

PRESS RELEASE

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TURNOVER ANNOUNCEMENT FOR THE YEAR 2025

STRONG DOUBLE-DIGIT SALES GROWTH +21% COMPARED TO 2024

Papoutsanis S.A., a Greek leading soap and liquid cosmetics manufacturer and one of the largest producers in the sector in Europe, announces its turnover for the year 2025.

The Company's turnover amounted to **€79.9 million**, compared to **€66.2 million in 2024**, marking an **increase of 21%**. Exports continued to be a key driver of growth, accounting for **55% of total turnover**.

In terms of the contribution of the Company's four business segments, the breakdown of revenue for 2025 was the following:

- **32%** from sales of branded products in Greece and abroad,
- **13%** from sales to the hotel market,
- **42%** from production for third parties,
- **13%** from industrial sales of specialty soap bases.

The strong growth in the Company's turnover is attributed to both the expansion of existing partnerships and the development of important new ones, as well as to the further strengthening of branded products, with targeted expansion into new categories and channels in the domestic and international markets.

OVERVIEW BY BUSINESS SEGMENT

BRANDED PRODUCTS: The branded products category recorded strong growth of 31% compared to 2024, reflecting the dynamic expansion of the product portfolio and the Company's successful entry into new home care categories.

In particular, sales in the Home Care categories doubled in 2025, thanks to the positive response of consumers to Papoutsanis' innovative products. At the same time, traditional Personal Care categories continued their upward trend, recording a 7% increase in 2025 compared to 2024.

HOTEL PRODUCTS: In 2025, the hotel products category was 7% lower overall compared to 2024.

It is worth noting that Papoutsanis branded hotel products continued their positive performance, recording a 15% increase, with sales strengthening both in the domestic market (+14%) and abroad (+19%). The overall picture for the category was mainly affected by reduced activity in the production of hotel products for third parties, as a result of changes in the product portfolio of specific customers.

THIRD-PARTY PRODUCTION (INDUSTRIAL SALES, PRIVATE LABEL): Sales in this category recorded impressive growth of +38% compared to 2024, driven by the expansion of existing partnerships and the addition of new customers, confirming Papoutsanis' role as a reliable international manufacturing partner.

INDUSTRIAL SALES of SOAP BASES: Industrial soap bases sales decreased by 7%, mainly due to a different product mix. On a volume basis, soap base sales grew by 7% in volume. At the same time, new commercial partnerships are underway, which are expected to further strengthen the performance of this sector in the coming period.

BUSINESS OUTLOOK

For 2026, Papoutsanis' management estimates that the Company will continue to record **double-digit growth in turnover and further improvement in overall profitability**, based on:

- new partnerships and further development of existing ones,
- continued strengthening of branded products, as well as
- developments in the European bar soap production map, with the reduction of production facilities, which creates opportunities and has already led to new partnerships in Papoutsanis in the categories of industrial sales and soap bases.

For 2026, in the branded products sector, a change in the way commercial cooperation discounts are given to selected retail customers should also be highlighted. The agreed discount percentage will be applied by issuing a credit note to the customer rather than by receiving an invoice, as was the case until 2025. This change will affect sales in accounting terms, but with a corresponding reduction in distribution costs, without any impact to the Company's final overall profitability.

In 2025, the Company significantly strengthened its liquidity, improving its operating cash flow by **€5.4 million** and reducing net bank debt by **€3 million** (nine-month figures for 2025).

Given the positive performance of the Company's cash flow indicators and the outlook for 2026, the Board of Directors will propose to the General Meeting the distribution of **a total dividend of 9 cents per share**. This amount includes the interim dividend for the 2025 fiscal year of 4 cents per share, paid in October 2025, as well as the remaining 5 cents per share to be paid.

In addition, in line with its usual practice, the Company intends to proceed with **the distribution of an interim dividend for the 2026 financial year** within 2026.