



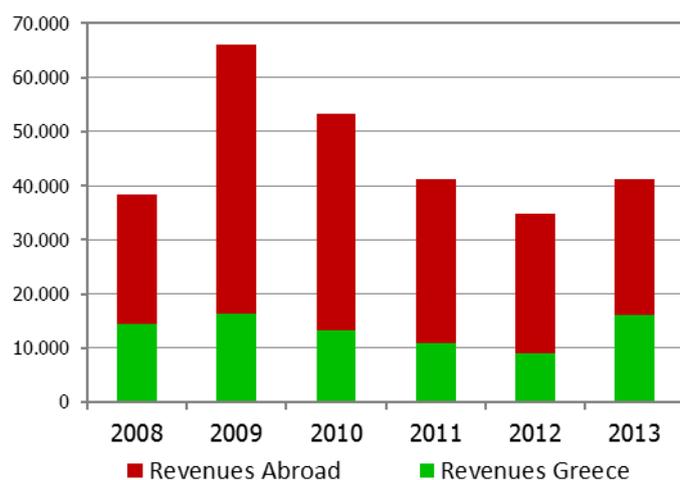
Website:	<a href="http://www.fhl.gr">http://www.fhl.gr</a>
Bloomberg code:	KYRM:GA
Reuters code:	KRKR.AT
ISIN code:	GRS309003002

## COMPANY PROFILE

FHL Kiriakidis is a world reference in the Natural Stone Industry. It owns the world's largest reserves in the white marbles and therefore has fairly gained the reputation as "King of White Marbles". In its owned quarries the famous white marbles\* "Thassos, Prinos, Venatino and Volakas" are produced. FHL is also one of the major distributors of the Sivec White marble. Finally, FHL group is active in the market of building materials, such as dry mortars, tile adhesives and glues. FHL Kiriakidis Group was founded in 1991 and its Head Office is located in Industrial Park of Prosotsani in Drama.

\*Sivec White is a registered trademark of Mermeren Kombinatt AD Prilep.

## REVENUES ANALYSIS (in € 000)



FHL Kiriakidis Group has established, during the twenty one years of its presence, a sound international sales network that expands to East Asia, China, Singapore and nearby countries, Middle East, ex-Soviet countries such as Uzbekistan and Georgia, Russia, Turkmenistan, Azerbaijan, North and South Africa, Europe, USA and South America. The fact that all the previous years, FHL exported the 90-95% of its products assures its stable international orientation and sound financial robustness.

## KEY INVESTMENT HIGHLIGHTS

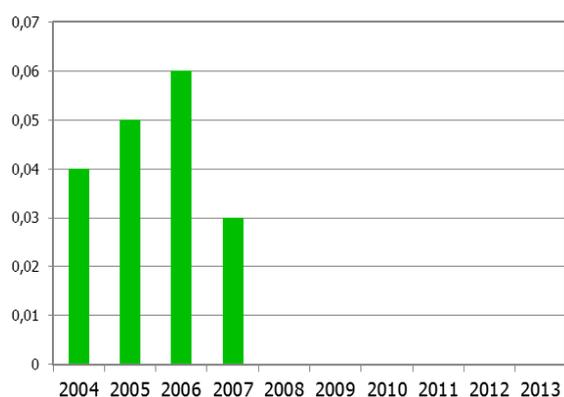
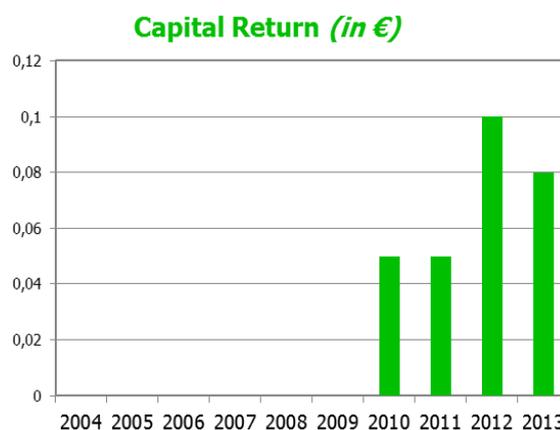
FHL Kiriakidis has acquired numerous quarries that produced marble of excellent quality and invested heavily in the establishments of a fully automated technological infrastructure for processing, extracting and selecting marble. Thus it has built a solid basis for expansion to international markets. In its pursuit for further excellence FHL is the only marble company in Greece that has heavily invested in the acquisition of numerous latest technology machineries (CNS;) for carving, elaborating and creating artworks that allowed the company to take over tremendous and challenging projects worldwide such as the Grand Mosque of Abu Dhabi, the National Conference Hall of Uzbekistan, the Ferrari World Theme Park in YAS Island of Abu Dhabi and the Holy Mecca Medina Mosque in Saudi Arabia.

**OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2013 - 31/03/2014)**

Symbol:	KYRM		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2014)	60,5		
Shares Outstanding (number): (31 March 2014)	24.474.815		
Average Spread (%):	4,45%		
Market Liquidity (%):	3,297%		
Average Trading volume (no of shares):	8.386		
Total Value of transactions (€):	2.646.726		
Days to trade (1% of outstanding amount):	22,5		
Free Float (31 March 2014):	37,47%		
Turnover Velocity (F.F. Weighted):	24,0%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	59,39%	58,81%	62,76%

**GROUP STRUCTURE****FHL I.KIRIAKIDIS MARBLES AND GRANITES S.A.**

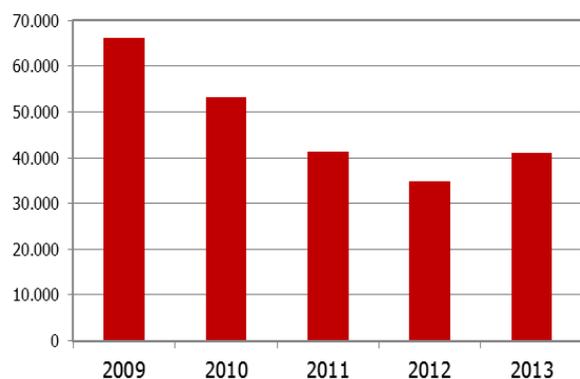
QUARRYING OPERATIONS S. LASKARIDIS S.A.	69%
MARMI BIANCHI SRL	100%
MARBLES GRANITES INTERNATIONAL F.H.L. INDUSTRIAL AND COMMERCIAL SA	30%
FHL I.KIRIAKIDIS MARBLES -GRANITES(INDUSTRIAL AND COMMERCIAL SA) & Co EE	68,42%
FHL DO BRASIL MARMORES LTDA	99%
AETOS S.A.	100%
WHITE MARBLE MYLOREMATOS	50%

**DIVIDEND POLICY - DPS (in €)****CAPITAL RETURN – CRPS (in €)**

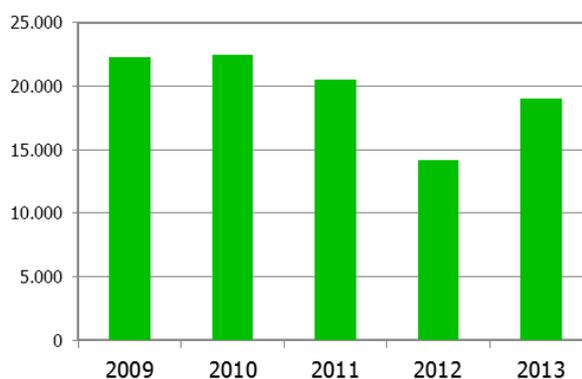
## COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b> <b>(in € 000)</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
Sales	66.135	53.215	41.303	34.727	41.147
Gross profit	22.262	22.420	20.515	14.117	19.030
EBIT	4.466	5.195	9.097	6.546	15.236
EBITDA	6.690	7.499	11.264	8.663	17.683
Earnings before tax	6.695	3.689	7.214	4.564	14.382
Earnings after tax	2.893	280	5.308	2.981	11.306
E.P.S.	0,159	0,016	0,238	0,133	0,49
Total Equity	31.986	31.003	35.008	35.598	44.387
ROE	9,04%	0,90%	15,16%	8,37%	25,47%

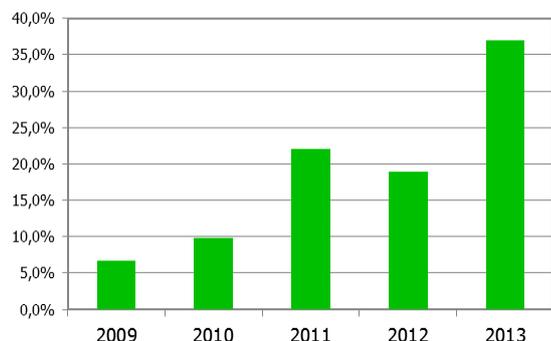
**Revenues (in € 000)**



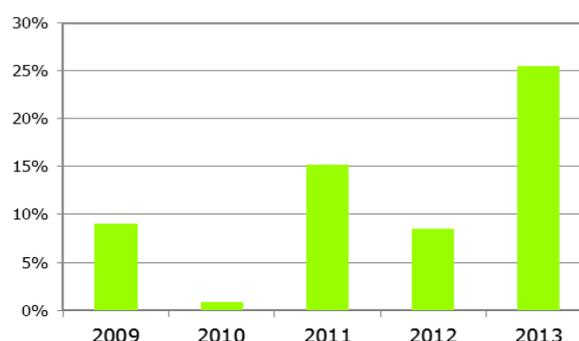
**Gross profit (in € 000)**



**Operating Margin**



**ROE**



### MAJOR SHAREHOLDERS (>5%)

<b>Name</b>	<b>%</b>
KIRIAKIDIS S. ILIAS	62,53%

### BOARD OF DIRECTORS

<b>Name</b>	<b>Qualification</b>
KIRIAKIDIS S. ILIAS	PRESIDENT/CEO
KALLIONIDIS C. KONSTANTINOS	VICE PRESIDENT
KOUNTOURAS G. VASSILEIOS	NON EXECUTIVE MEMBER
PETROPOULOS B. GEORGIOS	NON EXECUTIVE MEMBER
LIGGOU D. GEORGIA-ROYTH	INDEPENDENT NON EXECUTIVE MEMBER
PAFOS C. ATHANASIOS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Ilias S. Kiriakidis** was born in 1950 in Drama and is a graduate of the Merchant Marine Academy. In 1991 with the establishment of FHL KYRIAKIDIS H. MARBLE - GRANITE SA actively participates in the management of business. He has served for several years as President & CEO.

**Mr. Konstantinos C. Kallionidis** was born in Drama in 1965. He graduated from the University of Economics Lydoigk Maximilian Munich. Since 1991 he is active in the company I.KYRIAKIDIS FHL MARBLES GRANITE SA in marble sales. He has served for several years Vice President of the company.

**Mr. Georgios B. Petropoulos** was born in 1957. He speaks English and Italian. He has extensive experience in sales and especially in marble industry, sector of activity in which he operates to this day at the company.

**Mr. Vassileios G. Kountouras** was born in 1974. He holds a Bachelor of Business Administration from the Technological Educational Institute of Kavala and has attended seminars on the knowledge of the object. He speaks English.

**Mr. Athanasios C. Pafos** was born in 1970 in Athens. He graduated in Economics at the University of Piraeus with proven proficiency in accounting and auditing. He is an Independent Non-Executive Member while a member of the Audit Committee of the company.

**Ms. Georgia-Routh D. Liggou** was born in 1975 in Athens. She is a graduate of the American College LAVERN BACHELOR with studies in Auditing. She is an independent Non-Executive Member while a member of the Audit Committee of the company.

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