PAPOUTSANIS

PRESS RELEASE

FINANCIAL RESULTS FOR THE FIRST HALF OF 2026

August 4, 2026

PAPOUTSANIS: REVENUE INCREASE, EXPORTS AT 55%

- Revenue for the first half of 2026 totaled 40.7 million euro, compared to comparable sales of 38.6 million euro in the first half of 2025*, representing **a 5% increase.**
- Branded products increased by 8%.
- Exports account for 55% of revenue.

	H1 2026	H1 2025	Change
Sales	40,687,917	38,587,573	5%
Gross profit	14,699,434	13,237,623	11%
Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA)	6,159,435	5,723,925	8%
Earnings before taxes	4,046,267	3,503,447	15%
Profit after taxes	3,425,429	3,183,992	8%

(*) For 2026, it should be noted that there will be a change in the method of applying trade discounts to selected retail customers in the branded products sector. The agreed discount percentage is now applied by issuing a credit memo to the customer rather than through an invoice, as was the case through 2025. This change affects sales from an accounting perspective, but results in a corresponding reduction in Distribution Expenses, with no impact on the Company's ultimate profitability.

OVERVIEW OF RESULTS

The Company's revenue for the first half of 2026 amounted to 40.7 million euro, compared to comparable sales of 38.6 million euro in the first half of 2025*, representing a 5% increase, with exports accounting for 55% of total revenue.

It should be noted that, following the first quarter— during which sales remained virtually flat — turnover in the second quarter increased by 10% compared to the corresponding quarter of 2025.

Gross profit for the first half of 2026 amounted to 14.7 million euro, compared to 13.2 million euro in the corresponding period of 2025. The gross profit margin for the first half of 2026 was 36% (34% in the first half of 2025).

The Company's Distribution, Administrative, and Research and Development expenses for the first half of 2026 totaled 10 million euro, compared to 9.1 million euro in the first half of 2025, representing a 10% increase.

Earnings before interest, taxes, depreciation, and amortization (EBITDA) amounted to 6.2 million euro, compared to 5.7 million euro in the first half of 2025, an 8% improvement.

The Company's earnings before taxes amounted to 4.0 million euro, compared to 3.5 million euro in the first half of 2025, an increase of 15%. Profit after taxes amounted to €3.4 million, compared to €3.2 million in the first half of 2025, an 8% increase.

OVERVIEW BY BUSINESS SEGMENT

BRANDED PRODUCTS: The branded products category recorded 8% growth compared to the first half of 2025, driven primarily by the home care categories.

Specifically, sales in the Home Care categories increased by 20% in the first half of 2026, thanks to the positive consumer response to Papoutsanis' innovative products. At the same time, sales in the traditional Personal Care categories remained at the same levels as in the first half of 2025.

HOTEL PRODUCTS: The overall picture for the category was affected by reduced activity in the production of hospitality products for third parties, a fact primarily attributable to a high base

from the previous year, due to spot production to meet the needs of a specific customer in the first quarter of 2025.

Overall, the category was down 7% compared to 2025, while the forecast for the full year remains positive. The subcategory of branded hotel products continues to expand its customer base, recording 8% growth in the first half of 2026.

THIRD-PARTY PRODUCTS (INDUSTRIAL SALES, PRIVATE LABEL): Sales in this category increased by 9% compared to the first half of 2025, primarily due to the growth of existing partnerships as well as the expansion into new partnerships.

INDUSTRIAL SOAP BASES SALES: Sales of soap bases increased by 4% and are expected to maintain this positive momentum for the remainder of the year.

BUSINESS OUTLOOK

For the full year, Papoutsanis' management maintains its forecasts for double-digit revenue growth and a corresponding improvement in overall profitability, based on:

- new partnerships and further expansion of existing ones,
- the continued strengthening of branded products, as well as
- developments in the European production landscape, with the reduction of production facilities— a trend that creates opportunities and has already led to new partnerships for Papoutsanis in the contract manufacturing and soap base categories.

Already, for the third quarter of 2026, there is strong demand from the Company's existing customers, which is expected to lead to robust double-digit growth, while early indications for the fourth quarter of 2026 are also particularly encouraging.

By business segment:

- The Papoutsanis branded products segment is a strategic priority and is expected to maintain its strong growth momentum in 2026 by expanding the range of personal care products, and greater

penetration into the home care category. In addition, exports of our branded products are projected to increase in 2026.

- The hotel products segment is expected to remain at 2025 levels. More specifically, the subcategory of branded hotel products, both in Greece and abroad, is expected to continue its upward trend, strengthening the position of Papoutsanis' brands (Olivia, Olivia Thinks, Sarbacane, Le Jardin Med, Skin Essential, etc.) in both the Greek and European markets. The subcategory of hotel product manufacturing for third parties remains at satisfactory levels; however, it is expected to decline compared to 2025 due to spot production orders to meet a specific customer's needs in the first quarter of 2025.
- Finally, the contract manufacturing and specialty soap bases categories are expected to continue their strong growth, primarily through expansion of the customer base and further development of the product range produced for these customers, as well as the development of synthetic soap bases.

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About Papoutsanis

Papoutsanis is a leading Greek personal and home care company, founded in 1870 and operating in more than 35 countries. It develops, manufactures, distributes, and markets innovative products through a strong portfolio of branded lines, most notably Karavaki, Natura, Aromatics, and ARKADI. It is also the largest supplier of hotel personal care products in Greece and a strategic partner to multinational companies and international groups.

As the largest soap manufacturer in Europe, it operates one of the most modern and technologically advanced production facilities in the industry. Guided by innovation, sustainability, and a commitment to meeting the evolving needs of consumers, Papoutsanis helps make responsible choices in personal and home care easier and more natural, creating lasting value for all stakeholders.

More information is available at www.papoutsanis.gr.