

# GREEK DAILY BRIEF

Friday Sep. 2, 2011

## Statistics

Athens Stock Exchange			
			Shares
MCap(€bn)	36.4	▲	89
Turnover (€mn / mn shares)	66.4 / 36.76	—	141
Blocks (€mn / mn shares)	1.8 / .29	▼	54

Indices	01.09.11	(%) 1day	(%) 30day	(%) Ytd
ASE General	928.86	1.41	-18.83	-34.31
FTSE 20	390.56	1.19	-21.55	-41.10
FTSE 40	952.94	2.43	-16.20	-36.41
FTSE 80	204.29	1.49	-17.78	-19.70
FTSE International	1,037.94	1.27	-21.19	-40.77
Banks	571.95	-0.32	-28.40	-54.28
Telecoms	1,233.15	4.19	-15.31	-26.92
Travel & Leisure	1,471.01	3.88	-20.29	-34.83
Construction	1,698.98	2.55	-12.79	-28.64
ETF Alpha FTSE 20 Idx	3.70	-2.89	-26.15	-43.39
DAX 30	5,730.63	-0.94	-15.69	-17.12
CAC 40	3,265.83	0.28	-7.29	-14.17
FTSE 100	5,418.65	0.45	-5.24	-8.16
Dow Jones	11,493.57	-1.03	-3.14	-0.73
Nasdaq	2,546.04	-1.30	-4.62	-4.03
S&P 500	1,204.42	-1.19	-3.96	-4.23
Nikkei 225	8,950.74	-1.21	-9.08	-12.50
Hong Kong (HSI)	20,363.39	-1.08	-9.18	-11.60
Russia (RTS)	1,682.31	-1.26	-14.52	-4.97
Turkey (ISE 100)	54,589.06	1.64	-12.37	-17.29
Romania (Bucharest)	4,797.30	-0.15	-9.45	-8.95
Bulgaria (Sofix)	376.51	-0.28	-9.19	3.91
Cyprus	457.79	0.39	-22.11	-56.62
Commodities				
Brent ICE (\$/bbl)	113.98	-0.27	-1.89	19.80
WTI NYM (\$/bbl)	88.73	-0.22	-5.81	-6.03
Gold CMX (\$/troy oab.)	1,832.00	0.16	11.40	27.92
Aluminum LME (\$/mt)	2,455.00	-0.57	-5.03	-0.61
Copper LME (\$/mt)	9,145.00	-1.21	-5.23	-4.74
Carbon Fut. (€/mt)	12.89	-0.62	7.33	-9.03
Currencies				
EUR/USD	1.4235	-0.34	0.30	6.34
USD/JPY	76.81	0.25	0.70	5.60
EUR/GBP	0.879	-0.87	-0.87	-2.50
Rates				
Euribor 3m (%)			1.54	
10Yr Bond (GR)	50.95		18.18	
10Yr Bund (GE)	113.85		1.72	
10Yr Bond (US)	111.04		1.60	

ASE Ind. Fut.	01.09.11	(%) day	Prem/Disc % / bps	Volume	Open Interest	Days to Expiry
FT20 Sept	387.00	1.68	-0.91 / -4	16,203	24,891	14

Greek Banks	01.09.11 €	(%) 1 day	(%) 1 month	(%) Ytd
National Bank	3.17	2.6	-28.4	-47.6
EFG Eurobank	1.53	-4.4	-39.8	-59.2
Alpha Bank	2.16	-4.4	-26.8	-43.2
Piraeus Bank	0.63	-3.1	-23.2	-67.4
Bank of Cyprus	1.22	0.8	-17.6	-52.7
Marfin Popular Bank	0.31	0.0	-34.0	-69.0
ATEbank	0.63	-1.6	-16.0	-79.2
Emporiki Bank	1.76	#N/A	N/A	3.5
Hellenic PostBank	1.28	-1.5	-44.8	-56.3
Bank of Greece	19.82	-0.4	-19.3	-31.5
Geniki Bank	0.45	-2.2	-50.0	-78.8
Bank of Attica	0.51	0.0	-26.1	-45.7
Proton Bank	0.28	-3.4	-33.3	-59.4
FTASE 20				
National Bank	3.17	2.6	-28.4	-47.6
OTE	4.48	4.2	-15.3	-26.9
Coca Cola HBC	14.35	0.4	-15.6	-23.7
EFG Eurobank	1.53	-4.4	-39.8	-59.2
Alpha Bank	2.16	-4.4	-26.8	-43.2
OPAP	8.81	3.6	-19.9	-31.9
Piraeus Bank	0.63	-3.1	-23.2	-67.4
PPC	5.99	-0.2	-25.1	-44.2
Bank of Cyprus	1.22	0.8	-17.6	-52.7
Marfin Pop. Bank	0.31	0.0	-34.0	-69.0
MIG	0.32	3.2	-23.8	-54.3
ATEbank	0.63	-1.6	-16.0	-79.2
Hellenic Petroleum	5.90	5.7	-5.3	0.7
Titan Cement	13.55	2.1	-7.7	-16.9
Jumbo	3.95	1.0	-18.6	-20.0
Hellenic Technodomiki	1.81	2.3	-27.0	-46.0
Hellenic PostBank	1.28	-1.5	-44.8	-56.3
Motor Oil	7.03	0.4	-6.8	-6.3
Viohalco	3.43	2.1	-18.9	-15.3
Mytilineos	3.79	1.6	-19.4	-10.0

\* ranked by Market Cap.

Note: Commodities, currencies and rates as at 08:30 today

Source: Bloomberg

## Market Comment

Greek stocks reversed earlier losses to close +1.41% higher on Thursday relying on a non bank stock led mid session reaction. Turnover fell to the level of €66mn. In the US despite early gains the market closed with losses. In Europe, DAX closed negative in contrast to the mild gains for CAC 40 and FTSE 100. US employment report for August expected out today. European futures have opened negative today.

**Anthony Christofidis** AChristofidis@ate.gr +30 210 3687852  
**Electra Doumas** EDoumas@ate.gr +30 210 3687853  
**Nikos Papadopoulos** NPapadopoulos@ate.gr +30 210 3687857

## Highlights

## Economic News

- Reportedly, negotiations between troika representatives and the Greek Finance Ministry stopped late last night. According to press reports, the troika representatives press for additional austerity measures. They estimate 2011 deficit to be at 8.8% of GDP compared to the 7.6% target. From the Greek side it is estimated that the deficit will stand at the level of 8.1% to 8.2% of GDP due to the deepening recession.

## Corporate News

- Greek Energy market** According to press report, on the first date of implementation of the special tax for natural gas the system marginal price surged almost 31% to €73, resulting in losses for PPC, electricity wholesalers, but also energy intensive large exporting industrial electricity consumers. Moreover, even IPPs relying on natural gas are hurt and are reportedly examining the possibility for legal protection measures or filing to the European Competitiveness Authority.
- Frigoglass** On Sep 6 is the ex bonus date for the capital return of €0.16104 per share. Moreover, regarding the 10,090,659 new shares of the share bonus program of 1 new for 4 old shares, the ex bonus date is set for Sep 7. New shares will start trading on Sep 13 2011.

## Consensus Estimates H1 11

### Focus List

## Published H1 11 Results

### Focus List

• Hellenic Petroleum	Released	Wed. Aug 31 bmkt
• Eydap	Released	Wed. Aug 31 bmkt
• Piraeus Bank	Released	Wed. Aug 31 bmkt
• Intralot	Released	Wed. Aug 31 bmkt
• Ellaktor	Released	Tue. Aug 30 amkt
• National Bank of Greece	Released	Tue. Aug 30 amkt
• BOC	Released	Tue. Aug 30 amkt
• FF Group	Released	Tue. Aug 30 amkt
• GEKTERNA	Released	Tue. Aug 30 amkt
• MPB	Released	Tue. Aug 30 amkt
• PPC	Released	Tues. Aug 30 bmkt
• Alpha Bank	Released	Mon. Aug 29 amkt
• Eurobank	Released	Mon. Aug 29 amkt
• Motor Oil	Released	Mon. Aug 29 amkt
• OPAP	Released	Thu. Aug 25 amkt
• OTE	Released	Thu. Aug 4 bmkt
• Frigoglass	Released	Thu. Aug 4 bmkt
• Coca Cola Hellenic	Released	Thu. Aug 4 bmkt
• Mytilineos-Metka	Released	Wed. Aug 3 amkt
• Titan	Released	Tue. Aug 2 amkt
• Hellenic Exchanges	Released	Thu. July 28 amkt

Other Companies:

- See Important Disclosures and Analyst Certification at the end

## Economic News

## Corporate News

### Published H1 11 Results

### Focus List

#### Hellenic Petroleum

Analyst: Anthony Christofidis AChristofidis@ate.gr +30 210 36 87 852

Released Wed. Aug 31<sup>st</sup> (amkt)

##### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
<b>Sales</b>	2,180.0	2,080.0	2,500.0	4.8%	-12.8%
<b>EBITDA</b>	103.0	142.0	76.0	-27.5%	35.5%
<b>EBITDA<sup>1</sup></b>	144.0	183.0	95.5	-21.3%	50.8%
<b>Net Income</b>	60.0	16.0	33.0	275.0%	81.8%
<b>Net Income<sup>1</sup></b>	93.0	60.0	44.7	55.0%	108.1%

Source: Published Financial Statements, consensus estimates

<sup>1</sup> Adjusted results are net of inventory effect & one-off items (special taxes)

##### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
<b>Sales</b>	4,600.0	4,214.0	4,919.0	9.2%	-6.5%
<b>EBITDA</b>	269.0	292.0	241.0	-7.9%	11.6%
<b>EBITDA<sup>1</sup></b>	217.0	306.0	167.5	-29.1%	29.6%
<b>Net Income</b>	179.0	59.0	152.0	203.4%	17.8%
<b>Net Income<sup>1</sup></b>	139.0	103.0	89.7	35.0%	55.0%

Source: Published Financial Statements, consensus estimates

<sup>1</sup> Adjusted results are net of inventory effect & one-off items (special taxes)

Hellenic Petroleum released its Q2 2011 results yesterday amkt, reporting a set of positive results that beat consensus expectations. Group quarterly Adjusted EBITDA reached €144mn (-21% vs Q2 2010). This signals an improvement in trend from Q1 2011 which was -42% behind Q1 2010. Operating results were affected by the weak refining industry environment and the poor economic conditions in the domestic market. However, part of the adverse impact from these conditions was mitigated by higher profits from increased international trading and tight cost control as Group's operating costs are reported 12% down versus last year. Quarterly Adjusted Net Income stood at €93mn (+56%) affected by the positive impact of USD loans revaluation, lower tax provisions and improved performance by DEPA and Elpedison. On a reported results basis, half year net income came at €179mn (H1 2010: €59mn) with EPS at €0.59 per share.

Management suggested that over the next 6-9 months, key priority continues to be the successful delivery of the upgrade project of the Elefsina refinery, which will transform the Group's profitability and value generation capability.

Key highlights and contribution for each of the main business units were as follows:

#### REFINING, SUPPLY & TRADING

- Weak margin environment, Thessaloniki upgrade and industrial action, impacted production, resulting in lower sales volume for both domestic and export markets.
- Adjusted EBITDA at €98mn (Q2 2010: €143mn), adverse exogenous factors were partly mitigated by increased trading contribution and cost control.
- OKTA refinery contribution reached €6mn at EBITDA level for Q2, while sales increased by 14%.

#### DOMESTIC MARKETING

- Challenging market conditions persisted with pressure on margins, leading to an adjusted EBITDA of €4mn (Q2 2010: €7mn).
- Retail network sales volume recovered to last year's levels with market share gains supported by successful marketing campaigns.

#### INTERNATIONAL MARKETING

- Despite challenging market environments in our core markets, performance was broadly in line with last year, with EBITDA at €11mn (vs €13mn in Q2 2010) and market share gains in Bulgaria and Montenegro.

#### PETROCHEMICALS

- Lower volumes due to industrial actions and refinery runs affected results with a €6mn margin loss; however, strong Polypropylene margins supported Petrochemicals EBITDA performance, which adjusted for the impact of strikes, stood at €19mn (Q2 2010: €21mn).

#### ASSOCIATED COMPANIES

- Mild weather conditions affected domestic demand (-4% yoy); however improved spark spreads led to a Net Income contribution from ELPEDISON of €2mn in Q2 2011.
- DEPA contribution to Group results reached €10mn (vs €-3mn in Q2 2010) reflecting higher sales volume and improved profitability of local trading and distribution subsidiaries.

#### Eydap

Analyst: Nikos Papadopoulos NiPapadopoulos@ate.gr +30 210 36 87 852

Released Wed. Aug 31 (bmk)

##### Eydap

##### Q2 11 Published Results

(€mn)	Q2 11 A	Q2 10 A	(%) A	
<b>Sales</b>	87.4	97.9	-10.7%	-
<b>EBITDA</b>	14.6	13.5	8.1%	-
<b>Net Income</b>	3.3	2.9	13.8%	-

Source: Financial Statements

##### Eydap

##### H1 11 Published Results

(€mn)	H1 11	H1 10	(%) A	
<b>Sales</b>	161.1	181.9	-11.4%	-
<b>EBITDA</b>	29.5	22.4	31.7%	-
<b>Net Income</b>	7.8	3.0	159.1%	-

Source: Financial Statements

Eydap announced H1 2011 net income of €7.8mn +159% yoy with sales -11% lower on declining consumption of water and parallel decline also in sewage revenues. The reduction of personnel expenses has contributed to the cost decline, with the reductions due to the respective laws playing their role but also through a reduction of personnel yoy. Fees to third parties on the contrary rose by almost 6.5%. As an

additional positive note we should stress the yoy stop in the rising trend of short term debt and a contained rise in customer receivables. Reported operating cash flow has entered slight positive ground from the negative level reported last year.

## Piraeus Bank

Analyst: Electra Doulmas EDoulmas@ate.gr +30 210 36 87 853

Released Wed. Aug 31<sup>st</sup> (bmkt)

### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
Interest Income	319.4	298.2	0.0	7.1%	-
Fees	50.9	51.9	0.0	-2.0%	-
Total Revenue	398.1	386.6	0.0	3.0%	-
Oper. Costs	204.7	213.8	0.0	-4.3%	-
Provisions	200.7	134.8	0.0	48.9%	-
Net Income	-822.2	3.0	0.0	-	-

Source: Published Financial Statements, consensus estimates

Total Revenues improved by 6.8% yoy in H1 11 and reached €781mn with the main contributor being NII which recorded an increase of 6.3% yoy and reached €628mn. Operating costs amounted to €403mn, decreased by 3.6% yoy, within the context of the target that was set for total operating expenses to be reduced by 5% in FY 2011. Pre-tax and provision profit for H1 11 increased by 19% and reached €372mn compared to €312mn in H1 10, while when excluding trading results pre-tax and provision profit amounted to €348mn increased by 4% compared to €334mn a year ago. The increase in provisions weighed on H1 11 results with provisions up 38.5% yoy to €371mn, due to the adverse economic conditions, especially in Greece.

Furthermore, since Piraeus Bank is participating in the PSI programme for the refinancing of the Greek Government bonds, H1 11 results were impacted by €1,005mn impairment charge. Including this impairment charge, pre-tax profit amounted -€1,004mn in H1 11, while net income attributable to shareholders was -€820mn.

### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
Interest Income	628.1	591.0	308.8	6.3%	103.4%
Fees	99.5	100.5	48.6	-1.0%	104.6%
Total Revenue	781.0	731.0	382.9	6.8%	104.0%
Oper. Costs	402.9	418.0	198.2	-3.6%	103.3%
Provisions	371.3	268.0	170.6	38.5%	117.7%
Net Income	-820.4	10.0	1.8	-	-

Source: Published Financial Statements, consensus estimates

## Intralot

Released Wed. Aug 31<sup>st</sup> (bmkt)

### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
Sales	285.5	312.9	0.0	-8.8%	-
EBITDA	33.6	36.8	0.0	-8.7%	-
Net Income	0.5	10.2	0.0	-95.1%	-

Source: Published Financial Statements, consensus estimates

Revenues and EBITDA grew despite difficult comparison with H1 10, due to the effect of the World Cup in Q2 2010, sports betting payout spikes in Q2 2011 (which weighed on profit margins) and the previous OPAP S.A. contract that expired in July 2010. Revenues increased by 8.4% yoy in H1 11 to €586.4mn. EBITDA reached €72.6mn, +2.5% yoy. Net profit before FX gains/losses and write downs (accelerated depreciation charges of €6.5mn) was shaped at €18.5mn in H1 11 vs. €6.5mn in H1 10 (+183.0%), but EAT after minorities & write-downs decreased 70.4% yoy to €7.5mn.

### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
Sales	586.4	540.9	300.9	8.4%	94.9%
EBITDA	72.6	70.8	39.0	2.5%	86.2%
Net Income	7.5	25.3	7.0	-70.4%	7.1%

Source: Published Financial Statements, consensus estimates

## Ellaktor

Analyst: Electra Doulmas EDoulmas@ate.gr +30 210 36 87 853

Released Tue. Aug 30<sup>th</sup> (amkt)

### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
Sales	333.3	465.8	0.0	-28.4%	-
EBITDA	34.6	70.7	0.0	-51.1%	-
Net Income	-26.1	-9.0	0.0	-191.1%	-

Source: Published Financial Statements, consensus estimates

### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
Sales	694.3	920.4	0.0	-24.6%	-
EBITDA	86.0	144.7	0.0	-40.6%	-
Net Income	-24.3	4.0	0.0	-	-

Source: Published Financial Statements, consensus estimates

Consolidated turnover for H1 11 is €694.25mn compared to €920.36mn in H1 10, down 24.57% yoy. Consolidated EBIT for H1 11 is €31.60mn, compared to €87.26mn for H1 10, down 63.79% yoy. Consolidated EBITDA amount to €86mn compared to €144.74mn for H1 10, down 40.58% yoy. Finally, loss after taxes and minority interests amount to €24.3mn, compared to profit €4.03mn last year. Consolidated loss after tax per share was €0.141 compared to profit €0.023 for the corresponding period of 2010.

## National Bank

Analyst: Anthony Christofidis AChristofidis@ate.gr +30 210 36 87 852

Released Tue. Aug 30<sup>th</sup> (amkt)

## Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
<b>Interest Income</b>	961.0	1,040.0	980.0	-7.6%	-1.9%
<b>Fees</b>	127.0	169.0	120.0	-24.9%	5.8%
<b>Total Revenue</b>	969.0	1,132.0	1,010.0	-14.4%	-4.1%
<b>Oper. Costs</b>	584.0	614.0	605.0	-4.9%	-3.5%
<b>Provisions</b>	441.0	335.0	405.0	31.6%	8.9%
<b>Net Income</b>	-129.0	125.0	-20.0	-	-545.0%

Source: Published Financial Statements, ATESec estimates

Bottom-line result does not account for any PSI write-down effect

## H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
<b>Interest Income</b>	1,952.0	2,075.0	1,971.0	-5.9%	-1.0%
<b>Fees</b>	247.0	333.0	239.0	-25.8%	3.3%
<b>Total Revenue</b>	2,159.0	2,202.0	2,201.0	-2.0%	-1.9%
<b>Oper. Costs</b>	1,187.0	1,221.0	1,208.0	-2.8%	-1.7%
<b>Provisions</b>	822.0	649.0	786.0	26.7%	4.6%
<b>Net Income</b>	29.0	146.0	137.0	-80.1%	-78.8%

Source: Published Financial Statements, ATESec estimates

Bottom-line result does not account for any PSI write-down effect

**National Bank** released its Q2 2011 results yesterday amkt, posting an extreme loss of -€1.47bn (-€1.34bn in H1 2011) burdened by after-tax write-downs totalling €1.34bn on GGBs, due to the imminent rollover of Greek public debt through Private Sector Involvement (PSI). Nevertheless, Core Tier I CAD ratio (without taking into consideration the Hellenic Republic preference shares) still remains above 10%, among the highest in the European banking sector.

According to management, H1 results underline the resilience of the Group's core banking business, despite the extremely adverse climate in the second quarter for both the Greek and the international economies. The key contributors to performance were the sustained pre-provision operating income of the Group, the sharp reduction in operating expenses, especially in Greece where double digit reductions were achieved on a yearly basis, as well as the revenues generated by international operations, particularly Finansbank. Furthermore, pre-provision operating income continues to fully absorb the substantial impairment charges of the first half of 2011, exceeding €820 million, up +27%, improving the provisions coverage to 58% (highest level in the sector).

NBG will continue its policy of further enhancing its capital base, through efficient asset and liability management, and maintaining satisfactory liquidity. Clarity is also attained regarding the outcome of the two important processes that are currently underway – PSI which results in the rollover of the public debt and the completion of the diagnostic exercise on the quality of the domestic loan portfolio commissioned by the Bank of Greece from BlackRock Solutions. Following to those, management will determine its next strategic moves, while the Greek economy and banking system is seen to remain in the face of formidable challenges in the period ahead.

Net profit in H1 2011 stood at €29mn, before write-downs on Greek Government bonds, with net interest margin at 3.65%, and a reduction in operating expenses by -3% yoy.

Write-downs on Greek Government bonds total €1,645mn before tax (18% of book value of GGBs' portfolio), bearing a 203 bps impact on Core Tier I capital.

Provision charges in H1 2011 came at of €822 million (+27% yoy), with provision coverage ratio (+90 dpd) at 58%, being the highest in the sector.

In terms of liquidity, Group loan-to-deposit ratio stands at 110% (Greece: 104%), while assets totalling €2.7bn can readily be used as collateral with the ECB.

Some regional highlights can be summarized as follows:

### Greece

- Core earnings at €668mn, down by -2% yoy
- Core revenues: €1.4bn (-6% yoy) despite the adverse economic conditions
- Operating expenses reduced drastically, by -10% yoy
- Provisions at €676mn, up +45% yoy
- Before write-downs in GGBs, losses at €222mn, compared with losses of €159mn in H1 2010

### Finansbank

- Net profit at TL517mn (€235mn), up +2% yoy
- Dynamic growth in business: lending up by +25% and deposits by +40% yoy
- Further improvement in asset quality, with impairment costs falling to 71bps
- Significant strengthening of liquidity through successful issue, in May, of a 5-year Eurobond totalling US\$500mn.

### SE Europe

- Profit before provisions: €99mn (down -34% yoy)
- Operating costs down by -4% yoy

**Bank of Cyprus**

**Q2 11 Published Results**

(€mn)	Q2 11A	Q2 10A	Q1 11E	(%) A	(A-E) %
Net Interest Income	277.1	254.6		8.8%	-
Net Fees	56.5	59.5		-5.0%	-
Total Revenue*	380	343.0	362.0	10.9%	5.1%
Oper. Costs	176	180.1		-2.4%	-
Cost/Income (%)	46%	53%		-12.0%	-
Provisions	104.3	72.1		44.7%	-
Net Income*	84.0	81.2	62.3	3.4%	34.9%

Source: BOC Financial Results Presentation, where available Bloomberg median consensus estimates

\*Without considering €280.9mn PSI impairment. With impairment Q1 net loss of €183.6mn

**Bank of Cyprus**

**H1 11 Balance Sheet**

(€mn)	H1 2011	Q1 11	FY 10 A	H1 2010	(%) A yoy
Assets	41,750.2	41,716.2	42,637.7	43,197.4	-3.4%
Loans (Net)	28,135.1	27,925.8	27,725.5	26,968.1	4.3%
Deposits	32,643.4	32,194.2	32,952.6	32,553.8	0.3%
FV Investments	59.5	198.9	200.9	207.1	-71.3%
AFS Investments	2,267.4	2,493.9	2,320.2	2,831.9	-19.9%
HTM - L&R Investments	838.6	2,849.6	2,824.5	3,161.8	-73.5%
Equity (excl minor)	3,596.5	2,840.8	2,737.0	2,372.7	51.6%
Loans/Deposits	0.86	0.87	0.84	0.83	4.0%

Source: BOC Financial Results

**H1 11 Published Results**

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
Net Interest Income	552.8	496.2		11.4%	-
Net Fees	112.5	111.8		0.7%	-
Total Revenue*	737.0	681.0	718.0	8.2%	2.6%
Oper. Costs	360.4	353.1		2.0%	-
Cost/Income (%)	52%	52%		-	-
Provisions	183.1	145.6		25.7%	-
Net Income*	155.0	162.6	133.3	-4.7%	16.3%

Source: BOC Financial Results Presentation, where available Bloomberg median consensus estimates

\*Without considering €280.9mn PSI impairment. With impairment H1 net loss of €112.4mn

Bank of Cyprus announced H1 2011 financial results surpassing analysts' expectations for net income before the PSI impairment for GGBs is considered. With the impairment (-€280.9mn) it reported a net loss of €112mn for the semester. GGBs eligible for exchange were impaired 26% of nominal value (BOC will participate with bonds of €1,076mn in nominal value). The impairment impact on equity will be only €20mn (for regulatory capital the Central Bank of Cyprus already demands AFS reserves to be considered anyway). Net interest income grew 11% yoy on rising NIM yoy to 2.78%. Operating costs grew only 2% yoy. Balance sheet contracted yoy 3.4% while deposits stood at similar levels and loans grew yoy. Group NPL ratio at 8.2% with Greece at 9.3% and Group coverage 54%. Including the impairment Group Core Tier 1 at 8%. The Group reported ROE of 11% for the semester (not considering one off impairment)..

**Marfin Popular Bank**

Analyst: Nikos Papadopoulos NiPapadopoulos@ate.gr +30 210 36 87 857

Released Tue. Aug 30 (amkt)

**MARFIN POPULAR BANK**

**Q2 11 Published Results**

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
Net Interest Income	195.3	178.7		9.3%	-
Net Fees	44.4	49.2		-9.8%	-
Financial and other income	23.1	19.1		20.9%	-
Total Revenue	262.8	247.0	250	6.4%	5.1%
Oper. Costs	156.4	159.0		-1.6%	-
Cost/Income (%)	60%	64%		-7.5%	-
Provisions	104.4	69.4		50.4%	-
Net Income*	3.6	10.9	5	-67.0%	-28.0%

Source: Company Financial Results presentation/statements, where available Bloomberg median consensus estimates

\* Q2 11 reported net income without GGB rightdown. Including impairment of 274mn Q2 net loss of -\$270.4mn.

**MARFIN POPULAR BANK**

**H1 11 Balance Sheet**

(€mn)	H1 11A	Q1 2011	FY 2010	H1 2010	(%) A yoy
Assets	39,409	40,471	42,580	43,287	-9.0%
Loans (Net)	26,629	26,631	27,431	26,581	0.2%
Deposits	23,072	23,978	25,508	25,344	-9.0%
NPLs	8.4%	8.0%	7.5%	6.6%	27.3%
Equity (excl minorities)	3,946.0	4,089	3,536	3,563.0	10.7%
Tier 1 ratio (%)	11.4%	12.1%	10.0%	9.8%	16.3%
Loans/Deposits	115%	111%	108%	105%	10.0%

Source: Company Financial Results Presentation/Statements

**H1 11 Published Results**

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
Net Interest Income	376.8	355.1		6.1%	-
Net Fees	90.8	102.4		-11.3%	-
Financial and other income	109.3	61.8		76.9%	-
Total Revenue	576.9	519.3	564.1	11.1%	2.3%
Oper. Costs	313.7	313.7		-	-
Cost/Income (%)	54%	60%		-10.0%	-
Provisions	182.8	140.5		30.1%	-
Net Income*	77.1	52.6	76	46.6%	1.4%

Source: Company Financial Results presentation/statements, where available Bloomberg median consensus estimates

\* H1 11 reported net income without GGB rightdown. Including impairment of 274mn H1 net loss of -\$196.9mn.

Marfin Popular Bank announced H1 2011 results roughly in line with analyst expectations. It additionally recorded a €274mn impairment for the PSI on GGBs of €2.6bn. This impairment is a final one not to be followed by any supplementary. Effect on regulatory capital is only €56mn since AFS reserves were already being considered in regulatory capital under the requirements of the Cypriot regulator. Without PSI impairment MPB posted an H1 2011 net gain of €77mn (€3.6mn in Q2) while considering the impairment the net loss amounted to €196.9mn.

Net interest income growth was good supporting revenue growth (in other H1 2011 income we should also consider the one off effect of Q1 2011 sale of the Australian subsidiary) while operating costs were tightly contained with focus on Greece. NIM for the Group rose on a sequential and yoy basis to 2.14% with loan spreads staying broadly flat but deposit spreads improving in Greece and Cyprus. To note the fall in deposits yoy caused by the sharp fall of deposits in Greece. Balance sheet is down -9% yoy. According to the bank, NPL formation has been almost stable yoy and qoq, with cost of risk rising for the quarter and on a yoy basis as a result of Greek operations. NPLs at 8.4% from 8% in Q1 2011 with coverage at 47% (with Greece 39%). Considering also the PSI impairment, pro forma core Tier 1 at 8.6% from 9.4% in Q1 and 7.2% a year ago.

**Folli Follie Group**

Analyst: Nikos Papadopoulos NiPapadopoulos@ate.gr +30 210 36 87 857

Released Tue. Aug 30 (amkt)

**FOLLI-FOLLIE Group**

**Q2 11 Published Results**

(€mn)	Q2 11A	Q2 10 A	Q2 11E	(%) A	(A-E) %
Sales	269.6	235.3	237.5	14.6%	13.5%
EBITDA	54.3	49.0	51.0	10.7%	6.6%
Net Income	26.2	14.6	24.9	79.5%	5.2%

Source: Published Financial Statements, 2010 net income estimated adjusted for merger, Bloomberg consensus estimates

**H1 2011 Published Results**

(€mn)	H1 11A	H1 10 A	H1 11E	(%) A	(A-E) %
Sales	488.8	464.7	456.7	5.2%	7.0%
EBITDA	97.8	103.4	94.5	-5.4%	3.5%
Net Income	49.3	43.7	48.0	12.9%	2.7%

Source: Published Financial Statements, Bloomberg consensus estimates



Folli Follie Group announced H1 2011 results slightly beating estimates for H1 2011 revenue, but not far from analysts' profitability expectations. Sales and net income both grew yoy (only EBITDA posted a 5.4% loss). Second quarter performance was positive for results. H1 revenue growth according to the company would have been stronger if not for currency translation effects and was boosted by travel retail and jewellery/accessories business, while department store sales domestically declined.

## GEKTERNA

Analyst: Anthony Christofidis AChristofidis@ate.gr +30 210 36 87 852

Released Tue. Aug 30<sup>th</sup> (amkt)

Sales	Ch%	EBITDA	Ch%	PBT	Ch%	Net Income	Ch%
413,8	+50%	56,5	+83,3	7,9	-22	0,5	-73

GEKTERNA released its Q2 2011 results yesterday, posting a net income of €4.1mn (+13.8% yoy), with EBITDA reaching €56.5mn (+83.3% yoy) on sales that grew 50% yoy to €413.8mn. However, net income attributed to shareholders stood at a lower €0.5mn (-73% yoy) due to substantial minorities in Group accounts.

The Group recorded a good performance of Thermal Energy division with €13.7mn EBITDA in H1 for 50% of 2 gas fired plants compared to €1.6mn last year. Total CAPEX came at €107.5mn (€102mn in RES division) in H1 2011. Meanwhile, construction division was supported by energy plants construction for third parties, generating €32.9mn in EBITDA. Total installed, under construction or ready to build RES capacity stood at 702 MW.

**Net Financial Debt increased by €129.5mn due to CAPEX in Renewables and working capital needs in the construction of Energy Plant (EPC) for third party. Management anticipates for a significant decrease in construction debt till year-end due to collections from EPC contracts.**

## Terna Energy

Released Tue. Aug 30<sup>th</sup> (amkt)

Sales	Ch%	EBITDA	Ch%	PBT	Ch%	Net Income	Ch%
27,9	-3	13,2	+35,6	10	+34,9	6,7	+57,6

**Terna Energy** generated an H1 2011 net income of €6.7mn (+57.6% yoy) with new installation licenses obtained for 117 MW wind + 8 MW PV. New RES installations in operation - 59.5 MW wind + 8.5 MW mini Hydro. Installed capacity now reaches 229.5 MW, while wind load factor (LF) stands at 27% (28.5% including small Hydro). Terna Energy capex came at €102mn in H1 2011, while €290mn are already spent for under construction RES installations. Total installed, under construction or ready to build capacity reaches 702 MW.

## PPC

Analyst: Nikos Papadopoulos NPapadopoulos@ate.gr +30 210 36 87 857

Released Tue. Aug 30 (bmkt)

PPC Q2 2011 Published Results					PPC H1 2011 Published Results						
(€mn)	Q2 11 A	Q2 10 A	Q2 11 E	(%) A	(%) E	(€mn)	H1 11 A	H1 10 A	H1 11 E	(%) A	(%) E
Sales	1,343.0	1,403.2	1,332.1	-4.3%	0.8%	Sales	2,719.1	2,894.5	2,708.2	-6.1%	0.4%
EBITDA	276.1	298.0	241.4	-7.3%	14.4%	EBITDA	603.8	821.1	569.1	-26.5%	6.1%
Net Income	35.5	90.4	36.1	-60.7%	-1.8%	Net Income	128.8	347.9	129.4	-63.0%	-0.5%

Source: Published Financial Results Announcement, Selective analyst reports average consensus (available on 21 Source: Published Financial Results Announcement, Selective analyst reports average consensus (available on 25-

PPC announced H1 2011 net income €128.8mn (-63%) yoy on sales of €2719.1mn (-6.1% yoy) overall roughly in line with analyst' expectations. Revenue declined on the back of declining electricity consumption (excluding exports and pumping, electricity demand decreased by approximately -1.8%, while total electricity demand in Greece increased in 1H2011 by +0.2%). According to PPC, the rate of the revenue decline has slowed down in the second quarter, mainly due to a more favorable sales mix and the reduced demand in low margin customer categories, whereas the market share loss rate is stabilizing (smaller market share loss in Q2 compared to Q1 2011 yoy). Market share in the domestic market at 93% in H1 2011 from 97.4% in H1 2010. Hydro generation for PPC fell -45% compared to the record level of 2010 driving energy purchases much higher for the company, while liquid fuel cost burdened expenses. The company managed to contain personnel expenses not only from the enforced by law last year's payroll cuts but also from personnel retirements outnumbering new hiring and from the reduction in overtime and shifts expense.

## Alpha Bank

Analyst: Electra Doumas EDoumas@ate.gr +30 210 36 87 853

Released Mon. Aug 29<sup>th</sup> (amkt)

Q2 Published Results					
(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
Interest Income	450.0	488.0	437.8	-7.8%	2.8%
Fees	74.4	102.1	0.0	-27.1%	-
Total Revenue	564.0	581.1	0.0	-2.9%	-
Oper. Costs	282.4	297.2	0.0	-5.0%	-
Provisions	271.9	161.0	270.7	68.9%	0.4%
Net Income (EAT)	-535.3	27.7	-2.9	-	-

Source: Published Financial Statements, consensus estimates

H1 Published Results					
(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
Interest Income	879.4	917.4	867.2	-4.1%	1.4%
Fees	144.3	172.0	0.0	-16.1%	-
Total Revenue	1,116.1	1,133.1	0.0	-1.5%	-
Oper. Costs	556.3	571.1	0.0	-2.6%	-
Provisions	532.2	421.3	531.0	26.3%	0.2%
Net Income (EAT)	-524.8	38.2	7.6	-	-

Source: Published Financial Statements, consensus estimates

Alpha Bank reported H1 11 net profit of €14mn, down 63.6% yoy, mainly as a result of the deepening recession of the Greek economy, and net losses profit attributable to shareholders after impairments for the GGB portfolio (impairment of almost 21%) of -€524.8mn. NII reached

€879.4mn, a 4.1% decline yoy, affected by the yoy reduction of loan book by €2.8bn (-5.3% yoy). **Net fee and commission income** stood at €144.3mn, a decrease of 16.1%, in line with the slow-down in new loan disbursements and network-related transactions. **Income from financial operations** reached €56mn, while other income stood at €36.4mn. The Bank's **cost-to-income** ratio dropped 60bps to 49.8%. In Greece, operating costs were reduced by 3.7% to €399.8mn, while in SEE the cost base shrank by 0.1% to €151.9mn.

At 30 June 2011, **customer assets** reached €36.6bn and **total deposits** stood at €33.5bn. In Greece, deposits amounted to €26.9bn. In SEE, deposits stood at €6.3bn, down €220mn compared to the end of March 2011. Finally, Private Banking balances stood at €2.5bn and mutual fund balances declined to €1.1bn, both affected by the adverse market environment.

**Loans and advances to customers (gross)** decreased by 5.3%, reaching €50.5bn compared to €53.3bn at the end of June 2010. This development was driven primarily by a 3.8% volume decrease in Greece and a further 7.4% decrease in the SEE portfolio. In Q2 11, the trend in deleveraging continued, with the loan portfolio balances decreasing by a further €0.3bn.

**Impairments on loans** amounted to €532.2mn, with the cost of credit rising to 209 bps for the six-month period, compared to 158 bps in H1 2010. The **NPL ratio** increased by 100 bps reaching 10.3% at the end of June 2011. NPLs reached 10.6% in Greece and 9.2% in SEE. Allowances for impairments were strengthened further to €2.5bn, representing 5% of loans compared to 3.7% at the end of June 2010. This translates to a **coverage ratio** of 48% of NPLs, or 126% inclusive of collaterals.

Despite the significant size of the **GGB impairments**, Alpha Bank's **Core Tier I** ratio stood at 10%, **Tier I** at 11.1% and **Total Capital Adequacy** at 12.3%. **RWAs** stood at €47.5bn down by 7% yoy or €3.6bn, translating into 72 bps of capital release.

## Eurobank

Analyst: Anthony Christofidis AChristofidis@ate.gr +30 210 36 87 852

Released Mon. Aug 29<sup>th</sup> (amkt)

### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
Interest Income	515.0	524.0	511.0	-1.7%	0.8%
Fees	86.0	97.0	72.0	-11.3%	19.4%
Total Revenue	621.0	691.0	638.0	-10.1%	-2.7%
Oper. Costs	297.0	314.0	301.0	-5.4%	-1.3%
Provisions	320.0	316.0	325.0	1.3%	-1.5%
Net Income	-661.0	48.0	6.0	-	-

Source: Published Financial Statements, consensus estimates

### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
Interest Income	1,100.0	1,076.0	1,009.0	2.2%	9.0%
Fees	180.0	192.0	147.0	-6.3%	22.4%
Total Revenue	1,300.0	1,401.0	1,151.0	-7.2%	12.9%
Oper. Costs	604.0	631.0	608.0	-4.3%	-0.7%
Provisions	655.0	628.0	665.0	4.3%	-1.5%
Net Income	-588.0	68.0	74.0	-	-

Source: Published Financial Statements, consensus estimates

**Eurobank** released its Q2 2011 results yesterday, posting net loss of €661mn. The Bank, implementing the EU Council decisions of July 21<sup>st</sup>, will participate in the voluntary Greek government bond (GGBs) swap exchange, in the context of the Private Sector Involvement Program, with bonds of €5bn nominal value. The valuation reduction is estimated at 16.7% of face value pre tax and €664mn after tax and it is reflected in the Q2 2011 results. Following the PSI bond exchange, the remaining exposure of the Bank in GGBs is reduced significantly to below €2bn.

## Motor Oil

Analyst: Anthony Christofidis AChristofidis@ate.gr +30 210 36 87 852

Released Mon. Aug 29<sup>th</sup> (amkt)

### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
Sales	2,311.0	1,331.8	2,219.0	73.5%	4.1%
EBITDA	89.4	50.0	70.6	78.8%	26.6%
EBITDA <sup>1</sup>	100.4	52.3	79.1	92.0%	26.9%
Net Income	42.7	7.1	29.3	501.4%	45.7%
Net Income <sup>1</sup>	50.1	8.5	34.1	489.4%	46.9%

Source: Published Financial Statements, consensus estimates

<sup>1</sup> Adjusted results are net of inventory effect & one-off items

### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
Sales	4,135.0	2,441.8	4,043.0	69.3%	2.3%
EBITDA	207.8	85.8	189.0	142.2%	9.9%
EBITDA <sup>1</sup>	183.8	83.8	162.5	119.3%	13.1%
Net Income	105.1	19.6	91.7	436.2%	14.6%
Net Income <sup>1</sup>	85.1	18.0	68.4	372.8%	24.4%

Source: Published Financial Statements, consensus estimates

<sup>1</sup> Adjusted results are net of inventory effect & one-off items

**Motor Oil** released its Q2 2011 results yesterday, posting a solid profit of €50mn, quite ahead of consensus estimates. The Company managed to post yoy rise in both its blended and trading refining margins. This came despite the worsening conditions during the quarter, as the benchmark cracking margin declining by 24.2% yoy and almost 34.1% qoq in Q2 2011. The Brent oil price was also down 4.2% qoq, while the Euro appreciated by c5.3% against the US\$ since the beginning of the quarter.

## OPAP

Analyst: Anthony Christofidis AChristofidis@ate.gr +30 210 36 87 852

Released Thur. Aug 25<sup>th</sup> (amkt)

### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
Sales Total	1,069.9	1,371.6	1,062.3	-22.0%	0.7%
Stihima	362.5	564.2	355.4	-35.7%	2.0%
Kino	545.3	651.6	553.9	-16.3%	-1.6%
EBITDA	154.0	213.9	161.7	-28.0%	-4.8%
Net Income	106.9	60.0	122.3	78.2%	-12.6%

Source: Published Financial Statements, consensus estimates

### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
Sales Total	2,191.4	2,744.0	2,183.8	-20.1%	0.4%
Stihima	792.6	1,123.4	785.5	-29.4%	0.9%
Kino	1,127.0	1,326.9	1,135.6	-15.1%	-0.8%
EBITDA	368.1	475.6	375.9	-22.6%	-2.1%
Net Income	273.7	251.9	289.2	8.7%	-5.4%

Source: Published Financial Statements, ATESec estimates

**OPAP** published its Q2 2011 results yesterday amkt, posting a drop by 30% in like-for-like net result (we remind that in Q2 2010 the Company acknowledged a wind-off tax charge of €93mn). Bottom-line result stood somewhat below consensus (-12.6%), revealing a quite difficult domestic operating environment at the moment.

In the 6months of 2011, revenues were down 20.1% to €2,191.4m (2010: €2,744.0mn) primarily driven by the macroeconomic environment and the World cup event in Q2 2010. EBITDA margins were largely resilient (16.8% versus 17.3%) with EBITDA down 22.6% at €368.1mn. Net profit was up 8.7% to €273.7mn (2010: €251.9mn) and 20.8% lower compared to H1 2010 adjusted net profit of €345.7mn due to the extraordinary tax charge of €93.8mn in H1 2010. Accordingly, earnings per share came at €0.86 (2010: €0.79).

Commenting on the H1 2011 results, OPAP's Chairman & CEO Mr. Ioannis Spanoudakis noted that on the background of a particularly challenging macroeconomic environment, OPAP demonstrated significant operating resilience during the first half of the year, rigorously managing its cost base and maintaining its operating margins. At the same time, OPAP successfully rolled out new-fixed odds products, such as the Monitor Games. The recent endorsement of the new Greek Gaming Law by the Parliament in August provides management with a much needed visibility for the gaming business environment over the coming years. OPAP is uniquely positioned to take advantage of a broad array of opportunities in new market segments, such as VLTs, instant tickets & lotteries and online gaming. Strong distribution network, coupled with a strong understanding of the gaming markets, robust balance sheet and sound capital structure, OPAP will position itself versus strategic opportunities and pursue those that maximize value for shareholders.

## OTE

Released Thu. Aug 4 (bmkt)

### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
<b>Sales</b>	1,254.9	1,358.6	1,227.0	-7.6%	2.3%
<b>EBITDA</b>	396.9	463.2	403.5	-14.3%	-1.6%
<b>Net Income</b>	62.2	-60.8	39.3	-	58.3%

Source: Published Financial Statements, Blg consensus estimates

### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
<b>Sales</b>	2,479.7	2,759.7	2,456.0	-10.1%	1.0%
<b>EBITDA</b>	790.2	941.9	835.5	-16.1%	-5.4%
<b>Net Income</b>	92.4	5.0	88.1	1748.0%	4.9%

Source: Published Financial Statements, Blg consensus estimates

OTE announced H1 2011 financial results roughly in line with consensus on revenue but better than expected Q2 net profit, posting a -10% decline in revenue yoy and net income of €92.4mn for H1 2011 (€62.2mn Q2 2011 compared to a -€60.8mn loss in Q2 2010). The Company sees a drop in the rate of revenue decline mainly from mobile telephony in Greece which finds as a positive first indication of a potential upcoming stabilization in the market. Operating costs were contained. Net income for the second quarter surpassed analyst estimates. We should note that for Q2 2011 the company was burdened with a €10mn cost for voluntary redundancies compared to €40mn in Q1 2011. Moreover, interest expense for Q2 2011 at €68.5mn compared to €97.1mn the previous year also helped net profitability.

## Coca Cola Hellenic

Released Thu. Aug 4 (bmkt)

### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
<b>Sales</b>	1,979.6	1,923.1	1,985.0	2.9%	-0.3%
<b>EBITDA</b>	317.7	365.6	305.0	-13.1%	4.2%
<b>Net Income</b>	141.4	171.9	166.0	-17.7%	-14.8%

Source: Published Financial Statements, Blg consensus estimates

### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
<b>Sales</b>	3,395.7	3,300.1	3,401.0	2.9%	-0.2%
<b>EBITDA</b>	440.3	515.3	433.0	-14.6%	1.7%
<b>Net Income</b>	132.5	197.6	170.0	-32.9%	-22.1%

Source: Published Financial Statements, Blg consensus estimates

CC Hellenic posted volume growth of 3% for the semester with almost equal sales revenue yoy. Sales growth was led by markets with lower net sales revenue per case. Volume growth was led by 6% yoy rise in developing and 3% in emerging markets. The fall in operating profit yoy is attributed to commodity cost impact and the economic difficulties of certain key markets. FCF of €117mn was achieved in H1 2011. The Group expected FCF of €1.6bn in 2011-2013 and cumulative Capex of €1.5bn. Pricing initiatives are expected to be undertaken in H2 2011 in certain markets.

## Frigoglass

Released Thu. Aug 4 (bmkt)

### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
<b>Sales</b>	187.7	142.8	172.5	31.5%	8.8%
<b>EBITDA</b>	27.3	26.3	28.5	3.7%	-4.4%
<b>Net Income</b>	10.6	10.1	11.8	4.7%	-10.0%

Source: Published Financial Statements, Blg consensus estimates

### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
<b>Sales</b>	322.5	236.0	308.0	36.7%	4.7%
<b>EBITDA</b>	50.0	42.3	51.4	18.3%	-2.6%
<b>Net Income</b>	19.3	14.8	20.8	30.4%	-7.0%

Source: Published Financial Statements, Blg consensus estimates

Sales for H1 2011 grew 36.7% to €322.5mn. Cool operations (+38.5% yoy) drove sales growth as in Q1 2011. Eastern Europe Cool operations sales continued their aggressive expansion while the positive Q1 momentum of Western Europe continued on. Sales in Asia/Middle East were flat while in Asia/Oceania declined. Sales to Coca Cola Hellenic posted a 207.4% increase in H1 2011 yoy. Glass operations sales grew 26.8% yoy. Company net income grew +30% yoy for H1 2011 with a much smaller growth attributed for Q2 2011, offset somewhat by bigger finance costs. High input costs driven by higher commodity costs has been an issue in 2011, with a stronger than anticipated demand in Q2 leading to sourcing of higher cost units in the second quarter. For the rest of the year input costs will be high but the effect is expected to be more normalized through production efficiencies.

## Mytilineos Holdings -Metka

Released Wed. Aug 3 (amkt)



Analyst: Nikos Papadopoulos NIPapadopoulos@ate.gr +30 210 36 87 857

#### METKA

##### Q2 11 Published Results-Blg Consensus

(€mn)	Q2 11A	Q2 10 A	Q2 11E (ATE Sec Est)	(%) A	(A-E) %
Sales	315.6	118.6	177.0	166.1%	78.3%
EBITDA	46.2	22.8	28.7	102.6%	61.0%
Net Income	31.9	10.8	18.1	195.4%	76.2%

Source: Financial Results announcement, ATE Sec consensus estimates

#### MYTILINEOS HOLDINGS

##### Q2 11 Published Results-Blg Consensus

(€mn)	Q2 11A	Q2 10 A	Q2 11E (Blg median cons Est)	(%) A	(A-E) %
Sales	430	209.7	329.0	105.1%	30.7%
EBITDA	63	36.7	49.3	72.2%	28.2%
Net Income	16	15.1	9.6	3.0%	61.5%

Source: Financial Results announcement, Blg consensus estimates

#### METKA

##### H1 11 Published Results-Blg Consensus

(€mn)	H1 11A	H1 10 A	1 10A (Adj)	H1 11E (ATE Sec Est)	(%) A	(%) A (Adj)	(A-E) %
Sales	477.8	256.5	224.1	339.2	86.3%	113.2%	40.9%
EBITDA	72.2	73.6	41.2	54.7	-1.9%	75.2%	32.0%
Net Income	49.6	48.3	21.3	35.8	2.7%	132.9%	38.5%

\*Adj: Adjusted for one off subsidiary sale

Source: Financial Results announcement, ATE Sec consensus estimates

#### MYTILINEOS HOLDINGS

##### H1 11 Published Results-Blg Consensus

(€mn)	H1 11A	H1 10 A	1 10A (Adj)	H1 11E (Blg median cons)	(%) A	(%) A (Adj)	(A-E) %
Sales	711.0	415.5	383.1	615.5	71.1%	85.6%	15.5%
EBITDA	107.0	94.2	61.8	89.0	13.6%	73.1%	20.2%
Net Income	30.5	43.5	28.9	26.3	-29.9%	5.5%	16.0%

\*Adj: Adjusted for one off subsidiary sale

Source: Financial Results announcement, Blg consensus estimates

Mytilineos Group-Metka posted strong H1 2011 results beating consensus and our H1 2011 Metka estimates. Driven by unexpectedly strong project execution for the quarter, Metka surpassed all expectations with stellar turnover growth supporting heavily Group results. Mytilineos Group results gained from strong aluminum prices yoy (although dollar weakness and fuel costs affected adversely) and recorded also significant contribution from the energy sector. More details are to be known especially after Thursday's afternoon conference call.

## Titan Cement

Release date **Tue. Aug 2 (amkt)**

#### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
Sales	304.1	394.8	325.0	-23.0%	-6.4%
EBITDA	93.5	100.2	67.9	-6.7%	37.7%
Net Income	27.7	43.5	17.1	-36.3%	62.5%

Source: Published Financial Statements, Blg consensus estimates

#### H1 Published Results

(€mn)	H1 11A	H1 10A	H1 11E	(%) A	(A-E) %
Sales	557.0	680.8	577.0	-18.2%	-3.5%
EBITDA	141.4	161.4	121.0	-12.4%	16.9%
Net Income	23.4	68.3	12.1	-65.7%	93.4%

Source: Published Financial Statements, Blg consensus estimates

Titan posted H1 2011 results roughly within expectations, with only net income (from a low base anyway) exceeding median analyst consensus. Sales at €557mn for the semester declined -18% yoy, with EBITDA at €141.4mn down -12.4% yoy. Sharp fall in construction activity in Greece and the weakness in US are the main reasons (as expected) for the operating result deterioration. Moreover, the strength of the Euro towards the US\$, the Turkish Lira and the Egyptian pound have led to negative foreign exchange effects decreasing profit by almost €20.3mn. To note that this effect in Q2 was only around €6mn and with the collection of the clay tax fee in Egypt, can explain the better than median analyst expectations net income in Q2. Net debt is on a continued fall at €745mn in Q2 (€971 in FY 2009, €777 in FY 2010). Capital expenditures were also reduced following the completion of the Group's major investments in Egypt and Albania. The Group targets solid FCF creation in the current environment. Looking forward in the year, there can be no expectation for material improvement in the situation in Greece and the US, with any EU support for Greece to support public investments not expected to have effect within 2011. Moreover, developments in Egypt still point towards a short term decline in demand for building materials.

## Hellenic Exchanges

Release date **Thu. July 28<sup>th</sup> (amkt)**

#### Q2 Published Results

(€mn)	Q2 11A	Q2 10A	Q2 11E	(%) A	(A-E) %
Sales	10.7	16.4	10.0	-34.8%	7.0%
EBITDA	7.8	10.4	4.5	-25.0%	75.3%
Net Income	7.5	0.2	4.0	3847.4%	87.5%

Source: Published Financial Statements, Blg consensus estimates

Despite the drop in trading turnover Helex announced results exceeding only slightly Blg analyst consensus for sales. If extraordinary tax is included for 2010, last year's net income stood at €17.9mn so there is no increase yoy in H1 2011. In H1 2011 the Group had non recurring income of €5.1 mn. Operating expenses were effectively contained.

## Other Companies

## Consensus Estimates H1 2011 Results



## DISCLOSURES

### GENERAL DISCLOSURES

- The contents of this report have been prepared and issued by ATE Securities SA, a subsidiary of ATEbank.  
**ATE Securities SA (License no. 85/8.10.1996, 2/301/14.05.2004, 19/469/18.4.2008) is supervised by the Hellenic Capital Market Commission (HCMC).**
- The included material is for informative purposes only and under no circumstances should it be considered as an offer to sell or as a solicitation of an offer to buy any security. ATE Securities SA may do and/or seeks to do business with the companies mentioned herein. ATE Securities SA employees and/or its Directors could have a different opinion and/or hold a different position and/or make markets in the named securities. As a result, investors should be very prudent and consider this report and views expressed herein, as only a single factor in making their investment decisions. Securities referred to in this document may be susceptible to investment risks, including possible partial or full loss of the capital invested.
- ATE Securities SA has internal procedures and regulations in order to regulate the objectivity of the flow of information and conflicts of interest that may rise. In specific:
  - (i) The Research & Analysis Department is located at a separate location from Investment Banking, Capital Market Sales and the Asset Management departments of the company and research reports are produced away from the aforementioned departments.
  - (ii) Chinese Walls are set between the different Departments in order to secure confidentiality of flow of information and market abuse behaviour and
  - (iii) The analysts of the Department make use of any public non material information, make company visits and take every effort to ensure the credibility of their sources.

### ANALYST CERTIFICATION

ATE Securities SA research analysts certify that:

- (i) The views expressed in this research report **accurately reflect** their personal view about the relevant securities or issuers on the date the report is issued.
- (ii) **No part of their compensation** was, is, or will be, directly or indirectly, related to the specific views or recommendations expressed in the report.

### COMPANY-SPECIFIC DISCLOSURES

#### Share Price

All financial data calculated, are based on the closing price of the previous day, unless otherwise stated.

#### Frequency of Disclosures

There is no predetermined period for revision updates. ATE Securities SA policy, however, outlines that any major developments in the companies mentioned, should be carefully screened, and it is the analyst's decision whether any such developments materially change their view or opinion stated herein, in order to proceed for an update.

#### Companies Mentioned in the Report

#### Disclosure Outline

- 1 ATE Securities SA and / or any of its affiliates owns 5% or more of the total share capital of the Company
- 2 The Company and / or its affiliates owns 5% or more of the total share capital of ATE Securities SA and / or its affiliates
- 3 ATE Securities SA acts as a market maker for the securities of the Company
- 4 ATE Securities SA has been asked to prepare and or will receive compensation from the company for the preparation of the report
- 5 ATE Securities SA, its affiliates or subsidiaries has acted as manager/co-manager in the underwriting or placement of securities of this company within the past 12 months
- 6 ATE Securities SA, its affiliates or subsidiaries has received compensation for investment banking services from this company within the past 12 months
- 7 ATE Securities SA, provides, or has provided the company with non-investment-banking, securities related services in the past 12 months
- 8 ATE Securities SA, receives, or has received non-investment-banking, securities related services by the company, in the past 12 months
- 9 ATE Securities SA, receives, or is expected to receive investment banking services from this company within the next 3 months
- 10 ATE Securities SA, receives, or is expected to receive non-investment-banking, securities related services from this company, in the next 3 months
- 11 i ATE Securities SA has sent this report to the company prior to publication for factual verification
- ii ATE Securities SA has altered the contents of the report sent initially, on the following issues: *NO ALTERATION*

## EQUITY RATING SYSTEM

As of Aug.1 2006, ATE Securities SA has adopted a new rating system. Under the old rating system, ratings and definitions were: Buy, when the estimated valuation fair value exceed current market price by 20% or more, Sell, when the current market price exceed the estimated valuation fair value by 20% or more and Hold, when the estimated valuation fair value falls between the two above range points.

### ATE Securities SA - Universe

ATE Securities SA Universe has a universe focused mainly on large capitalisation stocks that represents approx. 76% of ATHEX Market Cap.

### Guide to Investment Research Rating System

Under the new Investment Research Rating System, in effect as of Aug.1 2006, **Investment Outlook** refers to the overall view of the analyst covering the company and is not a recommendation. The overall assessment of the company includes a *three factor rating system*: **Investment Rating (O, N, U, NR, UR, R, RS, CS) - Risk Rating (1, 2, 3) - Income Rating (1, 2, 3, 4)**.

Quantitative factors are updated at least quarterly or when deemed necessary.

### Investment Rating

The five different categories are indicative of expectations of stock return. Stock return includes price appreciation over the next 6-12 months. In specific:

VIEW	Prefix	Definition
Overweight	<b>O</b>	Stock Return > +9%
Neutral	<b>N</b>	Stock Return in the range [-9%, +9%]
Underweight	<b>U</b>	Stock Return < -9%
Not Rated	<b>NR</b>	The company is not covered by ATE Securities SA Research & Analysis Department
Under Review	<b>UR</b>	Rating not currently available
Restricted	<b>R</b>	ATE Securities SA policy and/or law prohibits investment recommendation
Rating Suspended	<b>RS</b>	There is no sufficient fundamental basis for determining an investment rating or target.
Coverage Suspended	<b>CS</b>	We have suspended coverage on this company

### Risk Rating

Risk is measured by a 2-factor equally-weighted model, which takes into account (i) Stock Volatility and (ii) Liquidity

Risk Factor	Definition	Quantification <sup>(1)</sup>
Stock Volatility	The stocks' standard deviation annualized (log scale)	Bottom 25% percentile
		Medium 25% percentile
		Top 50% percentile
Liquidity	Net Shares traded as % of total shares over a 12-month period	Top 20% percentile
		Medium 40% percentile
		Bottom 40% percentile

(1) percentiles of ATE Securities SA Universe

Source: Athens Stock Exchange, Bloomberg, Effect Finance Database

We use a scale of 1 to 3 to describe Low, Medium, High risk respectively, also taking into account qualitative factors.

When a rating is applied on an IPO, the scale 3 - "High Risk" is applied for a 12-month period.

### Income Rating

An Income Rating is produced, based on the forecasted dividend yield for a 12-month period. This is then compared with the YtM of the 10-yr Greek Government bond, as shown below:

Income Measure	Definition	Quantification
Equity Div. Yield	Relative performance w.r.t. the 10-yr Greek Government bond	More than 50bps
		Within the range [-50bps, +50bps]
		Less than 50bps
		No dividend
		<i>High Div. Yields</i> <i>Medium Div. Yields</i> <i>Low Div. Yields</i> <i>No Cash div. Yields</i>

We use a scale of 1 to 4 to describe Low, Medium, High and No Div. income rating respectively.

### ATE Securities SA Ratings Distribution

Ratings Distribution	Total	Overweight	Neutral	Underweight	Not Rated	Under Review	Restricted	Rating Suspended	Coverage Suspended
Equity Universe	25	6 (24%)	1 (4%)	0 (0%)	14 (56%)	3 (12%)	1 (4%)	-	-
Inv est. Banking Services (per category)	0	-	-	-	-	-	-	-	-

© 2011 ATE Securities SA. All Rights Reserved. No part of this document may be reproduced, re-distributed, in whole or in part, without the prior written permission of ATE Securities SA.

## ATE Securities SA, Member of the ATEbank Group

Member of the Athens Stock Exchange, Member of the Derivatives Stock Exchange

Head Office: 1 Filellinon Street, 10557 Athens, Greece. Email: [atex@ate.gr](mailto:atex@ate.gr), Tel: +30 210 36.87.700, Fax : +30 210 36.44.481

Internet address: [www.atesecurities.gr](http://www.atesecurities.gr)

Name	Email	Telephone	Fax
<b>Research &amp; Analysis</b>			+30 210 36.87.850
	<a href="mailto:ateresearch@ate.gr">ateresearch@ate.gr</a> <a href="mailto:ateresearch@bloomberg.net">ateresearch@bloomberg.net</a>		
Anthony Christofidis	<a href="mailto:achristofidis@ate.gr">achristofidis@ate.gr</a>	+30 210 36.87.852	
Electra Dourmas	<a href="mailto:edourmas@ate.gr">edourmas@ate.gr</a>	+30 210 36.87.853	
Nikos Papadopoulos	<a href="mailto:nipapadopoulos@ate.gr">nipapadopoulos@ate.gr</a>	+30 210 36.87.857	
<b>Institutional Sales</b>			
George Bogiatzis	<a href="mailto:gbogiatzis@ate.gr">gbogiatzis@ate.gr</a>	+30 210 36.87.750	
<b>Equities Trading</b>			+30 210 36.44.530
Vassilios Tatarakis	<a href="mailto:vtatarakis@ate.gr">vtatarakis@ate.gr</a>	+30 210 36.87.711-741	
Ioannis Voidonikolas	<a href="mailto:ivoidonikolas@ate.gr">ivoidonikolas@ate.gr</a>	+30 210 36.87.777-888	
Konstantinos Mpallios	<a href="mailto:kbalios@ate.gr">kbalios@ate.gr</a>	+30 210 36.87.708	
Fotis Karalis	<a href="mailto:fkarak@ate.gr">fkarak@ate.gr</a>	+30 210 36.87.719	
<b>Derivatives</b>			
Michael Matsoukas	<a href="mailto:mmatsoukas@ate.gr">mmatsoukas@ate.gr</a>	+30 210 36.87.828	
Othonas Siakoulis	<a href="mailto:osiakoulis@ate.gr">osiakoulis@ate.gr</a>	+30 210 36.87.705	