

Creating value

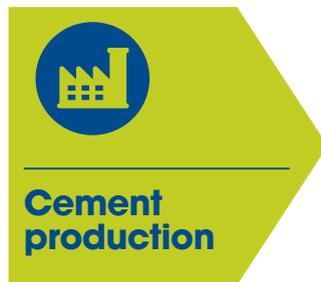
Delivering value far beyond the cement plant

From the quarrying of raw materials to the distribution of finished products, TITAN provides a complete solution for its customers. In doing so, the Group generates value for a wide range of stakeholders.

Key business activities



At our 61 quarries, we extract raw materials such as limestone, clay, aggregates and gypsum.



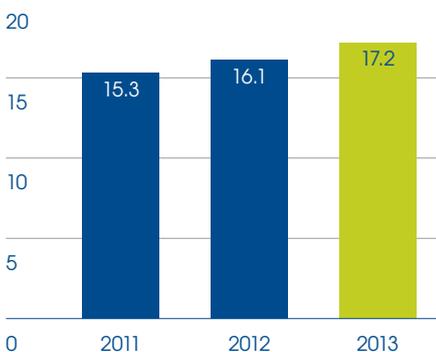
At our nine cement plants and grinding plants, we crush, grind, heat and cool raw materials to produce clinker, which is then processed further to produce cement.



We combine cement, water and aggregates at our 127 ready-mix concrete plants. At seven of our plants, we also process fly ash which is used as an ingredient to make concrete denser, stronger and more durable.

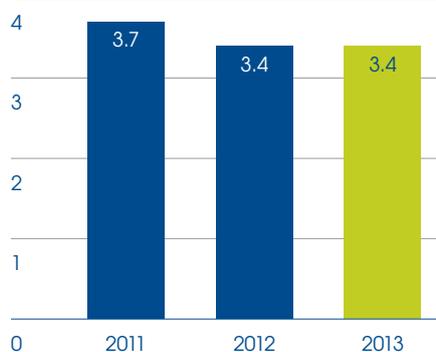
Key facts

Group sales – Cement* million metric tons

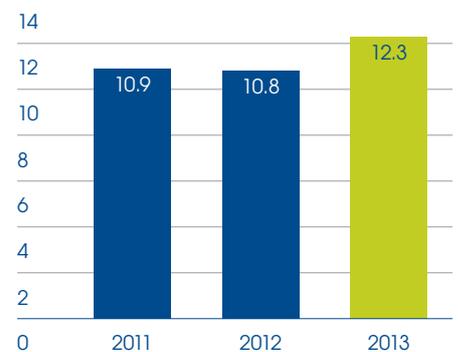


* Joint venture sales and cementitious materials included

Group sales – Ready-mix concrete million m³



Group sales – Aggregates million metric tons



Value created in 2013

High quality of products and services to customers

Stable and secure long-term employment



Concrete structures for society

Financial benefits to stakeholders

To employees¹
202.1 million euros



To local and international suppliers
781.4 million euros



For taxes to state and local authorities
65.8 million euros



For capital expenditures
50.4 million euros



For environmental expenditures²
24.6 million euros



Return to shareholders and minorities
2.3 million euros



¹ To employees for salaries, pensions and social benefits, including additional benefits beyond those provided by law.
² Environmental expenditures are part of capital expenditures.

Creating value

A long-term strategy that balances financial growth with broader interests

TITAN Group believes that its financial and sustainability considerations are intertwined. This approach has enabled us to perform well – even through six years of crisis in key markets.

TITAN's strategy is inclusive, focusing on strategic priorities, while always considering stakeholder needs over the longer term. This helps the Group achieve its governing objective (see page 11).

TITAN Group strategy

Strategic aim: to enhance sustainable growth

Geographical diversification

Extending our business and strengthening our asset portfolio through acquisitions and greenfield development in attractive new markets.

Continuous competitive improvement

Striving to continuously improve our cost structure and enhance our competitive position by investing in our asset base and implementing new methods and processes throughout our business.

Vertical integration

Extending our footprint into all products of the building materials value chain, gaining greater diversification, accessing new business opportunities and addressing the needs of the end customer.

Focus on human capital and CSR

Developing and continuously improving our good relations with all internal and external stakeholders based on mutual respect and understanding.

Convey best practice and leverage expertise

We are committed to sharing best-practice learnings and leveraging expertise across the Group in order to improve our ability and efficiency in delivering our strategic priorities.

Collaborating for sustainability



UN Global Compact

In 2002, TITAN was among the first 500 signatories of the UN Global Compact. This strategic policy initiative requires businesses to adopt ten universally accepted principles in the areas of human rights, labor, environment and anti-corruption.

TITAN is also involved in local UN Global Compact networks. For example:

- In 2013, we helped found the CSR Network of Albania, encouraging participation in the newly-established UN Global Compact CSR Awards.
- TITAN Serbia joined the national UN Global Compact Network in 2013.

In Greece, we chair the national UN Global Compact Network and have helped define post 2015 Millennium Goals. We also introduced the ten principles in compliance with the Greek government's National CSR Strategy, which will be launched in May 2014.

TITAN's commitment to applying the Global Compact principles within its sphere of influence is monitored annually. Since 2010, TITAN has achieved and maintained the "advanced" level according to UNGC criteria.



WBCSD

Cement Sustainability Initiative

Since 2003, TITAN has been a core member of the Cement Sustainability Initiative (CSI). This was launched by the World Business Council for Sustainable Development (WBCSD). We work closely with other cement producers to implement the commonly agreed upon "Agenda for Action".

In 2013, TITAN and two other core members continued to co-chair the CSI, helping to forge numerous strategic initiatives. We actively participate in CSI Task Forces for:

- climate change
- fuels and raw materials
- health and safety
- air emissions
- biodiversity and land stewardship
- concrete sustainability
- water
- sustainable supply chain

We are committed, through collaborative action, to incorporating CSI tools and guidelines into our operations at Group level and to disseminating best practices within the Company.



CSR Europe

CSR Europe is a leading business network set up to encourage Corporate Social Responsibility. Since joining in 2004, we've liaised with stakeholders on issues such as transparency and non-financial reporting, corporate responsibility and sustainable development.

TITAN also participates in CSR Europe's "Enterprise 2020" Initiative, an ambitious effort addressing European and global challenges, and aligned with the EU strategic objectives for 2020.

We are jointly leading CSR Europe's "Valuing and Improving Sustainability Management" collaborative venture which enables dialogue among all stakeholders.

Committed to collaborative action, TITAN conveys best practice and expertise gained through synergies at global and industry level to local networks and stakeholders.