



PAPOUTSANIS

SINCE 1870

10 OCTOBER 2019



"Creating wellness, producing value"

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4 Business Segments:

Own brands, hotel amenities, contract manufacturing, specialty soap noodles. Less risk exposure.



Products:

A large portfolio of consumer and retail, exclusive, hotel and private label products



Local Production:

Great production capacity, with ability to increase further, technological excellence and export activity



Domestic market:

A historic brand with a leading position in B2C and B2B market segments



Extroversion:

Growing international presence. 3rd largest European soap producer.



Partnerships:

Long-lasting co-operations with multinational leading players in all segments.



Sustainability:

Commitment to sustainable growth and conscious operation. Focusing on production of natural products using sustainable raw materials

History

1870

Dimitris Papoutsanis founds the company in Lesvos island, Greece



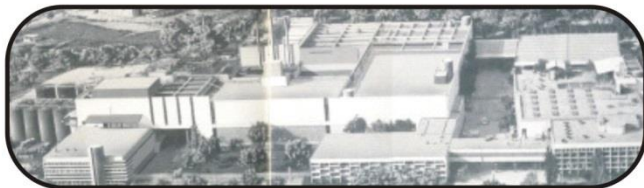
1913

Company's operations relocated to Piraeus



1965

Company's operations relocated to Kifissia



1972

Company listed on the Athens Stock Exchange



2001

Company's operations relocated to new, state of-the-art production facilities near Halkida



Capital Expenditure | Production Facilities

- Extended over a 60,000m² land in Halkida, just 70 km north of Athens
- One of the largest and most modern soap manufacturing facilities in Europe
- Over 100.000.000 units per year | 45% Spare capacity

- **Production Lines**

- Production of various bar soap types
- Continuous and batch saponification units
- Liquid Cosmetics production
- Filling lines
- PET, PE Bottles & PP Closing Cups Production



- New plant investment: **35mil Euros (2000-2018)**
- CAPEX in 2019 – 2020: **ca. 3,5 mil Euros**



Strive for Quality & Innovation

R&D and Quality Assurance

- Fully equipped and manned in-house R&D laboratory
- 100-150 own innovative formulas/year
- Excellent know-how in developing solid and liquid soap formulations
- Meets high standards of multinational FMCG Companies and Retailers



Fully certified with respect to quality, sustainability and social responsibility:



ECO FRIENDLY

&

CLEAN FORMULA

Responsible Packaging

**100 % Recyclable
Packaging**

Biodegradable

**Post Consumer Recycled
Bottles - Boosting Circular
Economy**

Natural Ingredients

**RSPO Certified
Soap Mass**

Vegan Certification

Cruelty free

**Cosmos Certified
Formulas**

SUSTAINABILITY



Global Presence

Exports in more than 25 countries



Countries:

UK, Germany, Italy, France, Spain, Portugal, Romania, Fyrom, Serbia, Bulgarian, The Netherlands, New Zealand, Mexico, Lithuania, Slovakia, Albania, Belgium, Cyprus, Austria, Sweden, USA, Canada, Russia, Japan, Hong Kong, Australia etc.

Own Brands - Retail

a
aromatics



- Strong Brand heritage with 148 years of presence in Greece
- 100% presence in organized trade
- 3.500 point of Sales

KARAVAKI



- 50.000 placements in Greece
- Strong BTL activity

Natura



- Innovative product launches every year and strong 3 year NPD pipeline
- 360° Marketing Support

Own Brands - Retail



Own Brands – Selective Market & Pharmacies

OLIVIA - Beauty & The Olive Tree

When tradition meets modern technology ... the result bears the name Olivia:

A line of natural products for body and hair care blessed with beneficial properties of Organic Olive Oil & Organic Olive Extracts.

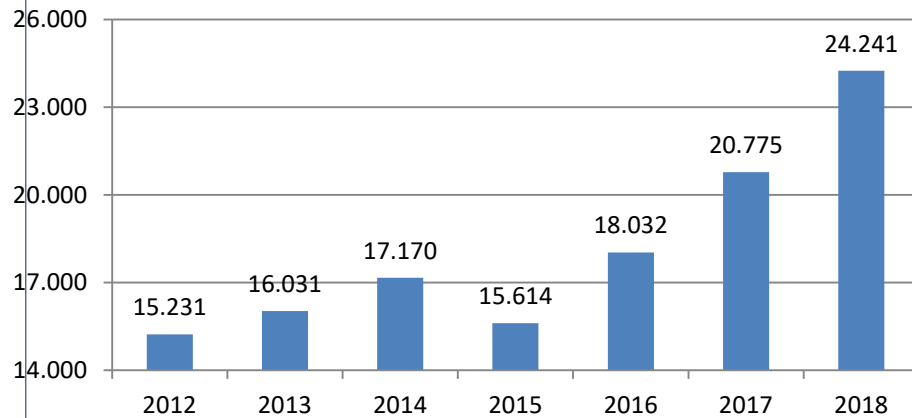
Olivia combines: 1. the deep knowledge of Papoutsanis on personal care products and olive tree beauty benefits with
2. the scientific R&D knowhow on olive extracts of the University of Athens (Dpt. of Pharmacognosy and Chemistry of Natural Products)



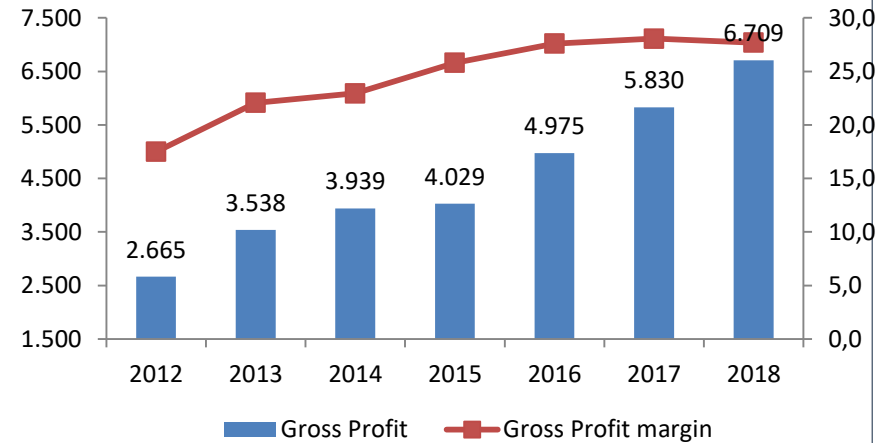
Key figures 2012 – 2018

in '000 Euro

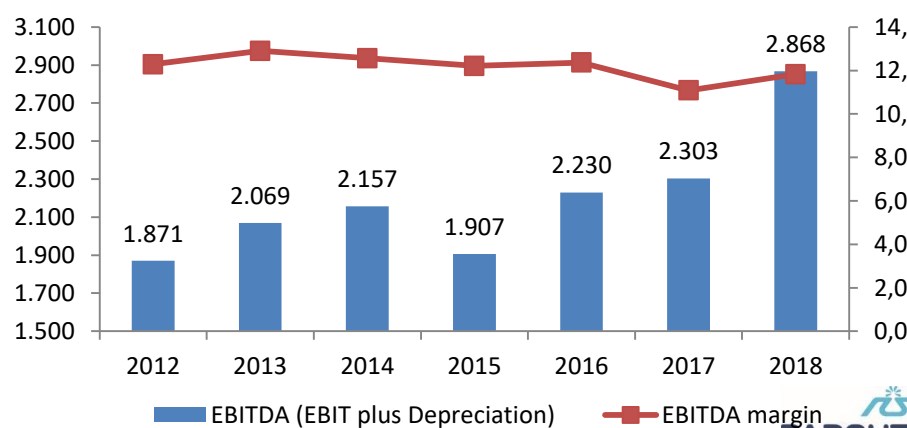
Sales



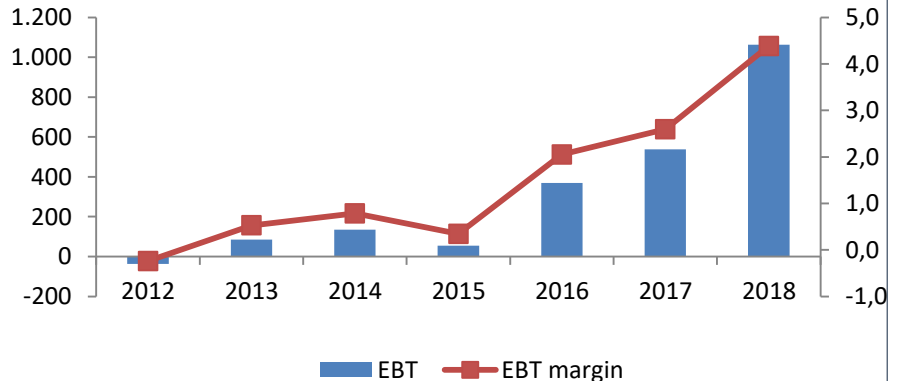
Gross Profit & Gross Profit margin



EBITDA & EBITDA Margin



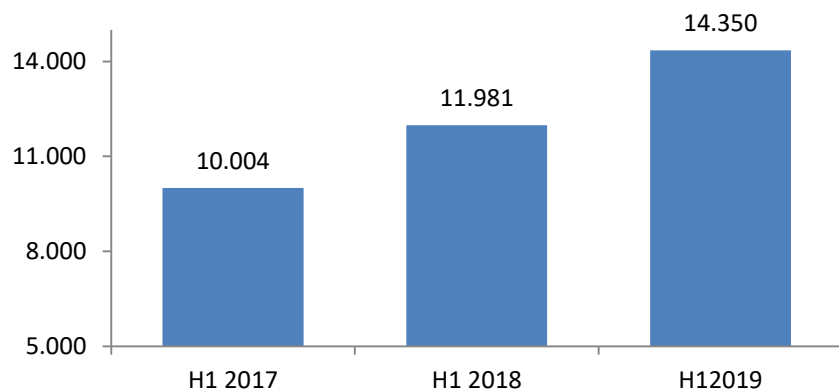
EBT & EBT Margin



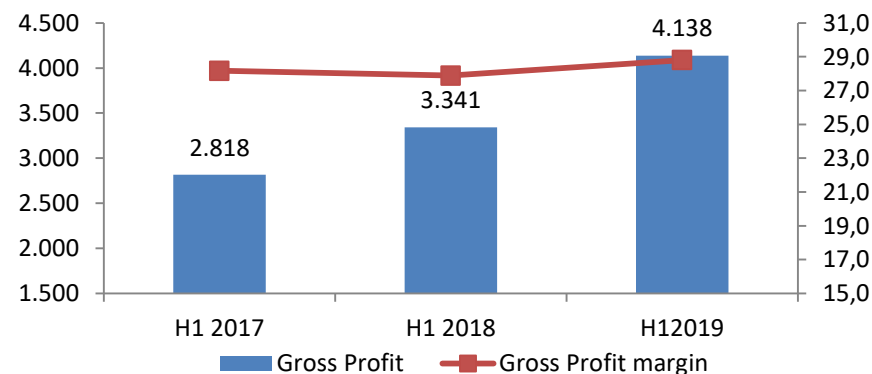
Key figures First Half 2017 – 2019

in '000 Euro

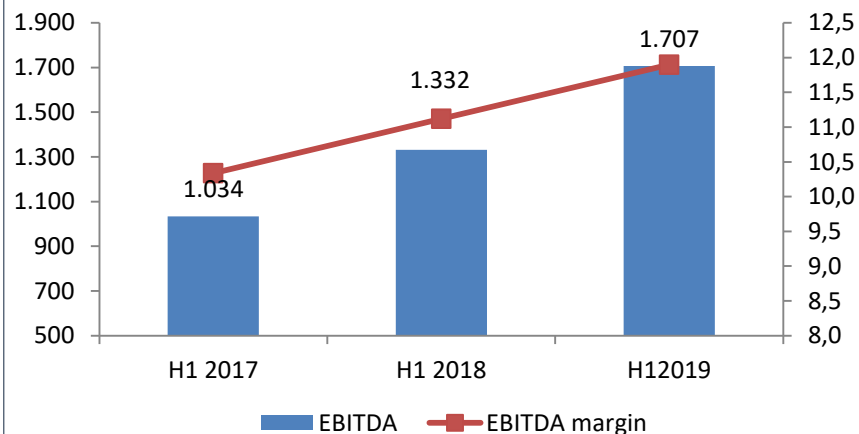
Sales



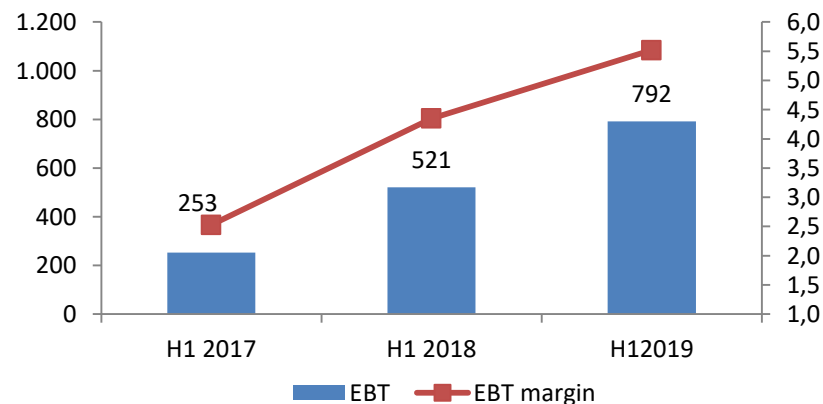
Gross Profit & Gross Profit margin



EBITDA & EBITDA Margin



EBT & EBT Margin



Corporate Social Responsibility

- Commitment to communities and society as a whole through the long standing support to organizations, institutions and socially vulnerable groups.
- Adopt Health & Safety measures for our employees and provide ongoing training on environmental management
- Responsible business operation in order to minimize the environmental and energy footprint in the production facilities (i.e. Use of natural gas, re-circulation of solid residues, use of up-to-date technology)
- Transparency and open dialogue with stakeholders regarding environmental issues (i.e. Member of the Roundtable on Sustainable Palm Oil Association)



Thank you!

PAPOUTSANIS SA

71st Km of National Road Athens – Lamias

34 100 Chalkida, Greece

T.: +30 22620 86430

email: info@papoutsanis.gr - www.papoutsanis.gr