

SARANTIS GROUP
CONSOLIDATED FINANCIAL RESULTS H1 2016

Delivering double digit turnover and EPS growth, healthy balance sheet, FY 2016 outlook strong.

Highlights: H1 2016

- The total Group turnover was up by 20.56% compared to the previous year's first half driven by both the foreign countries and Greece, which outperformed the market.
- The Gross Profit margin was influenced by a more intense policy of trade allowances and Polipak's addition.
- EBITDA was up by 57.29% at €14.89 mil. in H1 2016 from € 9.46 mil. in H1 2015 and EBITDA margin stood at 9.32% from 7.15% in H1 2015.
- EBIT increased by 68.18% to €12.74 mil. from €7.58 mil. in H1 2015, with the EBIT margin at 7.98% from 5.72%.
- Net Profit was up by 69.60% to €8.49 mil. with the respective margin at 5.32%.
- The Group's foreign countries maintain their high participation in the consolidated Group sales. Their participation stands at 61%.
- The participation of own brands to the Group's turnover stands at 72%.
- Healthy balance sheet, efficient working capital management.

<i>P&L (€ mil.)</i>	<i>H1 '16*</i>	<i>%</i>	<i>H1 '15</i>
Turnover	159.64	20.56%	132.42
Gross Profit	74.33	16.70%	63.69
Gross Profit Margin	46.56%		48.10%
EBITDA	14.89	57.29%	9.46
EBITDA Margin	9.32%		7.15%
EBIT	12.74	68.18%	7.58
EBIT Margin	7.98%		5.72%
EBT	10.24	52.72%	6.70
EBT Margin	6.41%		5.06%
Tax	1.67	-1.66%	1.70
Profit After Tax	8.57	71.13%	5.01
Profit After Tax Margin	5.37%		3.78%
Minorities	0.08		0.00
Net Profit	8.49	69.60%	5.01
Net Profit Margin	5.32%		3.78%
EPS	0.2442	69.60%	0.1440
Provisions on Marinopoulos doubtful debts	2.40		

**excl. provisions for Marinopoulos doubtful debts. Please refer to the explanatory note below.*

Further information at: <http://ir.sarantis.gr/>

The financial results of H1 2016 will be presented in a conference call on July 28th 2016 at **17.00**, local time (GMT+2). Telephone number: 211 – 180 2000.

H1 '16 CONSOLIDATED FINANCIAL RESULTS

Turnover

The consolidated turnover amounted to €159.64 mil. from €132.42 mil. in H1 2015, up by 20.56%, supported by growth across the Group's territory. Brand-supporting initiatives, the continuous renewal of the brand portfolio as well as the addition of new brands support further brand engagement and drive growth. The foreign markets exhibited an increase of 23.05% and the Greek market, despite the negative economic environment, was up by 16.89% in H1 2016, performing significantly better than the market.

On a like-for like basis (excluding AVA in Greece and Polipak), Greek sales were up by 12.55% and foreign markets sales increased by 13.5%.

Group like-for-like sales were up by 13.10% during the first half of 2016.

Gross Profit

The Group's Gross Profit stood at €74.33 mil. during H1 2016 from €63.69 in last year's first half. The Group's Gross Profit margin during H1 2016 stood at 46.56% from 48.10% in the respective period last year.

The decrease in the Gross profit margin is a result on the one hand of more intense trade allowances given to the clients and indirectly to the consumers, as part of the Group's effort to increase its market shares and defend its competitive positioning in the market, and on the other hand of the inclusion of Polipak's business in the Group.

Nevertheless, the Group's increased sales combined with the efficient management of operational expenses and operational leverage lead to double-digit growth in profitability.

Specifically:

- **EBITDA** was up by 57.29% to € 14.89 mil. from €9.46 mil, with an EBITDA margin of 9.32% from 7.15% in H1 2015.
- **EBIT** reached € 12.74 mil. Increased by 68.18% versus €7.58 mil. and EBIT margin rose at 7.98% from 5.72% in H1 2015.
- **EBT** settled at €10.24 mil. from €6.70 mil. in H1 2016 up by 52.72% with the EBT margin reaching 6.41% from 5.06% in last year's first half.
- **Net Profit** increased by 69.60% to €8.49 mil. from €5.01 mil. in the previous year's first half, while Net Profit margin reached 5.32% from 3.78% in H1 2015.
- **EPS** settled at €0.2442 from €0.1440 in H1 2015.

NOTE

It is noted that during the first half of 2016, and in light of the recent developments regarding Marinopoulos, Sarantis Group has made provisions for doubtful debts amounting to €2.4 mil.

Total receivables from Marinopoulos amount to 6.4 mil. euros, while the Company has ceased its cooperation with Marinopoulos since December 2015. Based on a special agreement with Marinopoulos S.A. and the relevant collaterals the management believes firmly that the balance of 4 million euros will be collected in due course.

The H1 2016 figures above represent the Group's continued activities.

H1 '16 CONSOLIDATED BALANCE SHEET / CASHFLOW

Sarantis Group exhibits an exceptionally healthy financial position and capital structure that allows for investing behind initiatives to accelerate growth and returning value to its shareholders.

At the end of April 2016 the Group paid a dividend for FY 2015 of approximately €5.5 mil. (0.16 euro per share).

As of the end of H1 2016 the Group maintains a net debt position of €7.12 mil.

Regarding working capital management, the Group's operating working capital settled at €94.08 mil. in H1 2016 compared to €79.21 mil. in FY 2015, while operating working capital requirements over sales settled at 30.75% in H1 2016 versus 28.42% in FY 2015.

The increase in the operating working capital over sales was driven by an increase in receivables due to seasonal products, which is typical during this period of the year. This increase is temporary and is expected to normalize in the second half of the year.

ASSETS	H1 '16	%	FY '15
Tangible fixed assets	34.23	0.79%	33.97
Investments in property	0.54	0.05%	0.54
Intangible Assets	33.77	-1.03%	34.12
Goodwill	7.45	-1.07%	7.54
Investments	10.96	25.06%	8.76
Financial assets available for sale	0.62	-31.53%	0.91
Other Long Term Assets	0.36	5.32%	0.34
Deffered Tax	1.21	103.55%	0.59
Total Non Current Assets	89.15	2.74%	86.77
Inventories	58.80	9.70%	53.60
Trade Receivables	86.07	13.04%	76.14
Other Receivables	5.60	-22.49%	7.23
Financial assets availabe at fair value through P&L	7.14	1.75%	7.02
Cash & Banks	20.14	-39.76%	33.43
Other Short Term Receivables	4.70	166.22%	1.76
Total Current Assets	182.46	1.82%	179.19
Total Assets	271.61	2.12%	265.96
SHAREHOLDER'S EQUITY & LIABILITIES			
L-T Bank Loans	30.10	-6.35%	32.14
Deferred Tax Liabilities	1.94	3.84%	1.87
Retirement Benefit Obligations & Other Provisions	2.04	-25.83%	2.75
Total Non Current Liabilities	34.08	-7.29%	36.76
Trade Creditors	50.80	0.52%	50.53
Other Liabilities	6.30	33.20%	4.73
Income Taxes and other Taxes Payable	5.33	117.46%	2.45
S-T Bank Loans	4.93	144.14%	2.02
Other Short Term Liabilities	3.34	61.64%	2.06
Total Current Liabilities	70.69	14.40%	61.80
Share Capital	53.90	0.00%	53.90
Share Premium	39.37	0.00%	39.37
Other Reserves	13.20	-2.04%	13.48
Minority Interest	1.04	3.81%	1.01
Retained Earnings	59.33	-0.56%	59.66
Amount allocated for share capital increase	0.00	#DIV/0!	0.00
Shareholders Equity	166.84	-0.34%	167.41
Total Liabilities & Equity	271.61	2.12%	265.96
CASH FLOWS (€ mil.)	H1 '16		H1 '15
Operating Activities	-9.83		-7.30
Investment Activities	-1.09		-3.20
Financial Activities	-4.81		9.63
Cash generated	-13.33		-0.88
Cash & Cash equivalents. beginning	33.43		19.48
Effect of foreign exchange differences on Cash	0.04		0.09
Cash & Cash equivalents. end	20.14		18.69

CONSOLIDATED SBU ANALYSIS

H1 '16 Turnover Breakdown per Business Activity

<i>SBU Turnover (€ mil)</i>		<i>H1 '16</i>	<i>%</i>	<i>H1 '15</i>
Cosmetics		77.13	20.56%	63.98
	% of Total	48.32%		48.32%
Own		52.80	11.87%	47.20
	% of SBU	68.45%		73.77%
Distributed		24.33	44.98%	16.78
	% of SBU	31.55%		26.23%
Household Products		56.76	5.08%	54.01
	% of Total	35.55%		40.79%
Own		53.61	7.80%	49.73
	% of SBU	94.45%		92.07%
Distributed		3.15	-26.47%	4.28
	% of SBU	5.55%		7.93%
Private Label		7.55		
	% of Total	4.73%		
Other Sales		18.20	26.18%	14.43
	% of Total	11.40%		10.89%
Health Care Products		5.43	7.21%	5.07
	% of SBU	29.86%		35.14%
Selective		12.77	36.46%	9.36
	% of SBU	70.14%		64.86%
Total Turnover		159.64	20.56%	132.42

During H1 2016 total Group sales were up by 20.56% supported by growth in all the Group's business categories.

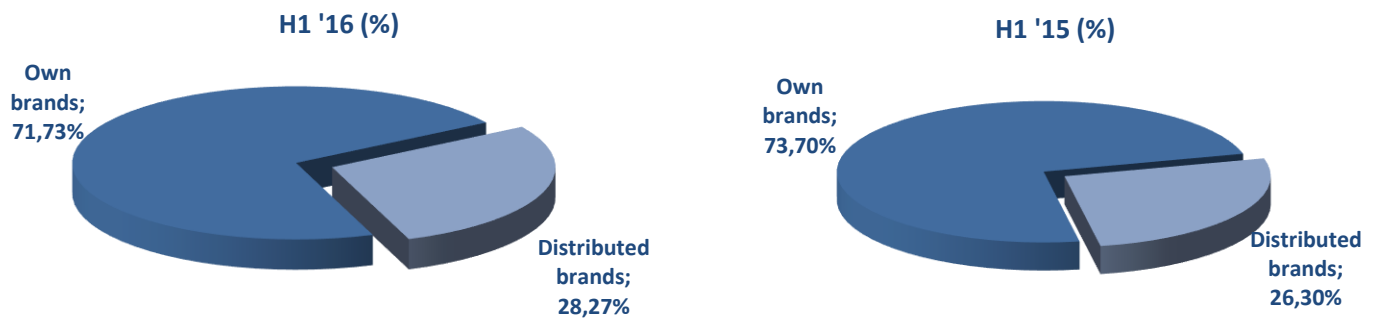
Cosmetics sales were up by 20.56% yoy to €77.13 mil. in H1 2016 from €63.98 mil. in H1 2015, supported by both the own brands portfolio as well as the distributed brands subcategory. Cosmetics participation to total Group turnover at 48.32%.

Sales of **Household Products** increased by 5.08% amounting to € 56.76 million from €54.01 million in the previous year's first half, partly supported by growth in the own brands subcategory, which was partly attributed to the addition of AVA (acquisition in Greece). The category's participation to total Group turnover amounted to 35.55%.

The newly included category "**Private Label**" represents sales of Polipak, the Polish packaging products company acquired in December of 2015, which specializes on the production of private label garbage bags.

The category of **Other Sales** increased by 26.18% mainly driven by the positive performance of the Luxury Cosmetics subcategory.

Own versus Distributed Activity Turnover Breakdown



During H1 2016, consolidated revenues of **own** brands (cosmetics, household products and private label) amounted to €114.50 million compared to €97.59 million in the previous year's first half, up by 17.33%. Furthermore, their contribution to the total group turnover stood at 71.73% from 73.70% in last year's first half.

Consolidated revenues of **distributed** brands during H1 2016 amounted to €45.14 million, from €34.83 million in H1 '15, up by 29.60%. Their participation to the total group sales settled at 28.27% from 26.30%.

H1 '16 EBIT SBU Breakdown per Business Activity

<i>SBU EBIT (€ mil)</i>		<i>H1 '16</i>	<i>%</i>	<i>H1 '15</i>
Cosmetics		3.53	89.04%	1.87
	Margin	4.58%		2.92%
	% of EBIT	27.71%		24.66%
	Own	2.75	56.70%	1.75
	Margin	5.20%		3.71%
	% of EBIT	21.55%		23.13%
	Distributed	0.78	579.85%	0.12
	Margin	3.23%		0.69%
	% of EBIT	6.16%		1.52%
Household Products		5.74	59.77%	3.59
	Margin	10.11%		6.65%
	% of EBIT	45.02%		47.39%
	Own	5.66	53.20%	3.70
	Margin	10.56%		7.43%
	% of EBIT	44.45%		48.80%
	Distributed	0.07	-167.26%	-0.11
	Margin	2.29%		-2.50%
	% of EBIT	0.57%		-1.41%
Private Label		0.18	0.00%	0.00
	Margin	2.34%		0.00%
	% of EBIT	1.39%		0.00%
Other Sales		0.87	244.08%	0.25
	Margin	4.76%		1.74%
	% of EBIT	6.80%		3.32%
	Health Care Products	0.45	146.45%	0.18
	Margin	8.23%		3.58%
	% of EBIT	3.51%		2.40%
	Selective	0.42	497.30%	0.07
	Margin	3.28%		0.75%
	% of EBIT	3.28%		0.92%
Income from Associated Companies		2.43	30.29%	1.87
	% of EBIT	19.09%		24.64%
Total EBIT		12.74	68.18%	7.58
	Margin	7.98%		5.72%

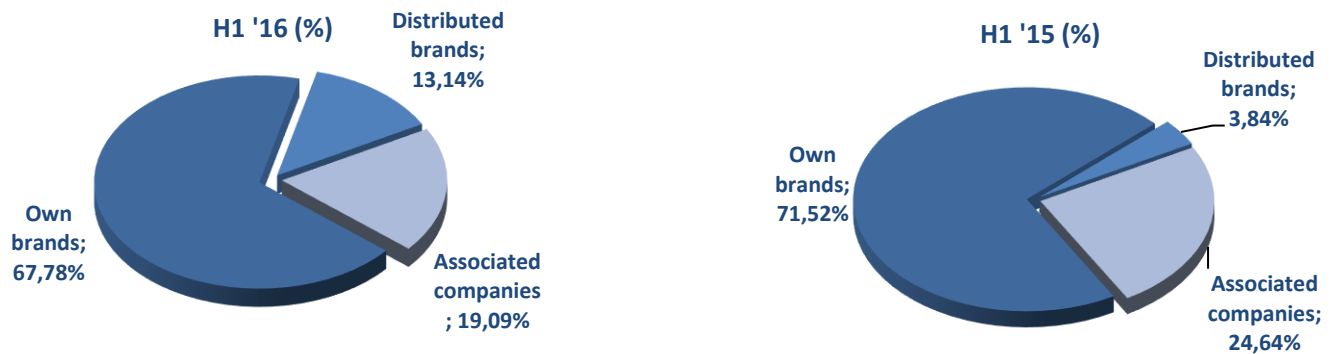
The Group's EBIT benefited by increased sales and operational leverage despite a pressure on the gross profit driven by higher trade allowances and the addition of Polipak.

Cosmetics EBIT increased by 89.04% in H1 2016 to €3.53 million from €1.87 million in the previous year's first half, driven by both the own Cosmetics subcategory and the distributed brands subcategory. The margin of Cosmetics increased at 4.58% in H1 2016 from 2.92% in the previous year's first half.

The EBIT of **Household Products** posted an increase of 59.77% during H1 2016 to €5.81 million from €3.59 million in H1 2015, driven by the own brands performance. The EBIT margin of the household products stood at 10.11% during H1 2016 from 6.65% in H1 2015 and their participation to total Group EBIT settled at 45.02% in H1 2016.

The income from **Associated Companies** includes income of €-0.04 mil. from the company Thrace Sarantis.

Own vs Distributed EBIT Breakdown



The **Own brands** portfolio, generated income of €8.63 million in H1 2016 versus €5.42 million in H1 2015, up by 59.37%. The contribution of **own brands** (cosmetics, household products and private label) to the total EBIT during H1 2016 stood at 67.78%.

The EBIT of **distributed brands** during H1 2016 amounted to €1.67 million, from €0.29 million in H1 2015. In addition, income from Associated Companies presented income of €2.43 million, up by 30.29%, corresponding to 19.09% of the Group's EBIT.

CONSOLIDATED REGIONAL ANALYSIS

H1 '16 Turnover Breakdown per Geographic Market

<i>Country Turnover (€ mil)</i>	<i>H1 '16</i>	<i>%</i>	<i>H1 '15</i>
Greece	62.58	16.89%	53.54
% of Total Turnover	39.20%		40.43%
Poland	30.09	0.76%	29.86
Poland-Polipak	7.55		
Romania	25.63	34.02%	19.13
Bulgaria	6.13	13.80%	5.39
Serbia	7.68	6.55%	7.21
Czech Republic	10.54	11.48%	9.46
Hungary	5.07	7.63%	4.71
FYROM	1.97	45.84%	1.35
Bosnia	1.32	43.49%	0.92
Portugal	1.07	25.03%	0.86
Foreign Countries Subtotal	97.06	23.05%	78.88
% of Total Turnover	60.80%		59.57%
Total Turnover	159.64	20.56%	132.42

The Group's consolidated turnover presented an increase of 20.56% versus last year's first half, supported by the positive performance of both the Foreign Countries and the Greek market.

Despite the turbulent macroeconomic environment, Greece, exhibited a sales increase of 16.89% performing better than the total retail market. Greek sales were supported further by the acquisition of AVA, which started contributed to Greek sales in May of 2015. Excluding AVA, Greek sales like-for-like growth is 12.55%.

The foreign markets of the Group showed a turnover increase of 23.05% yoy to €97.06 million from €78.88 mil in H1 2015. The foreign countries presented an average sales growth in local currencies of 26.03%, while the average effect of the currencies devaluation was 2.98%.

Moreover, foreign countries sales include €7.55 million sales from Polipak, the Polish packaging products company that specializes on the production of private label garbage bags.

Excluding Polipak's contribution, foreign countries like-for-like growth is 13.5%.

Greek and Foreign Countries Turnover breakdown Analysis



During H1 2016 the foreign countries' contribution into the Group's sales stood at 60.80%, from 59.57% in H1 2015.

H1 '16 EBIT Breakdown per Geographic Market

<i>Country EBIT (€ mil)</i>	<i>H1 '16</i>	<i>%</i>	<i>H1 '15</i>
Greece	8.87	61.32%	5.50
% of Total Ebit	69.59%		72.55%
Poland	0.75	139.94%	0.31
Poland-Polipak	0.18		
Romania	1.61	111.14%	0.76
Bulgaria	0.41	37.92%	0.29
Serbia	0.39	-22.25%	0.50
Czech Republic	0.43	-27.53%	0.59
Hungary	-0.01	98.49%	-0.41
FYROM	0.29	49.14%	0.19
Bosnia	-0.11	-0.52%	-0.11
Portugal	-0.04	-15.04%	-0.04
Foreign Countries Subtotal	3.87	86.28%	2.08
% of Total Ebit	30.41%		27.45%
Total EBIT	12.74	68.18%	7.58

The **Greek** EBIT during H1 2016 increased by 61.32% to €8.87 mil., from €5.50 mil. in H1 2015.

Excluding the income from Associated companies, Greek EBIT during H1 2016 amounted to €6.43 mil. increased by 77.29% compared to €3.63 mil. in last year's first half.

Greek EBIT margin, excluding income from Associated Companies, stood at 10.28% during H1 2016 from 6.78% in H1 2015.

The **foreign countries** posted an increase in EBIT of 86.28% during H1 2016, amounting to €3.87 mil., from 2.08 mil. The foreign countries EBIT margin rose at 3.99% from 2.64% in the previous year's first half.

NEWS FLOW UP TO THE RELEASE DATE OF THE H1 2016 CONSOLIDATED FINANCIAL RESULTS

- Sarantis Group annual corporate presentation for analysts was realized on March 16th 2016 describing the management's strategy and estimates for 2016. Specifically, according to the Management's estimates, turnover will reach €310 mil. by the end of 2016 vs €278.76 mil in 2015. EBITDA is expected to increase to €35.96 mil. in 2016 from €29.77 mil. in 2015. EBIT is estimated to reach €31.40 mil. in 2016 from €26.04 mil. in 2015, while EBT is expected to reach €28.40 mil. in 2016 from €24.16 mil in 2015. Finally, Net Profit is expected to settle at €22.76 mil. in 2016, from €19.78 mil. in 2015.
- Following the General Shareholders Meeting resolution dated April 15th 2016, the company GR. SARANTIS S.A. proceeded to the distribution of a dividend payment for the fiscal year 2015 amounting to 0.16 euro per share. The aforementioned dividend amount was subject to a 10% withholding tax and therefore shareholders received a net amount of 0.1440 euro per share. The dividend payment took place on April 27th 2016 via the National Bank of Greece through the authorized operators of the beneficiary shareholders registered with the D.S.S.
- The Company's Extraordinary General Shareholders' Meeting dated June 9th 2016 approved the purchase through the Athens Exchange according to the provisions of article 16 of PL 2190/1920 of up to 10% of the company's shares (the 10% currently represents 3,477,098 shares), including the 437,549 shares already acquired by the company based on the resolutions of the General Shareholders Meeting of 26/06/2014.
The maximum buy back price was set at fifteen euros (15.00 €) per share and the lowest at one euro and fifty five cents (1.55 €) and the time limit for acquiring own shares was set to twenty four months from the date of the General Meeting, that is until June 09th 2018.
The purpose of the program is to serve the objectives and uses permitted by law from time to time, which today include share capital reduction, settlement of obligations arising by convertible securities or employee stock options as well as the purposes of future acquisition of another company's shares.
Finally, the Board of Directors was authorized to act accordingly for the completion of the buyback program.

OBJECTIVES AND PROSPECTS

The Group's growth so far has outpaced the market across all business units and geographies and is expected to continue growing faster than the industry, based on the efficiency of its business model, the disciplined resource allocation, and its proven ability to mitigate the headwinds brought by economic and political instability in and out of Greece.

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 will continue to execute its long-term plan with strategic investments in high potential, high return areas of the business.

Looking into the second half of 2016 and beyond, while the challenges remain and even though the management is cautious regarding the economic and political developments in the European region, the Group is well positioned, armed with a strong brand portfolio and initiatives that will further increase market share and able to exploit growth opportunities.

Moreover, the Group's key assets, that is, its leading position in the market, the balance of its brand portfolio, its exporting character, its financial strength and security, the management's agility and the human resources support, will be, as ever, the cornerstones for its future further development.

In view of the Group's performance to date and the outlook for the balance of the year, the management reiterates its expectations for sales growth of 11.2% and earnings per share growth of 15% for the fiscal year of 2016.