

# **SARANTIS GROUP**

# Nine Months of 2016 trading update

# THE GROUP DELIVERS IMPRESSIVE RESULTS YET AGAIN SALES UP BY 20% EBIT INCREASED BY 42%

Sarantis Group continues to deliver outstanding results, maintaining the remarkable growth course marked so far, despite challenging markets.

The Group's nine months of 2016 financial figures reflect its growing presence in the market and its efficient business model that, together with its financial robustness and discipline, is able to bring further sustainable growth and value to its shareholders.

Sarantis Group Nine Months of 2016 turnover amounted to € 239.92 million versus € 200.17 million in the previous year's nine months, up by 19.86%.

Brand-supporting initiatives, the continuous renewal of the brand portfolio as well as the addition of new brands support further brand engagement across the Group's territory and drive growth.

Even excluding acquisitions the Group presented a significant growth of 12.85% compared to the respective period last year.

Impressive growth was observed both in Greece and in the foreign operations of the Group.

Greece, outpacing the market, exhibited a remarkable growth of 16.88%, settling at € 89.88 million, which corresponds to 37.46% of the total Group's turnover.

The foreign countries, which represent 62.54% of the Group's total turnover, increased by 21.72% to €150.04 million from € 123.27 million in the nine months of last year.

Sarantis Group recorded significant profitability growth, driven by the Group's ability to leverage the strong sales gains, exploit synergies and maintain its focus behind rationalizing and controlling operational expenses, better sourcing and improving further productivity.

# **Specifically the Reported Figures:**

- EBITDA was up by 37.61% to € 25.44 mil. from €18.49 mil. in 9M 2015, with an EBITDA margin of 10.60% from 9.23% in 9M 2015.
- Earnings Before Interest and Tax (EBIT) reached € 22.20 mil. increased by 41.76% versus €15.66 mil. and EBIT margin rose to 9.25% from 7.82% in 9M 2015.

The Group's growth so far has outpaced the market across all business units and geographies and is expected to continue growing faster than the industry, based on the efficiency of its business model, the disciplined resource allocation, and its proven ability to mitigate the headwinds brought by economic and political instability in and out of Greece.

As always the Group's efforts are focused on its basic strategic pillars of growth, that is, the renewal and enrichment of its brand portfolio in all the Group's countries and value adding acquisitions able to provide



high returns and synergies. The management will continue to execute its long-term plan with strategic investments in high potential, high return areas of the business.

In view of the Group's performance to date and the outlook for the balance of the year, the management reiterates its expectations for sales growth of 11.2% and earnings per share growth of 15% for the fiscal year of 2016.

It is noted that the Group will report the Full Year of 2016 Consolidated Financial Results together with the 2016 Annual Financial Report as per L. 3556/2007 and L. 4374/2016.

### Information

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# **Sarantis Group**

SARANTIS GROUP headquarters is based in Athens, Greece. Boasting a history of over 50 years our Group is one of the leading consumer product companies offering well recognized brand names in the categories of Fragrances & Cosmetics, Personal Care, Household Products and Health & Care Products.

We operate subsidiaries in nine European countries, namely Poland, Romania, Bulgaria, Serbia, Czech Republic, Hungary, F.Y.R.O.M., Bosnia and Portugal, and maintain a powerful distribution network in more than 35 countries, via direct exports, supplying the regions of Eastern and Central Europe, the Balkans, Middle East and North Africa.

The parent company GR. SARANTIS S.A. has been listed in the Athens Stock Exchange since 1994. Additionally, the company has established a joint venture with ESTEE LAUDER HELLAS for the exclusive distribution of ESTEE LAUDER products in Greece, Romania and Bulgaria.

Sarantis Group aims at being a leader in the manufacturing and distributing of consumer products. Our ambition is to present high-value, high quality everyday products and continue to grow in a socially responsible manner offering added value to our consumers, customers, suppliers, shareholders and employees.

For more information please visit our corporate website at: www.sarantisgroup.com