

ANNOUNCEMENT

November 4th, 2019

Papoutsanis: Condensed nine month/ Q3 update

Solid growth and positive outlook for the remainder of the year

Papoutsanis SA, today announces its brief update for the nine months period ended 30 September 2019.

Nine-month highlights

- Turnover, grew by 23%, compared to the respective 2018 period, totalling €22.4 million.
- Profits before taxes reached €1.33 million (compared to €0.76 million the respective period of 2018) higher by 76% compared to 2018 nine months.
- Profits after taxes totalled €1.03 million, compared to €0.57 million last year, improved by 80%.

	1.1.2019- 30.09.2019	1.1.2018- 30.09.2018	Change%
Turnover	€ 22.40 mil.	€ 18.23 mil.	23%
Gross Profit	€ 6.20 mil.	€ 4.92 mil.	26%
EBITDA	€ 2.67 mil.	€ 2.00 mil.	33%
Profits before taxes	€ 1.33 mil.	€ 0.76 mil.	75%
Profits after Taxes	€ 1.03 mil.	€ 0.57 mil.	80%

Menelaos Tasopoulos, Chief Executive Officer of Papoutsanis, commented:

“We are pleased from our performance in the nine-month period and we are certain that 2019 will be one more year of solid growth and positive results for Papoutsanis. There is a good dynamic in the company, and we look to 2020 confident that it will be yet another year of success. We continue with our strategy to strengthen extroversion through our export activity. At the same time, we remain focused on expanding our collaboration with existing partners as well as creating new in all product categories”.

Business Outlook

Prospects remain positive for the rest of 2019. For 2020, growth is expected to be similar to the current nine-month performance, driven by:

- Amplifying an existing cooperation with a multinational company for soap production, addressed to the European market which will lead to further growth of this cooperation by 30%.
- Extending the specific partnership to the production of hotel amenities, as well as to other specialty products that require specialized technological equipment, such as hot filling.
- Emphasizing on innovative new products made of environmentally friendly raw materials. The company has already invested heavily in the development of the necessary know-how and technology and made partnerships with production companies. The main objective is to streamline the production, while at the same time develop further the specific category.
- Broadening the specialty soap base category through the expansion of the current partnerships mainly with international clients, and addition of new innovative products that address the needs of eliminating or minimizing use of plastics as well as carbon footprint.