



Sarantis Group

Investor & Analyst Conference Call Presentation

H1 2018 – September 13th 2018

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Consolidated Financial Highlights

P&L (€ mil.)	H1 '18	%	H1 '17 *
Turnover	160.27	9.81%	145.96
Gross Profit	62.87	9.40%	57.47
Gross Profit Margin	39.23%		39.37%
EBITDA	17.88	12.09%	15.95
EBITDA Margin	11.15%		10.93%
EBIT	14.84	9.35%	13.57
EBIT Margin	9.26%		9.30%
EBT	14.39	-6.34%	15.37
EBT Margin	8.98%		10.53%
Tax	2.29	26.10%	1.82
Profit After Tax	12.10	-10.69%	13.55
Profit After Tax Margin	7.55%		9.28%
Minorities	0.26		0.18
Net Profit	11.84	-11.45%	13.37
Net Profit Margin	7.39%		9.16%

* Adjusted based on IFRS 15 "Revenue from Contracts with Customers", effective since January 1st 2018.

- Strong growth across the Group's basic business categories and geographies on the back of successful new launches, market share gains and new businesses added.
- Like-for-like Group sales +5.3% . Foreign countries l-f-l sales +7.6%.
- Focus on the optimization of systems and processes within the Group's supply chain, productivity improvement, operating leverage and exploiting synergies behind acquisitions.
- High participation of foreign countries and of own brands at 63% and 73% of total Group sales respectively.
- Healthy balance sheet and efficient working capital management on the back of a growing business.

Balance Sheet & Cash flow

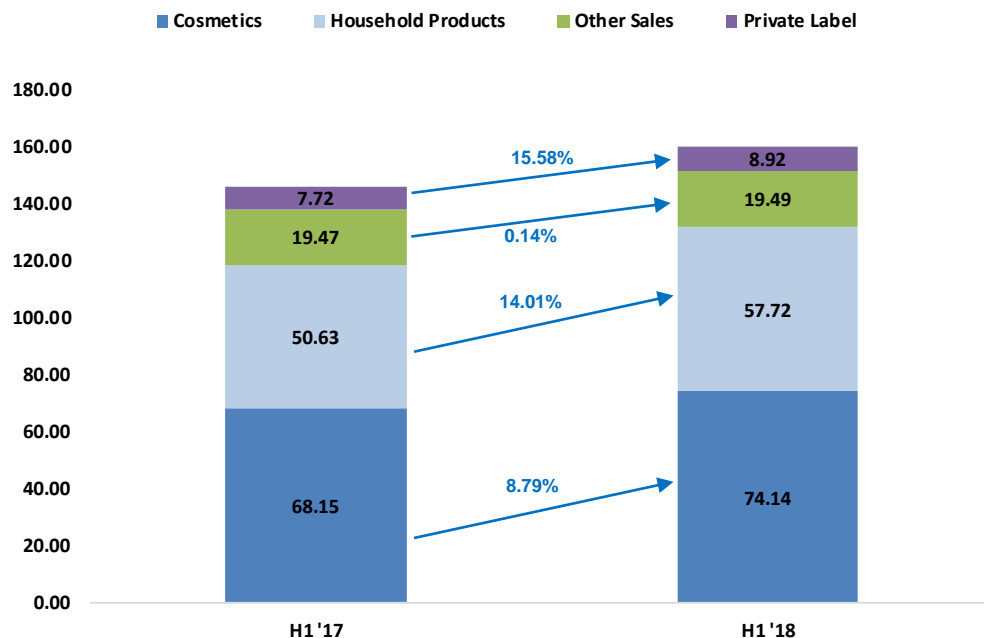
ASSETS	H1 '18	%	FY '17
Tangible fixed assets	47.90	10.48%	43.36
Investments in property	0.53	-0.02%	0.53
Intangible Assets	53.79	48.43%	36.24
Goodwill	7.72	7.35%	7.19
Investments	16.18	-6.26%	17.26
Financial assets available for sale	0.00		0.00
Other Long Term Assets	0.63	-13.02%	0.72
Deferred Tax	1.60	857.70%	0.17
Total Non Current Assets	128.35	21.70%	105.46
Inventories	78.88	20.24%	65.60
Trade Receivables	93.93	16.06%	80.94
Other Receivables	6.72	34.04%	5.02
Financial assets available at fair value through P&L	2.36	-20.74%	2.98
Cash & Banks	20.76	-53.82%	44.95
Other Short Term Receivables	2.27	60.56%	1.41
Total Current Assets	204.91	2.00%	200.89
Total Assets	333.26	8.78%	306.35
SHAREHOLDER'S EQUITY & LIABILITIES			
L-T Bank Loans	22.01	-15.42%	26.02
Deferred Tax Liabilities	5.79	75.85%	3.30
Retirement Benefit Obligations & Other Provisions	2.10	15.18%	1.82
Total Non Current Liabilities	29.90	-3.97%	31.14
Trade Creditors	54.44	-3.28%	56.29
Other Liabilities	10.16	44.17%	7.05
Income Taxes and other Taxes Payable	5.76	121.23%	2.60
S-T Bank Loans	25.43	345.49%	5.71
Other Short Term Liabilities	5.74	168.53%	2.14
Total Current Liabilities	101.52	37.60%	73.78
Share Capital	54.50	0.65%	54.16
Share Premium	40.68	-0.85%	41.03
Other Reserves	9.73	13.11%	8.60
Minority Interest	2.14	49.80%	1.43
Retained Earnings	94.79	-1.49%	96.22
Shareholders Equity	201.84	0.20%	201.44
Total Liabilities & Equity	333.26	8.78%	306.35
CASH FLOWS (€ mil.)			
	H1 '18		H1' 17
Operating Activities	-9.99		-2.34
Investment Activities	-11.41		-0.91
Financial Activities	-2.71		-5.61
Cash generated	-24.11		-8.86
Cash & Cash equivalents. beginning	44.95		34.85
Effect of foreign exchange differences on Cash	-0.08		-0.17
Cash & Cash equivalents. end	20.76		25.82

Healthy financial position able to finance organic growth, acquisitions and dividend payments.

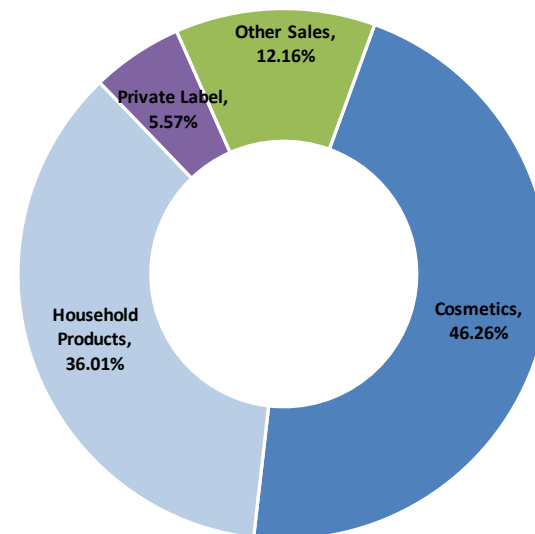
- ✓ **Dividend payment for FY 2017** of 0.28 euro per share (9.4 mil.euro).
- ✓ **Net debt** position at €24 mil. from net cash of €16 mil.at FY '17. (due to increase in debt, and cash outflow for acquisitions and dividends)
- ✓ The generated cahflow from the business will partly offset the increased net debt position.
- ✓ **Operating Working capital requirements over sales, excl. Ergopack, settled at 34.87% in H1 2018 from 35.28% in H1 2017.**
- ✓ The increased level of working capital requirements is typical and is linked to the Group's seasonal business.
- ✓ Inventory is higher driven by new businesses added.
- ✓ The ratio is expected to normalize at the level of 30% (i.e. close to FY 2017 level) at the end of the year.

Business Units Analysis

Turnover - SBU Split



H1 '18

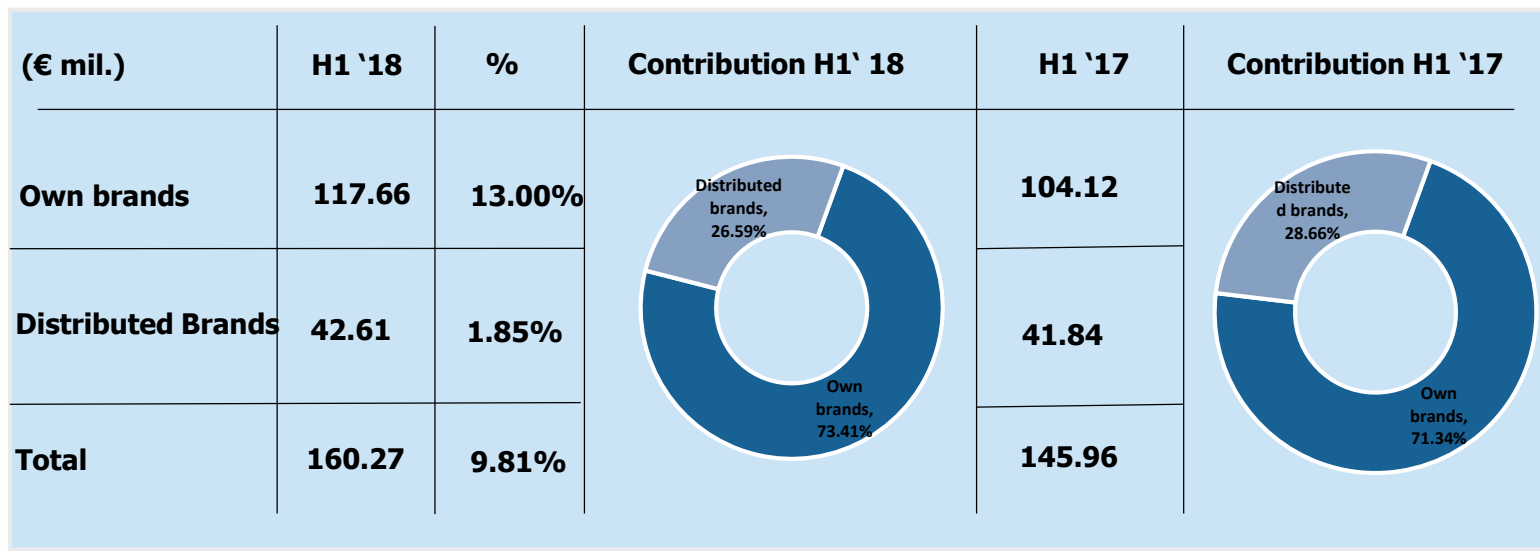


* H1 2017 figures adjusted based on IFRS 15 "Revenue from Contracts with Customers".

- ✓ During H1 2018 total Group sales were supported by growth in all the Group's strategic business categories.
- ✓ **Cosmetics** sales were up by 8.79% yoy, supported predominantly by the own brands portfolio.
- ✓ Sales of **Household Products** increased by 14.01%, supported by growth in the own brands subcategory.
- ✓ The increase in the category of **Other Sales** is mainly driven by the Luxury Cosmetics.
- ✓ **Private Label** represents sales of Polipak, the Polish packaging products company that specializes on the production of private label garbage bags.

The category of Other Sales includes the subcategories of Health & Care and Selective Products.

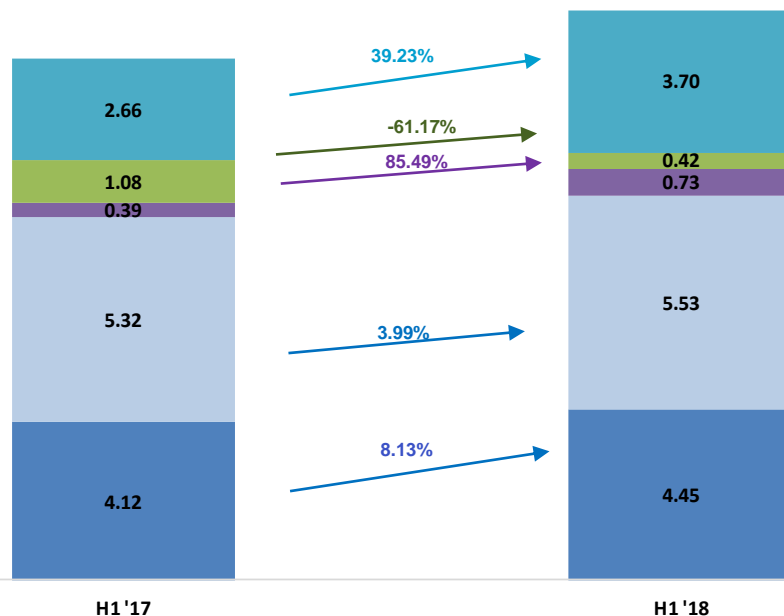
Turnover - Own vs Distributed Brands Overview



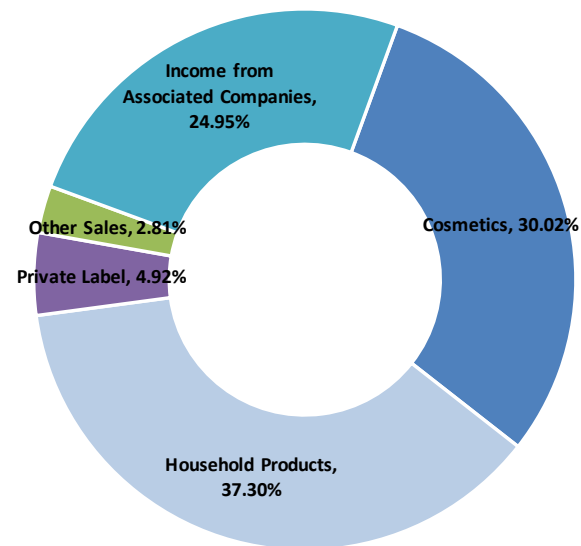
* H1 2017 figures adjusted based on IFRS 15 "Revenue from Contracts with Customers".

- ✓ *Revenues from own brands rose by 13.00% compared to the previous year's first half.*
- ✓ *Own brands portfolio participation to total group turnover settled at 73.41%.*

EBIT – SBU Split



H1 '18



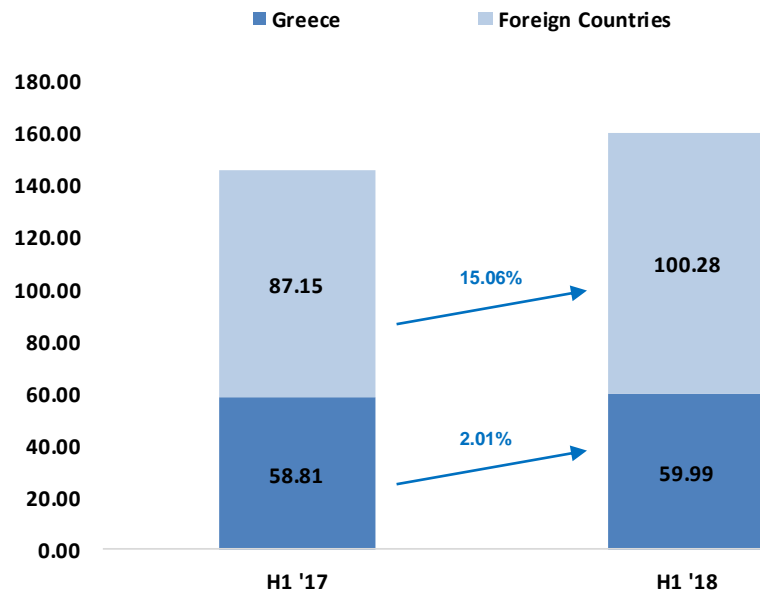
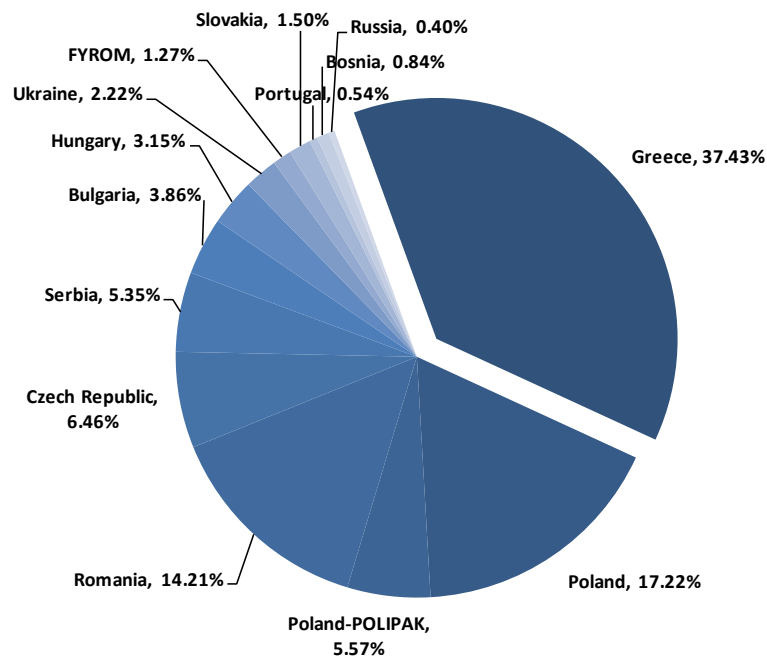
- ✓ The Group's EBIT benefited by balanced operational expenses and operational leverage.
- ✓ **Cosmetics** EBIT increased by 8.13% in H1 2018, driven mostly by the own Cosmetics subcategory. Cosmetics EBIT margin stood at 6.01%.
- ✓ The EBIT of **Household Products** was up by 3.99% during H1 2018, driven by increased marketing and promotion expenses. The Household products margin settled at 9.59% from 10.51% same period last year.
- ✓ The Income from **Associated Companies** represents income from the Estee Lauder JV and accounts for 25% of the total EBIT.

The category of Other Sales includes the subcategories of Health & Care and Selective Products.

Geographical Analysis

Turnover - Country Split

H1 '18



* H1 2017 figures adjusted based on IFRS 15 "Revenue from Contracts with Customers".

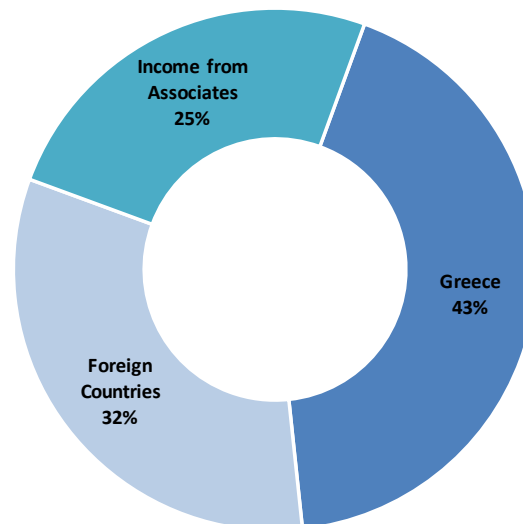
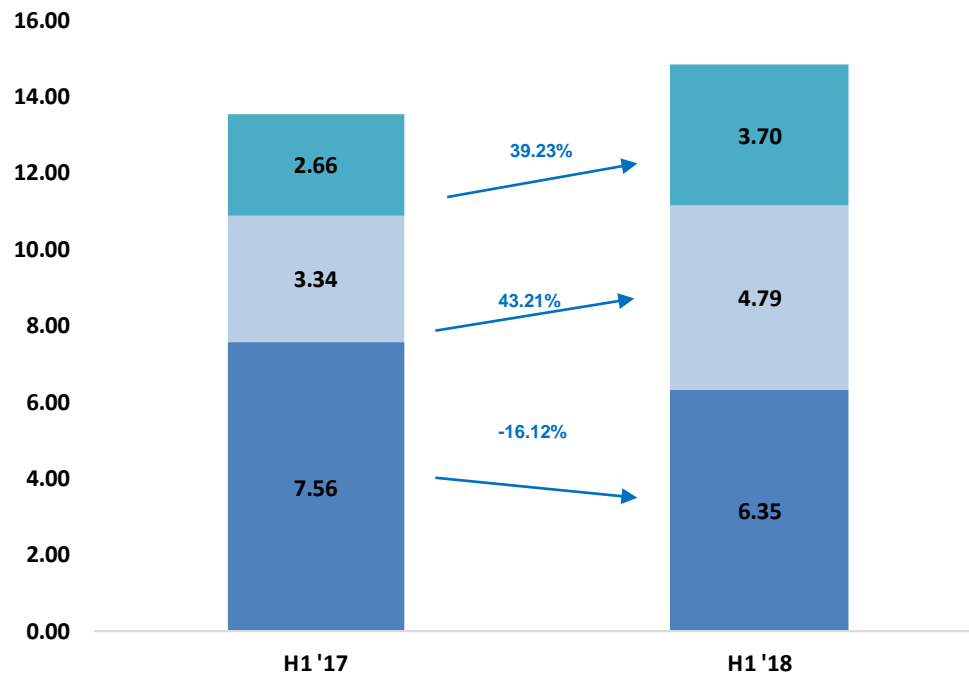
- ✓ During H1 2018 the foreign countries' contribution into the Group's sales stood at 62.57%.
- ✓ Despite the competitive operating landscape, Greece, exhibited a sales increase of 2.01% performing in line with the retail market.
- ✓ The foreign markets of the Group showed a turnover increase of 15.06% yoy to €100.28 million from €87.15 mil in H1 2017.

- **L-f-L sales from Foreign countries : +7.58% yoy**
- **L-f-L sales for the Group : +5.34% yoy**

EBIT – Country Overview

■ Greece ■ Foreign Countries ■ Income from Associates

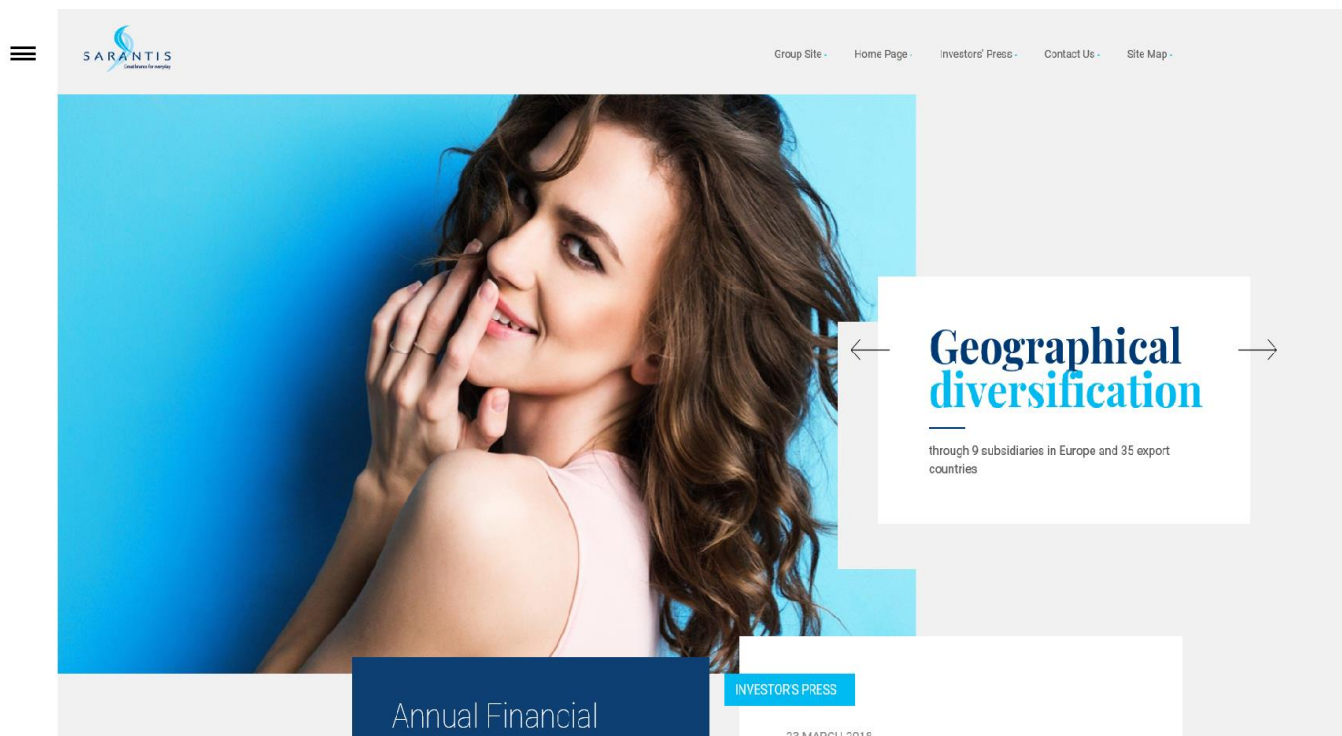
H1 '18



- ✓ The Greek EBIT during H1 2018 decreased by 1.73% to €10.05 mil., from €10.22 mil. in H1 2017.
- ✓ Excluding the income from Associated companies, Greek EBIT during H1 2018 amounted to €6.35 mil. reduced by 16.12% compared to €7.56 mil. in last year's first half, due to higher advertising and promotion.
- ✓ Greek EBIT margin, excluding income from Associated Companies, stood at 10.58% during H1 2018 from 12.86% in H1 2017.
- ✓ The foreign countries EBIT was up by 43.21% during H1 2018, amounting to €4.79 mil., from 3.34 mil. in last year's first half. The foreign countries EBIT margin settled at 4.78% from 3.84% in the same period last year.

Our Investor Relation Web Page

For more information please visit our
Investor Relation Web Site



<http://ir.sarantis.gr>