

PRESS RELEASE

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Papoutsanis:

On a steady growth path with a target of € 100 million by 2028

Presentation to the Association of Institutional Investors

Papoutsanis, a leading Greek industry and one of the largest producers of soaps and liquid cosmetics in Europe, welcomed on June 4, institutional investors, analysts and journalists at the Athens Stock Exchange, presenting its strategy for sustainable growth and its prospects in the medium term.

The company's management highlighted the strong financial results, the continuous strengthening of profitability indicators and the steady implementation of the strategy leading to sustainable growth:

- **Doubling of turnover per five years:** From €15.5 million in 2015, with a forecast to exceed €100 million in 2028.
- **Strengthening profitability over time,** through targeted growth in four key pillars and actions that increase efficiency and margins.
- **Strong start for 2025:** +21% increase in turnover for Q1 and significant improvement in net profitability compared to the corresponding quarter of 2024.

The presentation highlighted the characteristics that make Papoutsanis unique in the Greek and European market:

- **The largest soap factory in Europe,** with a production capacity of 900 soaps per minute and a total production capacity of 400,000 tons per year - equivalent to the soap consumption of the Greek market for over 20 years.
- **The fastest growing player** in the categories in which it operates in organised retail in Greece, with a doubling of its value share in the personal care sector over the last five years and simultaneous dynamic entry into new markets.
- **Innovative producer of hotel cosmetics** with a strong presence in the domestic market and a network of partners in 35 countries.
- **Reliable and innovative partner of large multinationals (B2B),** with long-term cooperations for more than ten years.



During the presentation, the company outlined the strategic axes and priorities that will lead it to its target of €100 million turnover by 2028. With consistency, commitment to innovation and strategic expansion in high-potential markets, Papoutsanis is developing a modern business model based on four distinct and complementary pillars.

Papoutsanis continues to strengthen its international presence, taking advantage of the opportunities that arise in a constantly changing and often volatile global environment, while at the same time dealing effectively with challenges - the most recent example being the import duties in the US market.

At the same time, the transformation of Papoutsanis is in full swing, with investment in:

- the development of human resources,
- the optimisation of internal processes,
- the integration of digital technologies,
- the enhancement of efficiency, flexibility and competitiveness.

With vision, consistency and innovation, Papoutsanis continues to expand its presence, strategically exploiting the opportunities of a constantly evolving global market.

For the complete information of the investing public, the relevant presentation of Papoutsanis has been posted on the website <https://www.papoutsanis.gr/>.

About Papoutsanis company

Papoutsanis ABEE is a leading Greek industrial company and the largest producer of soaps in Europe . Papoutsanis has the largest production plant of its kind in South East Europe and one of the most technologically advanced in Europe , where it produces innovative, high quality personal hygiene and beauty products. Its branded products carry the trademarks Aromatics, Karavaki, Natura, ARKADI, Papoutsanis Green Soap, Papoutsanis Glycerin Soap, Olivia Thinks, Olivia, Good to Declare, Le Jardin Med, Olive Care, Skin Essentials,

Papoutsanis Family, Papoutsanis Kids, Skin2Soul, etc. It also produces soaps and cosmetics for third parties. Today, it holds a significant position in the personal care categories, and is growing dynamically in the home care markets, and is the largest supplier of hotel personal care products in Greece. In total, Papoutsanis produces over 200,000,000 pieces of finished product annually and exports to more than 35 countries. Papoutsanis ABEE shares are listed on the Athens Stock Exchange (ATHEX: PAP). For more information please visit www.papoutsanis.gr.

Information for the media

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