



Group Presentation

- ◆ Who we are
- ◆ Strategy & Growth Pillars
- ◆ ESG Commitment
- ◆ Financial Indicators



Who we are



**A global leader in architectural
aluminium systems** providing
advanced **engineering**
& integrated architectural solutions
worldwide

Who we are



- ◆ We study, **design**, develop, **certify**, produce & **supply aluminium architectural systems**
- ◆ We focus on **large-scale buildings** with **high technical requirements & specifications**

Who we are

- ◆ We collaborate with **internationally renowned** architectural firms, **developers, consultants** and **construction companies**
- ◆ We provide **technical solutions** by **analysing applications & certifying high technical standards**

ALUMIL at a Glance



Since 1980
45 years of experience
Providing engineering & one-stop architectural solutions globally



More than
3.200 employees
All over the world



Sales in 2024
€455,14 M
Architectural systems 84,2%
Industrial profiles 15,8%



Industrial Premises
230.000 m²
Vertical production



We sell in over
60 countries
in every continent



We operate
34 subsidiaries
around the world



We operate
33 sales & distribution warehouses
In 15 countries



Trusted by
10.000 partners
Worldwide



Robust
engineering teams
in Greece, USA,
Romania, Serbia,
UAE, India, Turkey



We exhibit our products in
23 Corporate Showrooms
In 14 countries



Design,
Development,
Production
Architectural Systems
Certification,
Supply



We focus on
Large scale Projects
with demanding technical requirements and advanced specifications



Presence in
12 factories in 6 countries
Greece, Serbia,
Romania,
Bosnia & Herzegovina,
Albania, Egypt



Production Capacity
Extrusion 87ktons
Foundry 55ktons
Coating 58ktons
Anodizing 22ktons

PRODUCT SOLUTIONS FOR EVERY NEED

Hinged



Sliding



Folding



Rolling Shutters



Zip



Hinged Shutters



Entrance Doors



Fire-Rated Systems



Curtain Walls



Partitions



Pergolas



Fences



Railings



Decking



Canopies



Management & Product Certifications

- ◆ **Quality Management System** in accordance with the international standard **ISO 9001:2015**
- ◆ **Factory Production Control (FPC)** in accordance with the international standard **EN ISO 15088:2015**
- ◆ **Occupational Health & Safety Management System** in accordance with the international standard **ISO 45001:2018**



Management & Product Certifications

- ◆ **Qualicoat** certification for **powder coating**
- ◆ **GSB International** certification for **powder coating quality**
- ◆ **Qualanod** certification for **anodizing process quality**

- ◆ **QB Certification** for **thermal insulated aluminium profiles**
- ◆ **Qualideco**
- ◆ **In-house Testing Center** in collaboration with **ift Rosenheim**



Management & Product Certifications

- ◆ **Energy Management Systems** in accordance with **ELOT EN ISO 50001:2018** (certified by **TÜV HELLAS**)
- ◆ **Environmental Management System** in accordance with **ELOT EN ISO 14001:2015** (certified by **TÜV NORD CERT**)
- ◆ **OK Recycled (TÜV AUSTRIA)**
- ◆ **Cradle to Cradle Certified® Silver**
- ◆ **Environmental Product Declaration (EPD)**
- ◆ **Life Cycle Assessment**





Energy Performance

High energy performance through advanced thermal insulation aluminum systems and shading systems.



Renewable Energy Sources

Renewable energy solutions through the integration of photovoltaic systems into building elements.



Solutions for people with disabilities

Solutions for people with disabilities.



Security

High level of security and protection from break-ins and burglaries.



High Aesthetics

High aesthetics in line with the latest architectural trends.



Weather Protection

High level of safety and protection from fire, smoke, earthquakes, and severe weather conditions.



Business Model

Large-scale projects



Retail (residences, luxury villas, small businesses)



Industries



Target Groups

Investors



Architects



**Aluminium
Fabricators**



Contractors



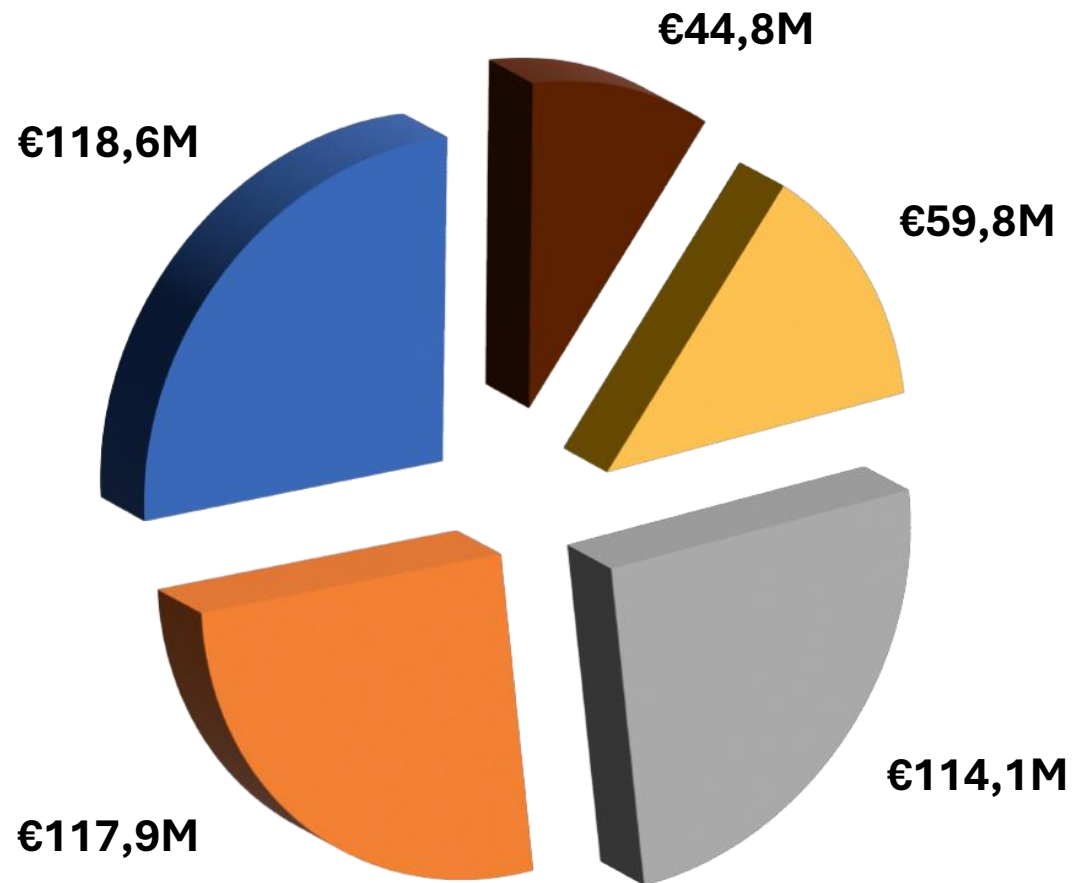
Consultants



Individuals



Architectural Systems Sales Per Region 2024 (€M)



■ Asia, N. America, Eurasia, Africa ■ Middle East ■ Western Central Europe ■ Balkans ■ Greece & Cyprus



Strategy & Growth Pillars

Maintain a **leading position** in the markets we operate in, by developing and producing aluminium systems for architectural applications **sustainably** through:

Market expansion through geographical diversification and strategic partnerships

Customer centric approach by providing exceptional service and support

Diversification through product portfolio

Profitability increase, combined with **efficiency increase** of subsidiaries

Growth Pillars in Greece

- ◆ We integrate **A.I. technologies**, increase production capacity and add specialized production lines
- ◆ We introduce **robotics** into production and distribution processes
- ◆ We **fully automate** our warehouses for products and accessories, enhancing logistics and service



- ◆ Aluminium profile production from third-party extruders in other countries
- ◆ **Lower production costs**, fast deliveries, no customs delays

Partners in:

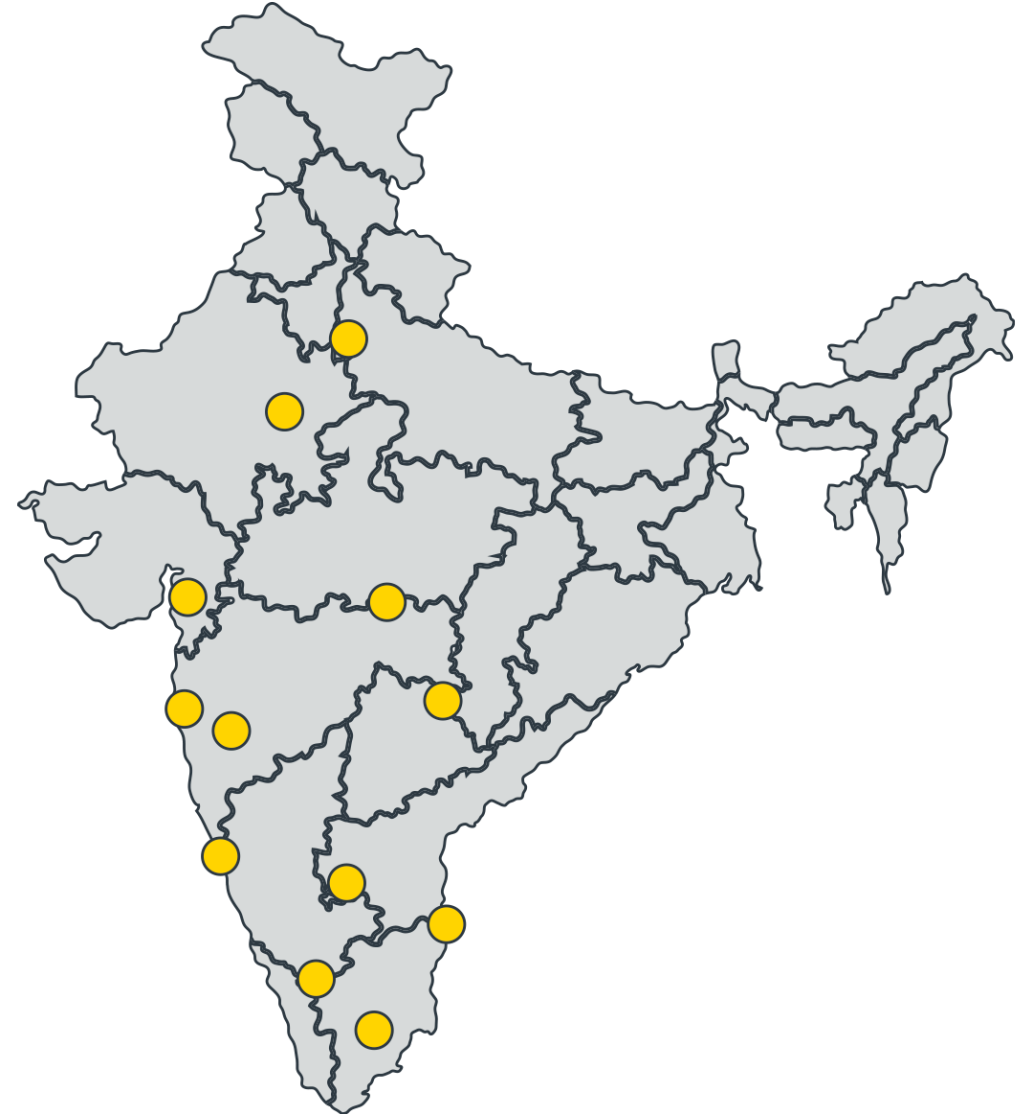
- | | |
|----------------|------------|
| ◆ Dubai | ◆ Thailand |
| ◆ Saudi Arabia | ◆ Turkey |
| ◆ Oman | ◆ Egypt |
| ◆ Kenya | ◆ India |

Growth Pillars



Growth Pillars

- ◆ **India**
Emerging as the Group's hub for Asia
- ◆ **Joint Venture** for new extrusion plant & Service Center in India



Growth Pillars

- ◆ **Egypt**
Production hub for Africa and Europe
– new press at our Egypt factory
- ◆ **Kenya**
Service Center
for Eastern Africa



Growth Pillars

◆ **USA**

Supply of units from Greece, the Balkans, and international partners

Support provided by **ALUMIL Fabrication** in New York and **ALUMIL USA** in Austin Texas

◆ **USA & Canada**

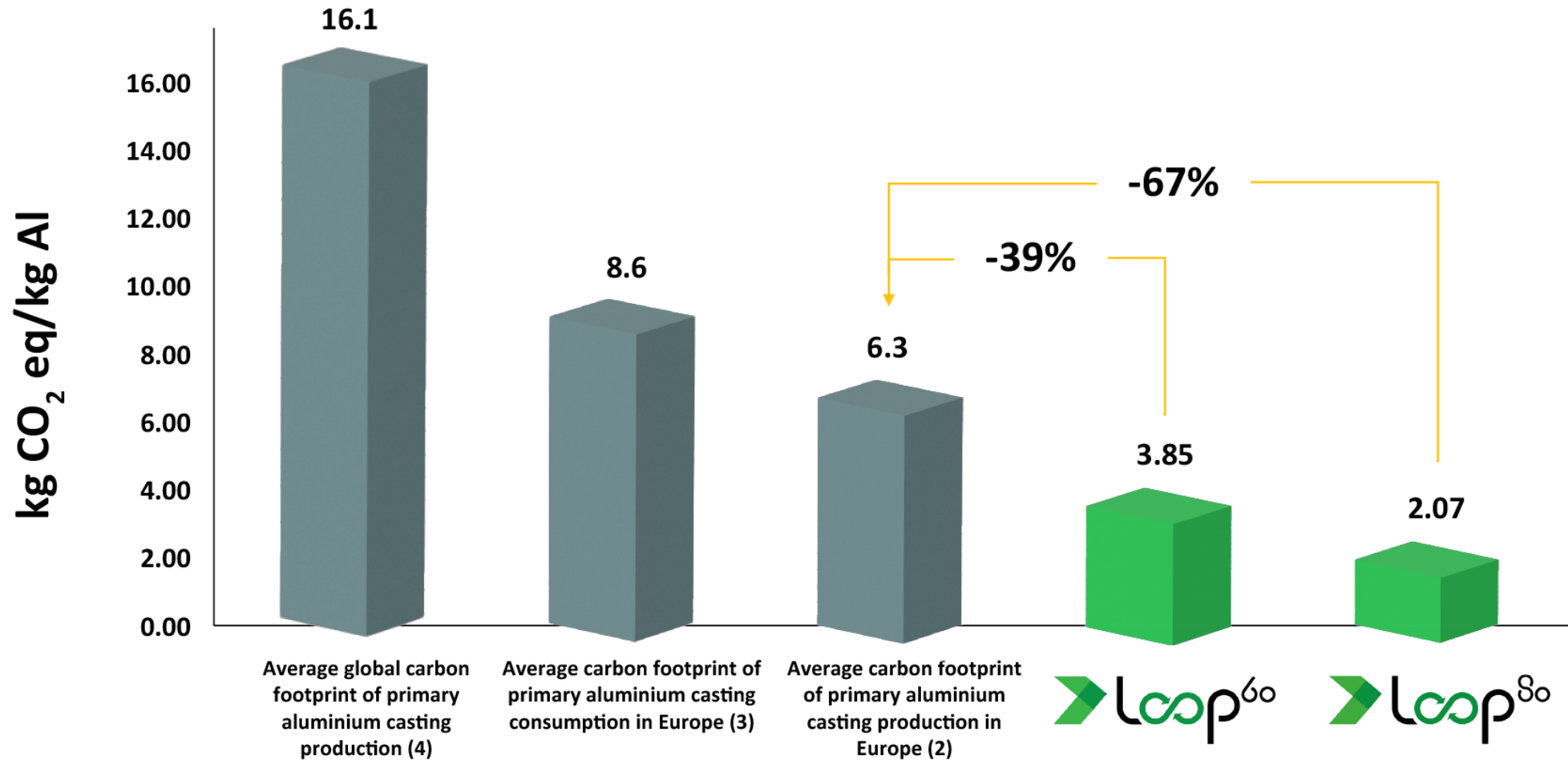
Partnerships with major aluminium window and door manufacturers





ESG Commitment

Commitment to Green Aluminium



Sources: (1) The International EPD System, (2) European Aluminium EPR 2024, (3) Environmental Profile Report, (4) Low carbon footprint



Environment

- ◆ **CO₂ emissions reduction:** -55% for the parent company (based on 2022), -30% for the Group (based on 2024).
- ◆ Installation of **photovoltaic systems** in Albania & Serbia (starting in 2025).
- ◆ Increase of **recycled aluminum** content (above Loop 60).
- ◆ 25% of the new vehicle fleet to be **electric/plug-in hybrid** + investment in charging stations.
- ◆ Preference for suppliers with strict **ESG criteria**.

ESG Goals 2030



Society

- ◆ **Employee training** in sustainability, safety, and technology.
- ◆ Strengthening of **social programs** and inclusion/diversity efforts.
- ◆ **Zero-accident** target through safety standards.
- ◆ **Partnerships** with people with disabilities, foundations, and academic institutions for innovation.



Governance

- ◆ **Enhancing transparency** and ethics through new compliance policies.
- ◆ Implementation of ESG data systems for **indicator monitoring**.
- ◆ **Systematic dialogue** with stakeholders.

ESG Achievements 2024



CO₂ Emissions Reduction: 7% reduction in direct emissions and 16.7% reduction in indirect emissions in 2024 compared to 2023.



Water Reuse Efficiency: 58.7% of water used by the Parent Company recycled and reused during operations



Key CSR Partnerships: Collaborations with **Médecins du Monde**, the **Galilee Palliative Care Centre** and **The Smile of the Child**



Advanced ESG Data Management: Reinforcing transparency and traceability in ESG performance

Recognition of Group practices through **inclusion** in the **ATHEX ESG Index**



Loop 80: Production of aluminium architectural systems with **80% recycled content**



Expanded CSR Focus - Support for foundations and organizations



Academic & Research Collaborations: Ongoing cooperation promoting innovation and environmental sustainability within the aluminium industry



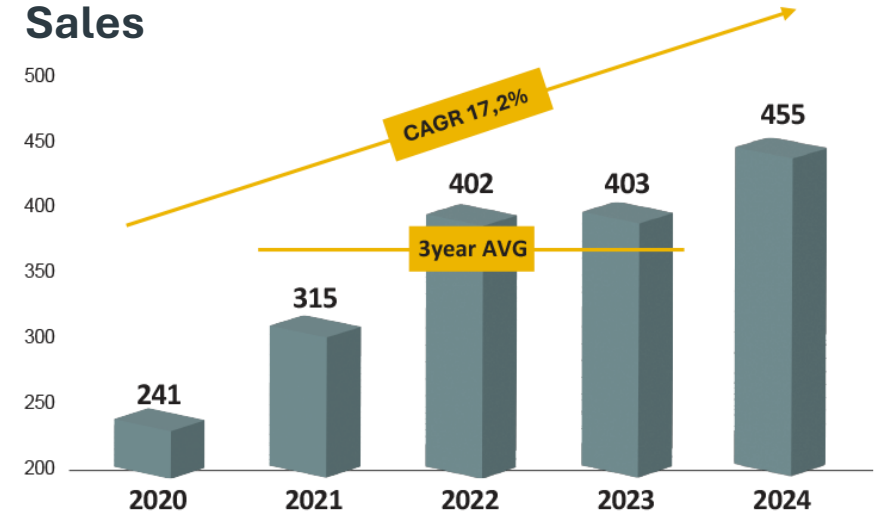
Financial Indicators

Sales & EBITDA Evolution

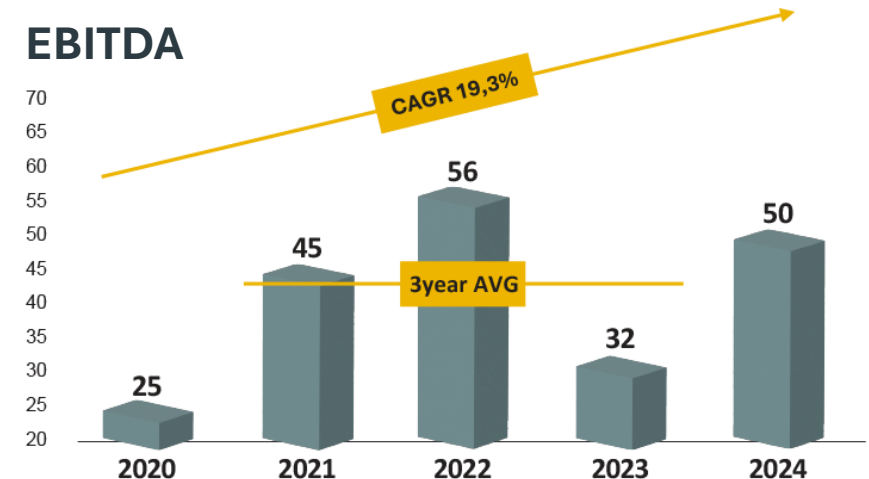
Group sales **grew by 89%** over five years,
while **EBITDA** increased by **102%**.

The years 2021 to 2023 were **impacted** by
significant aluminum **price fluctuations**.

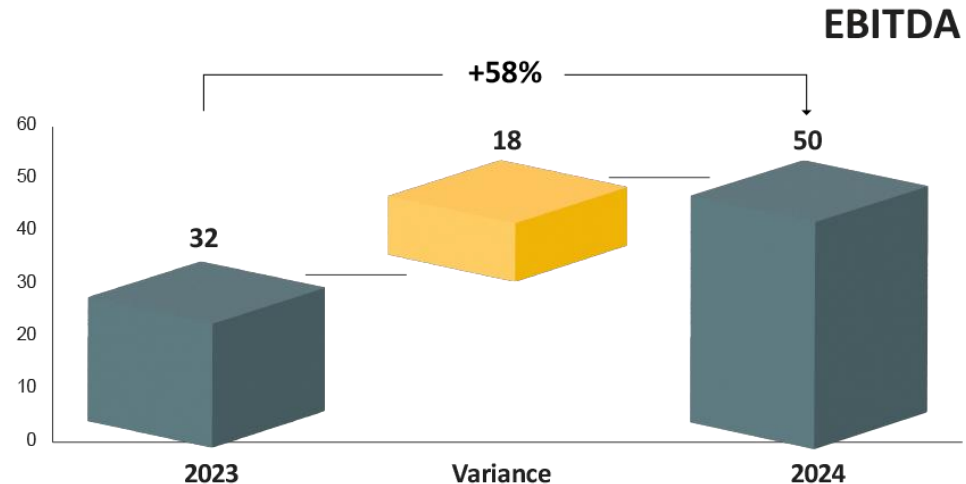
Sales



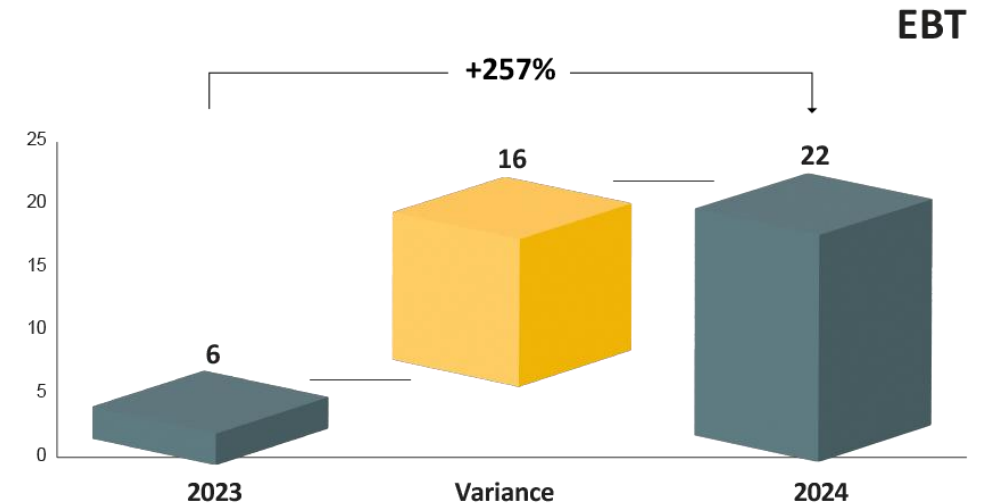
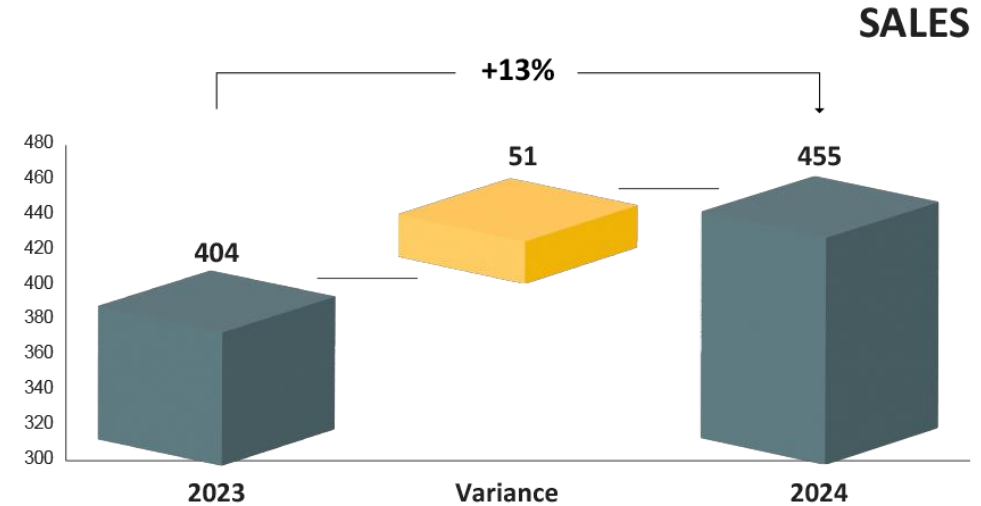
EBITDA



While **prices in 2023** were still impacted by **fluctuations**, they **stabilized in 2024**.
The **price decrease** in 2023 led to lower **profitability margins**.



Financial Results



Profitability increase in **2024** is not only due to **price stabilization**, compared to **2023**, but also driven by **higher sales volumes**

Income Statement

	2024	2023	Variance
Turnover	455	403	13%
Gross Profit	120	91	33%
Gross Profit Margin	26%	22%	
EBIT	35	18	89%
EBIT Margin	8%	5%	
EBITDA	50	32	58%
EBITDA Margin	11%	8%	
EBT	22	6	257%
EBT Margin	5%	2%	
EAT	19	4	394%
EAT Margin	4%	1%	
EPS	0,455	0,0518	

Balance Sheet

	2024	2023
Fixed Assets	208	142
Other NC Assets	15	15
Non Current Assets	223	157
Inventories	116	108
Receivables	119	88
Cash & Cash Equivalents	18	16
Other Current Assets	13	14
Current Assets	265	226
Total Assets	487	383
Bank Loans	155	152
Liabilities from Leases	10	10
Payables	100	75
Other Liabilities	52	42
Total Liabilities	317	279
Equity	170	104
Equity + Liabilities	487	383

Key Ratios	2024	2023
Total Debt	165	162
Cash & Cash Equivalents	18	16
Net Debt	147	145
Net Debt / EBITDA	2,93	4,56
Net Debt / Sales	0,32	0,36
Net Debt / Equity	0,87	1,39
Operating WC	134	121
OWC / Sales	29%	30%

In **2024** the group reassessed its Land & Buildings at **fair value**, resulting in a **significant increase** in both **assets** and **equity**.

Net **Debt / EBITDA**
declined further up to **2,9x**

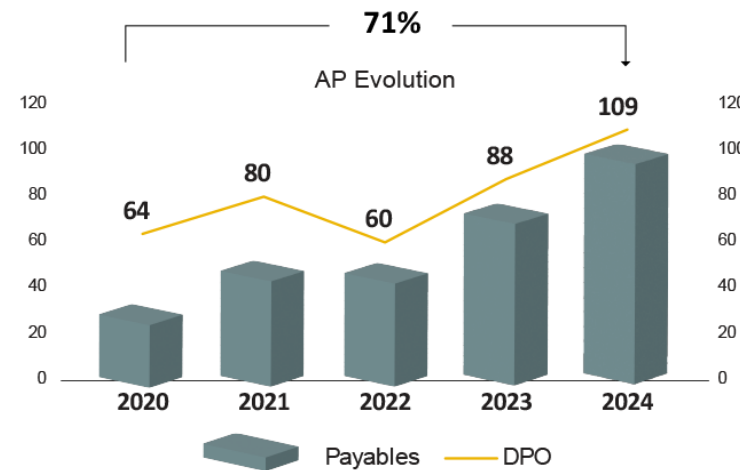
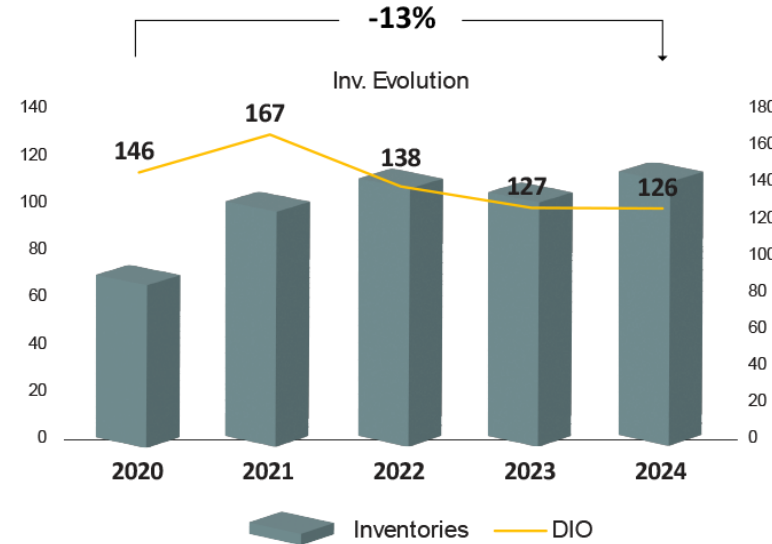
Operating **working capital** remained stable as a **percentage** of **sales**.

Focus on minimizing
**Cash Conversion
Cycle** days.

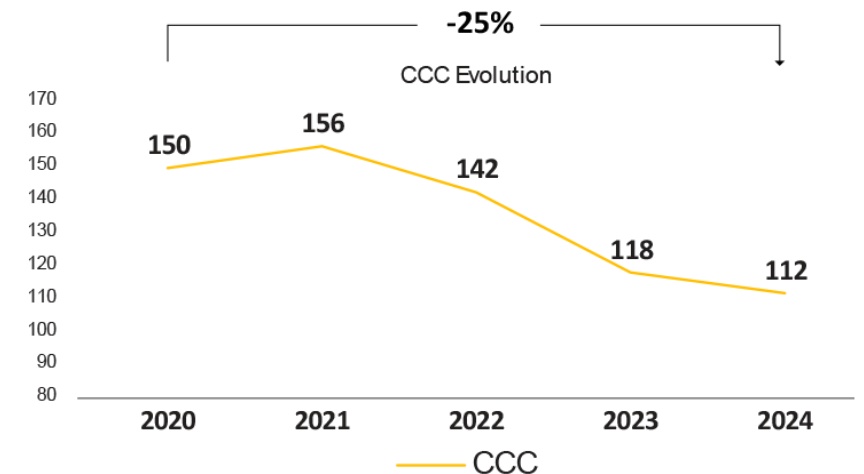
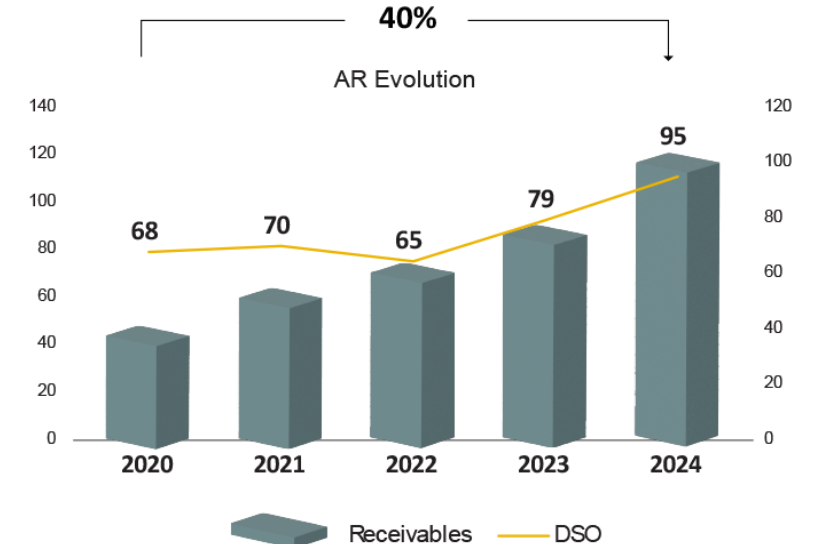
DSO increased due to
higher **sales of products**
that have **higher margins**
but longer payment terms.

Effective inventory
management reduced **DIO**.

Negotiated extended
payment terms,
boosting **DPO**.



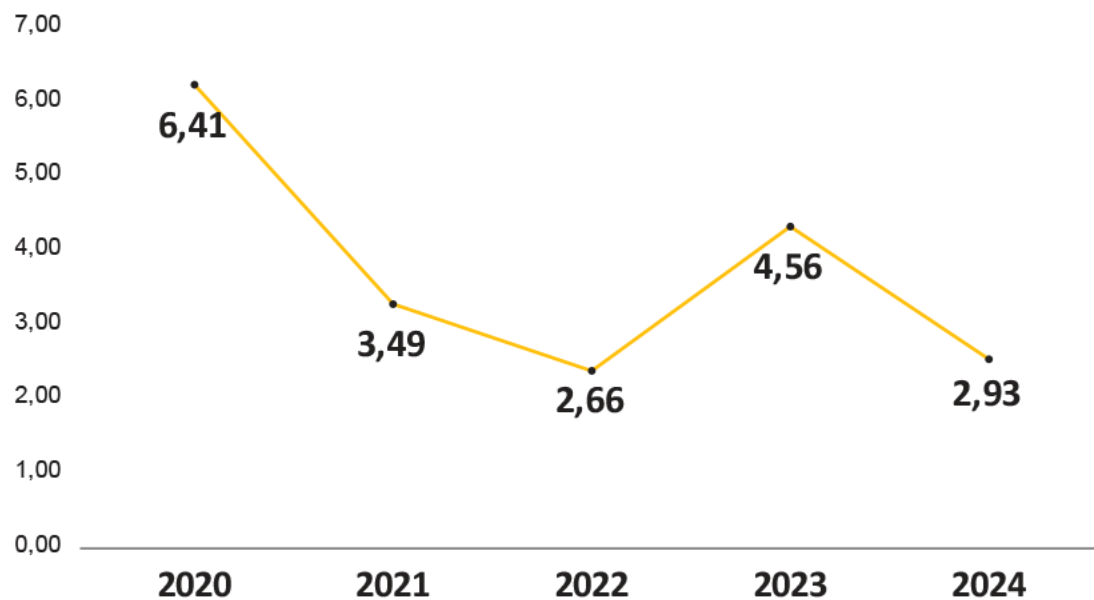
Working Capital



in Millions €

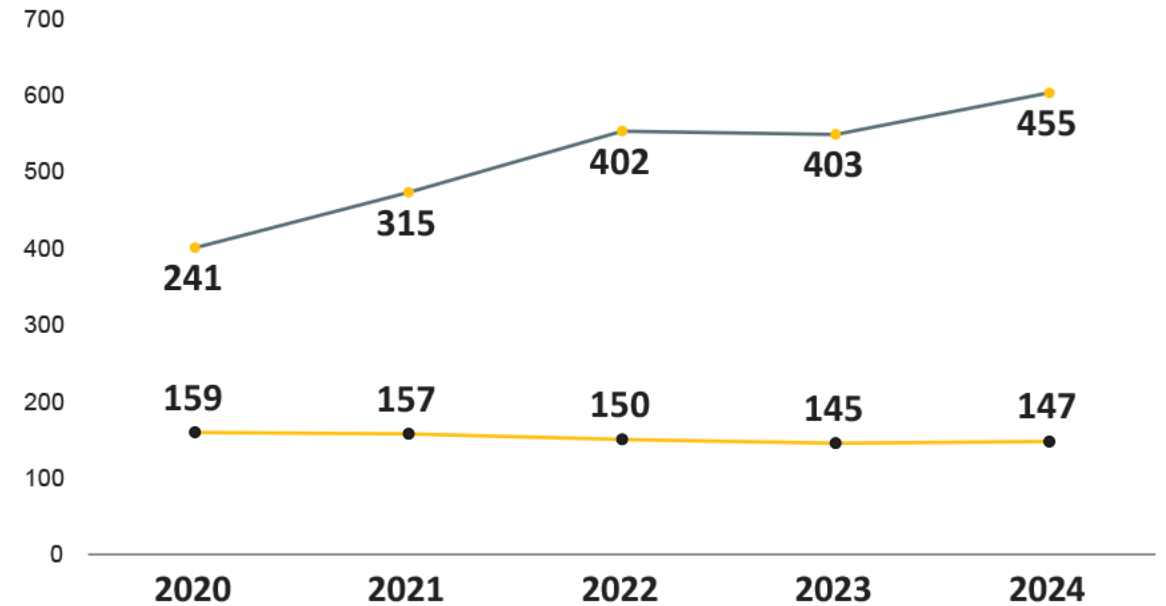
Net Debt

Net Debt / EBITDA



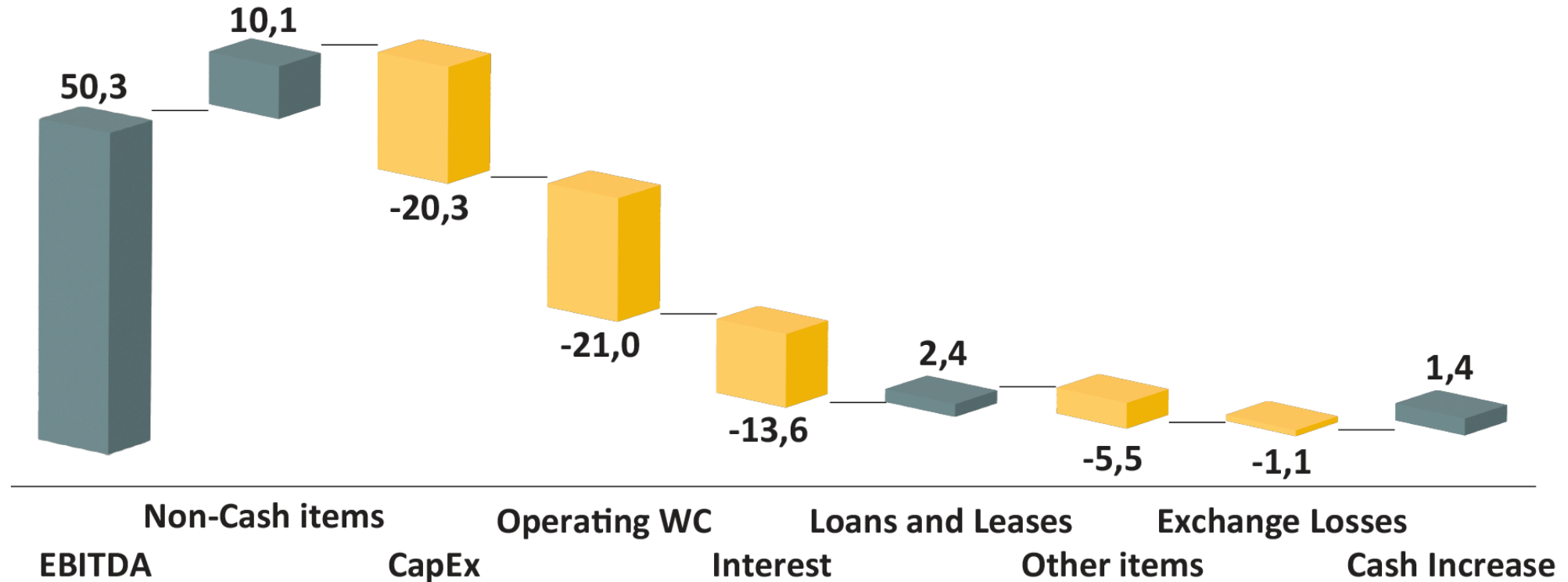
The group **reduced** the **Net Debt/EBITDA ratio** by **54%**, from 6.41 in 2020 to 2.93 in 2024.

Sales / Net Debt



The **Sales increased** by **89%** from 2020 while **Net Debt decreased** by **8%**

2024 Cash Flow



Strong **cash flow** enabled the group to **self-finance CapEx** and **sales growth** through **working capital**.

