



# Sarantis Group

## FY 2019

### Financial Results Highlights

In 2019 the Group delivered its **best Net Income margin in the decade** reaching 10.3%. It was another year of **significant earnings growth, positive sales momentum and strong free cashflow generation**, resulting from the successful execution of the Group's strategy.

#### Our business model delivers sustainable profitable growth through focus on:

Driving top-line growth

Profitability increase and margin expansion

Disciplined cash management

Reinvesting the free cash flow

*Accelerating sales in Greece and positive performance in the Foreign Countries.*

Group sales  
€ 370 mil.  
+7.6%



Greece  
+8.1%

Foreign Countries  
+7.3%



+7%



Own brands

+10%



Distributed brands



*Backed by purposeful product development, commercial excellence and effective activation plans across the Group's distribution channels, further supported by new businesses and acquisitions.*

€54.75 mil.  
EBITDA  
+16.5%



€45.5 mil.  
EBT  
+17.2%



€38 mil.  
Net Income  
+17%



A 10-yr record in  
Net Income  
margin at 10.3%



*The emphasis behind balanced costs and improvement of the production efficiency have led to profitability improvement and margin expansion.*

Free cashflow  
€ 19 mil.

Net debt  
€8.45mil.

Dividend payout  
31%

*The strong cash generated by the business is invested behind initiatives to accelerate growth and to return value to its shareholders.*

Confident in our ability to leverage our assets we believe we will continue to deliver top line growth, increased profitability margins and additional free cashflow, while implementing our strategic plan and returning value to our shareholders.

Please visit <http://ir.sarantis.gr/> for the full set of Sarantis Group FY 2019 financial results

