

**SARANTIS GROUP**  
**CONSOLIDATED FINANCIAL RESULTS FY 2018**

**15% sales growth, 18.5% increase in EBITDA, successful execution of the strategic growth plan.**

**Highlights: FY 2018**

- The total Group turnover was up by 14.79% compared to the previous year driven by growth across the Group's basic business categories and geographies.
- EBITDA was up by 18.49% at €46.99 mil. in FY 2018 from € 39.66 mil. in FY 2017 and EBITDA margin stood at 13.66% from 13.23% in FY 2017.
- The Group's foreign countries increased their participation in the consolidated Group sales. Their participation stands at 66% in FY 2018 vs 62.56% in FY 2017.
- The participation of own brands to the Group's turnover stands at 71%.
- Healthy balance sheet, efficient working capital management.

<i>P&amp;L (€ mil.)</i>	<i>FY '18</i>	<i>%</i>	<i>FY '17*</i>
<b>Turnover</b>	<b>344.00</b>	14.79%	<b>299.68</b>
<b>Gross Profit</b>	<b>128.89</b>	10.66%	<b>116.48</b>
Gross Profit Margin	37.47%		38.87%
<b>EBITDA **</b>	<b>46.99</b>	18.49%	<b>39.66</b>
EBITDA Margin	13.66%		13.23%
<b>EBIT</b>	<b>40.57</b>	17.59%	<b>34.51</b>
EBIT Margin	11.79%		11.51%
<b>EBT</b>	<b>38.78</b>	11.87%	<b>34.67</b>
EBT Margin	11.27%		11.57%
<b>Tax</b>	<b>5.64</b>	-0.69%	<b>5.68</b>
<b>Profit After Tax</b>	<b>33.14</b>	14.33%	<b>28.98</b>
Profit After Tax Margin	9.63%		9.67%
<b>Minorities</b>	<b>0.60</b>	69.66%	<b>0.35</b>
<b>Net Profit</b>	<b>32.54</b>	13.65%	<b>28.63</b>
Net Profit Margin	9.46%		9.55%

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

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

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

The financial results of FY 2018 will be presented in a conference call on April 11<sup>th</sup> 2019 at **17.00**, local time (GMT+2). Telephone number: 211 – 180 2000.

## FY '18 CONSOLIDATED FINANCIAL RESULTS

### Turnover

The consolidated turnover amounted to €344.0 mil. from €299.68 mil. in FY 2017, up by 14.79%, supported by growth across the Group's territory. Brand-supporting initiatives, the continuous renewal of the brand portfolio and the increased penetration across its distribution channels support further brand engagement and drive growth. The foreign markets exhibited an increase of 21.24% and the Greek market, despite the competitive environment, was up by 4.01% in FY 2018, outperforming the retail market.

### Gross Profit

The Group's Gross Profit stood at €128.89 mil. during FY 2018 from €116.48 last year, up by 10.66%. The Group's Gross Profit margin during FY 2018 stood at 37.47% from 38.87% in the previous year.

The Group's commitment behind continued productivity improvement, increasing operating leverage and exploiting synergies behind acquisitions resulted in significant profitability growth.

### Specifically:

- **EBITDA** \* was up by 18.49% to € 46.99 mil. from €39.66 mil. in FY 2017, with an EBITDA margin of 13.66% from 13.23% in FY 2017.
- **EBIT** reached € 40.57 mil. increased by 17.59% versus €34.51 mil. and EBIT margin stood at 11.79% from 11.51% in FY 2017.
- **EBT** settled €38.78 mil. from €34.67 mil., up by 11.87%, with the EBT margin reaching 11.27% from 11.57% last year.
- **Net Profit** reached €32.54 mil. from €28.63 mil. in the previous year up by 13.65%, while Net Profit margin settled at 9.46% from 9.55% in FY 2017.

### Note

*According to International Financial Reporting Standards (IFRS), and since January 1st of 2018, the Group has adopted the new standard IFRS 15 "Revenue from Contracts with Customers", which affects its Sales.*

*More specifically, trade expenses related to the Group's agreements with its clients, starting from January 1st 2018, are not included within selling & distribution expenses, but are subtracted from the turnover. This will also impact the gross profit as well as the profitability margins, without affecting however the net profit.*

*For comparability purposes the FY 2017 figures have been adjusted accordingly.*

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*\*Alternative Performance Measures, as defined within the relevant paragraph of the Group's Financial Report.*

**FY '18 CONSOLIDATED BALANCE SHEET / CASHFLOW**

Sarantis Group exhibits a healthy financial position, supported by disciplined management of working capital, the improving profitability of the business, and balanced capital expenditure. The strong cash generated by the business is invested behind initiatives to accelerate growth, either organically or through acquisitions, and to return value to its shareholders.

Within 2018, the Group paid a dividend for FY 2017 of approximately €9.4 mil. (0.28 euros per share) and the BoD will propose at the 2019 AGM the distribution of a dividend for FY 2018 of 0.14311 eur. (i.e. 10 mil euros).

As of the end of 2018 the Group maintains a net debt position of €11.53 mil. vs a net cash position of €16 mil. at the end of 2017. This is partly due to an increase in the total debt position of the Group by c. €14 mil. and partly due to cash outflow driven by the Group's investment plan.

Operating working capital requirements over sales settled at 31.64% in FY 2018 versus 30.12% in FY 2017. The level of working capital requirements over sales is not comparable to last year, as it is influenced by the new companies or businesses added in the Group within the year.

ASSETS	FY '18	%	FY '17
Tangible fixed assets	56.55	30.44%	43.36
Investments in property	1.11	110.27%	0.53
Intangible Assets	53.02	46.30%	36.24
Goodwill	7.93	10.21%	7.19
Investments	20.55	19.11%	17.26
Financial assets available for sale	0.00		0.00
Other Long Term Assets	0.44	-38.73%	0.72
Deffered Tax	0.73	339.45%	0.17
<b>Total Non Current Assets</b>	<b>140.34</b>	<b>33.07%</b>	<b>105.46</b>
Inventories	79.75	21.56%	65.60
Trade Receivables	94.64	16.93%	80.94
Other Receivables	3.79	-24.47%	5.02
Financial assets availabe at fair value through P&L	1.42	-52.48%	2.98
Cash & Banks	32.78	-27.07%	44.95
Other Short Term Receivables	1.99	41.06%	1.41
<b>Total Current Assets</b>	<b>214.36</b>	<b>6.71%</b>	<b>200.89</b>
<b>Total Assets</b>	<b>354.70</b>	<b>15.78%</b>	<b>306.35</b>
<b>SHAREHOLDER'S EQUITY &amp; LIABILITIES</b>			
L-T Bank Loans	38.00	46.05%	26.02
Deferred Tax Liabilities	5.77	75.16%	3.30
Retirement Benefit Obligations & Other Provisions	2.42	32.79%	1.82
<b>Total Non Current Liabilities</b>	<b>46.19</b>	<b>48.36%</b>	<b>31.14</b>
Trade Creditors	62.61	11.24%	56.29
Other Liabilities	6.37	-9.66%	7.05
Income Taxes and other Taxes Payable	4.56	75.22%	2.60
S-T Bank Loans	7.72	35.26%	5.71
Other Short Term Liabilities	2.62	22.65%	2.14
<b>Total Current Liabilities</b>	<b>83.88</b>	<b>13.69%</b>	<b>73.78</b>
Share Capital	54.50	0.65%	54.16
Share Premium	40.68	-0.85%	41.03
Other Reserves	10.94	27.25%	8.60
Minority Interest	2.70	88.95%	1.43
Retained Earnings	115.80	20.35%	96.22
<b>Shareholders Equity</b>	<b>224.63</b>	<b>11.51%</b>	<b>201.44</b>
<b>Total Liabilities &amp; Equity</b>	<b>354.70</b>	<b>15.78%</b>	<b>306.35</b>
<b>CASH FLOWS (€ mil.)</b>			
	<b>FY '18</b>		<b>FY' 17</b>
<b>Operating Activities</b>	<b>10.57</b>		<b>27.80</b>
<b>Investment Activities</b>	<b>-18.19</b>		<b>0.48</b>
<b>Financial Activities</b>	<b>-4.32</b>		<b>-18.26</b>
<b>Cash generated</b>	<b>-11.94</b>		<b>10.02</b>
<b>Cash &amp; Cash equivalents. beginning</b>	<b>44.95</b>		<b>34.85</b>
<b>Effect of foreign exchange differences on Cash</b>	<b>-0.23</b>		<b>0.07</b>
<b>Cash &amp; Cash equivalents. end</b>	<b>32.78</b>		<b>44.95</b>

CONSOLIDATED SBU ANALYSIS

FY '18 Turnover Breakdown per Business Activity

<i>SBU Turnover (€ mil)</i>	<i>FY '18</i>	<i>%</i>	<i>FY '17 *</i>
<b>Cosmetics</b>	<b>151.53</b>	<b>10.60%</b>	<b>137.00</b>
% of Total	<b>44.05%</b>		<b>45.72%</b>
<b>Own</b>	96.12	8.60%	88.51
% of SBU	63.43%		64.61%
<b>Distributed</b>	55.41	14.26%	48.49
% of SBU	36.57%		35.39%
<b>Household Products</b>	<b>130.46</b>	<b>25.20%</b>	<b>104.20</b>
% of Total	<b>37.93%</b>		<b>34.77%</b>
<b>Own</b>	129.63	25.26%	103.49
% of SBU	99.36%		99.32%
<b>Distributed</b>	0.83	17.14%	0.71
% of SBU	0.64%		0.68%
<b>Private Label</b>	<b>18.61</b>	<b>15.83%</b>	<b>16.06</b>
% of Total	<b>5.41%</b>		<b>4.68%</b>
<b>Other Sales</b>	<b>43.40</b>	<b>2.31%</b>	<b>42.41</b>
% of Total	<b>12.62%</b>		<b>14.15%</b>
<b>Health Care Products</b>	9.77	-4.86%	10.27
% of SBU	22.52%		24.21%
<b>Selective</b>	33.63	4.61%	32.14
% of SBU	77.48%		75.79%
<b>Total Turnover</b>	<b>344.00</b>	<b>14.79%</b>	<b>299.68</b>

\* FY '17 adjusted based on IFRS 15 "Revenue from Contracts with Customers", effective since January 1<sup>st</sup> 2018.

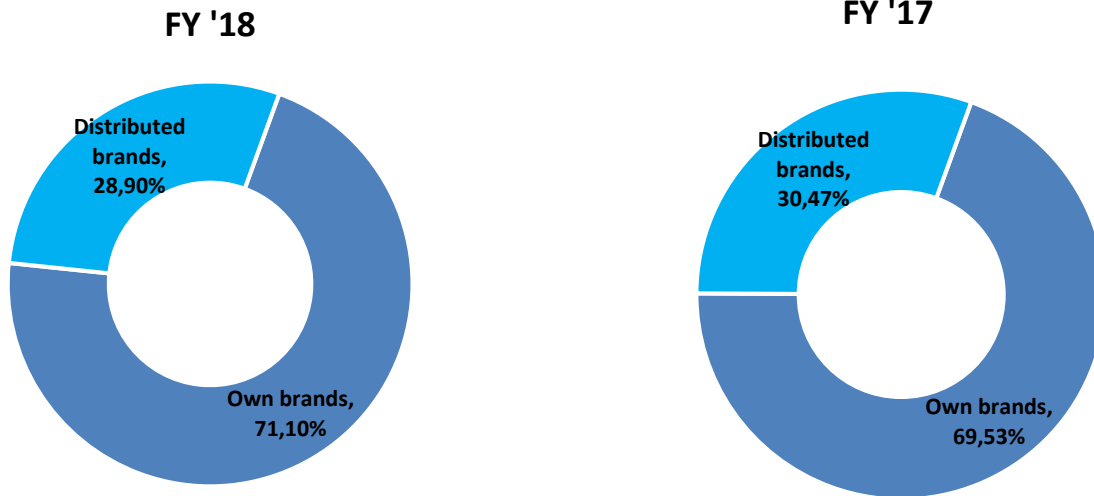
During FY 2018 total Group sales were up by 14.79% supported by growth in the Group's strategic business categories. **Cosmetics** sales were up by 10.60% yoy to €151.53 mil. in FY 2018 from €137.00 mil. in FY 2017, supported by the own brands portfolio, that contributes 63.43% within Cosmetics category and increased by 8.60%, as well as the distributed brands that presented a 14.26% growth. Cosmetics participation to total Group turnover stood at 44.05%.

Sales of **Household Products** increased by 25.20% amounting to €130.46 million from €104.20 million in the previous year, supported by the own brands subcategory that increased by 25.26%. The category's participation to total Group turnover amounted to 37.93%.

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 15.83% increase in FY 2018 amounting to €18.61 mil. from €16.06 mil. in FY 2017.

The category of **Other Sales** increased by 2.31%, driven by the Selective category that was up by 4.61%.

Own versus Distributed Activity Turnover Breakdown



\* FY '17 adjusted based on IFRS 15 "Revenue from Contracts with Customers", effective since January 1<sup>st</sup> 2018.

During FY 2018, consolidated revenues of **own** brands (cosmetics, household products and private label) amounted to €244.58 million compared to €208.37 million in the previous year, up by 17.37%. Furthermore, their contribution to the total group turnover stood at 71.10% from 69.53% last year.

Consolidated revenues of **distributed** brands during FY 2018 amounted to €99.42 million, from €91.31 million in FY '17, up by 8.88%. Their participation to the total group sales settled at 28.90% from 30.47%.

FY '18 EBIT SBU Breakdown per Business Activity

SBU EBIT (€ mil)		FY '18	%	FY '17
<b>Cosmetics</b>		<b>12.20</b>	<b>10.25%</b>	<b>11.06</b>
	Margin	8.05%		8.07%
	<b>% of EBIT</b>	<b>30.06%</b>		<b>32.06%</b>
<b>Own</b>		<b>9.12</b>	<b>5.52%</b>	<b>8.65</b>
	Margin	9.49%		9.77%
	<b>% of EBIT</b>	<b>22.49%</b>		<b>25.06%</b>
<b>Distributed</b>		<b>3.07</b>	<b>27.16%</b>	<b>2.42</b>
	Margin	5.55%		4.98%
	<b>% of EBIT</b>	<b>7.57%</b>		<b>7.00%</b>
<b>Household Products</b>		<b>13.30</b>	<b>20.16%</b>	<b>11.07</b>
	Margin	10.19%		10.62%
	<b>% of EBIT</b>	<b>32.78%</b>		<b>32.08%</b>
<b>Own</b>		<b>13.37</b>	<b>19.01%</b>	<b>11.23</b>
	Margin	10.31%		10.85%
	<b>% of EBIT</b>	<b>32.94%</b>		<b>32.55%</b>
<b>Distributed</b>		<b>-0.07</b>	<b>58.86%</b>	<b>-0.16</b>
	Margin	-8.03%		-22.88%
	<b>% of EBIT</b>	<b>-0.17%</b>		<b>-0.47%</b>
<b>Private Label</b>		<b>1.47</b>	<b>49.45%</b>	<b>0.98</b>
	Margin	7.88%		6.11%
	<b>% of EBIT</b>	<b>3.61%</b>		<b>2.84%</b>
<b>Other Sales</b>		<b>4.17</b>	<b>16.95%</b>	<b>3.57</b>
	Margin	9.62%		8.41%
	<b>% of EBIT</b>	<b>10.29%</b>		<b>10.34%</b>
<b>Health Care Products</b>		<b>1.50</b>	<b>17.59%</b>	<b>1.28</b>
	Margin	15.35%		12.42%
	<b>% of EBIT</b>	<b>3.70%</b>		<b>3.70%</b>
<b>Selective</b>		<b>2.67</b>	<b>16.59%</b>	<b>2.29</b>
	Margin	7.95%		7.14%
	<b>% of EBIT</b>	<b>6.59%</b>		<b>6.65%</b>
<b>Income from Associated Companies</b>		<b>9.44</b>	<b>20.63%</b>	<b>7.82</b>
	<b>% of EBIT</b>	<b>23.26%</b>		<b>22.68%</b>
<b>Total EBIT</b>		<b>40.57</b>	<b>17.59%</b>	<b>34.51</b>
	<b>Margin</b>	<b>11.79%</b>		<b>11.51%</b>

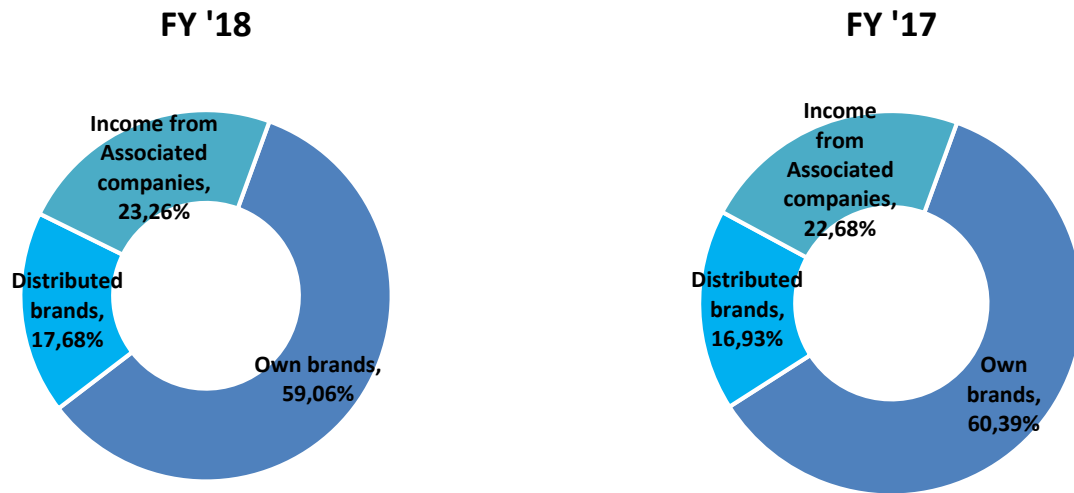
The Group's EBIT benefited by balanced operational expenses and operational leverage.

**Cosmetics** EBIT increased by 10.25% in FY 2018 to €12.20 million from €11.06 million in the previous year, driven by both the own cosmetics and the distributed brands subcategory. The margin of Cosmetics stood at 8.05% in FY 2018. The EBIT of **Household Products** posted an increase of 20.16% during FY 2017 to €13.30 million from €11.07 million in FY 2017, driven by the own brands subcategory. The EBIT margin of the household products stood at 10.19% during FY 2018 and their participation to total Group EBIT settled at 32.78% in FY 2018.

**Private Label** category exhibited significant increase of 49.45% to €1.47 mil. on the back of processes optimization and higher productivity.

The income from **Associated Companies** represents the income from the Estee Lauder JV that stood at €9.44 mil. up by 20.63% vs last year.

Own vs Distributed EBIT Breakdown



The **Own brands** portfolio, generated income of €23.96 million in FY 2018 versus €20.84 million in FY 2017, up by 15.00%. The contribution of **own brands** (cosmetics, household products and private label) to the total EBIT during FY 2018 stood at 59.06%.

The EBIT of **distributed brands** during FY 2018 amounted to €7.17 million, from €5.84 million in FY 2017, up by 22.75%, contributing 17.68% to the total Group's EBIT.

In addition, income from Associated Companies presented income of €9.44 million, up by 20.63%, corresponding to 23.26% of the Group's EBIT.

CONSOLIDATED REGIONAL ANALYSIS

FY '18 Turnover Breakdown per Geographic Market

Country Turnover (€ mil)	FY '18	%	FY '17 *
<b>Greece</b>	<b>116.71</b>	<b>4.01%</b>	<b>112.21</b>
<b>% of Total Turnover</b>	<b>33.93%</b>		<b>37.44%</b>
Poland	58.20	5.23%	55.31
Poland - Polipak	18.61	15.83%	16.06
Romania	52.36	7.17%	48.85
Bulgaria	14.00	4.91%	13.35
Serbia	18.86	18.60%	15.90
Czech Republic **	20.89	27.20%	16.43
Slovakia**	4.85	67.69%	2.90
Hungary	11.44	11.32%	10.28
FYROM	4.16	4.53%	3.98
Bosnia	3.02	6.33%	2.84
Portugal	2.03	28.32%	1.58
Ukraine	16.89	-	-
Russia	1.97	-	-
<b>Foreign Countries Subtotal</b>	<b>227.29</b>	<b>21.24%</b>	<b>187.47</b>
<b>% of Total Turnover</b>	<b>66.07%</b>		<b>62.56%</b>
<b>Total Turnover</b>	<b>344.00</b>	<b>14.79%</b>	<b>299.68</b>

\*FY 2017 adjusted based on IFRS 15 "Revenue from Contracts with Customers", effective since January 1<sup>st</sup> 2018.

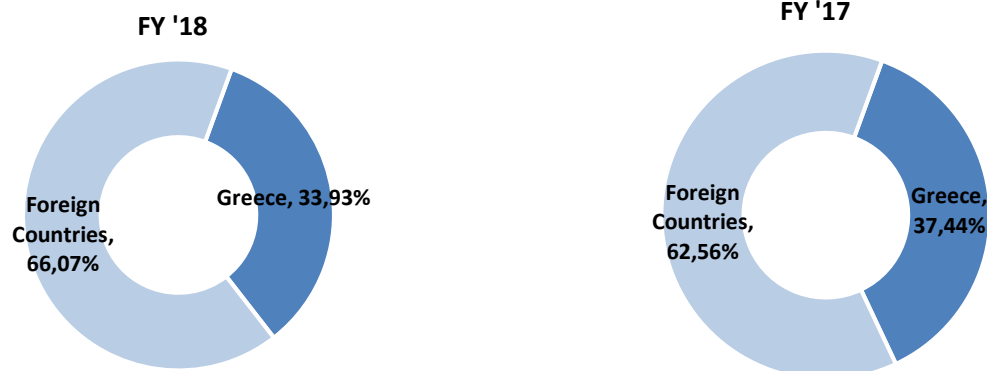
\*\* In 2017 sales in Slovakia were realized through the Czech Republic subsidiary and were recorded within Czech Republic. As of 2018 and following the acquisition of INDULONA, sales in Slovakia are presented separately. FY '17 sales of Czech Republic are adjusted accordingly.

The Group's consolidated turnover presented an increase of 14.79% versus last year, supported by the positive performance of both the Foreign Countries and the Greek market.

Despite the challenging operating environment, Greece, exhibited a sales increase of 4.01%, outperforming the total retail market, reaching €116.71 mil. compared to €112.21 mil. last year. The foreign markets of the Group showed a turnover increase of 21.24% yoy to €227.29 million from €187.47 mil. in FY 2017.

Like-for-like, i.e. excluding sales from INDULONA and ERGOPACK, which were added within 2018, the Foreign Countries sales amounted to €203.77 million in FY 2018 up by 8.69%.

Like-for-like Group sales amounted to €320.48 million in FY 2018, up by 6.94%.



The foreign countries' contribution into the Group's sales stood at 66.07%, from 62.56% in the previous year.



FY '18 EBIT Breakdown per Geographic Market

<i>Country EBIT (€ mil)</i>	<i>FY '18</i>	<i>%</i>	<i>FY '17</i>
<b>Greece</b>	<b>22.50</b>	<b>10.12%</b>	<b>20.44</b>
<b>% of Total Ebit</b>	<b>55.47%</b>		<b>59.23%</b>
Poland	4.66	41.70%	3.29
Poland-Polipak	1.47	49.45%	0.98
Romania	5.02	6.77%	4.70
Bulgaria	1.64	1.52%	1.62
Serbia	2.12	34.64%	1.58
Czech Republic	1.89	30.98%	1.45
Slovakia	0.25	1272.36%	0.02
Hungary	-0.09	-211.69%	0.08
FYROM	0.65	6.60%	0.61
Bosnia	-0.14	-53.73%	-0.09
Portugal	-0.21	-36.02%	-0.15
Ukraine	1.03	-	-
Russia	-0.23	-	-
<b>Foreign Countries Subtotal</b>	<b>18.07</b>	<b>28.44%</b>	<b>14.07</b>
<b>% of Total Ebit</b>	<b>44.53%</b>		<b>40.77%</b>
<b>Total EBIT</b>	<b>40.57</b>	<b>17.59%</b>	<b>34.51</b>

The **Greek** EBIT during FY 2018 increased by 10.12% to €22.50 mil., from €20.44 mil. in FY 2017.

Excluding the income from Associated companies, Greek EBIT during FY 2018 amounted to €13.07 mil. up by 3.60% compared to €12.61 mil. in the previous year, on the back of balanced allocation of operating expenses.

Greek EBIT margin, excluding income from Associated Companies, stood at 11.20% during FY 2018 from 11.24% in FY 2017.

The **foreign countries** EBIT was up by 28.44% during FY 2018, amounting to €18.07 mil., from 14.07 mil. last year. The foreign countries EBIT margin settled at 7.95% from 7.50% last year.

NEWS FLOW UP TO THE RELEASE DATE OF THE FY 2018 CONSOLIDATED FINANCIAL RESULTS

- Sarantis Group announced on January 11<sup>th</sup> of 2018 the acquisition of Indulona, a cosmetics brand with presence in Slovakia and Czech Republic. More specifically, Sarantis Group signed an agreement for the acquisition of the 100% of the share capital of the Slovakian company SANECA TRADE S.R.O and its Czech subsidiary SANECA TRADE CZ S.R.O. INDULONA products are distributed in the Slovakian and Czech Republic markets. INDULONA is a well-known, award-winning cosmetics brand boasting a 70-year history of successful presence in both the Czech and the Slovakian market within the subcategories of hand care, body care and foot care. It is the most popular and No 1 selling product within the hand care category in both Czech Republic and Slovakia.
- Sarantis Group announced on March 23<sup>rd</sup> 2018 that it has entered into an agreement to acquire ERGOPACK GROUP in Ukraine. More specifically, GR. Sarantis Cyprus Ltd, a 100% subsidiary of GR. SARANTIS S.A., signed an agreement for the acquisition of 90% of the share capital of the Ukrainian company Ergopack LLC. Ergopack is involved in the production and distribution of household products, with the major categories being Garbage Bags, Food Packaging and Cleaning items for the Household. Annual sales of Ergopack Group during 2017 amounted to c. 29m USD. Ergopack has significant exporting activity, reaching 46% of the total turnover realized in CIS and European countries, such as Russia, Belarus, Kazakhstan, Moldova, Azerbaijan, Georgia, Poland, Latvia, etc. The Enterprise Value of Ergopack was 20 million USD while Sarantis acquired the 90% of Ergopack's share capital, the cost of which is self-financed. Ergopack is a leading player in the growing Ukrainian Household market with an increasing market share through the years. The company's portfolio consists of 3 major flagship brands: Melochi Zhizni, Domi and Novax. The company owns a modern production complex near Kiev, which has all necessary infrastructure for its production process. This acquisition is in line with the Group's strategic growth plan and marks the Group's entrance in a new promising territory. Apart from the efficient integration of the newly acquired company, the management's focus will be drawn towards achieving synergies and taking advantage of opportunities that will arise in terms of brand portfolio expansion and further geographical development. More specifically, Sarantis Group is intending to introduce in the above markets the great European brands of its portfolio and in particular, the cosmetics business which is already the leader in the CE European markets of the current operation.
- The Company's Ordinary General Shareholders Meeting that took place on April 27<sup>th</sup> 2018 approved the Company's share capital increase through the capitalization of reserves by 349,387.42 euros and the increase in the share's nominal value from 1.55 euro to 1.56 euro. Following the aforementioned increase, the Company's share capital amounts to 54,504,437.52 euro divided to 34,938,742 common registered shares of nominal value 1.56 euro each. Additionally, the General Meeting approved the increase of the total number of shares through the issuance of (1) new share for each (1) old share, reducing at the same time the share's nominal value from 1.56 euro to 0.78 euro (stock split of 1 for 1). Therefore the Company's share capital, amounting to 54,504,437.52 euros, is divided by 69,877,484 common registered shares of nominal value 0.78 euros each. The commencement date for the trading of the 34,938,742 new common registered shares was June 18 2018.
- Following the General Shareholders Meeting resolution dated April 27<sup>th</sup> 2018, the company GR. SARANTIS S.A. approved the distribution of dividend payment for the fiscal year 2017 amounting to 0.26905 euro per share. According to the legislation in force, the dividend corresponding to the company's 1,365,800 treasury shares was applied to the dividend paid out to the other shareholders and hence the dividend was increased to 0.2800 euro per share. The aforementioned dividend amount was subject to a 15% withholding tax and therefore shareholders received a net amount of 0.23800 euro per share. May 24<sup>th</sup> 2018 was set as the ex-dividend date, while the entitled shareholders were those registered in the Dematerialized Securities System on May 25<sup>th</sup> 2018 (Record date). The dividend payment took place on Friday, June 01<sup>st</sup> 2018 via the National Bank of Greece through the authorized operators of the beneficiary shareholders registered with the D.S.S.

- The Extraordinary General Shareholders' Meeting of "GR. SARANTIS S.A." that took place on July 25<sup>th</sup> 2018, approved a share buyback program through the Athens Exchange and according to the provisions of article 16 of PL 2190/1920 and article 5 of the 596/2014 Regulation of the European Parliament and of the Council. Based on the program a maximum of up to 10% of the company's shares will be purchased (the 10% currently represents 6,987,748 shares), including the 2,731,600 shares already acquired by the company based on the resolutions of the General Shareholders Meeting of 09/06/2016, that is a maximum of 4,256,148 shares that correspond to 6.09% of the Company's share capital.  
The maximum buy back price was set at ten euros (10.00 €) per share and the lowest at seventy eight cents (0.78 €), the purchase period was set to twenty four months from the date of the General Meeting, that is until July 25<sup>th</sup> 2020, and the maximum amount that will be used for the program will be 42,561,480 euros.  
The purpose of the program is to serve the objectives and uses permitted by law, which today include the share capital reduction and the settlement of obligations arising by convertible securities or employee stock options.
- The aforementioned General Meeting of July 25<sup>th</sup> revoked the Board of Directors and proceeded to the election of a new BoD which will have the same composition as the previous one with the addition of a new independent and non-executive member, in order to compose a new Audit Committee.

The composition of the new BoD is as follows:

1. Grigoris Sarantis, Chairman of the BoD. (executive member).
2. Kyriakos Sarantis, Vice-Chairman of the BoD and Chief Executive Director (executive member).
3. Aikaterini Saranti, non-executive member.
4. Kostas Rozakeas, executive member.
5. Kostas Stamatiou, executive member.
6. Antonis Ayiostratitis, non-executive member.
7. Dimitris Eustathiou, independent, non-executive member.
8. Christos Economou, independent, non-executive member.
9. Nikos Nomikos, independent, non-executive member.

Moreover, the General Meeting revoked the present Audit Committee, which consists of Mr. Dimitris Eustathiou, Mr. Christos Economou and Mrs. Aikaterini Saranti, and appointed a new Audit Committee as follows:

- i. Nikos Nomikos, son of Pericles, as Chairman,
- ii. Dimitris Eustathiou son of Konstantinos, as Vice-Chairman,
- iii. Christos Economou, son of Ioannis, as member.

The aforementioned members of the Audit Committee are independent, non-executive and in compliance with the provisions of a.44 of L.4449/2017.

- Within the context of its strategic development and aiming to further reinforce its mass-market brand portfolio, Sarantis Group, starting in October 2018, undertook the exclusive representation and distribution of COTY's brand WELLA. Based on the agreement with COTY, Sarantis Group has undertaken the distribution and representation of the WELLA portfolio, which includes the brands Koleston, Wellaflex and New Wave, in the Greek mass market. Wella boasts a history of 150 successful years being the world's No2 player in the hair dyeing and hair styling category. More specifically, in Greece, Wellaflex holds the No1 position in brand styling. The cooperation with COTY reflects the leading position of Sarantis Group as a supplier of the consumer mass market and proves once again that its strong distribution network and effective commercial execution make the Group an ideal partner for international companies that wish to expand and develop their activities. It is noted that no cost was assumed by Sarantis Group for this agreement. Through this deal, Sarantis Group strengthens its product portfolio in the Greek market, supporting further at the same time its turnover and profitability in the mass market distribution channel.

## OBJECTIVES AND PROSPECTS

The Group's FY 2018 financial results underline the Group's capability in staying ahead of a very competitive operating landscape. Thanks to its consumer oriented, product-centric business model, which focuses on product quality, cost and commercial excellence in all its distribution channels, the Group managed to deliver significant profitable growth. At the same time the balanced allocation of resources and management of expenses, the positive operating leverage and synergies from acquisitions support the Group's profitability and provide the fuel for further investments behind growth.

The Group's solid business model of organic and acquisitive growth has presented a great momentum so far. At the same time, the Group is preparing operationally to exploit further opportunities that can arise by the Group's growing presence and the new acquisitions. Particular focus will be given in the new territory where the Group penetrated through the acquisition of ERGOPACK, namely Ukraine and the CIS countries, a very promising region that is expected to present more investment opportunities.

The Group's strategic priorities for 2019 and the near future are as always focus on new product development, further geographical expansion, increasing scale, improving costs, and identifying brand acquisitions that can provide additional value to the business. In addition, optimizing and modernizing the supply chain and production processes, are of strategic importance and therefore key drivers of the Group's future expansion.

This is expected to bring accelerated top line growth and further improvement on profit margins, ultimately increasing further the Group's footprint in the existing region as well as the new territory where the Group gained access.

Consistent with its yearly schedule, Sarantis Group management will publish its FY 2019 guidance on Wednesday, April 17th 2019 during the Group's annual presentation at the Hellenic Fund and Asset Management Association. Moreover, the Board of Directors of the Company will propose during the Annual Shareholders Meeting a dividend payment of 0.14311 euro per share.