

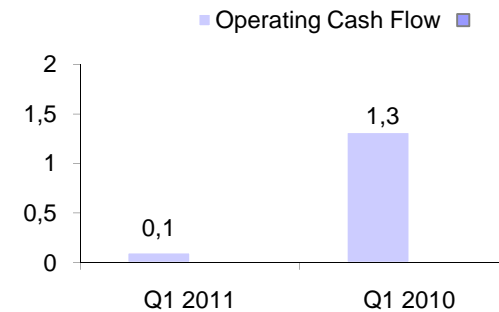
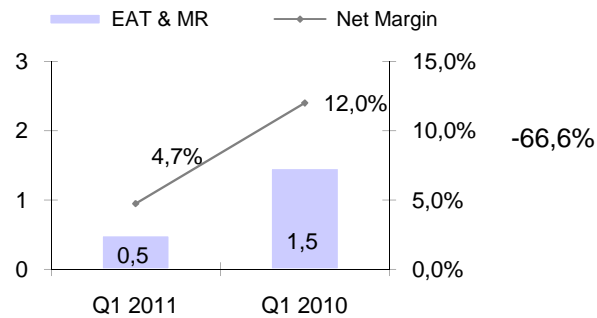
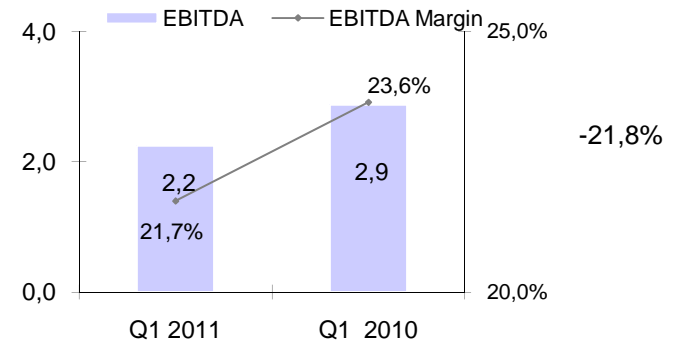
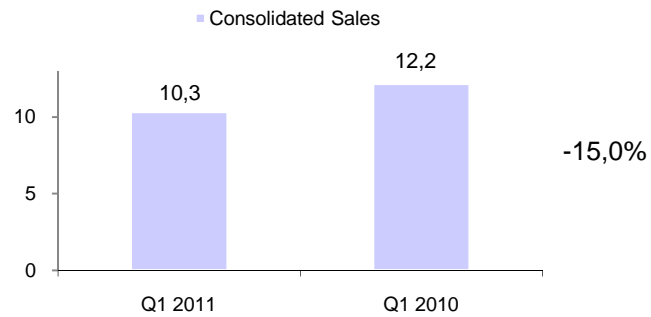
KORRES GROUP Q1 2011 FINANCIAL RESULTS

Conference Call



Group Q1 2011 Financial Results at a Glance

- **Sales** :-15,0%, to €10,3m from €12,2m in Q1 2010.
- **EBITDA**: -21,8%, to €2,2m from €2,9m in Q1 2010.
- **EAT &MR**: -66,6%, to €0,5m from €1,5m in Q1 2010.
- **Positive Operating Cash Flow**: to €0,1m from €1,3m in Q1 2010.



Group Q1 2011 P&L Highlights

- **-15,0% decrease in total revenues**, based mainly on the change in the consolidation way of Group's activity in US, as a result of the end of the transition period in accordance with the agreement with Johnson & Johnson and the beginning of the official period of having Johnson & Johnson marketing the KORRES brand in the territory as of Q2 2010, as has been initially expected.
- **-21,8% decrease in EBITDA**, due to an initial income of 0,9m euro, recognized by Korres Group in Q1 2010, related to the transfer of the KORRES brand use to J&J's subsidiaries for the sale and distribution of its products in South America. In the line of this particular agreement , royalties will be paid and incorporated in Group's earnings from Q2 2011 that the activity of Johnson & Johnson will start.
- **-66,6% decrease in EAT& MR**, as a result of the above impact recognized in Q1 2010, the increased depreciation expenses due to the capital expenditures realized by the Group in the previous year as well as the enhanced financial expenses.



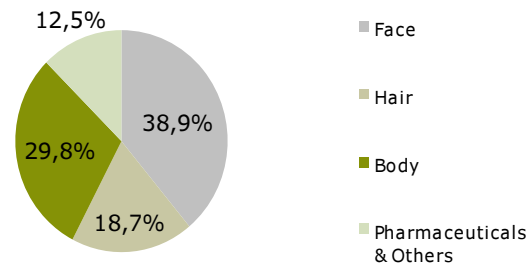
Q1 2011-BU Development



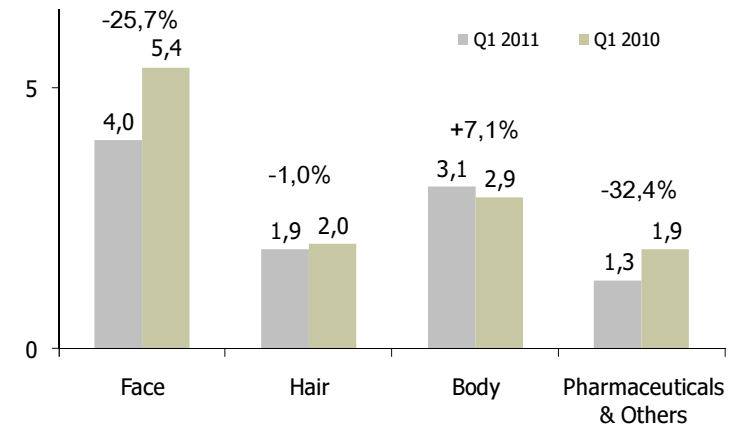
Q1 2011 Sales Growth by BU

- **Face products** : -25,7% decrease, mainly due to the change in the consolidation way of Group's activity in US, resulting from the completion of transition period as part of the agreement with Johnson & Johnson, to support its brand in US during this period.
- **Body products** : +7,1% increase, incorporating the positive effect of promo actions and the position of sun care products.
- **Hair products**: -1,0% decrease, coming from the exports while in Greece, there was a positive trend, confirming successfully the advertising actions on TV.
- **Pharmaceutical & others**: -32,5% decline, driven by the lower sales of the whole category.

Q1 2011 - SBU Turnover Breakdown



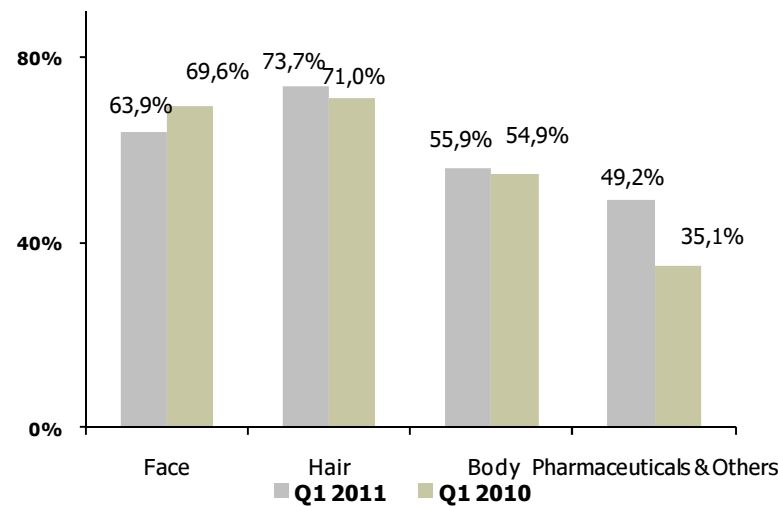
Consolidated SBU Turnover Analysis (€ mil.)



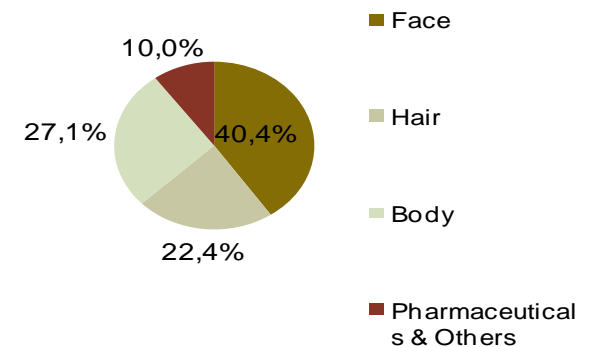
Q1 2011 Gross Profit Analysis

- Group's GM% increased by 0,6pp, reaching 61,5% in Q1 2011 from 60,9% in Q1 2010, due to the increased participation of Greek sales, that are operating at higher GM% than exports.
- The decline in Face GM% is driven by the change in the consolidation way of the Group's sales in the US, while the category in Greece continue to maintain its GM% level.
- Body care and Hair categories presented an increase in GM% due to the favorable product and country mix.

Consolidated SBU Gross Profit Analysis (€ mil.)



Q1 2011 - SBU GP Breakdown

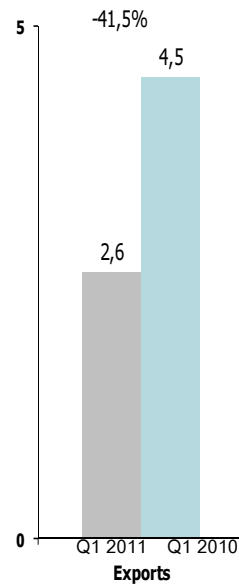
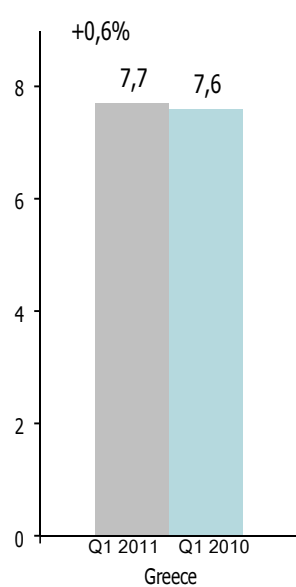


Q1 2011-International Sales Development

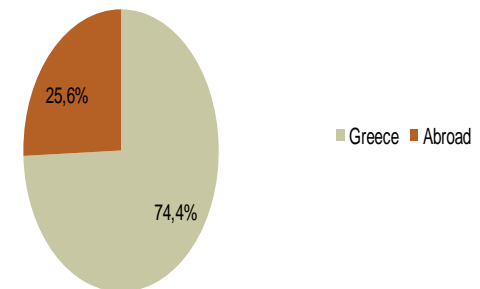


Q1 2011 Regional Analysis

- Greece, despite the aggravating circumstances of the pharmacy channel (strikes upon the measures of the Government) increased by 0,6% in Q1 2011, incorporating the impact of promo actions realized by the Group. Thus it increased its participation to the total sales to 74,4% in Q1 2011 from 62,8% in Q1 2010.
- Total Exports decreased by 41,5% due to the change in the consolidation way of the activity in US, reaching its participation to 25,6% of Q1 2011 total sales compared to 37,2% in Q1 2010.



Sales Q1 2011 breakdown by region



Group Q1 2011 Financial Position Highlights

<i>In m €</i>	Q1 2011	FY 2010
ST Debt	13,3	11,3
LT Debt	31,9	32,0
TOTAL Debt	45,2	43,3
Net Debt	39,8	38,7



Group Q1 2011 Cash Flow Highlights

<i>In m €</i>	Q1 2011	Q1 2010
Operating CF	0,1	1,3
Investment CF	-1,1	-1,2
Financing CF	1,8	-0,3
Net Change in Cash	0,7	-0,2
Cash and Cash Equivalents beginning of period	4,6	3,4
Cash and Cash Equivalents end of period	5,4	3,2



