



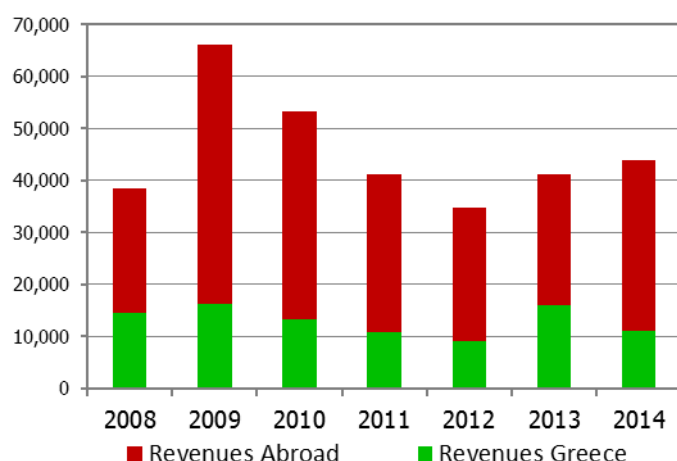
Website:	<a href="http://www.fhl.gr">http://www.fhl.gr</a>
Bloomberg code:	KYRM:GA
Reuters code:	KRRr.AT
ISIN code:	GRS309003002

## 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 Kombinat AD Prilep.

## REVENUE 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

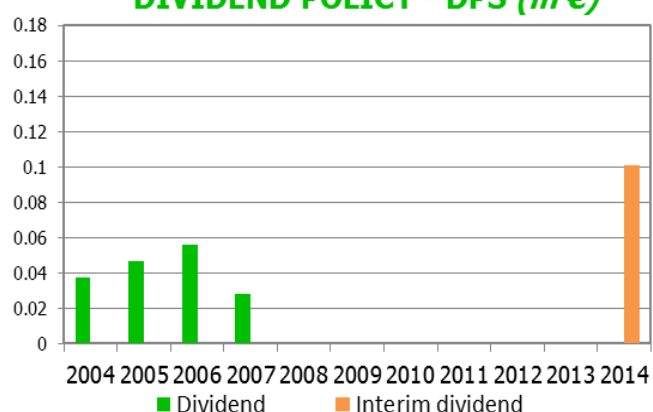
OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2014 - 31/03/2015)			
Symbol:	KYRM		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2015)	54,6		
Shares Outstanding (number): (31 March 2015)	23.719.554		
Average Spread (%):	2,65%		
Market Liquidity (%):	3,067%		
Average Trading volume (no of shares):	7.853		
Total Value of transactions (€):	4.167.554		
Days to trade (1% of outstanding amount):	31,1		
Free Float (31 March 2015):	37,47%		
Turnover Velocity (F.F. Weighted):	21,4%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	29,06%	49,39%	56,84%

## GROUP STRUCTURE

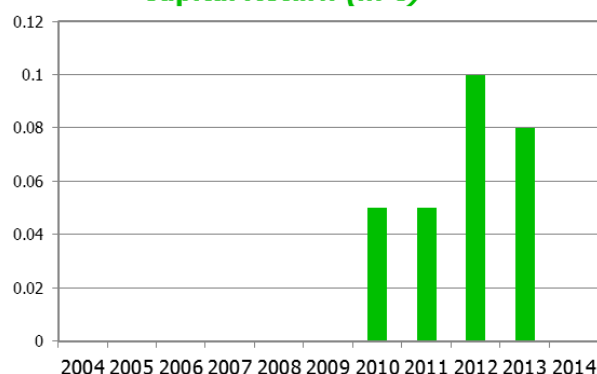
### FHL I.KIRIAKIDIS MARBLES AND GRANITES S.A.

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%
MARBLES VOLAKA DRAMAS S.A.	100%
WHITE MARBLE MYLOREMATOS	50%

### DIVIDEND POLICY - DPS (in €)



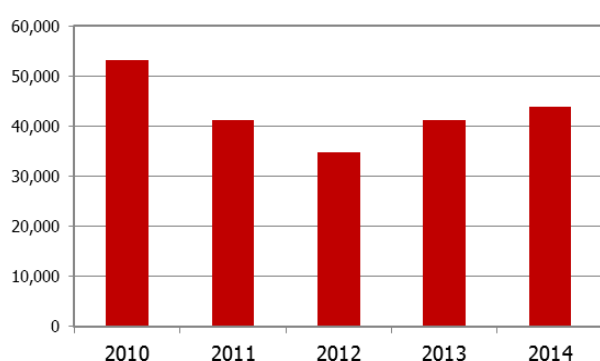
### Capital Return (in €)



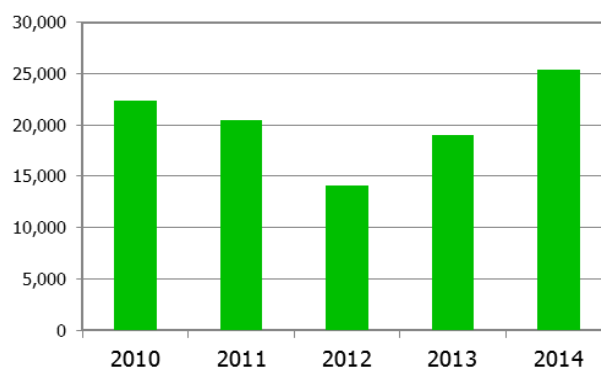
## COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2010	2011	2012	2013	2014
Sales	53.215	41.303	34.727	41.147	43.969
Gross profit	22.420	20.515	14.139	19.030	25.359
EBIT	5.195	9.097	6.591	15.236	16.033
EBITDA	7.499	11.264	8.696	17.683	19.052
Earnings before tax	3.689	7.214	4.609	14.382	11.095
Earnings after tax	280	5.308	3.013	11.306	7.893
E.P.S.	0,016	0,238	0,138	0,49	0,32
Total Equity	31.003	35.008	35.598	44.387	47.513
ROE	0,90%	15,16%	8,46%	25,47%	16,61%

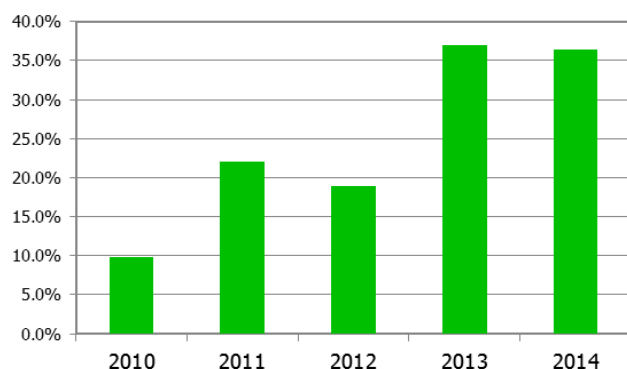
**Revenues (in € 000)**



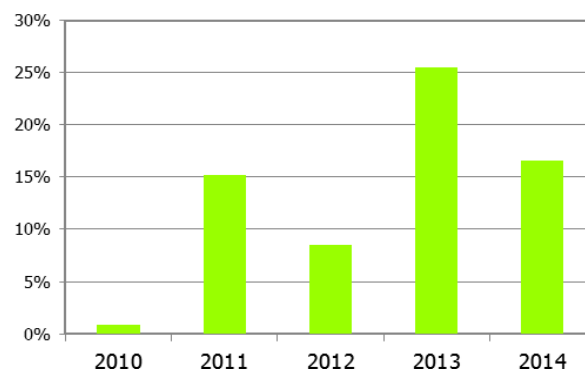
**Gross profit (in € 000)**



**Operating Margin**



**ROE**



### MAJOR SHAREHOLDERS (>5%)

Name	%
KIRIAKIDIS S. ILIAS	62.53%

### BOARD OF DIRECTORS

Name	Qualification
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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