

### **Group Presentation**



September 2018

### Newly Elected Board as of 25/7/2018

9 Member Board

**4** Independent Directors



**George Provopoulos** Chairman *Non-executive* 



Anastasios Kallitsantsis Chief Executive Officer Executive



**Dimitrios Kallitsantsis** Vice Chairman *Non-executive* 



**Iordanis Aivazis** *Non-executive* 



Takis Doumanoglou Non-executive



Alexios Komni Non-executive Independent





Eleni Papaconstantinou Non-executive Independent

Michael Katounas

Non-executive

Diana Markaki

Non-executive

#### Strategic Focus

 The strategic focus of the Group remains on Construction, Concessions, Waste Management and Renewables

Priorities of newly elected BoD

- Strengthening the corporate governance of the Group
- Appointing missing senior executives in core management positions
- Re-organising and restructuring the Group to rationalize tax and capital structure and promote synergies

### Developments-Update

Governance
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Senior Executive Appointments

Finance

Stakeholder Communications

- ▲ Group BoD in place
- Subsidiary Board membership in process of replacements
- Group Corporate Governance review under way with adviser appointed
- International Search firm appointed for Group level and key operating company appointments
- Interim AKTOR CEO (Alex Exarchou) appointed
- Interim Group CFO (Antony Hadjioannou) appointed
- Comprehensive review of current and future financing and overall liability profile underway with particular focus on construction
- Debt profile under review to consider how to confirm near term requirements, improve maturity profile and terms over time
- Certain interim measure underway during review period
  - refinancing maturing debt and securing debt for new investments (Wind farms and Real Estate)
- Focus on improving overall Group transparency and communication with stakeholders : employees, suppliers, customers, credit providers and shareholders

## 6M2018 highlights by segment

Construction	<ul> <li>Limited tendering of new construction projects with backlog as of 30/6/2018 standing at ~ € 1.9 bln, with another ~ € 211 ml of projects to be signed</li> <li>Have reached an agreement to exit the loss making project of ISF (Qatar) that is now being disclosed as assets available for sale</li> <li>Comprehensive review of overall liability profile and funding requirements and support liquidity with the utilisation of group credit lines</li> </ul>
Concessions	<ul> <li>Traffic volume at mature concessions continues to increase         <ul> <li>traffic volume at Attiki Odos increased by ~5% in 6M2018)</li> </ul> </li> <li>The focus is on the tendering for the Egnatia concession, the concession of Marina Alimou and the concession of the Salamina submerged tunnel</li> </ul>
Waste Management	<ul> <li>Completed the renegotiation of the waste management contract in Cyprus (signed an addendum) allowing to process up to an additional 120,000 tonnes p.a.</li> <li>Released € 4.2 mln from past provisions</li> </ul>
RES EL.TECH. ANEMOS	<ul> <li>289.10 MW installed capacity as of 30/6/2018 (28.8 MW additions in 6M2018)         <ul> <li>another 202MW of wind farms is under construction</li> <li>6M2018 Capacity Factor of 28.5% vs 23.1% in 6M2017 (improved wind conditions)</li> <li>In advanced negotiations to conclude refinancing of existing debt and financing pipeline under construction</li> </ul> </li> </ul>
Real Estate	<ul> <li>Currently proceeding development of the 2<sup>nd</sup> phase of Smart Park (additional 15,000 m<sup>2</sup>)</li> <li>Have signed lease agreement for about 50% of the additional area</li> <li>In advanced negotiations to secure financing for the 2nd phase</li> </ul>

### 6M2018 Financial Highlights

- Group revenues in 6M2018 reached 922.3 ml, marginally reduced by 0.8% vs 6M2017 (€ 929.7 ml)
- Operating profit (EBIT) amounted to € 32.4 ml (vs EBIT of € 53.0 ml in 6M2017) but includes items with a total negative effect of € 56.0 ml:
  - € 46.0 ml losses in construction: losses from Romanian project (€ 18.5 ml), provision for ISF (State of Qatar) exit
     deal (€ 18.6 ml) and loss from the dissolution of an affiliate company abroad € 8.9 ml
  - € 10.0 ml provision for non offsettable withheld taxes (Concessions)
- Before tax the group reported losses of € 11.7 ml (vs PBT of € 19.7 ml in 6M2017) while after tax and minorities the Group reported losses of € 45.7 ml (vs losses of € 10.9 ml in 6M2017)
- ✓ Total debt as of 30/6/2018 reached € 1,288.7 ml vs € 1,386.6 ml of 31/12/2017
- Corporate related Net Debt (including net debt for ISF that is reported as assets and liabilities of assets held for sale \*) as of 30/6/2018 reached € 539.1 ml vs € 514.7 ml as of 31/12/2017

Notes:

<sup>\*</sup> Net Debt figures for 30/6/2018 have been adjusted to include ISF (that is now reported under assets held for sale). As of 30/6/2018 the group's share of ISF's debt and net debt amounted to € 66.3 ml and € 63.4 ml respectively. Group Net Debt figures as of 30/6/2018 include ISF

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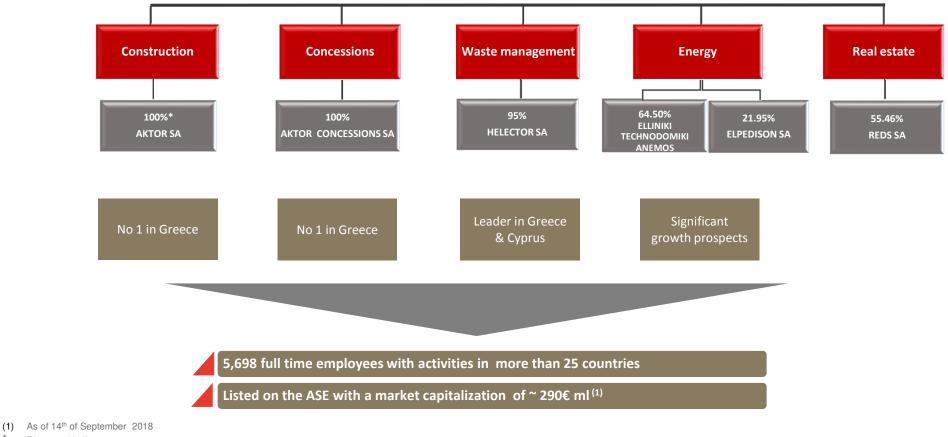
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### Over 60 years of operations

	1950s-1990s	1990s-2000s	2000-2009	2010-2018	2018 - forward
Industry consolidation	1950s: Establishment of TEB, ELLINIKI TECHNODOMIKI and AKTOR	1999: Led domestic construction sector consolidation (Merger of TEB, Elliniki Technodomiki & Aktor)	2007: Acquisition of Pantechniki, leading to controlling stake in Attiki Odos (59%)		
Diversification of activities		1996: First concession projects (Attiki Odos and Rio-Antirrio Bridge) signed	<ul><li>2003: Entry into environment segment</li><li>2008: Signed 3 out of 5 major concession projects awarded in Greece</li></ul>		
Geographic diversification			2004: First international construction contracts in Romania and Kuwait 2005: Internationalisation of Environment through acquisition of Herhof GmbH	2012: c. €600m of projects in the Balkan region 2014: Signing of €3.2bn Doha metro project in Qatar	
Focus on core competencies				2010-2012: Monetisation of gold assets 2014: ELTECH Anemos IPO	2018: Sale of Athens Resort Casino (for 13.5 ml€)
Renewed opportunity				2015: 1st Waste PPP in Greece 2016: Moreas completed / in full operation 2017-2018 :Olympia Odos & Maliakos completed	<ul> <li>July 2018: Newly elected Board with priorities on</li> <li>corporate governance</li> <li>Filling senior management positions</li> <li>reorganisation and restructuring</li> </ul>

### Ellaktor Group organisational structure



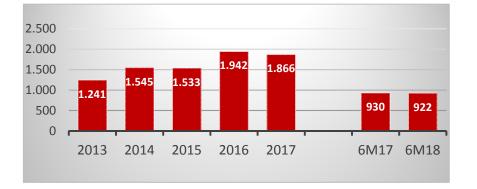


\* Direct and indirect

Ellaktor is the leading, diversified, regional infrastructure player

### Evolution of key P&L figures (IFRS in € ml)

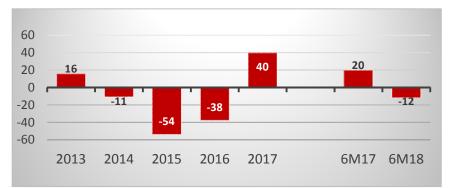
#### Revenues



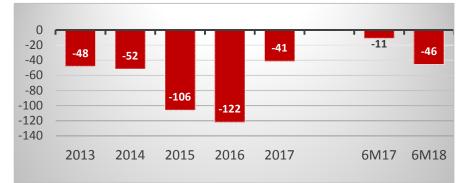
# Reported EBIT<sup>(1)</sup>



#### **Reported Profit Before Tax**



#### **Reported Net profit after Minorities**



#### Notes :

2013 figures adjusted for the implementation of IFRS11 "Joint Arrangements"

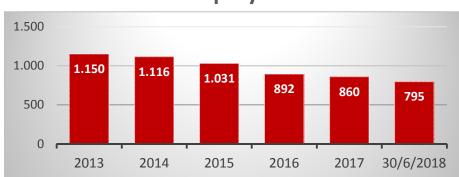
(1) Operating Profit (EBIT) of:

- 6M2018 impacted by € 18.5 ml loss from Romania project, € 18.6 ml provision for ISF project exit deal (Qatar), € 8.9 ml loss from the dissolution of an affiliate company abroad and € 10 ml for withheld tax provision, and 6M2017 include € 8.4 ml impairments from financial assets available for sale
- 2017 include € 25.8 ml profit from revision of heavy maintenance provisions, € 23.7 ml impairment of investment cost, € 26.6 ml impairments from financial assets available for sale, € 3.8 ml provision of compensation to partner following arbitration decision
- 2016 include non-recurring losses of 66.7 ml (€ 40 ml provision for the settlement of the enquiry by the Competition Authorities in Greece, € 4.6 ml impairments in parking companies, € 1.5 ml real estate segment impairment, € 8.5 ml.goodwill impairment in Elpedison, € 12.1 ml impairments from financial assets available for sale
- 2015 includes a € 37.2 ml impairment of mining assets, € 14.1 ml impairment of investment property and € 7.0 ml goodwill impairment in Elpedison
- 2014 includes a € 54.2 ml impairment of mining assets and a € 11.5 ml non recurring other income from a concession project
- 2013 includes real estate valuation adjustments of € 41.9 ml and provisions from the "RES New Deal" and the RES tax levy of € 11.9 ml

### Evolution of key Balance Sheet figures (IFRS in € ml)

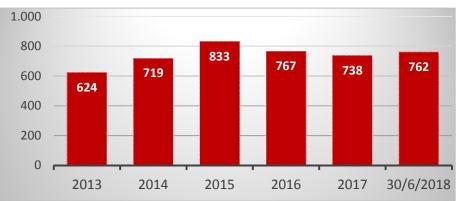


Total assets

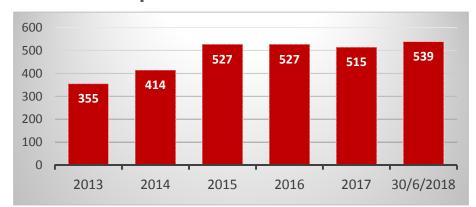


#### Total equity

Net debt <sup>(1)</sup>



#### Corporate net debt <sup>(1) (2)</sup>



Notes :

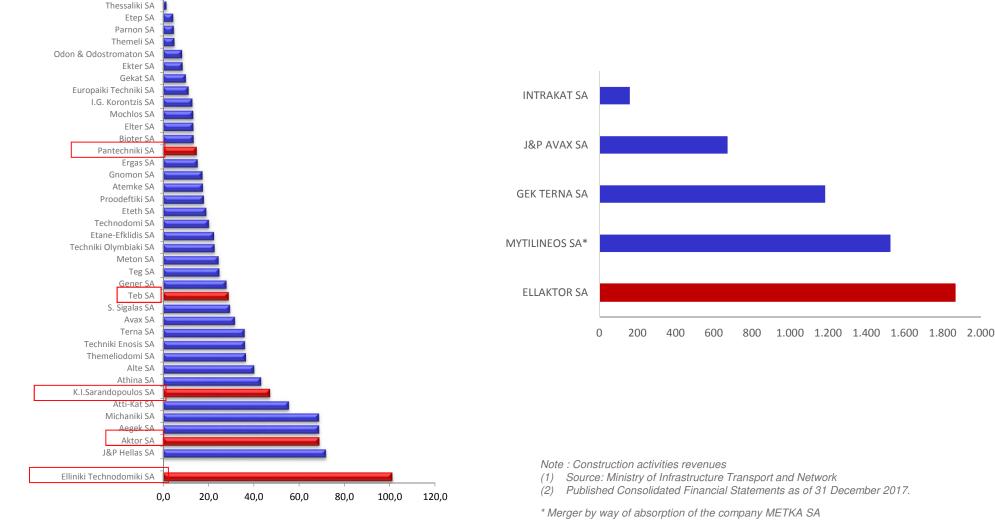
2012-2013 figures adjusted for the implementation of IFRS11 "Joint Arrangements"

(1) As of 30/6/2018 includes net debt of € 63.4 ml of ISF (that is now reported under assets held for sale)

(2) Excluding debt and cash / cash equivalents and liquid assets of non recourse BOT related projects

### The Ellaktor group led sector consolidation in Greece

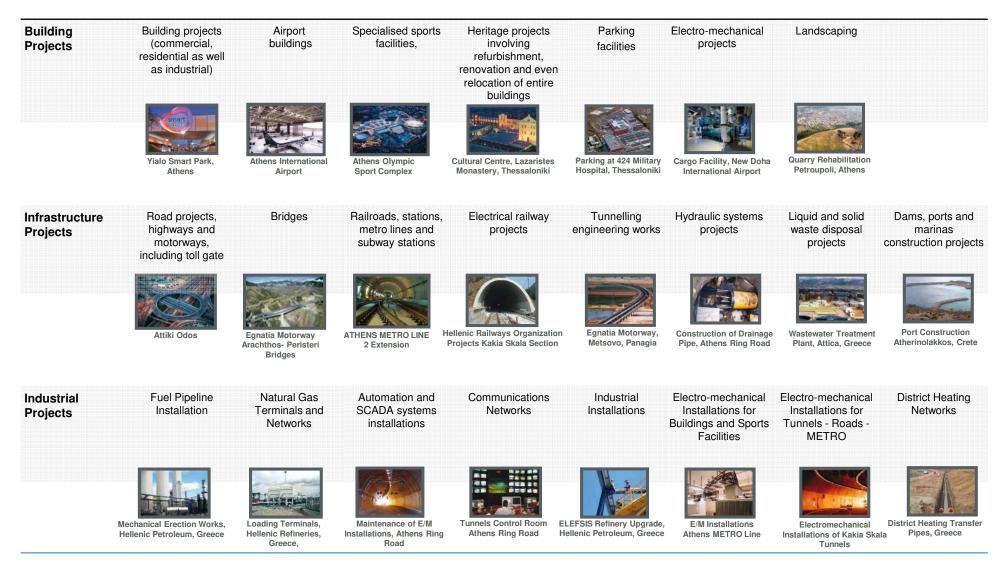
H' (Highest) grade construction companies in 1998 (€m) 7<sup>th</sup> grade<sup>(1)</sup> construction companies in 2017 (€m)<sup>(2)</sup>



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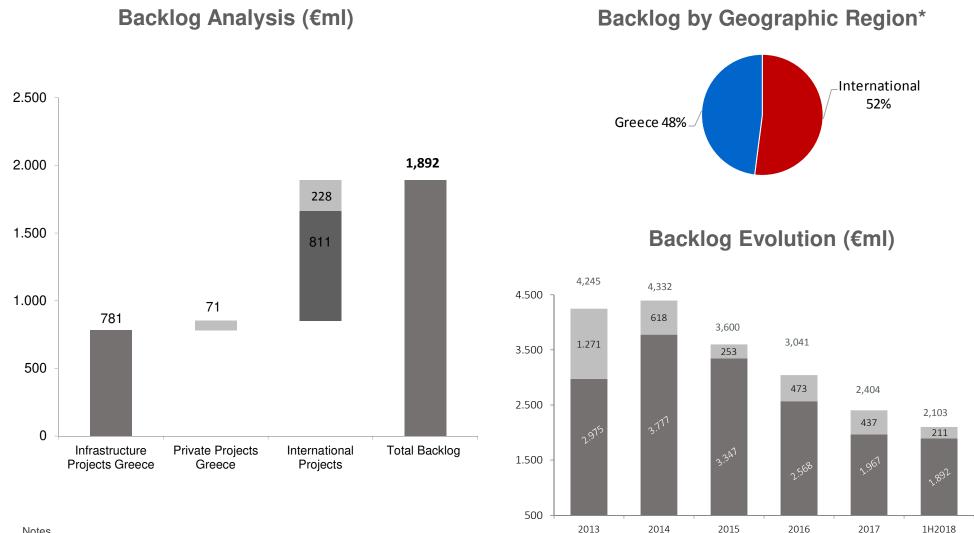
### Breadth of construction experience

Breadth of experience and expertise spanning a wide range of segments and end markets provide the credentials to bid for a wide variety of projects



### Construction backlog at €1.9bn as of 30.06.2018

with another ~€ 211ml of projects (€ 64ml have been signed after 30.06.2018)



Backlog

To be signed

Notes

\* Including contracts to be signed

### Construction Backlog : Selective projects

#### Key current Greek projects

	Project F	Participation (%)	<b>Amount</b> (€ml)
	Thessaloniki's Metro-Extension to Kalamaria	100%	213
	Thessaloniki's Metro-Main Line	100%	163
	Infrastructure works of Faliron Bay	100%	40
ts	ERGOSE: Railway Line Tithorea-Domokos	33,33%	24
ojec	Igoumentitsa's Port	100%	22
e Pr	Egnatia Odos: Opeartion and Maintenance of east axis	100%	20
ctur	Egnatia Odos: Opeartion and Maintenance of west axis	100%	19
Intrastructure Projects	Egnatia Odos: Section Melivoia-Greek-Bulgarian borders	100%	18
ntrae	Egnatia Odos: Section Ardanio-Mandra	100%	18
<u> </u>	EYDAP : Psittaleia STP: Operation and Maintenance	70%	15
	Construction of Asopos Dam	100%	14
	Trans-Adriatic Pipeline (TAP): Project in north Greece	40%	11
	Egnatia Odos: Connection Aktio with Western axis	100%	11
	ASTIR Palace Vouliagmeni, Redevelopment of its Complex Hotels	c of 100%	22
	Extension of The National Callery & Alexandres Soutcos		

_		
ASTIR Palace Vouliagmeni, Redevelopment of its Complex of Hotels	100%	22
Extension of The National Gallery & Alexandros Soutsos Museum	100%	15
Foundation of buildings & Tandem machinery at Elvalhalcor factory in Oinofyta Voiotias	100%	10
S115 Hotel, Renovation	100%	5
Completion of a cultural congress center in Heraklion	100%	5
Chalkida General Hospital	75%	4
Sani Club Hotel, Extension	100%	2
Kos Hotel, Renovation	100%	1
Lefkada General Hospital	75%	1

#### Key current International projects

	Project Parti	cipation (%)	<b>Amount</b> (€ml)
	Rehabilitation of the Sub-section 2C: Y END ILTEU - GURASADA and Section 3: GURASADA-SIMERIA (RO)	49%	157
	Design & Build of Highway Sebes Turda , LOT 2 (RO)	100%	61
əc	Highway E80, LOT2 Bancarevo, Crvena Reca (SR)	50%	42
Europe	Design and Construction of Wastewater Treatment Plant Kruševac (SR)	100%	13
	Highway E80, LOT2 Road& Bridges at Stanicenje (SR)	100%	11
	Road I/57 Krnov – NE Bypass (CZK)	33,34%	11
	Moerdijk Solar Plant (NL)	100%	16

	Gold Line Underground in Doha (Qatar)	32%	86
es	Facilities Management of Doha Metro and Lusail Tram (Qatar)*	50%	84
	Facility Management Services at New Doha International Airport (NDIA) (Qatar)	100%	45
ountri	Design and Build of the Expansion of 'El Salitre' Waste Water Treatment (Colombia)	40%	117
Other countries	Tuzla Advanced Biological Wastewater Treatment Plant 3 (Turkey)	100%	60
જ	Nevertire Solar Farm (Australia)	100%	93
Gulf Region	Kiamal Solar Farm (Australia)	55%	83
ulf Re	Susan River Solar Farm (Australia)	100%	30
ថ	Childers Solar Farm (Australia)	100%	22
	Oakey II Solar Farm (Australia)	100%	14
	Guimarania Solar Farm (Brazil)	100%	27

\* The duration of the contract is 20 years consisting of four renewable 5-years periods. The amounts corresponding to the first period ( $\leq$ 84ml) has been included in the current backlog. (The remaining three 5-years periods amount is ~  $\leq$  184 ml).

### Concessions segment overview

- AKTOR CONCESSIONS S.A., a 100% subsidiary of ELLAKTOR, is Market leader in Greece since pioneering the first PPP / concession contracts in 1990s
- Acquired excellent knowhow and vast experience covering the entire range of concession activities including finance, design, construction, maintenance and operation
- As the largest concession holder in Greece:
  - Holds mature assets: 59.2% in Attiki Odos and 22.0% in Rion-Antirrion Bridge.
  - Construction for Moreas (71.67%) was completed on Dec. 12<sup>th</sup>, 2016 and has been in full operation since then.
  - Olympia Odos (17%) and Aegean Motorway (22,22%) were completed on 31.8.2017 and are fully operational.
  - Motorways traffic has been steadily increasing at rates higher than GDP since the last quarter of 2015



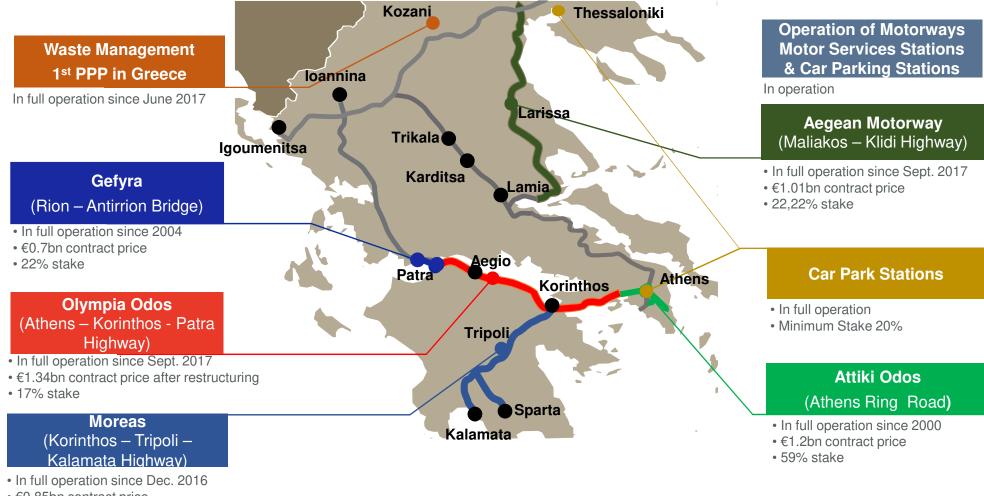




- Participates in concessions of 5.639 car parking spaces, of which 4.939 in operation, and in the operation of another 2,195 spaces including those of Stavros Niarchos Foundation Cultural Center Car Park
- ▲ EPADYM S.A., the 1st Waste Management PPP in Greece commenced Operations on June,10th 2017. Construction Works, Commissioning and Acceptance Testing reached 100% completion exactly 24 months following Financial Close, fully in line with the contractually agreed timetable and budget. The Processing capacity of the facility is 120,000 tons per annum and the total investment was €48 mill. Concession life of 27 years (10.06.2042)
- Priorities for new opportunities:
  - Grow Concession business domestically
  - Greek Privatization Program opportunities.
  - Waste management PPPs with HELECTOR

### Overview of ELLAKTOR's Concession portfolio

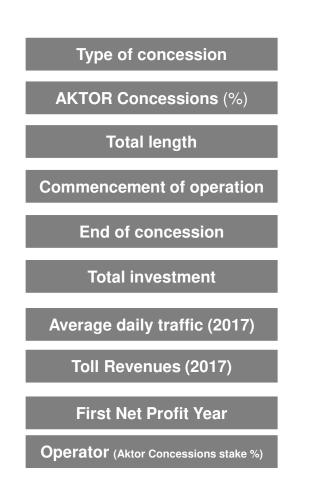
### **Projects-Services**



- €0.85bn contract price
- 72% stake

### Mature Motorways Concessions

...Low risk mature assets ...





Toll ring road in Athens 59.2% 65.2Km

March 2001

September 2024

€1,310 ml

216,914 vehicles

€176.87 ml

2012 ATTIKES DIADROMES: 47.4%



Toll bridge

22.0%

2.3Km (1)

August 2004

December 2039

€ 839 ml

10,196 vehicles

€39.52 ml

2004 GEFYRA LEITOURGIA: 23.1%

Note: (1) 8.2 Km total length, which includes access bridges, toll plaza and the connections with the national roads network

### Recently constructed Motorway Concessions

	ΜΟΡΕΑΣ -	AEGEAN MOTORWAY S.A.	OLYMPIA ODOS
Type of concession	Motorway Korinthos-Tripoli-Kalamata	Motorway Maliakos - Kleidi	Motorway Elefsina -Korinthos-Patra
AKTOR Concessions (%)	71.67%	22.22%	17.00%
Other Shareholdings	15.00% J&P-Avax 13.33% Intracom	38.89% Hochtief 15.28% Vinci 26.61% J&P-Avax	29.90% Vinci 19.10% J&P-Avax 17.00% Hochtief 17.00% Gek Terna
Total length	250 Km	230 Km	201 Km
Commencement of operation	March 2008 / Dec 2016	March 2008 / April 2017	August 2008 / April 2017
End of concession	March 2038	March 2038	August 2038
Total investment	€1.0bn	€1.6bn	€2.1bn
Toll Revenues (2017)	€ 32.11 ml	€ 64.22 ml	€ 80.17 ml
Average daily traffic (2017)	47,430 vehicles	60,451 vehicles	112,011 vehicles
<b>Operator</b> (Aktor Concessions stake %)	The Concessionaire	The Concessionaire	OLYMPIA ODOS LEITOURGIA (shareholdings as in concession com

### Overview of Waste Management Services ('HELECTOR')



- HELECTOR SA, a 94.4% subsidiary of the ELLAKTOR Group, is the market leader in Waste Management and Waste-to-Energy sectors in Greece while at the same time dynamically expanding abroad:
  - has extensive know-how in designing, developing, operating and maintaining integrated waste management facilities, landfills, incinerators and sorting plants
  - owns worldwide patented technologies for Mechanical Biological Treatment (MBT)
  - operates the largest landfill biogas facility in Europe (25MW) while continuously expanding its installed capacity (to exceed 35MW by 2019)
  - Constructed and operating the 1<sup>st</sup> waste management PPP project n Greece

- Significant prospects in Greece:
  - A number of Concession / PPP projects in Greece are in tender stage / expected to be tendered
  - ▲ More than 4 million tons of Municipal Solid Waste to be treated requiring investments exceeding € 2 billion
- Significant international track record:
  - Bulgaria (largest biological treatment plant in Europe - 410kt/a)
  - Croatia
  - Germany
  - Cyprus
  - Jordan
  - Turkey



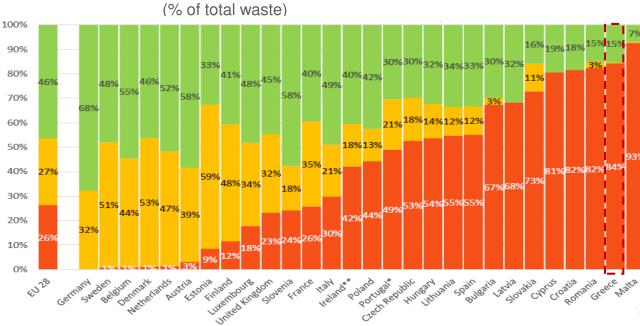
### Overview of the Waste Management market

... the Greek market has significant growth prospects ...

- Promising potential in Greece from a move towards waste treatment (vs. landfill disposal) and power generation from biogas.
- Waste Management projects pipeline in Greece includes
  - Attica Expecting new planning to be announced however 1.3mn tons to be treated
  - ▲ Thessaloniki 400k tons p.a. (Tender Pending)
  - E. Macedonia Thrace 155k tons p.a.
  - Patras 150k tons p.a.
  - ▲ Aitoloakarnania 110k tons p.a.
  - Crete 200k tons p.a.

#### EU Municipal Waste Treatment, 2015







Source: EUROSTAT 2017 \* : 2014 data (most recent data available) \*\* : 2012 data (most recent data available)

## Key Credentials in Waste Management

Project type	Description	Location	Country	Capacity	Ownership	Туре	Comments
	Landfill Construction & Restoration	Ano Liossia, Attica	Greece	2,000 kt/y	n/a	Construction	Project Completed
	Construction of Landfill	Fyli, Attica	Greece	2,500 kt/y	n/a	Construction	On going
	Construction of Landfill	Tagarades, Salonica	Greece	720 kt/y	n/a	Construction	Project Completed
	Construction of Landfill	Mavrorachi, Salonica	Greece	540 kt/y	n/a	Construction	Project Completed
The second constraints of the second s	Construction of Landfill	Livadia	Greece	50 kt/y	n/a	Construction	Project Completed
Landfill & Leachate Treatment plants	Construction of Landfill	Thiva	Greece	70 kt/y	n/a	Construction	Project Completed
Construction &	Construction of Landfill	Limnos	Greece	40 kt/y	n/a	Construction	Project Completed
Management	Management of Landfill	Pafos	Cyprus	70 kt/y	100%	Construction & Operation	Project Completed
	Management of Landfill	Larnaka	Cyprus	50 kt/y	100%	Construction & Operation	On going
	Management of leachate treatment plant	Fyli & A. Liossia	Greece	750 m³/day	100%	Construction & Operation	On going
	Management of leachate treatment plant	Pafos	Cyprus	230 m³/day	100%	Construction & Operation	Project Completed
	Herhof Recycling Osnabrueck	Osnabrueck	Germany	105 kt/y	100%	Concession (17y)	In operation since 2007
	Berlin MBT	Berlin	Germany	180 kt/y	n/a	Construction (Turnkey)	Project Completed
	Trier MBT	Trier	Germany	180 kt/y	n/a	Construction (Turnkey)	Project Completed
	Larnaka MBT	Larnaka	Cyprus	220 kt/y	100%	Concession (10y)	In operation since 2010
AND DESCRIPTION OF THE	A. Liossia Recycling & Compost Plant	Attica	Greece	300 kt/y	70%	Operation	Under Service Contract
Mechanical Biological Plants	Anaerobic Digestion Plants	Schloßvippach, Kessel, Ulzen, Dorpen, Heppenheim	Germany	Total 120 kt/y	n/a	Construction	Projects Completed
Biological Flains	Sofia MBT	Sofia	Bulgaria	410 kt/y	n/a	Construction & 1y operation	Project Completed
	Croatia MBT Plants	Mariscina & Kastijun	Croatia	Total 190 kt/y	n/a	Construction	Projects Completed
	Western Macedonia MBT	Kozani	Greece	120 kt/y	50%	РРР	25y operation – Helector Construction Contractor & Operator (100%)
Clinical Waste Mgt Plants	Apotefrotiras (Hospital Waste Incinarator)	Ano Liossia, Attica	Greece	12 kt/y	70%	Construction & Operation	Under recurring service contracts
	Fyli Recycling Plant	Fyli, Attica	Greece	100 kt/y	n/a	Construction	Private Investment
Recycling Plants	Koropi Recycling Plant	Koropi, Attica	Greece	75 kt/y	n/a	Construction	Private Investment
	BEAL : Landfill biogas-fired plant (a)	Ano Liossia, Attica	Greece	23.5 MW	50% <mark>(b)</mark>	PFI	20-year PPA since 2004
	Tagarades : Landfill biogas-fired plant	Tagarades, Salonica	Greece	5.0 MW	100%	PFI	20-year PPA since 2007
Waste to Energy Plants	Jordan : Landfill biogas-fired plant	Amman	Jordan	Up to 6 MW	100%	Construction & Operation	On going

### Renewables segment ('ELTECH Anemos')

: 68 – 72 €/MW

#### **Regulatory framework**

- RES must cover 20% of gross energy consumption & 40% of electricity by 2020.
- High growth perspectives indicated by 2020 target wind power capacity (7,500 MW) vs only 2,652 MW installed by end of 2017.
- PPA duration, providing high visibility
  - For projects operating prior to 01.01.2014 : 27 yrs
  - For projects thereafter : 20 yrs
- Favourable, flat, wind energy tariffs
  - PPAs prior to 31.12.2015 (FiT) : 82 120 €/MWh
  - PPAs signed during 2016 (FiP) : 98 €/MWh
  - Auctions as of 07/2018 (FiP)



#### Anemos

- ELLAKTOR entered the renewable energy sector in year 2000, through its subsidiary "Anemos".
- Anemos" listed (ATHEX main market) : 22.07.2014

Base market	: Greece
Target technology	: wind
Development & operation supervision	: in house
O&M	: outsourced (OEMs)
Total operating capacity	: 289 MW
W/F capacity under construction	: 202 MW

As of 30.06.2018	
Wind farms (18)	282 MW
Small hydro (1)	5 MW
PV (1)	2 MW
wind turbine age <sup>(1)</sup>	5.1 yrs
PPA remaining lifetime (1)	19.4 yrs
Fleet data	
Enercon	76%
Vestas	24%

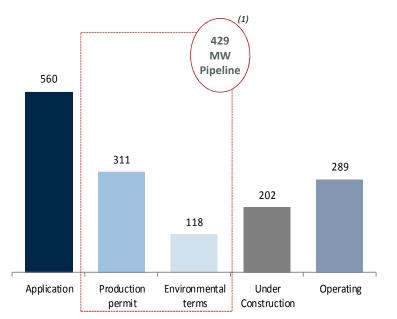
<sup>(1)</sup> Weighted average values

### ELTECH Anemos RES assets overview and key economics

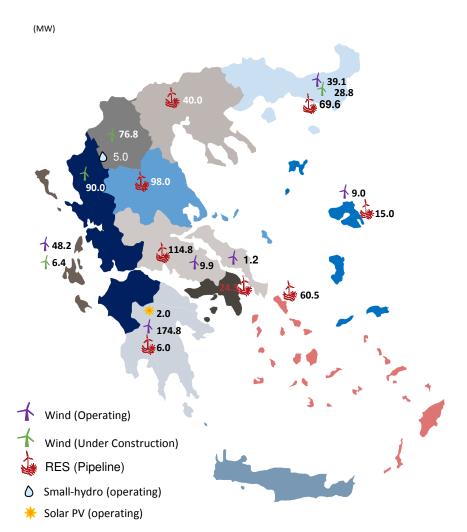
#### **Operating Wind Farm Key Facts**

2010 – 2018			2018-H	1	
CAPEX	1.3 m€		Capacity factor	28.2%	
Construction	12 – 24 months		Availability	98.7%	
Capacity factor	26.5%		Mean tariff	90 €/MWh	
Availability	98.5%		EBITDA margin	76.4%	
Revenues	216,000 €/MW		Net Income a.m.	22.4 €/MWh	
EBITDA	144,000 €/MW		Net debt/Ebitda	4.3x	

#### **Overview of ELTECH Anemos RES portfolio**



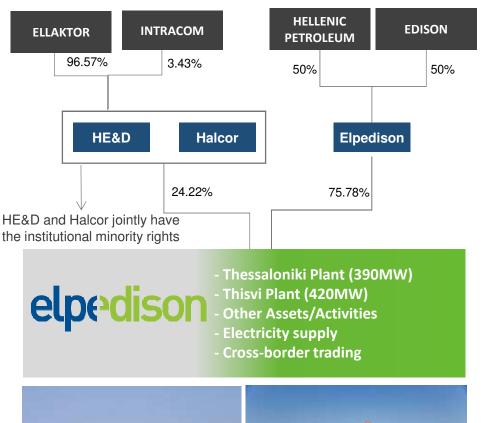
**RES projects by Geography** 



Note (1): The 429 MW Pipeline include 21 MW non-wind projects.

### ELLAKTOR also has a ~ 22% stake in Elpedison

- Ellaktor is present in the competitive part of the Greek electricity sector through Elpedison SA, the 2<sup>nd</sup> largest electricity producer and supplier of final consumers in Greece.
- HE&D owns a 22.74% stake of Elpedison, set up together with the Hellenic Petroleum/Edison Joint Venture (75.78%) and Halcor (1.48%)
- Elpedison, aims at enhancing its generation and supply portfolio and remain a key player in the Greek electricity market:
  - 1 gas-fired 390MW CCGT in operation in Thessaloniki
  - 1 gas-fired 420MW CCGT in operation in Thisvi
  - Enhancement and diversification of its portfolio through acquisition of additional electricity generation assets
  - Continuing a healthy growth and maintaining its leading role in the alternative electricity suppliers' market
  - Further power generation opportunities considered in Greece and the Balkans





### **Real Estate**

### Other Investments

#### REDS

- ELLAKTOR holds a 55.46% stake in **R.E.D.S. SA** 
  - ▲ Listed on ASE with a market cap ~ € 46ml (14/09/2018)
- REDS enjoys a high quality Property portfolio (~ € 113 ml, Book Value at 30/06/2018)
- Smart Park is operational as of 20/10/2011:
  - ✓ Signed leases 100% of GLA with N.O.I. 2.4ml€ (30/06/2018).
  - 6 years term operational facility in place and new investment facility for B' phase under negotiation.
  - B' phase, additional 16,500m<sup>2</sup> of GLA, of which 1000 m2 completed construction in 2017 and operating. Signed prelease agreements 50% for the rest and planning construction in Autumn.
  - Cambas Project : Town Planning file is being concluded by the Ministry of Town Planning & Environment for a GBA 95.000 m2.
- Urban Planning Approval (PUZ) for Unirii Project in Bucharest, Romania is in place. GBA 32,000m<sup>2</sup>. Claim damages appeal against Bucharest Municipality is running. Contacts with co-developers/co-investors under way.

#### GOLD

- ELLAKTOR holds
  - ▲ 1% in ELDORADO GOLD ("ELD"\*) 95% owner of Hellas Gold
  - ▲ 5% of HELLAS GOLD

\*ELD is listed on Toronto and NYSE, with ~1.0 bn CAD\$ (~0.7 bn €) market cap (31/08/2018)



### Consolidated P&L 6M2018 (IFRS in € ml)

	30/6/2017	30/6/2018	Change (%)
Revenues	929.7	922.3	-0.8%
EBITDA	105.0	82.4	-21.5%
EBITDA margin (%)	11.3%	8.9%	
EBIT	53.0	32.4	-38.9%
EBIT margin (%)	5.7%	<b>3.</b> 5%	
Profits/ (Loss) from Associates	-1.4	-13.2	
Profit/ (Loss) before Tax	19.7	-11.7	
Profit Before Tax margin (%)	2.1%	-1.3%	
Profit/ (Loss) after Tax before Minorities	0.6	-31.0	
Net Profit/ (loss) after Minorities	-10.9	-45.7	
Earnings/ (Loss) per share $^{(1)}$	-0.063	-0.265	

Revenues marginally decreased by 0.8% to $\notin$ 922.3
ml mainly as a result of decreased revenues in
construction (~ € 29 ml)

- Operating profit (EBIT) amounted to € 32.4 ml (vs €
   53.0 ml in 6M2017) but includes the following items with a total negative impact of € 56.0 ml:
  - € 46.0 ml losses in construction:
    - loss from Romania project (€ 18.5 ml)
    - provision for ISF project exit deal (€ 18.6 ml) and
    - loss from the dissolution of an affiliate company abroad € 8.9 ml
  - € 10 ml provision for non offsetable withheld taxes (Concessions)
- ▲ Before tax the group reported losses of € 11.7 ml vs profit of € 19.7 ml in 6M2017
- After tax and minorities the group reported losses of
   € 45.7 ml (vs losses of € 10.9 ml in 6M2017)

(1) Weighted average number of shares : 172,431,279 (6M2018 and 6M2017)

### Consolidated Balance Sheet 30.06.2018 (IFRS in € ml)

	31/12/2017	30/6/2018	Change (%)
Intangible assets	627.3	605.4	-3.5%
Property, plant and equipment	510.2	502.8	-1.4%
Financial assets at fair value $^{(1)}$	48.9	52.9	8.2%
Financial assets at amortized cost $^{\left( 1\right) }$	80.8	80.6	-0.2%
State Financial Contribution (1)	277.9	277.2	-0.2%
Receivables <sup>(1)</sup>	1,028.4	1,039.4	1.1%
Assets held for sale <sup>(1)</sup>	13.5	89.1	562.2%
Other non-current assets	364.5	347.8	-4.6%
Other current assets	42.9	35.3	-17.8%
Cash (incl. restricted cash)	556.5	475.1	-14.6%
Total Assets	3,550.8	3,505.5	-1.3%
Total Debt	1,386.6	1,288.7	-7.1%
Liabilities directly related with assets held for sale $\ensuremath{^{(2)}}$	0.0	124.5	
Other Short Term Liabilities	897.3	887.9	-1.0%
Other Long Term Liabilities	406.7	409.2	0.6%
Total Liabilities	2,690.6	2,710.3	0.7%
Shareholders Equity	860.2	795.1	-7.6%
Shareholders Equity (excluding minorities)	634.7	582.2	-8.3%

Intangibles reduced through amortization to € 605.4 ml vs € 627.3 ml

▲ Tangible assets reduced from € 510.2 ml to € 502.8 ml

#### ✓ Financial assets at fair value (available for sale) increased to € 52.9 ml including:

- a € 6.4 ml decrease in gold assets and
- a € 20.2 ml increase of Olympia Odos
- ✓ Financial assets at amortized cost (held to maturity) remained stable reaching € 80.6 ml
- As of 30/6/2018, following ISF exit deal, ISF assets (€
   88.2 ml) and liabilities (€ 124.5 ml) are reported under assets held for sale
- ✓ Total receivables (short-term and long-term) increased (€1,039 ml vs € 1,028 ml as of 31/12/2017) due to increase of WIPs and time deposits over 3 months
- Cash (including restricted cash) decreased by €81 ml
   to € 475.1 ml

Notes:

(1) Includes both current and non current assets

(2) Refers mainly to ISF

### Segmental analysis of 6M2018 - 6M2017 Results (IFRS in € ml)

	Construction			Concessions			Environment		
	6M2017	6M2018	Change %	6M2017	6M2018	Change %	6M2017	6M2018	Change %
Revenues	756.5	727.3	-3.9%	106.5	118.5	11.3%	41.1	43.7	6.3%
EBITDA	19.6	-23.8	nm	69.5	66.6	-4.2%	1.6	19.2	1,112.1%
EBITDA margin (%)	2.6%	-3.3%		65.3%	56.2%		3.9%	44.0%	
EBIT	7.5	-32.7	nm	38.7	35.9	-7.2%	-1.1	16.2	nm
EBIT margin (%)	1.0%	-4.5%		36.3%	30.3%		-2.7%	37.1%	
Profit / (Loss) before Tax	1.1	-46.6	nm	23.6	20.3	-14.2	-0.8	16.7	nm
Profit before Tax margin (%)	0.1%	-6.4%		22.2%	17.1%		-1.9%	38.2%	
Net Profit / (Loss) (before minorities)	-6.1	-49.0	nm	16.2	11.3	-30.2%	-2.9	11.9	nm
Net Profit margin (before minorities) (%)	-0.8%	-6.7%		15.3%	9.6%		-7.0%	27.2%	
Net Profit / (Loss) (after minorities)	-6.4	-48.6	nm	7.1	0.3	-95.5%	-3.5	10.3	nm

	Wind Farms			Real Estate			Other		
	6M2017	6M2018	Change %	6M2017	6M2018	Change %	6M2017	6M2018	Change %
Revenues	22.3	29.4	31.4%	3.2	3.3	3.9%	0.2	0.2	-10.7%
EBITDA	16.3	22.2	36.0%	0.0	0.9	nm	-2.1	-2.7	nm
EBITDA margin (%)	73.1%	75.7%		1.4%	27.3%		-	-	
EBIT	10.8	15.7	45.7%	-0.5	0.3	nm	-2.3	-3.0	nm
EBIT margin (%)	48.3%	53.6%		-16.7%	8.9%		-	-	
Profit / (Loss) before Tax	6.5	10.3	59.2%	-1.5	-0.5	65.8%	-9.3	-11.8	nm
Profit before Tax margin (%)	28.9%	35.0%		-46.4%	-15.2%		-	-	
Net Profit / (Loss) (before minorities)	4.4	7.4	69.9%	-1.8	-0.8	53.5%	-9.3	-11.8	nm
Net Profit margin (before minorities) (%)	19.5%	25.2%		-55.8%	-25.0%		-	-	
Net Profit / (Loss) (after minorities)	2.2	4.5	102.9%	-1.1	-0.6	48.1%	-9.3	-11.7	nm

## Segmental analysis of FY2017 Results (IFRS in € ml)

	Construction & Quarries	Real Estate	Concessions	Environment	Wind Farms	Other	Total
Revenues	1,509.5	6.8	222.9	76.5	49.7	0.4	1,865.7
EBITDA	27.4	-0.1	166.1	4.9	33.1	-26.8	204.6
EBITDA margin (%)	1.8%	-2.1%	74.5%	6.5%	66.7%	-	11.0%
ЕВІТ	5.1	-1.3	103.7	-0.6	21.9	-27.4	101.6
EBIT margin (%)	0.3%	-19.0%	46.5%	-0.7%	44.1%	-	5.4%
Profit before Tax	-6.4	-3.1	79.1	-0.8	12.6	-41.6	39.7
Profit before Tax margin (%)	-0.4%	-45.7%	35.5%	-1.1%	25.5%	-	2.1%
Net Profit (before minorities)	-24.3	-3.6	54.8	-4.5	9.6	-41.6	-9.6
Net Profit margin (before minorities) (%)	-1.6%	-53.0%	24.6%	-5.9%	19.3%	-	-0.5%
Net Profit (after minorities)	-24.6					-41.5	-41.2

### Consolidated Cash Flows 30.06.2018 (IFRS in € ml)

	30/6/2017	30/6/2018
Cash Flows from Operating Activities	10.9	9.4
Cash Flows from Investment Activities	-47.0	-24.6
Cash Flows form Financing Activities	-8.5	-79.9
Net increase / (decrease) in cash and cash equivalent	-44.6	-95.1
Cash equivalents at start of period	496.4	510.1
Currency translation differences	-2.0	0.4
Cash of assets available for sale		-2.9
Cash equivalents at end of period <sup>(1)</sup>	449.7	412.5

Operating cash inflows reduced to € 9.4 ml vs €10.9 ml (in 6M2017)
Investment cash outflows amounted to $\in$ 24.6 ml (vs outflows of $\in$ 47.0 ml in 6M2017) and include:
- $\in$ 27 ml (investment) as time deposits over
3 months
<ul> <li>capex of ~ € 17 ml</li> </ul>
<ul> <li>Wind Farms: ~ € 11 ml</li> </ul>
<ul> <li>Construction: ~ € 2ml</li> </ul>
<ul> <li>Concessions : ~ € 1ml</li> </ul>
<ul> <li>Environment: ~ € 2 ml</li> </ul>
<ul> <li>Real Estate: ~ € 1 ml</li> </ul>
Cash outflows from financing activities
amounted of € 79.9 ml and include
<ul> <li>mainly repayment of loans</li> </ul>
<ul> <li>outflow of € 22.9 ml from dividend</li> </ul>
distribution to minority shareholders (Attiki

Odos)

Notes :

(1) Does not include restricted cash, bonds held to maturity, Mutual Funds and time deposits over 3 months

### Ellaktor's debt profile (€ml, as of 30.06.2018)

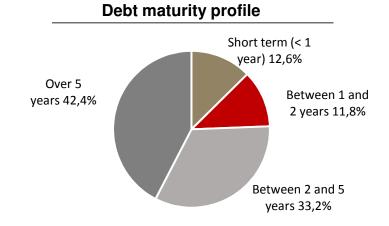
		30/6/20	18		31/12/20	/2017		
	Total Group	Less: Concession Companies with Non Recourse Debt <sup>(1)</sup>	Group Subtotal (excl. Concession Companies with Non Recourse Debt)	Total Group	Less: Concession Companies with Non Recourse Debt <sup>(1)</sup>	Group Subtotal (excl. Concession Companies with Non 1,76Recourse Debt)		
Short term Debt	161.9	35.6	126.3	211.0	39.1	171.9		
Long term Debt	1,126.8	489.0	637.7	1,175.6	506.0	669.6		
Total Debt	1,288.7	524.6	764.0	1,386.6	545.1	841.5		
Less:								
Cash	412.5	172.6	239.9	510.1	238.3	271.8		
Restricted Cash	62.5	35.2	27.3	46.3	13.9	32.5		
Time deposits over 3 months	27.0	25.0	2.0	0.0	0.0	0.0		
Financial assets at amortized cost (held to maturity)	80.6	69.1	11.5	80.8	69.2	11.5		
Mutual Funds <sup>(2)</sup>	7.5	0.0	7.5	11.1	0.0	11.1		
Total Debt / (Cash)	698.5	222.7	475.8	738.3	223.6	514.7		
Net debt attributable to assets held for sale	63.4	0.0	63.4	0.0	0.0	0.0		
Total net debt <sup>(3)</sup>			539.1			514.7		
Total Group Equity			795.1			860.2		
Total Capital Employed <sup>(4)</sup>			1,334.3			1,374.9		
Gearing Ratio <sup>(5)</sup>			0.404			0.374		

✓ Total group debt as of 30/6/2018 amounted € 1,288.7 ml, vs € 1,386.6 as of 31/12/2017

Corporate related Net Debt <sup>(3)</sup> as of 30/6/2018 amounted to € 539.1 ml vs € 514.7 ml as of 31/12/2017

#### Notes:

- (1) Includes Attiki Odos and Moreas
- (2) Reported under financial assets at fair value (available for sale)
- (3) As of 30/6/2018 includes net debt of € 63.4 ml of ISF (that is now reported under assets held for sale)
- (4) Total Capital Employed = Total Net Debt + Total Capital Equity
   (5) Gearing Ratio = Total net debt / Total Capital Employed



Corporate related Net Debt (1)/ Gearing ratio<sup>(2)</sup> 600 60% 500 50% 37.4 37.1% 400 40% 33,89 27.1300 30% 539,1 527,2 527,0 514,7 414,3 200 20% 355.3 100 10% 0 0% 31/12/2013 31/12/2014 31/12/2015 31/12/2016 31/12/2017 30/6/2018 Met Debt / (Cash) Gearing Ratio

Notes :

(1) Corporate related Net Debt= (Short and Long Term Debt excluding BOT related Debt) – [Cash and Liquid Assets (i.e. Cash & Cash Equivalents, Time Deposits over 3 months, Restricted Cash, bonds held to maturity, mutual funds) but excluding Cash and Liquid Assets of BOT related projects)
 (2) Gearing ratio = Corporate related Net Debt / (Equity + Corporate Related Net Debt)

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### Net Debt By Sector (IFRS in € ml)

30/6/2018 in € mil.	Construction & Quarries	Concessions Recourse	Environment	Wind Farms	Real Estate	Other	Total Corporate (excl. BOT projects)	Attiki Odos	Moreas	Total BOT Non- Recourse	Total Group
Short-term Debt	70.3	10.2	3.5	25.5	3.6	13.2	126.3	23.4	12.2	35.6	161.9
Long-term Debt	48.1	182.7	13.9	166.6	23.5	202.9	637.7	25.8	463.2	489.0	1,126.8
Total Debt	118.4	193.0	17.3	192.1	27.1	216.1	764.0	49.2	475.4	524.6	1,288.7
Cash	134.2	59.1	36.3	8.6	1.3	0.5	239.9	161.6	11.0	172.6	412.5
Time deposits over 3 months		2.0					2.0	25.0		25.0	27.0
Restricted Cash	9.3	0.0	0.0	10.6	7.2	0.1	27.3	14.3	20.9	35.2	62.5
Bonds held to maturity	0.0	11.5	0.0	0.0	0.0	0.0	11.5	69.1	0.0	69.1	80.6
Mutual Funds	0.0	4.9	2.6	0.0			7.5			0.0	7.5
Total Cash + Liquid Assets	143.5	77.5	38.9	19.2	8.5	0.7	288.3	270.0	31.9	301.9	590.2
Net debt attributable to assets held for sale (ISF)	63.4	1					63.4				63.4
Total Net Debt/ (Cash) *	38.3	115.5	-21.6	172.9	18.6	215.5	539.1	-220.8	443.5	222.7	761.8

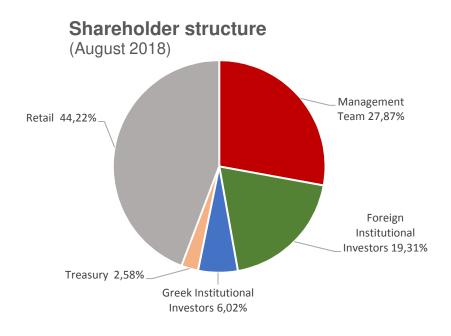
31/12/2017 in € mil.	Construction & Quarries	Concessions Recourse	Environment	Wind Farms	Real Estate	Other	Total Corporate (excl. BOT projects)
Short-term Debt	137.5	0.8	2.7	20.3	9.6	1.0	171.9
Long-term Debt	58.6	192.3	15.3	169.1	19.4	215.0	669.6
Total Debt	196.1	193.0	18.0	189.4	29.0	216.0	841.5
Cash	187.6	49.6	28.0	2.2	3.5	0.9	271.8
Restricted Cash	12.0	0.0	0.0	13.5	6.8	0.1	32.5
Bonds held to maturity	0.0	11.5	0.0	0.0	0.0	0.0	11.5
Mutual Funds	0.0	4.9	4.6	1.5			11.1
Total Cash + Liquid Assets	199.6	66.1	32.6	17.2	10.3	1.0	326.8
Net Debt/ (Cash)	-3.5	127.0	-14.5	172.2	18.6	214.9	514.7

Attiki Odos	Moreas	Total BOT Non- Recourse	Total Group
26.5	12.7	39.1	211.0
37.5	468.5	506.0	1,175.6
64.0	481.1	545.1	1,386.6
194.4	44.0	238.3	510.1
13.9	0.0	13.9	46.3
69.2	0.0	69.2	80.8
		0.0	11.1
277.5	44.0	321.5	648.3
-213.5	437.1	223.6	738.3

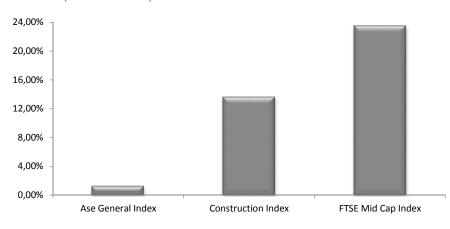
Notes:

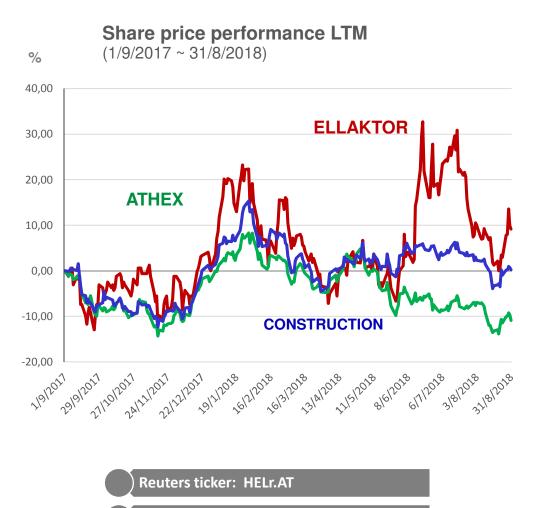
\* As of 30/6/2018 includes net debt of € 63.4 ml of ISF (that is now reported under assets held for sale)

### Share price performance and shareholder structure



ELLAKTOR share weighting on Indices (31/08/2018)





Bloomberg ticker: ELLAKTOR:GA

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### Disclaimer

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