

# 9M2009 Group Results

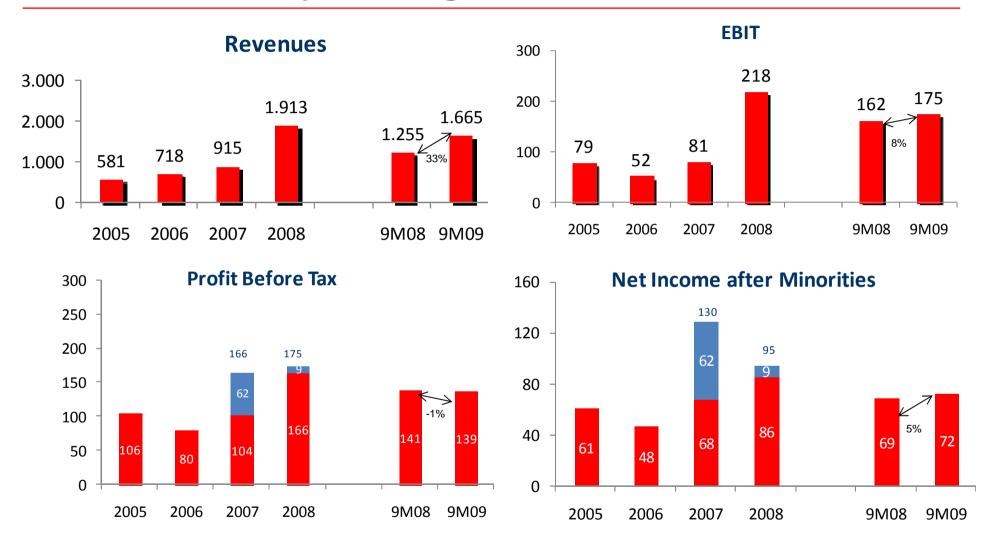
30/11/2009

## **Highlights of 9M2009 Results**

- Satisfactory performance of the Group in the 9M2009
  - revenues increased by 32.7% to €1,665 ml
  - operating profit (EBIT) increased by 7.7% to €175 ml
  - net income after minorities increased by 4.5% to € 72ml
- Construction operating margin (EBIT margin) in 9M 2009 stood at 3.3%
- Construction backlog reached € 3.5 bn as of 30/9/2009
  - in addition another €1.2 bn of projects are currently pending contract signing
- Total group debt as of 30/9/09 increased to € 1,563.4 ml vs € 1,445 ml as of 31/12/08 and €1,521 ml as of 30/6/2009
  - corporate related Net Debt (Debt less cash excl. BOT projects) as of 30/9/2009 increased to €354.2 ml vs € 175 ml as of 31/12/2008 (and € 314 ml as of 30/6/09) having financed the group's working capital needs and capex



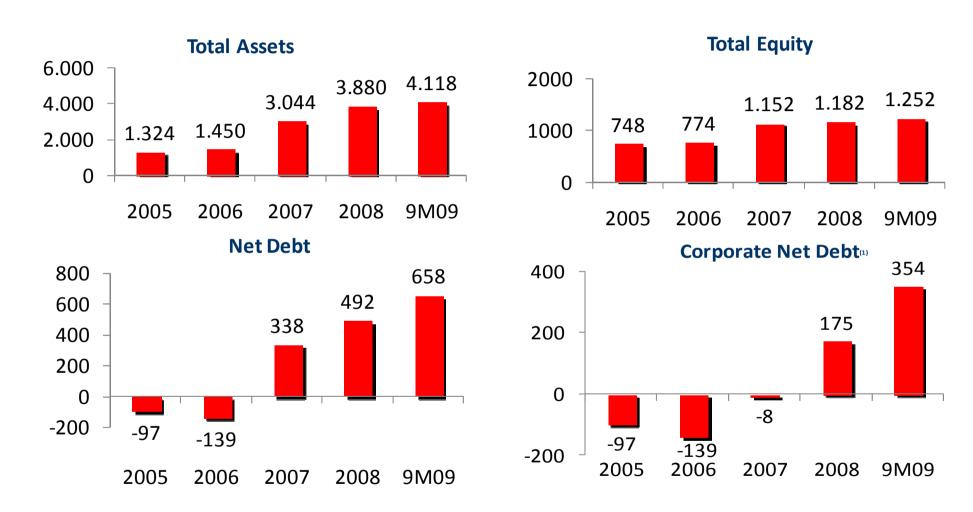
# **Evolution of key P&L figures**







## **Evolution of key Balance Sheet figures**



Notes:

(1) Excluding debt and cash / cash equivalents of BOT related projects



## Consolidated P&L (IFRS in € ml)

#### Increased revenues, operating income and net income after minorities

	9 M 2008	9 M 2009	Change (%)
Revenues	1,254.7	1,665.0	32.7%
EBITDA	221.7	248.8	12.2%
EBITDA margin (%)	17.7%	14.9%	
EBIT	162.3	174.8	7.7%
EBIT margin (%)	12.9%	10.5%	
Profits from Associates	5.7	4.2	-26.3%
Profit before Tax	140.7	138.8	-1.3%
Profit Before Tax margin (%)	11.2%	8.3%	
Profit after Tax before Minorities	97.3	100.8	3.6%
Net Profit after Minorities	69.3	72.4	4.5%
Earnings per share (1)	0.39	0.42	6.4%

- Revenues increased by 32.7% to € 1,665 ml. The increase is mainly attributed to increased revenues in construction of 35.8% (~336ml), concessions of 24.3% (~ € 48 ml) and Quarries of 54.2% (~€12 ml)
- Group Operating Profit (EBIT) increased by 7.7% to € 174.8 ml with an 9M09 EBIT margin of 10.5%
- Profit before Tax reached € 139 ml and Net Income after Minorities increased by 4.5% vs 30/9/2008, to € 72.4 ml

<sup>(1)</sup> Weighted average number of shares: 175.831.077 (9M2008) and 172.656.051 (9M2009)



# **Consolidated Balance Sheet (IFRS in € ml)**

	31/12/2008	30/9/2009	Change (%)
Long Term Assets	1,751.4	1,942.4	10.9%
Cash and Cash Equivalent	794.8	695.5	-12.5%
Other Current Assets (1)	1,334.0	1,480.0	11.0%
Total Assets	3,880.2	4,117.9	6.1%
Short Term Debt	273.5	292.4	6.9%
Other Short Term Liabilities	979.0	1,006.5	2.8%
Long Term Debt	1,171.2	1,271.0	8.5%
Other Long Term Liabilities	274.1	296.4	8.2%
Total Liabilities	2,697.7	2,866.3	6.2%
Shareholders Equity	1,182.4	1,251.6	5.8%
Shareholders Equity (excluding minorities)	938.9	982.2	4.6%

Notes:

(1) Receivables (under Other Current Assets) as of 31/12/2008 and 30/9/2009 include long term deposits of €158.2 ml and € 210.3 ml respectively



### **Group Debt Analysis (IFRS in € ml)**

#### Corporate related Net Debt increased to € 354 ml

	31/12/2008	30/9/2009	Change (%)
Short Term Debt	273.5	292.4	6.9%
Long Term Debt	1,171.2	1,271.0	8.5%
Total Debt	1,444.6	1,563.4	8.2%
Less: Non Recourse Debt	774.8	863.8	11.5%
Subtotal Debt (excluding non recourse debt)	669.8	699.6	4.4%
Cash and Cash Equivalent <sup>(1)</sup>	953.0	905.9	-4.9%
Less: Cash and Cash Equivalent related to Non Recourse Debt	458.0	560.5	22.4%
Total Cash excluding Non Recourse Debt	495.0	345.4	-30.2%
Net Debt (Cash)	174.8	354.2	102.6%

- Group total debt as of 30/9/2009 increased marginally (8.2%) to 1,563 mln as a result of drawdowns for Moreas and ELLAKTOR
- Group total cash<sup>(1)</sup> as of 30/9/2009 stood at € 905.9 mln reduced by 4.9% vs 31/12/2008
- Corporate related Net Debt as of 30/9/2009 amounted to € 354.2 ml vs € 174.8 ml as of 31/12/2008 having financed the group's capex and increased working capital needs

<sup>(1)</sup> Includes long term deposits (> 3months) under receivables



## **Consolidated Cash Flows (IFRS in € ml)**

The increase in Net Debt has financed working capital needs and group Capex requirements

	9 M 2008	9 M 2009	Change (%)
Cash Flows from Operating Activities	-86.9	-30.2	
Cash Flows from Investment Activities	-183.6	-160.4	
Cash Flows form Financing Activities	223.5	91.3	
Net increase / (decrease) in cash and cash equivalent	-47.0	-99.3	
Cash equivalents at start of period	692.6	794.8	
Cash equivalents at end of period <sup>(1)</sup>	645.6	695.5	7.7%

<sup>(1)</sup> Does not Include long term deposits (> 3months) under receivables

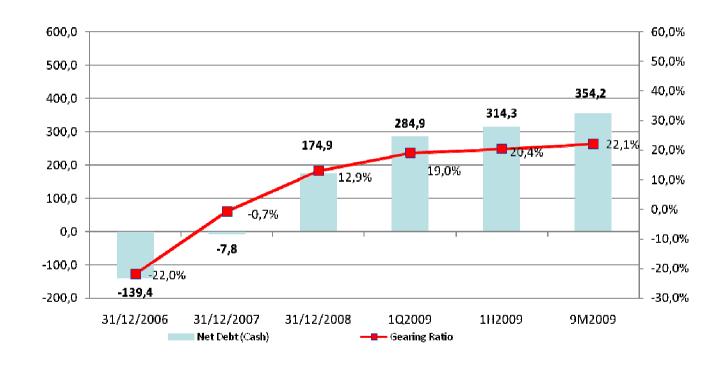


- Operating cash flows were negative due to increased working capital requirements
  - €232 ml increased receivables of which €52ml are actually due to increased long term deposits (cash equivalent)
  - € 61ml from reduced liabilities (suppliers)
  - € 31 ml from reduced inventories
- Investment cash flows mainly comprise of investments in fixed assets, intangibles and in subsidiaries of € 188 ml:
  - — € 96 ml for Concessions mainly Moreas (intangible concession right)
  - € 50 ml for wind farms
  - € 26 ml for construction
  - € 8ml for environment
- Financing cash flows of € 91 ml are effectively the net increase in debt (loan drawdowns less loan repayments)

### Corporate related Net Debt and group gearing

... despite the increase in corporate related Net Debt, the group maintains a strong capital structure (gearing ~22%)

Evolution of Corporate related Net Debt (Cash) (1) / Gearing ratio (2)



- (1) Corporate related Net Debt = (Short and Long Term Debt excluding BOT related Debt) (Cash & Cash Equivalents incl. long term deposits under receivables but excl. cash & cash equivalents of BOT related projects)
- (2) Gearing ratio = Corporate related Net Debt / (Equity + Corporate Related Net Debt)



## **ELLAKTOR** (parent) P&L (IFRS in € ml)

	9 M 2008	9 M 2009	Change (%)
Revenues	1,7	0,4	-77,3%
EBITDA	-4,0	-1,7	-58,4%
EBIT	-5,0	-2,6	-47,5%
Income from dividends (1)	26,9	27,7	
Net Profit before Minorities	19,6	22,0	12,5%

#### Note:

(1) 9M2009 Income from dividends consists of € 21.8 ml from AKTOR and € 5.8 ml from Athens Resort Casino (amounts include tax withheld)



## **ELLAKTOR** (parent) Balance Sheet (IFRS in € ml)

	31/12/2008	30/9/2009	Change (%)
Long Term Assets	914.1	1,010.7	10.6%
Cash and Cash Equivalent	60.2	14.3	-76.2%
Other Current Assets	38.4	28.1	-26.8%
Total Assets	1,012.7	1,053.2	4.0%
Short Term Debt	0.0	0.0	-
Other Short Term Liabilities	11.2	6.9	-38.6%
Long Term Debt	165.0	215.0	30.3%
Other Long Term Liabilities	2.5	2.7	6.9%
Total Liabilities	178.7	224.6	25.7%
Shareholders Equity	834.0	828.6	-0.6%



### Segmental analysis of 9M 2009 Results (IFRS in € ml)

	Construction	Real Estate	Concessions	Environment	Wind Farms	Quarries	Other	Total Group
Revenues	1,275.2	3.3	243.2	84.8	7.7	34.1	16.7	1,665.0
EBITDA	68.6	-3.3	151.6	18.0	5.1	7.7	1.1	248.8
EBITDA margin (%)	5.4%	-100.7%	62.3%	21.2%	66.2%	22.6%	6.6%	14.9%
Operating profit (EBIT)	42.2	-3.5	112.0	15.4	3.3	5.3	0.1	174.8
EBIT margin (%)	3.3%	-106.3%	46.1%	18.1%	43.6%	15.6%	0.7%	10.5%
Profit before Tax	36.0	-2.6	86.1	14.8	1.9	4.6	-1.9	138.8
Profit before Tax margin (%)	2.8%	-78.7%	35.4%	17.4%	24.3%	13.4%	-11.6%	8.3%
Net income (after tax)	25.4	-2.9	65.4	11.4	1.4	3.1	-3.0	100.8
Net income margin (%)	2.0%	-89.9%	26.9%	13.5%	18.1%	9.1%	-18.0%	6.1%
Net income after minorities	26.5	-1.5	38.6	7.5	1.2	3.2	-3.1	72.4



### Segmental analysis of 9M 2008 Results (IFRS in € ml)

	Construction	Real Estate	Concessions	Environment	Wind Farms	Quarries	Other	Total Group
Revenues	938.8	5.4	195.7	79.9	4.8	22.2	8.0	1,254.7
EBITDA	66.4	-2.9	138.9	15.9	2.0	4.2	-2.8	221.7
EBITDA margin (%)	7.1%	-53.5%	71.0%	19.8%	42.5%	18.8%	-34.8%	17.7%
Operating profit (EBIT)	46.9	-3.1	105.1	13.0	2.1	2.0	-3.7	162.3
EBIT margin (%)	5.0%	-57.0%	53.7%	16.2%	43.9%	9.0%	-46.2%	12.9%
Profit before Tax	46.9	-3.8	87.3	12.2	0.3	0.6	-2.9	140.7
Profit before Tax margin (%)	5.0%	-69.4%	44.6%	15.3%	6.5%	2.7%	-36.5%	11.2%
Net income (after tax)	32.7	-3.5	65.2	6.9	-0.1	-0.6	-3.3	97.3
Net income margin (%)	3.5%	-65.4%	33.3%	8.7%	-2.1%	-2.7%	-42.1%	7.8%
Net income after minorities	31.1	-2.1	40.0	4.6	0.0	-0.8	-3.5	69.3



### **Segmental reporting : Construction (IFRS in € ml)**

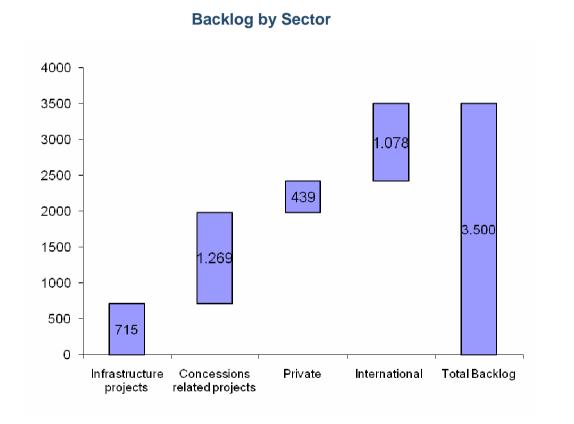
	9 M 2008	9 M 2009	Change (%)
Revenues	938.8	1,275.2	35.8%
EBITDA	66.4	68.6	3.4%
EBITDA margin (%)	7.1%	5.4%	
EBIT	46.9	42.2	-10.0%
EBIT margin (%)	5.0%	3.3%	
Profits from Associates	-0.1	-0.2	
Profit before Tax	46.9	36.0	-23.2%
Profit before Tax margin (%)	5.0%	2.8%	
Net Profit (before minorities)	32.7	25.4	-22.3%
Net Profit margin (before minorities) (%)	3.5%	2.0%	
Net Profit (after minorities)	31.1	26.5	-14.5%

- Construction revenues increased by 35.8%
- 9M2009 revenue breakdown:
  - infrastructure (including BOT) projects in Greece:51%
  - private construction in Greece: 14%
  - Balkans: 5%
  - Middle East: 30%
- Construction operating margin reduced to 3.3%

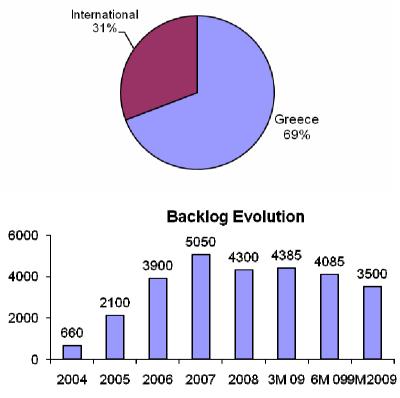


## **Segmental reporting : Construction (continued)**

... the contracts backlog as of 30/9/2009 stands at €3.5 bn with another €1.2 bn of projects¹¹) that remain to be signed



#### **Backlog by Geographic Region**



- (1) Comarnic Brasov Motorway € 870m., Romania Hospital € 160m., Iasio Romania € 160 m.
- (2) Excludes the Thessaloniki submerged tunnel (€ 170 ml)



## Segmental reporting : Concessions (IFRS in € ml)

	9 M 2008	9 M 2009	Change (%)
Revenues	195.7	243.2	24.3%
EBITDA	138.9	151.6	9.1%
EBITDA margin (%)	71.0%	62.3%	
EBIT	105.1	112.0	6.6%
EBIT margin (%)	53.7%	46.1%	
Profits from Associates	2.5	2.9	16.7%
Profit before Tax	87.3	86.1	-1.4%
Profit before Tax margin (%)	44.6%	35.4%	
Net Profit (before minorities)	65.2	65.4	0.2%
Net Profit margin (before minorities) (%)	33.3%	26.9%	
Net Profit (after minorities)	40.0	38.6	-3.5%

- Concession revenues increased by 24.3%
  - Attiki Odos continues to provide the majority of revenues (~ €186 ml)
  - Revenues from Moreas (post intragroup eliminations) amounted to € 36.9 ml of which € 12.8 ml is toll related revenues
  - includes revenues of € 7.3 ml from AKTOR Concessions (mostly success fee related)
- Concession operating margin stood at 46.1%
- Profits from associates include
  - Rio-Antirio bridge : € 1.9 ml
  - Aegean Motorway : € 1.1 ml



## **Segmental reporting : Environment (IFRS in € ml)**

	9 M 2008	9 M 2009	Change (%)
Revenues	79.9	84.8	6.1%
EBITDA	15.9	18.0	13.6%
EBITDA margin (%)	19.8%	21.2%	
EBIT	13.0	15.4	18.3%
EBIT margin (%)	16.2%	18.1%	
Profits from Associates	-0.2	-0.1	
Profit before Tax	12.2	14.8	20.6%
Profit before Tax margin (%)	15.3%	17.4%	
Net Profit (before minorities)	6.9	11.4	64.8%
Net Profit margin (before minorities) (%)	8.7%	13.5%	
Net Profit (after minorities)	4.6	7.5	64.4%

- Environment revenues increased by 6.1% to €84.8 ml
- Operating profit reached €15.4
   ml, an increase of 18.3% vs 30/9/2008
- EBIT margin also improved to 18.1% vs 16.2% as of 30/9/2008 and 14.9% as of 30/6/2009
  - the improvement is mainly attributed to higher than budgeted profitability of projects nearing completion, despite reduced profitability from operations in Germany



## Segmental reporting : Wind Farms (IFRS in € ml)

	9 M 2008	9 M 2009	Change (%)
Revenues	4.8	7.7	60.7%
EBITDA	2.0	5.1	149.6%
EBITDA margin (%)	42.5%	66.2%	
EBIT	2.1	3.3	59.8%
EBIT margin (%)	43.9%	43.6%	
Profits from Associates	0.0	0.0	
Profit before Tax	0.3	1.9	498.1%
Profit before Tax margin (%)	6.5%	24.3%	
Net Profit (before minorities)	-0.1	1.4	na
Net Profit margin (before minorities) (%)	-2.1%	18.1%	
Net Profit (after minorities)	0.0	1.2	na

- Wind farm revenues increased by 60.7% to € 7.7 ml reflecting the increased installed capacity of Eltech Anemos <sup>(1)</sup>, which reached 86 MW as of 30/9/2008
  - 9MW wind farms in Lesvos
  - 45.8MW wind farms in Kefallonia
  - 23MW wind farms in Peloponese (Ktenias)
  - 6.3MW wind farms in Crete
  - 2MW Photovoltaic plant at Lekana
- ▲ Another 107 MW are currently under construction
  - 23 MW wind farm in Thrace which is expected to become operational in the 3Q 2010
  - 71.5 MW wind farms in Troizinia
     Piraeus (Vromosikia, Lambousa,
     Asprovouni, Ortholithi)
  - 7.65 MW wind farm in Lakonia
  - 5 MW hydroelectric in Grevena

#### Notes:

(1) In addition HELECTOR operates wind farms of 7.8 MW



## Segmental reporting : Real Estate (IFRS in € ml)

	9 M 2008	9 M 2009	Change (%)
Revenues	5.4	3.3	-39.5%
EBITDA	-2.9	-3.3	13.9%
			10.070
EBITDA margin (%)	-53.5%	-100.7%	
EBIT	-3.1	-3.5	13.0%
EBIT margin (%)	-57.0%	-106.3%	
Profits from Associates	0.0	-0.1	
Profit before Tax	-3.8	-2.6	-31.3%
Profit before Tax margin (%)	-69.4%	-78.7%	
Net Profit (before minorities)	-3.5	-2.9	-16.8%
Net Profit margin (before minorities) (%)	-65.4%	-89.9%	
Net Profit (after minorities)	-2.1	-1.5	-27.8%

- The financial crisis continues to negatively affect the segment's performance
  - the group is
     reassessing the
     attractiveness of real
     estate projects in
     Romania and in
     Greece
- The group has received urban planning permit for the development of a retail park at Gialou and is in discussions with banks in order to secure financing



## Segmental reporting : Quarries (IFRS in € ml)

	9 M 2008	9 M 2009	Change (%)
Revenues	22.2	34.1	54.2%
EBITDA	4.2	7.7	84.7%
EBITDA margin (%)	18.8%	22.6%	
EBIT	2.0	5.3	166.3%
EBIT margin (%)	9.0%	15.6%	
Profits from Associates	-0.3	0.1	
Profit before Tax	0.6	4.6	661.6%
Profit before Tax margin (%)	2.7%	13.4%	
Net Profit (before minorities)	-0.6	3.1	na
Net Profit margin (before minorities) (%)	-2.7%	9.1%	
Net Profit (after minorities)	-0.8	3.2	na

- The significant increase of revenues of Quarries in the 1H09 continued in the 9M09 resulting in an overall y-o-y increase of 54.2%
- ✓ Operating margin in the 9M2009 was 15.6% vs 9.0% in 9M2008



## Segmental reporting : Others (IFRS in € ml)

Other activities include ELLAKTOR (parent), BIOSAR and the participations in European Goldfields / Hellas Gold and Mont Parnes Cazino

	9 M 2008	9 M 2009	Change (%)
Revenues	8.0	16.7	109.9%
EBITDA	-2.8	1.1	-139.4%
EBIT	-3.7	0.1	-103.1%
Profits from Associates	3.8	1.5	-60.9%
Profit before Tax	-2.9	-1.9	-33.4%
Net Profit / Loss (before minorities)	-3.3	-3.0	-10.0%
Net Profit / Loss (after minorities)	-3.5	-3.1	-9.5%

- Revenue increase is attributable to BIOSAR that undertakes the construction of Photovoltaic Plants
- ✓ Profits from associates originate from
  - Mont Parnes Casino: € 3 ml
  - European Goldfields / Hellas
     Gold had a marginally negative
     contribution impacted by metal
     prices and mining quantities
     with a low concentrate in
     minerals

