



Sarantis Group

**Investor & Analyst Conference
Call Presentation**

FY 2018 – April 11th 2019

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Consolidated Financial Highlights

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

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

- Strong growth across the Group's basic business categories and geographies on the back of successful new launches and acquisitions, as well as successful commercial execution across our distribution channels.
- Like-for-like Group sales +6.9%. Foreign countries l-f-l sales +8.7%.
- Focus on the optimization of systems and processes within the Group's supply chain, productivity improvement, operating leverage and exploiting synergies behind acquisitions.
- Increasing participation of foreign countries to 66% on the Group's turnover, vs 62.6% the previous year, resulting from the expansionary strategy of the Group.
- Healthy balance sheet and efficient working capital management on the back of a growing business.

Balance Sheet & Cash flow

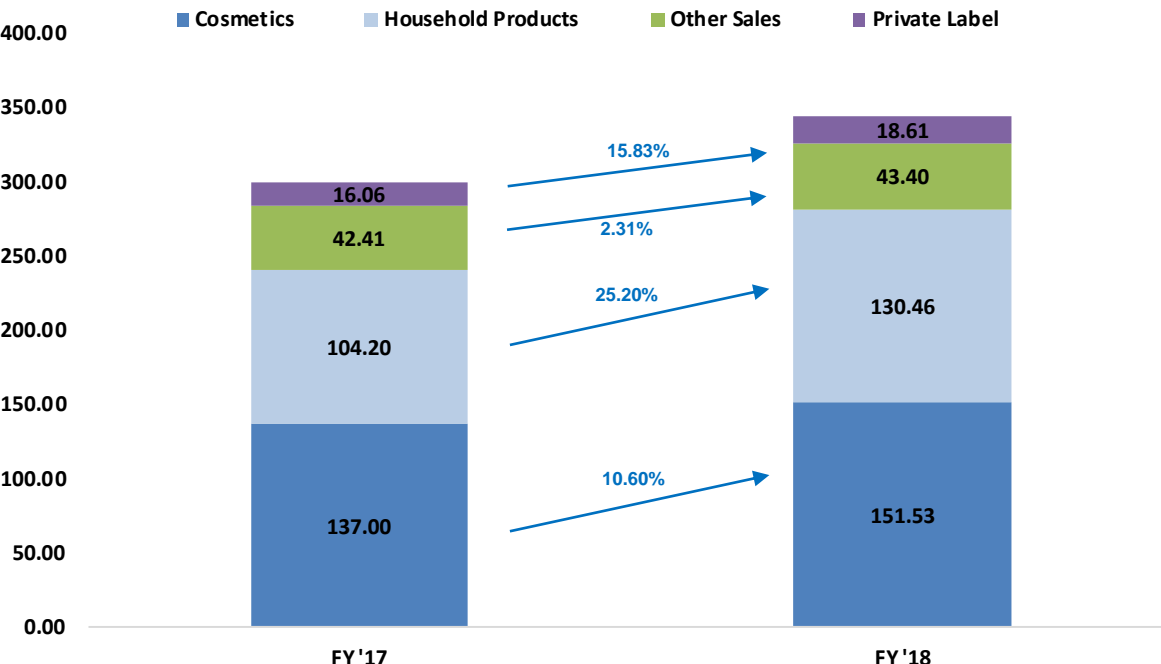
ASSETS	FY '18	%	FY '17
Tangible fixed assets	56.55	30.44%	43.36
Investments in property	1.11	110.27%	0.53
Intangible Assets	53.02	46.30%	36.24
Goodwill	7.93	10.21%	7.19
Investments	20.55	19.11%	17.26
Financial assets available for sale	0.00		0.00
Other Long Term Assets	0.44	-38.73%	0.72
Deferred Tax	0.73	339.45%	0.17
Total Non Current Assets	140.34	33.07%	105.46
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 available 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
Total Current Assets	214.36	6.71%	200.89
Total Assets	354.70	15.78%	306.35
SHAREHOLDER'S EQUITY & LIABILITIES			
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
Total Non Current Liabilities	46.19	48.36%	31.14
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
Total Current Liabilities	83.88	13.69%	73.78
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
Shareholders Equity	224.63	11.51%	201.44
Total Liabilities & Equity	354.70	15.78%	306.35
CASH FLOWS (€ mil.)			
	FY '18		FY' 17
Operating Activities	10.57		27.80
Investment Activities	-18.19		0.48
Financial Activities	-4.32		-18.26
Cash generated	-11.94		10.02
Cash & Cash equivalents. beginning	44.95		34.85
Effect of foreign exchange differences on Cash	-0.23		0.07
Cash & Cash equivalents. end	32.78		44.95

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

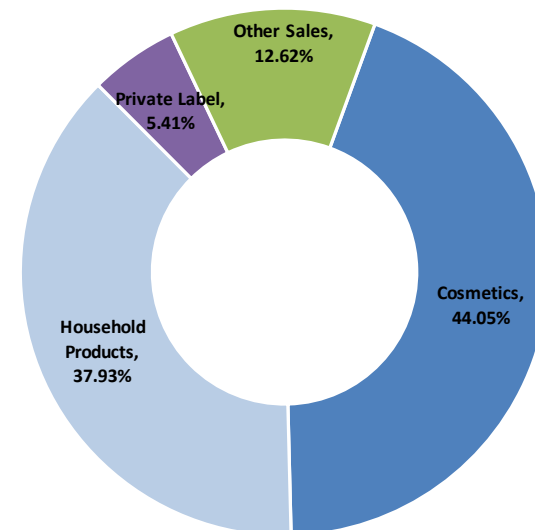
- ✓ **Dividend payment for FY 2017** of 0.28 euro per share (9.4 mil.euro).
- ✓ **Proposed dividend payment for FY 2018** of 0.14311 euro per share (10 mil. euro).
- ✓ **Net debt** position at €11.53 mil. from net cash of €16 mil.at FY '17. (due to increase in debt, and cash outflow for the Group's investment plan)
- ✓ **Operating Working capital requirements over sales**, settled at 31.64% in FY 2018 from 30.12% in FY 2017.
- ✓ The increased level of working capital requirements over sales is not comparable to last year, as it is driven by the Group's new companies or brands added.

Business Units Analysis

Turnover - SBU Split



FY '18

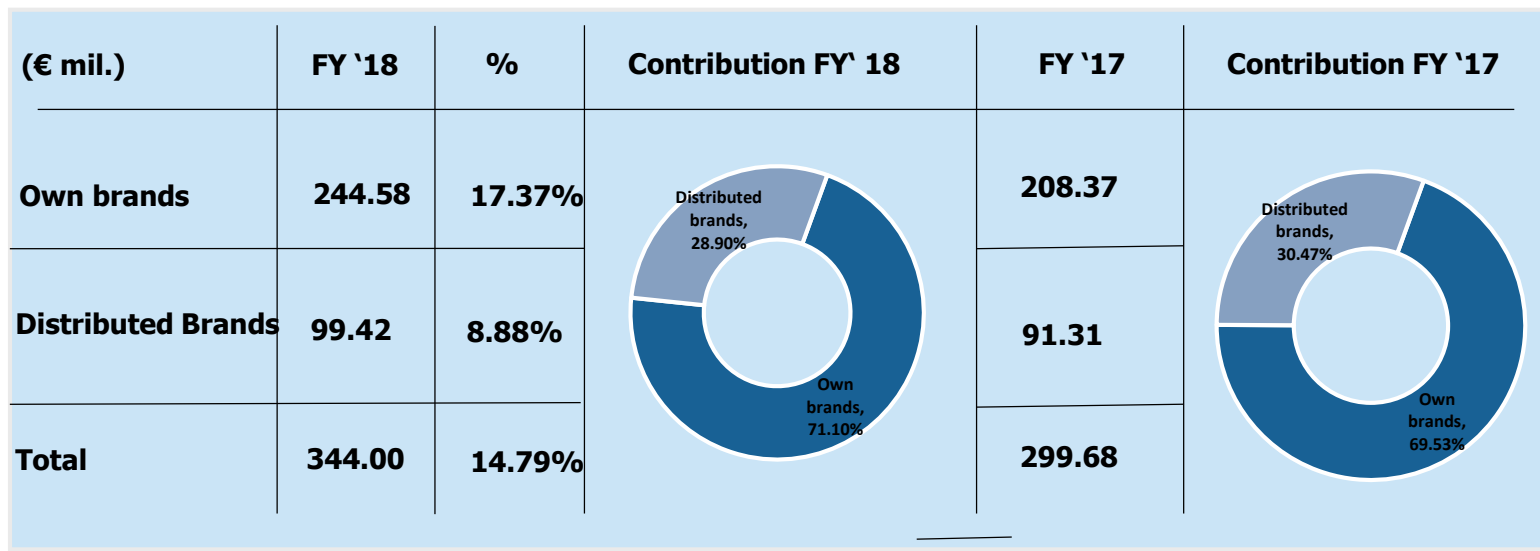


* FY 2017 figures adjusted based on IFRS 15 "Revenue from Contracts with Customers".

- ✓ During FY 2018 total Group sales were supported by growth in all the Group's strategic business categories, on the back of new relaunches and acquisitions, brand supporting initiatives as well as the successful penetration across the Group's distribution channels.
- ✓ **Cosmetics** sales were up by 10.60% yoy, supported by both own and distributed brands portfolio.
- ✓ Sales of **Household Products** increased by 25.20%, supported by growth in the own brands subcategory, as a result of strong performance by Sarantis existing business, as well as the new acquisition, Ergopack.
- ✓ 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 that specializes on the production of private label garbage bags. The growing sales of Polipak is driven mainly by higher productivity which allowed for higher sales orders execution.

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

Turnover - Own vs Distributed Brands Overview



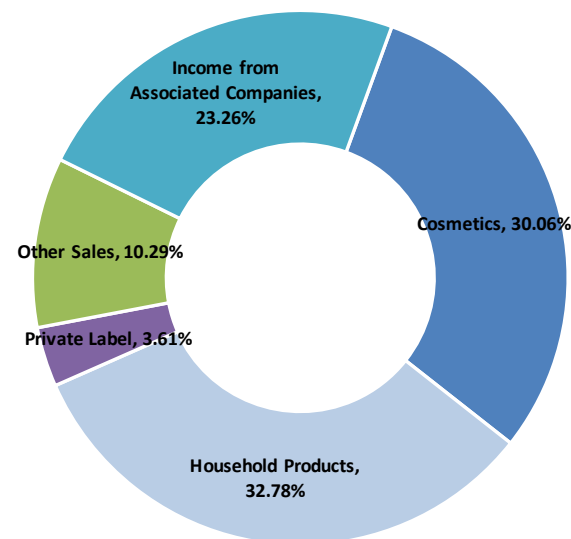
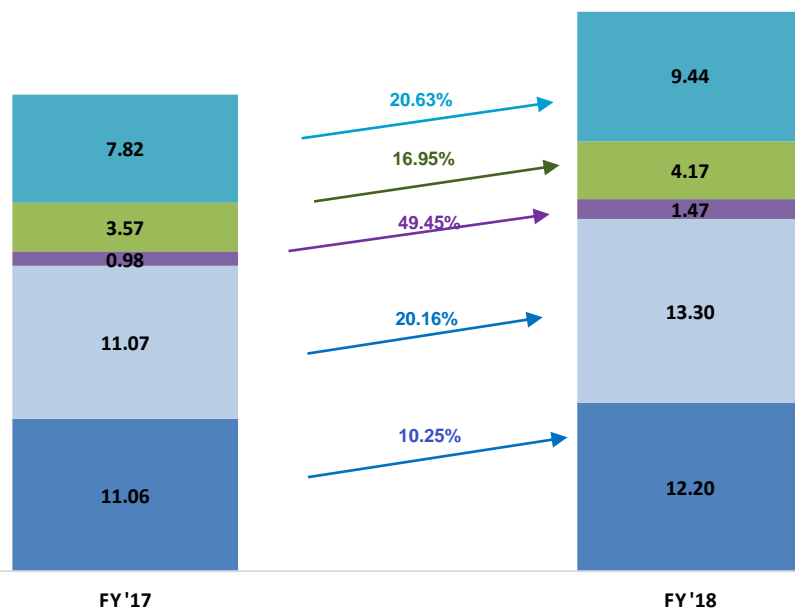
* FY 2017 figures adjusted based on IFRS 15 "Revenue from Contracts with Customers".

- ✓ *Revenues from own brands rose by 17.37% compared to the previous year.*
- ✓ *Own brands portfolio participation to total group turnover settled at 71.10%.*

EBIT – SBU Split



FY '18



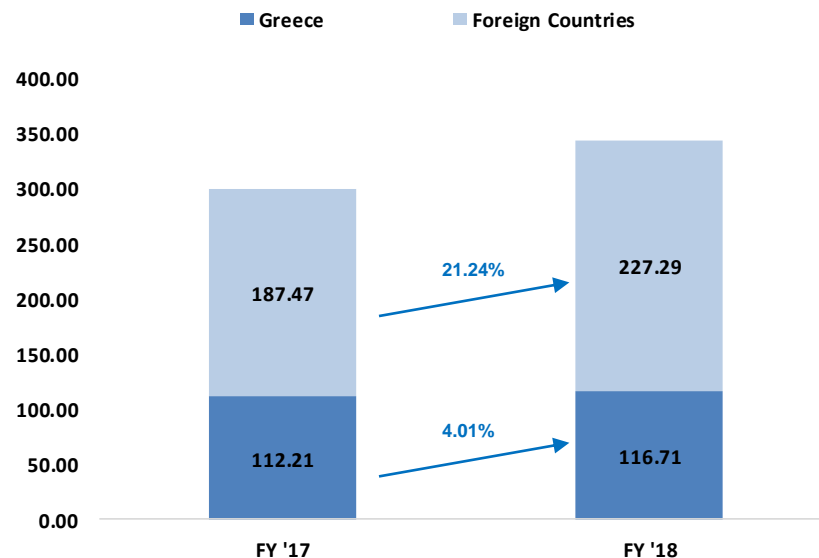
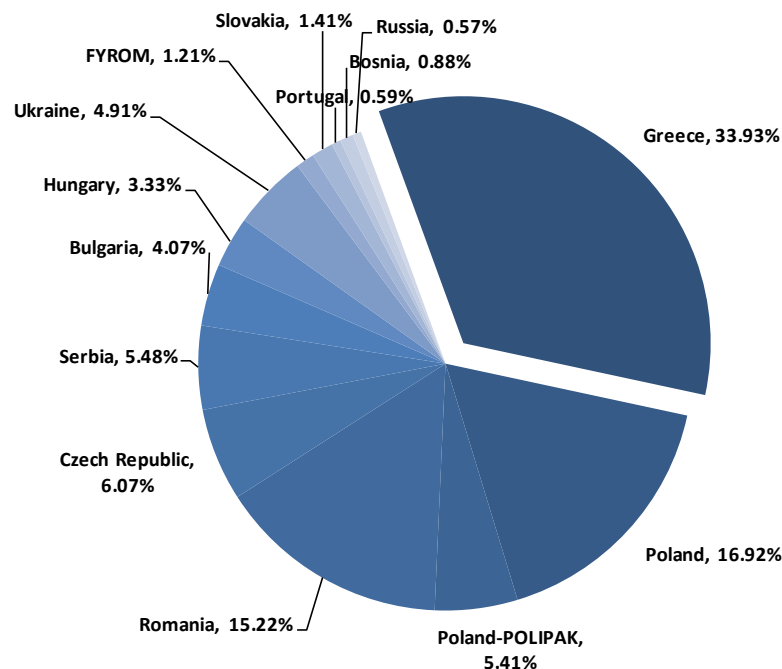
- ✓ The Group's EBIT benefited by balanced operational expenses and operational leverage.
- ✓ **Cosmetics** EBIT increased by 10.25% in FY 2018, driven by both the own cosmetics and the distributed brands. Cosmetics EBIT margin stood at 8.05%.
- ✓ The EBIT of **Household Products** was up by 20.16% during FY 2018, driven by own brands on the back of balanced opex. The Household products margin settled at 10.19%.
- ✓ Private Label category exhibited significant increase positively affected by processes optimization and higher productivity.
- ✓ The Income from **Associated Companies** represents income from the Estee Lauder JV, accounts for 23% of the total EBIT and was increased by 20.63% yoy.

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

Geographical Analysis

Turnover - Country Split

FY '18



* FY 2017 figures adjusted based on IFRS 15 "Revenue from Contracts with Customers".

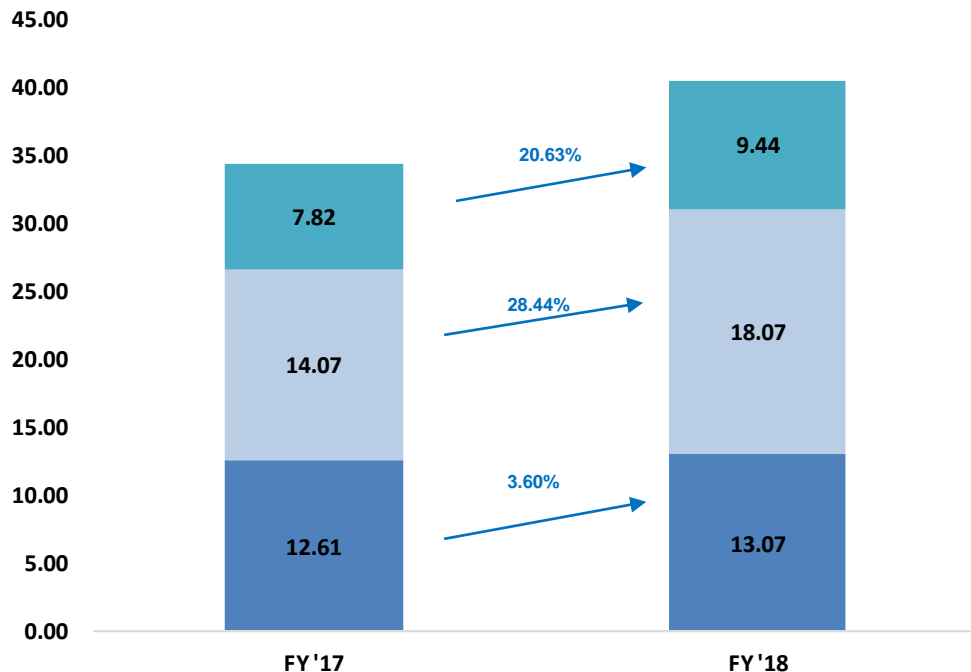
- ✓ During FY 2018 the foreign countries' contribution into the Group's sales stood at 66.07% from 62.56% in the previous year.
- ✓ Despite the competitive operating landscape, Greece, exhibited a sales increase of 4.01% performing better than the retail market.
- ✓ The foreign markets of the Group showed a turnover increase of 21.24% yoy to €227.29 million from €187.47 mil in FY 2017.

Excluding sales from Indulona and Ergopack, added in January and May of 2018, respectively:

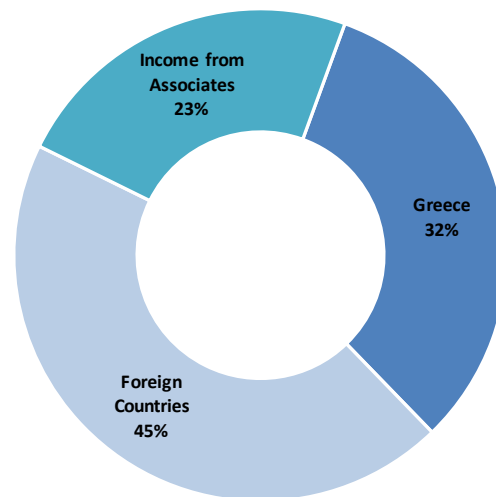
- **L-f L sales from Foreign countries : +8.69% yoy**
- **L-f L sales for the Group : +6.94% yoy**

EBIT – Country Overview

■ Greece ■ Foreign Countries ■ Income from Associates



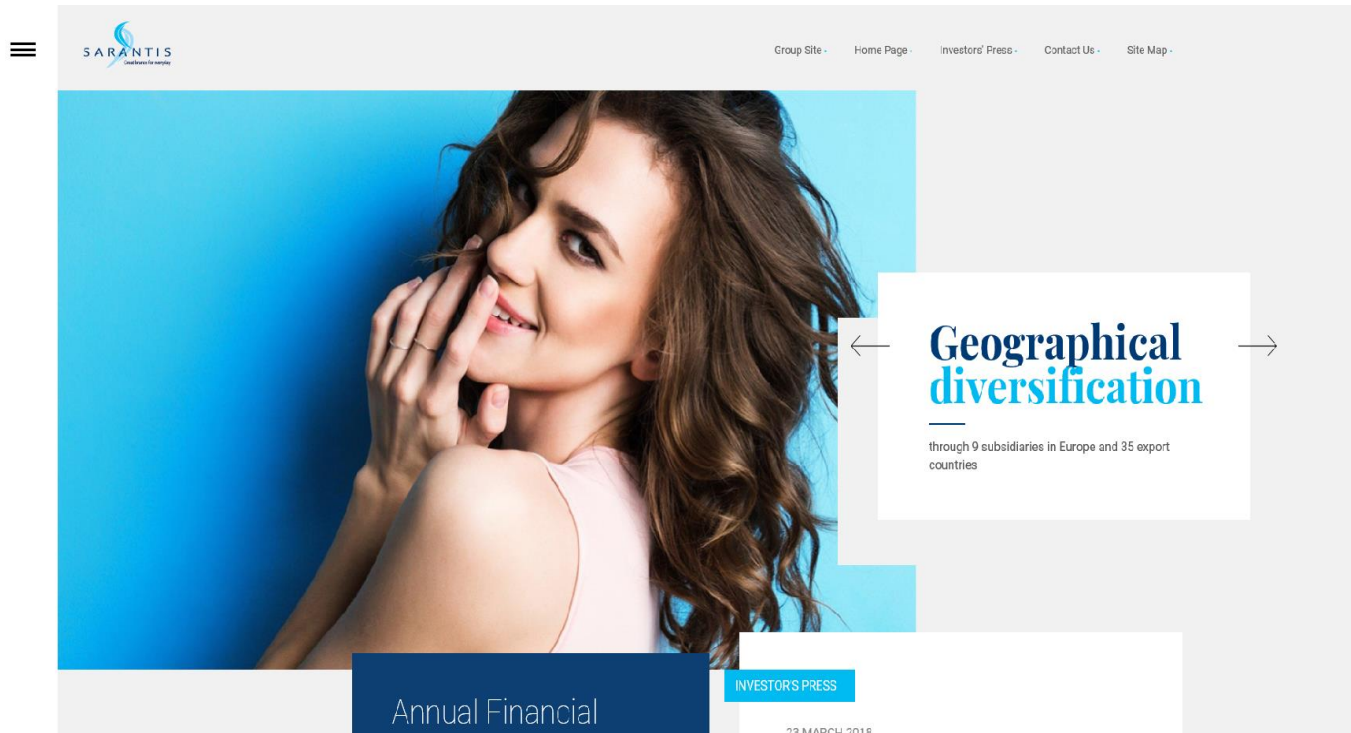
FY '18



- ✓ 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.

Our Investor Relation Web Page

For more information please visit our
Investor Relation Web Site



<http://ir.sarantis.gr>