

Sarantis Group

Investor & Analyst Conference Call Presentation

FY 2016 – March 21st 2017

**Presented by :
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Consolidated Financial Highlights

P&L (€ mil.)	FY '16	%	FY '15
Turnover	329.02	18.03%	278.76
Gross Profit	152.63	15.20%	132.50
Gross Profit Margin	46.39%		47.53%
EBITDA	35.92	20.66%	29.77
EBITDA Margin	10.92%		10.68%
EBIT	31.52	21.03%	26.04
EBIT Margin	9.58%		9.34%
EBT	28.84	19.35%	24.16
EBT Margin	8.76%		8.67%
Tax	4.17	-4.89%	4.38
Profit After Tax	24.67	24.71%	19.78
Profit After Tax Margin	7.50%		7.10%
Minorities	0.15		0.00
Net Profit	24.52	23.95%	19.78
Net Profit Margin	7.45%		7.10%
EPS	0.7049	23.91%	0.5689

- FY '16 Group sales turnover amounted to € 329.02 mil. vs € 278.76 mil. in FY '15, up by 18.03%, supported by growth across the Group's territory, driven by brand-supporting initiatives, the continuous renewal of the brand portfolio as well as the addition of new brands.
- The Group's increased sales and the management's ability to leverage those sales through continued financial discipline and focus behind better sourcing, productivity driven cost savings and the utilization of synergies, lead to double-digit growth in profitability and improvement in margins.
- High participation of foreign countries and of own brands at 64% and 71% of total Group sales respectively.
- Healthy balance sheet, net cash position and efficient working capital management.

Balance Sheet & Cash flow

ASSETS	FY '15	%	FY '14
Tangible fixed assets	38.33	12.85%	33.97
Investments in property	0.54	-0.30%	0.54
Intangible Assets	34.02	-0.30%	34.12
Goodwill	7.45	-1.20%	7.54
Investments	10.40	18.66%	8.76
Financial assets available for sale	0.70	-22.88%	0.91
Other Long Term Assets	0.27	-22.10%	0.34
Deferred Tax	0.83	39.11%	0.59
Total Non Current Assets	92.52	6.63%	86.77
Inventories	60.71	13.26%	53.60
Trade Receivables	78.76	3.43%	76.14
Other Receivables	7.70	6.53%	7.23
Financial assets available at fair value through P&L	6.17	-12.04%	7.02
Cash & Banks	34.85	4.25%	33.43
Other Short Term Receivables	2.04	15.56%	1.76
Total Current Assets	190.23	6.16%	179.19
Total Assets	282.76	6.31%	265.96
SHAREHOLDER'S EQUITY & LIABILITIES			
L-T Bank Loans	28.44	-11.50%	32.14
Deferred Tax Liabilities	2.00	7.42%	1.87
Retirement Benefit Obligations & Other Provisions	1.93	-29.86%	2.75
Total Non Current Liabilities	32.38	-11.92%	36.76
Trade Creditors	50.72	0.37%	50.53
Other Liabilities	4.91	3.78%	4.73
Income Taxes and other Taxes Payable	2.63	7.26%	2.45
S-T Bank Loans	6.24	209.12%	2.02
Other Short Term Liabilities	1.85	-10.45%	2.06
Total Current Liabilities	66.35	7.37%	61.80
Share Capital	53.91	0.03%	53.90
Share Premium	39.37	0.01%	39.37
Other Reserves	14.60	8.29%	13.48
Minority Interest	1.07	6.37%	1.01
Retained Earnings	75.08	25.85%	59.66
Amount allocated for share capital increase	0.00		0.00
Shareholders Equity	184.03	9.93%	167.41
Total Liabilities & Equity	282.76	6.31%	265.96
CASH FLOWS (€ mil.)			
	FY '16		FY' 15
Operating Activities	10.24		12.04
Investment Activities	-3.67		-7.73
Financial Activities	-5.24		9.63
Cash generated	1.33		13.93
Cash & Cash equivalents. beginning	33.43		19.48
Effect of foreign exchange differences on Cash	0.09		0.03
Cash & Cash equivalents. end	34.85		33.43

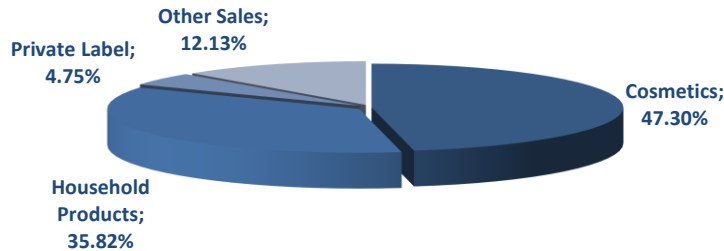
Healthy financial position able to finance organic growth, acquisitions and dividend payments.

- ✓ **Dividend payment for FY 2015** of 0.16 euro per share (5.5 mil.euro).
- ✓ **Proposed dividend payment for FY 2016** of 0.1750 euro per share.
- ✓ **Net Cash** position at €7.05 mil.
- ✓ **Operating Working capital requirements over sales** settled at 26.97% in FY 2016 from 28.42% in FY 2015.
- ✓ **Operating Working capital** increase driven by improved receivable days, as well as the efficient inventory management despite the Group's growth and the continuous product additions in the Group's portfolio.

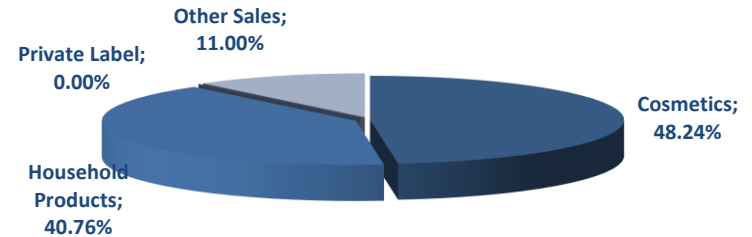
Business Units Analysis

Turnover - SBU Split

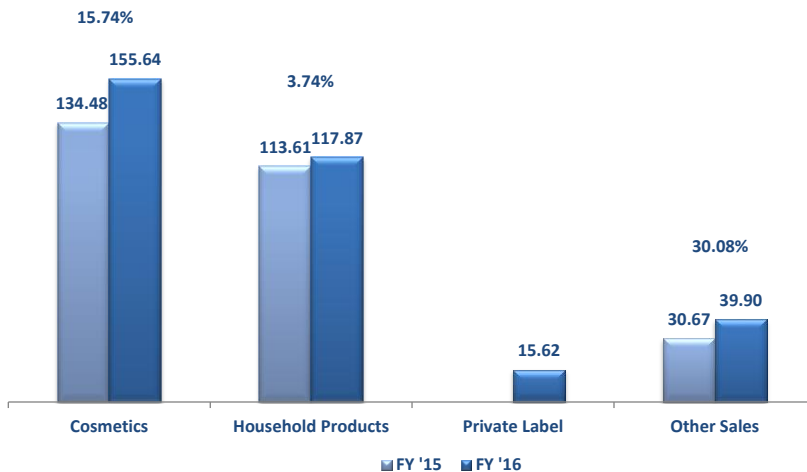
FY '16



FY '15



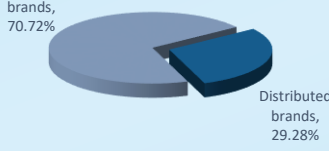

Consolidated Turnover Activity Breakdown (€ mil)



- ✓ During FY 2016 total Group sales were supported by growth in all the Group's business categories.
- ✓ **Cosmetics** sales were up by 15.74% yoy, mainly supported by both the own brand portfolio as well as the distributed brands subcategory.
- ✓ Sales of **Household Products** increased by 3.74%, supported by growth in the own brands subcategory, which was partly attributed to the addition of AVA.
- ✓ 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 acquired in December of 2015, which specializes on the production of private label garbage bags.

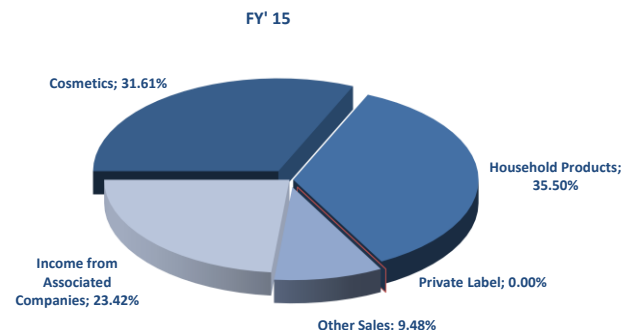
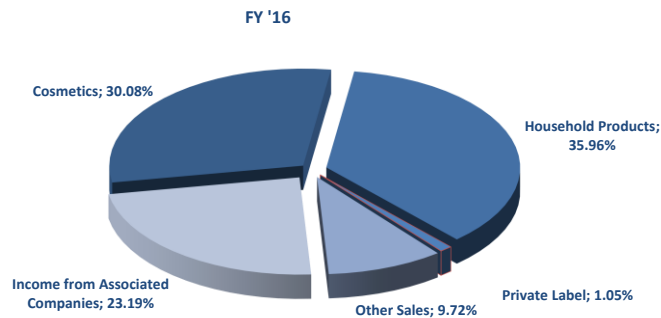
The category of Other Sales includes the subcategories of Health & Care and Selective Products.

Turnover - Own vs Distributed Brands Overview

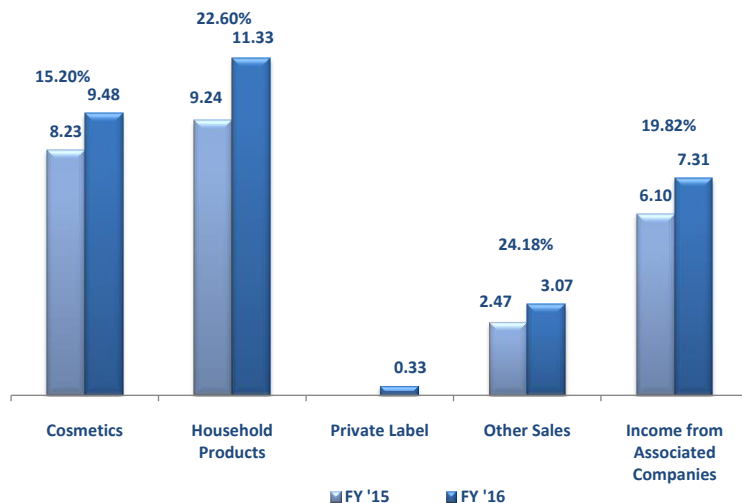
(€ mil.)	FY '16	%	Contribution FY '16	FY '15	Contribution FY '15
Own Brands	232.70	14.48%	 <p>Own brands, 70.72%</p> <p>Distributed brands, 29.28%</p>	203.27	 <p>Own brands, 72.92%</p> <p>Distributed brands, 27.08%</p>
Distributed Brands	96.32	27.59%		75.49	
Total	329.02	18.03%		278.76	

- ✓ *Revenues from own brands rose by 14.48% compared to the previous year.*
- ✓ *Own brands portfolio participation to total group turnover settled at 70.72%.*

EBIT – SBU Split



Consolidated EBIT Activity Breakdown (€ mil)



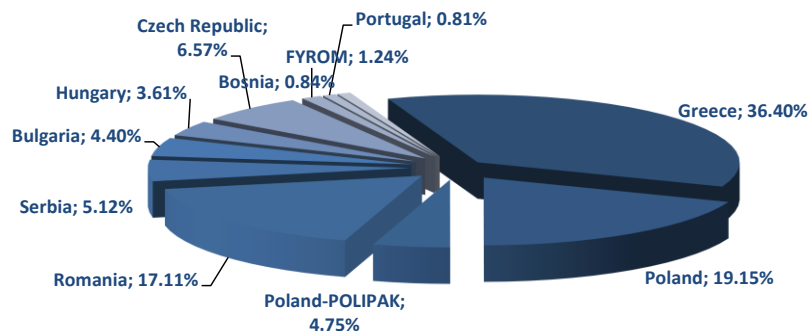
- ✓ The Group's EBIT benefited by increased sales, operational leverage and synergies.
- ✓ **Cosmetics** EBIT increased by 15.20% in FY 2016, driven by both the own Cosmetics subcategory and the distributed brands subcategory. Cosmetics EBIT margin stood at 6.09% from 6.12%.
- ✓ The EBIT of **Household Products** increased by 22.60% during FY 2016, driven by the own brands positive performance. The Household products margin settled at 9.62% from 8.14% last year.
- ✓ The Income from **Associated Companies** was up by 19.82% contributing 23% to total Group EBIT.

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

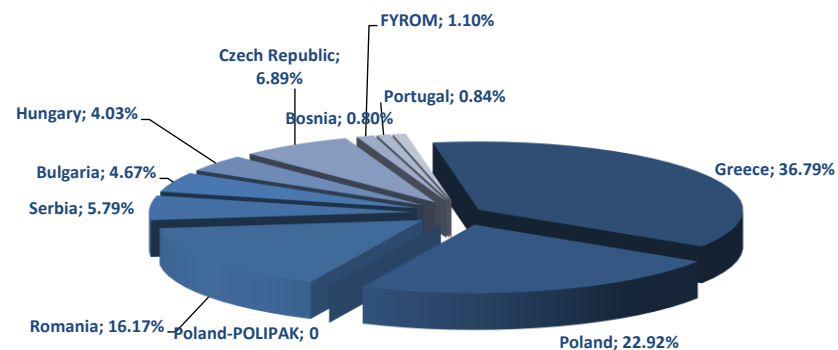
Geographical Analysis

Turnover - Country Split

FY '16

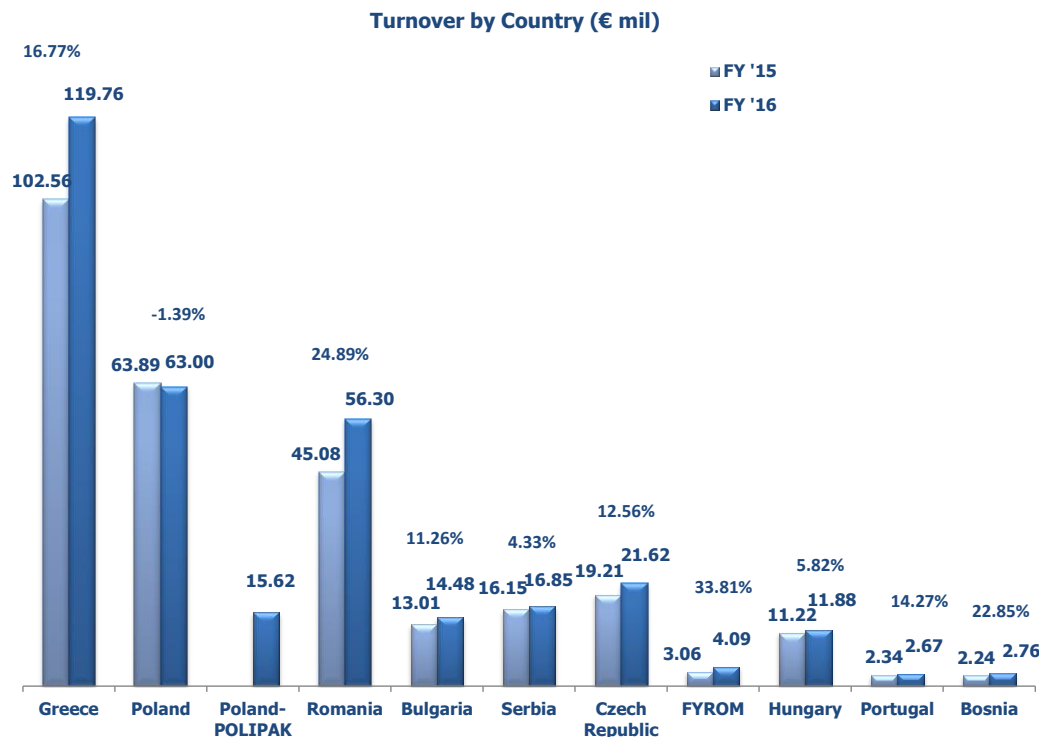


FY' 15



✓ During FY 2016 the foreign countries' contribution into the Group's sales stood at 63.60%.

Turnover

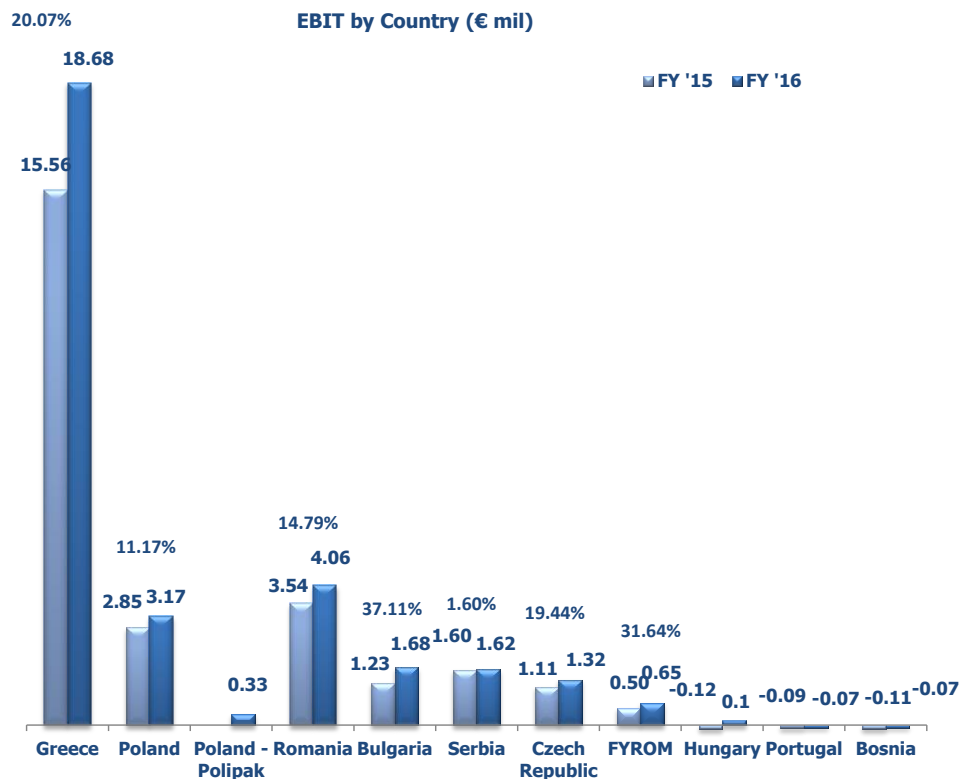


- ✓ The Group's consolidated turnover presented an increase of 18.03% versus last year, supported by the positive performance of both the Foreign Countries and the Greek market.
- ✓ Despite the turbulent macroeconomic environment, Greece, exhibited a sales increase of 16.77% performing better than the total retail market. Greek sales were supported further by the recent acquisition of AVA. Excluding AVA, like-for-like Greek sales were up by 14.50%
- ✓ The foreign markets of the Group showed a turnover increase of 18.76% yoy to €209.26 million from €176.20 mil in FY 2015. The foreign countries presented an average sales growth in local currencies by 21.11%, while the average effect of the currencies devaluation was 2.35%.
- ✓ Moreover, excluding Polipak's contribution, like-for-like foreign countries sales were up by 10%.

Greece vs Eastern Europe – Turnover

(€ mil.)	FY '16	%	Contribution FY' 16	FY '15	Contribution FY '15
Greece	119.76	16.77%	<p>Greece, 36.40%</p> <p>Foreign Countries, 63.60%</p>	102.56	<p>Greece, 36.79%</p> <p>Foreign Countries, 63.21%</p>
Eastern Europe	209.26	18.76%		176.20	
Total	329.02	18.03%		278.76	

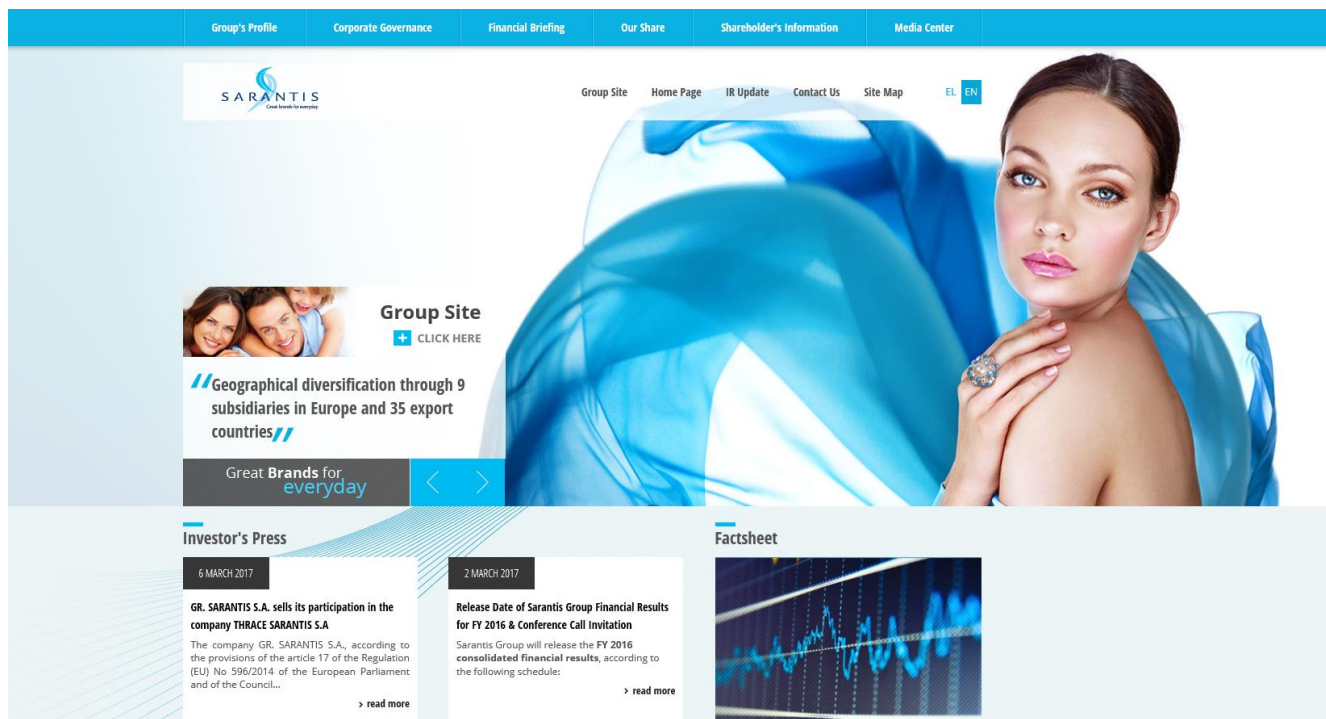
EBIT – Country Overview



- ✓ The Greek EBIT during FY 2016 increased by 20.07% to €18.68 mil., from €15.56 mil. in FY 2015.
- ✓ Excluding the income from Associated companies, Greek EBIT during FY 2016 amounted to €11.38 mil. increased by 20.24% compared to €9.46 mil. last year.
- ✓ Greek EBIT margin, excluding income from Associated Companies, stood at 9.50% during FY 2016 from 9.23% in FY 2015.
- ✓ The foreign countries posted an increase in EBIT of 22.45% during FY 2016, amounting to €12.84 mil., from 10.48 mil. The foreign countries EBIT margin rose at 6.13% from 5.95% in the previous year.

Our Investor Relation Web Page

For more information please visit our
Investor Relation Web Site



<http://ir.sarantis.gr>