

## CORPORATE PRESENTATION

May 2019



A WORLD OF MATERIALS & SOLUTIONS

#### THRACE GROUP I WHAT WE DO



## Converting polypropylene into a World of Material & Solutions for over 38 years

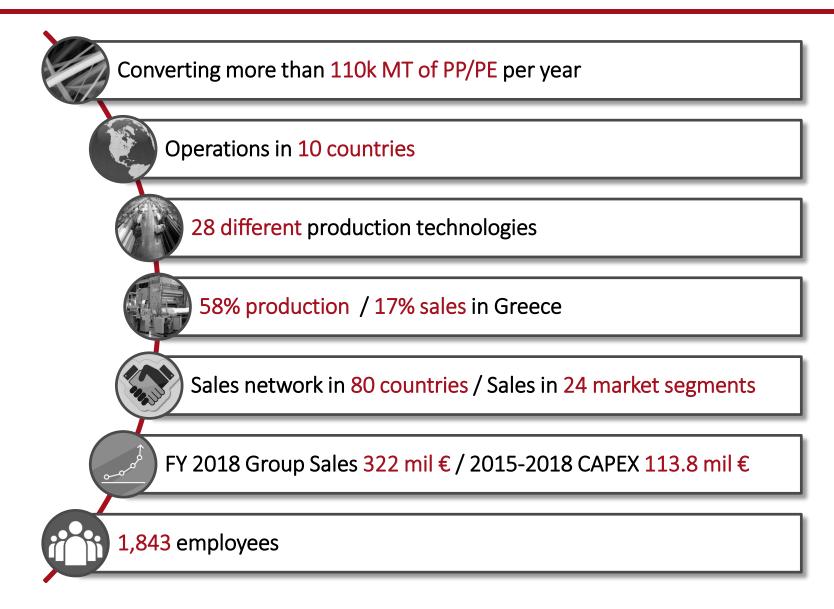






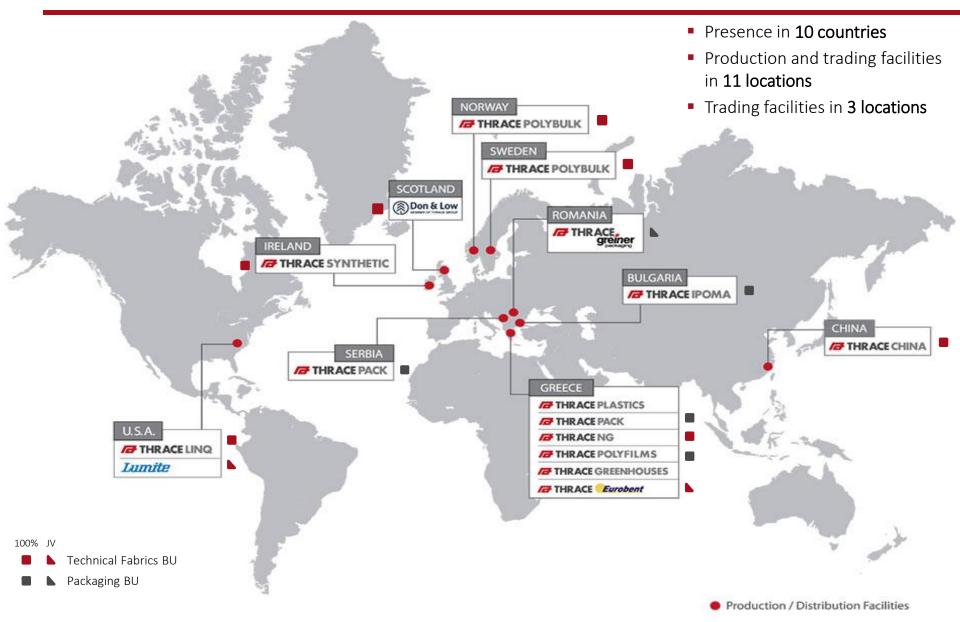


#### THRACE GROUP | AT A GLANCE



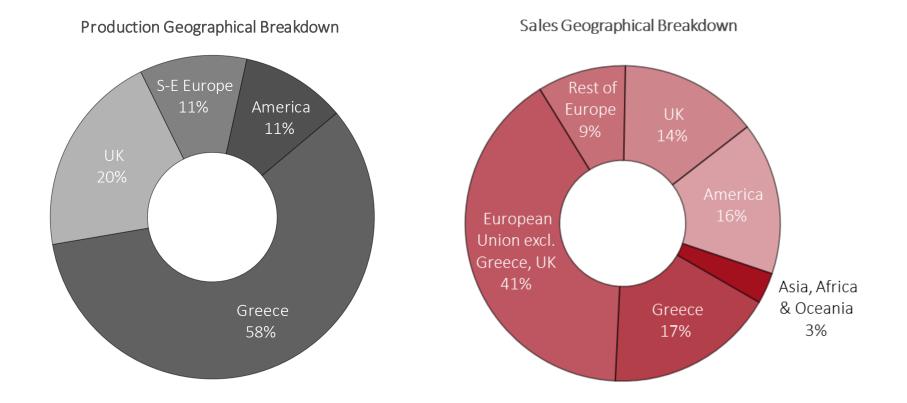


#### THRACE GROUP I GLOBAL PRESENCE





### THRACE GROUP | PRODUCTION & REVENUE BREAKDOWN (2018)



- 58% of group production in Greece (increased due to the investment plan of 2015 2016 which was focused in Greece.
- Strong sales diversification through our global presence. Only **17% of sales in Greece**.

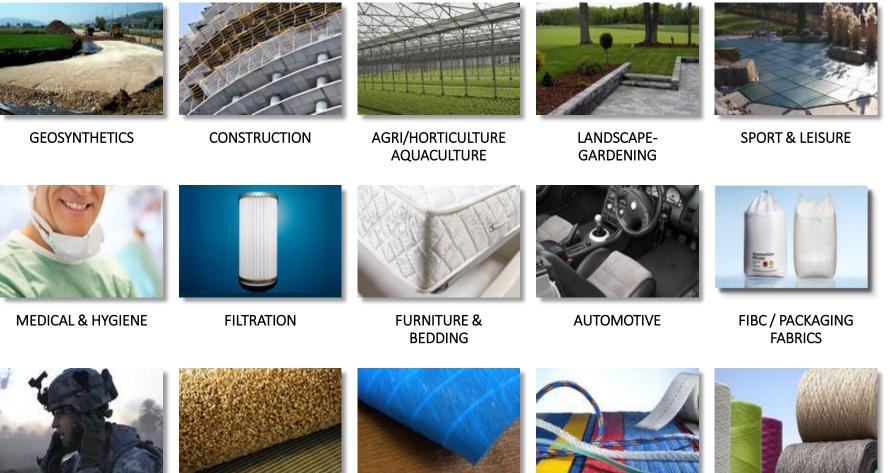


# TECHNICAL FABRICS BUSINESS UNIT



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#### TECHNICAL FABRICS BU | PRODUCTS BY APPLICATION



**ADVANCED FABRICS/** COMPOSITES



**FLOOR COVERING** 

INDUSTRIAL FABRICS

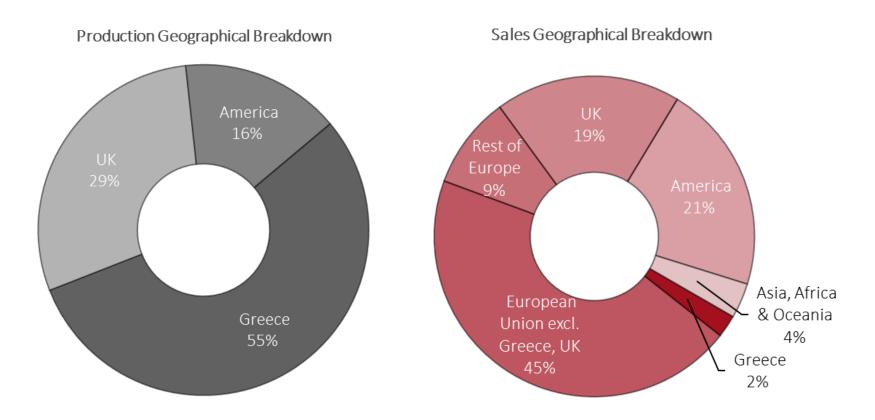


**ARNO WEBBINGS/ STRAPS/ ROPES** 

**INDUSTRIAL YARNS &** FIBERS



## TECHNICAL FABRICS BU | OVERVIEW 2018



- 55% of production in Greece (following the investments of 2015-2016) but only 2% of sales in Greece
- Global sales presence but mainly Europe (well diversified within Europe) and America



#### TECHNICAL FABRICS BU I COMPETITION





## PACKAGING SOLUTIONS BUSINESS UNIT



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#### PACKAGING BU | PRODUCTS



**BAGS/FFS FILMS** 



PALLET COVERING/ PACKAGING FILM



CONTAINER LINERS/ CARGO PROTECTION



FABRICS



INJECTION/BUCKETS/ PAILS/CONTAINERS



THERMOFORMING CUPS



EPS CONTAINERS & TRAYS



CRATES



**BAG IN BOX** 



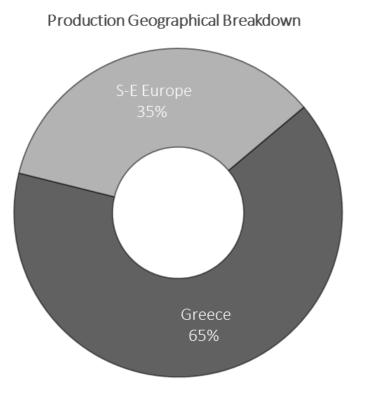
GARBAGE BAGS



**ROPES & TWINES** 



#### PACKAGING BU | OVERVIEW 2018



Sales Geographical Breakdown S.E. 27% 15% UK 1% Asia, Africa Greece & Other 55% 2%

\* Includes Bulgaria, Albania, Romania, Serbia, Slovenia, Croatia, FYROM, Bosnia-Herzegovina, Montenegro, Kosovo \*\* Includes all other European countries plus Russia, Ukraine and Georgia

- 65% of production and 55% of sales in Greece
- Main markets are Greece and SE Europe (82%)
- Exports are limited to a specific radius (local production is major advantage)
- From mid 2017 production in Ireland for the UK and Irish markets

#### PACKAGING BU I COMPETITION

RPC	Huhtamaki	Sirap Group
jokey	POLARCUP	piber group 🐼
greiner	LIN PACKAGING	<b>WOLF PLASTICS</b>
MBRIDS		PLASTIC PACKAGING INDUSTRY



# STRATEGY

Pursuing profitable growth through investment in capacity & innovation



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## **Profitable Growth**

Market-driven Organic growth

- Increase Capacity
- Geographical expansion
- Focus on two major growth markets:
  - Nonwovens (spunbond & needlepunch)
  - Expand the Rigid Packaging in SE Europe and UK & Ireland

Value Capture (increase margins)

- Further reduce production cost
- Improvement of Product Mix (shift of sales to the high margin products)
- Development of new high margin products
- Going downstream to the production chain



### THRACE GROUP | STRATEGY PROGRESS

Market-driven Organic Growth			
CAPEX (in mil €)	2015 - 2016	2017 - 2018	
Technical Fabrics	40.7	48.9	
Packaging	14.4	13.2	
Agricultural & Other	1.6	4.8	
Total CAPEX	56.7	57.1	
CAPEX in Greek subsidiaries	42.7	18.0	
CAPEX in subsidiaries abroad	14.0	39.1	
Additional Volumes (in tons)	25.600	20.500	

Additional CAPEX

Implementation of SAP ERP system to all Group Companies within the next 3 years



## THRACE GROUP I STRATEGY PROGRESS

Value Capture (increase ma	argins)
Further reduce Production Cost	Energy Management: target to reduce kwh/kg by 30%
	Control cost per man-hour: improve competitiveness
	Reduce scrap rates
Improvement of Product Mix	Increase the number of sales people
	Add new channels to markets where needed
	Training for the sales people (Kellogg University)
	Focus on customer insight
	Each of our product families to be offered together with a service
Development of new high margin	Innovation training for product development (Kellogg University)
products	Monitor product development with the Horizons concept
Going downstream to the	Melt-blown line
production chain	Hot-melt line
	MDO line



# **FINANCIAL REVIEW**



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#### FY 2018 IFRS FINANCIAL RESULTS | P&L SUMMARY

amounts in 000s €	2018	2017	у-о-у
Turnover	322,733	318,509	1.3%
Cost of Goods Sold	-259,508	-251,619	3.1%
Gross profit	63,225	66,890	-5.5%
Gross profit margin	19.6%	21.0%	
Operating Expenses	-49,528	-49,711	-0.4%
EBIT	13,697	17,179	-20.3%
EBIT margin	4.2%	5.4%	
Financial Income/Expenses	-4,547	-5,439	
Profit/(Losses) from equity consolid.	855	996	
Profit/(Losses) from M&A	0	1,098	
EBT	10,005	13,834	-27.7%
EBT margin	3.1%	4.3%	
Adjusted EBT*	11,491	12,736	-9.8%
Adjusted EBT margin	3.6%	4.0%	
EBITDA	27,500	30,130	-8.7%
EBITDA margin	8.5%	9.5%	
Adjusted EBITDA*	28,986	30,130	-3.8%
Adjusted EBITDA margin	9.0%	9.5%	



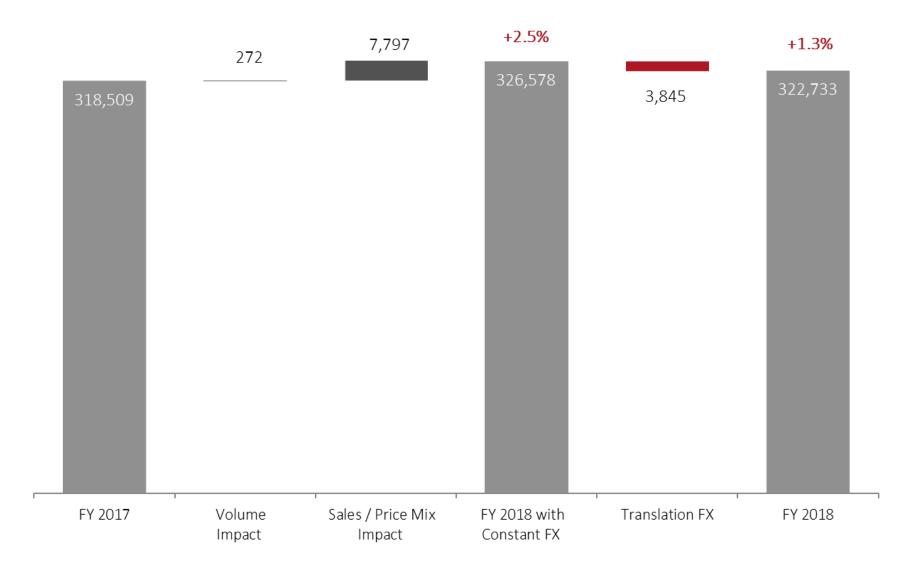
	2018	2017	у-о-у
Reported Group EBT	10,005	13,834	-27.7%
Restructuring Expenses	800		
Don & Low Pension Scheme	686		
Profit from Acquisition		-1,098	
Total Adjustments	1,486	-1,098	
*Adjusted Group EBT	11,491	12,736	-9.8%
Reported Group EBITDA	27,500	30,130	-8.7%
Restructuring Expenses	800		
Don & Low Pension Scheme	686		
Total Adjustments	1,486	0	
*Adjusted Group EBITDA	28,986	30,130	-3.8%



- The Group's sales volume remained in the same levels with the year 2017 at 121.9 thousand tons.
  - Sales volume in Technical Fabrics B.U. reached 93.5 th. tons in 2018 versus 96.3 th. tons in 2017 (-2.9%)
  - Sales volume in Packaging B.U. reached 34.5 th. tons in 2018 versus 30.7 th. tons in 2017 (+12.4%).
- The drop in the sales volume of the Technical Fabrics Unit was mainly due to the reorganization of the subsidiary company Thrace Nonwovens & Geosynthetics with the aim to optimize the production process and the company's exit from loss-making markets.
- The **consolidated Gross Profit** declined by 5.5% and settled at € 63.2 mil compared to € 66.9 mil in 2017. The reduction was due to the following factors:
  - Raw material prices continued to increase. Polypropylene prices increased by 9.3% since the start of 2017, and the 12-month average increase was 6.2%. Although the Group's subsidiaries proceeded with selling price increases, the time lag as well as the inability to transfer the entire increase into the final sales price, had a negative effect on the Gross Profit.
  - The Group's subsidiary in Scotland has been affected by BREXIT since the EUR/GBP rate has resulted in maintaining the raw material prices at higher levels than competition. In addition, the uncertainty in the local market due to BREXIT has resulted in lower demand and stronger competition in certain high volume products in the markets of the United Kingdom and EU.
  - Significant increase in the energy cost mainly in the subsidiaries of Scotland, Bulgaria and Romania.
  - Increased production costs in the subsidiaries of Scotland and USA during 2018 due to the new investments aiming to increased capacity and decrease of production cost.
- The **consolidated EBITDA** were affected by non-recurring expenses of € 1.5 mil in 2018 and were not part of the ordinary business activity of the Group.

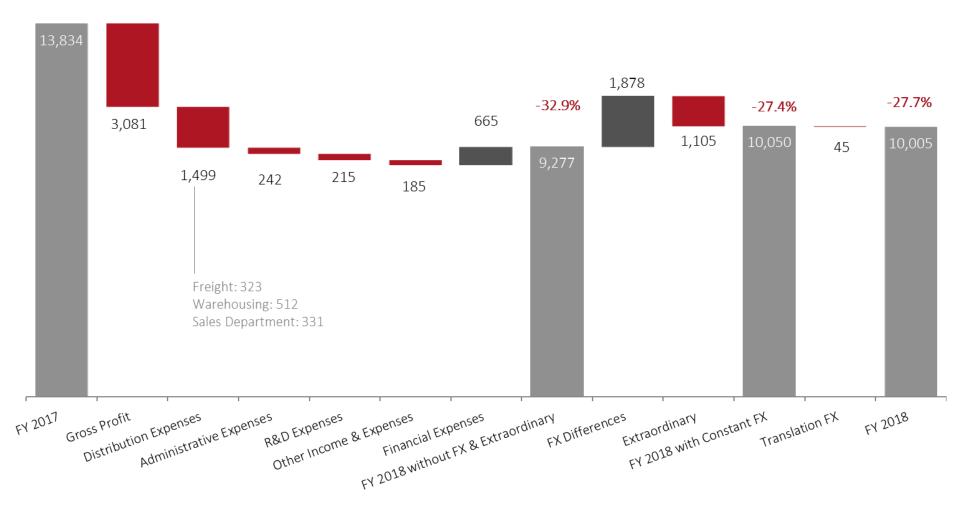


#### FY 2018 IFRS FINANCIAL RESULTS **I GROUP REVENUE BRIDGE (€ '000)**



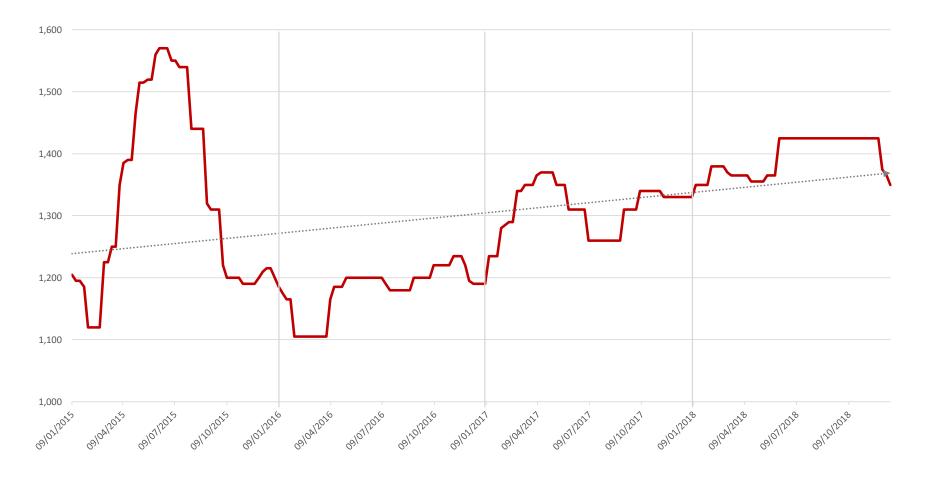


#### FY 2018 IFRS FINANCIAL RESULTS **I GROUP EBT BRIDGE (€ '000)**





#### FY 2018 IFRS FINANCIAL RESULTS | POLYMER PRICES 2015 - 2018

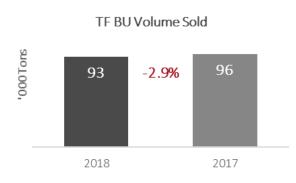


- Significant increase in Polymer prices during 2017-2018 with unfavourable trend
- Continuing to manage pricing impact

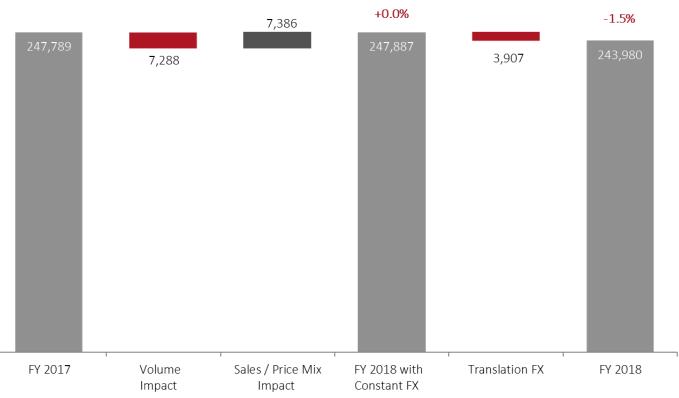


## FY 2018 TECHNICAL FABRICS BUSINESS UNIT **I OVERVIEW**

<b>Key P &amp; L Items</b> (amounts in €'000)	FY 2018	FY 2017
Sales	243.980	247.789
y-o-y Change %	-1.5%	
EBITDA	15.528	18.910
EBITDA margin	6.4%	7.6%



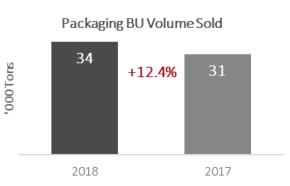
#### TF BU 2018 Sales Bridge



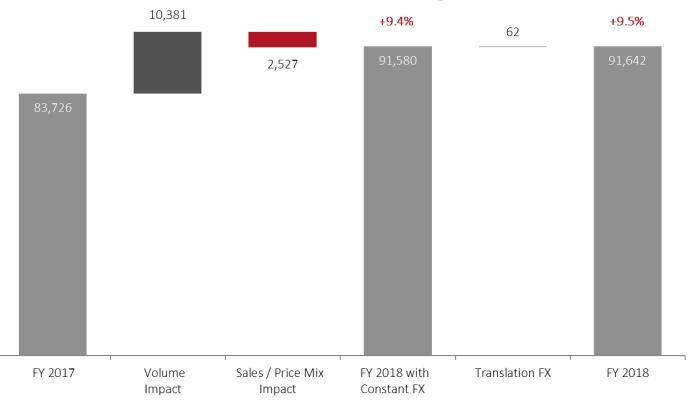


## FY 2018 PACKAGING BUSINESS UNIT **| OVERVIEW**

Key P & L Items (amounts in €'000)	FY 2018	FY 2017
Sales	91.642	83.726
y-o-y Change %	+9.5%	
EBITDA	11.978	11.519
EBITDA margin	13.1%	13.8%



#### Pack BU 2018 Sales Bridge



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#### FY 2018 IFRS FINANCIAL RESULTS **I BS SUMMARY**

amounts in 000s €	2018	2017
Tangible Assets	136,076	114,507
Intangible Assets	11,567	11,424
Other NC Assets	19,377	21,842
Non Current Assets	167,020	147,773
Inventories	66,896	59,634
Trade Receivables	53,603	57,332
Cash & Cash Equivalents	22,824	30,593
Other Currents Assets	9,882	9,374
Current Assets	153,205	156,933
Total Assets	320,225	304,706
Bank Loans	101,186	88,400
Trade Payables	40,163	37,021
Provisions for Pension Plans	15,468	15,847
Other Liabilities	21,793	25,960
Total Liabilities	178,610	167,228
Share Capital	28,869	28,869
Reserves	41,818	41,671
Retained Earnings	68,248	64,573
Minority Interests	2,680	2,365
Equity	141,615	137,478
Equity & Liabilities	320,225	304,706

Key Ratios	2018	2017
Total Bank Debt	101,186	88,400
Cash	22,824	30,593
Net Debt	78,362	57,807
Net Debt/Sales	0.24	0.18
Net Debt/Equity	0.55	0.42
ev/ebitda	6.1	5.7
ROCE	6.0%	8.1%
ROE	5.7%	7.9%
ROIC	7.1%	7.2%
Operating WC	80,336	79,945
as a % of Sales	24.9%	25.1%

\* For the calculation of EV/EBITDA the market cap of April 25th 2019 was used

## FY 2018 IFRS FINANCIAL RESULTS **| CASH FLOW SUMMARY**

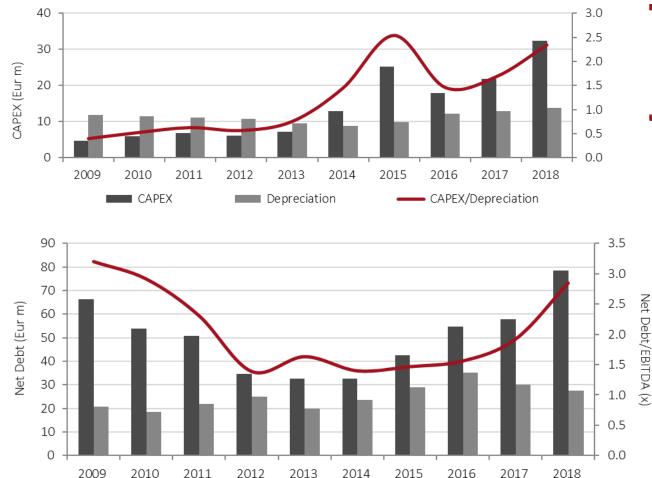
amounts in 000s €	2018	2017
Profit before Taxes & MI	10,005	13,834
Depreciation	13,803	12,952
Interest & related (income)/expense	4,547	5,439
Other	-933	-543
Adjusted EBITDA	27,422	31,682
(Increase)/Decrease in WC	-4,194	-3,510
Interest & Taxes paid	-9,053	-8,926
Capital Expenditure	-32,339	-21,754
Free Cash Flow	-18,164	-2,508
Other investing activities	746	-985
Proceeds from Loans	28,419	12,524
Repayment of Loans	-16,907	-8,662
Other financing activities	-2,032	-14
Net increase/(decrease) in Cash	-7,938	355
Opening Cash	30,593	31,080
FX effect on cash reserves	169	-842
Cash & CEs at end of period	22,824	30,593

→ excluding financial leases for equipment purchased

CAPEX (in mi€)	2017-2018	2015-2016
Technical Fabrics	48.9	40.7
Packaging	13.2	14.4
Agricultural & Other	4.8	1.6
Total CAPEX	57.1	56.7
CAPEX of Greek Subsidiaries	18.0	42.7
CAPEX of Subsidiaries Abroad	39.1	14.0



#### FY 2018 IFRS FINANCIAL RESULTS I NET DEBT



EBITDA

Net Debt/EBITDA

- The high investment plan that started in 2015 resulted in increased Net Debt in 2017 and 2018.
- Net Debt/EBITDA in 2018 was increased above the Group's max ratio of 2x (2.85) however this is projected to reach the desired levels by 2020.



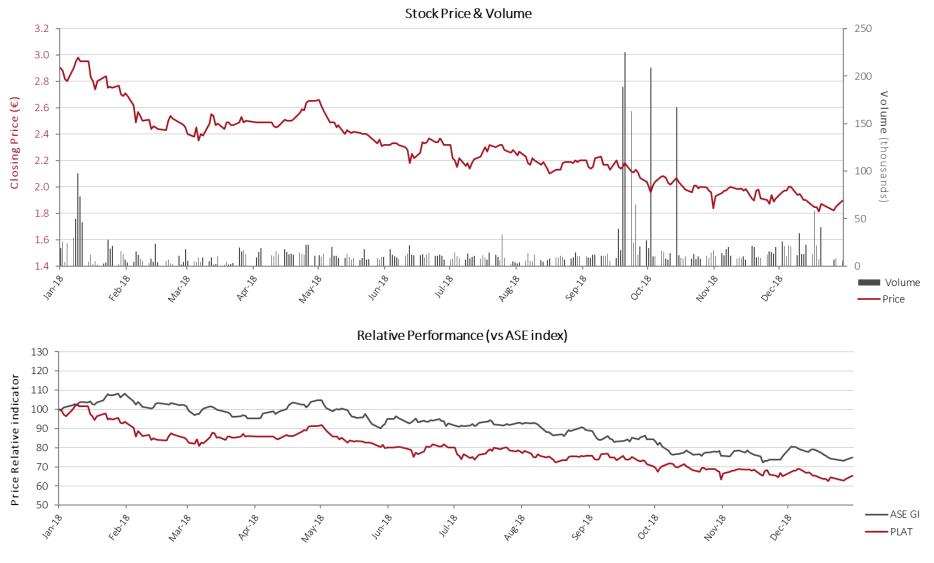
Net Debt

#### FY 2018 IFRS FINANCIAL RESULTS **| EARNINGS PER SHARE**

	2018	2017
Earnings Before Taxes	10.005	13.834
Income Tax	1.976	3.025
Minority Interest	308	258
Profit Attributable to Shareholders	7.721	10.551
Adjusted # of Shares	43.737	43.741
EPS (in euro)	0,1765	0,2412



#### GROUP FINANCIAL PERFORMANCE I STOCK DATA



Market Making: On March 26, 2018, the Company started Market Making with Alpha Finance and Eurobank Equities



#### **BOARD OF DIRECTORS**

Constantinos Chalioris: Chairman & Group CEO Non Executive Vice-Chairman Christos Komninos: George Braimis: Executive Member & Group COO Dimitris Malamos: Executive Member & Group CFO Non-Executive Member Vassilis Zairopoulos: Christos Chiatis: Non-Executive Member **Petros Fronistas:** Independent Non-Executive Member **Constantinos Gianniris:** Independent Non-Executive Member Independent Non-Executive Member Ioannis Apostolakos: Nikitas Glykas: Independent Non-Executive Member Independent Non-Executive Member Theodoros Kitsos:

#### **AUDIT COMMITTEE**

George Samothrakis:Chairman, Non Board MemberCostantinos Gianniris:Member, Independent Non-Executive Board MemberIoannis Apostolakos:Member, Independent Non-Executive Board Member

#### **REMUNERATION COMMITTEE**

Theodoros Kitsos: Costantinos Gianniris: Ioannis Apostolakos

os: Chairman, Independent Non-Executive Board Memberis: Member, Independent Non-Executive Board Memberos Member, Independent Non-Executive Board Member

The Company, in compliance with the provisions and regulations of Law, compiled and applies its own Corporate Governance Code, the text and the content of which are generally available to the website of the Company <u>www.thracegroup.com</u>.



#### Alternative Performance Measures (APM)

During the description of the developments and the performance of the Group, ratios such as the EBIT and the EBITDA are utilized.

• EBIT (The indicator of earnings before the financial and investment activities as well as the taxes)

The EBIT serves the better analysis of the Group's operating results and is calculated as follows: Turnover plus other operating income minus the total operating expenses, before the financial and investment activities. The EBIT margin (%) is calculated by dividing the EBIT by the turnover.

• EBITDA (The indicator of operating earnings before the financial and investment activities as well as the depreciation, amortization, impairment and taxes)

The EBITDA serves the better analysis of the Group's operating results and is calculated as follows: Turnover plus other operating income minus the total operating expenses before the depreciation of fixed assets, the amortization of grants and the impairments, as well as before the financial and investment activities. The EBITDA margin (%) is calculated by dividing the EBITDA by the turnover.

Adjusted EBITDA (The adjusted figure of operating earnings before the financial and investment activities as well as depreciation, amortization, impairment and taxes)

The Adjusted EBITDA equals with the EBITDA figure from which the restructuring costs, merger and acquisition costs and other non-recurring expenses have been deducted.

Ratios	Explanation
Net Bank Debt / Sales	Relation between Bank Debt and Sales
Net Bank Debt / Equity	Relation between Bank Debt and Equity
EV/EBITDA: Value of the Company / Operating Earnings before Financial and Investment Activities, Depreciation, Amortization, Impairments and Taxes	Current Market Capitalization, plus the Company's Debt, minus its Cash, divided by the Operating Earnings before Financial and Investment Activities, Depreciation, Amortization, Impairments and Taxes
ROCE: Return on Capital Employed	Operating Earnings before Financial and Investment Activities and Taxes minus the Taxes divided by the Total Assets minus the Current Liabilities
ROE: Return on Equity	Earnings after Taxes and Minority Rights / Equity attributable to shareholders of the Company
ROIC: Return on Invested Capital	Operating Earnings before Financial and Investment Activities and Taxes minus the Taxes divided by the Invested Capital (Bank Debt + Equity – Cash)



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The forward-looking statements in the Presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in our records and other data available from third parties.

Although the Company believes the expectations reflected in such forward-looking statements are based on assumptions that were reasonable when made, because these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond the control of the Company, the latter cannot assure that its expectations, beliefs or projections will be attained, achieved or accomplished.

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