

Website:	<a href="http://www.fhl.gr">http://www.fhl.gr</a>
Bloomberg code:	KYRM:GA
Reuters code:	KRKr.AT
ISIN code:	GRS309003002

## COMPANY PROFILE

F.H.L. I. KIRIAKIDIS Marbles & Granites S.A. is active from 1991 in quarrying, elaborating and trading of marbles and granites.

The F.H.L. I. KIRIAKIDIS GROUP consists of its various quarries, the headquarters with the marble processing plant, a dry mortar and adhesive production plant named MARMODOM, as well as its logistic company named AETOS, which are all located nearby Drama, Greece ensuring like this, that the whole workflow can't be interrupted by exterior factors. Another subsidiary of the group is the marble trading company MARMI BIANCHI, which is located in Marina di Carrara, Italy.

## EXPORTS

The company's exports (direct and indirect) represent 95% of revenue in 2015. Key countries are China, Singapore, Malaysia, UAE, S. Arabia Qatar, Ex USSR and Italy.

## KEY INVESTMENT HIGHLIGHTS

- Is a major force in the global marble industry.
- Has a worldwide reputation for delivery in time.
- Has the visibility as an artistic marble entity.
- Has a prime marble reserve for almost 35 years.
- Has expanded into the fast growing markets of Far East.
- Has penetrated the Middle East and Ex USSR markets.

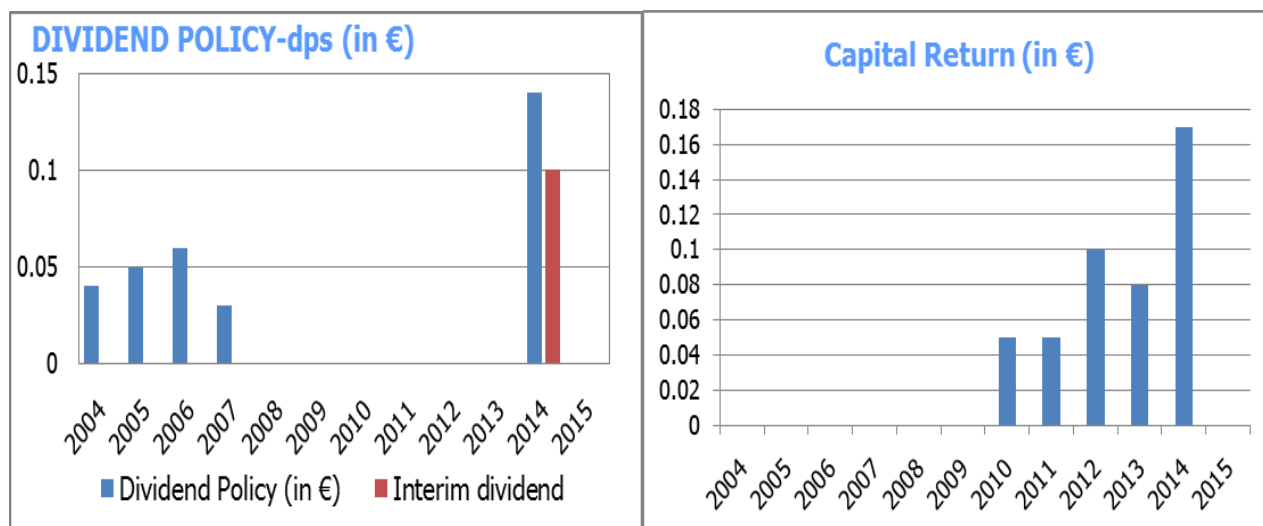
## OVERVIEW - TRADING DATA

OVERVIEW - TRADING DATA 1 Year (data of period 01/04/2015 - 31/03/2016)			
Symbol:	KYRM		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (31 March 2016)	58.6		
Shares Outstanding (number): (31 March 2016)	23,719,554		
Average Spread (%):	4.29%		
Market Liquidity (%):	0.934%		
Average Trading volume (no of shares):	2,652		
Total Value of transactions (€):	1,330,438		
Days to trade (1% of outstanding amount):	91.2		
Free Float (31 March 2016):	37.5%		
Turnover Velocity (F.F. Weighted):	5.3%		
Historic Volatility	30 days	60 days	90 days
(annualised %)	24.32%	25.69%	29.63%

## GROUP STRUCTURE

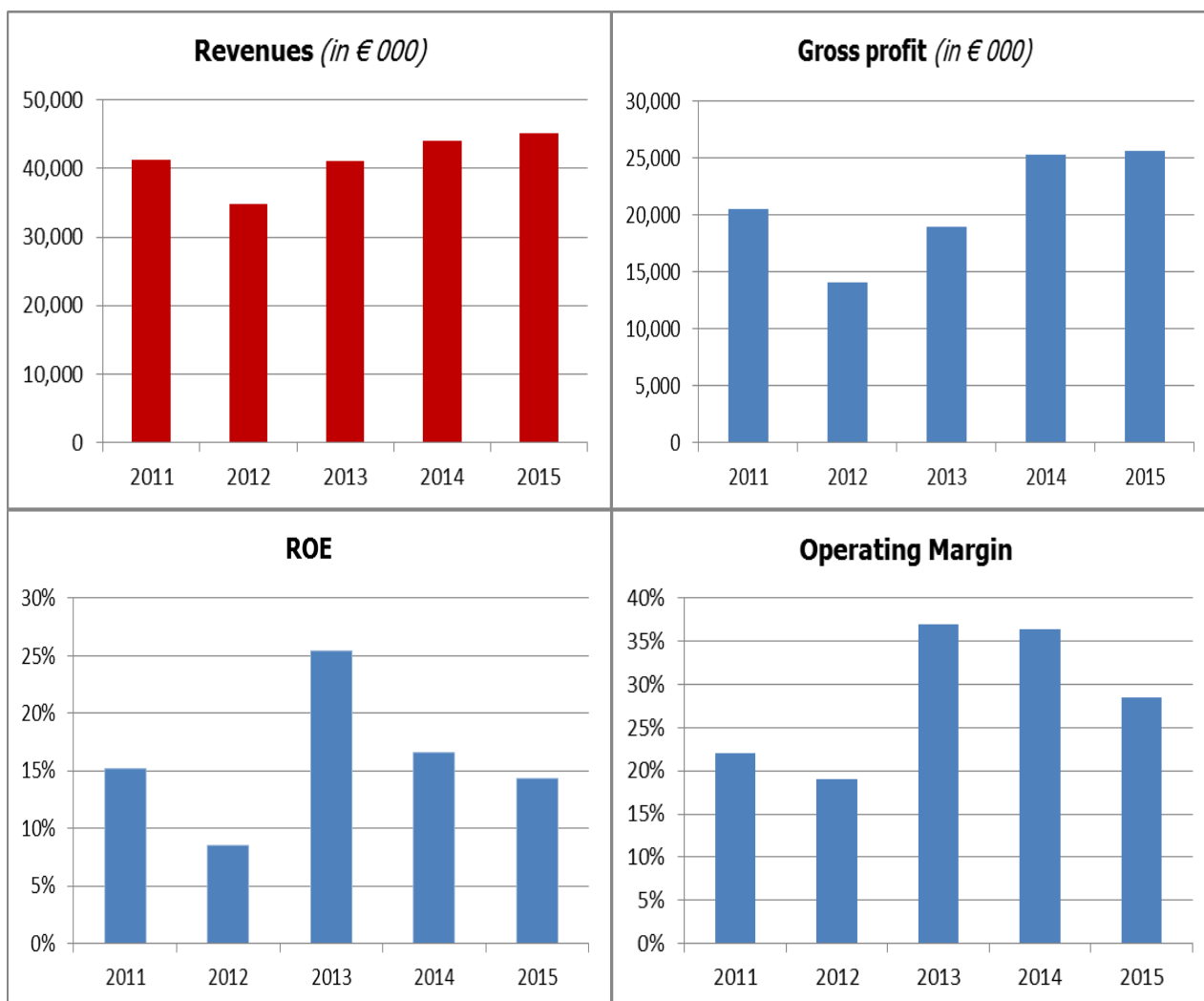
### Mother Company: FHL I KYRIAKIDIS MARBLES AND GRANITES S.A.

MARMI BIANCHI SRL ITALY	100%
LASKARIDIS MINING ENTERPRISES SA GREECE	69%
AETOS SA GREECE	100%
FHL KYRIAKIDIS MARBLES AND GRANITES SA &CO TRADING GREECE	30%
FHL I KYRIAKIDIS MARBLES AND GRANITES (CY) LTD CYPRUS	100%



## COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)					
(in € 000)	2011	2012	2013	2014	2015
Sales	41,303	34,727	41,147	43,969	45,191
Gross profit	20,515	14,139	19,030	25,359	25,612
EBIT	9,097	6,591	15,236	16,033	12,907
EBITDA	11,264	8,696	17,683	19,052	15,753
Earnings before tax	7,214	4,609	14,382	11,095	11,146
Earnings after tax	5,308	3,013	11,306	7,893	6,701
E.P.S.	0.24	0.14	0.49	0.32	0.28
Total equity	35,008	35,598	44,387	47,513	46,756
ROE	15.16%	8.46%	25.47%	16.61%	14.33%
Debt Ratio	1.35	0.86	0.10	0.05	-0.04



## MAJOR SHAREHOLDERS (>5%)

Name	%
KYRIAKIDIS ILIAS	62.53%
<b>Total</b>	<b>62.53%</b>

## BOARD OF DIRECTORS

Name	Qualification
KIRIAKIDIS S. ILIAS	PRESIDENT/CEO
KALLIONIDIS C. KONSTANTINOS	VICE PRESIDENT
KOUNTOURAS G. VASSILEIOS	NON EXECUTIVE MEMBER
PETROPOULOS B. GEORGIOS	NON EXECUTIVE MEMBER
LIGGOU D. GEORGIA-ROYTH	INDEPENDENT NON EXECUTIVE MEMBER
PAFOS C. ATHANASIOS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Ilias Kyriakidis** was born in 1950 in Drama, he graduated from the Merchant Marine School. In 1991 with the foundation of FHL. KYRIAKIDIS MARBLES - GRANITES SA he actively participates in the management of the business. He has served for many years as President & CEO of the company.

**Mr. Constantine Kallionidis** was born in Drama in 1965. He graduated in Economics of Ludwig Maximilian University of Munich. Since 1991 he participates FHL I.KYRIAKIDIS MARBLES-GRANITES SA in marble sales. He has served for many years as Vice President of the company.

**Mr. George Petropoulos** was born in 1957. He speaks English and Italian. He has extensive experience in sales, particularly in the marble industry, the sector in which he is engaged up to today in the company.

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