



Sarantis Group

Investor & Analyst Conference Call
Presentation

H1 2021 – September 9th 2021



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Consolidated Financial Highlights

| P&L (€ mil.) | H1 '21 | % | H1 '20 |
|-------------------------|--------|---------|--------|
| Turnover | 195.24 | 6.29% | 183.69 |
| Gross Profit | 73.20 | 7.63% | 68.01 |
| Gross Profit Margin | 37.49% | | 37.03% |
| EBITDA | 31.32 | 10.13% | 28.44 |
| EBITDA Margin | 16.04% | | 15.48% |
| EBIT | 24.90 | 11.88% | 22.26 |
| EBIT Margin | 12.75% | | 12.12% |
| EBT | 24.71 | 25.89% | 19.63 |
| EBT Margin | 12.66% | | 10.69% |
| Tax | 4.96 | 36.16% | 3.64 |
| Profit After Tax | 19.76 | 23.55% | 15.99 |
| Profit After Tax Margin | 10.12% | | 8.70% |
| Minorities | 0.25 | -33.04% | 0.37 |
| Net Profit | 19.51 | 24.90% | 15.62 |
| Net Profit Margin | 9.99% | | 8.50% |

➤ A remarkable performance, powered by the strength and the quality of the Group's brands, as well as its product and geographical diversification, reflecting the Group's agility and ability to respond to unpredictable consumption trends and deal with unprecedented challenges posed by the COVID-19 crisis.

➤ From the beginning of the COVID-19 pandemic outbreak and until today, the Group's priority has been to ensure the protection and safety of its employees, the uninterrupted business continuity across all functions and particularly the supply of products in high demand, while it intensified its support to the communities where it operates.

➤ Group sales growth of 6.3% was driven by product categories related to home care and personal care, while the gradual reopening of the market in combination with higher consumer traffic, benefited the categories of fragrances, deodorants and skincare.

➤ EBITDA margin increased further to 16.04%, beating previous 10yr record and Net Income was up by 24.90 % at 19.51 mil. in H1 '21.

The Group's profitability benefited by by tight control of gross profit and balanced operating expenses, while controlled advertising and promotion expenses were reactivated and allocated behind strategic initiatives.

➤ The healthy balance sheet and cashflow generation support the Group's investment plan that fuels further expansion.

Balance Sheet & Cash flow



| ASSETS | H1 '21 | % | FY '20 |
|--|---------------|---------------|---------------|
| Tangible fixed assets | 87.30 | 19.03% | 73.34 |
| Right of use | 12.58 | -14.00% | 14.62 |
| Investments in property | 1.02 | -1.13% | 1.03 |
| Intangible Assets | 59.68 | -1.16% | 60.38 |
| Goodwill | 7.70 | 0.32% | 7.68 |
| Investments in subsidiaries, associates | 25.25 | -1.54% | 25.65 |
| Other long-term receivables | 0.34 | -16.90% | 0.41 |
| Deferred Tax assets | 1.22 | 323.66% | 0.29 |
| Non-current assets | 195.09 | 6.37% | 183.40 |
| Inventories | 108.00 | -0.55% | 108.60 |
| Trade Receivables | 99.88 | 9.82% | 90.95 |
| Other Receivables | 7.65 | 10.56% | 6.92 |
| Financial assets available at fair value through P&L | 6.21 | 26.50% | 4.91 |
| Cash & cash equivalents | 23.19 | -42.88% | 40.60 |
| Current assets | 244.93 | -2.80% | 251.97 |
| Total Assets | 440.02 | 1.07% | 435.37 |
| EQUITY & LIABILITIES | | | |
| L-T Bank Loans | 48.41 | -0.40% | 48.61 |
| Lease liabilities | 8.60 | -18.82% | 10.60 |
| Deferred Tax Liabilities | 5.99 | 6.14% | 5.64 |
| Provisions for post employment employee benefits | 2.97 | 0.57% | 2.95 |
| Provisions - Other Long-term Liabilities | 2.91 | 2.42% | 2.84 |
| Long-term Liabilities | 68.88 | -2.49% | 70.64 |
| Suppliers | 52.78 | -18.55% | 64.80 |
| Other short-term liabilities | 12.96 | 40.58% | 9.22 |
| Income tax - other taxes payable | 8.44 | 46.87% | 5.75 |
| S-T Bank Loans | 16.37 | 109.69% | 7.81 |
| Lease liabilities | 4.40 | -5.25% | 4.65 |
| Short-term liabilities | 94.95 | 2.96% | 92.22 |
| Share Capital | 54.50 | 0.00% | 54.50 |
| Share Premium | 40.68 | 0.00% | 40.68 |
| Other Reserves | 17.78 | 1.83% | 17.46 |
| Minority Interest | 2.00 | -24.33% | 2.64 |
| Retained Earnings | 161.23 | 2.54% | 157.24 |
| Shareholders Equity | 276.19 | 1.35% | 272.52 |
| Total Liabilities & Equity | 440.02 | 1.07% | 435.37 |
| CASH FLOWS (€ mil.) | H1 '21 | | H1' 20 |
| Operating Activities | 7.15 | | 6.72 |
| Investment Activities | -15.08 | | -15.67 |
| Financial Activities | -9.40 | | -10.73 |
| Cash generated | -17.32 | | -19.69 |
| Cash & Cash equivalents. beginning | 40.60 | | 54.85 |
| Effect of foreign exchange differences on Cash | -0.08 | | -0.68 |
| Cash & Cash equivalents. end | 23.19 | | 34.48 |

Healthy financial position able to finance the Group's expansionary plan and create value.

Despite the challenges posed by the COVID-19 pandemic, the Group, committed to its strategy, invests the cash generated by the business behind initiatives to accelerate growth, either organically or through acquisitions, and to return value to its shareholders.

✓ **Dividend paid for FY 2020** amounted to €15 mil., up by 34%. (0.22393 euro per share).

✓ **Maintenance of the low net debt** position at 0.54x EBITDA at € 35.38 mil. in H1 2021, as a result of the dividend payment and investments that are largely related to the construction of Polipak's new production facility as well as machinery equipment at Oinofyta's production plant.

✓ **Polipak's** new investment will lead to a more automated production process, which, combined with a new R&D and new equipment, will result in higher production capacity, increased efficiency and products improved in terms of ecological profile, durability and functionality.

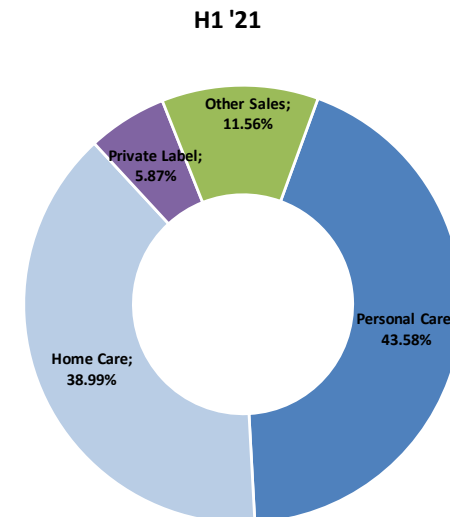
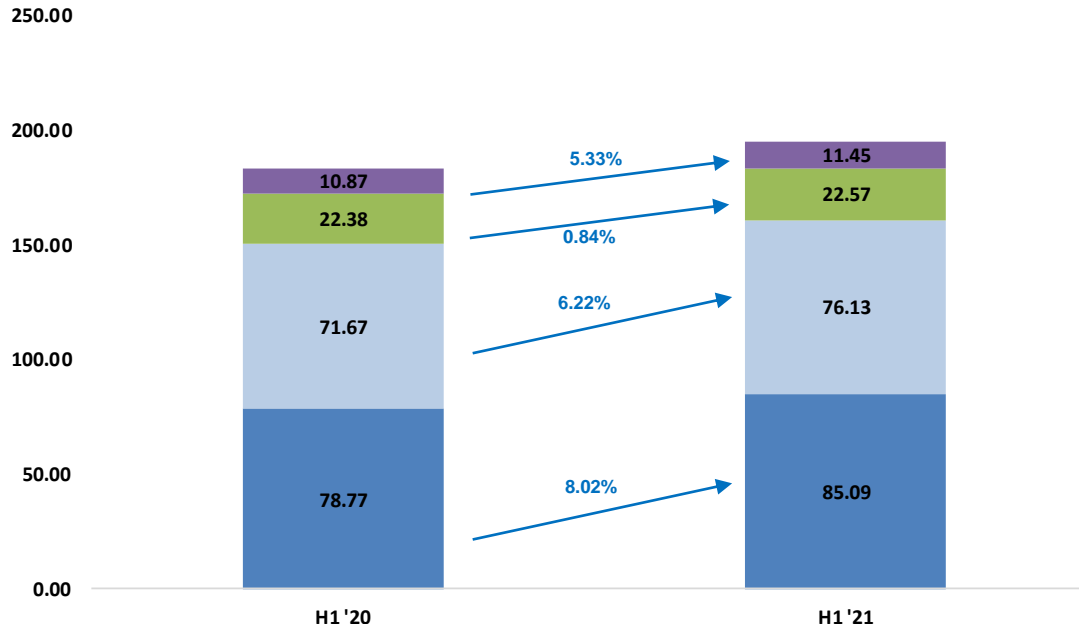
✓ Emphasis is given in optimizing the Group's product portfolio, leveraging the strong brand equity within our strategic product categories. Targeted investments and innovation plans will be allocated behind strategic product development initiatives in order to drive further growth across our territory.

✓ Moreover, investments relating to infrastructure, systems, processes, and models have been enabled in order to increase further the Group's efficiency and effectiveness

Business Units Analysis

Turnover - SBU Split

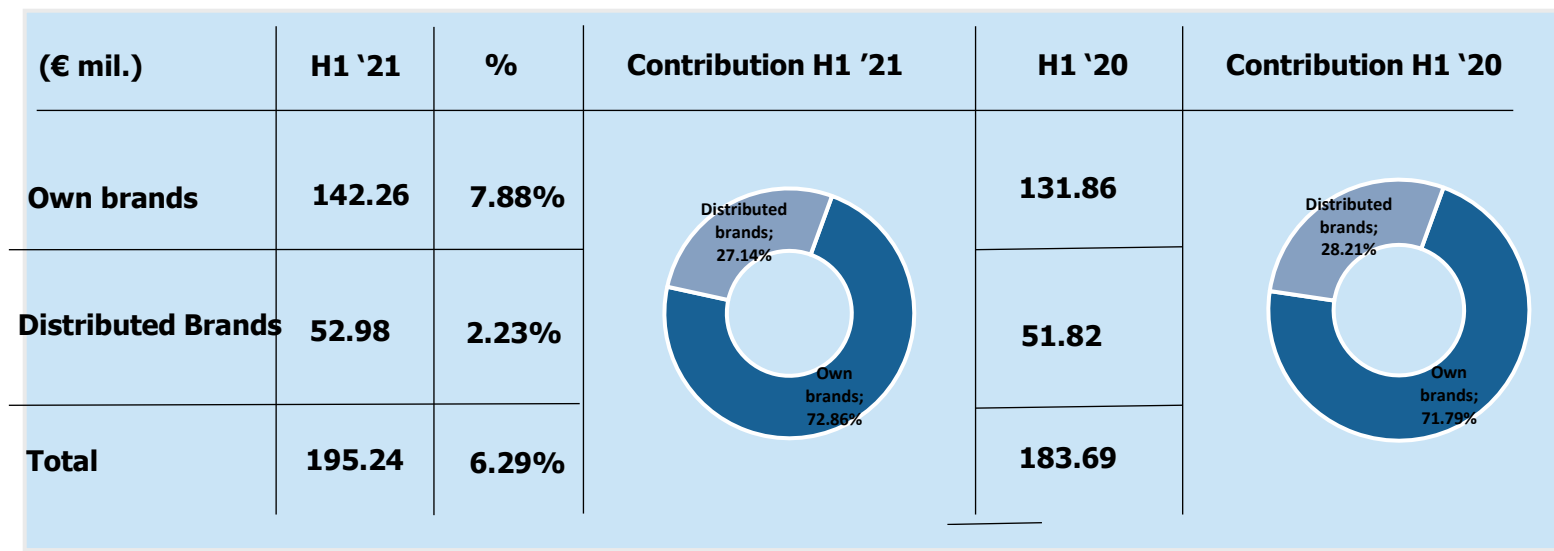
■ Personal Care ■ Home Care ■ Other Sales ■ Private Label



- ✓ **Personal Care** products sales were up by 8.02% yoy, supported by growth in both the own brands portfolio. This performance reflects the continued strong demand in categories related to personal hygiene, such as face care, body care, body wash and wand wash, while the gradual reopening of the market benefited categories such as fragrances, deodorants and skincare.
- ✓ Sales of **Home Care Products** increased by 6.22%, supported by growth in the own brands subcategory, across the territory, driven by strong demand for all product categories related to home care (garbage bags, food packaging, cleaning items) .
- ✓ The category of **Other Sales** was supported by the Luxury Cosmetics category that presented a 3.28% sales growth as a result of the reopening of the market and increased consumption within this channel.

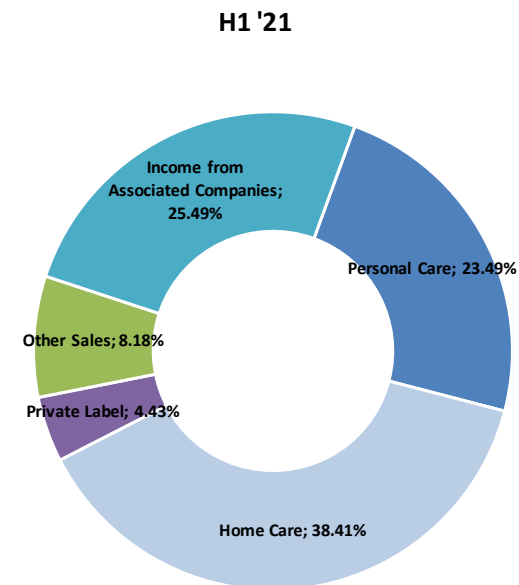
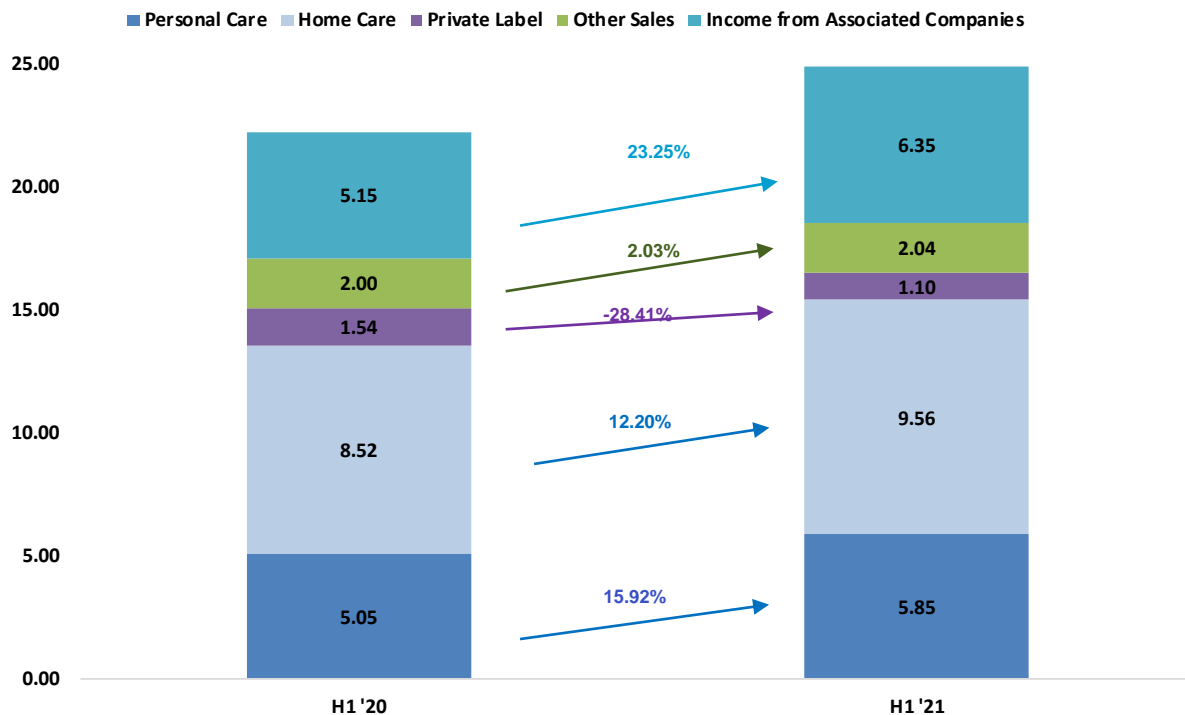
The category of Other Sales includes the subcategories of Health & Care and Selective Products.

Turnover - Own vs Distributed Brands Overview



- ✓ Revenues from own brands rose by 7.88% compared to the previous year's first half.
- ✓ Own brands portfolio participation to total group turnover settled at 72.86%.

EBIT – SBU Split



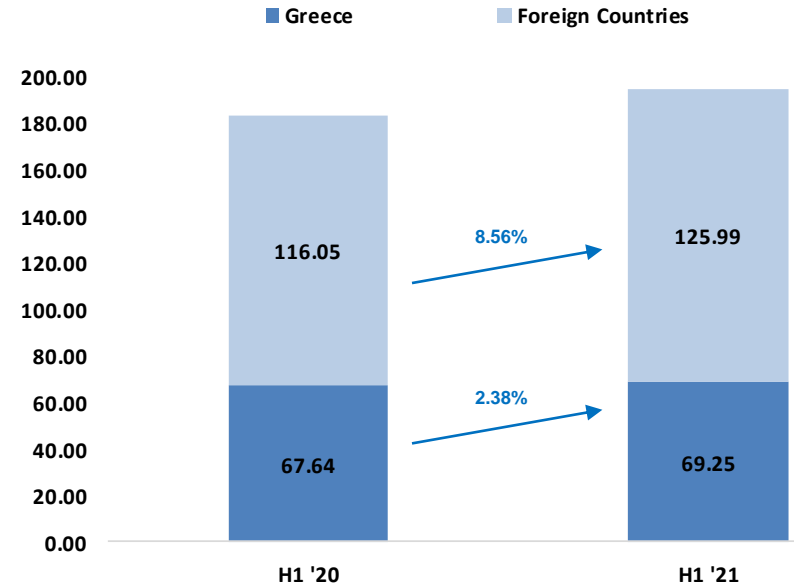
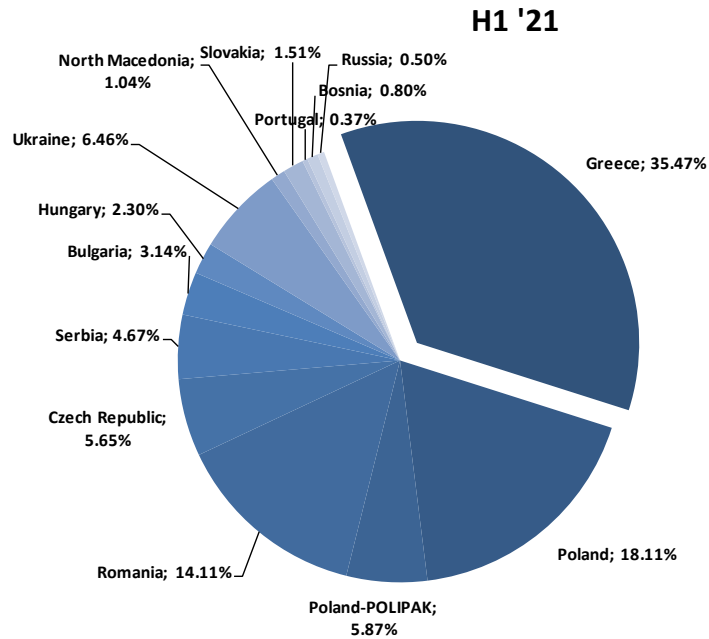
The Group's operating profit settled at 24.90 mil. during H1 2021 from 22.26 mil. in H1 2020, up by 11.88%, driven by tight control of gross profit and balanced operating expenses, while advertising and promotion expenses were controlled and allocated behind strategic initiatives.

- ✓ **Personal Care** products EBIT settled at €5.85 million from €5.05 million in the first half of the previous year, up by 15.92%, driven by the own products portfolio that presented an EBIT growth of 22.84%.
- ✓ The EBIT of **Home Care** products posted an increase of 12.20% during H1 2021 to €9.56 million from €8.52 million in H1 2020, driven by the own brands subcategory that was up by 11.50%. The EBIT margin of the Home Care products stood at 12.56% during H1 2021 from 11.89% in H1 2020.
- ✓ The EBIT of the **Other Sales** category was up by 2.03% to € 2.04 mil. from € 2.00 mil., driven by the Luxury Cosmetics subcategory.
- ✓ The income from **Associated Companies** represents the income from the Estee Lauder JV that stood at €6.35 mil. up by 23.25% vs last year's first half, as a result of the re-opening of the market and increased consumption within this channel.

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

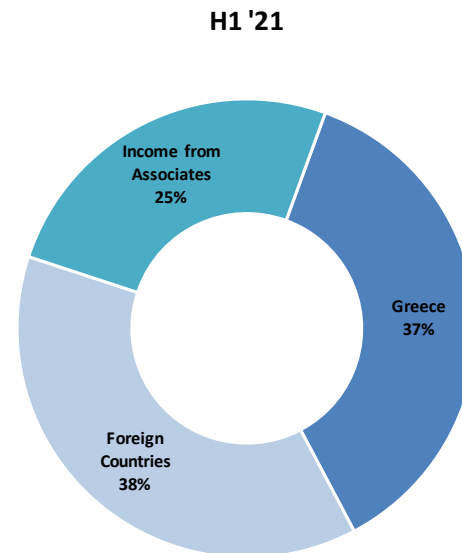
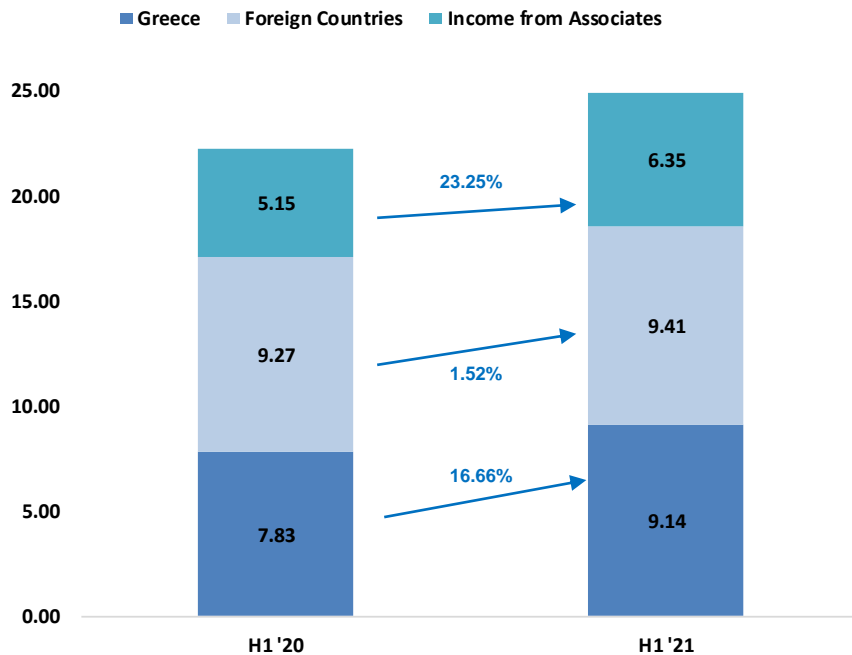
Geographical Analysis

Turnover - Country Split



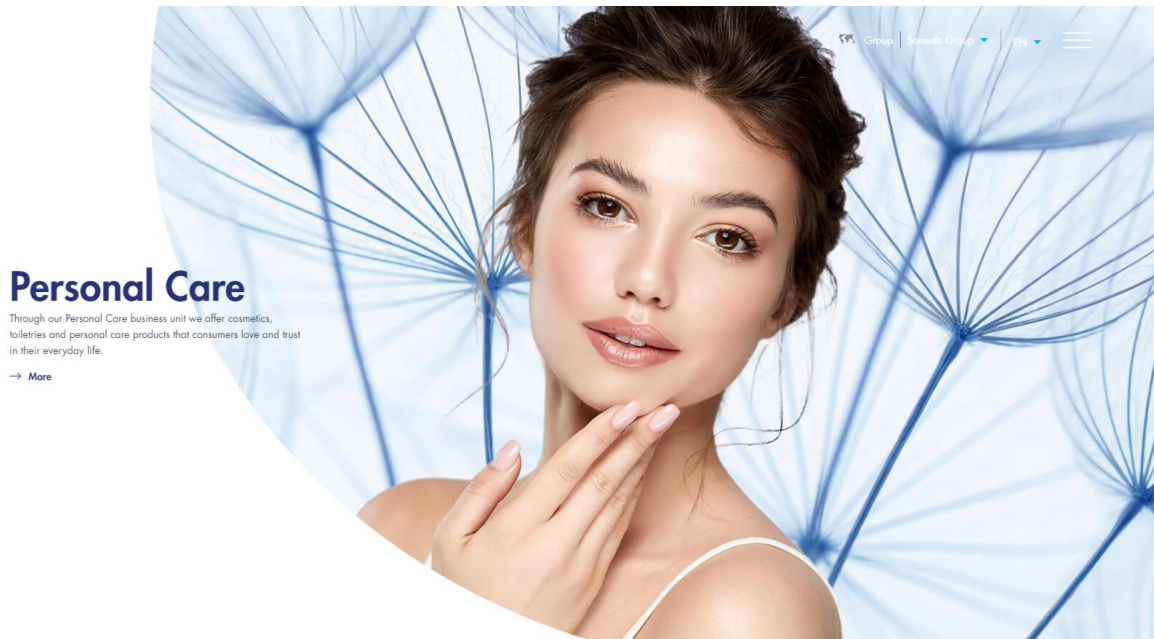
- ✓ The Group's consolidated turnover was supported by positive sales growth both in Greece and the Foreign Countries, underpinned by the Group's ability to address different consumption patterns and channel dynamics in each country.
- ✓ The sales growth across the Group's region was driven by all product categories related to home care and personal hygiene, while the gradual reopening of the market in combination with higher consumer traffic, benefited the categories of fragrances, deodorants and sun care.
- ✓ Greece, presented sales of €69.25 million in H1 2021 compared to €67.64 mil. in H1 2020, up by 2.38%, with the mass market channel driving the growth and the Luxury Cosmetics gaining momentum following the reopening of the market and the increased consumption in the respective channel.
- ✓ The foreign countries exhibited growth of 8.56% reaching €125.99 million in H1 2021 from €116.05 million in H1 2020.
- ✓ On an fx neutral basis Foreign Countries sales were up by 12.10% in H1 2021.

EBIT – Country Overview



- ✓ Excluding the income from Associated companies, Greek EBIT during H1 2021 amounted to €9.14 mil. up by 16.66% compared to €7.83 mil. last year's first half.
- ✓ Greek EBIT margin, excluding income from Associated Companies, stood at 13.20% during FY 2020 from 11.58% in H1 2020.
- ✓ The foreign countries EBIT was up by 1.52% during H1 2021, amounting to €9.41 mil. from 9.27 mil. In the first half of last year. The foreign countries EBIT margin settled at 7.47% from 7.99% in H1 2020.

Our New Corporate Website



For more information please visit the Group's Web Site

<https://sarantisgroup.com/>

or click below to visit the Investor Relations menu:

<https://sarantisgroup.com/investor-relations/investor-relations/>