



Website:	<a href="http://www.krikri.gr">http://www.krikri.gr</a>
Bloomberg code:	KRI:GA
Reuters code:	KRIr.AT
ISIN code:	GRS469003024

## COMPANY PROFILE

Production of ice-cream, yogurt and fresh milk.

Kri Kri Milk Industry SA is a Greece-based company principally engaged in the production of ice cream, yogurt and fresh milk. Its products are distributed nationwide in Greece. Kri Kri, also, exports to countries of the European Union, the Balkans and Middle-East, too. The company's headquarters and main production plant are located in Serres, Greece. In addition, KRI-KRI has distribution facilities in Aspropyrgos, near to Athens.

## EXPORTS

Kri Kri exports ice-cream and yogurt to more than 15 countries, which consists a 23.59% share of annual turnover in 2016.

### OVERVIEW - TRADING DATA 1 Year (data of period 01/05/2016 - 30/04/2017)

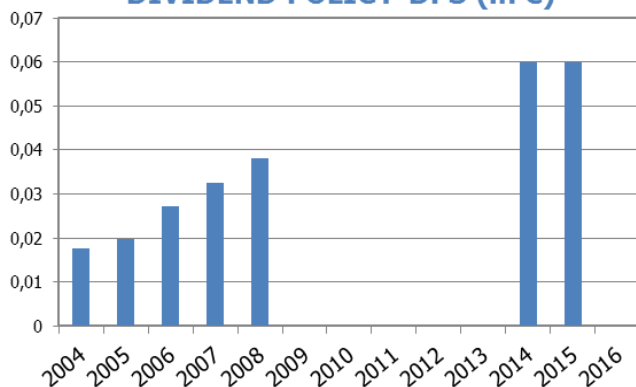
Symbol:	KRI		
Athex Market:	MAIN MARKET		
Market Cap (Mil. €): (28 April 2017)	69,4		
Shares Outstanding (number): (28 April 2017)	33.065.136		
Average Spread (%):	3,97%		
Market Liquidity (%):	0,401%		
Average Trading volume (no of shares):	1.652,1		
Total Value of transactions (€):	753.965		
Days to trade (1% of outstanding amount):	193,1		
Free Float (28 April 2017):	32,1%		
Turnover Velocity (F.F. Weighted):	2,2%		
<b>Historic Volatility</b>	<b>30 days</b>	<b>60 days</b>	<b>90 days</b>
(annualised %)	23,82%	21,92%	22,31%

## GROUP STRUCTURE

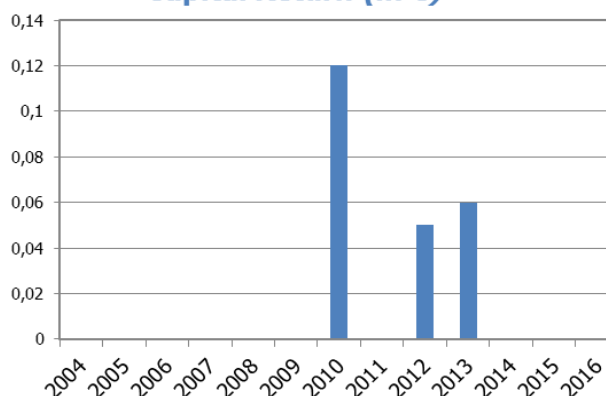
### KRI-KRI MILK INDUSTRY SA

KRI KRI BULGARIA AD (on liquidation state)	49,29%
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### DIVIDEND POLICY-DPS (in €)



### Capital Return (in €)

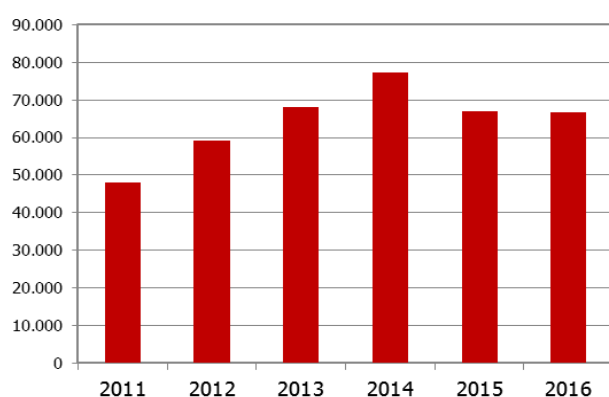


\* In the Annual General Meeting of Shareholders on June 27th 2017 will be proposed dividend for FY 2016.  
(Ex-dividend date: August 17th 2017)

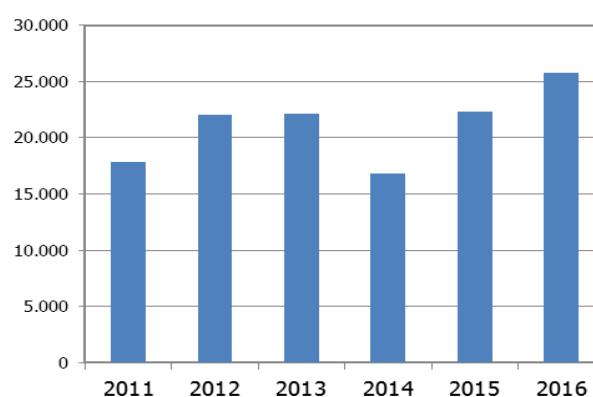
## COMPANY'S PERFORMANCE

<b>FINANCIAL OVERVIEW (consolidated)</b> <b>(in € 000)</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Sales	47.907	59.299	68.129	77.150	66.951	66.570
Gross profit	17.893	22.012	22.103	16.829	22.371	25.744
EBIT	2.812	5.952	5.341	4.561	4.865	8.873
EBITDA	5.170	7.798	7.568	6.192	7.311	10.990
Earnings before tax	2.350	5.967	5.337	4.657	4.295	8.162
Earnings after tax	2.035	5.360	5.118	3.571	3.843	6.236
E.P.S.	0,07	0,16	0,15	0,11	0,12	0,19
Total equity	29.115	32.588	35.496	39.057	40.939	45.191
ROE	6,99%	16,45%	14,42%	9,14%	9,39%	13,80%
Debt Ratio	-0,35	-0,56	-0,57	0,98	0,78	0,20

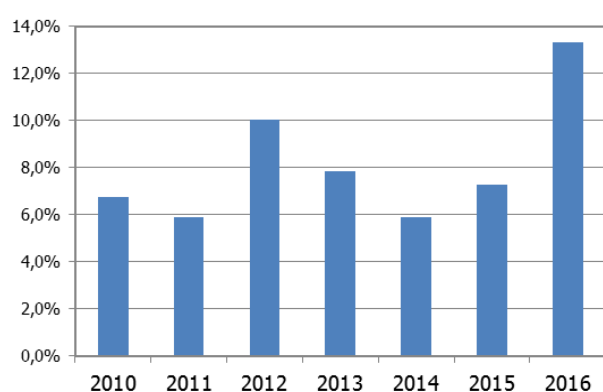
**Revenues (in € 000)**



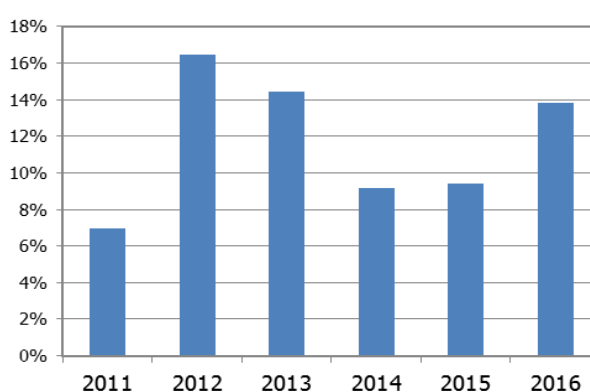
**Gross profit (in € 000)**



**Operating Margin**



**ROE**



<b>MAJOR SHAREHOLDERS (&gt;5%)</b>	
<b>Name</b>	<b>%</b>
TSINABOS PANAGIOTIS	29,51%
OIKONOMOU ATHANASIA	13,36%
TSINABOS SPYRIDON & TSINABOU EVAGGELIA & TSINABOU CHARIKLEIA & TSINABOU SEVASTI (Joint Account)	12,10%
TSINABOU EVAGGELIA	6,50%
TSINABOU CHARIKLEIA	6,42%
<b>Total</b>	<b>67,89%</b>

<b>BOARD OF DIRECTORS</b>	
<b>Name</b>	<b>Qualification</b>
TSINAVOS G PANAGIOTIS	PRESIDENT/CEO/EXECUTIVE MEMBER
KOTSABASIS I GEORGIOS	VICE PRESIDENT/EXECUTIVE MEMBER
KAMARINOPOULOS K. PANAGIOTIS	INDEPENDENT NON EXECUTIVE MEMBER
KYRIAKIDIS ANASTASIOS	INDEPENDENT NON EXECUTIVE MEMBER
XENTES K TEODOROS	INDEPENDENT NON EXECUTIVE MEMBER

## MANAGEMENT TEAM PROFILE

**Mr. Tsinavos Panagiotis (President and CEO)** is Executive Chairman of the Board and Managing Director of KRI-KRI SA. He is a graduate of the Chemical Department of the Aristotle University of Thessaloniki, and also holds a postgraduate degree in Milk Technology from the University of Milan. He has received several distinctions and awards for his entrepreneurial activities, including the “Dynamically growing entrepreneur” award in 2011 from the Ernst & Young’s “World Entrepreneur Of The Year» competition.

**Mr. Kotsampasis Georgios (Vice President and Production Director)** was appointed Production Director at KRI-KRI S.A. on 1994. He is a graduate of the Chemical Engineering Department of the University of Bologna. Prior to KRI-KRI, he has served in managerial positions in many Greek manufacturing companies.

**Mr. Aslanidis Andreas (Commercial Director)** was born in Athens, Greece in 1967. He is a graduate of Business Administration of Athens Economics University (ASOEE) and holds an MBA from Cardiff University, Wales. He has more than 25 years of professional experience in several sales and marketing positions in the FMCG sector. For 17 years he was a member of the BoD of the Greek subsidiary of a large multinational group.

**Mr. Sarmadakis Konstantinos (Finance Director and Investors Relations Officer)** was appointed Finance Director on June 2009. From 2004 to 2009 he worked for KRI-KRI serving as Internal Auditor. He is a graduate of the Department of Economics of the University of Macedonia, Thessaloniki, and also holds a postgraduate degree MSc in Financial Economics from the University of Wales, Cardiff.

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