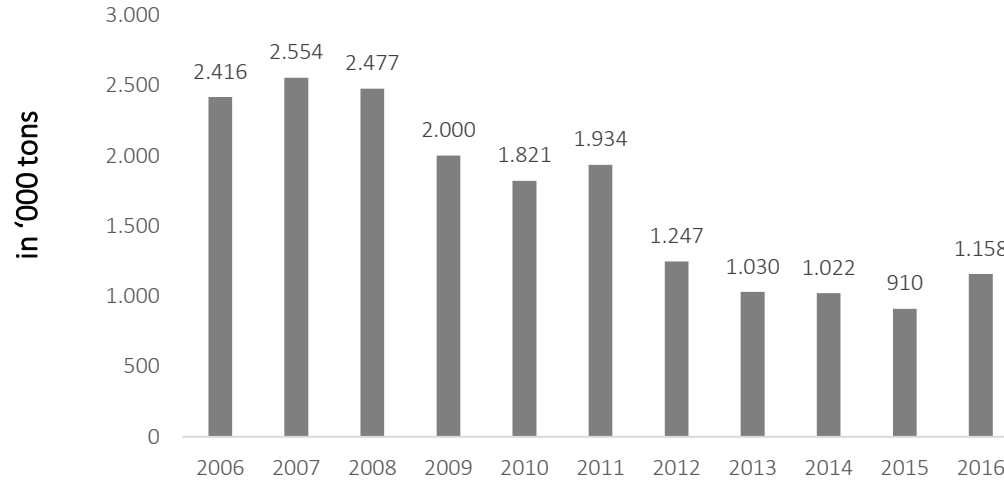
- Price volatility
- Unfavorable competition from low cost companies in the neighboring Balkan region
- Weakened market-entry barriers/ opportunity for new rivals to enter the market through aggressive takeovers / mergers

# Elastron Group | Domestic Industry Overview

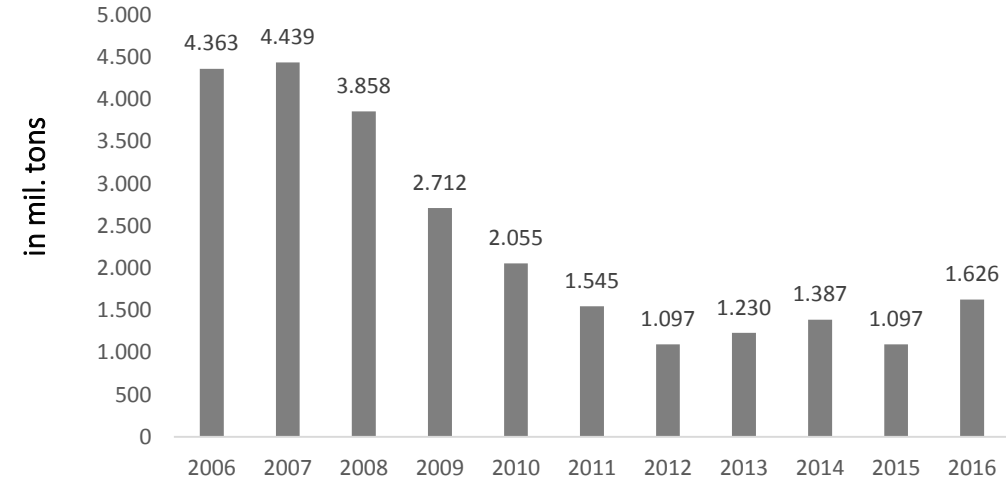


Source: World Steel Association

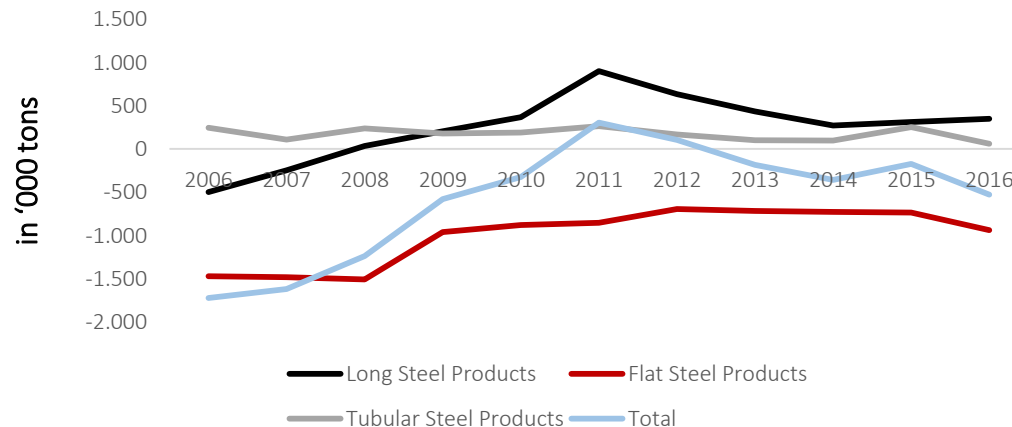
Steel Production on Greece



Apparent Steel Use in Greece



Current Account Balance, Steel Products, Greece

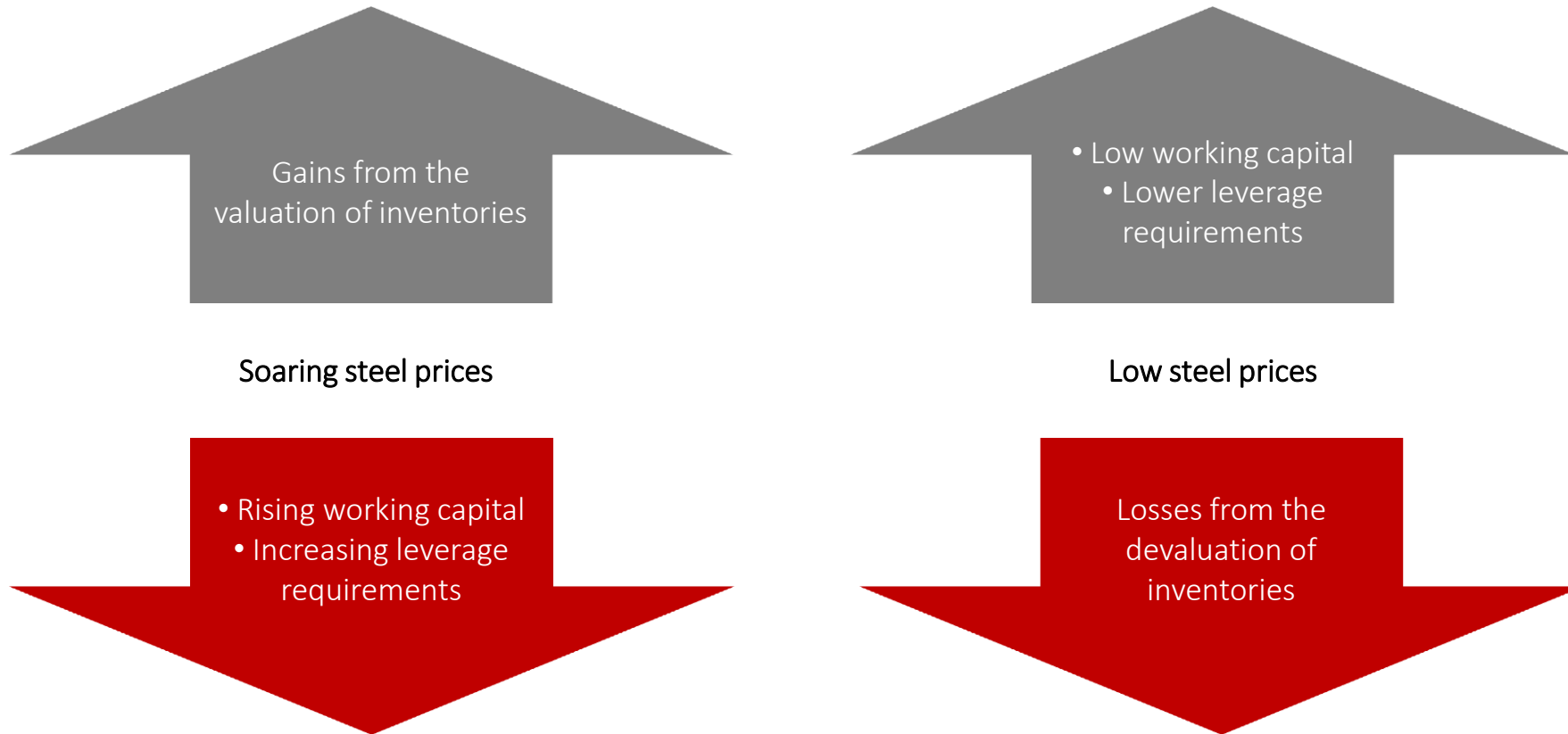


- The sharp decrease of Greek GDP is reflected in a 62% decline in steel consumption within the period 2006-2016.
- This has led to a 52% drop in steel production over the past decade.
- However, a sharp 48% rebound in consumption was recorded in 2016vs2015, followed by a 27% increase in domestic production.
- Negative current account balance regarding flat, long and tubular steel products, shows market potential.

# Elastron Group | Industry Overview

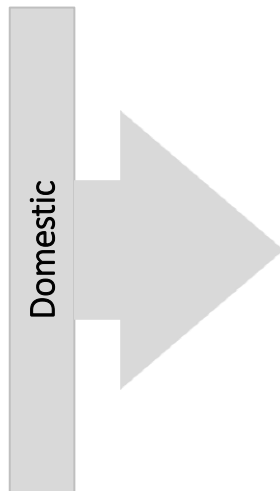


## Impact form a change of steel prices

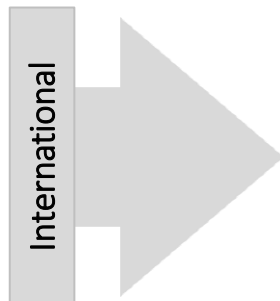


# Elastron Group | Industry Overview

## Challenges



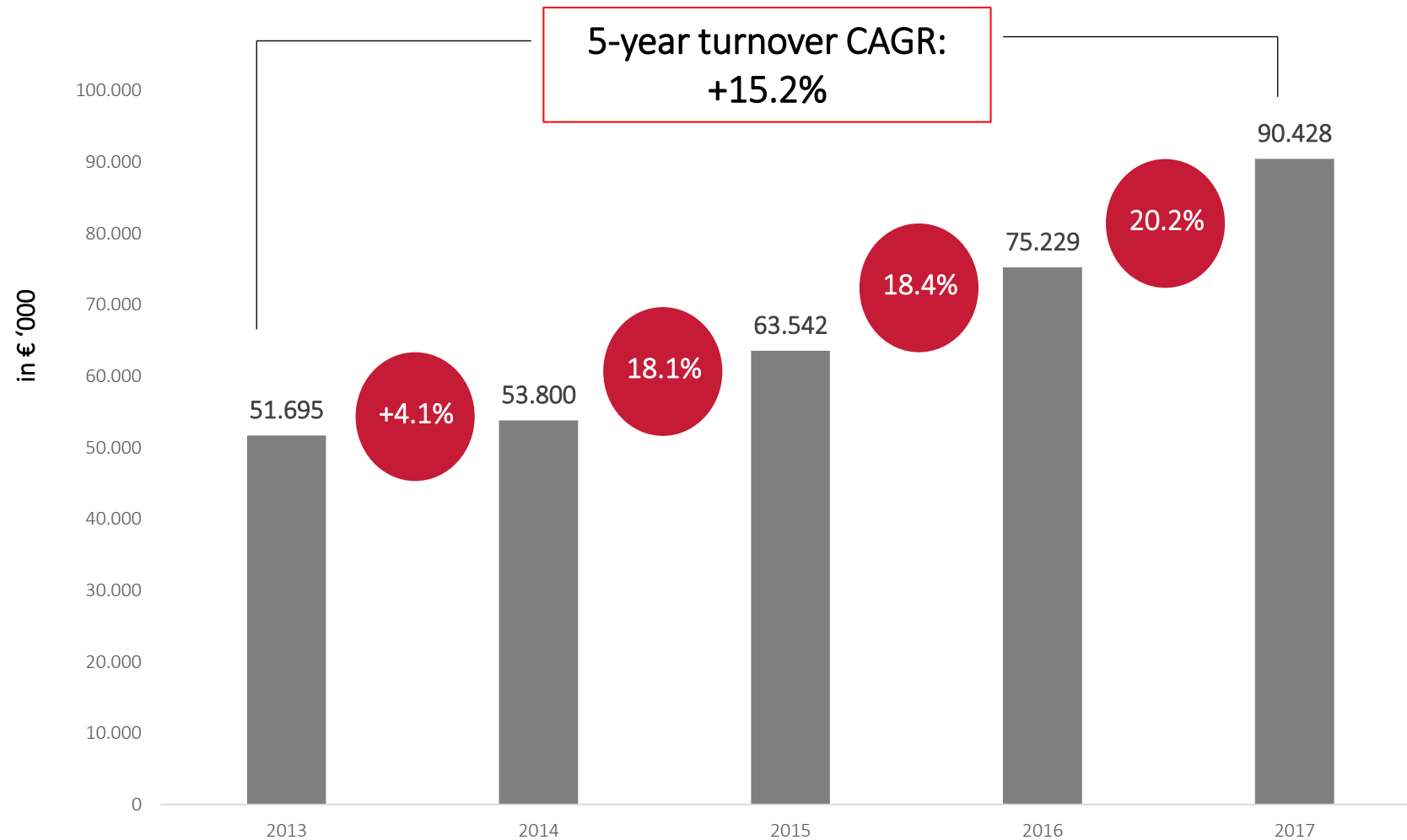
- Having entered the tenth year of the Greek crisis - Unstable financial and fiscal conditions limiting new investments in the market
- Lack of significant infrastructure projects both public and private
- Limited financing from Greek banking institutions and high borrowing costs
- Significant amount of NPL's in the sector negatively affecting competition
- Continuous restructuring in the steel reselling/processing industry (bankrupts, mergers/acquisitions, joint-ventures, co-operations)
- Price pressure arising from Greek market conditions
- Commencement of new infrastructure projects in the present and the years to come (Elliniko, Thriasio, mega tourism projects)
- Significant number of idle low value installations/facilities available for sale - Opportunity for new players to enter the market



- Strong competition from low cost companies in neighboring countries (e.g. Albania, Bulgaria, FYROM)
- Considerable steel price volatility driven mainly from international conditions
- Chinese exports of low cost materials affecting EU steel producers (insufficiently regulated market /need for stronger regulation for protecting competition)

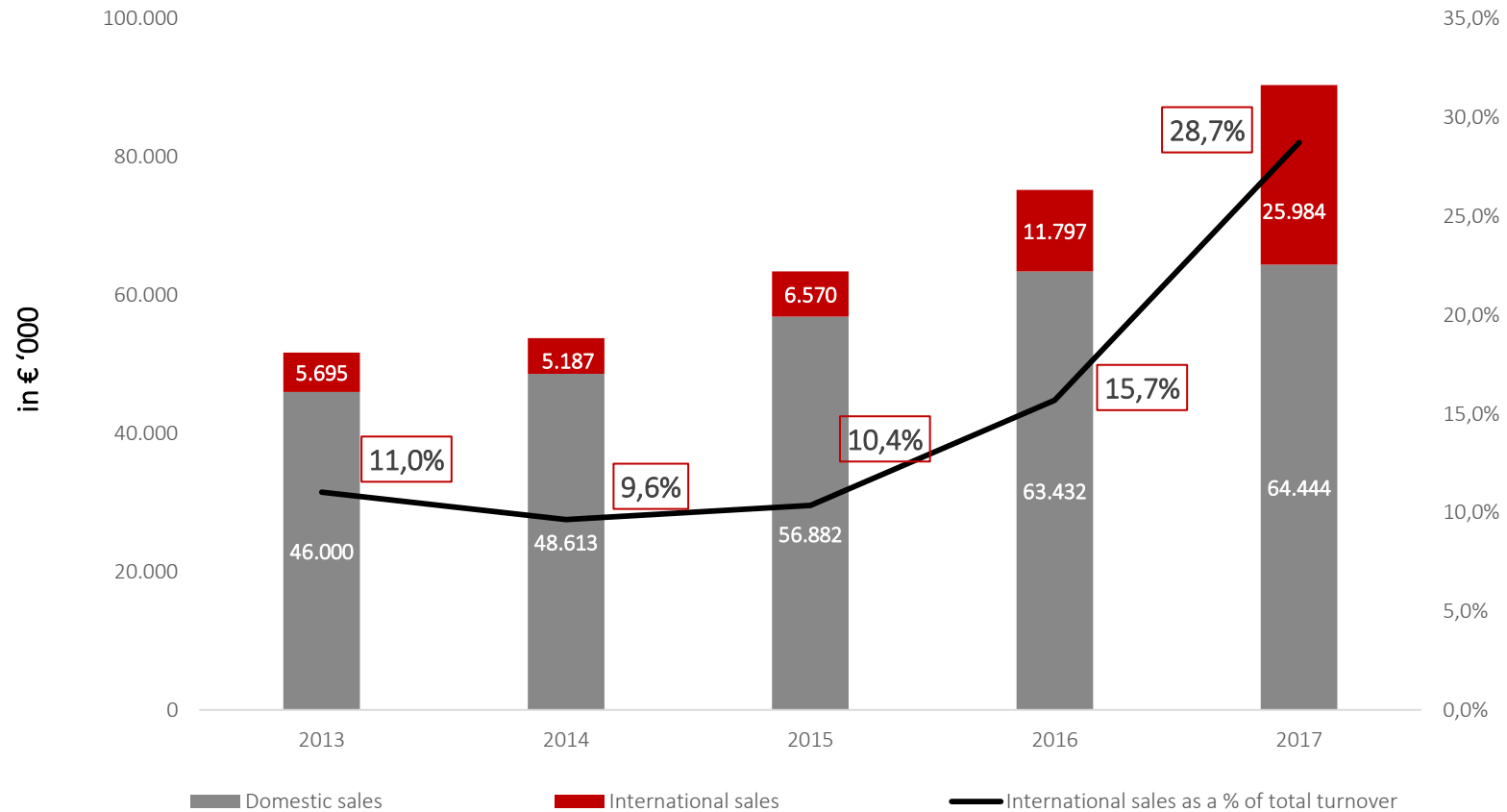
# Consolidated Financial Statements

## Income Statements | Turnover



# Consolidated Financial Statements

## Turnover Breakdown per Geography

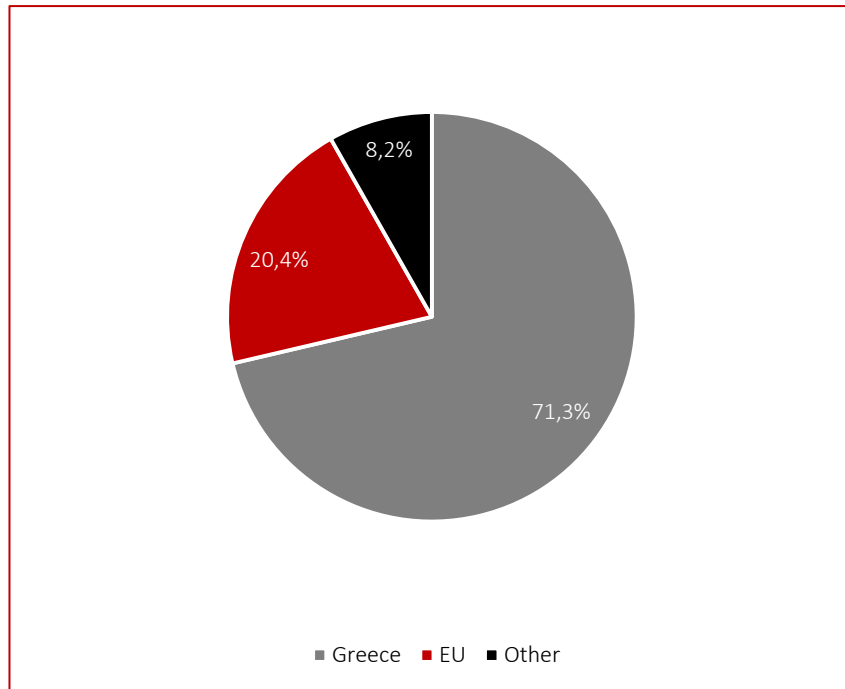


# Consolidated Financial Statements

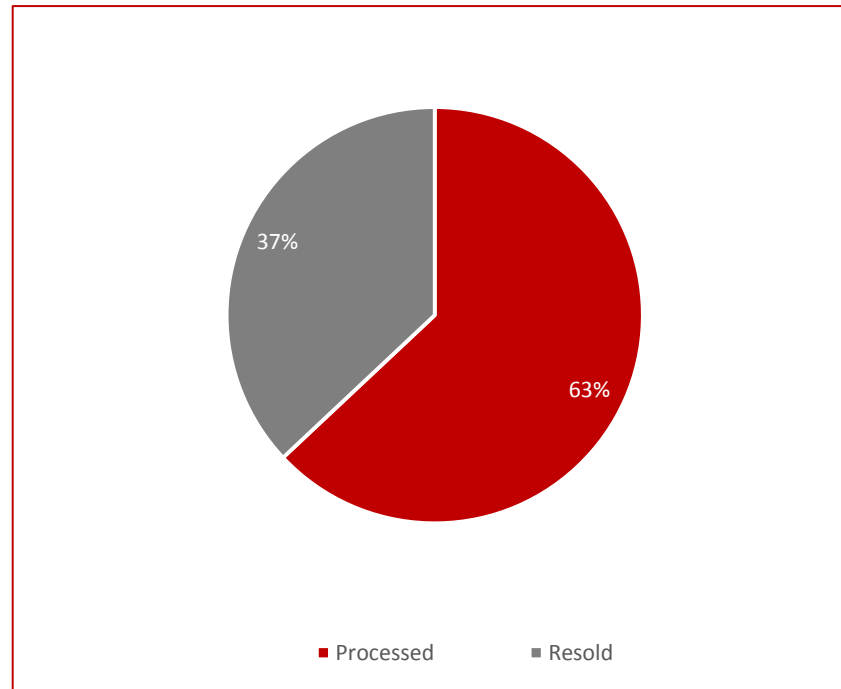
## Turnover Breakdown



Per Geography

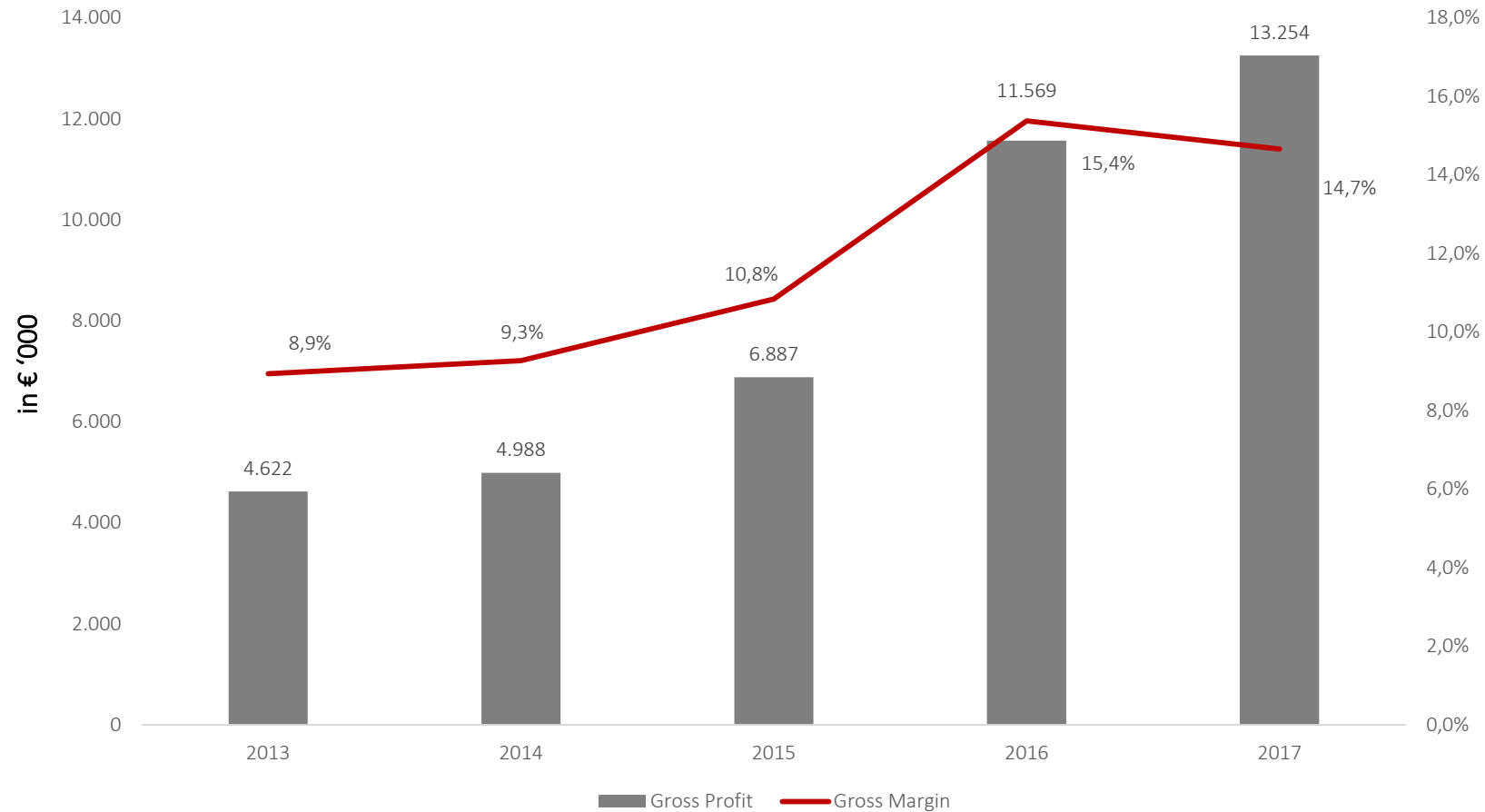


Per Product Category



# Consolidated Financial Statements

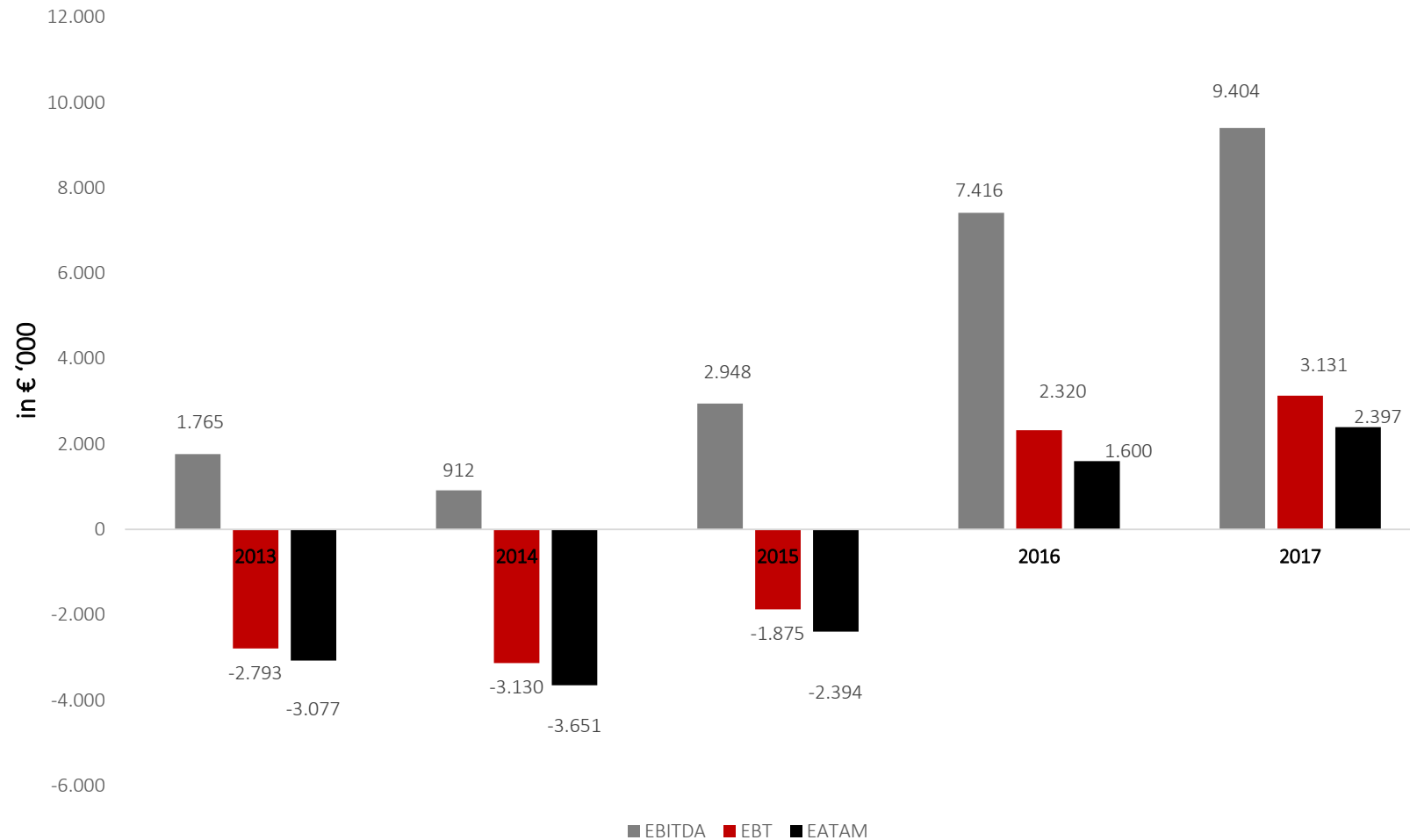
## Income Statements | Gross Profit & Gross Margin





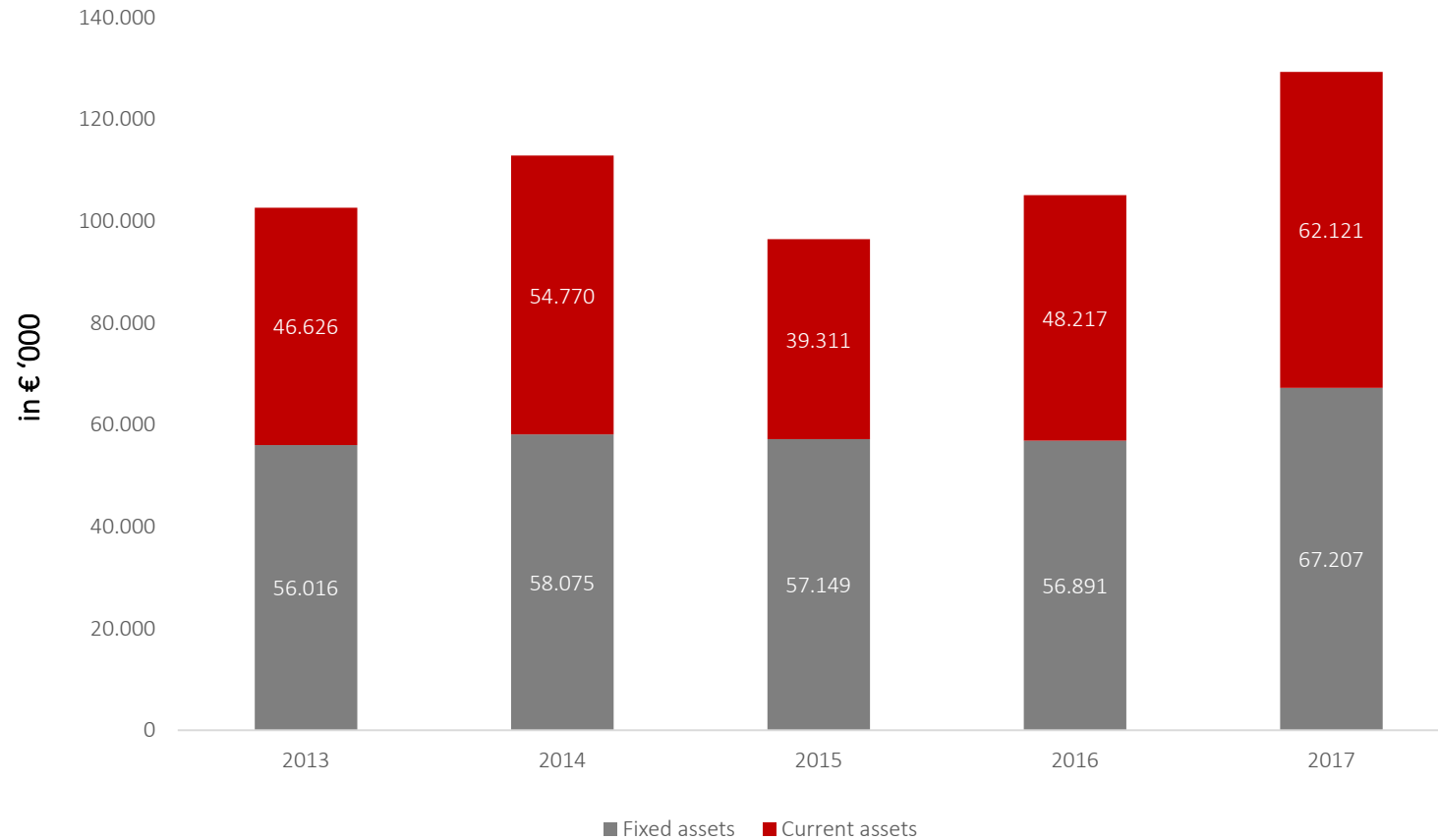
# Consolidated Financial Statements

## Income Statements | Profitability



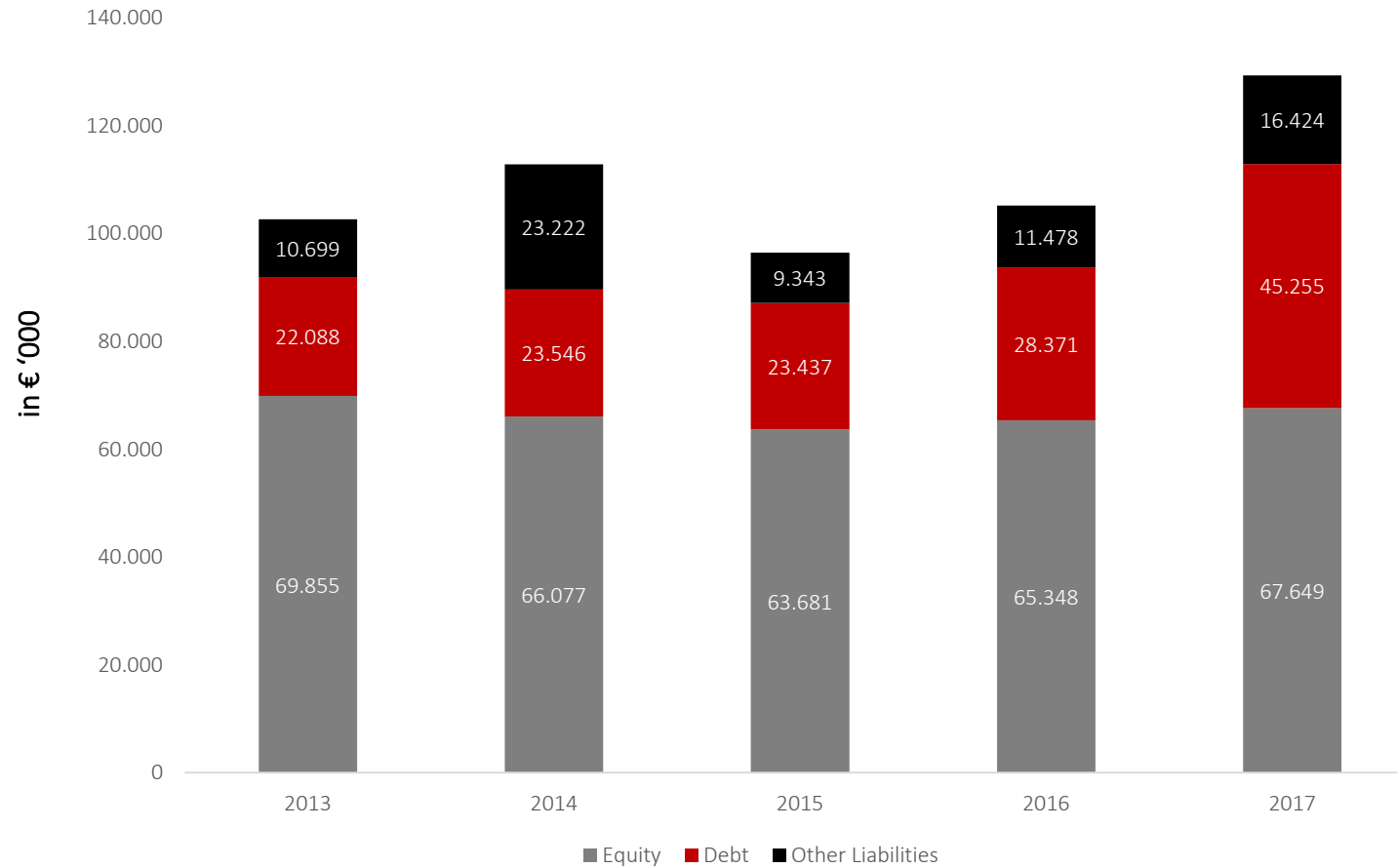
# Consolidated Financial Statements

## Assets



# Consolidated Financial Statements

## Equity & Liabilities



# Consolidated Financial Statements

## Free Cash Flows

(amounts in '000)	2013	2014	2015	2016	2017
EBIT	-97	843	944	5,032	6,924
Minus: Taxes	268	527	518	720	731
<b>NOPAT</b>	<b>-365</b>	<b>316</b>	<b>426</b>	<b>4,312</b>	<b>6,193</b>
Plus: Depreciation	1,862	1,755	2,003	2,384	2,481
Minus: Change in Working Capital	-7,667	4,817	2,195	198	2,021
Minus: Capex	3,914	3,989	1,553	2,519	2,146
<b>Free Cash Flow to the Firm</b>	<b>5,250</b>	<b>-6,735</b>	<b>-1,319</b>	<b>3,979</b>	<b>4,507</b>

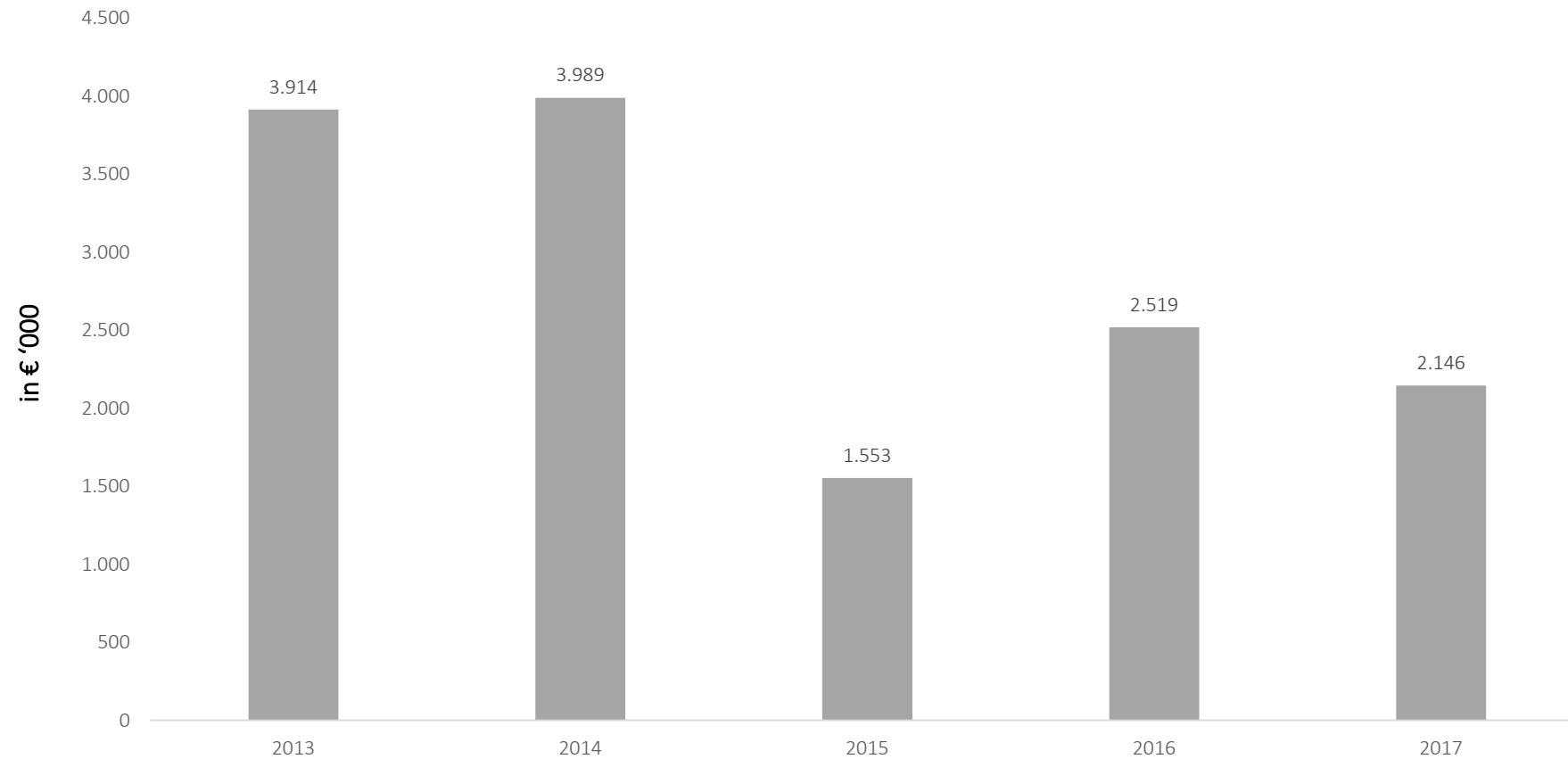
# Consolidated Financial Statements

## Financial Indicators

		2013	2014	2015	2016	2017
<b>Growth Rates</b>						
Turnover	%	-13.3%	4.1%	18.1%	18.4%	20.2%
Gross Profit	%	-13.2%	7.9%	38.1%	68.0%	14.6%
EBITDA	%	70.7%	-48.3%	223.2%	151.6%	26.8%
EBT	%	-2.7%	12.1%	-40.1%	-223.7%	35.0%
EATAM	%	-23.0%	18.7%	-34.4%	-166.8%	49.8%
<b>Margins</b>						
Gross Profit	%	8.9%	9.3%	10.8%	15.4%	14.7%
EBITDA	%	3.4%	1.7%	4.6%	9.9%	10.4%
EBT	%	-5.4%	-5.8%	-3.0%	3.1%	3.5%
EATAM	%	-6.0%	-6.8%	-3.8%	2.1%	2.7%
<b>Liquidity</b>						
Current ratio	:1	1.81	1.88	3.42	2.39	1.94
Debt to Equity	:1	0.47	0.71	0.51	0.61	0.91
Bank Debt to Equity	:1	0.32	0.36	0.37	0.43	0.67
EBITDA coverage	:1	1.14	0.89	1.68	4.13	3.11
<b>Performance</b>						
ROE	%	-4.4%	-5.5%	-3.8%	2.4%	3.5%
ROA	%	-3.0%	-3.2%	-2.5%	1.5%	1.9%

# Investments 2013 – 2017

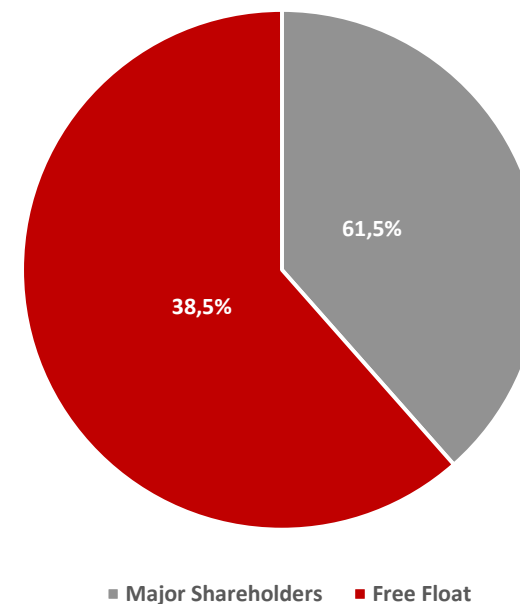
Total capital invested 2013-2017: €14,121 million



# Elastron Group | The Share

ISIN	:	GRS 088003017
Reference Symbols	:	ELSTR (ATHEX) ELSTR:GA (Bloomberg) ELSRr.AT (Reuters)
Currency	:	Euro
Type of shares	:	Common registered
Market	:	Securities Market
Market Segment	:	Main Market
Sector / Subsector	:	Basic Resources   Steel
Indices	:	GD, DOM, SAGD, FTSEA, DPY
Market Maker	:	None
Share Price (03/05/2018)	:	€1.4700
Market capitalization (03/05/2018)	:	€27,629,029
52 weeks high (19/01/2018)	:	€1.6950
52 weeks low (09/05/2017)	:	€0.9150
Average volume (52 weeks)	:	14,582 shares

## Shareholders' structure

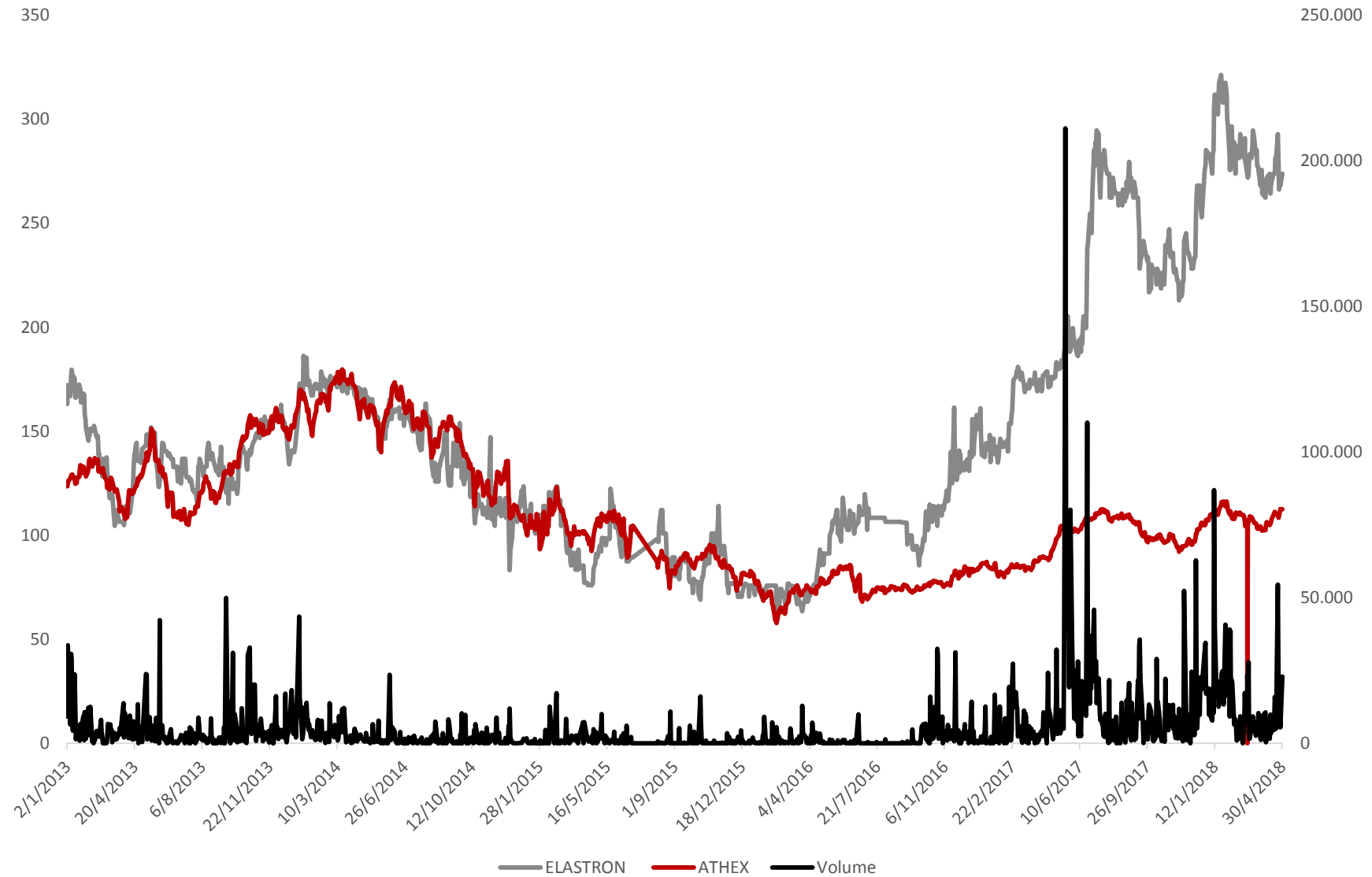


# Elastron Group | Investment Indicators

		2013	2014	2015	2016	2017
P/E	:1	-4.43	-3.03	-3.08	9.15	11.53
P/EBITDA	:1	7.72	12.12	2.50	1.97	2.94
P/Sales	:1	0.26	0.21	0.12	0.19	0.31
P/BV	:1	0.20	0.17	0.12	0.22	0.41
EV/EBITDA	:1	15.14	24.35	8.45	5.15	7.12
Number of shares	000	18,422	18,422	18,422	18,422	18,422
Share Price	€	0.74	0.60	0.40	0.80	1.50
Market Capitalization	€ '000	13,632	11,053	7,369	14,645	27,633



# Elastron Group | Share Chart



# Elastron Group | Contact Details



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## Appendix

# Consolidated Financial Statements

## Income Statements



(amounts in '000)	2013	2014	2015	2016	2017
Turnover	51,695	53,800	63,542	75,229	90,428
Gross Profit	4,622	4,988	6,887	11,569	13,254
EBITDA	1,765	912	2,948	7,416	9,404
EBT	-2,793	-3,130	-1,875	2,320	3,131
EATAM	-3,077	-3,651	-2,394	1,600	2,397

# Consolidated Financial Statements

## Balance Sheets

(amounts in '000)	2013	2014	2015	2016	2017
Fixed assets	56,016	58,075	57,149	56,891	67,207
Current assets	46,626	54,770	39,311	48,217	62,121
<b>Total Assets</b>	<b>102,641</b>	<b>112,846</b>	<b>96,460</b>	<b>105,107</b>	<b>129,328</b>
Equity	69,855	66,077	63,681	65,348	67,649
Long term debt	3,053	11,109	14,770	12,390	20,300
Short term debt	19,035	12,437	8,667	15,891	24,955
Other liabilities	10,699	23,222	9,343	11,478	16,424
<b>Total Liabilities &amp; Equity</b>	<b>102,642</b>	<b>112,846</b>	<b>96,460</b>	<b>105,107</b>	<b>129,328</b>

# Consolidated Financial Statements

## Cash Flows

(amounts in '000)	2013	2014	2015	2016	2017
Cash Flows from Operating Activities	13,377	5,356	-3,204	1,860	-6,374
Cash Flows from Investing Activities	-1,028	-3,436	-3,241	-2,450	-1,902
Cash Flows from Financing Activities	-18,934	1,477	-66	-1,650	9,489
<b>Change in Cash and Cash Equivalents</b>	<b>-6,585</b>	<b>3,397</b>	<b>-6,511</b>	<b>-2,240</b>	<b>1,213</b>
Cash and Cash Equivalents at the Beginning of the Year	15,584	8,999	12,396	6,957	4,717
<b>Cash and Cash Equivalents at the End of the Year</b>	<b>8,999</b>	<b>12,396</b>	<b>5,885</b>	<b>4,717</b>	<b>5,930</b>



Thank you