

HOLDINGS 
MYTILINEOS

1Q 2011
IFRS FINANCIAL RESULTS



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- ❑ **1Q 2011 Results Highlights**
 - ❑ **Summary Financial Results**
 - ❑ **Business Units Performance**
 - ❑ **Q&A**

MYTILINEOS GROUP

- **Turnover: € 281 m Vs € 173 m Last Year, up 62% yoy.**
- **EBITDA: € 44 m Vs € 33 m Last Year.**
- **Earnings after Tax & Minorities: € 15.0 m Vs € 12.4 m Last Year.**
- **Net Debt: € 679 m.**
- **Equity: € 836 m.**
- **Figures adjusted for the one off (non - recurring) item € 32m on sale of ETADE S.A in 2010.**

METKA GROUP

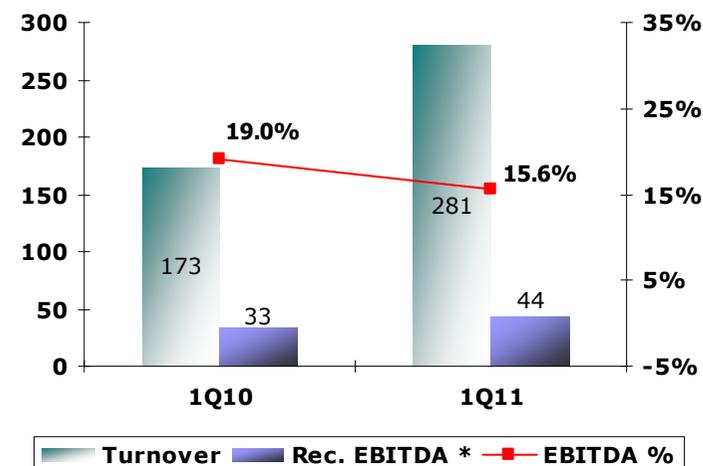
- **Turnover: € 162 m Vs € 106 m Last Year, up 54% yoy.**
- **EBITDA: € 26 m Vs € 18 m Last Year.**
- **Earnings after Tax & Minorities: € 17.7 m Vs € 10.9 m Last Year.**
- **Current Backlog: € 2.1 bn.**
- **Net Cash Position: € 66 m.**
- **High margins for an EPC Contractor (recurring EBITDA Margin 16.0%).**
- **Figures adjusted for the one off (non - recurring) item € 32m on sale of ETADE S.A in 2010.**



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(amounts in mil €)	1Q11	1Q10
Turnover	281	206
EBITDA	44	65
EBIT	32	53
EBT	24	51
EAT Continuing Operations	23	41
EATam	15	27
Margins (%)	1Q11	1Q10
EBITDA	15.6%	31.8%
EBIT	11.5%	25.7%
EBT	8.7%	24.8%
EAT Continuing Operations	8.2%	19.9%
EATam	5.3%	13.1%
Cash Flows	1Q11	1Q10
Cash Flows from Operations	-88	-25
Cash Flows from Investment	-59	-9
Cash Flows from Financial Activities	67	0
Net Cash Flow	-80	-35
FCF	-78	-29

Financial Performance



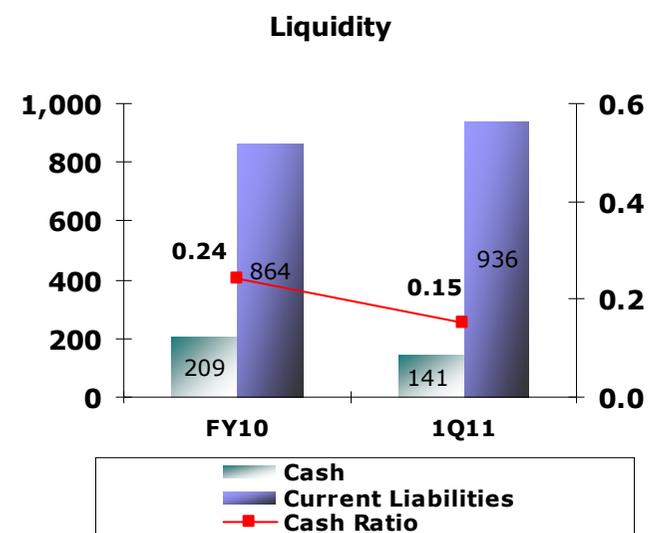
Key Drivers:

- **Strong Performance from the EPC Sector.**
- **Solid performance from the Metallurgy Sector.**
- **Top line growth helped by EPC Sales and increased Aluminum volumes.**
- **2010 figures include €32m. non recurring item on sale of ETADE.**

* Recurring EBITDA adjusted for the one off item (€32m. on Sale of ETADE).
Source: Company Information.

(amounts in mil €)

Balance Sheet	1Q11	FY10
Non Current Assets	1,535	1,516
Current Assets	1,118	1,045
Available For Sale Assets	31	57
Total Assets	2,684	2,619
Debt	820	741
Cash & Cash Equivalents	141	209
Marketable Securities	62	51
Equity	836	844
Adj. Equity	964	966
Net Debt	679	533
Adj. Net Debt	617	482



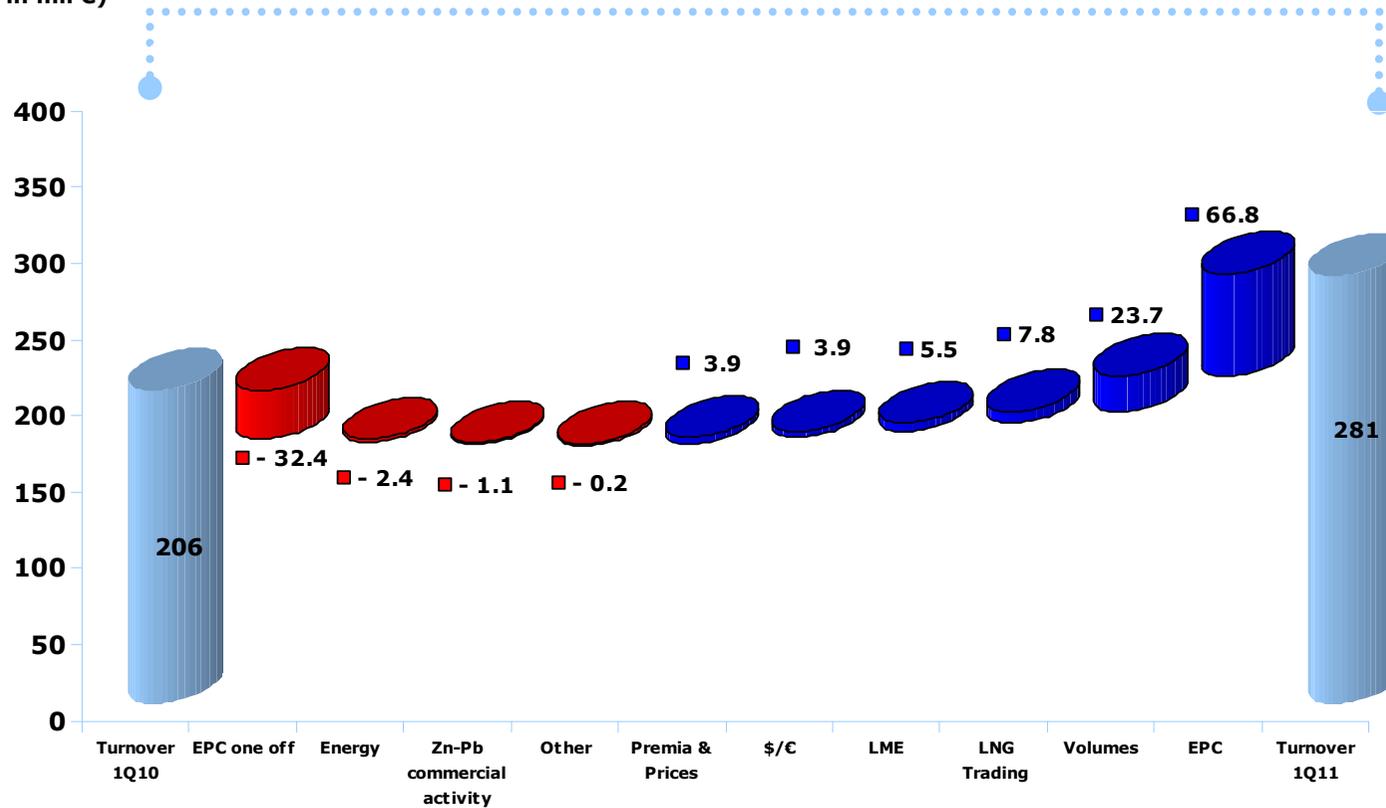
Adj. Equity = Equity + Market Value Adjustment for the Group's Listed Subsidiaries.

Net Debt = Debt - Cash Position.

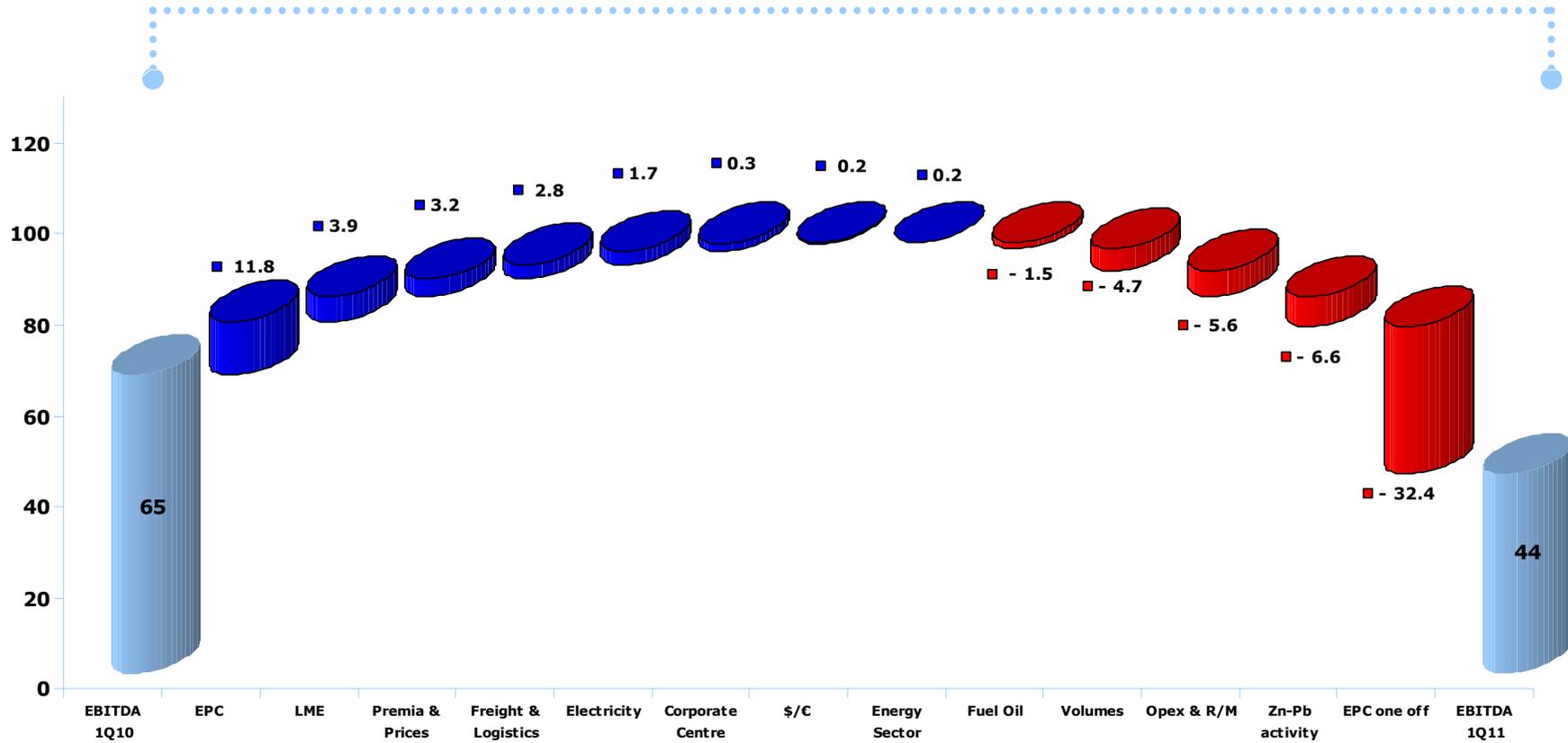
Adj. Net Debt = Debt - Cash Position - Marketable Securities - Buyback valued as of 31/3/2011 share price.

Source: Company Information.

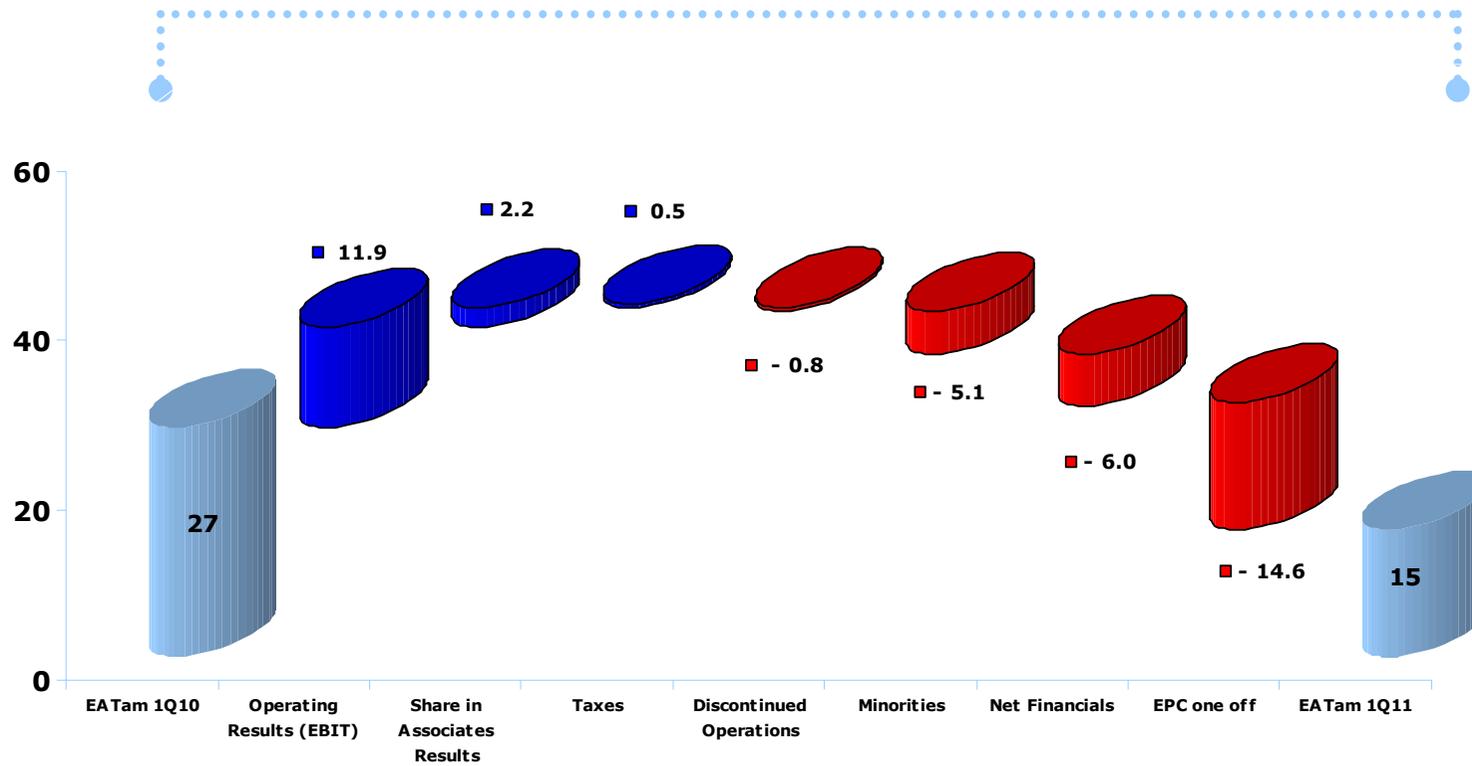
(amounts in mil €)



(amounts in mil €)



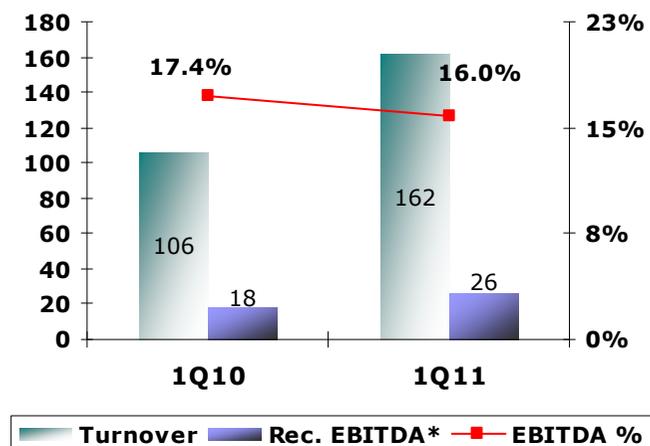
(amounts in mil €)



(amounts in mil €)

	1Q11	1Q10
Turnover	162	138
EBITDA	26	51
EBIT	24	50
EBT	24	51
EAT Continuing Operations	19	38
EATam	18	38
Margins (%)	1Q11	1Q10
EBITDA	16.0%	36.8%
EBIT	15.1%	36.0%
EBT	14.5%	36.9%
EAT Continuing Operations	11.5%	27.4%
EATam	10.9%	27.2%
Cash Flows	1Q11	1Q10
Cash Flows from Operations	-2	-41
Cash Flows from Investment	-2	7
Cash Flows from Financial Activities	0	0
Net Cash Flow	-4	-34
FCF	20	47

Financial Performance



Key Drivers:

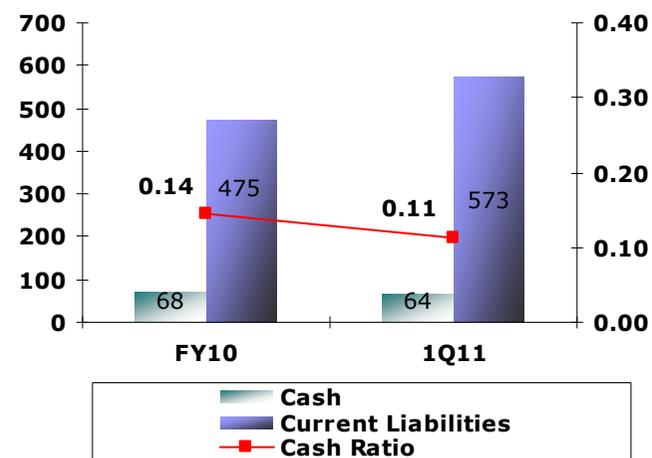
- Sales up 53% due to backlog execution acceleration.
- 7 main projects under execution during 2011.
- Recurring EBITDA Margin 16.0%, despite the expansion abroad.
- Net Cash Position as of 31/3/2011: €62 m.
- Strong Backlog: € 2.1 bn.

* Recurring EBITDA adjusted for the one off item (€32m. on Sale of ETADÉ).
Source: Company Information.

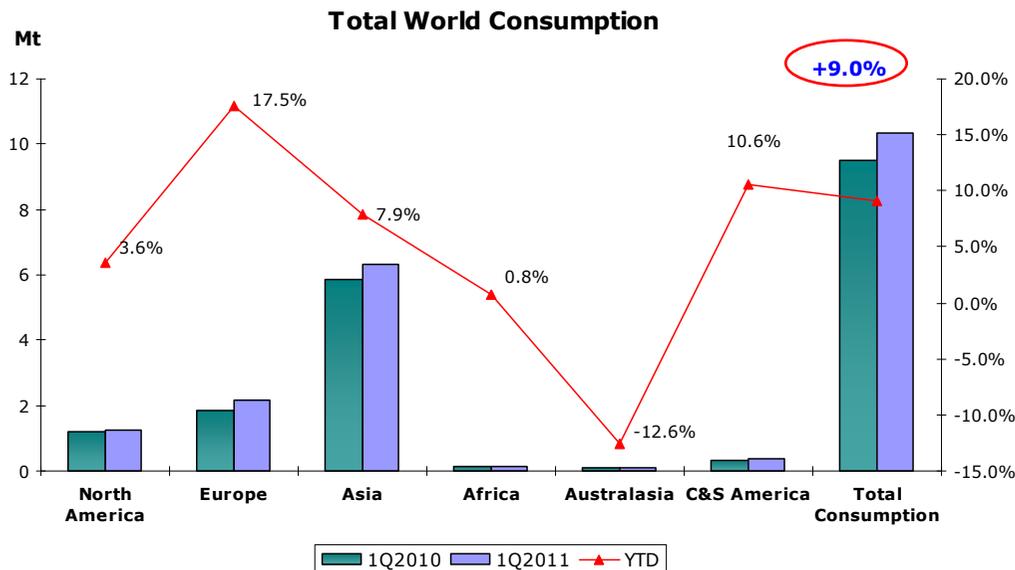
(amounts in mil €)

Balance Sheet	1Q11	FY10
Non Current Assets	75	67
Current Assets	821	741
Total Assets	896	808
Bank Debt	2	2
Cash Position	64	68
Equity	269	250
Net Debt	-62	-66
Current Liabilities	573	475
Total Liabilities	627	557

Liquidity



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ALUMINIUM

- **The average Aluminum price during 1st Quarter 2011 reached \$2,506 up 16% y-o-y.** Surging Oil prices, weakening dollar and substitution effect from Copper to Aluminum.
- **Inventory Level:** Global Inventories increase at 4.6 mt while physical tightness on the spot market continues to support Premiums. The average premium for delivered N. Germany billet remains over 450\$ per tonne.
- **Supply:** Total world supply increased 3.5% y-o-y. Power restrictions and ambitious energy efficiency targets could lead to smelter disruptions in China.
- **Demand:** Total world consumption was up 9.0%, mainly driven by the solid performance of the German automotive and machinery sector in Europe. Demand in Asia remained strong despite the impact of the devastating earthquake in Japan. Inflationary pressures in China and potential interest rate hike could keep growth on single digit figures. Demand in the US remained firm helped by the improvement of the automotive sector.

EUR / USD

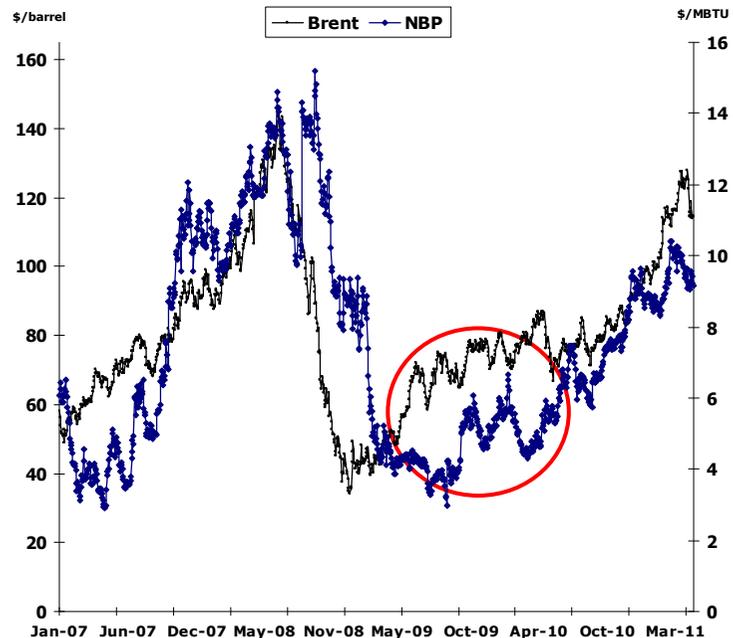


EUR/USD:

➤ **€/\$:** The average parity €/\$ during the 1st Quarter of 2011 settled at 1.37 vs 1.38 in 2010. The continuing Quantitative easing policy applied by FED kept dollar weak during the 1st Quarter. Going forward the impact of the debt crisis over Europe's peripheral economies and the growth differential between Europe and the US will largely determine the parity trend.

OIL – NATURAL GAS:

- Weak dollar and increased tension over the N. Africa region led to increased Oil prices. The average price for Brent during 1st Quarter 2011 reached \$106 per barrel (up 38% yoy) putting also upward pressure on Natural Gas Prices.
- Nuclear accident in Japan had a significant impact on LNG Prices as c. 50% of the lost capacity has been replaced by LNG.
- Shale Gas productivity in the US puts downward pressure on Natural Gas prices.
- China's Natural Gas unconventional production continues to grow.
- MYTILINEOS Group has been the first private player in Greece to exploit the opportunities arising from the liberalization of the domestic Natural Gas Market.



(amounts in mil €)

M&M	1Q11	1Q10
Turnover	139	100

EBITDA	13	17
EAT	10	14

EPC	1Q11	1Q10
Turnover	141	107

EBITDA	32	53
EAT	20	34

ENERGY	1Q11	1Q10
Turnover	4	1

EBITDA	0	0
EAT	-2	0

Discontinued	1Q11	1Q10
Turnover	-3	-2

EBITDA	2	1
EAT	2	1

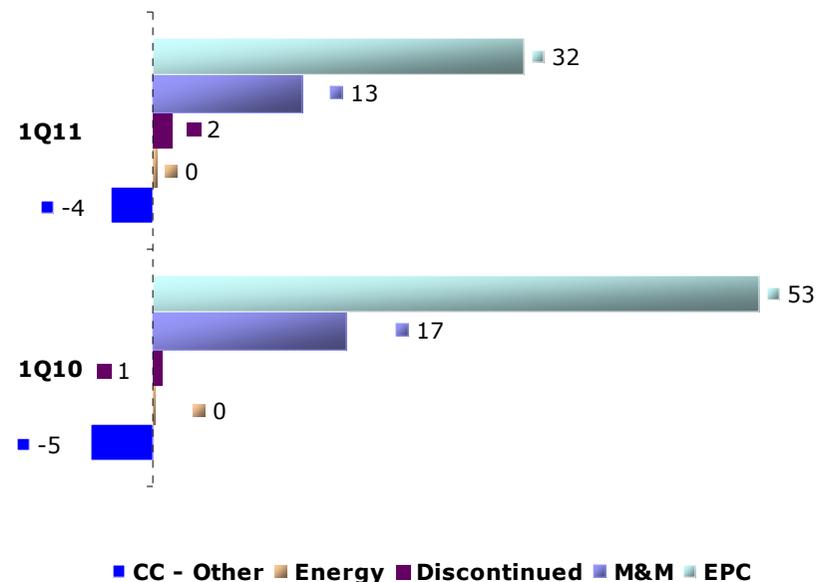
CC - Other	1Q11	1Q10
Turnover	0	0

EBITDA	-4	-5
EAT	-8	-7

TOTAL GROUP	1Q11	1Q10
Turnover	281	206

EBITDA	44	65
EAT	23	41

EBITDA PER ACTIVITY



Corporate Centre includes all other activities that are not directly linked to M&M, EPC and Energy. EPC does not include intercompany transactions.
Source: Company Information.

	Fundamentals	Prospects
Greece	<ul style="list-style-type: none"> • Flat energy demand despite the adverse macro environment. • Fuel mix changing with new gas-fired CCGT projects coming on-line, and increasing penetration of renewables – wind and PV • Existing capacity is old and inefficient. 	<ul style="list-style-type: none"> • PPC: new/replacement highly efficient lignite fired plants. • New gas fired projects may emerge, but at slower rate • EPC opportunities for renewables, e.g CSP.
South-East & Central Europe, Turkey	<ul style="list-style-type: none"> • EU membership and convergence impose obligations for plant upgrades and/or closures. • Years of under-investment and slow progress to upgrade capacity. • Government support and relatively high level of acceptance for nuclear. 	<ul style="list-style-type: none"> • SEE: gas fired projects: potential combined cycle and co-generation projects, e.g. district heating. • Turkey is expected to be the fastest growing electricity market in Europe driven by GDP growth, population increase and urbanisation - Greenfield CCGT's projects.
Middle East	<ul style="list-style-type: none"> • Generally strong demand - emphasis on mega-projects. • Need to diversify away from Oil fired power production – Gas Abundance • Possible re-emergence of Iraq as a significant player medium-long term. 	<ul style="list-style-type: none"> • Possibilities for conversion of open cycle plants to combined cycle across the Middle East. • Numerous large Integrated Water & Power Plant (IWPP) projects in the Gulf.
Developing Countries	<ul style="list-style-type: none"> • Strong fundamental power demand growth, often constrained by supply limitations. • Widespread power shortages. • Massive need for energy infrastructure investments. 	<ul style="list-style-type: none"> • Africa: typically smaller projects with fast-track profile • Pakistan: multiple IPP projects under development.

(amounts in mil €)

ENERGY	1Q11	1Q10
Turnover	144	129
EBITDA	22	50
EATam	16	38

DEFENSE	1Q11	1Q10
Turnover	4	0
EBITDA	2	0
EATam	1	0

INFRASTRUCTURE	1Q11	1Q10
Turnover	14	8
EBITDA	2	0
EATam	1	0

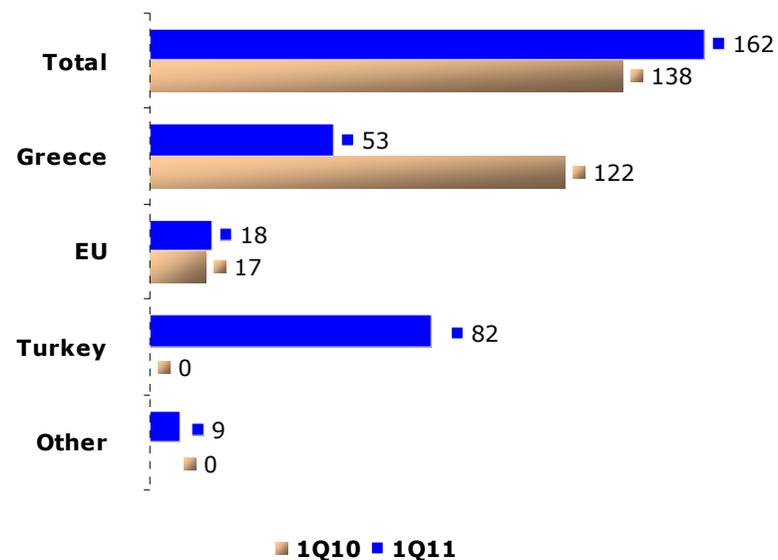
TOTAL EPC	1Q11	1Q10
Turnover	162	138

EBITDA	26	51
EATam	18	38

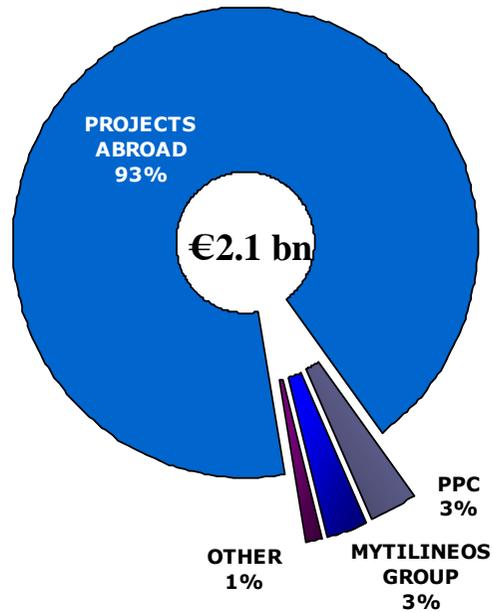
METKA Performance Analysis:

- ✓ **89% of Turnover refer to energy projects.**
- ✓ **67% of Turnover derived form projects abroad.**
- ✓ **65% of Net Profits derived from projects abroad.**

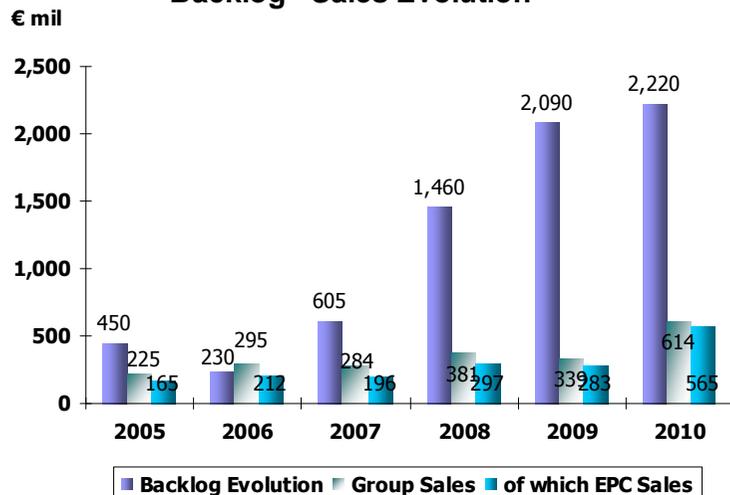
Geographical Turnover Analysis



Excluding Management Fees (1Q 2011: €1.5 m vs 1Q 2010: €2.3 m).
Source: Company Information.



Backlog - Sales Evolution



Source: Company Information.

Strong Backlog – Visibility – International Profile

- **PPC:** 417 MW in Aliveri, Natural Gas Fired combined cycle. Alstom sub supplier for the main equipment. Contract value of €219 m.
- **PROTERGIA:** 430 MW in Ag. Nikolaos, Natural Gas Fired combined cycle. GE sub supplier for the main equipment. Contract value of €232 m.
- **KORINTHOS POWER:** 437 MW in Ag. Theodoroi, Natural Gas Fired combined cycle. GE sub supplier for the main equipment. Contract value of €285 m .
- **OMV PETROM:** 860 MW in Romania, Natural Gas Fired combined cycle. 50-50 Consortium with GE. Contract value of €210 m.
- **PEEGT:** 700 MW in Syria, Natural Gas Fired combined cycle. METKA leader of Consortium with Ansaldo. Contract value of €650 m .
- **RWE & Turcas Güney Elektrik Uretim A. S. :** 775 MW in Turkey, Natural Gas Fired combined cycle. Siemens sub supplier for the main equipment. Contract value of €450 m .
- **OMV (BORASCO):** 870 MW in Turkey, Natural Gas Fired combined cycle. GE sub supplier for the main equipment. Contract value of €475 m.
- **PEEGT:** 724 MW in Syria, Natural Gas Fired combined cycle. METKA leader of Consortium with Ansaldo. Contract value of €678 m .

Key Characteristics and Trends

Future Outlook

Demand

- Consumption has grown with a yearly average of 3,7% in the decade 1998-2008, peaking during the summer (strong air cooling penetration in the commercial and residential sectors). The recession coupled with mild weather have resulted in 7% drop during the two year period 2009-10.

- Despite the adverse macro environment, the reference scenario calls for electricity demand to remain flat or slightly increased during 2011.

Supply

- The percentage of domestic lignite in generation, in the interconnected System, is around 53-63%, and Greece has reserves for another 50 years.
- Gas's share is rising, as most recent investments have been in CCGTs. In 2011 the share has risen to 27.9% against 22.2% in 2010 and 19.4% in 2009.
- Greece is importing gas, mainly from Russia and Turkey via pipeline and LNG from Algeria and occasionally from the spot market.
- RES (excluding large hydro) participate with just 5 percent in the mix, but Greece hopes on important wind and solar potential. Up to 6.000 MW of RES (mostly wind) would be necessary in 2020 so as Greece to achieve the 18% penetration of RES in total energy demand.
- Imports, primarily from northern interconnections, and exports, primarily to Italy, are made for commercial purposes, with traders benefiting from price differences in these interconnected countries.

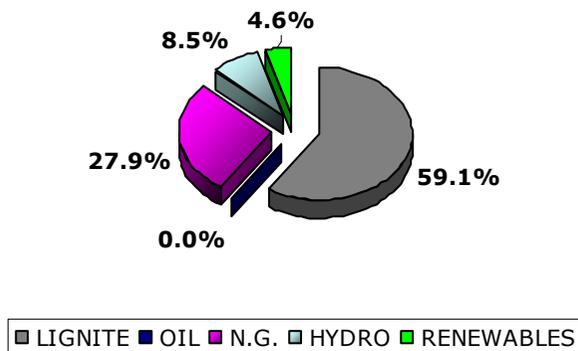
- Lignite will remain a cornerstone, though its share will decrease.
- Gas's share is expected to remain on a positive trend given that all the new conventional capacity added up to 2014, at least, will be in CCGTs and perhaps some hundreds MW of OCGTs.
- Renewable generation is also set to rise as a very favorable framework has been put into place. Feed-in tariff for the energy and up to 30% subsidy for construction of wind and hydro parks.
- The interconnection between Greece and Turkey is expected to enter into commercial operation in the next months.

Competitive Dynamics

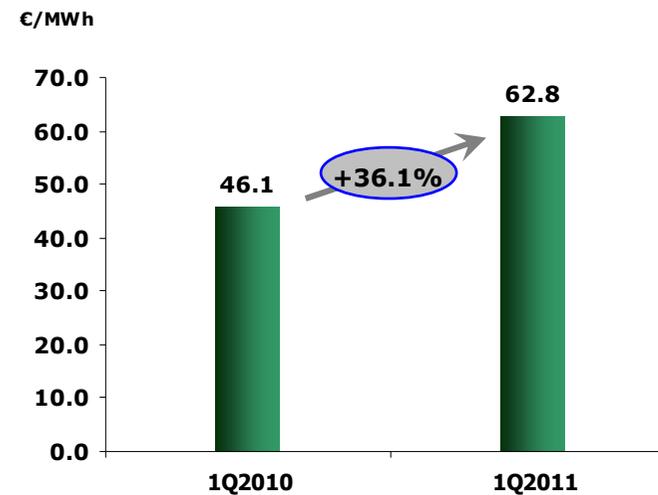
- PPC is the incumbent with >97% market share in retail and around 85% in the wholesale market. Currently, there are 6 independent units with a total installed capacity of 2.3 GW.
- Foreign players have entered the market since 2006, teaming up with local (non-operator) investors (Endesa-Mytilineos, Edison-ELPE, ...). Mytilineos has replaced Iberdrola in the joint venture with Motor-Oil and recently acquired the full control of Protergia (ex. Endesa Hellas) buying out ENEL's participation. GDF-Suez cooperates with the Greek company Terna.

- PPC is looking for strategic partners to finance new commissioning plan.
- Private players might concentrate.
- EU - IMF escalating the pressure towards full liberalization of the electricity market.
- The Government opted for the ITO model as a road map for the implementation of the 3rd Energy Package that sets to pave the way towards the effective liberalization of the Energy market.

Power Production Mix
Total Production 2011: 12.1 GWh



AVG SMP



Energy Market – Developments in 2011

- Total Power demand 1Q2011: 12.9 GWh (up 1.4% y-o-y) despite the economic contraction. Increased demand mainly on the back of higher Industrial Consumption.
- Average SMP increased at 62.8 €/MWh (up 36.1% y-o-y).
- Lignite production increased by 12.9% while Hydro production decreased at 1.0 GWh (down 60.2% y-o-y).
- Natural Gas production increased at 3.4 GWh (up 63.0% y-o-y) on the back of increased installed capacity and new operational framework.
- The CHP and Ag. Nikolaos CCGT produced 0.4 GWh thus capturing 3.4% share of the domestic power production.

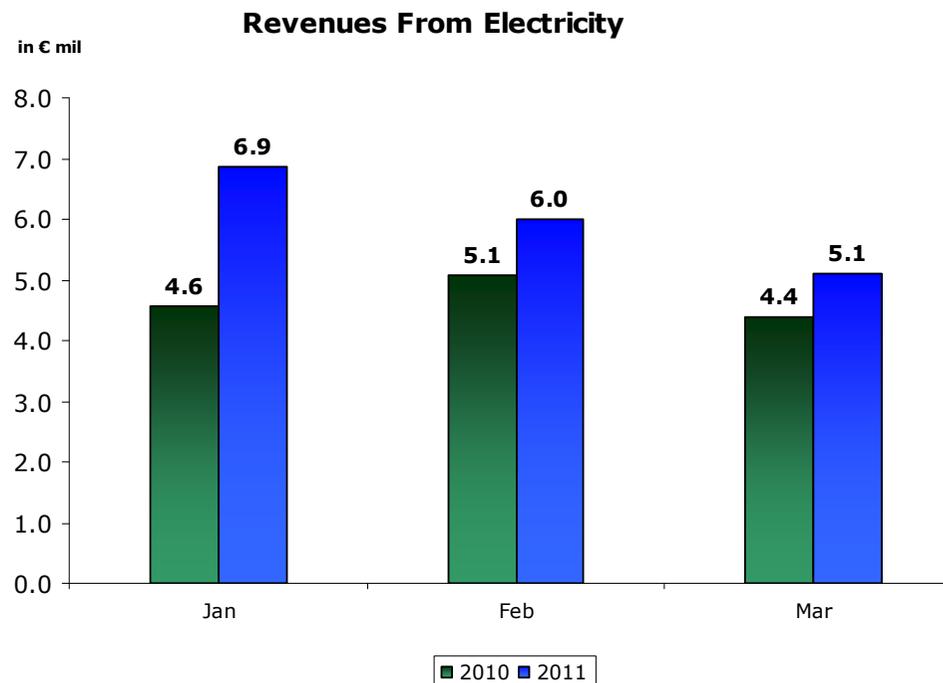
Financial Data 1Q 2011

(amounts in mil €)

Revenues from Electricity	18
Revenues from Steam	11
Capacity Charges	3
Total Revenues	32
Gas Cost	-28
Opex	-2
EBITDA	2

Operational Data 1Q 2011

Net Power Production (MWh)	322,079
Avg SMP Realized (€/MWh)	55.8
Clean spread (€/MWh)	1.5



*Capacity Charges are subject to the commercial operation of the Unit.
 * Revenues from steam calculated under the assumption that steam is sold at Cost.
 Source: Company Information.

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