

3. Operating segment information

For management information purposes, the Group is structured in four operating segments: Greece and Western Europe, North America, South Eastern Europe and Eastern Mediterranean. Each operating segment is a set of countries. The aggregation of countries is based mostly on geographic position.

Each region has a regional Chief Executive Officer (CEO) who reports to the Group's CEO. In addition, the Group's finance department is organized by region for effective financial control and performance monitoring.

Management monitors the operating results of its business units separately for the purpose of making decisions, allocating resources and assessing performance. Segment performance is evaluated based on Earnings before interest, taxes, depreciation, amortization & impairment.

Information by operating segment

	For the year ended 31 December 2016				
	Greece and Western Europe	North America	South Eastern Europe	Eastern Mediterranean	Total
<i>(all amounts in Euro thousands)</i>					
Gross revenue	327,726	794,575	204,610	249,201	1,576,112
Inter-segment revenue	-66,400	-223	-336	-	-66,959
Revenue from external customers	261,326	794,352	204,274	249,201	1,509,153
Profit before interest, taxes, depreciation, amortization and impairment	36,366	145,174	56,215	40,844	278,599
Depreciation, amortization and impairment of tangible and intangible assets	-27,990	-55,913	-25,446	-17,758	-127,107
Profit before interest and taxes	8,378	89,260	30,769	23,085	151,492
ASSETS					
Property, plant & equipment	304,544	686,354	308,612	273,725	1,573,235
Intangible assets and goodwill	23,392	223,843	63,458	64,423	375,116
Other non-current assets	121,479	31,894	8,649	54,661	216,683
Current assets	217,362	216,450	108,330	82,601	624,743
Total Assets	666,777	1,158,541	489,049	475,410	2,789,777
LIABILITIES					
Non-current liabilities	189,664	380,638	95,361	164,310	829,973
Current liabilities	127,004	140,672	49,827	89,485	406,988
Total Liabilities	316,668	521,310	145,188	253,795	1,236,961
Capital expenditures (note 11,12,13)	24,608	78,458	16,240	31,250	150,556
Impairment of property, plant and equipment (note 11)	-5,162	-	-	-	-5,162
Impairment of intangible assets-excluding goodwill (note 13)	-376	-	-	-	-376
Impairment of Goodwill (note 13)	-2,510	-	-2,766	-	-5,276
Allowance/(reversal of allowance) for doubtful debtors (note 20)	-917	-433	487	276	-587
Investment in associates & joint ventures (note 15)	108,585	4,321	3,551	54,346	170,803
Defined benefit assets (note 17,25)	-	4,364	-	-	4,364

Capital expenditures consist of additions of property, plant and equipment, intangible assets and investment property.

Impairment charges are included in the income statement.

Turnover consists of the sale of goods and services. There are sales between operating segments. Total assets and capital expenditures are presented in the operating segment of the company that owns the assets.

The transactions between segments are performed as described in note 32.

3. Operating segment information (continued)**Information by business activities**

(all amounts in Euro thousands)

	For the year ended 31 December 2016			Total
	Cement	Ready mix concrete, aggregates and building blocks	Other	
Turnover	907,451	592,880	8,822	1,509,153

The cement activity includes cement and cementitious materials.

The business activities that are common to all segments of the Group are the production and trade of cement, ready-mix concrete, aggregates and transportation services.

Greece and Western Europe segment is also engaged in the production and trade of dry mortars and the Regulatory Electricity Market. North America segment includes the production and trade of building blocks and the processing of fly ash. Finally, South Eastern Europe and Eastern Mediterranean segments are engaged in the processing of alternative fuels.

Other activities include transportation services and the activity of Regulatory Electricity Market in Greece. None of these activities have the prerequisite magnitude to be presented separately.

Within the activity of the Company in the Greek electricity market, the Company has received the No.731/10.13.14 License Electricity from the Regulatory Authority for Energy and achieved electricity sales of €1,726 thousand in 2016 (2015: €238 thousand) to the Electricity Market Operator.

The Company sold cement and aggregates, representing in 2016 7.35% (2015: 7.21%) of the Company's turnover, to its subsidiary Interbeton S.A..

At Group level, turnover is derived from a set of customers none of which separately represents greater than or equal to 10%.

Information by operating segment

(all amounts in Euro thousands)

	For the year ended 31 December 2015				Total
	Greece and Western Europe	North America	South Eastern Europe	Eastern Mediterranean	
Gross revenue	332,219	679,972	213,899	240,749	1,466,839
Inter-segment revenue	-63,385	-222	-5,414	-	-69,021
Revenue from external customers	268,834	679,750	208,485	240,749	1,397,818
Profit before interest, taxes, depreciation, amortization and impairment	44,839	100,842	55,782	14,959	216,422
Depreciation, amortization and impairment of tangible and intangible assets	-22,693	-64,672	-22,091	-21,239	-130,695
Profit/(loss) before interest and taxes	22,146	36,170	33,691	-6,280	85,727
ASSETS					
Property, plant & equipment	306,229	645,434	311,464	542,593	1,805,720
Intangible assets and goodwill	25,139	213,854	67,878	149,471	456,342
Other non-current assets	13,788	11,353	6,844	76,916	108,901
Current assets	213,051	135,635	109,994	119,104	577,784
Total Assets	558,207	1,006,276	496,180	888,084	2,948,747
LIABILITIES					
Non-current liabilities	170,203	442,575	100,185	227,584	940,547
Current liabilities	15,040	83,858	47,287	156,730	302,915
Total Liabilities	185,243	526,433	147,472	384,314	1,243,462

3. Operating segment information (continued)

Information by operating segment

(all amounts in Euro thousands)

	For the year ended 31 December 2015				Total
	Greece and Western Europe	North America	South Eastern Europe	Eastern Mediterranean	
Capital expenditures (note 11,12,13)	17,812	91,819	13,826	50,019	173,476
Impairment of property, plant and equipment (note 11)	-	-12,548	-	-507	-13,055
Impairment of Goodwill (note 13)	-3,990	-	-	-	-3,990
Allowance/(reversal of allowance) for doubtful debtors (note 20)	176	-89	411	295	793
Investment in associates & joint ventures (note 15)	398	5,047	3,069	73,994	82,508
Defined benefit assets (note 17, 25)	-	4,578	-	-	4,578

Capital expenditures consist of additions of property, plant and equipment, intangible assets and investment properties. Impairment charges are included in the income statement.

Information by business activities

(all amounts in Euro thousands)

	For the year ended 31 December 2015			Total
	Cement	Ready mix, aggregates and blocks	Other	
Turnover	886,198	507,626	3,994	1,397,818

Reconciliation of profit

Finance income and costs, and fair value gains and losses on financial assets are not allocated to individual segments as the underlying instruments are managed on a Group basis.

(all amounts in Euro thousands)

	Group	
	2016	2015
Profit before interest and taxes	151,492	85,727
Income from participations and investments	1,926	1,565
Losses from participations and investments	-	-2,805
Finance income	2,900	1,767
Finance expense	-67,303	-67,360
(Losses)/gains from foreign exchange differences	-25,982	17,435
Share of profit of associates and joint ventures	492	5,815
Profit before taxes	63,525	42,144