

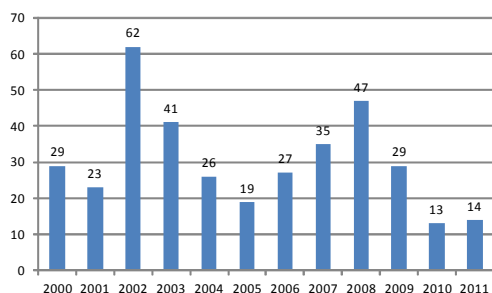
Company Report

Valuation & Research Specialists (VRS)
Equity Research Team
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Share Price (8/6/2012) € 0.30	
Number of Shares (,000)	101,280
Market Cap (in € mn)	30.49
A.D. Volume (p)	24,974
Beta (vs. ASE G.I. – 1y)	n/a
Statistical Data	
Max 52 week	0.99 €
Min 52 week	0.29 €
1-M Rtn	-12.75%
6-M Rtn	-42.34%
12-M Rtn	-63.73%
Shareholders' Structure	
Viohalco S.A.	60%
Other Shareholders and Investors	40%

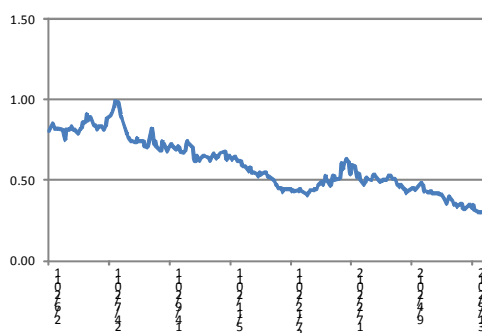
Source: The Company, Reuters, VRS.

Historic Capex (EUR million, consolidated)



Source: The Company.

Share Price Performance (1 year, in €)



Halcor SA [Bloomberg Ticker: HAKO:GA, Reuters Ticker: XAKO.AT]

Business Sector: Copper & Zinc Alloy Product Manufacturers and Traders

Business Profile – Growth Drivers

- Halcor S.A. (the Company or the Group) is a leading copper and zinc alloy product manufacturer / trader in Greece with strong presence in international markets most notably in Europe. The Company is based on Athens, Greece, and is listed on Athens Exchange.
- Halcor is the copper manufacturing and trading branch of Viohalco Group [listed on Athens Exchange, BIOX:GA, VIO.AT]. Halcor Group of Companies possesses a production base of 9 plants in Greece, Bulgaria and Romania and a broad distribution network servicing diverse geographic markets. It is the parent company, with 72.5%, of Hellenic Cables [listed on Athens Exchange, ELKA:GA, HCAR.AT].
- The Company manufactures and trades tubes, rolled and extruded products, and cables based mainly on copper as well as on zinc, brass and other related materials. The Group's product spectrum includes the following major product categories: Copper and brass tubes, copper strips, sheets, circles and plates, titanium-zinc sheets and strips, copper special alloys, copper and brass rolled products for architectural / industrial applications, titanium-zinc rolled products and cables. Many of the Company's products are recognized internationally as they are distributed under brand name.
- Over the years, the Group has grown both organically as well as via acquisitions. Halcor implemented strong investments during the period 2000 – 2011 with its aggregate capex amounting to EUR 365 million. 54% of the capex targeted Greece, 35% Bulgaria and 11% Romania. The Management has disclosed that future capex needs amount to EUR 12-15 million per year.
- Halcor's Management has given guidance about the Group's targets and prospects during 2012. The Group targets new geographic markets such as US, Russia and Scandinavian markets for its copper rolled and extruded products, and it intends to bid for cable projects that will be auctioned in Greece and South-East Europe. Furthermore, it targets higher synergies among production plants and enrichment of the product spectrum with value added products.

Financial Highlights 2011 (Consolidated)

- As of 31 December 2011, the Group's equity settled at EUR 136 million with its outstanding long-term and short-term bank debt at EUR 520 million. Cash and cash equivalents amounted to EUR 37 million. Net cash flows from operating activities stood at EUR 48.5 million at year end 2011.
- As of 2011, the Company's market shares in the European market had settled as following: 12% in copper tubes, 15% in copper plates, 13% in copper rolled products for architectural use, and 6% in zinc rolled products for architectural use. [Source: Management estimates]
- Hellenic Cables' market shares stood at 40% in the Romanian market and 12% in the South-East European market as of end 2011. [Source: Management estimates]
- In 2011, 84% of Halcor Group's revenues were generated internationally vis-à-vis 78% in 2010. Of the total group revenues, 85% was channeled in the European Union markets, 7% in other European markets, 3% in America, 3% in Asia and 2% in Africa.

First Quarter 2012 Results (Consolidated)

- In 1Q 2012, sales and gross profit declined to EUR 313.94 million (from EUR 319.51 in 1Q 2011) and EUR 15.33 million (from EUR 24.35 in 1Q 2011), with net profit settling at EUR -2.45 million versus EUR 8.75 million in 1Q 2011.
- As of 31 March 2012, the Group's equity accounted for EUR 132.65 million with its outstanding long-term and short-term bank debt at EUR 530 million. Cash and cash equivalents amounted to EUR 26.9 million. Net cash flows from operating activities stood at EUR -17.15 million in 1Q 2012.

Important Note: Halcor presented its fiscal year 2011 results at the Hellenic Fund and Asset Management Association in May 2011, in Athens, Greece.

BASIC FINANCIAL INDICATORS

(in € mn)	Sales	EBITDA	EBT	EATAM	P/E (x)	P/BV (x)	EV/EBITDA (x)	DEBT / EQUITY (x)	ROE %
2009	679.10	20.40	-22.06	-19.40	n/c	0.19	21.18	2.62	-12%
2010	1,044.30	32.50	-16.25	-13.10	n/c	0.21	15.61	3.44	-9%
2011	1,249.30	49.20	-11.35	-15.60	n/c	0.22	10.43	3.82	-11%

Source: Official Consolidated Financial Statements (based on IFRS), VRS Calculations.

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Covered Company	Bloomberg	Reuters	Share Price Close	Date	Disclosure
HALCOR S.A.	HAKO:GA	XAKO.AT	€ 0.30	June 8, 2012	2, 3

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2. VRS has sent the research report to the covered company, prior to publication or dissemination, for factual verification.
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4. VRS has received compensation from the covered company for the preparation of this research report.
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