

Press release

Athens, 30 November 2013

Despite the persistent economic crisis in the wider Balkan region where **SIDMA** and its subsidiaries operate, despite the continuing drop in the construction activity, the delay in the launch of motorways in the Greek market and also the considerable drop in the photovoltaic market, **SIDMA** registered an improved nine-month period in relation to the respective last-year period in terms of turnover, operating profit (EBITDA) and pre-tax results at both Group and parent company level.

In detail, during Q1-Q3 2013 the consolidated turnover of **SIDMA** stood at € 74.5 million compared to € 73.5 million in the respective period of 2012 and, together with agency sales, stood at € 97 million compared to € 96 million last year, thus recording a marginal increase of 1%.

At Group level, in relation to the respective last-year period, pre-tax results registered losses equal to € 7.1 million compared to losses of € 9.7 million whereas earnings before interest, taxes, depreciation and amortization (EBITDA) were equal to profits of € 33,000 compared to losses of € 1.0 million.

At Company level, during Q1-Q3 2013 the turnover of **SIDMA** stood at € 42 million, compared to € 41 million in the respective period of 2012 and, together with agency sales, stood at € 65 million compared to € 63.5 million in the previous year, thus registering a 2% increase. The positive fact is that for the first time since the second half of 2008, the market appears to be stabilized and give minor signs of recovery. If we set aside the third quarter of the year, then the turnover of **SIDMA** rose by 13% from € 12.5 million in 2012 to € 14.1 million in 2013 and, together with agency sales, the increase comes to 7% from € 19.9 million in 2012 to € 21.3 million in 2013.

In terms of pre-tax results, the parent company registered reduced losses by approximately € 3 million (€ 4.3 million in 2013 from € 7.0 million in 2012) and in terms of EBITDA it registered profits of € 320,000 compared to losses of € 380,000 in Q1-Q3 2012.

As regards borrowing of both Company and Group, it fell by 2% in relation to the end of 2012 and amounted to € 111 million (net borrowing of € 99 million) and € 75 million (net borrowing

of € 68 million) respectively. At the end of September, cash amounted to € 12 million and € 7 million at Group and Company level respectively. The Company pursues to reduce gradually credit days to its clientele with the aim of maintaining its liquidity and diminishing, as much as possible, credit risk.

The Company estimates that the trends registered by the markets in which it operates during these nine months will not substantially alter by the end of the year. The Greek market will remain slackening due to the difficulties in financing, the great delay in the launch of public works and the doubts harboured by the market about the time Greek economy will recover. The benefits expected from the re-launch of public works are now deferred for 2014 when a certain improvement is expected. The Centre of Planning and Economic Research recently forecast that the Greek economy will switch to a positive growth rate for the first time after six years in the third quarter of 2014 but the overall performance for 2014 is forecast marginally above zero. In this light, SIDMA continues to focus on maintaining its leading position in the steel market.