

SARANTIS GROUP
CONSOLIDATED FINANCIAL RESULTS FY 2016

18% sales growth, 24% Net Income increase, healthy balance sheet, free cashflow generation.

Highlights: FY 2016

- The total Group turnover was up by 18.03% compared to the previous year driven by both the foreign countries and Greece, which outperformed the market.
- EBITDA was up by 20.66% at €35.92 mil. in FY 2016 from € 29.77 mil. in FY 2015 and EBITDA margin stood at 10.92% from 10.68% in FY 2015.
- EBIT increased by 21.03% to €31.52 mil. from €26.04 mil. in FY 2015, with the EBIT margin at 9.58% from 9.34%.
- Net Profit was up by 23.95% to €24.52 mil. with the respective margin at 7.45%.
- The Group's foreign countries maintain their high participation in the consolidated Group sales. Their participation stands at 64%.
- The participation of own brands to the Group's turnover stands at 71%.
- Healthy balance sheet, efficient working capital management, maintenance of net cash position.

<i>P&L (€ mil.)</i>	<i>FY '16</i>	<i>%</i>	<i>FY '15</i>
Turnover	329.02	18.03%	278.76
Gross Profit	152.63	15.20%	132.50
Gross Profit Margin	46.39%		47.53%
EBITDA	35.92	20.66%	29.77
EBITDA Margin	10.92%		10.68%
EBIT	31.52	21.03%	26.04
EBIT Margin	9.58%		9.34%
EBT	28.84	19.35%	24.16
EBT Margin	8.76%		8.67%
Tax	4.17	-4.89%	4.38
Profit After Tax	24.67	24.71%	19.78
Profit After Tax Margin	7.50%		7.10%
Minorities	0.15		0.00
Net Profit	24.52	23.95%	19.78
Net Profit Margin	7.45%		7.10%
EPS	0.7049	23.91%	0.5689

Further information at: <http://ir.sarantis.gr/>

The financial results of FY 2016 will be presented in a conference call on March 22nd 2017 at **17.00**, local time (GMT+2). Telephone number: 211 – 180 2000.

FY '16 CONSOLIDATED FINANCIAL RESULTS

Turnover

The consolidated turnover amounted to €329.02 mil. from €278.76 mil. in 2015, up by 18.03%, supported by growth across the Group's territory. Brand-supporting initiatives, the continuous renewal of the brand portfolio as well as the addition of new brands support further brand engagement and drive growth. The foreign markets exhibited an increase of 18.76% and the Greek market, despite the negative economic environment, was up by 16.77% in FY 2016, performing significantly better than the market.

On a like-for like basis (excluding AVA in Greece and Polipak), Greek sales were up by 14.50% and foreign markets sales increased by 9.9%.

Group like-for-like sales were up by 11.59% during the year.

Gross Profit

The Group's Gross Profit stood at €152.63 mil. during FY 2016 from €132.50 last year, up by 15.20%. The Group's Gross Profit margin during FY 2016 stood at 46.39% from 47.53% in the previous year.

The decrease in the Gross profit margin is mainly a result of the inclusion of Polipak's business in the Group, excluding which the Group's gross profit margin would stand at 48.15%.

The double digit growth in sales combined with continued financial discipline and focus behind better sourcing, value adding innovations, productivity driven cost savings and the utilization of synergies, resulted in a double-digit earnings per share growth and improvement in all profitability margins.

Specifically:

- **EBITDA** was up by 20.66% to € 35.92 mil. from €29.77 mil, with an EBITDA margin of 10.92% from 10.68% in FY 2015.
- **EBIT** reached € 31.52 mil. Increased by 21.03% versus €26.04 mil. and EBIT margin rose at 9.58% from 9.34% in FY 2015.
- **EBT** settled at €28.84 mil. from €24.16 mil. in FY 2015 up by 19.35% with the EBT margin reaching 8.76% from 8.67% last year.
- **Net Profit** increased by 23.95% to €24.52 mil. from €19.78 mil. in the previous year, while Net Profit margin reached 7.45% from 7.10% in FY 2015.
- **EPS** settled at €0.7049 from €0.5689 in FY 2015.

FY '16 CONSOLIDATED BALANCE SHEET / CASHFLOW

Sarantis Group exhibits an exceptionally healthy financial position and capital structure that allows for investing behind initiatives to accelerate growth and returning value to its shareholders.

At the end of April 2016 the Group paid a dividend for FY 2015 of approximately €5.5 mil. (0.16 euro per share).

As of the end of FY 2016 the Group maintains a net cash position of €7.05 mil.

Regarding working capital management, the Group's operating working capital settled at €88.75 mil. in FY 2016 compared to €79.21 mil. in FY 2015, while operating working capital requirements over sales settled at 26.97% in FY 2016 versus 28.42% in FY 2015.

The improvement is driven by improved receivables days as well as the efficient inventory management despite the Group's growth and the continuous product additions in the Group's portfolio.

ASSETS	FY '16	%	FY '15
Tangible fixed assets	38.33	12.85%	33.97
Investments in property	0.54	-0.30%	0.54
Intangible Assets	34.02	-0.30%	34.12
Goodwill	7.45	-1.20%	7.54
Investments	10.40	18.66%	8.76
Financial assets available for sale	0.70	-22.88%	0.91
Other Long Term Assets	0.27	-22.10%	0.34
Deffered Tax	0.83	39.11%	0.59
Total Non Current Assets	92.52	6.63%	86.77
Inventories	60.71	13.26%	53.60
Trade Receivables	78.76	3.43%	76.14
Other Receivables	7.70	6.53%	7.23
Financial assets availabe at fair value through P&L	6.17	-12.04%	7.02
Cash & Banks	34.85	4.25%	33.43
Other Short Term Receivables	2.04	15.56%	1.76
Total Current Assets	190.23	6.16%	179.19
Total Assets	282.76	6.31%	265.96
SHAREHOLDER'S EQUITY & LIABILITIES			
L-T Bank Loans	28.44	-11.50%	32.14
Deferred Tax Liabilities	2.00	7.42%	1.87
Retirement Benefit Obligations & Other Provisions	1.93	-29.86%	2.75
Total Non Current Liabilities	32.38	-11.92%	36.76
Trade Creditors	50.72	0.37%	50.53
Other Liabilities	4.91	3.78%	4.73
Income Taxes and other Taxes Payable	2.63	7.26%	2.45
S-T Bank Loans	6.24	209.12%	2.02
Other Short Term Liabilities	1.85	-10.45%	2.06
Total Current Liabilities	66.35	7.37%	61.80
Share Capital	53.91	0.03%	53.90
Share Premium	39.37	0.01%	39.37
Other Reserves	14.60	8.29%	13.48
Minority Interest	1.07	6.37%	1.01
Retained Earnings	75.08	25.85%	59.66
Amount allocated for share capital increase	0.00		0.00
Shareholders Equity	184.03	9.93%	167.41
Total Liabilities & Equity	282.76	6.31%	265.96
CASH FLOWS (€ mil.)			
	FY '16		FY' 15
Operating Activities	10.24		12.04
Investment Activities	-3.67		-7.73
Financial Activities	-5.24		9.63
Cash generated	1.33		13.93
Cash & Cash equivalents. beginning	33.43		19.48
Effect of foreign exchange differences on Cash	0.09		0.03
Cash & Cash equivalents. end	34.85		33.43

CONSOLIDATED SBU ANALYSIS

FY '16 Turnover Breakdown per Business Activity

<i>SBU Turnover (€ mil)</i>		<i>FY '16</i>	<i>%</i>	<i>FY '15</i>
Cosmetics		155.64	15.74%	134.48
	% of Total	47.30%		48.24%
	Own	102.86	9.01%	94.36
	% of SBU	66.09%		70.17%
	Distributed	52.78	31.56%	40.12
	% of SBU	33.91%		29.83%
Household Products		117.87	3.74%	113.61
	% of Total	35.82%		40.76%
	Own	113.67	4.95%	108.31
	% of SBU	96.44%		95.33%
	Distributed	4.20	-20.82%	5.30
	% of SBU	3.56%		4.67%
Private Label		15.62	0.00%	0.00
	% of Total	4.75%		0.00%
Other Sales		39.90	30.08%	30.67
	% of Total	12.13%		11.00%
	Health Care Products	10.27	10.96%	9.26
	% of SBU	25.75%		30.19%
	Selective	29.62	38.34%	21.41
	% of SBU	74.25%		69.81%
Total Turnover		329.02	18.03%	278.76

During H1 2016 total Group sales were up by 18.03% supported by growth in all the Group's business categories.

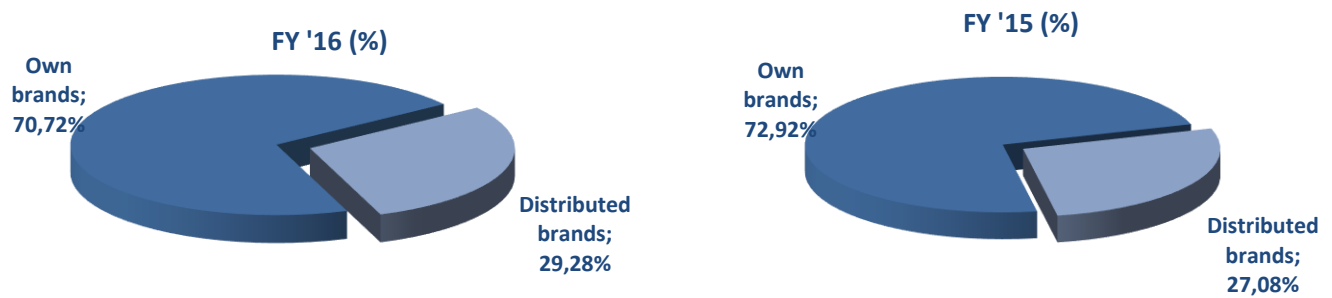
Cosmetics sales were up by 15.74% yoy to €155.64 mil. in FY 2016 from €134.48 mil. in FY 2015, supported by both the own brands portfolio as well as the distributed brands subcategory. Cosmetics participation to total Group turnover at 47.30%.

Sales of **Household Products** increased by 3.74% amounting to €117.87 million from €113.61 million in the previous year, partly supported by growth in the own brands subcategory, which was partly attributed to the addition of AVA (acquisition in Greece). The category's participation to total Group turnover amounted to 35.82%.

The newly included category "**Private Label**" represents sales of Polipak, the Polish packaging products company acquired in December of 2015, which specializes on the production of private label garbage bags.

The category of **Other Sales** increased by 30.08% mainly driven by the positive performance of the Luxury Cosmetics subcategory.

Own versus Distributed Activity Turnover Breakdown



During FY 2016, consolidated revenues of **own** brands (cosmetics, household products and private label) amounted to €232.70 million compared to €203.27 million in the previous year, up by 14.48%. Furthermore, their contribution to the total group turnover stood at 70.72% from 72.92% in last year.

Consolidated revenues of **distributed** brands during FY 2016 amounted to €96.32 million, from €75.49 million in FY '15, up by 27.59%. Their participation to the total group sales settled at 29.28% from 27.08%.

FY '16 EBIT SBU Breakdown per Business Activity

<i>SBU EBIT (€ mil)</i>		FY '16	%	FY '15
Cosmetics		9.48	15.20%	8.23
	Margin	6.09%		6.12%
	% of EBIT	30.08%		31.61%
	Own	7.79	7.77%	7.23
	Margin	7.57%		7.66%
	% of EBIT	24.71%		27.75%
	Distributed	1.69	68.70%	1.00
	Margin	3.21%		2.50%
	% of EBIT	5.37%		3.85%
Household Products		11.33	22.60%	9.24
	Margin	9.62%		8.14%
	% of EBIT	35.96%		35.50%
	Own	11.27	23.30%	9.14
	Margin	9.91%		8.44%
	% of EBIT	35.74%		35.08%
	Distributed	0.07	-37.34%	0.11
	Margin	1.61%		2.03%
	% of EBIT	0.21%		0.41%
Private Label		0.33	0.00%	0.00
	Margin	2.12%		0.00%
	% of EBIT	1.05%		0.00%
Other Sales		3.07	24.18%	2.47
	Margin	7.68%		8.05%
	% of EBIT	9.72%		9.48%
	Health Care Products	1.13	6.42%	1.07
	Margin	11.03%		11.50%
	% of EBIT	3.60%		4.09%
	Selective	1.93	37.67%	1.40
	Margin	6.52%		6.55%
	% of EBIT	6.13%		5.39%
Income from Associated Companies		7.31	19.82%	6.10
	% of EBIT	23.19%		23.42%
Total EBIT		31.52	21.03%	26.04
	Margin	9.58%		9.34%

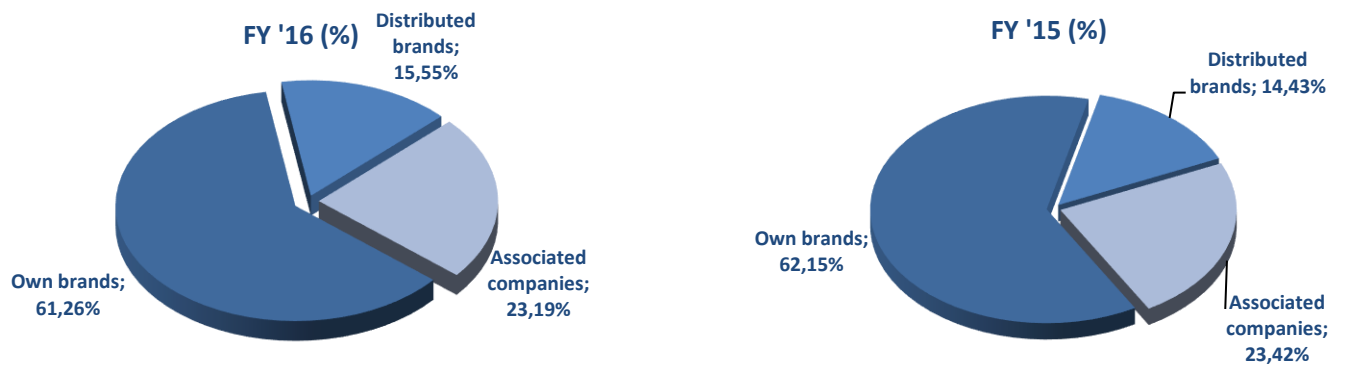
The Group's EBIT benefited by increased sales, operational leverage and synergies.

Cosmetics EBIT increased by 15.20% in FY 2016 to €9.48 million from €8.23 million in the previous year, driven by both the own Cosmetics subcategory and the distributed brands subcategory. The margin of Cosmetics increased at 6.09% in FY 2016 from 6.12% in the previous year.

The EBIT of **Household Products** posted an increase of 22.60% during FY 2016 to €11.33 million from €9.24 million in FY 2015, driven by the own brands performance. The EBIT margin of the household products stood at 9.62% during FY 2016 from 8.14% in FY 2015 and their participation to total Group EBIT settled at 35.96% in FY 2016.

The income from **Associated Companies** includes income of €-0.12 mil. from the company Thrace Sarantis.

Own vs Distributed EBIT Breakdown



The **Own brands** portfolio, generated income of €19.31 million in FY 2016 versus €16.19 million in FY 2015, up by 19.29%. The contribution of **own brands** (cosmetics, household products and private label) to the total EBIT during FY 2016 stood at 61.26%.

The EBIT of **distributed brands** during FY 2016 amounted to €4.90 million, from €3.76 million in FY 2015. In addition, income from Associated Companies presented income of €7.31 million, up by 19.82%, corresponding to 23.19% of the Group's EBIT.

CONSOLIDATED REGIONAL ANALYSIS

FY '16 Turnover Breakdown per Geographic Market

<i>Country Turnover (€ mil)</i>	<i>FY '16</i>	<i>%</i>	<i>FY '15</i>
Greece	119.76	16.77%	102.56
% of Total Turnover	36.40%		36.79%
Poland	63.00	-1.39%	63.89
Poland - Polipak	15.62		
Romania	56.30	24.89%	45.08
Bulgaria	14.48	11.26%	13.01
Serbia	16.85	4.33%	16.15
Czech Republic	21.62	12.56%	19.21
Hungary	11.88	5.82%	11.22
FYROM	4.09	33.81%	3.06
Bosnia	2.76	22.85%	2.24
Portugal	2.67	14.27%	2.34
Foreign Countries Subtotal	209.26	18.76%	176.20
% of Total Turnover	63.60%		63.21%
Total Turnover	329.02	18.03%	278.76

The Group's consolidated turnover presented an increase of 18.03% versus last year, supported by the positive performance of both the Foreign Countries and the Greek market.

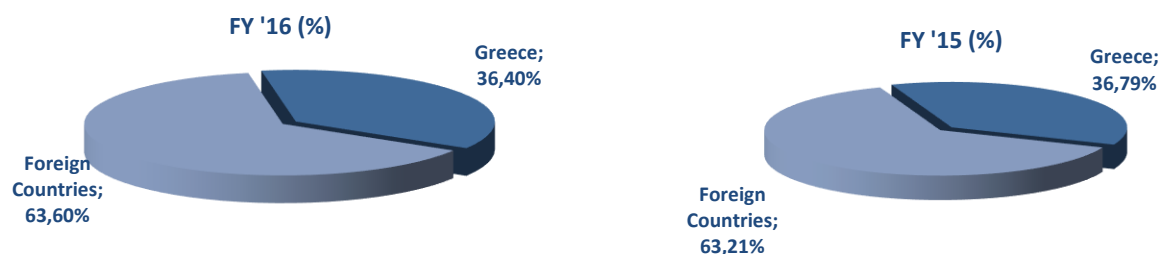
Despite the turbulent macroeconomic environment, Greece, exhibited a sales increase of 16.77% performing better than the total retail market. Greek sales were supported further by the acquisition of AVA, which started contributed to Greek sales in May of 2015. Excluding AVA, Greek sales like-for-like growth is 14.50%.

The foreign markets of the Group showed a turnover increase of 18.76% yoy to €209.26 million from €176.20 mil in FY 2015. The foreign countries presented an average sales growth in local currencies of 21.11%, while the average effect of the currencies devaluation was 2.35%.

Moreover, foreign countries sales include €15.62 million sales from Polipak, the Polish packaging products company that specializes on the production of private label garbage bags.

Excluding Polipak's contribution, foreign countries like-for-like growth is 9.90%.

Greek and Foreign Countries Turnover breakdown Analysis



During FY 2016 the foreign countries' contribution into the Group's sales stood at 63.60%, from 63.21% in FY 2015.

FY '16 EBIT Breakdown per Geographic Market

<i>Country EBIT (€ mil)</i>	<i>FY '16</i>	<i>%</i>	<i>FY '15</i>
Greece	18.68	20.07%	15.56
% of Total Ebit	59.28%		59.75%
Poland	3.17	11.17%	2.85
Poland-Polipak	0.33	0.00%	0.00
Romania	4.06	14.79%	3.54
Bulgaria	1.68	37.11%	1.23
Serbia	1.62	1.60%	1.60
Czech Republic	1.32	19.44%	1.11
Hungary	0.14	213.34%	-0.12
FYROM	0.65	31.64%	0.50
Bosnia	-0.07	38.41%	-0.11
Portugal	-0.07	24.28%	-0.09
Foreign Countries Subtotal	12.84	22.45%	10.48
% of Total Ebit	40.72%		40.25%
Total EBIT	31.52	21.03%	26.04

The **Greek** EBIT during FY 2016 increased by 20.07% to €18.68 mil., from €15.56 mil. in FY 2015.

Excluding the income from Associated companies, Greek EBIT during FY 2016 amounted to €11.38 mil. increased by 20.24% compared to €9.46 mil. in last year.

Greek EBIT margin, excluding income from Associated Companies, stood at 9.50% during FY 2016 from 9.23% in FY 2015.

The **foreign countries** posted an increase in EBIT of 22.45% during FY 2016, amounting to €12.84 mil., from 10.48 mil. The foreign countries EBIT margin rose at 6.13% from 5.95% in the previous year.

NEWS FLOW UP TO THE RELEASE DATE OF THE FY 2016 CONSOLIDATED FINANCIAL RESULTS

- Sarantis Group annual corporate presentation for analysts was realized on March 16th 2016 describing the management's strategy and estimates for 2016. Specifically, according to the Management's estimates, turnover will reach €310 mil. by the end of 2016 vs €278.76 mil in 2015. EBITDA is expected to increase to €35.96 mil. in 2016 from €29.77 mil. in 2015. EBIT is estimated to reach €31.40 mil. in 2016 from €26.04 mil. in 2015, while EBT is expected to reach €28.40 mil. in 2016 from €24.16 mil in 2015. Finally, Net Profit is expected to settle at €22.76 mil. in 2016, from €19.78 mil. in 2015.
- Following the General Shareholders Meeting resolution dated April 15th 2016, the company GR. SARANTIS S.A. proceeded to the distribution of a dividend payment for the fiscal year 2015 amounting to 0.16 euro per share. The aforementioned dividend amount was subject to a 10% withholding tax and therefore shareholders received a net amount of 0.1440 euro per share. The dividend payment took place on April 27th 2016 via the National Bank of Greece through the authorized operators of the beneficiary shareholders registered with the D.S.S.
- The Company's Extraordinary General Shareholders' Meeting dated June 9th 2016 approved the purchase through the Athens Exchange according to the provisions of article 16 of PL 2190/1920 of up to 10% of the company's shares (the 10% currently represents 3,477,098 shares), including the 437,549 shares already acquired by the company based on the resolutions of the General Shareholders Meeting of 26/06/2014.
The maximum buy back price was set at fifteen euros (15.00 €) per share and the lowest at one euro and fifty five cents (1.55 €) and the time limit for acquiring own shares was set to twenty four months from the date of the General Meeting, that is until June 09th 2018.
The purpose of the program is to serve the objectives and uses permitted by law from time to time, which today include share capital reduction, settlement of obligations arising by convertible securities or employee stock options as well as the purposes of future acquisition of another company's shares.
Finally, the Board of Directors was authorized to act accordingly for the completion of the buyback program.
- According to the provisions of the article 17 of the Regulation (EU) No 596/2014 of the European Parliament and of the Council, as well as the article 4.1.3.1 of the Athens Exchange Regulation, the company GR. SARANTIS CYPRUS LTD". proceeded on March 6th 2017 to the sale of thirteen thousand six hundred and twenty five (13,625) common registered shares of the Societe Anonyme under the name "THRACE SARANTIS INDUSTRIAL & COMMERCIAL SOCIETE ANONYME" with the distinctive title "THRACE SARANTIS S.A.". The shares correspond to the 50% of the paid-in share capital of "THRACE SARANTIS S.A." and were sold for one million (1,000,000) Euros. Following this transaction, GR. SARANTIS S.A. has no participation in the company «THRACE SARANTIS S.A.».

OBJECTIVES AND PROSPECTS

FY 2016 financial results were marked again by significant progress in all business units and geographic regions despite challenging markets.

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.

Our priorities remain driving over-market volume growth, increasing our profitability margins and generating additional free cashflow. Armed with a strong brand portfolio, well targeted new product launches and marketing support initiatives, we have laid a strong basis for further future growth, balancing operational costs while at the same time investing behind value adding innovations and cost-saving initiatives.

Looking forward to 2017 and beyond, while the challenges remain, the Group is moving in the right direction, positioned to gain further market share, identify areas that can benefit the Group further and exploit growth opportunities.

Consistent with its yearly schedule, the Sarantis Group management will publish its FY 2017 guidance on Wednesday, March 29th 2017 during the Group's annual presentation at the Hellenic Fund and Asset Management Association.

Moreover, the Board of Directors of the Company will propose during the Annual Shareholders Meeting a dividend of 0.1750 euro per share, reflecting the managements' confidence in the Group's future.