

# Building our future together

In 2016, we made further progress toward our key priorities of balancing profitability and growth, building operational excellence and nurturing the long-term sustainability of our business. We also moved forward with our stakeholders to foster sustainable development and build a better future for all.

## Our governing objective

We aim to grow as a multiregional, vertically integrated cement producer, combining an entrepreneurial spirit and operational excellence with respect for people, society and the environment.

We follow four strategic priorities:



Geographical  
diversification



Continuous  
competitive  
improvement



Vertical integration



Focus on human  
capital and corporate  
social responsibility

## Key 2016 highlights

Our Group performance is measured and assessed against a set of key performance indicators (KPIs), supported by our financial and non-financial results.

### Financial

Turnover

€1,509.2 m

(2015: €1,397.8 m)

EBITDA

€278.6 m

(2015: €216.4 m)

NPAT

€127.4 m

(2015: €33.8 m)

CAPEX

150.6 m

(2015: €173.0 m)

Earnings per share

€1.56/share

(2015: €0.41/share)

ROACE

Return on average capital  
employed.

6.9%

(2015: 4.4%)

### Non-financial

Training man-  
hours per  
employee

28

(2015: 20)

Internships for  
young people

730

Specific dust  
emissions\*

(g/tClinker)

23.9

(2015: 35.7)

Lost time injuries  
frequency rate (LTIFR)  
for employees

1.92

(2015: 2.00)

Specific water  
consumption\*

(lt/tCement)

255.1

(2015: 287.1)

Gross direct specific  
CO<sub>2</sub> emissions\*

(kg/tProduct)

718.0

(2015: 706.1)

## Engaging with stakeholders: Focus on youth

Aligned with our commitment to the European Pact for Youth and the United Nations Sustainable Development Goals (SDGs), we strengthened our support for youth in 2016 by launching new educational and internship programs. These resulted in more than 400 partnerships, which involved more than 6,000 young people, learners, teachers and staff.

The  
EUROPEAN  
PACT 4 YOUTH



## About TITAN

TITAN Group is a multiregional cement and building materials producer, with over 11 decades of experience. Our products include cement, ready-mix concrete, aggregates, building blocks, dry mortars and fly ash.

### 2016 principal product sales



Cement

17.5 million metric  
tons (+6% vs 2015)



Ready-mix concrete

4.9 million m<sup>3</sup>  
(+14% vs 2015)



Aggregates

15.9 million metric  
tons (+13% vs 2015)

### 14 cement plants

Headquartered in Greece, TITAN operates cement plants in ten countries and is organized into four geographic regions:

- USA
- Greece and Western Europe
- Southeastern Europe
- Eastern Mediterranean

# Delivering value for all

Aiming to be one of the world's most responsible providers of construction materials from an economic, social and environmental perspective, we use our unique strengths, resources and relationships to create sustainable value for a wide range of stakeholders.

## Value created in 2016



### 1. Raw materials

We minimize negative impacts by applying rehabilitation practices and implementing biodiversity management plans at sites recognized as areas of high biodiversity value.

### 2. Manufacturing

We crush, grind, heat and cool raw materials to produce cement in our safe and efficient plants.

### 3. Distribution

We operate 25 dedicated distribution terminals for our products across our regions, ensuring secure supply to our customers.

### 4. Customers and partners

We work closely with partners and customers at a local level to enhance the value our business creates for local communities.

### 5. Society and environment

We aim to ensure that our business has a positive impact on society and the local communities close to our operations.

### Looking to the future

Continuous improvement remains a key driver for everyone at TITAN and we are positive about the Group's prospects. We look forward to continuing to deliver value for all our stakeholders and shareholders.