

Annual Report 2002 Ετήσιος Απολογισμός





Annual Report 2002



## Letter to the Shareholders





Dear Shareholders,

2002 proved to be a year of significant success and solid growth for the Sarantis Group of Companies, despite the current unstable business environment present both in Greece and abroad. To be more specific, the 2002 consolidated results for the Group realized a TurnOver growth of 18.6 % versus year ago, reaching up to 219.4 million Euros, while Earnings Before Tax grew to an impressive 18,1 million Euros, 10,2% up versus year ago.

There is no doubt to the management committee of our company, that the agreed strategic decisions which the company is being drifting along for the last three years, have both secured and benefited our operations. These same directions do constitute the ideal pathway for a successful company growth plan for the upcoming five years.

Our key drivers, as summarised in 2002, that is the development and marketing of fast moving consumer own brands, coupled with successful growth start up initiatives in the markets of Central and Eastern Europe, do reflect successfully through a series of impressive results.

While it was only in 2002 that the final PackPlast purchase deal was completed, a successful turnaround plan was immediately put in place and reverted thoroughly PackPlast results from a negative ground of 1.3 million Euro EBT in 2002 mid year, to a positive year end EBT of 0.5 million Euro. It is through this purchase that Sarantis Group intends to generate a very strong affiliate in the Polish market, a market with significant growth opportunities for the coming years.

Equally impressive are the results that the Group delivered in all of the Central Eastern European Geographies in which it operates, posting steadily growing results for all related affiliates, as will be further elaborated in other chapters of our annual report.

Last but not least, a product development related comment, that, in October 2002, Sarantis aggressively introduced its new fragrance C-THRU, which for the first time ever, was simultaneously launched into 5 key markets. C-THRU sales in Greece are already beyond the 3.5 million Euro mark, while its Share in the category reached the 37% (in value).

There is no doubt, 2002, has been a milestone year which allows us to be optimistic about the future, despite the gloomy global business environment. It was a year which reconfirmed the Group's long term strategies and decisions, which will lead us to growth while they will secure our earnings.

With Honour,

Gregory Sarantis, President of the Board of the Sarantis Group of Companies.





## The Group Progress in 2002

A very successful year for the Sarantis Group of Companies, with impressive results completely juxtaposing the existing worldwide gloomy economic environment. The consolidated sales growth realized by the companies of the Group within the Greek market as well as abroad, coupled with the productivity growth initiatives brought forward by senior management, enhanced the overall company dynamics and do set the trend for healthy growth in the future Group results.

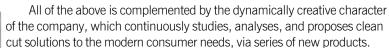
Total Turnover realized a 18.6% growth over last year reaching the 219.4 million Euros, while before tax earnings grew to 18,1 million Euros up 10.2% versus year ago.

We explicitly refer to the concerted sales growth realized by the Group Affiliates in all of the Central and Eastern European Markets, and the unmatched productivity growth delivered by the senior management initiatives, in the local in Greece, core business operation.

One more time, the sales performance of the core competence of the company, fragrances and cosmetics, became the key sales growth driver, in line with an equivalent sales growth brought forward by products of the selective distribution.

Concerning the ESTEE LAUDER Joint Venture, all strategic management decisions and action steps do reconfirm themselves again, by delivering a healthy sales growth, while preserving the character of the main cash generator for the Group activities.

As we will more explicitly describe further below, in 2002, the Sarantis management aligned together the two operating legal entities in Poland, under an S.D. PackPlast umbrella, and a Sarantis senior management. The swift reengineering and restructuring that followed soon afterwards, resulted into a full reversal of the 1,3 million Euros loss recorded in mid year, to an unprecedented positive figure of 0,5 million Euros before tax earnings at year end.







#### SALES PER CATEGORY OF ACTIVITY

	2001	2002	%chg	
COSMETICS MASS MARKET	55.033	55.307	0,5	
COSMETICS SELECTIVE MARKET	59.410	64.795	9,1	
HOUSEHOLD	35.692	64.392	80,4	
OTC	16.807	15.652	-6,9	
OTHER	18.084	19.216	6,3	
TOTAL	185.026	219.362	18,6	

We especially mention the newly successfully initiated operation of the group concerning the new paper and aluminum professional products line.

The overall range of the Sarantis own products as well as their market share can be found in the hereby included table.

#### **OWN BRANDS**

MARKET	S.O.M.	POSITION	BRANDS
COSMETICS - O.T.C.			
EDT for Men	43%	1	STR8 & DARE
ASL for Men	16%	3	STR8, & DARE, PROSAR
Deodorants for Men	9%	4	STR8 & DARE
Perfums for Women	48%	1	C-THRU, BU/TEASE, 99, CLOCHARD
SunCare	14%	1	CARROTEN
Vitamins	23%	1	LANES, ORTIS
HOUSEHOLD Aluminum Foil Food Bags	53% 55%	1	SANITAS, FINO SANITAS. FINO
			· · · · · · · · · · · · · · · · · · ·
Garbage Bags	10%	3	SANITAS
Shoe Care	64%	1	CAMFI
DrainPipe Cleaners	65%	1	TUB-0-FL0
WC Blocs	26%	1	AFROSO, RIVA
Cockroach Killers	31%	1	TEZA
Insecticides	9%	5	PYROX
DishWashing Detergents	5%	6	TRYLET, SAVONIT
Moth Repellants	4%	4	VETO - BISBARDI
Air Fresheners	4%	4	AFROSO
/111 1 10311011013			

The portfolio of distributed products includes a wide range of well known and distinguished brands, that are widely established and contribute an average 40% for the overall Group Turnover. The following table denotes the main international trademark names that are exclusively represented by the Group:

#### STRATEGIC PARTNERS

COMPANY		YEARS OF COOPERATION
ESTEE LAUDER	ESTEE LAUDER, CLINIQUE, ARAMIS,	
	DONNA KARAN, PRESCRITIVES, TOMMY	32
JUVENA	JUVENA	22
ORLANE	ORLANE	17
DIANA DE SILVA	MONTANA	17
PUPA	PUPA	17
VERSACE	VERSACE	15
PROCTER & GAMBLE	LAURA BIAGIOTTI, HUGO BOSS, GIORGIO BEVERLY HIL	LS 14
COTY	JOOP, ADIDAS	12
PUIG	NINA RICCI, DIAVOLO	10
PROCTER & GAMBLE	CLAIROL	8
CHURCH & DWIGHT	TROJAN, PEARL DROPS, NAIR	8
HELEN CURTIS	SALON SELECTIVES	6
IAMS (P&G)	EUKANUBA	5
ARTSANA GROUP	KORFF	5
JOHNSON & JOHNSON	JONHSON'S BABY	3
MANETTI ROBERTS	NEUTRO ROBERTS	5
BOOTS	CLEARASIL	3
CARTIER	CARTIER	1
CREATION PACIFIC PARFUMS	LOLITA LEMPICKA, CASTEL BAJAC	4
LALIQUE	LALIQUE	4





## S. D. PackPlast and SarPol Merger



Early in 2002, the Sarantis Group of Companies was represented in the Polish market through two different legal entities. The newly acquired, PackPlast International Sp Z.o.o., and SarPol, its original direct affiliate in the Polish market.

It was sooner rather than later that the Sarantis management decided to unite the two operations into one legal entity by incorporating SarPol into PackPlast, and letting all the operation come under the PackPlast umbrella, while management was kept by Sarantis. In financial terms this has been effected through share capital increase which allowed Sarantis to eventually participate with a 52% share into the new scheme, while also obtaining the management of the end company.

It was this swift and rigorous management that really quickly brought together the two entities, and caused them to very successfully merge, while at the same time it effected a large scale reorganization and reengineering into the new



scheme by strengthening the Sales and Logistics organizations. The effort was impressively successful, and the financial results recorded at year end were equally strong.

As a matter of fact, and in spite of a break even target for 2002, initially set by the Sarantis management, year end results made a remarkable come back to 500 thousand Euros net earnings before tax,

completely reversing the 1,3 million negative half year results, and in complete contrast with any prior years-recorded negative performances. At the same time total realized Turnover was a hefty 41 million Euros, contrasting the prevailing gloomy economic environment.

PackPlast is now a strong dynamic organization, with headquarters in Warsaw, 7 regional offices spread around the country and an affiliate in the Czech Republic. PackPlast products do have leading shares in the Polish market, especially through the household flagship series Jan-Niezbedny, Grosik, and the sanitary product series Kamelia. Shares of market reflect the leadership and an equivalently high market penetration, 25% for the aluminum foil and plastic garbage bags, 37% for the baking paper and 42% for freezer bags ( readings are from N-D 02 data ).

The overall product range is further enhanced by the presence of the consistently strong profit generators, the Sarantis own male and female cosmetic brands, STR8, BU, BU TEASE, 99, Dare and the recently launched in October 2002, C-THRU. STR8 has now become a major growth driver with a 22% consolidated growth while the deodorant line

incredibly excels with a 35% growth over last year. SOM for STR8 is currently at 7.7% (N-D 02) and growing.

It is worth to mention that PackPlast through its affiliate in the Czech market is also having distribution presence in geographically nearby export markets such as Russia, Ukraine and others, really setting the trend for the uneasy Sarantis management to bring forward opportunities of further growth.

Indeed, senior management is looking into new Market start ups, that will bring new challenges and opportunities that will build on the shareholder value and equity.

## Operating Figures 2002





Total Assets, on a consolidated basis, registered a marginal decrease of 2,8% settling at 295,7 million Euros. The Total Assets decrease, on absolute basis, of approximately 8,7 million Euros, is due both to the reduction of the Fixed and Current Assets.

The Net Fixed Assets, after depreciations, in 2002, settled at 121,6 million Euros from the 123,1 million Euros of 2001, marginally down by 1,2%. The Group's Total Current Assets decreased by 5,2% and settled at 164,4 million Euros. This particular decrease reflects the concerted outcome, on one hand, of a 6% decrease in the Accounts Receivables figure which settled at 107,8 million Euros, and of a 55,6% decrease in the Securities figure, while on the other hand, it reflects an increase in the Inventories by 4,8% and in the Cash figure of 53%, which in 2002 respectively settled at 37,4 million Euros and 12,7 million Euros.

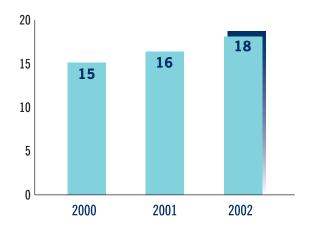
Total Liabilities in 2002, registered a marginal decrease of 2,34%. To be more specific, the Short Term liabilities settled at 100,6 million Euros, down by a considerable 21,5% versus year ago, while Long Term Liabilities showed an increase of 33,2% and settled now at 91,9 million Euros up from the 69 million Euros of 2001. The Current ratio registered an increase in 2002, setting at 1,57 versus the 1,24 of 2001, while the Acid Test Ratio also increased settling at 1,20 versus the 0,96 of year ago.

The Group's Shareholders' equity verifies its strong financial position. More specifically, the Shareholders' equity settled at 139,7 million Euros. The ratio of Shareholders' equity versus the Total Assets settled at 47,25% as opposed to the 46,46% of last year.

Total Turnover on a consolidated basis showed considerable growth of 18,6% in 2002, and closed at 219,4 million

Euros, up from the 185 million Euros of 2001. It is worth to mention that the average cumulative Group Turnover Growth rate in the period of 1996-2002, is considerably higher than the average sector growth and one of the highest among the listed in the Athens Stock Exchange companies.

### **Net Profit Development**



## Stock Performance 2002

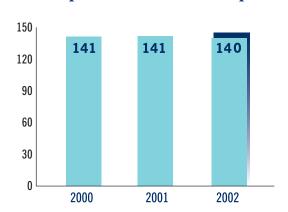
Gross Margin settled at 50,3% registering a marginal decrease when compared to the 52,1% of year ago.

The Administrative Expenses increase, on a consolidated basis, of 31% settling at 15,1 million Euros, is considered reasonable compared to the continuous expansion realized by the Group, while as a percentage of sales the figure showed only a marginal upside to a 6,9% from 6,25% of 2001. The Cost of Sales figure grew by only a 5,9% settling at 66,7 million Euros and registering an impressive slow down as a percent of sales settling at 30,4% from the 34% of year ago.

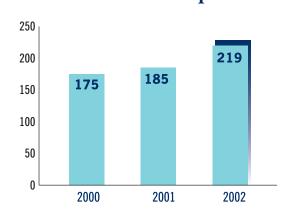
Interest and Extraordinary Expenses on absolute basis registered an increase, settling in 2002, at 11.9 million Euros, up 7.3% from the 11.1 million Euros figure of 2001. At the same time when expressed as a percent of sales, the figure went down by a whole half percentage point settling at 5.4% in 2002, accordingly boosting the Pretax Earnings figure upwards.

More specifically, the Group's Pretax Earnings figure went up by 10,2% settling at 18,1 million Euros, while the Pretax Earnings after any minority deductions now settled at 12,1 million Euros slightly down from the 12,8 million Euros figure of year ago. The Net Pretax Profit Marging after the minority deductions closed at 5,5% versus the 6,9% of 2001.

#### **Total Capital & Reserves Development**

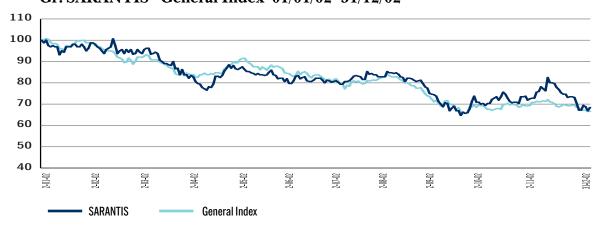


## **Turnover Development**



In 2002, the performance of the general index of the Athens Stock Exchange, made no exception and followed the general declining trend followed by all European stock markets and registered an overall decline of 33%. The Gr. Sarantis stock influenced by the overall downward momentum registered an equivalent decline of 32%, well above however, of the 43% decline that was registered by the Index representing the Wholesale companies. The Gr. Sarantis company fundamentals that remain particularly strong coupled with its expected organic growth are really setting the tone for an upward stock price trend in 2003.

#### **Gr. SARANTIS - General Index** 01/01/02 -31/12/02



#### Gr. SARANTIS - - Wholesale Index 01/01/02 -31/12/02



## Progress of Affiliates







#### VENUS S.A.

afroso

**ORTIS** 

Main company for the Group encompasses the vehicle for the Joint - Venture operations with ESTEE LAUDER INC. in the Greek and Balkan Markets. Total recorded turnover for 2002 was 53.3 million Euros while EBT was at 9.8 million Euros.

#### **SANITAS-SANITAS ABEE**

The company was originally incorporated in the Sarantis Group in 1997. Its main activity is the production and trade of:

1. Fast moving Household consumer goods, relating to packaging, like aluminium foil, wraps, plastic food bags, ice-cubes, oven baking paper, alyminium trays, under the trademarks SANITAS and FINO.

2. Shoe care and polishing products under the trademark CAMEL

3. Detergents, bleaches,

insecticides and room deos under the trademarks AFROSO, RIVA, SKOT, RIVEX, VETO.

The 2002 company TurnOver reached up to 27 million Euros, posting PreTax earnings of 1,3 million Euros.







The company operates in the marketing, distribution and trade of imported and locally produced OTC pharmaceutical products and other non-prescribed drugs, directed into the pharmacy distribution channel. Its widely known and very successful in the Greek market Vitamins Brand, LANES, enjoys a significant Market Share. After incorporating VITALMINA, it enhanced its operation to include natural origin thalassotherapy products

under the trademark OCEAN VITAL. The company realized in 2002 a turnover of 10 million Euros, while its EBT was up to 0,84 million Euros.



#### PHARMACARE A.E.

One more company with core operations directed in the pharmacy distribution channel. It promotes and trades OTC pharmaceuticals and pharmacy cosmetic



products in the Greek and

Balkan markets. The main company brands
reap significant market shares. Its main trademarks are
the widely known CLEAPRILE programmy tests, the KOPEE female.

the widely known CLEARBLUE pregnancy tests, the KORFF female cosmetics line, the FILOVIT skin care line, the MANICARE manicure line. In

2002 its TurnOver was 5.7 Million Euros and its EBT was a negative 0.2 million Euros. The company in 2003 will be incorporated into Lobelin A.E.



#### K. THEODORIDIS A.E.

The company operates in the area of exclusive imports distribution and trade of car accessories under the trademarks OTO TOP, GUARD, TURTLEWAX, DISNEY and WARNER in Greece and Cyprus as well as in other Balkan markets through its affiliate OTO-TOP Bulgaria. Company Turnover for 2002 was at 10.5 million Euros, 12% up versus year ago, while its EBT was at 2 million Euros up 59% versus year ago.



#### ROI A.E.

The company operates in the area of imports and distribution of pet food and accesories under the brand name LE CHEF. In December 2002 the company has been incorporated to PET LEADERS A.E.

#### PET LEADERS A.E.

A company that exclusively represents, promotes and distributes in the Greek market the world famous pet food and accessories of PROCTER & GAMBLE under the Brand name EUCANUBA. In 2002 company turnover was 7.9 Million Euros while the realized EBT was at 0.3 Million Euros, figures that include the incorporated POH A.E.

#### **VENTURES A.E.**

The company operates in the distribution and trade of fast moving consumer goods in the small market sector. During the year Sarantis became the sole shareholder of the company after purchasing in 2002 the remaining 20% company share. Its realized in 2002 turnover was 2.5 million Euros and its EBT closed at a negative 12.000 Euros.

#### PACKPLAST International Sp. Zoo, POLAND

In 2002, the two business operating entities of the Sarantis Group, S.D. Pack Plast the new acquisition and SarPol the local affiliate, came together, merging into one entity, under the Sarantis management. The new scheme became a success story, right from the start, by yielding operating results well into the positive domain, completely reversing any negative results of prior years, or even the initial break even target for the year set by management.

The company's turnover reached up to 41 million Euros, while earnings before tax closed at a remarkable 0,5 million Euros, a big achievement really, and in full contrast with the half year\_s cumulative losses of 1,3 million Euros, just before the new Sarantis management took over.

The key drivers of this impressive performance were:

- The successful and swift merging of PackPlast with SarPol, a process which involved a subsequent full company restructuring and reengineering with special strengthening focus given into the Sales and logistics structures.
- The maintenance of the leading market position for the company's flagship brand names Jan\_Niezbedny and Grossik, especially in an adverse market environment characterized by Economic Recession and fierce competition.
- $\blacksquare$  The further market penetration of existing cosmetic products , and especially STR8 , that realized a hefty 22% sales increase .
- The successful launches of the cosmetics brands C-THRU, Manetti Roberts and Diavolo, which contributed to the strengthening of our in market product portfolio.
- The Corporate Operating controls put in place and the strong trade liquidity as a cash generator.

#### **ROMSAR S.A., ROMANIA**

2002 marked the seventh year of successful performance for our subsidiary in Romania since it's initial establishment back in September 1996. The company is now well recognized to be one of the top distribution companies operating in the country, with a full distribution network of 9 branches that facilitate the 100% geographical logistics coverage.

Total turnover reached 19.8~Million~Euros, recording a healthy top line growth of 16% over last year. Before Tax Earnings grew by 25% over year ago, driving this figure to the 2~million~Euros~mark.

Key drivers of this top performance were:

- The successful introduction of brands from our new principals, namely Georgia Pacific (Delica), Glaxo-Smithkline-Beecham (Sensodyne, Paradontax)
- The stable performance of products of our core principals Antonio Puig (Thais, Aqua Brava), J & J (Neutrogena). L'Oreal and Manetti Roberts
- The steadily growing performance realized by the own Sarantis cosmetic brands BU and STR8
- The successful launch of the new Sarantis female and male cosmetics brands, C-THRU and Dare
- The expansion of current product portfolio to include a complete line of household products, contributing to a 15% of turnover
- The further increase in the distribution network

#### SARANTIS BULGARIA LTD, BULGARIA

In its ninth year of operations, the affiliate withheld thorough reengineering and restructuring, reflecting the separation of the ESTEE LAUDER business, which eventually became a distinct legal entity in September 2002.

In view of the above ESTEE LAUDER Shop separation, the overall company realized an impressive Turnover growth of 13% in its core operations reaching the 6.2 million Euros, recording Before Tax Earnings of 150 thousand Euros up 200% versus year ago.



- The full year sales effect of co-operation with Principals such as J&J and Puig cosmetics
- The gaining of No.1 position in the male fragrances market sector, with a market share of 31,2%
- The successful launch of C-THRU and Dare female and male cosmetic lines
- The successful distribution of Nina Ricci fine fragrances as well as the impressive sales boost of the selective distribution by 36,1%



#### PACKPLAST CZECH REPUBLIC., CZECH REPUBLIC

By acquiring PackPlast, and its affiliate in the Czech Republic, the Sarantis Group obtained access to the Czech market. Year 2002 was mostly registered as a reengineering and restructuring year, accordingly positioning the local entity for the big opportunities and challenges lying ahead.

**Body Powe** 

Recorded turnover was 2.5 million Euros, however, the year ended on a negative ground of 93 thousand euros, reflecting mainly administrative

and logistics issues.

#### NETWEST DISTRIBUTION SERVICES LTD, SERBIA

The company was originally established back in 1997. Despite the early success of 1998 the war that followed in 1999 completely grounded the company growth. The next two years, 2000 and 2001 after the end of the war, were dedicated to the reviving of the organization, and the rebuilding of the distribution and customer networks.

In 2002, the company came back with an impressive performance, with a turnover growth of +100% versus year ago to the figure of 1,7 million Euros. Profitability before tax was up 42% and closed at 192 thousand Euros.

Main drivers for this coming back performance were:

- The Launching of the Antonio Puig Diavolo Range
- The Maintenance of the leading market positions and sales on the existing core brands BU, BU tease and STR8
- The Successful launching of C-THRU the own cosmetics brand
- The Effected increase in the distribution network with branch in Novi Sad coming alive
- The Expansion of our Customer Distribution Universe by another 370 healthy points of sales.

#### NETWEST DISTRIBUTION SERVICES LTD., F.Y.R.O.M.

The company was established back in 1997. Despite the ongoing adverse market and political conditions driven by ethnic conflicts, the company managed to deliver in 2002 a modest turnover of 530 thousand Euros, while profitability was sustained at positive grounds, at 36 thousand Euros Before Tax Earnings.

Key Drivers for this Performance were:

- The Sales increase in profit contributing products BU and STR8
- The Maintenance of an aggressive distribution network
- Cost Controlling
- Merchandising activities coupled with low cost of promotions
- Strong customer relationship management



#### RESULTS OF DIRECTLY INCORPORATED AFFILIATES 2002.

GR. SARANTIS A.B.E.E.	MOTHER COMPANY	Turnover (mio euros) 93.2	Profit before tax (mio euros) 5.4
Affiliate Company	% of Ownership	Turnover	Profit before tax
VENUS SA (ESTEE LAUDER JOINT VENTURE)	99,84%	53.3	9.8
PACKPLAST SA	52,22%	41,4	0,5
SANITAS-SANITAS ABEE	100,00%	27,4	1,3
ROMSAR COSMETICS SA	99,20%	19,8	2,0
K. THEODORIDIS AE	50,00%	10,5	2,0
LOBELIN AE	90,00%	10,2	0,8
ZETA AE	8,45%	8,2	0,5
PET LEADERS AE	66,99%	7,9	0,3
SARANTIS BULGARIA LTD	99,80%	6,2	0,2
PHARMACARE AE	100,00%	5,7	-0,2
VENTURES AE	100,00%	2,5	-
NETWEST SERBIA LTD	85,00%	1,7	0,2
NETWEST SKOPJE LTD	85,00%	0,5	0,1
P. GIANNAS ABEE	99,98%	0,0	-0,2
BRIARDALE SERVICES LTD	100,00%	-	-
SARANTIS DEUTCHLAND Gmbh	90,00%	-	-
SARANTIS FRANCE SARL	100,00%	-	-
SARANTIS UK LTD	100,00%	-	-
SG SARANTIS GLOBAL LTD	99,00%	-	-

# Prospects for 2003



The leading drivers which the group plans to move along in the coming years, will continue to be the same ones that have guided us so far in the last three years.

The Development of fragrances and other fast moving consumer own brands coupled with the simultaneous penetration in the markets of Central and Eastern Europe.

With reference to the above frame of action, Sarantis in 2003 plans to introduce new innovative fast moving consumer brands especially into the market segments of shoe care and toiletry fragrance. Furthermore, early in 2003, Sarantis introduced the new official 2004 Olympic Games fragrances line, targeting to exploit the trademark rights as an official licensee of the Olympic trademark. These fragrances are targeting to both female and male users through two different variants for each genre.

A key challenge for 2003, is to start up a business operation into another major market of the Eastern European geography. With regard to this aspiration direct targets are the challenging markets of either Russia, Ukraine or Turkey, which post big opportunities for the Sarantis brands.

In 2003, the Sarantis Group of Companies, is forecasting a TurnOver of 232 million Euro, and before tax earnings of 19 million Euro.





# SARANTIS GROUP OF COMPANIES PUBLIC COMPANIES Reg. No. 13083/06/b/36/27 10th YEAR (January 1 - December 31, 2002)

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	2002	56.441.408,60 75.495.031,66	00'0	234.065,39		6.791.338,06 57.112,00 1.400.836,21	6.146.340,69	4.746.276,35 9.304.673,90 14.050.950,25	59.400.612,95 548.245,18 3.852.678.36	4.400.923,54	91.923.221,01	37.518.350,04 311.931,63 6.623.047,28 33.857.858,56 808.956,05	11.541.801,45 1.462.996,21 19.235,00	3.054.592.91 5.424.942.52	192.547.532,66				1.258.130.29 2.175.143,77 938.290.00	4.371.664,06	295.688.140,11 0,56 5.513.552,50	39.350,00 19.575,63 5.572.478,69
005)	<b>—</b>	A. GAPITAL AND RESERVES 1. Capital 1. Pad-up capital 11. Share premium account 11. Devaluation account	In variation from the investment Cariffs 2. Reserves from revaluation of other responses from revaluation of other ranges of the respective for investments.	3. Grains for investments N. Reserves	Samurio Peseves     Samurio Peseves     Samurio Peseves     Samurio Peseves     Famurio Peseves     Famurio Peseves     Famurio Peseves     Famurio Peseves     Famurio Peseves	J. Lat * Thee resolves     Under special laws     E. Reserves for acquisition of own securities     W. Pesente carried forward		VII. Minority Rights On the Capital On Reserves and Profit	VIII. Depreciable Consolidation Differences B. PROVISIONS FOR LIABILITIES AND CHARGES 1. PROVISIONS for eitherment benefits 2. Other provisions	c. CREDITORS 1. Long-term debt 2. Bank Loans	4. Other Long Term Liabilities II. Current liabilities II. Surrent liabilities	L. Suppliels     Vides payable     C. Checks payable     S. Short term loans     Androacoes from trade debtone	5. Taxe-duties 6. Social security 7. Current portion of long-term dedt 9. Current i selvliffee st. Berdricher Annonsies 9. Current i selvliffee st. Berdricher Annonsies	o. Contract channes for rancipants.  10. Dividends.  11. Sundry Creditors.	TOTAL CREDITORS (CI+CII)				D. ACCRUALS AND DEFERRED INCOME 1. Incomes of following years 2. Accurate depenses 3. Other accurates and deferred income	GRAND TOTAL LIABILITIES	(A+B+C+10) MEMO ACCOUNTS I. Beneficiaries of asset items 2. Guarantees and real securities	3. Labilities of Bilateral Contracts 4. Other meno accounts
- December 31, 2002)	Written-down	182.812,54 6.085.066,90 6.267.879,44	24.061.514,61 5.434,55	534.574,10 50.635,71 1.077.273,70	2.282.538,78 2.282.538,78 19.484.303,06	2.071.335,61 2.063.650,82 4.305.800,73 323.758,43	30.531.387,43 56.260.820,09	66.502.645,68 336.726.71 66.839.377.39	123.100.192,48	24.837.837,81 3.786.405,54 5.931.051,70 1.156.667,78 35.711.962.83	58.509.025,28	1.736.795,82	22.870.202,56	658.761,88 658.761,88 0,00 0,00	434.197,13 28.639.147,65 181.688.81		14.726.618,91 401.561,73 7.887.649,29	8.289.211,02 173.389.954,19	388 235,39 1.023 743 45	200.825,98 1.612.804,82	304.370.830,93	19.575,62 5.392.549,06
10th YEAR (January 1 2001	Value	69.223,88 2.353.674,20 2.422.898,08	48.925.351,67 21.738,18	35.271,72 12.658,93 199.011,73	0,00 2.138.691,41	3.052.964,36 2.254.552,08 8.241.381,93 2.746,87	15.690.336,65 64.884.368,88	66.808.433.73			58.986.118,22 477.092,94	1.050.552,56 254.013,91 432.229,35	1.443.960,24		1.054.288,72 620.091,59	13.181.429,86 1.398.471,49 147.702,74	14./2/.604,09					
10th	Aquisition	252.036,42 8.438.741,10 8.690.777,52	72.986.866,28 27.172,73	569.845,82 63.294,64 1.276.285,43	2.282.538,78 21.622.994,47	5.124.299.97 4.318.202.90 12.547.182.66 326.505.30	46.221.724,08 121.145.188,98															
	Written-down	156.681,66 6.673.362,92 6.830.044,58	18.301.647,01 5.434,55	569.203,60 788.371,71 3.137,599.98	2.816.456,70 2.816.456,70 19.709.478,55	2.423.310,15 2.115.270,38 6.165.026,60 368.526,32	33.598.068,70 56.400.325,55	64.877.068,57 358.722.42 65.235.790.99	121.636.116,54	28.018.715.75 2.897.139,39 4.992.426,13 1.519.166,90	62.349.086,05	1.226.228,71	23.084.810,83	239.982,65 942,65	977.922,74 17.917.806,63 259.605,51 107.815.567.57		6.497.271.48 319.726.17 12.364.541.94	12.684.268,11 164.424.555,33	616.000,66 1.031.010.46	1.150.412,54 2.797.423,66	295.688.140,11	39.350,00 19.575,63 5.572.478,69
2002	Value	312.231,80 2.542.273,17 2.854.504,97	59.400612,95 21.738,18	44.662,76 12.658,93 1.044.170,88	0,00 2.825.899,03	4.055.641,19 2.936.077,32 9.791.901,00 0,00	19.609.518,54 80.133.362,24	64.877.068,57			63.798381,12 1.449.295,07	576.859,82 226.522,65 422.846,24	1.646.478,88 122.774,48		1.025.962,26	6.196.560,09 244.584,57 57.112,00	6.498.256,66 985,18					
	Aquisition	468.913,46 9.215.636,09 9.684.549,55	77.702.259,96	613.866,36 801.030,64 4.181.770,86	2.816.456.70 2.816.456.70 22.535.377,58	6.478.951,34 5.051.347,70 15.956,927,60 368,526,32	53.207.587,24 136.533.687,79			ems												
	ASSETS		C. TMLU ASELS I. Intargible Assets Officences in consolidation 1. Research and development costs	Confessors, patents, inchees trace marks and similar rights and assets     Over value of the enterprise     Other intangible Assets	Tangble Assets     Land     Region of the control of the cont	- wadampy tearinata instalations and other mechanical equippenent Transportation equipment 6. Furniture and fixtures 7. Pepayments and assets under construction	Total tangible and intagible assets ( $\mathrm{Cl}+\mathrm{Cll}$ )	III. Financial Assets 1. Participating interests in affiliated undert Less: Instalments due 7. Other financial assets		Merchandise     Finished, semi-finished products, typroducts, and scrap     Raw and auxiliary materials, consumables, spare parts and packing items     Advance payment for stock	Debtors     Trade debtors     Less Provisions     Assessment of the constraints			od. Uneques revelvane as prege 4. Due Caprier 5. Sort term claims in affiliated under 8. Blocked Bank Accounts		III. Investments 1. Shares 3. Other investments 4. Own shares	Less: Instalments due  IV. Cash at bank and in hand  1. Cash in hand  3. Sight and time deposits	TOTAL CURRENT ASSETS (DI + DII + DIII + DIV)	E. PREPAYMENTS AND ACCRUED INCOME 2. Accrued income		GRAND TOTAL ASSETS (B+C+D+E)  MEMO ACCOUNTS  1. Third pady asset items 2. Cranardrass and mad scornings	3. Debtors of bildrad contracts 4. Other memo accounts

NOTES ON THE "GR. SARANTIS BELECONSOLIDATED BALANCE SHEET].: For the auditing of the 31.12.2002, consolidated balance sheet, we used all the accepted auditing procedures that were followed in the consolidated balance sheet. I. OR. SAMMISA & L. M. ITHODORNION S. A. S. SARAMTIS BULGARIA C. S. A. MINAS — SAMMISA — SAM

To the shareholders of the Societe Anonyme -GRSARANITS A.B.E.E. Societe Anonyme production and commercial Cosmetics, Teatiles, Household and Pharmaceutical products company. And it's subsidiaries.

Household and Pharmaceutical products company, And it's subsidiaries.

Household and Pharmaceutical products company, And it's subsidiaries.

We Audited, according to the classes of Article 108 freesen in Law N.2.190/1902 concerning Limited Shaeholders Companies the Dith consolidated Balance Sheet, the consolidated and Pharmaceutical products company and it's subsidiaries with the financial statement at 1st 25 of a paper and results of the consolidated interest companies. Presents approximately 89 default of the Asset Ideal and Pharmaceutical products companies represent the acceptant and writing the consolidated handons sheet, that no accidence to the accepted auditing principles of the Asset Ideal and results of current period respectively. From our audit, the following were bound -1) The allocation. Bead on share value of 31/12/2002, they should have been evaluated bases, approximately by 44.725.000 with respective surchage of fiscal results and owners quity. 2) The parent company and subsideries included in the consolidation, and encompassed under class 266/1988 consultation of administrative legal and visits and article 10 of law 2006/192, du fort or morigine, as was done in the recent fiscal year, provisions for severators and retirement. If the above mentioned provisions were made in the the thin this would amount be 1.138/3.05. From this amount, a poromantely 40.239. And the company and its subsidiary and subsidiaries included in the asset imbourdance of the parent company and its subsidiary and subsidiaries included in the asset imbourdance of the parent company and its subsidiary and subsidiaries in the subsidiaries and the subsidiaries included in the asset imbourdance and the subsidiaries and the subsidiaries of parent formaphy and its subsidiary and subsidiary and subsidiary and subsidiary and subsidiary 185.026.119,20 88.544.116,12 96.482.003,08 5.587,764,65 102.069,767,73 74.499,170,36 27.570,597,37 -9.223.610,15 18.346.987,22 -1.904.879,71 16.442.107,51

11.557.712,13 62.941.458,23

81.792.930,22 30.055.758,07

15.131.222,96 66.661.707,26

Loperating results
 Net furnover (sales)
 Less. Cost of sales
 Cross operating results (profit)
 Plus: Other operating income
 Total operating income
 Less. 1. Administrative expenses
 S. Distribution costs
 Subtribution costs
 Subtribution forms
 Subtribution form Participating Interes
 In roome from Participating Interes
 Subtributions from Participating Interes
 Subtributions
 Subtribution Securities
 Subtributions
 Subtribution Securities
 Subtributions
 Subtributions
 Subtributions
 Subtributions
 Subtribution costs
 Subtribution costs

0,00 2.284.468,30 866.799,65

572.222,35 274.337,77 3.997.828,07

219.362.990,37 109.024.369,61 110.338.620,76 1.510.067,53 111.848.688,29

PROFIT AND LOSS ACCOUNT At December 31, 2001 (January 1 - December 31, 2001)

900.889,64 1.313.861,44 1.979.592,43

337.754,05 351.841,70 1.883.939,26

695.462,74 392.432,31 63.465,89 8.911,06 1.160.272,00

883.659,84 36.632,31 35.213,06 283.600,74 1.239.105,95

2.108.949,43 681.717,33 223.672,42 50.812,54

-3.278.933,69 18.115.032,36

4.518.039,64

967,21 359,53 189,72 523,18

3.896.698,84

Less:

1. Extra Ordinary Expenses
2. Extra Ordinary Losses
3. Prior Years Expenses
4. Provisions for Extra Ordinary Iosses
Operating and Extra Ordinary Results (Profft)
Less: Iotal Depreciation included
in the Operating Cost
in the Operating Cost
LESS: Minority Repris BEFORE TAKES
LESS: Minority Rights
GROUP PROFIT BEFORE TAKES

14.107.549,41

1.958.720,88 2.204.618,22 9.944.210,31

-8.661.792,02 21.393.966,05

12.659.620,09

1. Revaluation of Participating Intersion 2. Expenses from other Securities
2. Expenses from other Securities
3. Debit Interest and Similar Charges TOTAL OPERATING RESULTS (RPOFT)
PLUS: Extra Ordinary results
1. Extra Ordinary results
2. Extra Ordinary results
2. Extra Ordinary Results
3. Prior Years Expenses
4. Unused Prior Years Expenses
4. Unused Prior Years Provisions

555,52 192,16 872,41

Finance Director		
K. ROZAKEAS		
register number K & V gertified acc Barket tilly inti	00,000,000	
INE AUDI UNA — CENTIF IOANNIS B, KALOG	3.658.141,98	
Attens, May 1.	16.442.107,51	0,000,010
exceptions of the observations made in point 6. The asset structure, financi 31/12/2002 consolidation.	00 0	3 946 658 07
methods applied by the parent company, which are generally acceptable a	10,/01.244.01	2 0.46 659 07
It is our opinion, and after our observations mentioned above are taken into according to ordinance of Law N.2190/1920 and illustrates based on the re	-1.904.879,71	3.065.151,72

0,00 18.115.032,36 6.058.483,83 12.056.548,53

K. SARANTIS Managing Director

Maroussi, March 31st, 2003

: SARANTIS the Board of [