

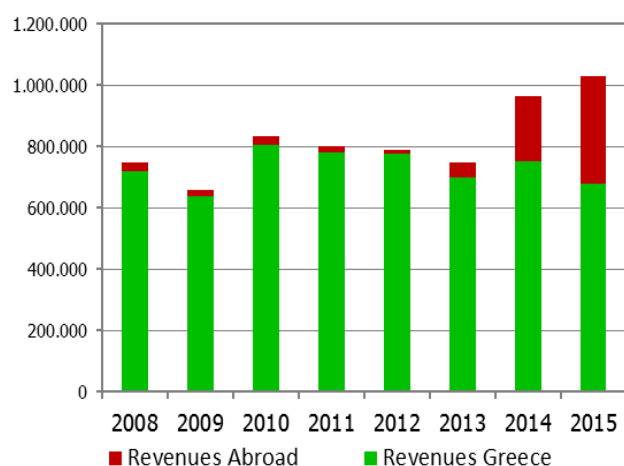


Website:	<a href="http://www.elin.gr">http://www.elin.gr</a>
Bloomberg code:	ELIN:GA
Reuters code:	ELIr.AT
ISIN code:	GRS477003008

## COMPANY PROFILE

Elin Oil Hellenic Petroleum Company SA is a Greece-based company engaged in the energy-trading sector for the trade of liquid and solid fuels and lubricants. The Company's range of activities includes the retail trade of liquid fuels and lubricants through its petrol stations network, the wholesale trade of liquid fuels and lubricants to commercial and industrial clients domestically and abroad. It is also engaged in the supply of marine lubricants to ocean-going vessels, production and trade of solid fuels, as well as the international trade of all the aforementioned products. The Company's infrastructure consists of fuel storage terminals in Aspropyrgos, Volos and Porto Lagos, two solid fuel processing plants in Aspropyrgos and Volos, a fleet of 33 privately owned tank trucks, a fleet of three tanker vessels, as well as 580 Elin petrol stations in Greece.

## Revenue Analysis (in € 000)



## OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)

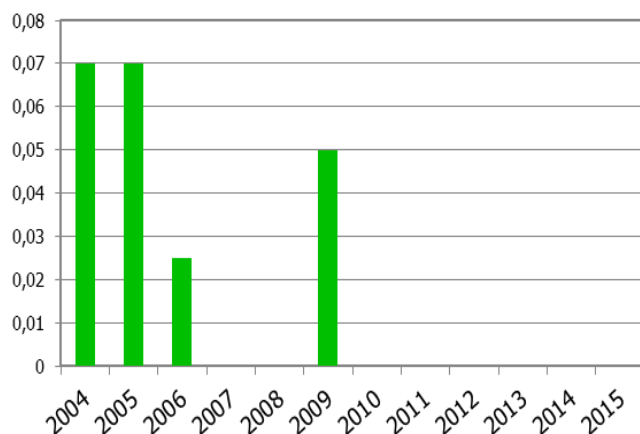
Symbol:	ELIN		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	18,6		
Shares Outstanding (number): (31 March 2016)	23.828.130		
Average Spread (%):	13,51%		
Market Liquidity (%):	0,105%		
Average Trading volume (no of shares):	4.967,5		
Total Value of transactions (€):	906.979		
Days to trade (1% of outstanding amount):	49,9		
Free Float (31 March 2016):	36,20%		
Turnover Velocity (F.F. Weighted):	0,0%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	43,26%	39,14%	36,54%

## GROUP STRUCTURE

### Elinoil Hellenic Petroleum Company SA

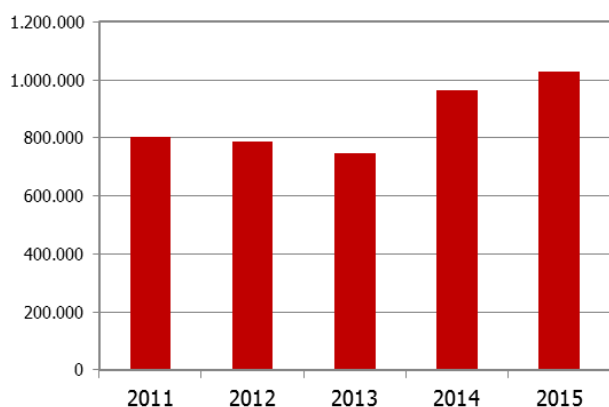
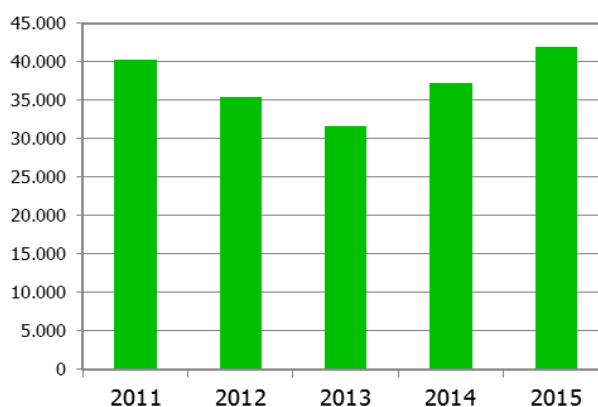
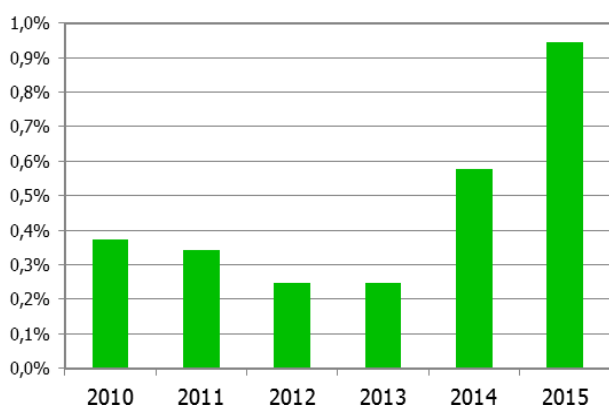
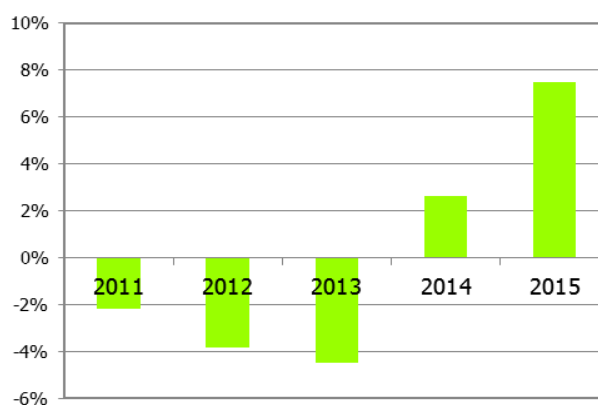
ELIN TECHNICAL S.A.	100%
ELIN STATIONS S.A.	100%
ELIN SHIPPING COMPANY	100%
ELIN RENEWABLES S.A.	100%
ELIN BIOFUELS S.A.	37%

## DIVIDEND POLICY - DPS (in €)



## COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2011	2012	2013	2014	2015
Sales	802.177	788.824	745.786	965.301	1.029.083
Gross profit	40.250	35.410	31.700	37.233	41.899
EBIT	2.734	1.954	1.845	5.563	9.711
EBITDA	7.026	5.663	5.039	8.412	12.323
Earnings before tax	-835	-2.163	-2.138	1.763	5.572
Earnings after tax	-1.044	-1.776	-1.995	1.203	3.663
E.P.S.	-0,044	-0,078	-0,08	0,05	0,154
Total Equity	48.484	46.332	44.354	45.376	49.060
ROE	-2,15%	-3,83%	-4,50%	2,65%	7,47%

**Revenues (in € 000)****Gross profit (in € 000)****Operating Margin****ROE****MAJOR SHAREHOLDERS (>5%)**

Name	%
KARNESIS SPYRIDON	63,80%
<b>Total</b>	<b>63,80%</b>

**BOARD OF DIRECTORS**

Name	Qualification
KYNIGOS P. CHARALAMPOS	CHAIRMAN/NON EXECUTIVE MEMBER
TSOUNIAS B. GEORGIOS	VICE PRESIDENT/EXECUTIVE MEMBER
ALIGIZAKIS IOANNIS	CEO/EXECUTIVE MEMBER
KOUROUKLIS X. IOANNIS	NON EXECUTIVE MEMBER
TSIONTSIS G POLYDEPKIS	NON EXECUTIVE MEMBER
SKORINIS G. NIKOLAOS	NON EXECUTIVE MEMBER
DROLLAS P. LEONIDAS	INDEPENDENT NON EXECUTIVE MEMBER
PAPAIIOANNOU RODOLFOS	INDEPENDENT NON EXECUTIVE MEMBER

**MANAGEMENT TEAM PROFILE**

**Mr. Charalampos Polychronis Kynigos** is Non-Executive Chairman of the Board of Directors of Elinoil Hellenic Petroleum Company SA since 2006. Previously he served as Executive Chairman of the Board, Managing Director. He has served as Chairman of the Association of Greek Oil Product Trading Companies (SEEPE) for a number of years regarding the restructure of the sector. He joined the Company in 1958.

**Mr. Georgios Vasileios Tsounias** is Executive Vice Chairman of the Board of Directors and Financial Services Manager of Elinoil Hellenic Petroleum Company SA since 2006. He previously served as Director. He has worked as Financial Consultant in various companies. He joined the Company in 1972. He holds a degree in Economics from Athens University of Economics and Business.

**Mr. Ioannis Christos Aligizakis** is Managing Director, Executive Director, General Manager, Domestic Market Sales and Administrative Services Director of Elinoil Hellenic Petroleum Company SA since 2010. He was appointed Chief Executive Officer, Executive Director, Director of Sales - Internal Market in 2007 and before that he served as Chief Executive Officer, Director of Sales - Internal Market since October 2006. He previously served as Director of Sales - Internal Market. He is a Political Sciences and Law graduate and holds a Master's degree in Marketing and Management. He has been working at Elinoil since 1975. He is a member of the Hellenic Petroleum Marketing Companies Association (SEEPE).

**Mr. Ioannis Ch. Kourouklis** is Non-Executive Director, Managing Director of Elin Biofuels SA, a subsidiary of Elinoil Hellenic Petroleum Company SA since October 2006. He was appointed Executive Director in September 2006 and before that he served as Vice Chairman of the Board. He holds a degree in Mathematics. He has experience of the petroleum sector as he had been working at Elinoil SA for 24 years (1982-2006) where he served as Operations Manager and Vice-Chairman of the Board while, for the last two years, he has also held the position of General Manager. At the same time, he was a member of the Board of Directors of the Hellenic Petroleum Marketing Companies Association.

**Mr. Polydefkis G. Tsiontsis** is Non-Executive Director of Elinoil Hellenic Petroleum Company SA since December 31, 1999. He graduated from Universitaet Wien with a Doctorate in Medicine. He works as pediatrician in the private sector.

**Mr. Nikolaos G. Skorinis** is Non-Executive Director of Elinoil Hellenic Petroleum Company SA since December 31, 1999. He has a degree in Law from the Law School of the University of Athens. Mr. Skorinis is a legal business consultant and a Supreme Court lawyer.

**Dr. Leonidas P. Drollas** is Non-Executive Independent Director of Elinoil Hellenic Petroleum Company SA since December 31, 1999. He has a Doctorate of Philosophy in Economics from London School of Economics (University of London). He is Deputy Executive Director and Chief Economist at the Centre for Global Energy Studies Research Centre.

**Mr. Rodolfos G. Papaioannou** is Non-Executive Independent Director of Elinoil Hellenic Petroleum Company SA since April 5, 2004. He holds a degree in Chemical Engineering from National Technical University of Athens and a Master degree in Economics, Econometrics and Business Research from Southampton University, United Kingdom. He has held different management posts at the Ministry of Environment, Planning and Public Works and the Commission of European Communities for a number of years.

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