



# Group Presentation

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



**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 m<sup>2</sup>**  
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 87 Ktons**  
**Foundry 55 Ktons**  
**Coating 58 Ktons**  
**Anodizing 22 Ktons**

## PRODUCT SOLUTIONS FOR EVERY NEED

Hinged



Sliding



Folding



Rolling  
Shutters



Zip Screen



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

Ensuring easy & safe access with concealed or low tracks



## 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**

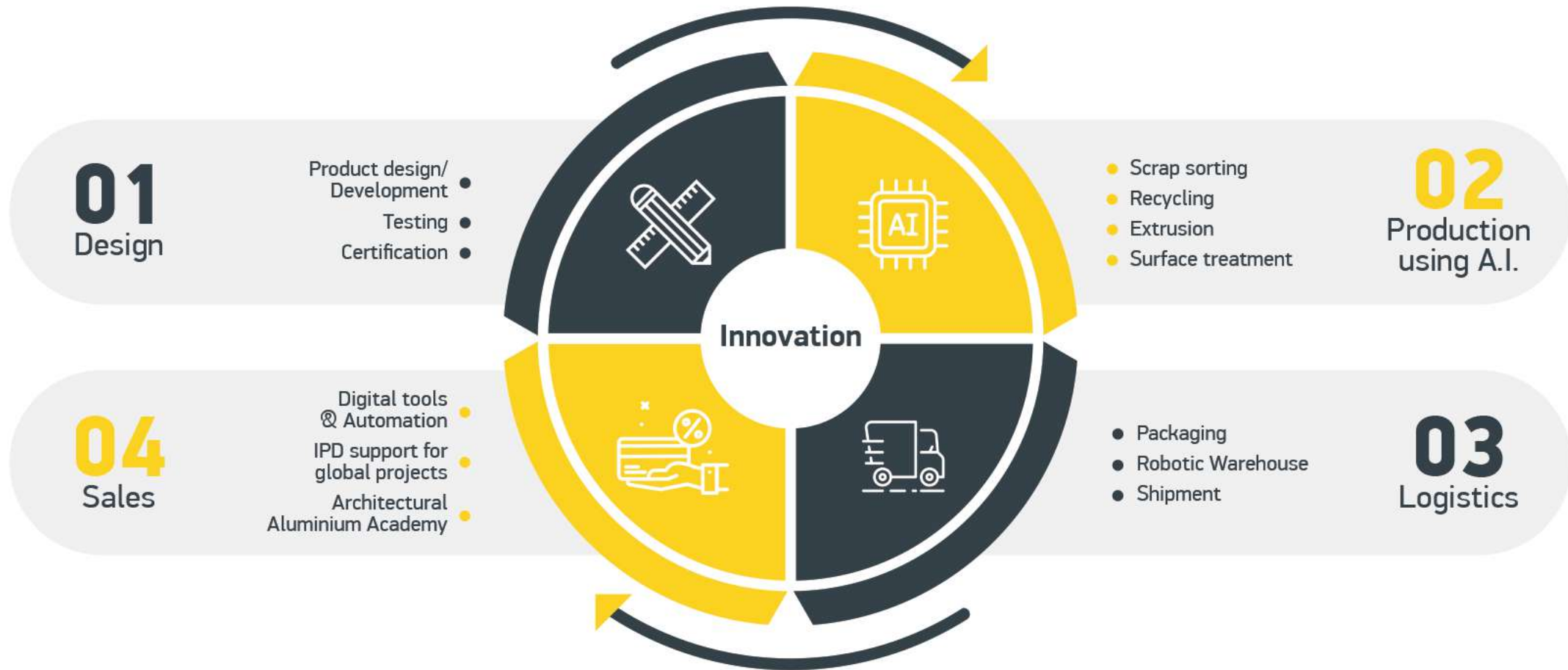




# Value Chain

# Value Chain

From recycled aluminium to global architectural excellence.  
Our vertically integrated structure ensures high quality, innovation  
and services at every step, in a sustainable way.





# High Flexibility in LSPs

# High Flexibility

Our operational structure allows us to approach each project with a tailored mindset, ensuring optimal results based on regional specificities and partner needs.

Through a flexible & modular project management, we dynamically adjust our supply chain in key areas :

- ◆ Frames fabrication
- ◆ Glass fabrication
- ◆ Glazing process
- ◆ Profiles & accessories production
- ◆ Engineering support
- ◆ Installation

This adaptability ensures **seamless coordination across multiple countries and continents.**

# High Flexibility

Thanks to our infrastructure and our global network of aluminium fabricators and suppliers, we can mobilize products and services from and to any part of the world.

Whether we are delivering aluminium profiles from our factory in Greece, sourcing glazing from Central Europe, or partnering with certified fabricators in Asia, we always focus on:

- ◆ Efficient Supply Chain Management
- ◆ Quality of execution

This flexibility enhances our performance and enables us to participate in major international projects.

# High Flexibility



**The Butterfly**  
Toronto, Canada

Engineering

Engineering

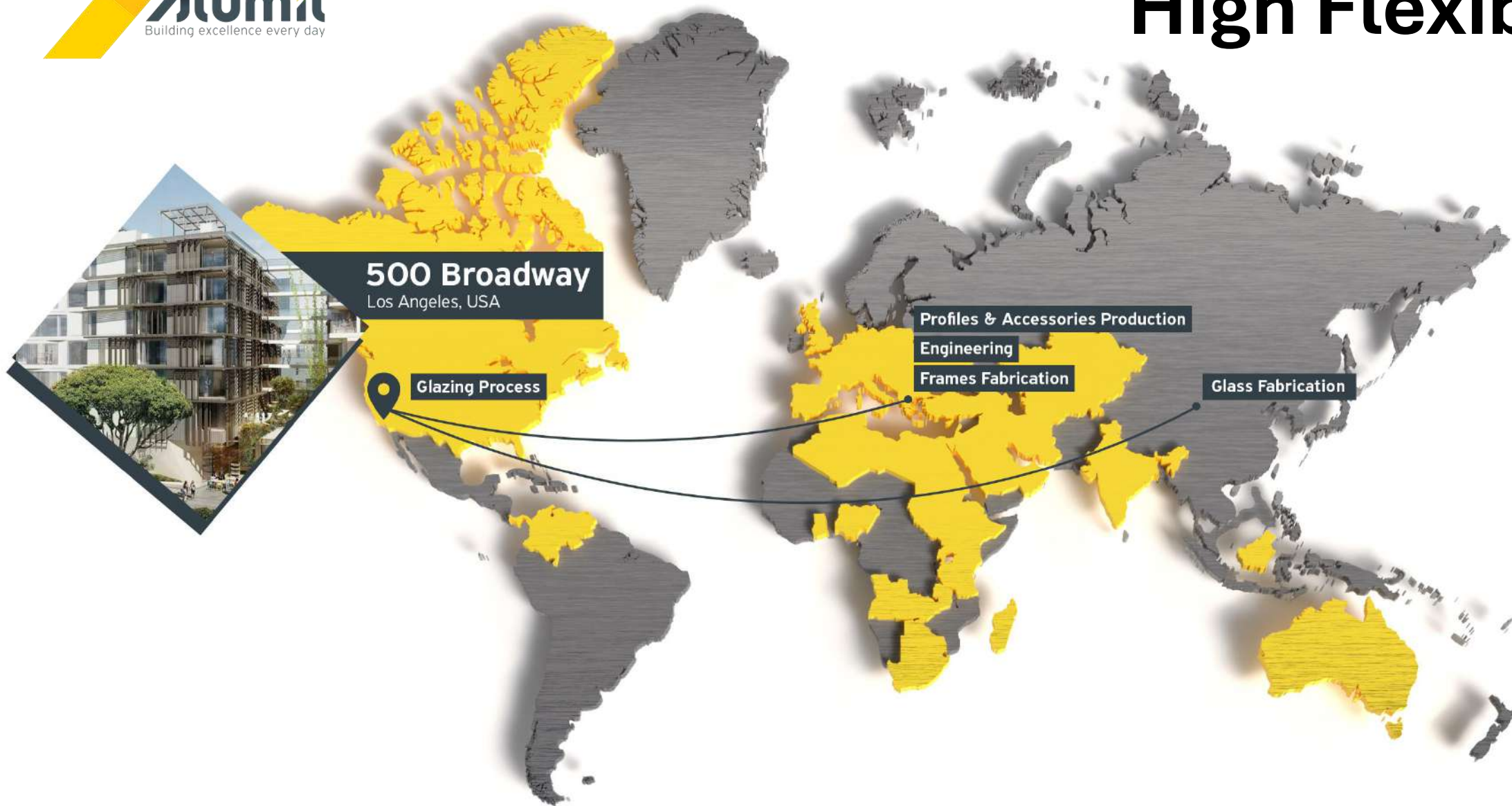
Frames Fabrication

Profiles & Accessories Production

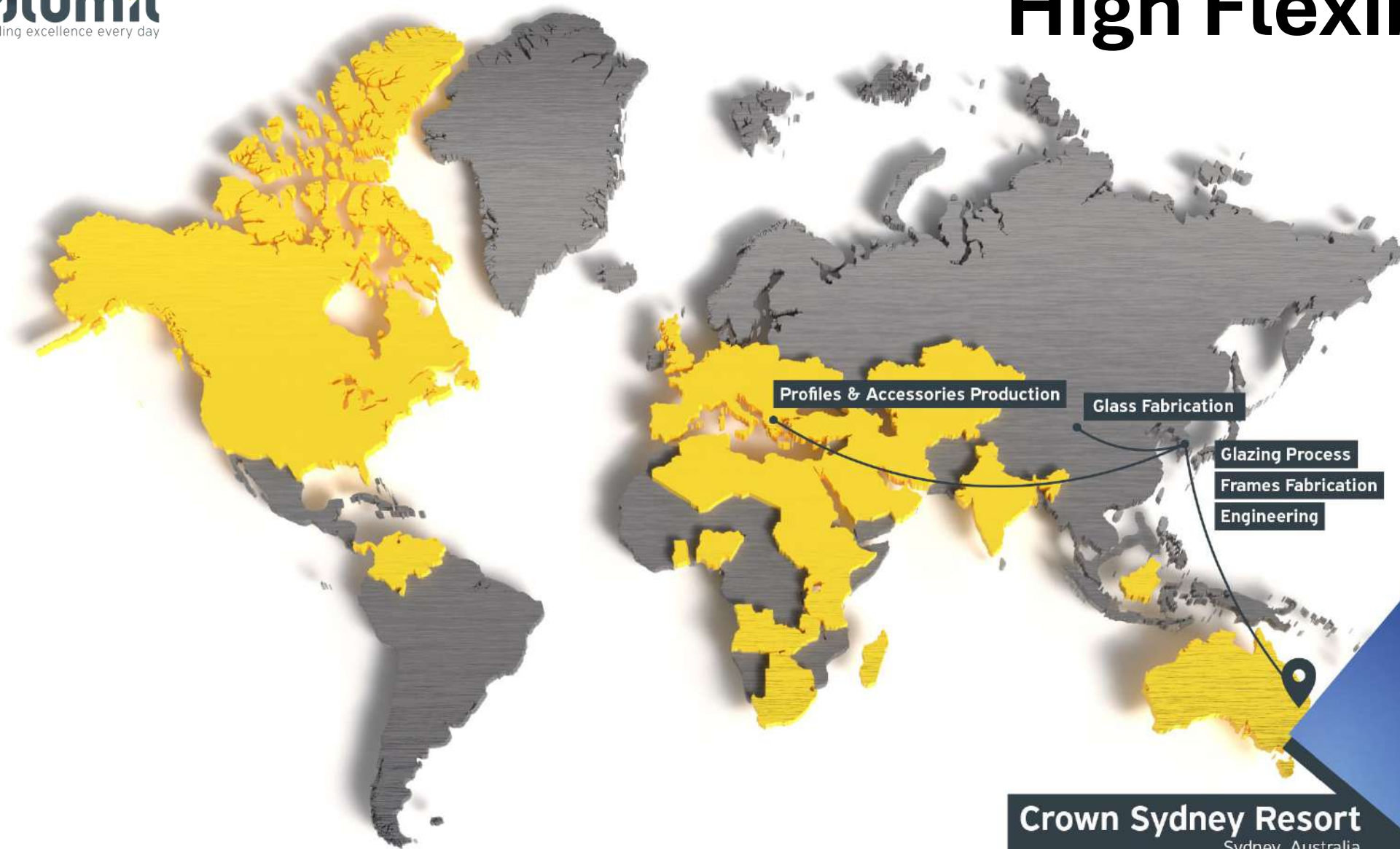
Glazing Process

Glass Fabrication

# High Flexibility



# High Flexibility



**Crown Sydney Resort**  
Sydney, Australia





# 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

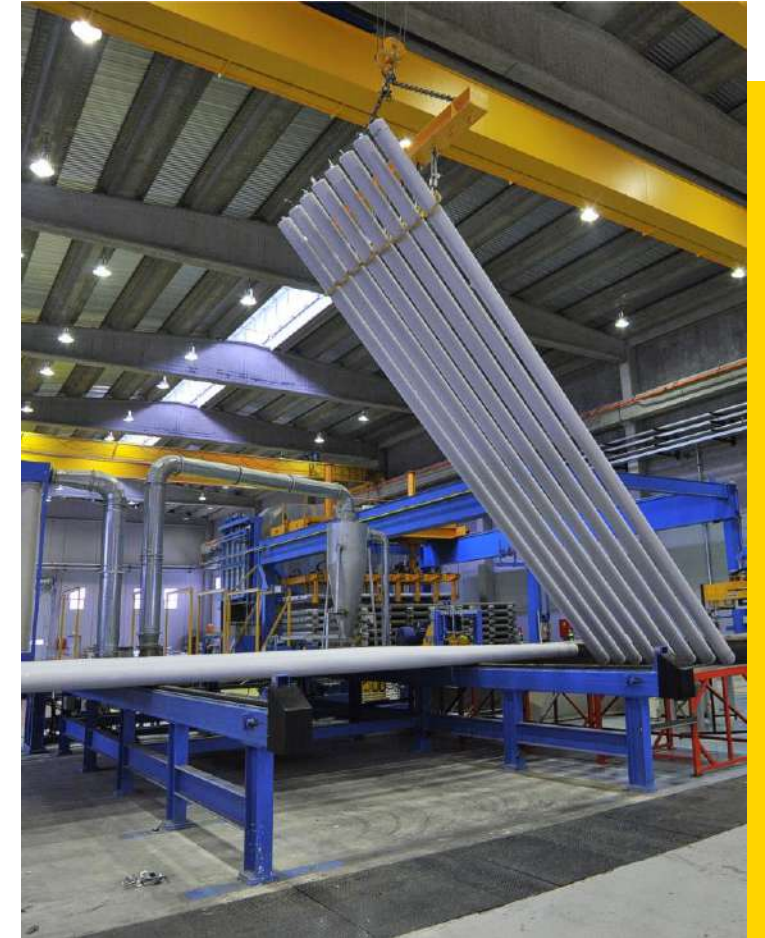


- ◆ Aluminium profile production from third-party extruders in other countries
- ◆ **Lower production costs**, fast deliveries, no customs delays

### Partners in:

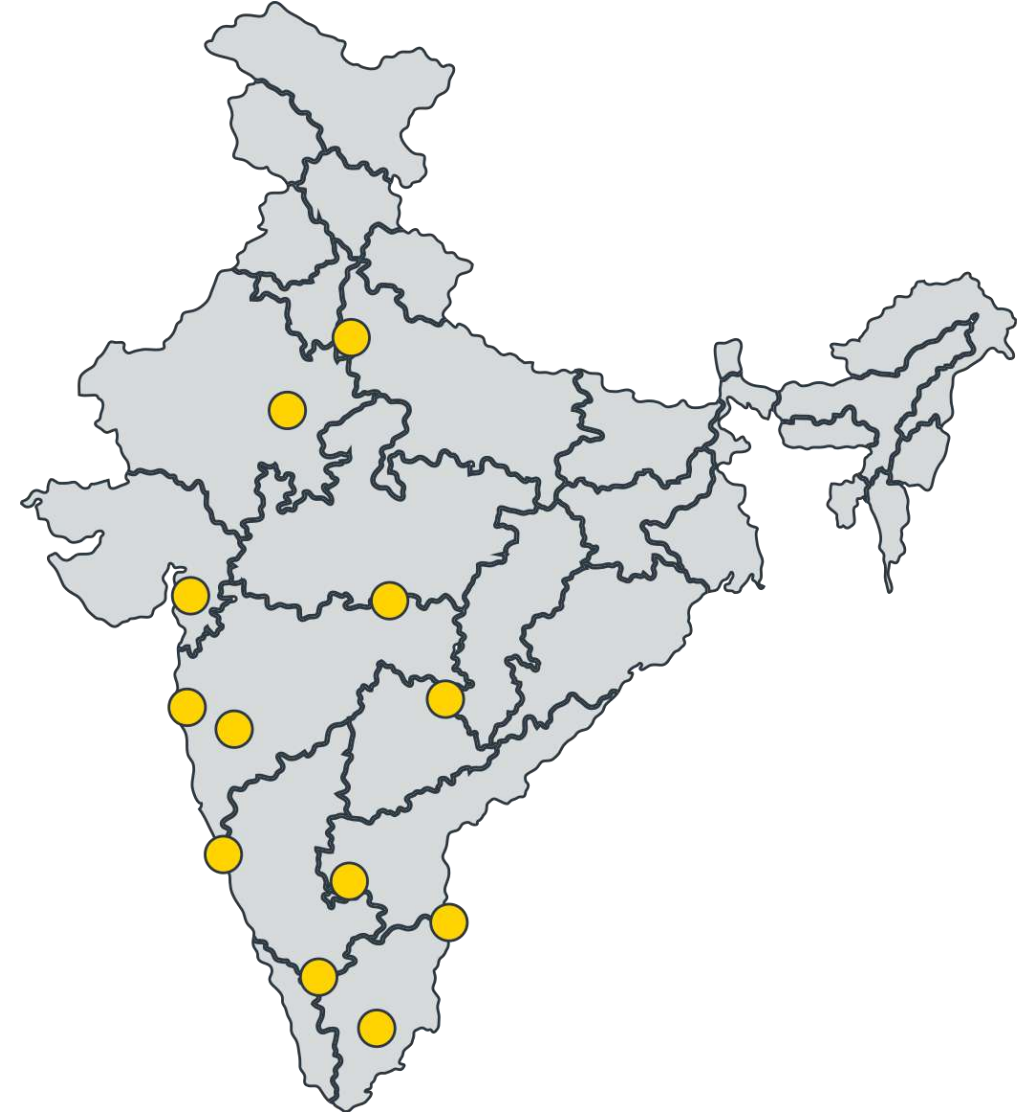
- |                |            |
|----------------|------------|
| ◆ Dubai        | ◆ Thailand |
| ◆ Saudi Arabia | ◆ Turkey   |
| ◆ Oman         | ◆ Egypt    |
| ◆ Kenya        | ◆ India    |

# 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





# **U.S.A. Supply Chain Strategy**



# U.S.A. Supply Chain Strategy

We remain **agile** and fully committed to **serving the U.S. market**, even amid the complex trade environment.

Our **adaptability** is reflected in a well-structured, forward-thinking approach based on **four strategic pathways**.



# U.S.A. Supply Chain Strategy

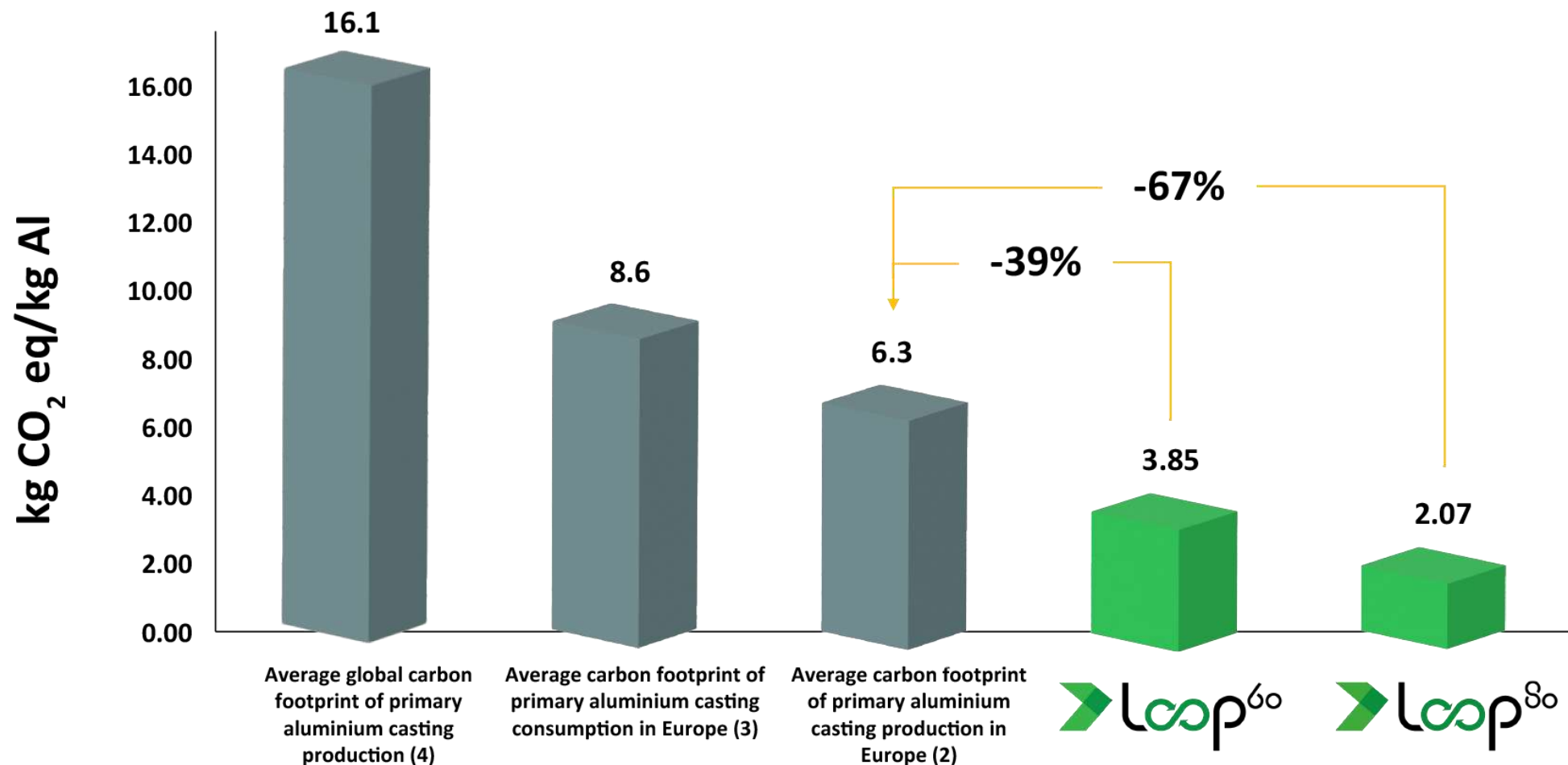
- ◆ **Supplying ALUMIL systems to certified fabricators within the U.S.,** enabling local manufacturing.
- ◆ **Exporting fully assembled aluminium frames directly from ALUMIL,** ensuring complete quality control and streamlined delivery.
- ◆ **Delivering ready-to-install aluminium products through our global network of trusted fabricators.**
- ◆ **Localized production through partnerships with America-based extrusion companies,** reducing lead times and avoiding potential import tariffs.





# 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

# 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**.



## Environment

- ◆ **CO<sub>2</sub> emissions reduction**: -55% for the parent company (based on 2022), -30% for the Group (based on 2024).
- ◆ **Photovoltaic systems** in Albania & Serbia (starting in 2025).
- ◆ Increase of **recycled aluminium** content (above Loop 60).
- ◆ 25% of the new vehicle fleet to be **electric/plug-in hybrid**

# ESG Achievements 2024

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

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**CO<sub>2</sub> 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



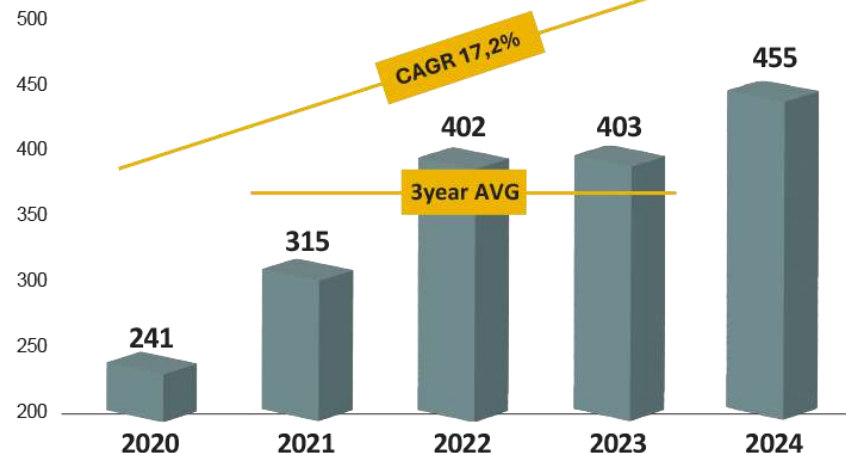
# Financial Indicators

# Sales & EBITDA Evolution

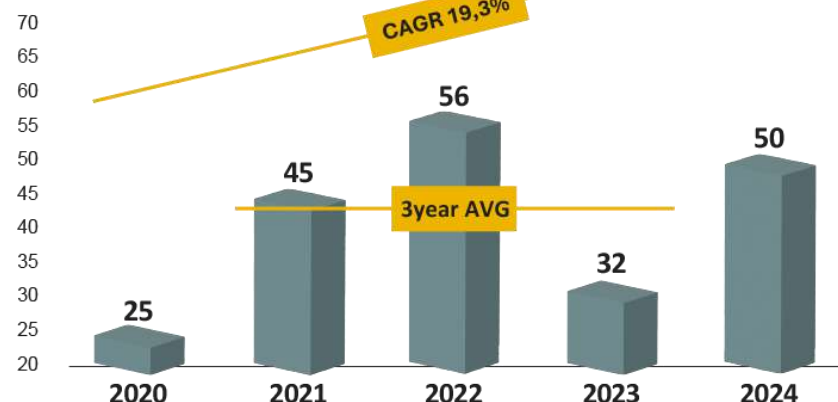
Group sales **grew by 89%** over five years,  
while **EBITDA** increased by **102%**.

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

## Sales



## EBITDA



**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%
<b>Gross Profit</b>	<b>120</b>	<b>91</b>	<b>33%</b>
<b>Gross Profit Margin</b>	<b>26%</b>	<b>22%</b>	
EBIT	35	18	89%
<b>EBIT Margin</b>	<b>8%</b>	<b>5%</b>	
EBITDA	50	32	58%
<b>EBITDA Margin</b>	<b>11%</b>	<b>8%</b>	
EBT	22	6	257%
<b>EBT Margin</b>	<b>5%</b>	<b>2%</b>	
EAT	19	4	394%
<b>EAT Margin</b>	<b>4%</b>	<b>1%</b>	
EPS	0,455	0,0518	

# Balance Sheet

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

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**

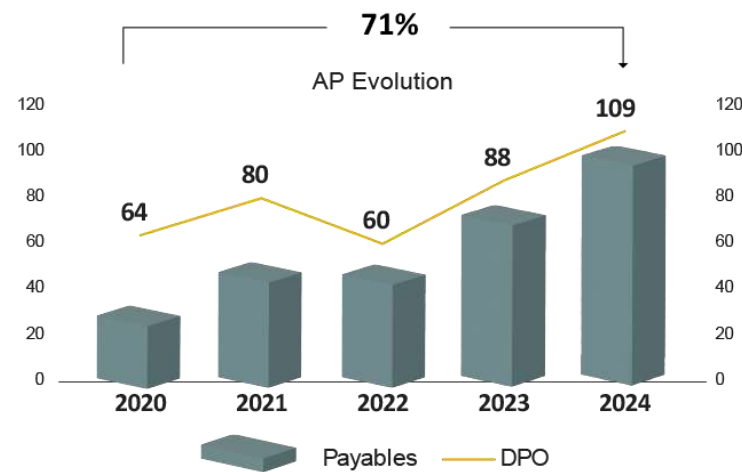
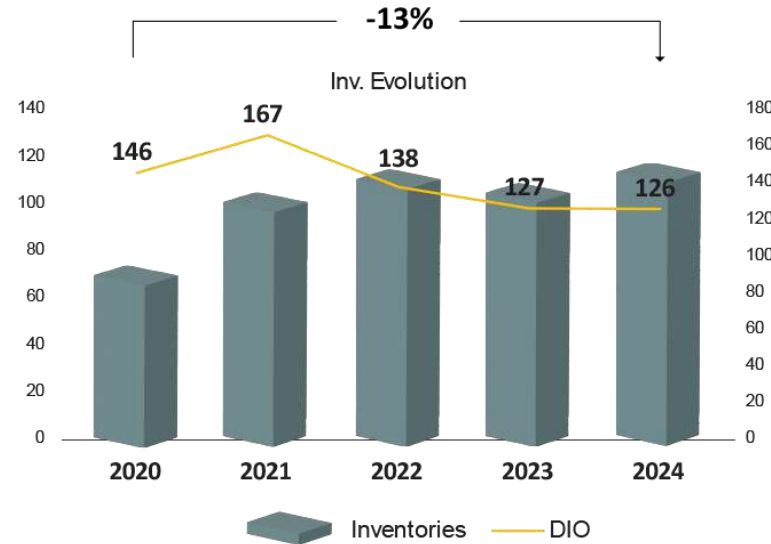
Operating **working capital** remained stable as a **percentage** of **sales**.

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

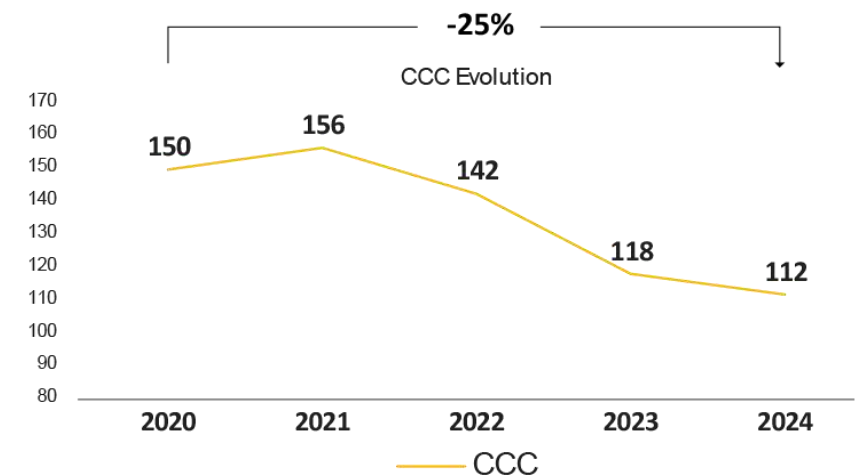
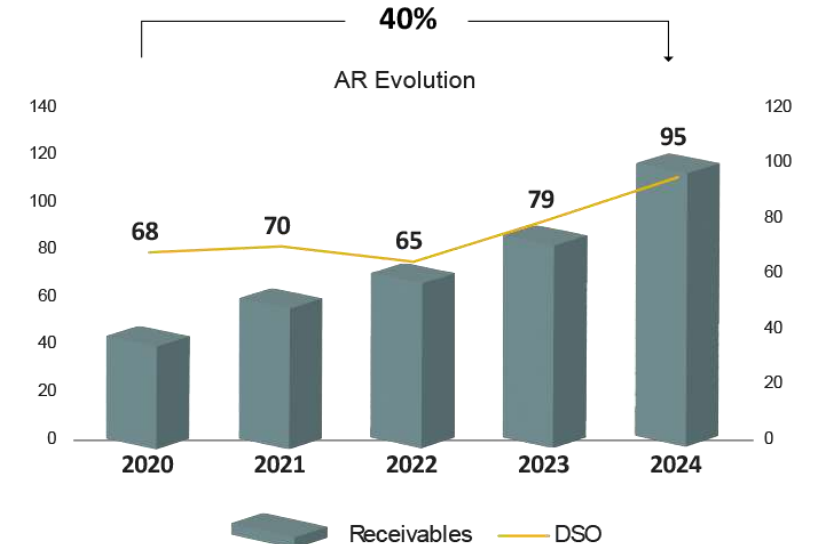
**DSO** increased due to  
higher **sales of products**  
that have **higher margins**  
but longer payment terms.

**Effective** inventory  
management reduced **DIO**.

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

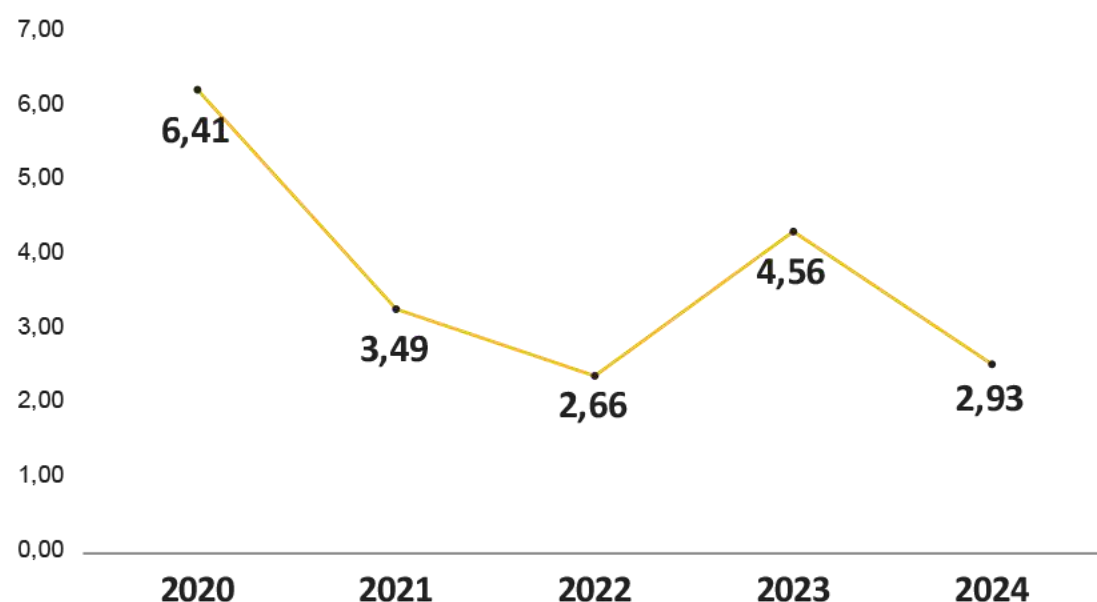


# Working Capital



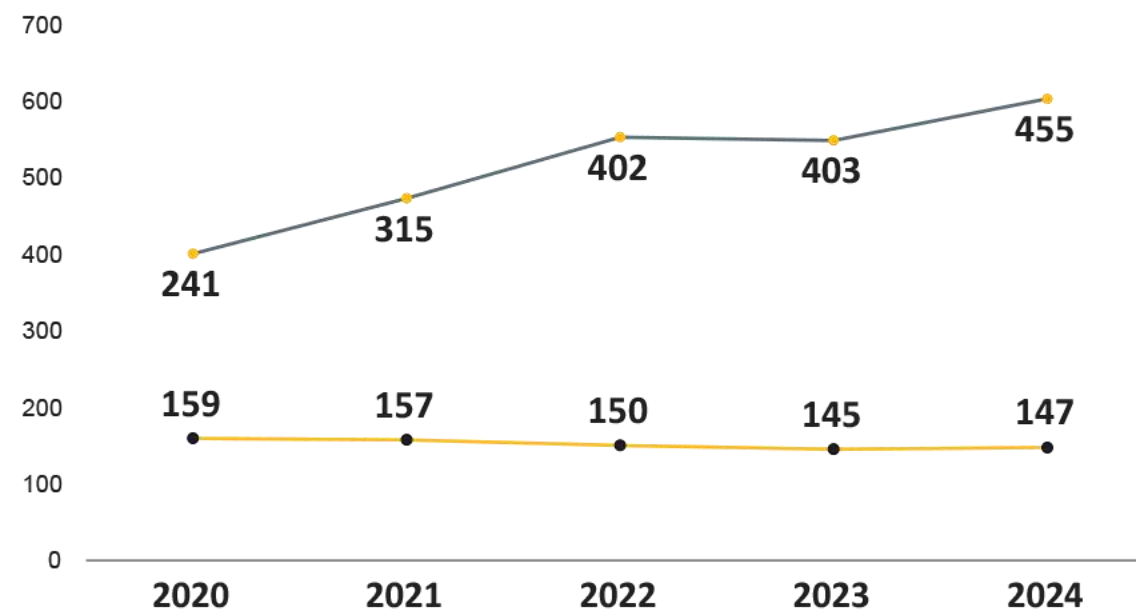
# Net Debt

Net Debt / EBITDA



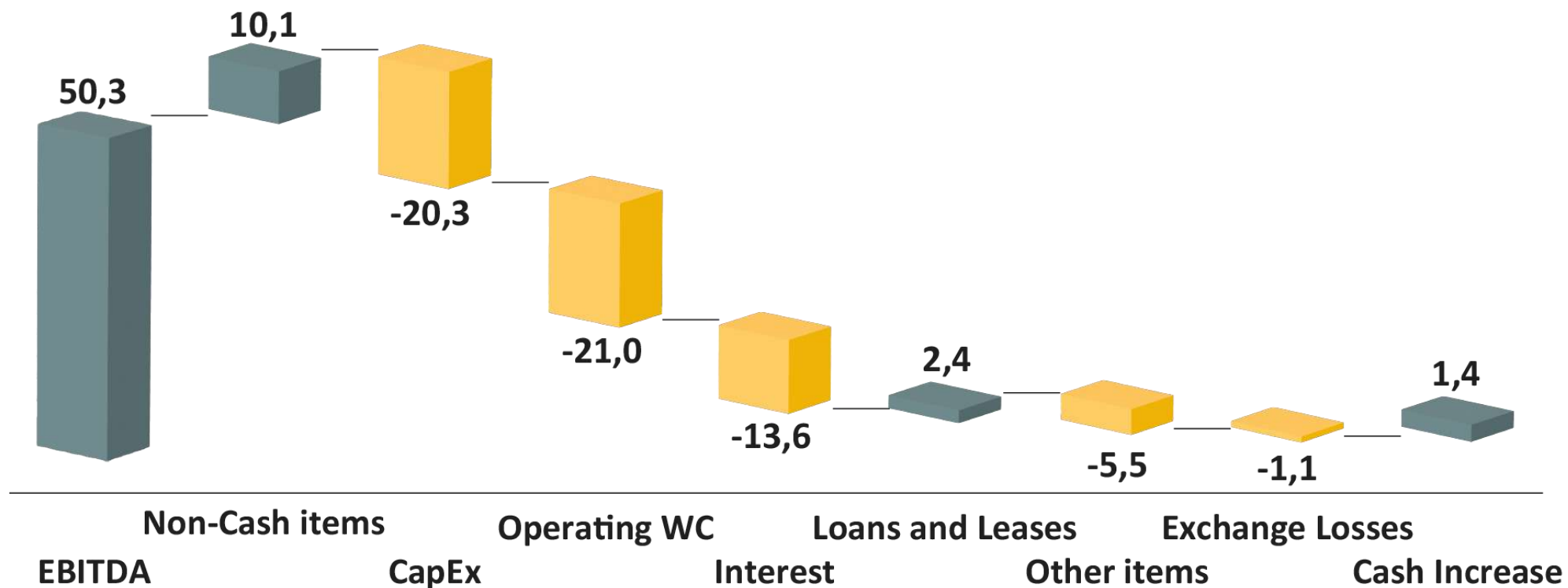
The group **reduced** the **Net Debt/EBITDA** ratio by **54%**, from 6.41 in 2020 to 2.93 in 2024.

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**.

# Stock Price History (2018-2025)



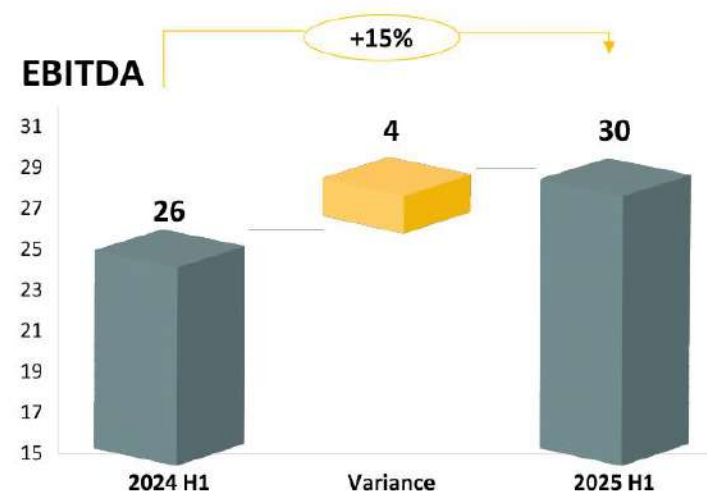
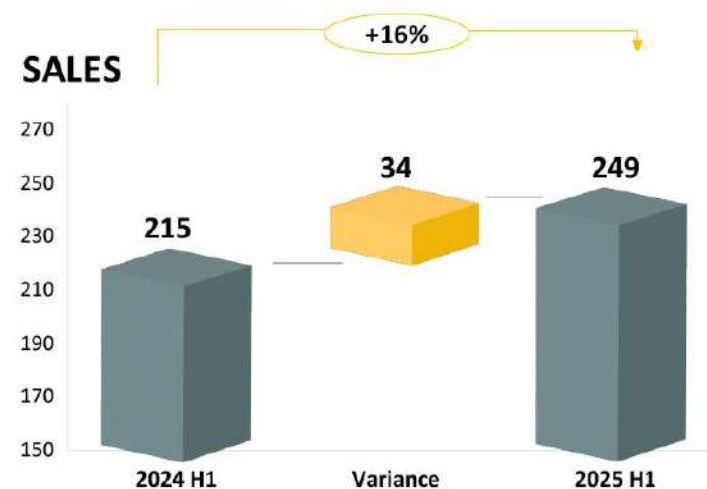
**Share price has increased** by over **500%** compared to 2020 levels



# **Financial Performance H1 2025**

# H1 2025 Financial Review

**Turnover** increased by **16%**  
and **EBITDA** by **15%** in H1 2025,  
in line with our long-term **growth strategy**



**Operating Profit up 17% and Earnings After Tax up 72%**, highlighting our focus for **Value Creation**

# Income Statement

	2025 H1	2024 H1	Variance
Turnover	249	215	16%
<b>Gross Profit</b>	<b>64</b>	<b>58</b>	<b>11%</b>
<b>Gross Profit Margin</b>	<b>26%</b>	<b>27%</b>	
EBIT	22	19	17%
<b>EBIT Margin</b>	<b>9%</b>	<b>9%</b>	
EBITDA	30	26	15%
<b>EBITDA Margin</b>	<b>12%</b>	<b>12%</b>	
EBT	17	12	44%
<b>EBT Margin</b>	<b>7%</b>	<b>6%</b>	
EAT	16	9	72%
<b>EAT Margin</b>	<b>6%</b>	<b>4%</b>	
EPS	0,2695	0,2038	

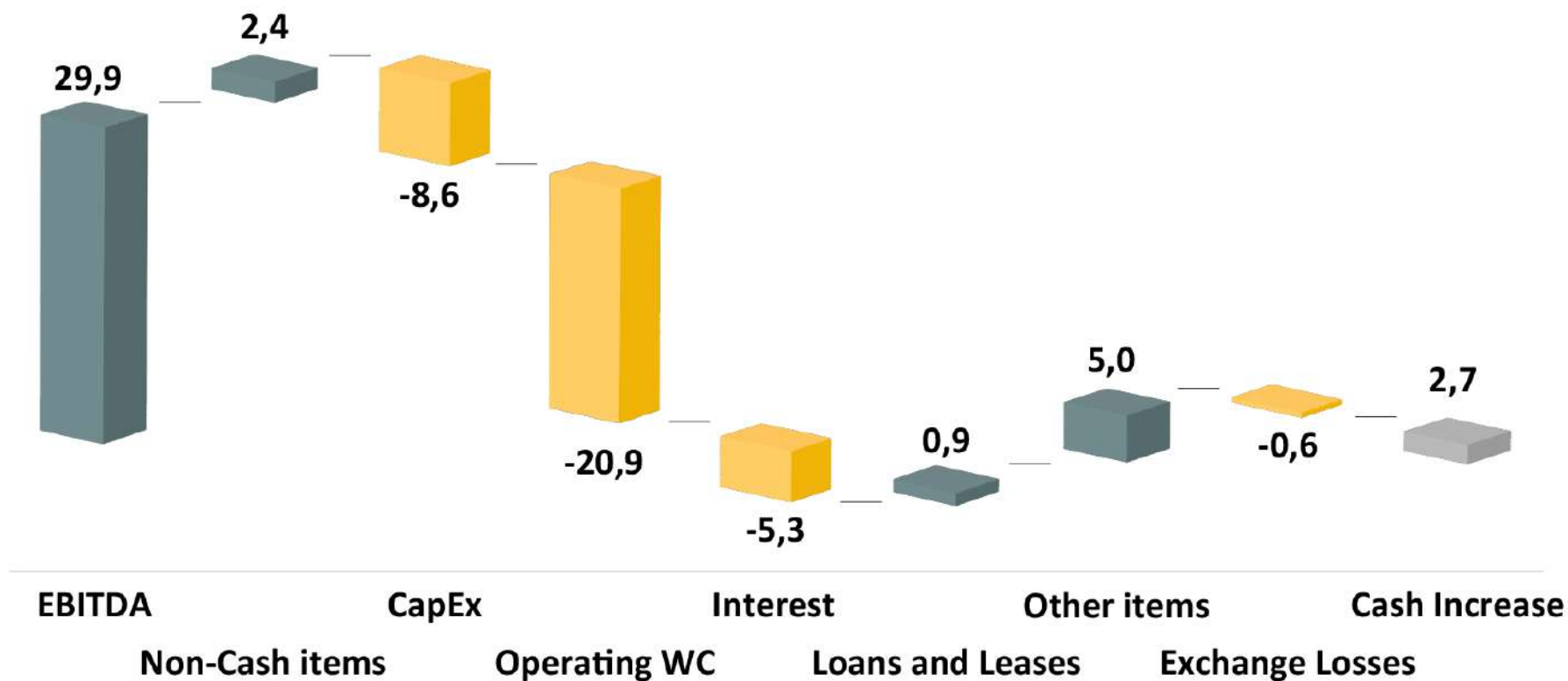
# Balance Sheet

	30/6/2025	31/12/2024
Fixed Assets	207	208
Other NC Assets	18	14
<b>Non Current Assets</b>	<b>224</b>	<b>222</b>
Inventories	120	116
Receivables	137	119
Cash & Cash Equivalents	20	18
Other Current Assets	16	14
<b>Current Assets</b>	<b>292</b>	<b>266</b>
<b>Total Assets</b>	<b>516</b>	<b>487</b>
Bank Loans	157	155
Liabilities from Leases	11	10
Payables	104	100
Other Liabilities	65	52
<b>Total Liabilities</b>	<b>337</b>	<b>317</b>
<b>Equity</b>	<b>179</b>	<b>170</b>
<b>Equity + Liabilities</b>	<b>516</b>	<b>487</b>

Key Ratios	30/6/2025	31/12/2024
Total Debt	168	165
Cash & Cash Equivalents	20	18
Net Debt	148	147
Net Debt / Equity	0,83	0,87

**Seasonality** led to higher **Working Capital**, aligned with the company's operating cycle

# H1 2025 Cash Flow



**Cash flow** remained **strong**, while supporting the **Investment** program



# Our Global Presence



# **Vancouver House**

Vancouver, Canada





# Riviera Tower

Athens, Greece





# 1550 Alberni

Vancouver, Canada





# Taberner House

London, UK





# The Crown

Sydney, Australia





# Desert Rock Resort

## Saudi Arabia





# **The Butterfly**

Vancouver, Canada





# W Hotel

Dubai, UAE





# The Element

Athens, Greece





# Marco Polo

Limassol, Cyprus





# Event Center

Ayia Napa, Cyprus



# Ring Tower

## Sofia, Bulgaria





# 25 South

Mumbai, India





# Google Headquarters

New York, USA

Google

THE PORT OF NEW YORK AUTHORITY

lumil



# Seashore Rise

Athens, Greece





# **The Wave**

Athens, Greece





# **Regnum Sky Tower**

Ankara, Turkey



# Ncaved House

Serifos, Greece



