

SARANTIS GROUP
CONSOLIDATED FINANCIAL RESULTS FY 2020

- **ACHIEVING A 10-YR RECORD OF 15.94% IN EBITDA MARGIN**
- **EBIT GROWTH OF 14.19%**
- **SUSTAINING STRONG SALES GROWTH MOMENTUM AT 6.3%**
- **DELIVERING ON MARGIN EXPANSION**
- **HEALTHY BALANCE SHEET AND FREE CASHFLOW GENERATION**
- **SUCCESSFUL EXECUTION OF THE STRATEGIC GROWTH PLAN AND INVESTMENTS THAT FUEL FURTHER EXPANSION**

During FY 2020, the Group delivered another 10-yr record EBITDA margin, that reached 15.94%, while sustaining a strong sales growth momentum of 6.3% yoy. This reflects the agility and resilience of the Group's business model, its product and geographical diversification, and its ability to respond quickly to the unprecedented challenges posed by the COVID-19 pandemic.

From the beginning of the COVID-19 pandemic outbreak, the Group's priority has been to ensure the protection and safety of its employees, the uninterrupted business continuity across all functions and particularly the supply of products in high demand, while it mobilized to offer support to the communities where it operates.

At the same time and despite the unprecedented challenges posed by the COVID-19 crisis, the Group managed to maintain a solid financial position and follow its strategic expansion plan, generating profitable growth and additional value to its shareholders.

<i>P&L (€ mil.)</i>	<i>FY '20</i>	<i>%</i>	<i>FY '19</i>
Turnover	393.38	6.30%	370.07
Gross Profit	148.47	7.91%	137.59
Gross Profit Margin	37.74%		37.18%
EBITDA *	62.70	14.52%	54.75
EBITDA Margin	15.94%		14.79%
EBIT	50.06	14.19%	43.84
EBIT Margin	12.73%		11.85%
EBT	47.43	4.34%	45.46
EBT Margin	12.06%		12.28%
Tax	7.92	19.22%	6.64
Profit After Tax	39.51	1.80%	38.82
Profit After Tax Margin	10.04%		10.49%
Minorities	0.79	-2.30%	0.81
Net Profit	38.73	1.89%	38.01
Net Profit Margin	9.84%		10.27%

**Alternative Performance Measures as defined within paragraph 2.14 of the Group's 2020 Financial Report.*

Further information at: <https://www.sarantisgroup.com/investor-relations/investor-relations/>

The financial results of FY 2020 will be presented in a conference call on April 9th 2021 at **17.00**, local time (GMT+2). Telephone number: +30 213 009 6000.

FY '20 CONSOLIDATED FINANCIAL RESULTS

Turnover

The Group's total turnover during FY 2020 reached €393.38 million from € 370.07 million in 2019, up by 6.30%. Throughout the year and across the Group's region growth was driven by product categories related to home care, personal hygiene and health care, underpinned by the Group's ability to address different consumption patterns and channel dynamics in each country.

- Greece, presented sales of €136.05 million in FY 2020 compared to €126.21 mil. in FY 2019, up by 7.80%.
- The foreign countries, exhibited growth of 5.52% reaching €257.33 million in FY 2020 from €243.86 million in 2019.

The Group's profitability in FY 2020 benefited by the optimization of operating costs and lower advertising and promotion expenses across our geographical region, although a part of the marketing investment, that was controlled during the first half of the year, was reactivated during the second half of the year in order to support selected strategic initiatives.

Specifically:

- **EBITDA*** was up by 14.52% to € 62.70 mil. in FY 2020 from €54.75 mil. in FY 2019, with an EBITDA margin of 15.94% from 14.79% in FY 2019.
- **EBIT** reached 50.06 mil. during FY 2020 versus € 43.84 mil. last year, increased by 14.19%, and EBIT margin stood at 12.73% from 11.85% in FY 2019.
- **EBT** settled settled at €47.43 mil. in FY 2020 from €45.46 mil. in FY 2019, increased by 4.34%, with the EBT margin reaching 12.06% from 12.28% in the previous year.
- **Net Profit** reached €38.73 mil. in FY 2020 from €38.01 mil. in the previous year, up by 1.89%, while Net Profit margin settled at 9.84% from 10.27% in FY 2019.

Note

**Alternative Performance Measures, as defined within paragraph 2.14 of the Group's 2020 Half-Year Financial Report.*

FY '20 CONSOLIDATED BALANCE SHEET / CASHFLOW

On the balance sheet front, the Group exhibits a healthy financial position supported by the improving profitability of the business, and balanced capital expenditure.

Despite the challenges posed by the COVID-19 pandemic, the Group, committed to its strategy, invests the cash generated by the business behind initiatives to accelerate growth, either organically or through acquisitions, and to return value to its shareholders.

As part of its plan to invest behind the active portfolio management and new product development, within 2020, the Group made its entrance in the antibacterial hand cleansing category, building on the strong brand equity of its personal care brands across its region.

Moreover, at the end of February of 2020 and following the approval from the Antimonopoly Committee, the acquisition of the Polish cosmetics brand LUKSJA was finalized, strengthening further the Group's presence in the Polish personal care market.

Following the expansion of the Group's production plant at Oinofota, Greece, which involves the expansion of the manufacturing and packaging equipment and the improvement in the production processes, the Group has finalized the absorption of the production of Indulona skin care products, allowing for a better control behind its production and cost efficiencies. Furthermore, the new investment in Polipak, the Group's garbage bags production plant, which is ongoing, will lead to a more automated production process, which, combined with a new R&D and new equipment, will result in higher production capacity, increased efficiency and products improved in terms of ecological profile, durability and functionality.

Within 2020, the Group paid a dividend for FY 2019 of approximately €11.2 mil. (0.16701 euros per share) and the proposed dividend payment for FY 2020 is €15mil. (i.e. 0.2146614 euro per share).

As of the end of 2020 the Group continues to maintain a low net debt over EBITDA ratio at 0.17x, with a net debt position reaching €10.91 mil.

(€ mil.)	FY '20	%	FY '19	(€ mil.)	FY '20	%	FY '19
ASSETS				EQUITY & LIABILITIES			
Tangible fixed assets	73.34	9.12%	67.22	L-T Bank Loans	48.61	38.88%	35.00
Right of use	14.62	22.26%	11.96	Lease liabilities	10.60	20.84%	8.77
Investments in property	1.03	0.04%	1.03	Deferred Tax Liabilities	5.64	-6.35%	6.03
Intangible Assets	60.38	16.82%	51.69	Provisions for post employment employee benefits	2.95	32.42%	2.23
Goodwill	7.68	-2.81%	7.90	Provisions - Other Long-term Liabilities	2.84	308.55%	0.69
Investments in subsidiaries, associates	25.65	19.53%	21.46	Long-term Liabilities	70.64	33.99%	52.72
Other long-term assets	0.41	-32.11%	0.60	Suppliers	64.80	-1.41%	65.73
Deffered Tax assets	0.29	72.32%	0.17	Other Liabilities	9.22	-7.78%	10.00
Non-current assets	183.40	13.19%	162.02	Income tax - other taxes payable	5.75	17.95%	4.87
Inventories	108.60	14.85%	94.55	S-T Bank Loans	7.81	-74.67%	30.81
Trade Receivables	90.95	-11.25%	102.49	Lease liabilities	4.65	22.76%	3.78
Other Receivables	6.92	35.07%	5.12	Short-term liabilities	92.22	-19.94%	115.19
Financial assets available at fair value through P&L	4.91	95.25%	2.51	Share Capital	54.50	0.00%	54.50
Cash & cash equivalents	40.60	-25.98%	54.85	Share Premium	40.68	0.00%	40.68
Current assets	251.97	-2.91%	259.53	Other Reserves	17.46	27.00%	13.75
Total Assets	435.37	3.28%	421.55	Minority Interest	2.64	11.60%	2.36
				Retained Earnings	157.24	10.47%	142.34
				Shareholders Equity	272.52	7.45%	253.64
				Total Liabilities & Equity	435.37	3.28%	421.55

CASHFLOW (€ mil.)	FY '20	FY '19
Operating Activities	32.22	19.87
Investment Activities	-21.57	-3.96
Financial Activities	-24.60	6.03
Cash generated	-13.95	21.94
Cash & Cash equivalents, beginning	54.85	32.78
Effect of foreign exchange differences on Cash	-0.31	0.13
Cash & Cash equivalents, end	40.60	54.85

CONSOLIDATED SBU ANALYSIS

FY '20 Turnover Breakdown per Business Activity

<i>SBU Turnover (€ mil)</i>	<i>FY '20</i>	<i>%</i>	<i>FY '19</i>
Cosmetics	166.27	4.17%	159.62
% of Total	42.27%		43.13%
Own	102.57	4.35%	98.29
% of SBU	61.69%		61.58%
Distributed	63.71	3.87%	61.33
% of SBU	38.31%		38.42%
Household Products	156.39	10.02%	142.15
% of Total	39.76%		38.41%
Own	154.08	8.82%	141.60
% of SBU	98.52%		99.61%
Distributed	2.31	320.79%	0.55
% of SBU	1.48%		0.39%
Private Label	22.13	6.90%	20.70
% of Total	5.63%		5.59%
Other Sales	48.58	2.06%	47.60
% of Total	12.35%		12.86%
Health Care Products	9.37	6.64%	8.79
% of SBU	19.30%		18.47%
Selective	39.21	1.02%	38.81
% of SBU	80.70%		81.53%
Total Turnover	393.38	6.30%	370.07

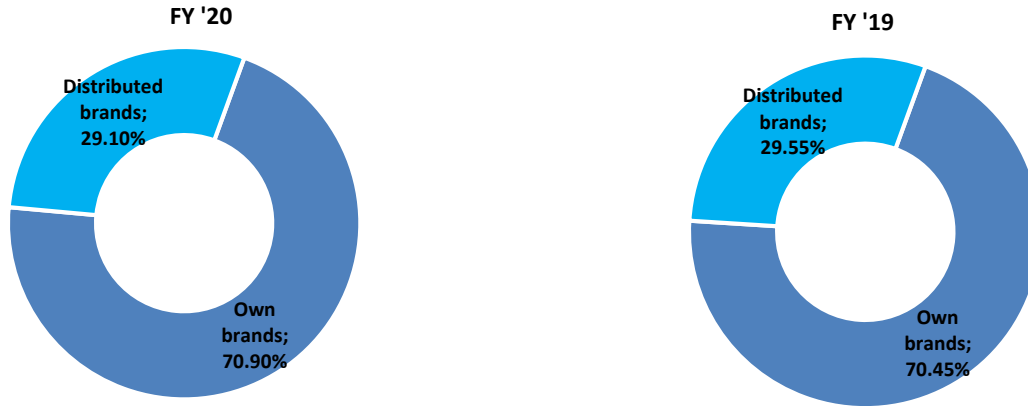
Cosmetics sales were up by 4.17% yoy to €166.27 mil. in FY 2020 from €159.62 mil. in FY 2019, supported by growth in both the own brands and the distributed brands portfolio, that increased by 4.35% and 3.87% respectively. This performance reflects the continued strong demand in categories related to personal hygiene, which was partly offset by weaker demand for other categories, as well as consumption disruptions caused by lockdowns and restrictions in specific retail channels. Cosmetics participation to total Group turnover stood at 42.27%.

Sales of **Household Products** increased by 10.02% amounting to €156.39 million from €142.15 million in the previous year, supported by the own brands subcategory, and in particular driven by products related to home care. The category's participation to total Group turnover amounted to 39.76%.

The category "**Private Label**" represents sales of Polipak, the Polish packaging products company, which specializes on the production of private label garbage bags. Sales of this category exhibited a 6.90% increase in FY 2020 amounting to €22.13 mil. from €20.70 mil. in FY 2019.

The category of **Other Sales** was up in sales by 2.06%, driven by the Health & Care category that was supported by strong demand behind health supplements and the Selective category that had a positive performance despite the consumption disruptions brought by the lockdowns and the restrictions in this channel.

Own versus Distributed Activity Turnover Breakdown



During FY 2020, consolidated revenues of **own** brands (cosmetics, household products and private label) amounted to €278.88 million compared to €260.72 million in the previous year, up by 6.97%. Furthermore, their contribution to the total group turnover stood at 70.90% from 70.45% in the previous year.

Consolidated revenues of **distributed** brands during FY 2020 amounted to €114.49 million, from €109.35 million in FY '19, up by 4.70%. Their participation to the total group sales settled at 29.10% from 29.55%.

FY '20 EBIT SBU Breakdown per Business Activity

<i>SBU EBIT (€ mil)</i>		FY '20	%	FY '19
Cosmetics		8.56	-25.98%	11.56
	Margin	5.15%		7.24%
	% of EBIT	17.09%		26.37%
	Own	6.20	-23.63%	8.11
	Margin	6.04%		8.25%
	% of EBIT	12.38%		18.51%
	Distributed	2.36	-31.51%	3.45
	Margin	3.71%		5.62%
	% of EBIT	4.72%		7.86%
Household Products		22.05	52.96%	14.42
	Margin	14.10%		10.14%
	% of EBIT	44.06%		32.89%
	Own	21.81	50.30%	14.51
	Margin	14.15%		10.25%
	% of EBIT	43.57%		33.10%
	Distributed	0.25	366.93%	-0.09
	Margin	10.64%		-16.78%
	% of EBIT	0.49%		-0.21%
Private Label		3.49	137.56%	1.47
	Margin	15.78%		7.10%
	% of EBIT	6.97%		3.35%
Other Sales		4.45	2.75%	4.34
	Margin	9.17%		9.11%
	% of EBIT	8.90%		9.89%
	Health Care Products	1.74	33.00%	1.31
	Margin	18.62%		14.93%
	% of EBIT	3.49%		2.99%
	Selective	2.71	-10.37%	3.02
	Margin	6.91%		7.79%
	% of EBIT	5.41%		6.90%
Income from Associated Companies		11.50	-4.58%	12.06
	% of EBIT	22.98%		27.50%
Total EBIT		50.06	14.19%	43.84
	Margin	12.73%		11.85%

The Group's operating profit settled at 50.06 mil. during FY 2020 from 43.84 mil. in 2019, up by 14.19%, driven by the optimization of operating costs and lower advertising and promotion expenses across the Group's geographical region, although a part of the marketing investment, that was controlled during the first half of the year, was reactivated during the second half of the year in order to support selected strategic initiatives.

Cosmetics EBIT settled at €8.56 million from €11.56 million in the previous year, driven by the own cosmetics subcategory that was influenced by higher promotion initiatives in this channel. The margin of Cosmetics stood at 5.15% in FY 2020.

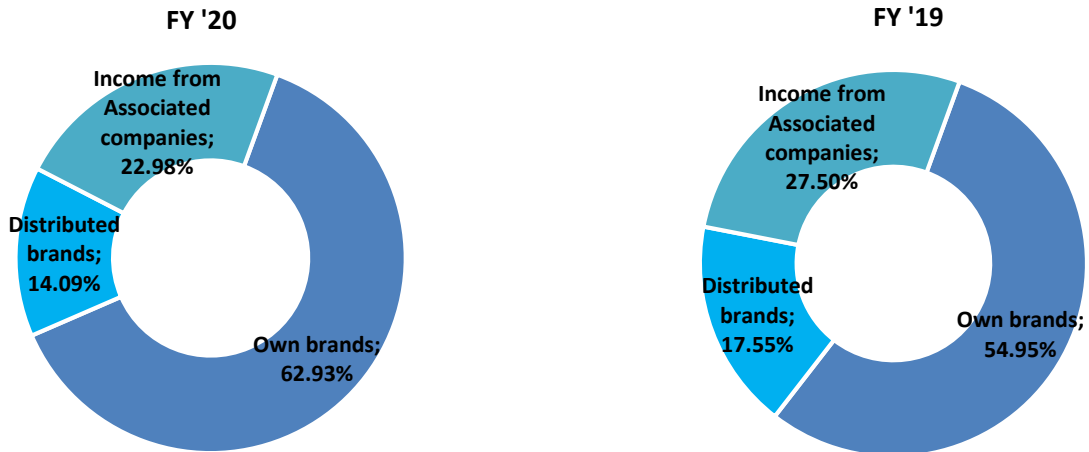
The EBIT of **Household Products** posted an increase of 52.96% during FY 2020 to €22.05 million from €14.42 million in FY 2019, driven by the own brands subcategory that was up by 50.30%. The EBIT margin of the household products stood at 14.10% during FY 2020 from 10.14% in FY 2019 and their participation to total Group EBIT settled at 44.06% in

FY 2020.

The EBIT of the **Other Sales** category was up to € 4.45 mil. from € 4.34 mil., up by 2.75%, driven by the Health & Care products subcategory.

The income from **Associated Companies** represents the income from the Estee Lauder JV that stood at €11.50 mil. down by 4.58% vs last year, as a result of the lockdowns and restrictions in this channel.

Own vs Distributed EBIT Breakdown



The Own brands portfolio, generated income of €31.50 million in FY 2020 versus €24.09 million in FY 2019, up by 30.78%, mainly driven by the Own Cosmetics portfolio. The contribution of **own brands** (cosmetics, household products and private label) to the total EBIT during FY 2020 stood at 62.93%.

The EBIT of **distributed brands** during FY 2020 amounted to €7.05 million from €7.70 million in FY 2019, down by 8.33%, contributing 14.09% to the total Group's EBIT.

In addition, income from Associated Companies presented income of €11.05 million, down by 4.58%, corresponding to 22.98% of the Group's EBIT.

CONSOLIDATED REGIONAL ANALYSIS

FY '20 Turnover Breakdown per Geographic Market

<i>Country Turnover (€ mil)</i>	<i>FY '20</i>	<i>%</i>	<i>FY '19</i>
Greece	136.05	7.80%	126.21
% of Total Turnover	34.59%		34.10%
Poland	70.82	27.00%	55.77
Poland - Polipak	22.13	6.90%	20.70
Romania	55.20	-1.53%	56.06
Bulgaria	12.83	-7.26%	13.83
Serbia	19.92	1.05%	19.71
Czech Republic	20.65	-4.76%	21.68
Slovakia	6.05	7.90%	5.61
Hungary	10.28	-4.23%	10.74
North Macedonia	4.02	-6.14%	4.28
Bosnia	3.04	1.67%	2.99
Portugal	2.15	-3.73%	2.23
Ukraine	28.06	1.59%	27.62
Russia	2.18	-17.64%	2.64
Foreign Countries Subtotal	257.33	5.52%	243.86
% of Total Turnover	65.41%		65.90%
Total Turnover	393.38	6.30%	370.07

The Group's consolidated turnover presented an increase of 6.30% during FY 2010 versus last year, supported by strong sales growth both in Greece and the Foreign Countries.

Greek sales, amounted to €136.05 mil. in FY 2020 compared to €126.21 mil. in last year, posting an increase of 7.80%. The foreign countries, that contributed 65.41% in the Group's turnover, exhibited growth of 5.52% reaching €257.33 mil. in FY 2020 from €243.86 million in FY 2019. On a currency neutral basis, that is without the FX devaluation effect, Foreign Countries sales were up by 8.70% in 2020.

Throughout the year and across the Group's region growth was driven by product categories related to home care, personal hygiene and health care, underpinned by the Group's ability to address different consumption patterns and channel dynamics in each country.



The foreign countries' contribution into the Group's sales stood at 65.41% during FY 2020, from 65.90% in the previous year.

FY '20 EBIT Breakdown per Geographic Market

<i>Country EBIT (€ mil)</i>	<i>FY '20</i>	<i>%</i>	<i>FY '19</i>
Greece	27.21	6.23%	25.61
% of Total Ebit	54.35%		58.43%
Poland	6.39	96.37%	3.25
Poland-Polipak	3.49	137.56%	1.47
Romania	5.79	0.92%	5.74
Bulgaria	1.52	3.40%	1.47
Serbia	2.16	3.10%	2.09
Czech Republic	1.38	-43.23%	2.43
Slovakia	0.05	-68.61%	0.17
Hungary	0.45	49.49%	0.30
North Macedonia	0.42	-29.33%	0.59
Bosnia	-0.16	51.00%	-0.32
Portugal	-0.16	16.04%	-0.19
Ukraine	1.48	14.75%	1.29
Russia	0.04	149.22%	-0.07
Foreign Countries Subtotal	22.85	25.39%	18.22
% of Total Ebit	45.65%		41.57%
Total EBIT	50.06	14.19%	43.84

The **Greek** EBIT during FY 2020 increased by 6.23% to €27.21 mil., from €25.61 mil. in FY 2019.

Excluding the income from Associated companies, Greek EBIT during FY 2020 amounted to €15.71 mil. up by 15.84% compared to €13.56 mil. last year.

Greek EBIT margin, excluding income from Associated Companies, stood at 11.54% during FY 2020 from 10.74% in FY 2019.

The **foreign countries** EBIT was significantly up by 25.39% during FY 2020, amounting to €22.85 mil. from 18.22 mil. last year. The foreign countries EBIT margin settled at 8.88% from 7.47% in FY 2019.

NEWS FLOW UP TO THE RELEASE DATE OF THE FY 2020 CONSOLIDATED FINANCIAL RESULTS

- Following the approval from the Antimonopoly Committee on February 28th 2020, Sarantis Group finalized the acquisition of LUKSJA, a Polish cosmetics brand specializing in the personal care products category.
It is reminded that LUKSJA is an award winning cosmetics brand boasting a 30-year history of successful presence in the Polish bath and shower market. LUKSJA holds the leading position in the branded bar soap, liquid soap, hand wash and bath foam categories.
LUKSJA products are highly recognized in the market for their high quality, unique fragrances and the constant new product development pipeline that addresses consumer needs and trends.
As part of the deal, Sarantis Group acts as a distributor for other brands of PZ Cussons currently sold in CEE, including Morning Fresh, Carex, Original Source, etc.

- Following the election of the new third person of the Audit Committee, Mr. Ioannis Arkoulis of Michael, who was elected by the General Extraordinary Meeting dated February 27th 2020, after having confirmed that the requirements set out by the provisions of article 44 of the L.4449/2017 are met, and the authorization of the Board of Directors by the same General Meeting to appoint the two independent non-executive members of the Board of Directors who will occupy the remaining positions of the members of the Company's Audit Committee, the Board of Directors, at its meeting on March 3rd 2020, appointed as members of the Company's Audit Committee, the independent non-executive members, Mr. Dimitrios Efstathiou of Konstantinos and Mr. Christos Economou of Ioannis. The aforementioned members of the Audit Committee were appointed in accordance with article 44 of Law 4449/2017.
Furthermore, during the meeting of the Audit Committee on March 3rd 2020, the members of the Audit Committee decided to appoint, Mr. Ioannis Arkoulis of Michael as its Chairman.
In view of the above, the Audit Committee of the Company consists of the following:
 - Dimitrios Efstathiou of Konstantinos, independent non-executive member of the Board of Directors, member of the Audit Committee,
 - Christos Economou of Ioannis, Independent non-executive Board Member, member of the Audit Committee, and
 - Ioannis Arkoulis of Michael, third person, Chairman of the Audit Committee.

- Following the General Shareholders Meeting resolution dated May 7th 2020, the company GR. SARANTIS S.A. announced the distribution of dividend payment for the fiscal year 2019 amounting to 0.1604814 euro per share.
According to the legislation in force, the dividend corresponding to the company's 2,731,600 treasury shares was applied to the dividend paid out to the other shareholders and hence the dividend was increased to 0.16701 euro per share.
The aforementioned dividend amount was subject to a 5% withholding tax and therefore shareholders received a net amount of 0.158660 euro per share.
May 11th 2020 was set as the ex-dividend date, while the entitled shareholders were those registered in the Dematerialized Securities System on May 12th 2020 (Record date).
The dividend payment took place on May 18th 2020.

OBJECTIVES AND PROSPECTS

Within 2020 the Group delivered remarkable profitable growth resulting from the Group's ability to grow the business and continue to implement its investment plan, while responding effectively to an exceptionally challenging operating landscape and changing consumption patterns.

Throughout this period, the management's actions have been guided by clear priorities concerning the health and safety of the Group's employees and the society, the uninterrupted business continuity and continuous supply of high-demand products to the market, and the maintenance of a strong financial position.

While the outlook for the global economy in 2021 remains uncertain and the vaccination process is in progress, we are encouraged by our resilient performance in 2020, our strong financial position and cashflow generation, that provide safety and the support necessary to mitigate any potential negative impact. We are setting out our plans for the future behind our strategic priorities and we are confident that our agility and people's capabilities will help us navigate through this unprecedented period and emerge stronger.

Going forward, the management will continue to pursue its long-term goals in order to bring further top line growth, further improvement on profit margins and cashflow generation, supporting this way the business and returning value to its shareholders. The Group's strategy remains unchanged with the focus being, as always, on organic and acquisitive growth, further market development and penetration, cost efficiencies, economies of scale, benefits from synergies and operating leverage.

Sarantis Group management will hold a conference call to comment on the results of FY 2020 on Friday April 9th 2021.