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ALUMIL ROM INDUSTRY Corporate presentation

May 2016



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Introduction to Alumil Rom Industry

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Alumil Rom Industry is the largest aluminium profile processor/distributor in Romania

- Full range of aluminium profiles
 - Integrated aluminium profile systems
 - industrial profiles
 - composite panels (J-Bond)
 - polycarbonate sheets
 - automation systems
 - Interno Doors
 - Photovoltaic systems
 - Aluminium & plastic accessories & products
- The largest distribution network throughout Romania, providing:
 - Warehouses in 19 cities
 - Two industrial complexes (Bucharest, Filipestii de Padure)
 - 80.000 m² land plots
 - 35.000 m² industrial sites and offices
 - c. 200 employees



Introduction to Alumil Rom Industry

Fast growth path and strong market penetration

- 1997-1998 – Establishment of Alumil Rom Industry, warehouses network establishment
- 1999 – Establishment of Alumil Extrusion and the commissioning of the first line for assembling thermal break profiles (3,000t capacity, €0.8m investment)
- 2001 – Production unit for aluminium & plastic accessories
- 2002 – 1st powder coating plant (capacity of 6,000t)
- 2005 - Completion of the new Alumil Group e-platform (Data Room, E-commerce, CRM, on-line technical support, VPN, ERP)
- 2006 – 2012: IPO, trading on BSE, ISO certifications, CAPEX plan
- 2013 – New production and logistics site in Filipestii de Padure finalized

Fig.1: Pre-IPO shareholding structure

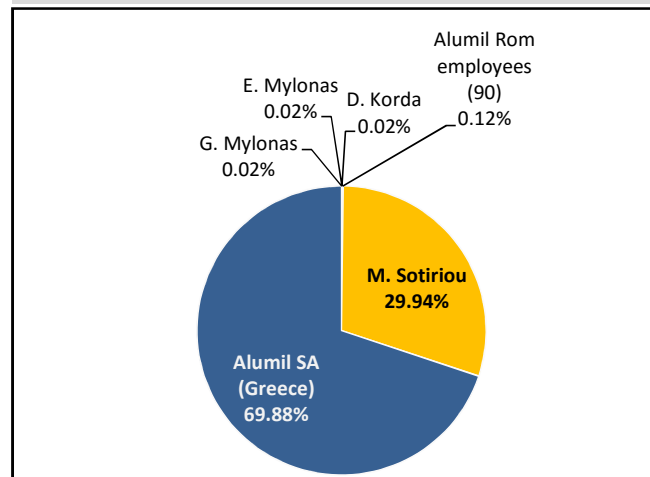
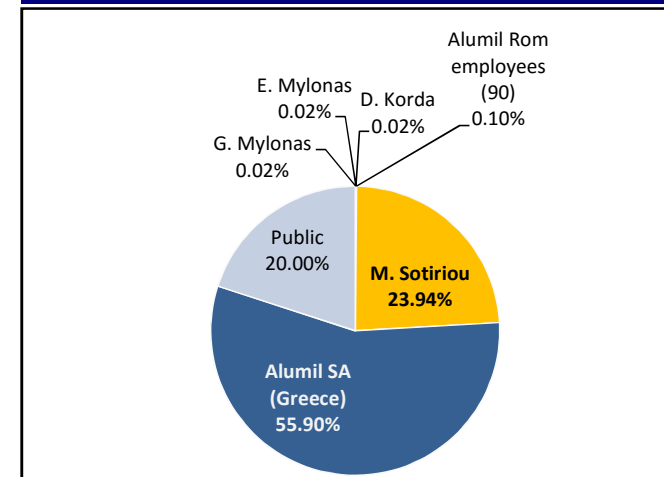


Fig. 2: Post-IPO shareholding structure





Distribution network

Leading nation-wide network

Strong & healthy client base

Top 10 Largest Customers: 23,5 % of total Turnover (10 out of almost 3000)

(Data as of FY2015)

Source: Alumiil Rom Industry

Fig. 4: Alumiil presence in Romania and the Republic of Moldova

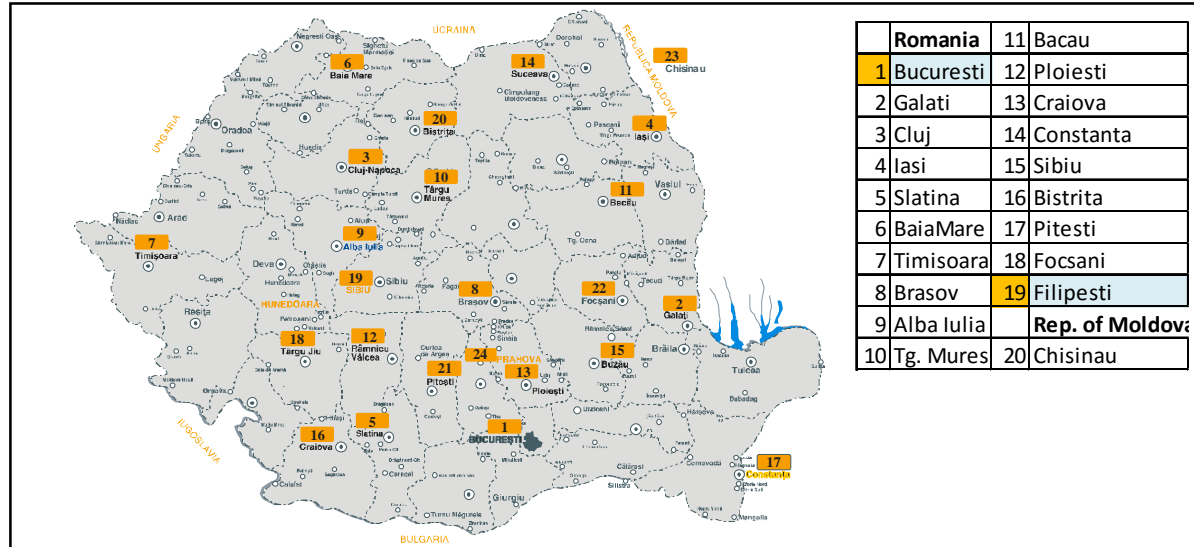
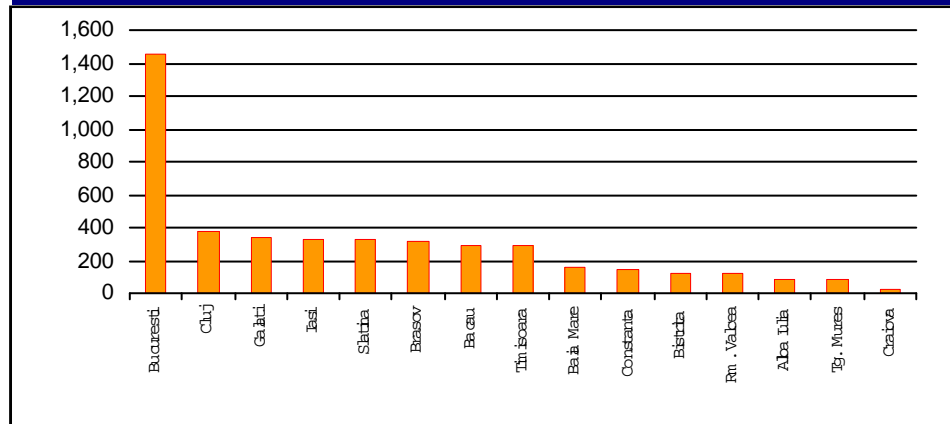


Fig. 5: Alumiil client base – end of 2015





Sound International Presence





Sound International Presence

Fig. 6: Turnover breakdown by region

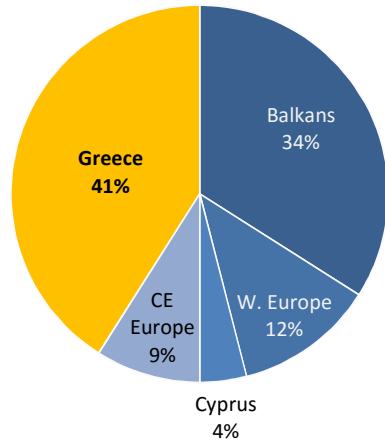
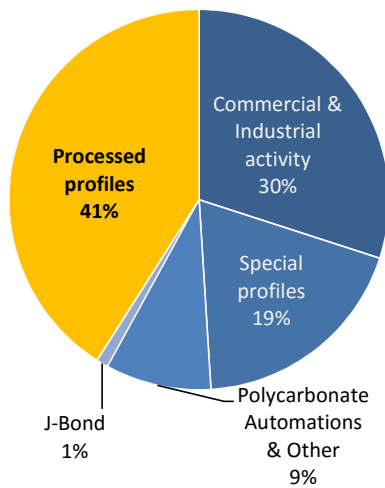


Fig. 7: Turnover breakdown by product



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Financials



RAS Financials (non-consolidated)

Turnover decreased in 2015
due to particular
photovoltaic projects in
2014
Profit margins increased.
Net profits increased to 2.1
mil RON

Fig.10: Annual financials up to FY2013

RAS (RONm)	2015/YE	2014/YE	2013/YE	2012/YE	2011/YE
Turnover	59.4	72.9	71.2	68.5	74.0
% y/y	3.9%	2.4%	3.9%	-7.5%	9.2%
Operating Revenues	64.4	74.7	71.5	71.5	75.6
% y/y	0.0%	4.5%	0.0%	-5.4%	12.5%
Operating Expenses	61.3	72.3	71.5	68.1	71.8
% y/y	3.3%	1.1%	3.3%	-5.1%	11.0%
EBIT	3.1	2.4	1.2	3.4	3.8
% y/y	-65.4%	100.0%	-65.4%	-10.9%	52.0%
EBIT margin*	4.8%	3.2%	1.6%	4.7%	5.0%
chg y/y	1.6 pps	1.6 pps	-3.1 pps	-0.3 pps	1.3 pps
Net profit	2.1	1.7	0.6	2.9	3.7
% y/y	23.5%	283.3%	-81.0%	-20.3%	68.2%
Net profit margin**	3.5%	2.3%	0.8%	4.3%	5.0%
chg y/y	1.2 pps	1.5 pps	-3.5 pps	-0.7 pps	1.8 pps
EPS (RON)	0.067	0.054	0.018	0.094	0.118
% y/y	23.5%	283.3%	-81.0%	-20.0%	

*EBIT / Operating Revenues

**Net Profit / Turnover

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Investment program



Investment program

1999-2005 period
(€ 6m)

- Bucharest
 - Powder coating unit
 - Complementary products unit
- Filipesti unit
 - Thermal brake unit
- Throughout Romania
 - The largest warehouses network (23 cities)

2008-2013 period
(€ 7m)

- Filipesti new production unit (expected to be finalized in July 2013)
 - A state-of-the-art 8.835 m² production & logistics centre (€3m), including:
 - New Powder coating unit (€ 1 m.)==> upgrade to 9.000 tpa capacity
==> achieve economies of scale
 - Wood effect painting line (€0.35m)
 - Aluminium profiles storage systems (€0.5m)
 - Packaging lines (€0.35m)
 - Aluminium thermal brake profiles production line (€0.35m).
 - Special installations, furniture, software, hardware, vehicles (€1m)
- Nationwide
 - Emphasis on the customer support & other departments (€0.2m)
 - 2010 onwards: introducing new products in the existing warehouses' network

2014 onwards

- New projects
 - New showroom for premium market in “Baneasa” area
 - Exports to western markets; acoustic protection systems, aluminium windows & doors
 - New expansion to reach African markets

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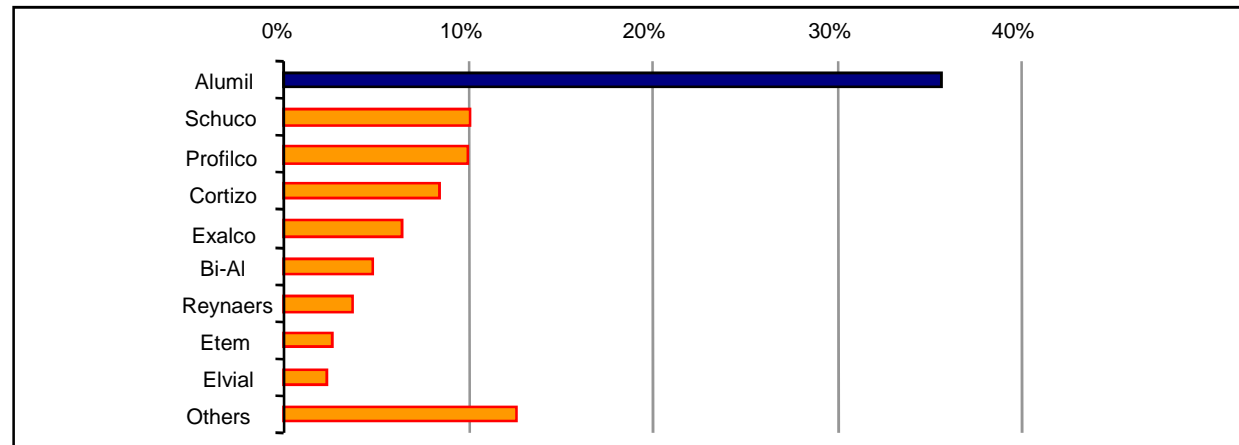
The Romanian aluminium profiles sector



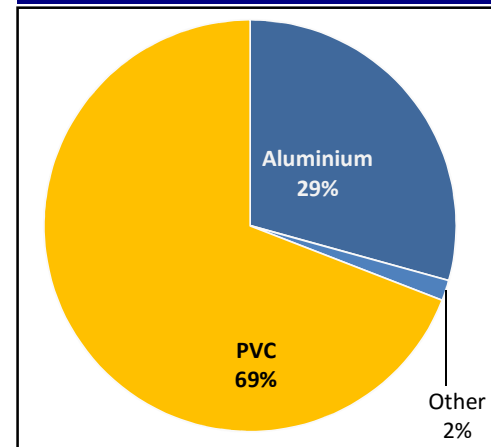
The Romanian aluminium market

Alumil is by far the largest player in the local aluminium profiles market

Top players on the local aluminium profile market, 2015



Structure of the profiles market, 2015



Source: Alumil Rom Marketing Dept, April 2015.



Contacts

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