



Athens, March 29 2017

Sarantis Group annual presentation to analysts

During its annual corporate presentation, Sarantis Group presented the FY 2016 financial results as well as the management's strategy and estimates for 2017.

During 2016 Sarantis Group continued to thrive against a backdrop of continuing political instability and economic challenges, outperforming across all business units and geographical regions.

The Group delivered again double-digit growth in turnover and double-digit EPS growth.

Margins improved, net cash position was maintained and operating working capital was enhanced, demonstrating the Group's consistency and success behind its strategic decisions.

Key success factors include on the one hand the Group's deep product and market know-how as well as new product development initiatives that are supported by an efficiently executed and well balanced communication plan, and on the other hand, the balanced allocation of resources and management of expenses that are aligned with the Group's goals.

Consolidated Full Year of 2016 turnover amounted to € 329.02 million versus € 278.76 million last year, up by 18.03%. Significant growth was observed both in Greece and in the foreign operations of the Group.

Greece, outpacing the market, exhibited a remarkable growth of 16.77%, settling at € 119.76 million, which corresponds to 36.40% of the total Group's turnover.

The foreign countries, which represent 63.60% of the Group's total turnover, increased by 18.76% to €209.26 million from € 176.20 million last year.

Even excluding acquisitions the Group presented a significant growth of 11.6% compared to the previous year.

The double digit growth in sales combined with continued financial discipline and focus behind better sourcing, value adding innovations, productivity driven cost savings and the utilization of synergies, resulted in a double-digit earnings per share growth and improvement in all profitability margins.

EBITDA increased by 20.66% settling at €35.92 mil., EBIT was up by 21.03% at €31.52 mil. and Net Income rose by 23.95% reaching €24.52 mil. from €19.78 mil in 2015.

Sarantis Group continues to generate free cashflows indicating its healthy financial position and its operational efficiency. The management is focused behind initiatives to accelerate growth as well as on returning value to its shareholders.

Within 2016, the Group paid a dividend for FY 2015 of approximately €5.5 mil. (0.16 euros per share).

As of the end of FY 2016 the Group maintains a net cash position of €7.05 mil.

Moreover, operating working capital requirements over sales has improved further predominantly as a result of tighter credit control and efficient inventory management.

Sarantis Group healthy financial position allows for investing behind the strategic pillars that support the Group's growth and profitable outlook. As always the Group's efforts are focused on its basic strategic pillars of growth, that is, the renewal and enrichment of its brand portfolio in all the Group's countries and value adding acquisitions able to provide high returns and synergies.

The Management's guidance with regards to the Group's 2017 financial performance is shown in the table below.

Moreover, the management will propose at the Company's Annual Shareholders Meeting due May 3rd 2017 a dividend payment for FY 2016 of 0.1750 euro per share.

Sarantis Group IFRS	2006 (A)	2007 (A)	2008 (A)	2009 (A)	2010 (A)	2011 (A)	2012 (A)	2013 (A)	2014 (A)	2015 (A)	2016 (A)	GUIDANCE 2017
Net Sales	215.34	241.59	259.37	220.65	220.01	221.29	236.00	236.59	248.44	278.76	329.02	353.00
%		12.2%	7.4%	-14.9%	-0.3%	0.6%	6.6%	0.2%	5.0%	12.2%	18.0%	7.3%
EBITDA	32.84	37.46	37.51	27.08	21.38	19.63	21.17	23.07	25.64	29.77	35.92	39.59
Margin	15.2%	15.5%	14.5%	12.3%	9.7%	8.9%	9.0%	9.7%	10.3%	10.7%	10.9%	11.2%
%		14.1%	0.1%	-27.8%	-21.1%	-8.2%	7.8%	9.0%	11.2%	16.1%	20.7%	10.2%
EBIT	29.29	33.94	33.78	23.44	17.55	15.77	17.36	19.38	22.05	26.04	31.52	35.19
Margin	13.6%	14.0%	13.0%	10.6%	8.0%	7.1%	7.4%	8.2%	8.9%	9.3%	9.6%	10.0%
%		15.9%	-0.5%	-30.6%	-25.1%	-10.1%	10.1%	11.6%	13.8%	18.1%	21.0%	11.6%
EBT	29.29	31.56	32.74	21.47	16.76	12.65	15.29	19.73	21.49	24.16	28.84	32.97
Margin	13.6%	13.1%	12.6%	9.7%	7.6%	5.7%	6.5%	8.3%	8.6%	8.7%	8.8%	9.3%
%		7.8%	3.7%	-34.4%	-21.9%	-24.5%	20.9%	29.1%	8.9%	12.4%	19.3%	14.3%
TAXES	7.28	7.06	7.36	5.07	3.54	2.91	3.14	4.21	4.34	4.38	4.17	5.11
% on EBT	24.9%	22.4%	22.5%	23.6%	21.1%	23.0%	20.5%	21.3%	20.2%	18.1%	14.4%	15.5%
%		-3.0%	4.2%	-31.0%	-30.2%	-17.8%	7.8%	34.1%	3.3%	0.8%	-4.9%	22.7%
EAT	22.01	24.50	25.38	16.40	13.22	9.74	12.15	15.53	17.14	19.78	24.67	27.86
Margin	10.2%	10.1%	9.8%	7.4%	6.0%	4.4%	5.2%	6.6%	6.9%	7.1%	7.5%	7.9%
%		11.3%	3.6%	-35.4%	-19.4%	-26.3%	24.8%	27.7%	10.4%	15.4%	24.7%	12.9%
MINORITIES	-0.66	-1.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.15	0.15
NET PROFIT	22.67	25.54	25.39	16.39	13.22	9.74	12.15	15.53	17.14	19.78	24.52	27.71
Margin	10.5%	10.6%	9.8%	7.4%	6.0%	4.4%	5.2%	6.6%	6.9%	7.1%	7.5%	7.8%
%		12.7%	-0.6%	-35.4%	-19.4%	-26.3%	24.8%	27.7%	10.4%	15.4%	23.9%	13.0%

*The FY 2015 and FY 2016 financial figures present the Group's continuing activities.

The Group's presentation can be found in the Company's website:
<http://ir.sarantis.gr/el-gr/presentations/sarantis-presentation>