

Sarantis Group
Investor & Analyst Conference
Call Presentation

H1 2019 – Sep 12th 2019

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Consolidated Financial Highlights

P&L (€ mil.)	H1 '19*	%	H1 '18
Turnover	172.19	7.43%	160.27
Gross Profit	63.96	1.72%	62.87
Gross Profit Margin	37.14%		39.23%
EBITDA	21.04	17.67%	17.88
EBITDA Margin	12.22%		11.15%
EBIT	15.66	5.57%	14.84
EBIT Margin	9.10%		9.26%
EBT	16.54	14.90%	14.39
EBT Margin	9.61%		8.98%
Tax	2.56	11.86%	2.29
Profit After Tax	13.98	15.48%	12.10
Profit After Tax Margin	8.12%		7.55%
Minorities	0.32	22.16%	0.26
Net Profit	13.65	15.33%	11.84
Net Profit Margin	7.93%		7.39%

* Incl. IFRS 16 impact

- Sustainable sales growth of 7.4%, supported predominantly by the Foreign Countries growth and a strong second quarter, backed by successful new product launches and new businesses added, as well as successful commercial execution across our distribution channels.
- Significant Net Income growth of 15% on the back of balanced operating expenses.
- Focus on new product development, the optimization of systems and processes within the Group's supply chain, productivity improvement, operating leverage and exploiting synergies behind acquisitions.
- Increased participation of foreign countries at 65% from 62.6%, resulting from the expansionary strategy of the Group.
- The healthy balance sheet and cashflow generation support the Group's investment plan.

Balance Sheet & Cash flow



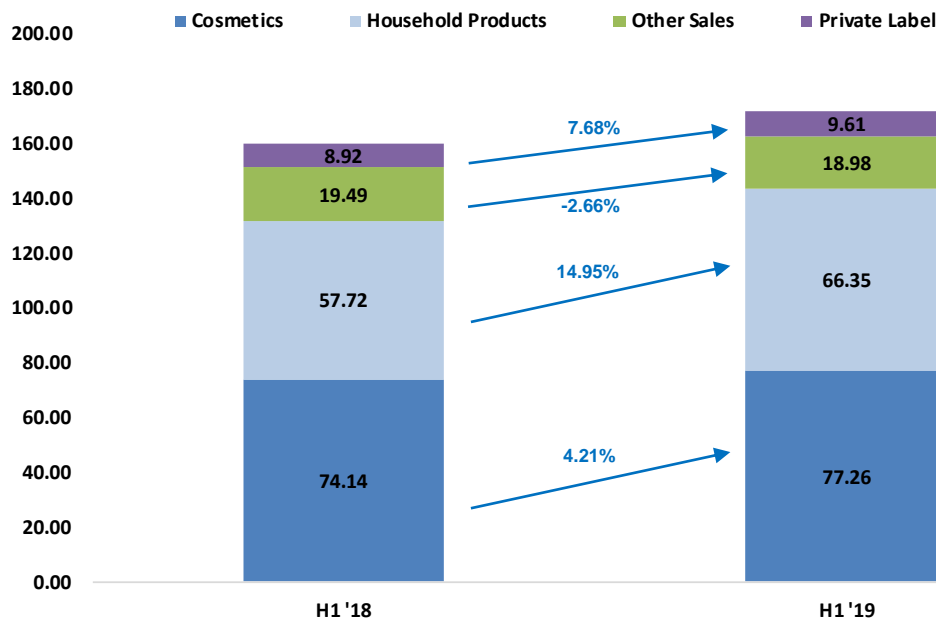
ASSETS	H1 '19	%	FY '18
Tangible fixed assets	60.35	6.71%	56.55
Right of use	13.19		0.00
Investments in property	1.10	-1.25%	1.11
Intangible Assets	52.29	-1.37%	53.02
Goodwill	7.92	-0.08%	7.93
Investments	19.24	-6.37%	20.55
Other Long Term Receivables	0.64	44.79%	0.44
Deferred Tax	0.84	14.75%	0.73
Total Non Current Assets	155.57	10.85%	140.34
Inventories	93.20	16.87%	79.75
Trade Receivables	104.16	10.06%	94.64
Other Receivables	5.56	46.85%	3.79
Financial assets available at fair value through P&L	3.25	129.60%	1.42
Cash & Banks	27.28	-16.79%	32.78
Prepayments and accrued income	1.91	-3.94%	1.99
Total Current Assets	235.36	9.80%	214.36
Total Assets	390.93	10.21%	354.70
SHAREHOLDER'S EQUITY & LIABILITIES			
L-T Bank Loans	40.50	6.58%	38.00
Lease liabilities	9.93		0.00
Deferred Tax Liabilities	5.78	0.15%	5.77
Retirement Benefit Obligations & Other Provisions	2.65	9.67%	2.42
Total Non Current Liabilities	58.86	27.43%	46.19
Trade Creditors	55.32	-11.65%	62.61
Other Liabilities	16.99	166.95%	6.37
Income Taxes and other Taxes Payable	6.36	39.52%	4.56
S-T Bank Loans	16.30	111.18%	7.72
Lease liabilities	3.75		0.00
Accruals and deferred expenses	5.07	93.46%	2.62
Total Current Liabilities	103.81	23.75%	83.88
Share Capital	54.50	0.00%	54.50
Share Premium	40.68	0.00%	40.68
Other Reserves	11.50	5.10%	10.94
Minority Interest	2.82	4.44%	2.70
Retained Earnings	118.76	2.55%	115.80
Shareholders Equity	228.27	1.62%	224.63
Total Liabilities & Equity	390.93	10.21%	354.70
CASH FLOWS (€ mil.)			
	H1 '19		H1' 18
Operating Activities	-9.88		-9.99
Investment Activities	-4.42		-11.41
Financial Activities	9.24		-2.71
Cash generated	-5.06		-24.11
Cash & Cash equivalents. beginning	32.78		44.95
Effect of foreign exchange differences on Cash	-0.45		-0.08
Cash & Cash equivalents. end	27.28		20.76

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

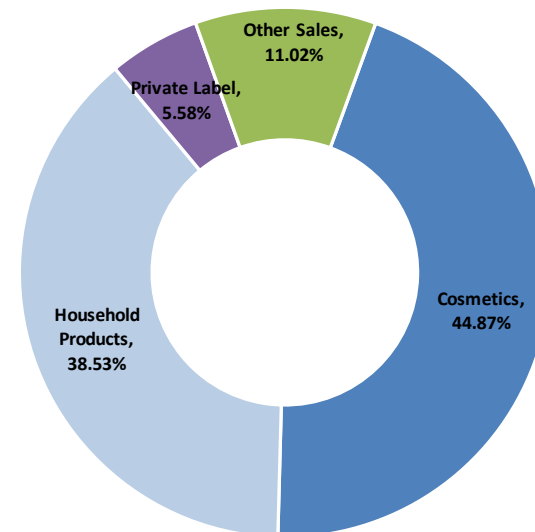
- ✓ **Dividend payment for FY 2018** of 0.14311 euro per share (10 mil. euro).
- ✓ **Net debt** position at € 26.28 mil. in H1 2019 from net debt of 11.53 mil. at the end of FY '18. (due to increase in debt, and cash outflow for the Group's investment plan)
- ✓ **Operating Working capital requirements over sales**, settled at 39.91% in H1 2019 from 37.70% in H1 2018.
- ✓ The increased level of working capital requirements during the first half of the year is typical and is related to the Group's seasonal business.
- ✓ Moreover, inventory level is higher during 2019 because of new businesses added and product relaunches, as well as increased product storage needs in preparation of the production plant expansion at Oinofoita.

Business Units Analysis

Turnover - SBU Split



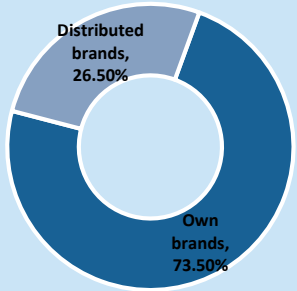
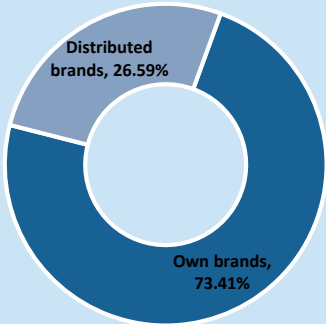
H1 '19



- ✓ During H1 2019 total Group sales were supported by growth in the Group's strategic business categories, on the back of new product launches and new businesses added, brand supporting initiatives as well as the successful penetration across the Group's distribution channels.
- ✓ **Cosmetics** sales were up by 4.21% yoy, supported mostly by the distributed brands portfolio. The own brands portfolio is picking momentum within the second half.
- ✓ Sales of **Household Products** increased by 14.95%, supported by growth in the own brands subcategory, positively influenced by the new acquisition, Ergopack.
- ✓ **Private Label** represents sales of Polipak, the Polish packaging products company that specializes on the production of private label garbage bags. The contribution of Polipak to total Group sales stands at 5.6%.

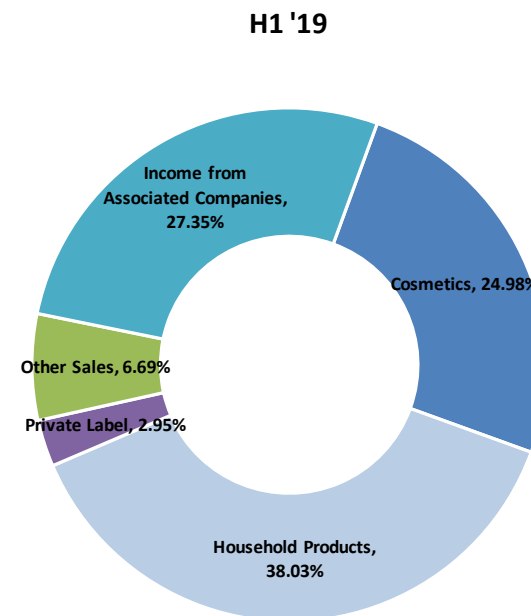
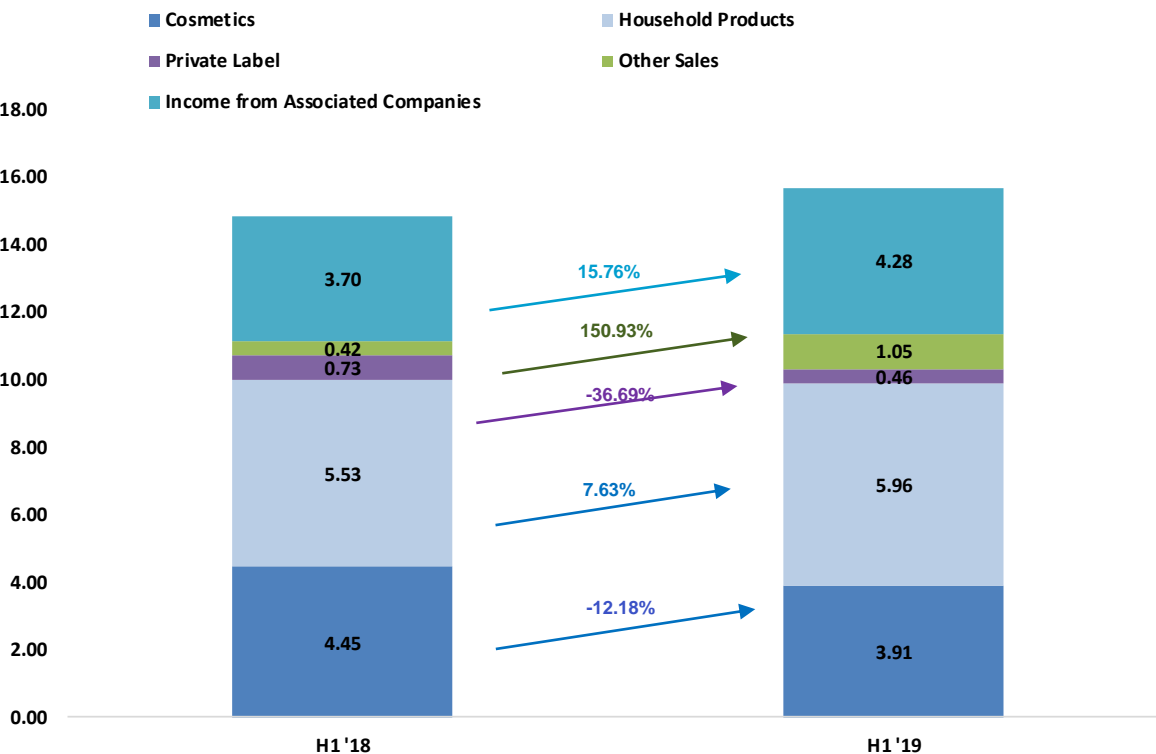
The category of Other Sales includes the subcategories of Health & Care and Selective Products.

Turnover - Own vs Distributed Brands Overview

(€ mil.)	H1 '19	%	Contribution H1'19	H1 '18	Contribution H1 '18
Own brands	126.56	7.56%		117.66	
Distributed Brands	45.63	7.08%		42.61	
Total	172.19	7.43%		160.27	

- ✓ Revenues from own brands rose by 7.56% compared to the previous year's first half.
- ✓ Own brands portfolio participation to total group turnover settled at 73.50%.

EBIT – SBU Split



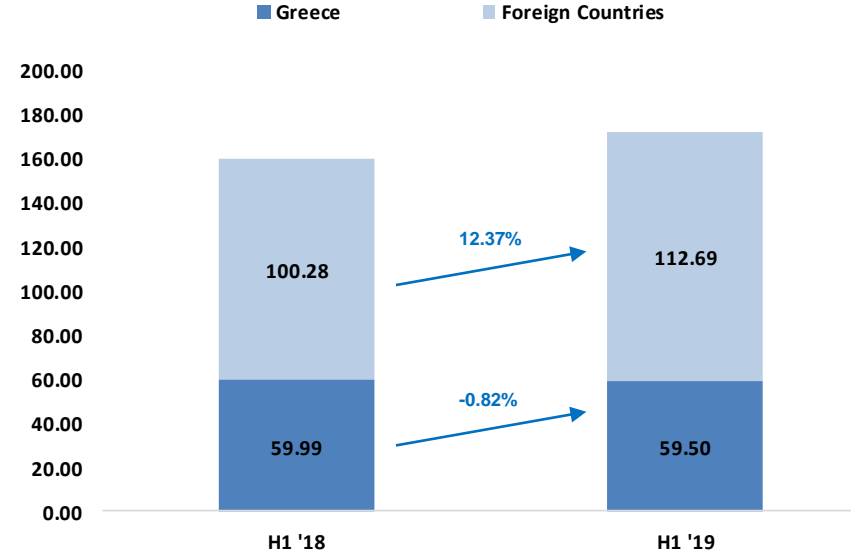
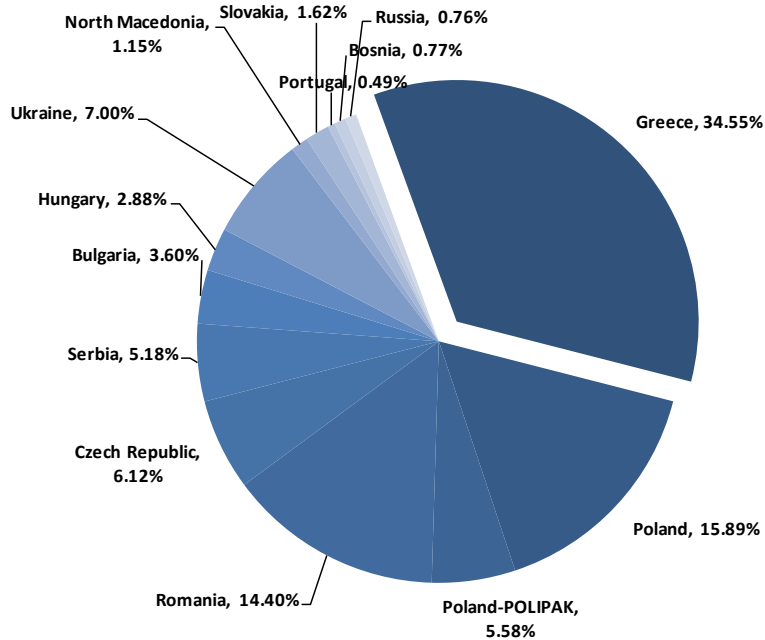
- ✓ The Group's EBIT benefited by balanced operational expenses.
- ✓ **Cosmetics** EBIT down by 12.18% in H1 2019, influenced by the own cosmetics portfolio due to lower sales.
- ✓ The EBIT of **Household Products** was up by 7.63% during H1 2019, driven by own brands on the back of balanced opex. The Household products margin settled at 8.98%.
- ✓ **Private Label** category's reduction in EBIT was a result of the phasing of orders in combination with production capacity not being fully utilized during the first half.
- ✓ The Income from **Associated Companies** represents income from the Estee Lauder JV, accounts for 27.35% of the total EBIT and was increased by 15.76% vs last year's first half.

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

Geographical Analysis

Turnover - Country Split

H1 '19

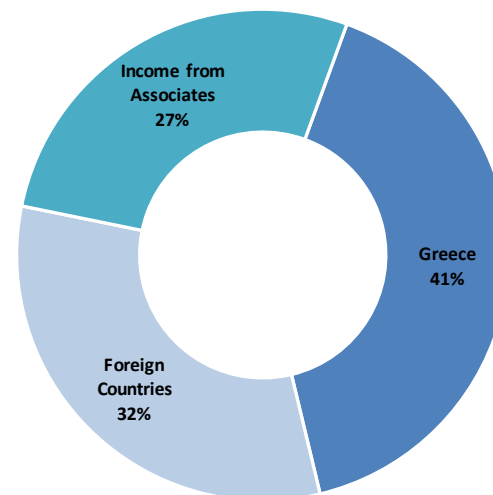
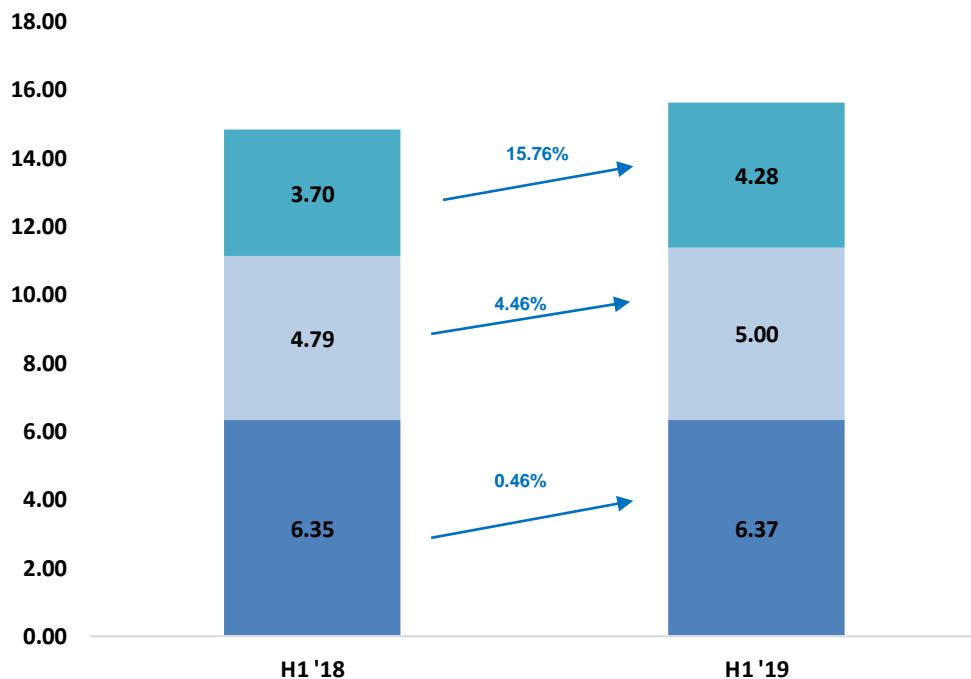


- ✓ During H1 2019 the foreign countries' contribution into the Group's sales stood at 65.45% from 62.57% in the previous year.
- ✓ Greek sales recovered significantly from the slow start of the year reaching €59.50 mil. in H1 2019 from € 59.99 mil. in H1 2018, down by 0.82%. The increasing trend on sales is continued within H2, therefore a further improvement in sales is anticipated.
- ✓ The foreign markets of the Group showed a turnover increase of 12.37% yoy to €112.69 million from €100.28 mil in H1 2018. On an fx neutral basis, Foreign Countries sales were up by 12.93%. Excluding sales from Ergopack, added in May of 2018, *L-f- L sales from Foreign countries were up by 3.36% yoy.*

EBIT – Country Overview

■ Greece ■ Foreign Countries ■ Income from Associates

H1 '19

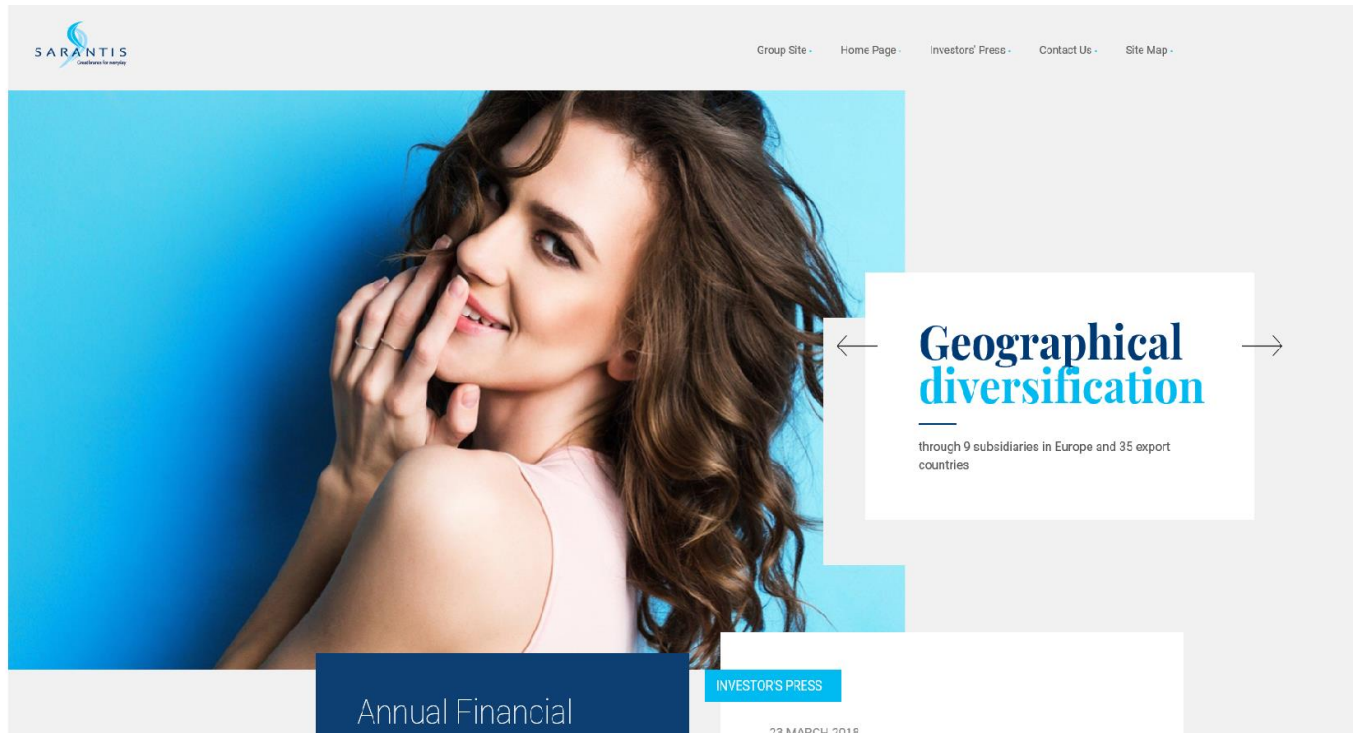


- ✓ The Greek EBIT during H1 2019 increased by 6.09% to €10.66 mil., from €10.05 mil. in H1 2018.
- ✓ Excluding the income from Associated companies, Greek EBIT during H1 2019 amounted to €6.37 mil. up by 0.46% compared to €6.35 mil. in the same period of last year, on the back of balanced allocation of operating expenses.
- ✓ Greek EBIT margin, excluding income from Associated Companies, stood at 10.71% during H1 2019 from 10.58% in H1 2018.
- ✓ The foreign countries EBIT was up by 4.46% during H1 2019, amounting to €5.00 mil. from 4.79 mil. in last year's first half. The foreign countries EBIT margin settled at 4.44% from 4.78% in the same period last year.

Our Investor Relation Web Page



For more information please visit our
Investor Relation Web Site



<http://ir.sarantis.gr>