



Corporate presentation

Our Company

VIOHALCO

Viohalco S.A. is the holding company of leading metal processing companies across Europe. Viohalco is based in Brussels, Belgium, and is listed company on Euronext Brussels and Athens Stock Exchange (VIO).

With production facilities in Greece, Bulgaria, Romania, Russia, FYROM, Turkey, Australia and the United Kingdom, Viohalco subsidiaries focus on technological advancement and specialise in the manufacture of aluminium, copper, cables, steel and steel pipe products, generating annual revenue of EUR 3.1 billion.

The Viohalco portfolio also includes a segment dedicated to technology and R&D, as well as a segment on recycling activities and waste management services.

Viohalco and its companies are also active in real estate development projects.



Viohalco segments



Viohalco and Cenergy Holdings are listed on Euronext Brussels and Athens Stock Exchange Halcor is listed on the Athens Stock Exchange

Notes

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2016 financial highlights



 Consolidated profit before income tax of EUR 6.8 million, an improvement of EUR 44 million compared to losses of EUR 36.8 million in 2015, reversing the negative trend of the previous years;

VIOHALCO

- Higher sales volumes were achieved in all segments, except cables. Nevertheless, consolidated revenue amounted to EUR 3,113 million, down 5% due to the decrease of international commodity metal price indices;
- Adjusted EBIT of EUR 128 million, improved by EUR 8 million compared to EUR 120 million in 2015;
- Adjusted EBITDA of EUR 250 million, also improved by EUR 10 million compared to EUR 240 million in 2015;
- Net debt of EUR 1,527 million as at 31 December 2016, slightly (2%) up compared to 31 December 2015;
- Loss of the year EUR 7 million (2015: loss of EUR 63.4 million);
- Loss attributable to the owners of the Company EUR 6 million, compared to a loss of EUR 60 million in 2015.

Notes

- 2008-2011 Viohalco Hellenic financials
- 2012 Viohalco SA financials on a pro forma basis

Recent companies' news

VIOHALCO

Listing of Cenergy Holdings SA on Euronext

Brussels and Athens Stock Exchange.

Aluminium	Copper	Steel	Steel Pipes	Cables	Real estate
 Elval and UACJ Corporation jointly established UACJ ELVAL Heat Exchanger Materials GmbH in Germany to sell automotive heat exchanger materials produced by Elval; The internal restructuring programme initiated in 2015 was completed. This included the spin-off of the aluminium foil production and conversion sector, which now operates under Symetal, a subsidiary of Elval; Elval Colour successfully developed incombustible ACP (aluminium composite panels) with classification A2, S1,d0 as per EN13501-1 and built a line for its production. This positioned the company as the only vertically integrated ACP manufacturer in the world. 	 Established a joint venture involved in the manufacture of pre-insulated copper tubes in Turkey; Launched new tubular foam into the new markets of Israel, Romania and Greece; Halcor subsidiary Sofia Med entered into an agreement with Dowa Metaltech for the exchange of expertise and technological knowledge regarding high value added products. 	 Sidenor's induction furnace was launched in March 2016 and is expected to be fully operational within first half of 2017; Revamping of Dojran Steel's rolling mill commenced in autumn 2016. Operations are scheduled to start in April 2017 and the mill will become fully operational within 2017; Introduction of the offer of new qualities in the special steel markets (SBQs) has strengthened Stomana Industry's competitive 	 Start of the new pipe production mill equipped with LSAW/JCOE technology to manufacture pipes with a large diameter and increased wall thickness. Five projects have since been successfully executed within 2016 with such technology; First off-shore project for pipes produced using the LSAW/JCOE method awarded; Conclusion of an investment programme to facilitate the production of 24 metre pipes and three orders successfully executed in U.S.A.; 	 Awarded two contracts by the German electricity transmission system operator TenneT for offshore wind farm export cable connections; Awarded three contracts by Danish TSO Energinet.dk for cable connection between Denmark and Sweden and the replacement of overhead lines within Denmark; Awarded a contract for cable interconnection of an offshore 	 Exceptionally strong demand at the River West IKEA Store. New leases were signed, resulting in a 19% increase in rental income. Occupancy rate by number of units let reached 97% with a record of 4.6 million customers for the year; 1,200 sqm of River West IKEA Store underground car park was converted to additional high-value retail space; Leased 1,900 sqm H&M store in Mare West Retail Park; Adjacent plot of land purchased to accommodate Mare West's future expansion plans; Renovation works on the Karaiskaki Sq. hotel
Recycling		position. Vacuum degasser (VD) operations, which commenced in 2016,	First order for pipes produced using the	wind farm in UK.	completed and operations commenced under "Wyndham Grand Athens" on 1/12/2016;
 Was awarded a three-year contract of Athens for the collection & depo end-of-life-vehicles, bringing the to under contract to 16; Established a new facility in the po continuing the restructuring of Serficient Collected 45,000 ths of industrial h further recovery; Produced more than 150,000 ths of 	Ilution of abandoned otal municipalities rt of Belgrade, bian operations; azardous waste for	allowed for the development of these qualities.	absorption by Cener Pipeworks Holdings	ross-border merger by gy Holdings of Corinth and Hellenic Cables December 2016.	 Merger completed between Noval and its subsidiaries in Dec 16; Steelmet Property Services established to provide Viohalco companies with centralized services for their real estate assets.

materials and solid fuels for cement production.

1. Aluminium

- 2. Copper
- 3. Steel
- 4. Steel pipes
- 5. Cables
- 6. Real estate
- 7. Technology and R&D
- 8. Recycling



The companies of the aluminium segment offer a variety of aluminium products, including coils, strips, sheets and foil for numerous applications, coils for lithographic printing, as well as architectural and industrial aluminium profiles.

The aluminium segment is actively involved in the processing, manufacturing and marketing of aluminium product solutions in various markets.

With state-of-the-art production facilities in Greece, the United Kingdom and Bulgaria, as well as a dynamic commercial presence in most of their key geographical markets, aluminium segment companies maintain a solid position within the global aluminium industry.

Aluminium segment companies have established international presence in over 90 countries thanks to a solid commercial structure, which operates through Viohalco companies owned sales offices and teams and long-standing sales agents, part of a wider commercial network.

Aluminium at a glance



Aluminium processing

1.	Medium size - flexible independent sup	plier.		
2.	Production capability for wide coils (up low production cost.	to 2.5 m) and long slabs (8	m) resulting in	
3.	State-of-the-art key equipment Quality compatible with the highest ma	arket standards.		
			· · · · · · · · · · · · · · · · · · ·	
4.	Significant presence with growth potent	tial in the lithography busing	ess.	
			· · · · · · · · · · · · · · · · · · ·	1
5.	Extensive distribution network.			
6.	Strategic alliance with UACJ Corp.			

Aluminium production plants



Production facilities in Greece, the United Kingdom and Bulgaria



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Aluminium product portfolio

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Product line - rolled products



Aluminium product portfolio



Product line - rolled products



Aluminium product portfolio

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Product line - extrusion products





for doors, windows, facades, external shading, ventilated facades systems.

> Architectural systems

Aluminium Profiles and machined parts for automotive and general industrial applications.

Automotive and general applications

1. Aluminium 2. Copper

- 3. Steel
- 4. Steel pipes
- 5. Cables
- 6. Real estate
- 7. Technology and R&D
- 8. Recycling

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Viohalco is active in the copper industry through Halcor S.A. and its subsidiaries, Sofia Med S.A. in Bulgaria, Fitco S.A. in Greece and through a recently established Joint Venture in Turkey.

Through a wide product portfolio which primarily comprises copper and brass tubes, rolled products and extruded products, Halcor Group corresponds to the complex needs of its international clientele, across most of the major geographical markets.

Halcor Group's production base includes manufacturing facilities in Greece, Bulgaria and Turkey.

Copper overview

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Production plants





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Copper product portfolio

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Fabricator of diverse metal products

Category	Products	Applications
Copper tubes		Water supply, heating, air conditioning, refrigeration, natural gas, medical use, cooling, solar energy and various industrial applications
Rolled products		 Construction (roofing, gutters), electrical engineering (connectors, transformers, boilers, etc.) and decoration
Extruded products		 Construction, decoration, electrical engineering (electronic control panels, valves, batteries etc.), supports for gutters



- 1. Aluminium
- Copper
 Steel
- 4. Steel pipes
- 5. Cables

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- 6. Real estate
- 7. Technology and R&D
- 8. Recycling

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Sidenor, Stomana Industry and their subsidiaries constitute the steel production and trading segment of Viohalco. Sidenor is the largest Greek steel producer holding a leading position in Greece and the Balkans; its subsidiaries deal in the production, manufacture and sales of steel products.

Steel segment's wide-ranging product portfolio, which includes long and flat steel products, and downstream products, is manufactured across ten primary facilities in Greece, Bulgaria, FYROM and Australia. Project locations span Greece, Bulgaria, Cyprus, France, Croatia, Tunisia and the U.S.A., making the steel group a global supplier.

Steel product portfolio

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Attractive & diversified product portfolio that reduces volatility



SD CONCRETE REINFORCING STEEL

HOT ROLLED PLATES

MERCHANT BARS

BARS OF CIRCULAR CROSS-SECTION

STEEL BALLS

SPECIAL PROFILES

SEMI-FINISHED PRODUCTS (Billets & Bioerns) SEMI-FINISHED PRODUCTS

Steel plants in Greece

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Notes

- 1. Major restructuring
- 2. First year of operation
- 3. Currently 600 KMT/y, which will become 800 KMT/y after future investments

Steel plants in Bulgaria & FYROM





Notes

- 1. 2001 : First year of Stomana Industry consolidation in Viohalco steel segment
- 2. Major restructuring of facility

Steel logistics network

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Distribution network

Steel segment companies' logistics centres provide all means of transportation:



New planned logistics centres will further enhance companies' market positioning

Steel segment companies have a major competitive advantage in terms of transporting its raw materials and end-products via its railway connections and port facilities:

- Sovel Port (Almyros, Greece
- Aspropyrgos Dock (Attiki, Greece)
- Danube river
- Burgas (Bulgaria)

Sovel Port in Almyros, Greece Port Svishtov in Danube







Steel projects in the Balkans

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Cenergy Holdings



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Corinth Pipeworks Group represents Viohalco's steel pipes segment.

With industrial plants in Greece and Russia, and substantial experience in the implementation of demanding projects worldwide, the Group is a supplier of choice for oil and gas companies and international construction companies.

Corinth Pipeworks Group mainly produces steel pipes for oil, gas and water transportation, oil and gas extraction and hollow structural sections for a large number of construction applications.

Prosal Tubes plant in Bulgaria is also a part of Viohalco's steel pipes segment

Production and port facilities



At the forefront of energy sector new trends





JV CPW TMK in Russia



JV TMK-CPW and its facilities are located in the town Polevskoy in order to satisfy the growing needs of the largest Russian and CIS oil and gas companies.

TMK is the largest pipe manufacturer in Russia and one of the three market leaders worldwide

ERW/HFI

Capacity : 200 KMT/year Products: Small Diameter pipes Applications: Oil, gas, water, structural

Pipe mills

1. ERW/HFI

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Capacity : 400 KMT/year Products: Small/Medium Diameter pipes Applications: Oil, gas, water, structural

2. HSAW

Capacity : 375 KMT/year Products: Medium, large Diameter pipes Applications: Oil, Gas, Water, structural

3. LSAW

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Capacity : 400 KMT/year Products: Medium, large Diameter pipes Applications: Oil, Gas, Water, structural

4. ERW/HFI

Capacity : 150 KMT/year Products: Small Diameter pipes Applications: Structural

5. Port

Port facilities (exclusive use)



Managing large-scale projects

Half a century in managing big projects

~4Km of our pipes are installed every day somewhere in the world*

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North America ~5.000Km*

CUSTOMERS

Denbury Resources, DCP Midstream, Spectra Energy, Cheniere, Enbridge, Panhandle, Kinder Morgan, Energy Transfer, EPCO, Williams, Plains All American, NiSource, Mississipi Power, Chaparral

MAJOR PROJECTS

SPECTRA ENERGY: 118,000TN SESH, USA DENBURY: 52,000TN Greencore CO2 pipeline ENERGY TRANSFER 2015 projects: 124,000MT SHELL DEEPWATER GOM ~15.000MT

South America ~200Km*

CUSTOMERS MLP, Cunado, Pemex, UPC

MAJOR PROJECTS MLP pipeline Chile: **10,000MT** Citam - Sinan gas pipeline Mexico: **5,000MT**

Europe ~3.500Km*

CUSTOMERS

GDF, Snam Rete Gas, Dow Chemical, RWE, OMV, Plinacro, Enagas, TransGas, BG Group, National Grid, Bord Gais, EDF Greece: DEPA, DESFA

MAJOR PROJECT

ENAGAS: Alcazar - Montesa Pipeline: **71,000MT** OFFSHORE projects: **85,000TN** GAZ DE FRANCE projects: **100,00 TN** DEPA/DESFA projects:**~75.000MT**

Africa ~4.000Km*

CUSTOMERS

Chevron Texaco, Shell, Sonatrach, Perenco, ENPPI, Petrojet, BG, STEG, ABB, Bonatti, Saipem, BP, Gasco, Vegas Oil

MAJOR PROJECTS

CHEVRON TEXACO West Africa gas Pipeline: **67,000MT** SONATRACH: Medgaz GZ4 Algeria: **99,000MT** OMV - Tunisia: Nawara **70,000MT**

CIS & Asia ~250Km*

CUSTOMERS SOCAR, BP, KPO

MAJOR PROJECTS SOCAR gas pipeline: 18,000MT

Middle East ~2.100Km*

USTOMERS

Saudi Aramco, Qatar Petroleum, PDO, OGC, DEWA, SCOP, Gasco, ADNOC, ENNPI, Petrofac, OMV Yemen

MAJOR PROJECTS

SAUDI ARAMCO Projects: **40.000MT** GASCO projects: **22,000MT** PDO projects: **22.000MT**



* Quantities are calculated for the time period 2002-2015

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Delivering energy to the future

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2015-2016 contracts

Trans Adriatic Pipeline AG

(TAP) awarded to CPW 495Km of 48" onshore pipeline (270.000Tn) Realization 2016 - 2017

4 major U.S. projects of 200.000Tn were realised

Innovation in the Norwegian

Sea 12" HFI in length >18m for reel-lay

Gazsystem Frame agreement

2014-2018 First tender awarded to CPW











New investments

Corinth Pipeworks S.A. is upgrading its product portfolio by investing in the manufacturing and coating of 24m length steel pipes (from 18m). The new investments will provide a significant competitive advantage to the EPC contractors by decreasing of the installation cost (less welding operations on site) and time of completion of each project.

Corinth Pipeworks S.A. has just realized its investment in a sour service laboratory. The new investment will provide increased capabilities in the management of pipeline projects having intense sour service conditions



BP 2016 Energy Outlook Metal Bulletin Research



Deeper waters and heavier pipes



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Major prospective projects in the region





of EU gas supply

Fulfillment of energy demand in the region

Latest discoveries

of energy resources Israel, Egypt, Cyprus

+

Significant

market presence

in the US



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VIOHALCO

Hellenic Cables' product range consists of high and extra high voltage power transmission cables, submarine power and telecommunication cables, power distribution cables, building network cables, data and signalling cables, fibre optic cables, as well as enamelled wires.
Over the past decade, the Cablel ® Hellenic Cables Group has evolved into the largest cable manufacturer in South-Eastern Europe, exporting to more than 50 countries. Its production base comprises six plants in Greece, Romania and Bulgaria which manufacture a wide range of products from high voltage submarine cables to extra high voltage power cables and enamelled wires.

The Hellenic Cables Group's product portfolio is commercially traded under the registered brand Cablel [®].

Cables production plants

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Main production plants









FULGOR Cable Plant Corinth

Capacity of 50,000 tons Production capabilities

- HV EHV submarine cables
- HV/EHV cables

Hellenic Cables

- Thiva Cable Plant 60,000 tons Capacity
- Production capabilities
- HV /EHVpower cables
 - Fiber optic cables

ICME ECAB Cable Plant Bucharest, Romania

- 50,000 tons capacity
- Production capabilities
- Power cables Telecommunication cables
- relecommunication cap

Hellenic Cables Oinofyta Compound

20,000 tons capacity

5 Hellenic Cables Enameled Wire Plant Livadia 12,500 tons capacity

> LESCO Sofia, Bulgaria Packing materials production



Cables product portfolio



The largest cable producer in SE Europe

Power cables	Submarine cables	Telecom cables	Enamelled wires	Compounds
Installation & building cables Industrial cables Wind parks Solar farms Marine Railway & underground Mining & tunneling Power network cables Transmission Distribution	 MV submarine cables Paper Insulated Pb insulated HV submarine cables under development Fiber optic submarine cables Composite submarine cables 	 Telecommunication network cables (Copper & fibre optics) Data transmission cables Signaling, instrumentation and control cables 	 Enamelled wires for transformers Enamelled wires for motors 	 Compounds for cables Compounds for other industrial applications



Cables product portfolio



High added-value products

Submarine cables

High / extra high voltage cables

- Specialised cables requiring both capital investment and know-how to produce
- Limited supply, thus high margins
- Increased demand for power grid expansion projects and off-shore wind parks



- High margin products
- Increased demand due to investments in energy sector infrastructure and renewable energy projects









Cables product portfolio



Diversified product and customer mix

Wide product range

Expanded customer mix

- Power and telecom cables, as well as enamelled wires
 Specialized products for niche markets, such as high voltage and extra high voltage cables, oil and gas cables, solar cables, and marine cables
 - Turnkey projects offering ready-to-use solutions
 - Building directly for major customers or through wholesalers
 - Utilities such as PPC (GR), ENEL, EDF, E.ON, CEZ, UK, Austrian and other European utilities
 - Industry such as wind parks, solar farms, petrochemical plants, airports, and large constructions such as tunnels and bridges











- 1. Aluminium
- 2. Copper
- 3. Steel

6. Real estate

Steel pipes

- 7. Technology and R&D
- 8. Recycling

VIOHALCO

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Real estate

Viohalco owns and manages a significant portfolio of commercial real estate assets, mainly through its subsidiary Noval. The most important properties are located in Greece (in Athens, Thessaloniki, Piraeus, Aspropyrgos, Corinth) and Bulgaria and include, among others, office complexes, shopping malls, industrial buildings, warehouses and hotels.

In addition, Viohalco holds a number of significant plots in prime locations for future development. The investment property has a total value of EUR 156 million.



Real estate

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Key real estate assets

Property	Karaiskaki Sq., Athens	Property	96, Kifissos Ave.,	Property	Mare West, Corinth
Owner	Xenka SA (100% subsidiary of Noval SA)	Owner	Athens Viohalco SA	Owner	Corinth Retail Park Sa
Use of property	Hotel	Use of property	River West - Ikea Shopping Center	Use of property	Retail park
Condition of property	In operation	Condition of property	In operation	Condition of property	In operation
Land ('000 m²) Built ('000 m²)	2,2 23,4	Land ('000 m²) Built ('000 m²)	59,6 123,5	Land ('000 m ²) Built ('000 m ²)	71,5 14,0

Real estate

VIOHALCO

Key real estate assets



Property	115, Kifissias Ave., Ampelokipi, Athens
Owner	Sanitas SA (100% subsidiary of Noval SA)
Use of property	Office buildings
Condition of property	Under construction
Land ('000 m ²) Built ('000 m ²)	4,7 39,5

Property	57, Ethnikis Antistasseos street, Halandri, Athens
Owner	Noval SA
Use of property	Office buildings
Condition of property	In operation
Land ('000 m ²) Built ('000 m ²)	4,1 6,0
('000 m²) Built	

Property	252, Pireos Str., Athens
Owner	Viohalco SA
Use of	Industrial buildings,
property	warehouses and offices
Condition	In operation
of property	
Land	72,5
('000 m²) Built	45,1
('000 m²)	

- 1. Aluminium
- 2. Copper
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Viohalco's portfolio includes research and development (R&D) companies which focus on new and high value added products, efficient solutions for the optimisation of industrial and business processes, research into the environmental performance of plants and impact assessment of sustainable growth.

The portfolio also includes engineering, automation and informatics companies with over 30 years' experience producing innovative applications in industry, energy and environment. IT activities include pioneering solutions in the fields of ERP, CRM, BI, traceability and others.

One of the competitive advantages of Viohalco's companies is their expertise in building and upgrading plants, and their experience in planning, re-engineering, process optimisation and supervisory control systems.

Another key strength is human capital; leading process, mechanical and electrical engineers and metallurgists guarantee a steady increase in quality alongside a continuous increase in productivity.

- Aluminium Copper
- 3. Steel
- 4. Steel pipes
- 5. Cables
- 6. Real estate
- 7. Technology and R&D
- 8. Recycling



Viohalco's recycling segment trades and processes secondary raw materials, undertakes waste management and environmental operations, and provides services to industry, consumers, municipalities and corporations.

Recycling is one of Viohalco's most rapidly developing segments. It was formed as the outcome of Viohalco's commitment to the continuous improvement of its companies' environmental performance, and a desire to utilise waste for sustainable development.

In recent years, Viohalco's waste management companies have extended their services and expertise to a large number of external organisations, including multinational companies, public utilities, municipalities and extended producers responsibility schemes.

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