



Website:	<a href="http://www.halcor.gr">http://www.halcor.gr</a>
Bloomberg code:	XAKO:GA
Reuters code:	XAKO.AT
ISIN code:	GRS281101006

## COMPANY PROFILE

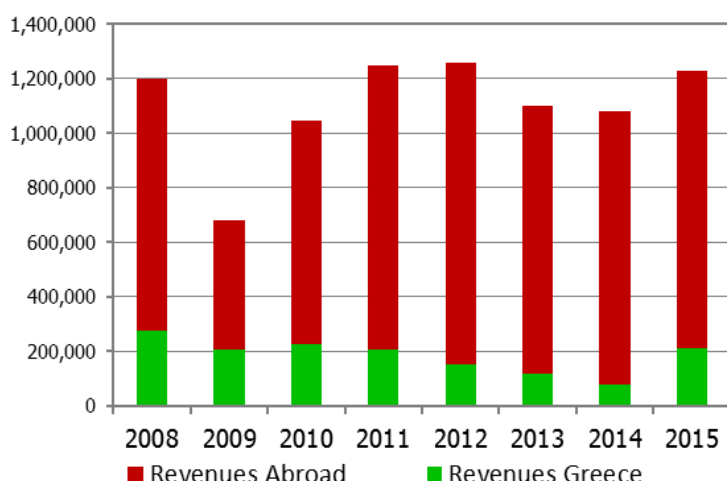
The HALCOR Group represents the copper product manufacturing and trading part of VIOHALCO. Through its strong production base which includes plants in Greece, Bulgaria and Romania, the HALCOR Group produces and distributes copper and copper-alloy rolled and extruded products and cables while being the sole producer of copper tubes in Greece.

## REVENUES ANALYSIS (in € 000)

Company's exports at 82.65% of total sales, to Europe, Asia, Africa, America and Oceanic.

## KEY INVESTMENT HIGHLIGHTS

Presence spanning over 70 years in the copper processing and trade sector, the HALCOR Group is a strong entity comprising of 14 companies, 10 production plants and having a significant commercial presence in European, Asian, American and African countries.



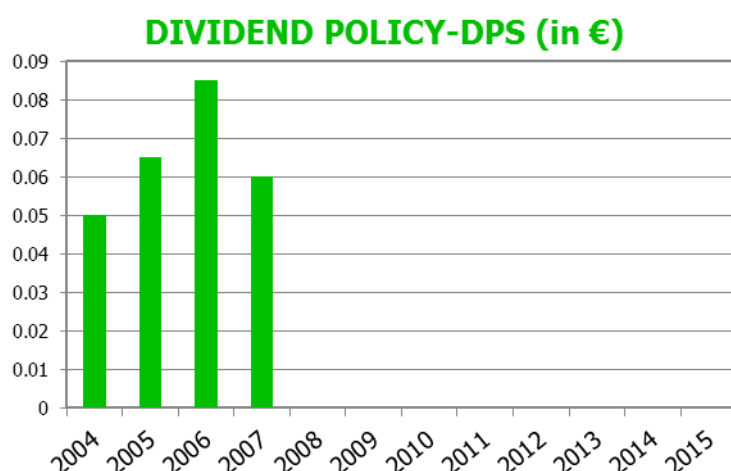
## OVERVIEW - TRADING DATA

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)			
Symbol:	XAKO		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	25.6		
Shares Outstanding (number): (31 March 2016)	101,279,627		
Average Spread (%):	6.59%		
Market Liquidity (%):	0.537%		
Average Trading volume (no of shares):	7,693.2		
Total Value of transactions (€):	518,726		
Days to trade (1% of outstanding amount):	130.6		
Free Float (31 March 2016):	31.72%		
Turnover Velocity (F.F. Weighted):	6.3%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	61.35%	71.08%	73.30%

## GROUP STRUCTURE

### Halcor S.A.

HELLENIC CABLES SA	72.53%
STEELMET HELLAS SA	51%
SOFIA MED SA	100%
METAL AGENCIES LTD	49.51%
GENECOS S.A.	24.78%
FITCO S.A.	100%
HALCOR RES. & DEVEL. SA	70%
TECHOR S.A.	100%
DIAPEM TRADING SA	33.33%
ELKEME SA	30.44%
VIEXAL SA	26.67%
S.C. STEELMET ROMANIA S.A.	40%
TEPRO METALL A.G.	36.21%



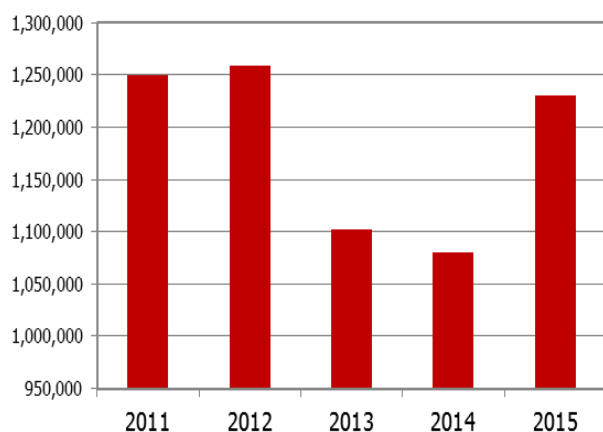
## FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

Entering a period of moderate investments focused on product range expansion, development of value added products and cost containment. CapEx in following years is estimated to be € 12 - 15 m per annum.

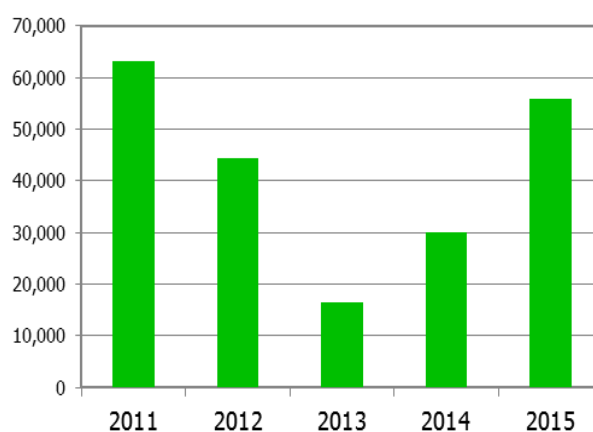
## COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b>					
<b>(in € 000)</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>
Sales	1,249,317	1,259,306	1,102,022	1,079,873	1,230,103
Gross profit	63,185	44,396	16,541	29,932	55,745
EBIT	23,148	8,628	-15,554	-5,313	19,527
EBITDA	49,169	34,200	6,703	-5,222	51,589
Earnings before tax	-11,351	-31,117	-53,637	-73,009	-29,818
Earnings after tax	-14,629	-29,507	-63,669	-59,470	-32,827
E.P.S.	-0.154	-0.257	-0.57	-0.51	-0.32
Total Equity	170,148	139,562	76,241	147,340	107,667
ROE	-8.60%	-21.14%	-83.51%	-40.36%	-30.49%

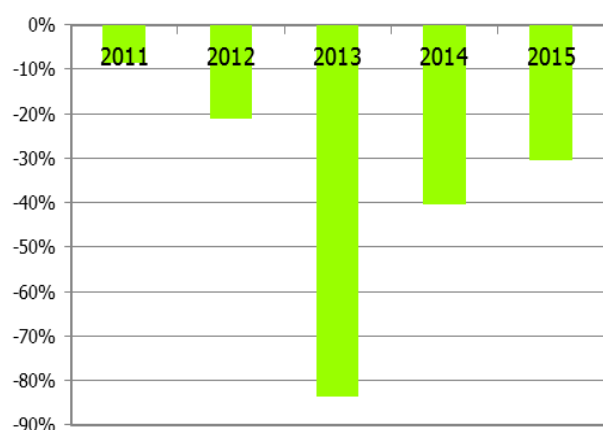
**Revenues (in € 000)**



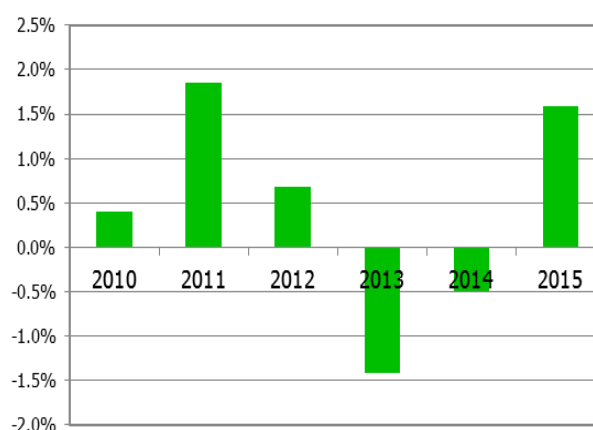
**Gross profit (in € 000)**



**ROE**



**Operating Margin**



## MAJOR SHAREHOLDERS (>5%)

Name	%
VIOHALCO SA/NV	68.28%
<b>Total</b>	<b>68.28%</b>

## BOARD OF DIRECTORS

Name	Qualification
PAPAGEORGOPOULOS THEODOSIOS	PRESIDENT/EXECUTIVE MEMBER
KOUDOUNIS NIKOLAOS	VICE PRESIDENT/EXECUTIVE MEMBER
KASAPOGLOU TASOS	EXECUTIVE MEMBER
KOTSAMPASAKIS EFTICHIOS	EXECUTIVE MEMBER
SAPOUNTZIS PERIKLIS	EXECUTIVE MEMBER
BAKOURIS KONSTANTINOS	NON EXECUTIVE MEMBER
KATSANOS ANDREAS	NON EXECUTIVE MEMBER
KOMNINOS CHRISTOS-ALEXIS	NON EXECUTIVE MEMBER
PASSAS GEORGIOS	NON EXECUTIVE MEMBER
GALETAS NIKOLAOS	INDEPENDENT NON EXECUTIVE MEMBER
KYRIAZIS K. ANDREAS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Periklis Sapountzis** is General Manager. He is a chemical Engineer, graduate of the Technical University of Munich, holder of a doctor's degree (TUM). He has been one of VIOHALCO executives since 1995.

**Mr. Spyridon Kokkolis** is CFO of the HALCOR Group. He's an economist, graduate of the Athens University of Economics and Business (ex ASOEE). He has been one of VIOHALCO executives since 1993.

**Mr. Stylianos Theodosiou** is Technical Manager. He's an electrical-mechanical engineer, graduate of the National Technical University of Athens. He works for HALCOR since 1969.

**Mr. Apostolos Kaimenopoulos** is Tubes Plant Technical Manager. He is a mechanical engineer graduate of the University of Patras, Department of Civil Engineering. He has been working for the VIOHALCO Group since 1998.

**Mr. Nikolaos Marinakis** is Foundry Technical Manager. He's a chemical engineer, graduate of the Technical University of Patras and holder of a postgraduate degree in Metallurgy from the University RWTH-Aachen in Germany . He has been working for Halcor since 2006.

**Mr. Ioannis Biris** is Halcor Research & Development SA Manager. He's an architect. He works for HALCOR since 2002.

**Mr. Panagiotis Lolos** is Commercial Manager. He has a degree in Political Sciences of Pantion University of Athens and a Master's degree from North Carolina State University. He has been working for Halcor since 2001.

**Mr. Nikolaos Tarnanidis** is New Markets Development Manager. He's an economist, graduate of the Higher Industrial Faculty of Piraeus. He is holder of a Master's degree in Economic Sciences from the University of London. He has been one of VIOHALCO executives since 1987.

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