



CONDENSED FINANCIAL INFORMATION

FOR THE PERIOD ENDED MARCH 31, 2026
(January 1, 2026 – March 31, 2026)



SIGNIFICANT EVENTS

Turnover amounted to €16.5 million (compared to €16.7 million turnover* for the corresponding period of 2025), remaining close to last year's levels with a marginal decrease of 1%, with the value of exports accounting for 55% of total turnover.

Gross profit amounted to €5.5 million compared to €5.8 million, while the gross profit margin stood at 33.5% compared to 34.9% in the corresponding period of 2025.

Operating expenses (distribution, administration, research and development) remained stable.

Earnings before interest, taxes, depreciation, and amortization (EBITDA) amounted to €2.1 million compared to €2.3 million in the first quarter of 2025.

Profit after taxes amounted to €1.1 million compared to €1.2 million in the corresponding period of 2025, down 6%. Earnings before taxes amounted to €1.2 million compared to €1.3 million in the corresponding period of 2025, down 10%.

For the full year 2026, Papoutsanis Management maintains its estimates, anticipating double-digit revenue growth and further improvement in profitability, with the achievement of these targets subject to developments in the broader macroeconomic and geopolitical environment.

ADDITIONAL DATA AND INFORMATION

Overview by Business Segment

Regarding the contribution of the four business segments to first-quarter 2026 revenue, 31% of total revenue came from sales of Papoutsanis branded products in Greece and abroad, 13% from sales to the hotel market, 42% from third-party manufacturing, and 14% from industrial sales of specialty soap bars.

BRANDED PRODUCTS: The branded products category recorded strong growth of 21% compared to the first quarter of 2025, reflecting the dynamic expansion of the product portfolio and the Company's successful entry into new home care categories.

Specifically, sales in the Home Care categories increased by 46% in the first quarter of 2026, thanks to the positive consumer response to Papoutsanis' innovative products. At

the same time, the Personal Care categories continued their upward trend, recording an 8% increase in the first quarter of 2026 compared to the corresponding quarter of 2025.

HOTEL PRODUCTS: The overall picture of the category was affected by reduced activity in the production of hotel products for third parties, a fact mainly 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 19% compared to 2025, while the forecast for the full year remains positive. Papoutsanis branded hotel products remained close to last year's levels (-3%), with the change largely attributable to different order timing.

THIRD-PARTY PRODUCTS (INDUSTRIAL SALES, PRIVATE LABEL): Sales in this category decreased by 3% compared to the first quarter of 2025, a trend expected to reverse later in the year, as it is linked to the gradual transition of customers to new product codes and the timing of the full implementation of these changes.

INDUSTRIAL SOAP BASES: Sales in the category declined by 12%, primarily due to the product mix of industrial soap bases sold, while there is positive momentum for the remainder of the year.

GROSS PROFIT

Gross profit amounted to €5.5 million compared to €5.8 million, while the gross profit margin (Gross Profit to Turnover) decreased (33.5% compared to 34.9% in the corresponding period last year) due to the increase in raw material prices compared to the corresponding period last year.

OPERATING EXPENSES

Operating expenses (distribution, administration, and research & development) remained at the same levels as in the first quarter of 2025 and amounted to €4.2 million.

EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION, AND AMORTIZATION (EBITDA)

Earnings before interest, taxes, depreciation, and amortization (EBITDA) amounted to €2.1 million, compared to €2.3 million in the first quarter of 2025.

PROFIT FOR THE PERIOD

Profit after tax amounted to €1.1 million compared to €1.2 million in the corresponding period of 2025, down 6%. Earnings before taxes amounted to €1.2 million compared to €1.3 million in the corresponding period of 2025, down 10%.

OPERATING CASH FLOWS

Operating cash flow for the first quarter of 2026 was negative by €0.7 million compared to negative operating cash flows of €0.9 million in the first quarter of 2025, an improvement of 17%.

NET BORROWING

Net debt (loans minus cash and cash equivalents) amounted to €20.8 million (compared to €18.4 million as of December 31, 2025).

FIXED ASSETS

The net book value of fixed assets as of March 31, 2026, amounted to €56.2 million, compared to €55.5 million as of December 31, 2025.

FINANCIAL STRUCTURE

The total debt-to-equity ratio remained stable compared to December 31, 2025, and stood at 1.3.

WORKING CAPITAL-LIQUIDITY

Working capital (current assets minus current liabilities) amounted to €4.1 million as of March 31, 2026, compared to €4.2 million as of December 31, 2025.

BUSINESS OUTLOOK

For the full year 2026, Papoutsanis' management maintains its projections, anticipating double-digit revenue growth and further improvement in profitability, based on:

- new partnerships and further development 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.

It should be noted here that the above assessments will be shaped, among other factors, by geopolitical developments in the Middle East, which began in late February and are ongoing. These developments are already affecting energy, transportation, and raw material prices, and, in the event of further escalation, there may be impacts on raw material supply, consumer purchasing power, overall demand, and tourism. The extent of the impact will depend largely on the duration and intensity of these developments.

The Company is closely monitoring developments and has already launched targeted initiatives to address the challenges and mitigate potential impacts.

To mitigate the impact of significant market fluctuations, the Company:

- as a standard practice, has entered into medium-term contracts for a portion of its key raw materials and energy
- maintains agreements with customers in the contract manufacturing and soap-making segments that allow for the pass-through of changes in raw material prices

Breakdown by business segment:

- The Papoutsanis branded products pillar is a strategic priority and is expected to maintain its dynamic growth in 2026 by expanding the personal care product range and greater penetration into the home care category with new products. Furthermore, exports of our branded products are projected to increase in 2026.
- The hotel products sector is expected to remain at 2025 levels, as international developments and instability in the Middle East may affect the initially positive forecasts for domestic tourism. At the same time, we continue to actively build on our long-standing partnerships with strategic clients abroad, while a strong foundation has been laid for the expansion of exports of our branded hotel products into a range of new markets.
- Finally, the contract manufacturing and industrial soap bases segments are expected to continue growing, primarily through expanding our customer base and further developing the range of products we produce for these customers, as well as the development of syndet soap bases.

*** Note:**

In order to make the results comparable and consistent with those presented for the first quarter of fiscal year 2026, the Company restated the corresponding comparative amounts for fiscal year 2025, reclassifying discounts/commercial agreements with selected retail customers totaling €575,000 from “Distribution Expenses” to an increase in “Cost of Sales”. The above reclassification had no effect on total operating results, pre-tax profits, net profits, or equity for the periods presented.

SUMMARY OF INTERIM STATEMENT OF FINANCIAL POSITION

| ASSETS | March 31, 2026 | Dec 31, 2025 |
|---|-------------------|-------------------|
| Non-current assets | | |
| Property, plant, and equipment | 54,077,526 | 53,581,640 |
| Investment property | 295,774 | 295,774 |
| Intangible assets | 2,076,729 | 1,889,201 |
| Goodwill | 1,274,398 | 1,274,398 |
| Financial assets measured at fair value through the statement of comprehensive income | 100,000 | 100,000 |
| Long-term receivables | 55,150 | 64,107 |
| | 57,879,578 | 57,205,120 |
| Current assets | | |
| Inventories | 15,178,904 | 12,004,676 |
| Trade receivables | 8,069,343 | 7,249,377 |
| Other receivables | 1,405,622 | 2,459,840 |
| Cash and cash equivalents | 3,281,106 | 4,643,338 |
| | 27,934,975 | 26,357,231 |
| Total assets | 85,814,552 | 83,562,351 |
| EQUITY | | |
| Equity attributable to shareholders of the parent company | | |
| Share Capital | 14,633,241 | 14,633,241 |
| Share premium | 1,975,977 | 1,975,977 |
| Own Shares | (613,871) | (613,871) |
| Fair value reserves | 1,201,130 | 1,201,130 |
| Other reserves | 3,462,928 | 3,462,928 |
| Retained earnings | 16,380,063 | 15,258,967 |
| Total Equity | 37,039,468 | 35,918,371 |
| LIABILITIES | | |
| Long-term liabilities | | |
| Long-term loans | 18,286,069 | 18,910,561 |
| Deferred income tax | 4,902,141 | 4,859,509 |
| Provisions for employee benefits | 444,452 | 427,343 |
| Asset grants | 1,255,441 | 1,276,985 |
| | 24,888,103 | 25,474,399 |
| Current liabilities | | |
| Suppliers | 15,086,798 | 13,255,013 |
| Other liabilities | 2,971,488 | 4,142,967 |
| Current income tax | - | 687,706 |
| Short-term loans | 5,828,696 | 4,083,895 |
| | 23,886,981 | 22,169,581 |
| Total liabilities | 48,775,084 | 47,643,980 |
| Total Equity and Liabilities | 85,814,552 | 83,562,351 |

SUMMARY OF INTERIM INCOME STATEMENT

| | 01/01/2026– 03/31/2026 | 01/01/2025– 03/31/2025 |
|---|---------------------------|---------------------------|
| Turnover* | 16,501,344 | 16,668,712 |
| Cost of sales | (10,968,672) | (10,844,901) |
| Gross profit* | 5,532,672 | 5,823,811 |
| Other income | 200,896 | 234,059 |
| Distribution expenses* | (3,079,518) | (2,952,687) |
| Administrative expenses | (872,103) | (1,036,302) |
| Research & development expenses | (248,436) | (217,260) |
| Other expenses | (85) | (127,366) |
| Financial expenses (net) | (361,296) | (421,458) |
| Profit before taxes | 1,172,130 | 1,302,798 |
| Tax | (51,034) | (111,105) |
| Net Profit for the period (A) | 1,121,097 | 1,191,693 |
| Other Comprehensive Income | | |
| Other comprehensive income after taxes (B) | - | - |
| Total comprehensive income after taxes (A+B) | 1,121,097 | 1,191,693 |
| Earnings before interest, taxes, depreciation, and amortization (EBITDA) | 2,099,301 | 2,261,309 |

SUMMARY OF INTERIM STATEMENT OF CASH FLOWS

| | 01/01/2026– March 31, 2026 | 01/01/2025– March 31, 2025 |
|--|-------------------------------|-------------------------------|
| <u>Operating activities</u> | | |
| Profit before taxes | 1,172,130 | 1,302,798 |
| Plus / (minus) adjustments for: | | |
| Depreciation | 603,370 | 574,829 |
| Provisions | 17,109 | (16,408) |
| Amortization of grants | (37,495) | (37,775) |
| Financial expenses - (net) | 361,296 | 421,458 |
| | 2,116,410 | 2,244,901 |
| Plus/minus adjustments for changes in equity accounts | | |
| or related to operating activities: | | |
| Decrease / (increase) in receivables | 243,209 | (3,198,795) |
| Decrease / (increase) in inventories | (3,174,228) | (3,010,310) |
| | 189,648 | 3,318,250 |
| (Decrease) / increase in liabilities (excluding banks) | | |
| Less: | | |
| Interest expense and related expenses paid | (114,582) | (216,304) |
| Total cash inflows / (outflows) from operating activities (a) | (739,543) | (862,256) |
| <u>Investing activities</u> | | |
| Purchase of tangible and intangible fixed assets | (1,742,998) | (756,502) |
| Proceeds from the sale of tangible assets | - | - |
| Total inflows / (outflows) from investing activities (b) | (1,742,998) | (756,502) |
| <u>Financing activities</u> | | |
| Share buyback | - | (8,170) |
| Proceeds from loans issued/borrowed | 1,120,309 | 2,150,000 |
| Loan repayments | - | (1,875,772) |
| Dividends/Interim dividends paid | - | (154,500) |
| Total inflows/(outflows) from financing activities(c) | 1,120,309 | 111,558 |
| Net increase / (decrease) in cash and cash equivalents for the period (a)+(b)+(c) | (1,362,232) | (1,507,201) |
| Cash and cash equivalents at the beginning of the period | 4,643,338 | 4,899,765 |
| Cash and cash equivalents at the end of the fiscal year | 3,281,106 | 3,392,565 |