

SIDMA S.A. is enlisted on the Athens Stock Exchange Public Offering 12-15 April 2005

During the Press Conference on Wednesday, 6th of April 2005 it was announced that the company SIDMA S.A. would be listed in the Main Market of Athens Stock Exchange through a Public Offering procedure that will take place from April, 12 till April, 15 2005.

The company, as announced, will proceed to a Share Capital increase issuing 2,500,000 new common registered shares of a nominal value of €1.35. Of these shares 119,000 would be offered through a Private Placement in workers and collaborators of SIDMA, while the remaining 2,381,000 would be offered to the public through a Public Offering. The raised capital is estimated at €14 million.

Presenting the company to the Press, the General Manager of SIDMA S.A. Mr. Daniel Benardout stated that SIDMA is the largest steel manufacturing company in the domestic market, being active in a sector that has shown a fast growth over the past years in a global scale. The advantages of the company are the know-how and the long-term experience of its management team, the continuous improvements and upgrades of its mechanical equipment that contribute to the productivity increase and the quality improvement of the final products. In addition, the strong position of the company is due to the long-term relations that maintains with its suppliers, to the high quality of its offered products and services, its reliability and the competitive pricing that form a stable base for the cooperation with its customers, but also to the extended sales network that covers the whole area of Greece.

Explaining the reasons for which SIDMA S.A. is an attractive investment choice, Mr. Benardout mentioned that «SIDMA offers a combination of growth due to the strong demand for steel globally and the positive outlook for the sector, the new products and services, the productivity improvement and the expansion of the company to Balkans, the low risk of the sector, the long-run expertise of its management, the leading position of the company, the cooperation with SIDENOR group, the extended sales network and customer base and value, due to its dividend policy, return on equity and capital structure improvement».

Commenting specifically on the sector outlook, Mr. Benardout emphasised that «for the coming four years the global sector outlook is positive with demand meeting supply, and the outlook is also positive for the Greek market in which the demand for steel is increasing. Increasing demand is also observed for the products of the sector in the neighbouring Balkan countries, which present high growth rates over the past few years. In these markets, SIDMA is strategically positioned aiming to increase its turnover and profitability».

Then, the General Manager of the company presented the strategic targets of SIDMA mentioning that «We focus to reduce the cyclicity effect of the markets, holding low inventories and extended our long-term relations with our suppliers, extending the added value for our customers, increasing the percentage of manufactured products and the production of new ones, maintaining our leading position in the sector through a credit policy, a flexible pricing policy and the long-term customer relations, expansion in Balkan markets and of course through the strengthening of our financial

position increasing the turnover, the return on investment, the cost control and the productivity improvement of the company».

During his speech, Mr. Benardout mentioned the way the raised capital from the listing of the company's shares in the Athens Stock Exchange would be used, stating that the capital would be invested in production facilities aiming to increase the production ability, to upgrade the quality of the offered products and to add new manufacturing abilities that today are partially covered by external associates, to the purchase of a field, the building of new warehouses and offices, the expansion of its activities to Balkans with the establishment of subsidiaries and new Service Centres and the installation of an ERP system that would contribute to the achievement of significant economies in terms of operational cost.

Finishing his presentation, Mr. Benardout mentioned «what an investor wants from investing in a listed company is the return of capital and the stable dividend distribution. We believe that SIDMA, which is a leading company in the Steel manufacturing and trade sector in the domestic market, a sector that over the past few years presents a high growth globally, showing profitability, positive cash flows, reliable and experiences management team, plans for fast expansion abroad, will form one of the most important investment choices in the Greek capital market».