

Financial performance

TITAN delivered strong results in 2016, posting significant growth in turnover, EBITDA and net profit, further enhancing our solid financial base.

The Group recorded a significant improvement in profitability, primarily thanks to the continuing growth of the US market and also the recovery of results in Egypt. Consolidated turnover increased by 8% to €1.5 billion, while EBITDA rose by 28.7% to €279 million. Net profit after tax also increased to €127 million. 2016 results include a gain from a deferred tax asset recognition of €90 million in the USA, associated with previously unrecognized carry-forward net operating losses generated in previous years. Earnings per share amounted to €1.56 compared to €0.41 cents per share in 2015.

In 2016, the US market was the main source of growth for the Group. Prospects for the USA economy and the country's construction industry are strong, and industry trends in the east coast of the USA (where the TITAN Group operates) continue to be stronger than in other regions across the country.

In Greece, there are no real signs of recovery in the construction sector, with low levels of consumption and 75% of our output going to exports (mainly the USA). The Southeastern Europe region is profitable and stable, bringing consistent cash flow into the Group. In Egypt, having completed the fuel conversion investments and ensured energy sufficiency for operation at full capacity, TITAN restored high production volumes and significantly reduced production costs. The devaluation of the Egyptian pound, by more than 50% in 2016, had a negative impact on results and is generating volatility in the market.

Sales volume growth driven by the USA

Cement volume sales were up by 6%, an increase of 1 million metric tons, largely due to sales in the USA, Egypt and Southeastern Europe. Ready-mix volumes grew by 14%, reflecting the dynamic USA market and reaching 4.9 million cubic meters overall. In aggregates, volumes increased by 13% mainly due to stronger sales in the US and higher sales coming from a low base in Greece.

	2015	2016	+/-
Cement (metric tons)	16.5 m	17.5 m	+6%
Ready-mix concrete (m ³)	4.3 m	4.9 m	+14%
Aggregates (metric tons)	14.0 m	15.9 m	+13%

NPAT

Net profit after minority interests and taxes

€127.4 m
(2015: €33.8 m)

CAPEX

Expenditure on capital investment projects across the Group

€150.6 m
(2015: €173 m)

Substantial two-year capital expenditure program and strong cash flow generation

Operating free cash flow nearly doubled, reaching €125 million, primarily due to TITAN's higher profitability as EBITDA increased by €62.2 million. Strong cash flow enabled the Group to complete an ambitious two-year capital expenditure program of €325 million over the period 2015-2016 aimed at capturing growth opportunities mainly in the US, attaining energy sufficiency in Egypt and improving cost-competitiveness. Furthermore, operating free cash flow was used to fund acquisitions, mainly the Group's expansion in South America, with the investment of €99 million in Cimento Apodi in Brazil.

In 2017, we anticipate a further improvement in operating free cash flow generation over 2016, helped by higher profitability and lower capital expenditure.

	2015	2016
Pre-CAPEX operating cash flow	€237 m	€275 m
CAPEX	€173 m	€151 m
Payments for acquisitions	€11 m	€97 m
Net debt at the year end	€621 m	€661 m

Strong financials to fund growth - Group net debt

Group net debt stood at €661 million at the end of December 2016, up by €39 million compared to the end of 2015. Meanwhile, the devaluation of the Egyptian pound reduced the euro value of loans taken in local currency in Egypt by €59 million.

Thanks to higher profitability and contained debt levels, the net debt/EBITDA ratio improved further in 2016 and stood at 2.37 times, down from 2.87 times in 2015. The Group has comfortable leverage levels, which offer more financial flexibility to support future business development and investments.

Total shareholders' equity was €1,553 million, equal to 55.6% of total assets at the end of 2016. Furthermore, the continuing growth of profitability over the last year is leading to higher rates of return on capital employed for TITAN Group. ROACE in 2016 stood at 6.9% compared to 4.4% in 2015.

Net debt/EBITDA ratio

2.37
(2015: 2.87)

Credit rating by Standard & Poor's

BB positive outlook
(2015: BB positive outlook)

Debt issuance

In June 2016, Titan Global Finance Plc. (TGF) issued a 5-year bond of a total nominal amount of €300 million with a coupon of 3.5% per annum, effectively lowering the Group's cost of debt going forward. The proceeds of the notes were used to repay the €197 million notes due in January 2017 and to fund the investment expenditures of the Group.

Shareholder equity ratio:

Total shareholder equity over total assets

55.6%

(2015: 57.8%)

Credit facilities provide strong liquidity for the Group

The Group has a strong liquidity profile with diversified sources of committed funding, including short-term and long-term credit facilities.

Total credit facilities, including funding from bonds and capital markets, were €1.35 billion at the end of 2016, while total outstanding gross debt was €840 million. The Group had a cash balance of €180 million at the end of the year, the bulk of which was held with European banks. About half of these funds were used early in 2017 to repay the €88 million outstanding bond which expired in January 2017. The Group's next important maturity is in July 2019 for the €300 million notes issued in 2014.

Overall, the Group's cash and available credit facilities provide ample liquidity to meet its obligations and fund future growth.

Credit rating maintained with positive outlook

In June 2016, S&P Global Ratings affirmed TITAN's long-term credit rating as "BB" with a positive outlook.

Increasing returns to shareholders

Based on the strong improvement of Group profitability, at the Annual General Assembly of Shareholders, the Board of Directors will propose the payment of a dividend of €0.10 per share and, in addition, a return of capital of €1.00 per share, a total payout to shareholders of €93,095,781.

Parent company financial results

In 2016, turnover at TITAN Cement S.A. declined by 3.9% to €262 million, while EBITDA was reduced to €30 million versus €44 million in 2015. Net Profit after Tax (NPAT) for 2016 reached €17 million, which included €29 million (2015: €55 million) of dividends received from international subsidiaries.

	2015	2016
TITAN Cement S.A. turnover	€273 m	€262 m
EBITDA	€44 m	€30 m
NPAT	€60 m	€17 m

Post balance sheet event: refinancing activity

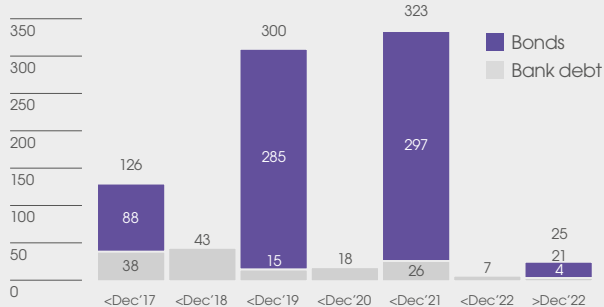
On 19 January 2017, Group subsidiary Titan Global Finance PLC repaid at maturity €88 million of the outstanding 8.75% guaranteed notes.

Facilities/Utilization by lender

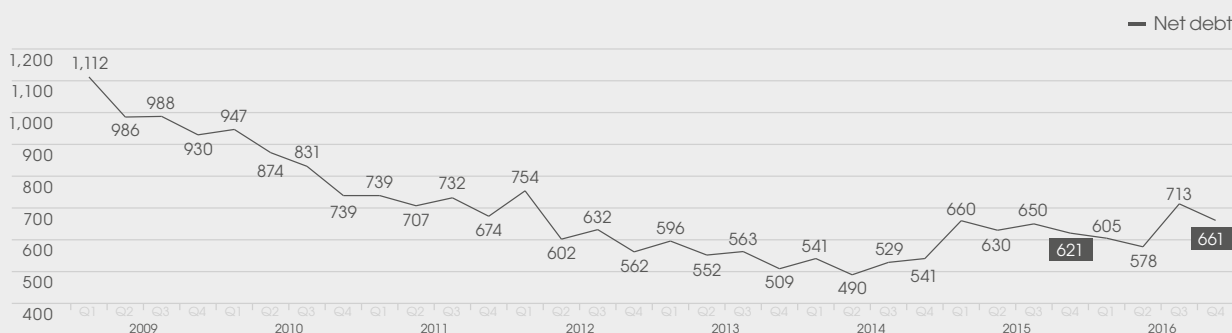
Total facilities €1,353 m as at 31 December 2016



Maturity profile as at December 2016 (€m)



Group net debt evolution (€m)



Equity market information

TITAN builds trust within the financial markets and the investor community by demonstrating the strength of its financial profile and delivering shareholder value.

Share price performance

TITAN's stock price closed at €22.30 per common share at the end of 2016, an increase of 27% in the year, ahead of: the ATHEX General Index, which increased by 2%; the MSCI Emerging Markets Index, which increased by 9%; and the S&P 350, which remained stable. The closing price of TITAN's preference share at the end of 2016 was €13.70 per share, which represents a 59% increase in the year.

TITAN common shares have posted compound growth of 15% per annum over the last five years.

The share capital of TITAN Cement S.A. consists of 77,063,568 common shares and 7,568,960 preference shares without voting rights.

In the course of 2016, the Group bought back own shares totaling €25.2 million. As at 31st December 2016, the Group's Parent Company held a total of 3,871,677 common shares out of a total 77,063,568 common shares and 85,514 preference shares out of a total of 7,568,960 preference shares.

TITAN's shares are components of the FTSE/ATHEX Large Cap Index, the MSCI Emerging Markets Index and the FTSE Emerging Markets Index. Acknowledged for its commitment to sustainable development, TITAN has also been included in the FTSE4Good Emerging Index as at December 2016 and is recognized as an "advanced" level reporter in line with the UNGC principles (www.unpri.org).

More information for investors

There is comprehensive information on the TITAN website for both debt and equity investors. It includes the Group's latest announcements, investor relations calendar, share price analysis tools and webcasts of quarterly results announcements.

For details, visit: ir.titan.gr or contact us at ir@titan.gr

Symbols	Common	Preference
Oasis	TITK	TITP
Reuters ticker	TTNr.AT	TTNa.AT
Bloomberg ticker	TITK GA	TITP GA

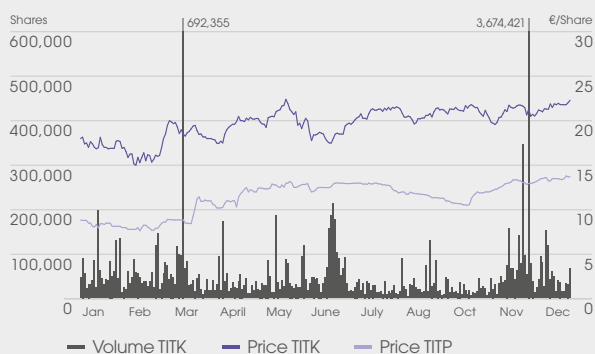
TITAN common shares as at 31 December 2016



TITAN preference shares as at 31 December 2016



2016 Daily transactions volume and price evolution of TITAN's common and preference shares



Source: Bloomberg

Share price performance of TITAN common shares relative to the ASE General index, the MSCI Emerging Markets index and the S&P Euro 350 index (31 December 2011 = 100)

