

Greece: Specialized Commerce (Oil Products)

Sep 18 2009



H1 2009 Results Update

“Heating” the market ...”

Investment Rating

From Previously

Outperform

Outperform

Price

€1.04

Target Price

€1.59

From Previously

€1.51

Div yield (09e)

6%

Upside/Downside

59%

Stock Data

	REV GA / REVr.AT
Bloomberg / Reuters	
Market Cap (€m)	23.2
No of shares outstanding (m)	22.3
Free Float	28%
Avg. Daily Vol. (52wk)	16,933

Valuation Data

	2008a	2009e	2010f
P/E	15.91	7.15	5.96
P/BV	1.17	1.12	1.03
EV/EBITDA	5.51	3.45	3.11
EPS	0.07	0.15	0.17
DPS	0.04	0.07	0.08
Div yield (%)	3.6%	6.4%	7.7%

Estimates (€m)

	2008a	2009e	2010f
Revenues	572.0	615.5	678.9
EBITDA	5.83	8.82	9.66
EBIT	2.90	5.13	5.93
Net Income	1.46	3.24	3.89

Performance

	1m	6m	12m
Revoil S.A	-3%	71%	71%
General Index	5%	56%	38%

■ Overview

The Company released H1 2009 results with profits standing in line with our expectations. The average oil price settled at €0.52. Lower oil prices were combined with 31% yoy higher volume turnover at 435.2 m liter (vs. 332 m liter in H1 2008). The maturity of sales network positively affected volume turnover. We should note that Heating oil contributed 40% of total volume sales.

We maintain our investment rating recommendation to “Out Perform”. Challenging consumer behavioral characteristics, operating cycle management and control of its cost base will continue to be the catalysts for current year performance.

■ Main Factors

- During H1 2009 Company's gas network increased by 4 stations with total number reaching 414 vs. 410 in the end of 2008.
- The Company's debt decreased by 17% to €12.15m.
- Total CapEx for the H1 2009 is set at €1.33m.
- Company's results were negatively affected by previous year's tax charge value of €177ths.
- According to the Management, the maturity of investments, the network restructuring and emphasis on consumer behavior, positively affected H1 09 results.
- Despite the lower oil prices (\$52 avg. price per barrel during 2009) the company strengthened its sales value through volume turnover increase by 31% yoy.
- However, improved marketing and promotion is set to enhance Revoil's market share aiming to stronger bottom line in the following years.

■ H1 09' results

Consolidated turnover increased by 4.8%, to €286.5m versus €273.4m, for the same period a year before. Group EBITDA amounted to €4.0m, experiencing a 47.6% yoy increase compared to last year's €2.7m. EBIT on a yoy basis grew by 70.1%, which amounted to €2.2m, compared to €1.3m, during previous period. Group EBT amounted to €2.0m vs. €0.9ths during H1 2008, increased by 124.2% yoy. EATam also moved higher by 86.7% yoy amounting to €1.2m compared to €0.7ths, during the same period a year ago. EAT margin in H1 landed to 0.4% from 0.2% in H1 2008. **Motor and Heating sales contributed 39% and 37.7% of total sales respectively. Heating gross margin is set at 3.71%.**

■ Valuation

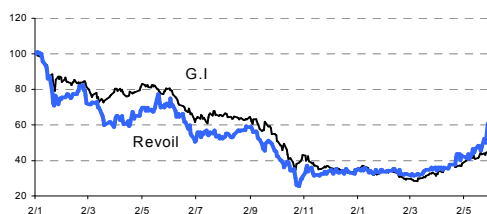
We assign a fair value of €1.59 per share deriving from €2.03 per share for the company based on DCF and €1.15 on Peer Valuation model. Combined these two methods with equal weights lead to a €1.59 target price which indicate a 59% upside potential from current levels. **We maintain our investment rating recommendation to “Outperform”.**

We view Revoil as an attractive and defensive investment in a geopolitical risky situation. The share trades 7.15x 2009EPS. At the same time EDITDA margin stands at 1.4% and Dividend yield at 6.4%.

■ Risks

Competition increasing in local oil product market, Crude oil prices, Natural gas growth in Greek market, heating petroleum demand in relation with weather conditions and slowdown of GDP growth could influence company's results. **Finally share marketability could be a braking factor for institutional investor's entry.**

Share VS G.I



Tsakalogiannis Christos
Equity Analyst
+30 210.870.10.89
chtsakalog@bankofcyprus.gr



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Financial Performance

H1 2009 Results Performance

Revol reported a strong set of H1 2009 results in top line, despite of lower oil prices. The international oil price range stood between \$40 and \$72 per barrel. The average oil price settled at \$52 per barrel. Group turnover came in 4.8% yoy higher reaching €286m. Volume turnover increased by 31% yoy, reaching 435.2 m liter. EBITDA reached €4.0m, increasing 48% yoy while EBT reached €2.0m, also higher by 124.2% yoy. According to the company, the maturity of investments, the network reorganization and focusing in consumer behavior positive affected H1 09 results. Cost of sales increased 3.9% yoy. Operating expenses increased 22.2% due to inflation pressures. Management decision for more aggressive advertising policy negatively affected expenses.

Net income reached €1.2m vs. €0.7m a year earlier. EATam margin landed at 0.4% from previously 0.2%. EBITDA and EBIT margins rose to 1.4% and 0.8%, respectively (from previous 1.0% and 0.5%). We have to note that current financial results were negatively affected by additional taxation (€177 ths) due to planned tax audit.

P&L (€ m)	H1 09	H1 08	Dif %	P&L (€ m)	Q2 09	Q1 09	Dif %
Turnover	286.5	273.4	4.8%	Turnover	118.1	168.4	-29.9%
CoGs	273.9	263.5	3.9%	CoGs	112.8	161.1	-30.0%
Gross Profit	12.6	9.9	28.1%	Gross Profit	5.3	7.3	-27.2%
Operating Ex.	10.9	8.9	22.2%	Operating Ex.	5.0	5.8	-13.9%
EBITDA	4.0	2.7	48.0%	EBITDA	1.5	2.5	-40.6%
EBIT	2.2	1.3	70.1%	EBIT	0.6	1.6	-65.2%
EBT	2.0	0.9	124.2%	EBT	0.5	1.5	-67.0%
EATam	1.2	0.7	86.7%	EATam	0.1	1.1	-89.1%
EPS	0.056	0.030	86.9%	EPS	0.005	0.050	-90.0%
Margins			bps	Margins			bps
Gross Profit	4.4%	3.6%	0.22	Gross Profit	4.5%	4.3%	0.04
Operating Ex.	3.8%	3.3%	0.2	Operating Ex.	4.2%	3.4%	0.2
EBITDA	1.4%	1.0%	0.4	EBITDA	1.3%	1.5%	-0.2
EBIT	0.8%	0.5%	0.6	EBIT	0.5%	1.0%	-0.5
EBT	0.7%	0.3%	1.1	EBT	0.4%	0.9%	-0.5
EATam	0.4%	0.2%	0.8	EATam	0.1%	0.7%	-0.8

Source: The Company, Kyrou Sec. R&A Dpt.

Q2 09 on Q1 09 Results

In a Quarterly basis consolidated turnover narrowed by 30%, to €118.1m versus €168.4m, for the previous quarter.

Group EBITDA amounted to €1.5m, experiencing a 41% yoy decrease compared to last year's €2.5 m. EBIT in quarterly basis fell by 65%, which amounted to €0.6ths, compared to €1.6 m., during the previous quarter.

Group EBT amounted to €0.5ths against €1.5m during Q1 2009, decreasing by 67% qoq. EATam also moved lower by 89% qoq amounting to €0.1ths compared to €1.1m, during a quarter ago.

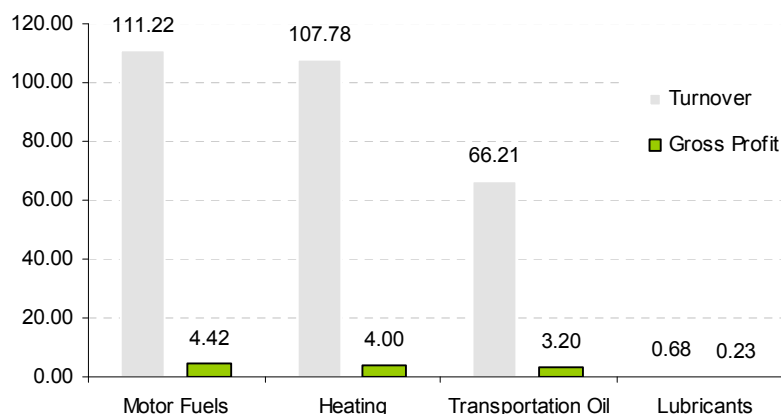
EAT margin in Q2 09 landed to 0.1% from 0.7% in Q1 09.

Turnover Breakdown

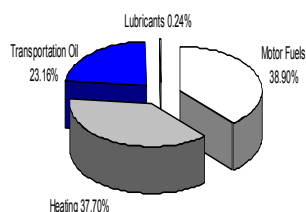
Revoil is a reseller supplied by local refineries. Volume sales and margin determine profits.

Motor Fuel sector, for H1 2009, contributed 39% vs. 38% in FY2008 of total turnover, while Heating contributed 37.7%. Transportation Oil product settled at a 23% contribution. Our projections based that motor fuel sector (Motor & Oil Transportation) will continue at c73% of total sales. We value Revoil under the assumption that sales average price is moving between €0.53 and €0.55 in 2013.

Sales & Gross Profit per Product (H1 2009)



Sales per Product To total sales %



Source: The Company, Kyprou Sec. R&A Dpt.

The average price for Motor Fuel sector in H1 2009 was €0.45 while Heating settled at €0.62. Lubricants segment present the higher gross profit margin (33.82%) but lowest sales value. Lubricants sales fell 2.2% yoy while Motor fuels increased 4.8% in H1 2009. EBITDA and EBT margins set at 0.68% (Fuels & Others) and 0.013% (Lubricants).

Source: The Company, Kyprou Sec. R&A Dpt.

Sales per segment in € m

	Fuels & Others H1 2009	Lubricants H1 2008	%
Sales			
Fuels & Others	285.8	272.7	4.8%
Lubricants	0.684	0.6997	-2.2%
Gross Profit			
Fuels & Others	12.403	9.592	29.3%
Lubricants	0.228	0.264	-13.6%
EBITDA			
Fuels & Others	3.953	2.653	49.0%
Lubricants	0.072	0.074	-2.7%
EBT			
Fuels & Others	1.948	0.862	126.0%
Lubricants	0.036	0.024	50.0%
EBITDA margin			
Fuels & Others	1.38%	0.97%	42.2%
Lubricants	0.025%	0.027%	-7.2%
EBT margin			
Fuels & Others	0.68%	0.32%	115.6%
Lubricants	0.013%	0.009%	43.10%

Source: The Company, Kyprou Sec. R&A Dpt.

Forecast Changes

Management Scope

According to the Management the target for the coming years is to prepare the company in order to utilize any investment opportunity that will “come to light” in the forward years. Cost containment efforts will also prove crucial.

Estimate Changes

Our previous projections on Revoil FY2009 results stood very close with the published ones, especially on top and bottom line. However, due to lack of visibility regarding the economy crisis as well as aiming to stand on the conservative side we revise our forecasts as of 2009 to lower levels.

Overall profit margins are expected to remain at H1 levels. Our revised projections vs. our previous estimates (published after the release of H1 09 results) are depicted in the table below:

Kyprou Securities Old and New projections for Revoil S.A

	2007	2008	2009e			2010f			2011f		
	Actual	Actual	Old Projections	New Projections	Ch. (%)	Old Projections	New Projections	Ch. (%)	Old Projections	New Projections	Ch. (%)
[EUR'000]											
Total Turnover	445,331	571,993	641,876	615,483	-4.1%	707,737	678,878	-4.1%	779,768	748,197	-4.0%
COGS	425,327	551,169	614,276	588,402	-4.2%	677,304	649,686	-4.1%	746,238	716,025	-4.0%
Gross Profit	20,003	20,825	27,601	27,081	-1.9%	30,433	29,192	-4.1%	33,530	32,172	-4.0%
Other Operating Income	551	695	751	695	-7.4%	811	702	-13.4%	876	709	-19.0%
Administrative Expenses	4,735	5,166	7,189	7,078	-1.5%	7,431	7,468	0.5%	8,188	8,230	0.5%
Research & Development Ex	12,341	13,411	15,726	15,510	-1.4%	17,340	16,429	-5.3%	18,714	17,957	-4.0%
Other Expenses	8	39	64	62	-4.1%	71	68	-4.1%	78	75	-4.0%
EBITDA	6,284	5,825	8,902	8,819	-0.9%	10,294	9,663	-6.1%	11,714	10,735	-8.4%
Depreciation Exp.	2,815	2,922	3,530	3,693	4.6%	3,893	3,734	-4.1%	4,289	4,115	-4.0%
EBIT	3,469	2,903	5,372	5,127	-4.6%	6,402	5,929	-7.4%	7,426	6,620	-10.9%
Plus: Financial Income	156	263	316	316	-	379	379	-	455	455	-
Financial Expenses	923	1,044	1,118	1,118	0.0%	1,192	1,192	0.0%	1,271	1,271	0.0%
EBT	2,702	2,123	4,570	4,324	-5.4%	5,589	5,117	-8.5%	6,610	5,804	-12.2%
Taxes	838	666	1,142	1,081	-5.4%	1,341	1,228	-8.5%	1,520	1,335	-12.2%
EAT	1,864	1,457	3,427	3,243	-5.4%	4,248	3,889	-8.5%	5,089	4,469	-12.2%
Minority Rights	0.12	0.30	0.30	0.30	0.0%	0.30	0.30	0.0%	0.30	0.30	0.0%
EBT after minorities	2,702	2,123	4,570	4,324	-5.4%	5,589	5,116	-8.5%	6,609	5,803	-12.2%
EAT after minorities	1,864	1,456	3,427	3,243	-5.4%	4,247	3,888	-8.5%	5,089	4,469	-12.2%

Source: The Company & Kyprou Sec. R&A Dpt.

For the following years, we have assumed that oil price will move higher affecting positively company's turnover. According to the National Statistic Service, macro projections will remain weak. Short-Term debt is expected to move marginally lower from 2008 levels (-8.09% in 2009).

Valuation

DCF Valuation

Discounted Cash flow Model

We discount the consolidated free cash flow to the firm for an explicit 5 year period (2009-2013), using a WACC of 9.46% for the residual value. In our base scenario we adopt an average cost of debt 5.5%. Cost of equity is set at 11%. Risk free rate is set at 4.20% (from previous 5.5%) and a market risk premium of 5.5% (from previous 6.5%). Beta value stands at 1.20. **We reduce our risk and market premium in order to adopt the new market environment.** Evaluating our projections on the DCF valuation method we end up with a **fair value of €2.03 per share (+101% from current levels).**

(€m)	2009e	2010f	2011f	2012f	2013f	Terminal Year
Revenues	615.5	678.9	748.2	828.6	919.7	928.9
EBIT	5.1	5.9	6.6	7.8	8.5	13.9
Depreciation	1.5	1.8	1.9	2.1	2.2	2.8
CapEx	3.1	3.0	3.3	3.8	3.9	4.2
Change in NCWC	(1.7)	0.0	0.4	0.4	0.7	5.1
Operating Cashflow	4.0	4.7	5.3	6.3	6.9	14.1
Tax	1.08	1.23	1.33	1.55	1.60	2.6
Cash Flow to the Firm (FCFF)	4.1	3.4	3.5	4.2	4.5	4.8
Discounted FCFF	3.8	2.9	2.8	3.0	3.1	
Cash Flow to the Firm (FCFF)	15.6					
Terminal Value	56.9					
PV (Terminal Value)	38.5					
Enterprise Value	54.1					
Net Debt	8.9					
Investments						
Equity Value	45.2					
No. of Shares #	22.3					
Intrinsic Value per share (€)	2.03					
Current price (€)	1.04					
Upside/Downside	+94.91%					
Dividend Yield 09e	6.4%					
Total Upside/Downside	+101.35%					

Source: Kyrou Sec. R&A Dpt

Peer Group Valuation

Peer Group Valuation

In our scenario, we evaluate Revoil using also a Peer group analysis model. Our peer group includes a number of Greek and International firms with similar activities. We assigned equally 10% weights on the P/E, P/BV, Div Yield, P/Sales and EV/EBITDA for each of the years in the 2008-09 period, respectively. Peer group analysis giving us a fair value of €1.15 per share. (+11% from current levels)

Company	Country	Local Currency	Price (€)	Mcap (€m)	Y-t-d (%)	P/E		P/BV		Div. Yield (%)		EV/EBITDA		EV/Sales	
						08 (e)	09 (f)	08 (e)	09 (f)	08 (e)	09 (f)	08 (e)	09 (f)	08 (e)	09 (f)
Revoil S.A	GR	EUR	1.04	23.2	-35.9%	15.9	7.1	1.2	1.1	3.6%	6.4%	2.7	1.7	0.06	0.05
Elinoil	GR	EUR	3.05	72.7	8.1%	17.5	18.5	0.6	0.6	0.0%	0.0%	4.4	4.3	0.06	0.06
Cyclon	GR	EUR	0.82	22.4	39.0%	1.2	1.4	0.1	0.1	0.0%	0.0%	0.8	0.7	0.02	0.01
Petrolina LTD	CY	EUR	0.56	49.0	14.3%	1.5	1.3	0.3	0.3	2.6%	2.9%	1.1	0.9	0.06	0.09
Northern Petroleum PLC	NE	EUR	0.67	41.2	-49.8%	1.1	1.2	0.1	0.1	0.0%	0.0%	0.0	0.0	0.86	0.00
Weighted Average (GR)						18.7	20.0	0.6	0.6	0%	0%	5.2	5.0	0.1	0.1
Weighted Average (Abr.)						2.6	2.5	0.4	0.5	3%	3%	1.1	0.9	0.9	0.1
Weighted Average (Peer)						21.3	22.5	1.0	1.1	3%	3%	6.2	5.9	1.0	0.2
Premium/Discount (vs Gr Peer)						-15%	-64.2%	89%	79%	-	-	-49%	-65%	-26%	-29%
Premium/Discount (vs Abr. Peer)						516%	181%	202%	148%	40%	123%	147%	94%	-94%	-43%
Premium/Discount (vs Peers)						-25%	-68%	16%	4%	40%	123%	-58%	-71%	-94%	-68%
Target Price (Based on Peers)						1.39	3.28	1.18	1.22	0.001	0.002	1.63	2.33	0.43	0.08
Weight						10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Target Price												€1.15			
Current Price												€1.04			
Upside/Downside Potential												11.0%			

Source: Bloomberg; consensus estimates were applicable, MCap weighted averages

Combined Valuation

Combined valuation

We equally weight, DCF and Peer group methods. Therefore, we assign a 50% weight on our DCF model and 50% on Comparable valuation models. **We ended up at fair value of €1.59 per share.**

COMBINED VALUATION

	DCF	Peer Group
Implied Target Prices	2.03 €	1.15 €
Weight Factor	50%	50%
Target Price	1.59 €	
Current Price	1.04 €	
Dividend Yield 09e	6%	
Upside/Downside Potential	59.4%	

Source: The Company, Kyrou Sec. R&A Dpt.

Sensitivity Analysis

Sensitivity Analysis

We performed a sensitivity analysis on the key drivers of our estimates and valuation for Revoil. These include: a) WACC and b) Terminal growth in perpetuity.

		WACC				
		8.46%	8.96%	9.46%	11.46%	13.46%
Terminal Growth	-1.00%	1.48	1.45	1.41	1.30	1.22
	0.00%	1.58	1.53	1.49	1.36	1.26
	1.00%	1.71	1.64	1.59	1.43	1.31
	2.00%	1.87	1.79	1.72	1.51	1.37
	3.00%	2.09	1.98	1.88	1.61	1.44

Source: The Company, Kyrou Sec. R&A Dpt.

Investment Risks

Increased competition could further drop gross margins.

Players in the local oil product market, in their effort towards increasing their market share could further drop profit margins triggering a price war and putting pressure on profitability and therefore on valuations. Increased competition from possible new participants or more aggressive strategies from existing ones could lead to stable market shares and/or reduced profit margins for local independent oil resellers like Revoil.

Much higher crude price could trim overall demand hurting sales volumes

Crude oil prices possible rise towards higher levels could trim demand of oil products in general along with leading the local economy to a slowdown. Therefore, volume sales and profits should drop besides Revoil's possible increased market share.

Natural gas expansion could trim heating oil growth rates.

Natural gas retail use in Greece is limited because of the fuel's recent introduction in the country. High costs of new heating devices such as ovens and boilers installation required for shift to natural gas use does not allow for total replacement of heating oil. However, natural gas could assume part of heating oil's volume growth in new buildings.

Global warming hurts sales volumes gradually

Global warming gradually trims demand of specific products like heating oil hurting sales volumes. It is recorded already and fears of the phenomenon's deterioration rise. We see some minor risk there since the impact on climate is very slow.

Interest Risk

The group is exposing at Interest risk due to potential changes. The total dept of group is based on three month Euribor rate.

Weather Risk

Heating petroleum demand is directly linked to Weather conditions, with natural gas gradually replacing in consumer behavior.

Macroeconomic Environment

Slow down of GDP growth and consumer spending.

Debt Provisions

The company already recorded high provisions in 2008 on the back of the current economic crisis. Higher potential provisions based on the further deterioration of the economic environment in the future could weigh on bottom line.

Share Marketability

Share marketability could be a braking factor for institutional investor's entry.

Summary Financial Statements (consolidated data)

Revoil S.A											
Profit & Loss (€m)	2008a	2009e	2010f	2011f	2012f	Balance Sheet (€m)	2008a	2009e	2010f	2011f	2012f
Revenues	572.0	615.5	678.9	748.2	828.6	Fixed Assets (net)	19.0	19.9	21.0	22.2	23.8
CoGS	551.2	588.4	649.7	716.0	792.2	Goodwill	0.0	0.0	0.0	0.0	0.0
Gross Profit	20.8	27.1	29.2	32.2	36.5	Non current Assets	0.5	0.5	0.5	0.5	0.5
Other income	0.7	0.7	0.7	0.7	0.7	Deferred tax assets	0.4	0.4	0.4	0.4	0.4
Total Operating Expenses	18.6	22.6	24.0	26.3	29.3	Total non-current Assets	23.4	25.0	26.1	27.4	29.1
Administrative Exp.	5.2	7.1	7.5	8.2	9.5	Inventories	3.0	3.5	4.0	3.8	4.4
Transportation Exp.	13.4	15.5	16.4	18.0	19.7	Debtors	31.5	25.8	22.6	26.6	27.9
R&D Exp.	-	-	-	-	-	Available for sale investments	0.0	0.0	0.0	0.0	0.0
Other operating Exp.	0.04	0.06	0.07	0.07	0.08	Cash & Equivalents	6.3	7.7	8.1	9.0	10.0
EBITDA	5.8	8.8	9.7	10.7	12.4	Total current Assets	41.9	37.4	43.0	50.2	57.8
Depreciation	2.9	3.7	3.7	4.1	4.6	Total Assets	65.2	62.4	69.2	77.6	86.9
EBIT	2.9	5.1	5.9	6.6	7.8	Short-term Bank Debt	5.0	5.7	6.6	7.6	8.7
Financial income	0.3	0.3	0.4	0.5	0.5	Suppliers	28.5	23.1	26.8	32.1	37.4
Financial expense	1.0	1.1	1.2	1.3	1.4	Tax liabilities (current)	0.20	1.08	1.23	1.33	1.55
EBT	2.1	4.3	5.1	5.8	7.0	Other current liabilities	1.1	2.1	3.0	3.3	3.8
Tax	0.7	1.1	1.2	1.3	1.5	Total current Liabilities	35.0	32.2	37.8	44.5	51.7
EAT	1.5	3.2	3.9	4.5	5.5	Long-term Bank Debt	9.6	8.5	7.6	6.9	6.2
Minorities	0.0	0.0	0.0	0.0	0.0	Employee benefit plan	0.0	0.0	0.0	0.0	0.0
EATAM	1.5	3.2	3.9	4.5	5.5	Provisions	0.0	0.0	0.0	0.0	0.0
						Subsidies	0.0	0.0	0.0	0.0	0.0
						Deferred tax liabilities	0.0	0.0	0.0	0.0	0.0
						Other non-current liabilities	0.62	0.71	0.78	0.86	0.95
						Total long-term Liabilities	10.5	9.6	8.9	8.3	7.8
						Total Liabilities	45.4	41.8	46.6	52.8	59.4
						Share Capital, premium	6.7	6.7	6.7	6.7	6.7
						Own shares	0.0	0.0	0.0	0.0	0.0
						Reserves & Retained Earnings	6.9	7.1	7.3	7.5	7.7
						Total Equity	19.8	20.6	22.6	24.9	27.4
						Ratios					
						Debtors (days)	18.7	17.0	13.0	12.0	12.0
						Inventory turnover (days)	1.9	2.0	2.1	2.0	1.9
						Suppliers (days)	17.9	16.0	14.0	15.0	16.0
						Operating cycle	2.6	3.0	1.1	-1.0	-2.1
						Net Debt	8.9	7.3	6.9	6.3	5.9
						Net Debt/EBITDA	2.7	1.7	1.6	1.5	1.3
						Net Debt/Equity	0.45	0.35	0.31	0.25	0.21
						Interest Coverage	3.94	6.33	6.65	6.75	7.27
						Current ratio	1.20	1.16	1.14	1.13	1.12
						Payout ratio (%)	57%	46%	46%	47%	47%
						ROEavg (%)	7%	15%	16%	17%	19%
						ROAavg (%)	2%	5%	5%	5%	6%
						Cash Flow Statement (€m)					
						EAT	1.5	3.2	3.9	4.5	5.5
						Depreciation	2.9	3.7	3.7	4.1	4.6
						Cash Earnings	4.4	6.9	7.6	8.6	10.0
						Working Capital (Δ)	(2.5)	2.4	7.3	1.9	4.0
						Operating cash flow	1.9	9.3	14.9	10.5	14.1
						Investment cash flow	(2.1)	(2.3)	(2.9)	(3.1)	(3.6)
						Dividends paid	0.8	1.5	1.8	2.1	2.6
						Long-term Debt (Δ)	2.9	(0.9)	(0.7)	(0.6)	(0.5)
						Short-term Debt (Δ)	1.3	0.7	0.9	1.0	1.1

Source: Kyprou Se, R&D Dept.

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Company	Valid Statements
Revoil S.A	3

- At the date of publication of this report (mentioned in the first page) Bank of Cyprus and/or affiliated companies command 5% or more in the Company.
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- Bank of Cyprus and/or its affiliated companies has/have sent this research report to the Company prior to publication for factual verification.
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Outperform The share is expected to perform better than the ATHEX General Index by more than 10%

Market Perform The share is expected to perform in line with the ATHEX General Index (+/- 10%)

Underperform The share is expected to perform worse than the ATHEX General Index by more than 10%

(Under Review: We currently review the Company and possibly change our previous investment rating)

All of the above (Overweight, Equal Weight and Underweight) denote investment ratings (i.e. our view) – not recommendations – and refer to our overall view of the Company based in valuation but also market conditions and qualitative factors. The investment period for the investment ratings is defined as the next 12 months from the day of issue.

BoC Research Current Universe & Views

View	BoC Research Universe	Investment Banking Clients
Outperform	60%	13%
Market Perform	40%	0%
Underperform	0%	0%
Under Review	0%	0%
Restricted	0%	0%
	100%	0%

BoC Company View History

Date of Issue	BoC Research View	Reason for Research	Market Price	Kyprou Res. Target Price
09.17.2009	Outperform	H1 2009 Results Update	€1.04	€1.59
06.22.2009	Outperform	Initiation of Coverage	€0.91	€1.51

Analyst Certification

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Kyprou Securities SA Member of the Bank of Cyprus Group

26 FidiPIDou Street, 115 26 Athens, Greece
Tel. +30 21077.65.22
Fax. +30 21077.65.409
E-mail Research@kyprousecurities.gr
www.bankofcyprus.gr

Equity Research

Ioannis NoikokyraKis inoikokyraKis@bankofcyprus.gr +30 210.87.01.101
Elias Lazaris ilazaris@bankofcyprus.gr +30 210.77.65.422
ChristosTsakalogiannis chtsakalog@bankofcyprus.gr +30 21087.01.089

Head of Institutional Sales

Emmanuel Nerantzis enerantzis@bankofcyprus.gr +30.210.87.01.051