Website:	www.korres.com
Bloomberg code:	KORRES:GA
Reuters code:	KRRr.AT
ISIN code:	GRS494003007

HERBS / COOPERATIONS / EXTRACTIONS / RESEARCH
KORRES

COMPANY PROFILE

KORRES emerged in 1996 out of Athens' first ever homeopathic pharmacy where George, company's founder, used to work; its first KORRES product was an aromatic herbal syrup with honey and aniseed, a recipe inspired by "rakomelon", a warming spirit-with-honey concoction, which George's grandfather used to favour in his hometown on the island of Naxos. Korres' first global innovation and first ever skincare product was the Wild Rose 24-hour cream – still a best-seller all over the world

Today the KORRES portfolio includes over 400 natural and certified organic products, featuring a skin & hair care range, a make-up line as well as sun care products and herbal preparations

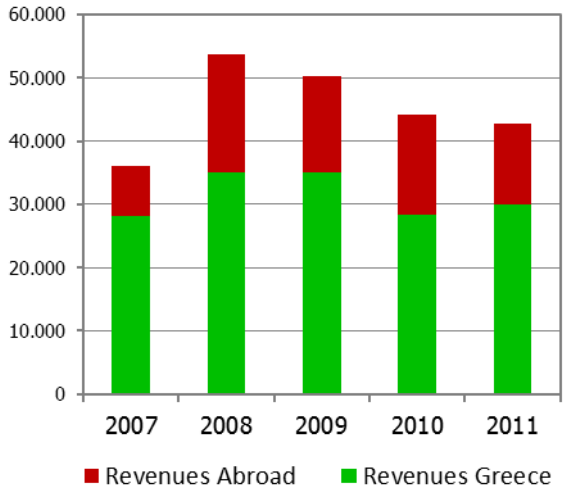
The company operates in the production, (either in-house or in third parties), distribution and trading of cosmetics, pharmaceutical and dietary products. The company's philosophy is to design products, avoiding the use of specific synthetic compounds

It distributes its products through 6,500 pharmacies and 6 Korres stores in Greece. It is present in 30 countries and runs 17 Korres stores abroad in the cities of Paris, Madrid, Helsinki, Dubai, St.Petersburg, Prague, Barcelona and Singapore amongst others.

Korres trades its products also in the United States through the licence agreement that signed with Johnson&Johnson, to distribute the former its products in the particular geographical region and has significant presence in Sephora stores.

It has three subsidiaries wholly owned subsidiaries: Kings&Queens, Homeopathic Korres SA and Pharmacon North.

REVENUES ANALYSIS (in € 000)



- ✓ 30% of Group's sales are realized abroad.
- ✓ Korres exports its products through distributors to 30 countries. Among these are US, Canada, Spain, Great Britain, Ireland, France, Germany, Sweden, Denmark, Norway, Italy, Czech Republic, Finland, Belgium, Luxemburg, Switzerland, Austria, Lithuania, Estonia, Latvia, Poland, Greece, Cyprus, Bulgaria, Russia, United Arab Emirates, Japan, Singapore, Malaysia, China, India, Australia, Korea, Caribbean Islands.
- ✓ 15% growth in export sales in 2011, strengthening its international presence.
- ✓ Excluding the US consolidation effect, Korres Int'l business is showing consistent growth as a result of its focused strategy on key markets i.e. USA, Germany, Spain and Russia.
- ✓ Successful completion of the transition period with J&J. Since June 2011 J&J is distributing Korres products in North America.

KEY INVESTMENT HIGHLIGHTS

- ✓ Active in a growing segment of the cosmetic market_Natural
- ✓ Long standing experience in Pharmacies, Herbs and Homeopathy
- ✓ Unique position in the market
- ✓ Successful, Innovative R&D team
- ✓ Strong portfolio of 400 innovative herbal products
- ✓ #2 in Pharmacy in Greece with an increasing market share
- ✓ 27% CAGR growth in international sales in the last 5 years (2006-2011)

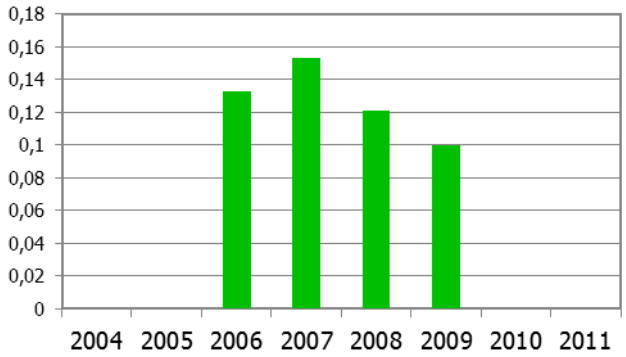
OVERVIEW - TRADING DATA (data of period 01/01 - 22/11/2012)			
Symbol:			KORRES
Oasis Market:			MAIN MARKET
Market Cap (Mil. €): (22 Nov. 2012)			46
Shares Outstanding (Mil. €): (22 Nov. 2012)			13
Average Spread (%):			5,68%
Market Liquidity (%):			1,189%
Trading volume (no of shares):			781.207
Value of transactions (€):			2.860.411
Days to trade (1% of outstanding amount):			38,1
Turnover Velocity (Weighted):			8,125%
Historic Volatility	**30 days**	**60 days**	**90 days**
(annualised %)	40,57%	43,23%	40,02%

GROUP STRUCTURE

Korres S.A.

Kings & Queens	100%
Homeopathic Korres S.A.	100%
Phyto 12	60%
District Two GmbH	50%
Krokus Kozanis Products	45%
Pharmacon North Greece	100%

DIVIDEND POLICY-dps (in €)



CURRENT PROJECTS

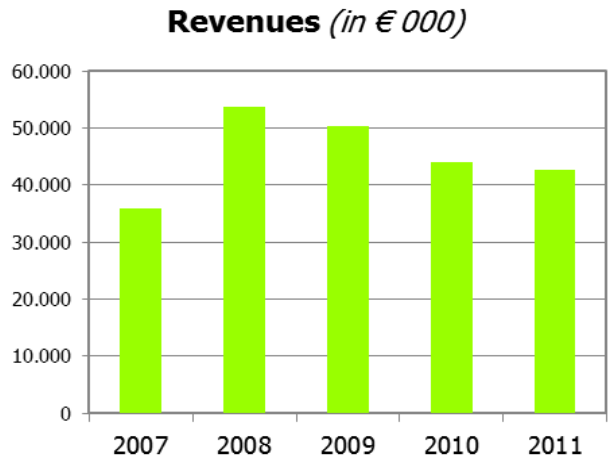
In 2012, KORRES will continue supporting its main distribution network [the brand is stocked in over 6,000 pharmacies] through an integrated plan that includes new product & category launches, print, digital and TV advertising, themed promotions and events, outside Greece, focus is placed on priority markets [US, Germany, Spain, Russia], aiming to expand its presence in pharmacies, exclusive retailers and semi selective points of sale.

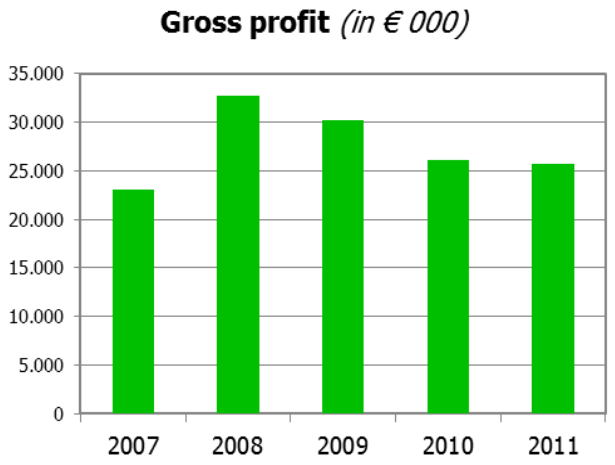
FORTHCOMING PROJECTS/ INVESTMENTS – BUSINESS PLAN HIGHLIGHTS

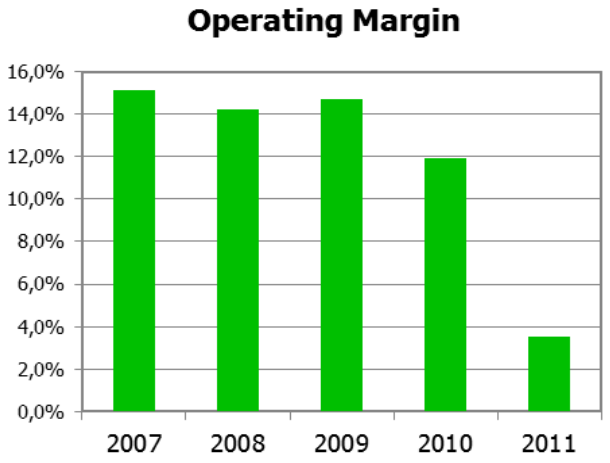
The new innovative production methods will be ascribed considerable priority in the year to come. In 2012 the Group aims to find new methods speeding up the action of its products so as to generate faster results in terms of natural ingredients. Moreover, in 2011, the Group pursued its investments in the extraction unit in its plant at Inofyta and during the current year it aims to further utilize the unique properties of the Greek flora herbs, as a new important source of ideas for innovative products. The Group will continue to innovate through its partnerships with the University of Athens, the National Institute for Research, the Association of Chios Mastiha Producers and the Compulsory Cooperative of Kozani Crocus Producers. The long-standing partnerships maintained by the Group with local communities and agricultural cooperatives such as the American Farm School of Thessaloniki, the Agrinio Agricultural Cooperative of Aromatic Plants, the Agricultural Cooperative of Cephallonian Robola, the Organic Farmers of Kastania, Arkadia, etc. will play a decisive role in the attainment of this objective.

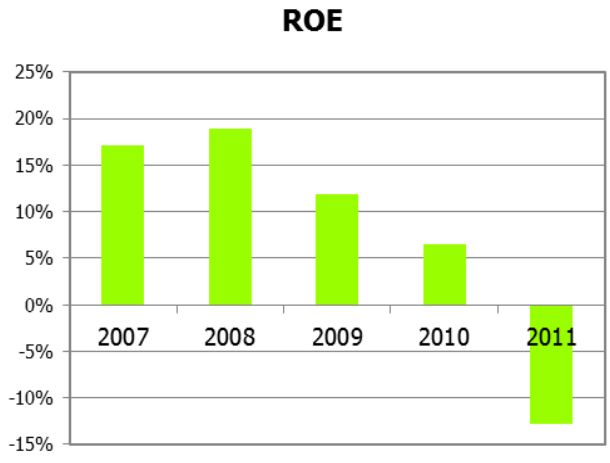
COMPANY'S PERFORMANCE

FINANCIAL OVERVIEW (consolidated)			
(in € 000)	**2009**	**2010**	**2011**
Sales	50.366	44.115	42.680
Gross profit	30.238	26.077	25.663
EBIT	7.405	5.274	1.511
EBITDA	9.805	8.347	7.623
Earnings before tax	5.031	2.695	-3.303
Earnings after tax	3.396	1.568	-3.524
Earnings per share	0,31	0,16	-0,27
Total equity	26.545	22.238	27.544
ROE	12,79%	7,05%	-12,79%









MAJOR SHAREHOLDERS (>5%)	
Name	**%**
George Korres	43,95%
Arneta Ltd.	14,12%
Damma Holdings	5,01%
Total	**63,08%**

BOARD OF DIRECTORS	
Name	**Qualification**
GEORGE KORRES	PRESIDENT OF BOD/ EXECUTIVE MEMBER
DIMITRIOS VIDAKIS	CEO/ EXECUTIVE MEMBER
HARIS STAVRINOUDAKIS	CFO/ EXECUTIVE MEMBER
TENEDIOTIS GEORGE	EXECUTIVE MEMBER
KATSOULAS PETROS	NON-EXECUTIVE MEMBER
GKLAVANIS CHRISTOS	NON-EXECUTIVE MEMBER
SOFOKLEOUS NIKOLAOS	INDEPENDENT NON-EXECUTIVE MEMBER
MAZARAKIS PERIKLIS	INDEPENDENT NON-EXECUTIVE MEMBER

MANAGEMENT TEAM PROFILE

George Korres: Studied Pharmacy at Athens University. In 1989 he started working at the first homeopathic pharmacy in Greece (Tzivanidis Pharmacy), which he took it over completely in 1992. Four years later he founded Korres Natural Products. George Korres has served as secretary of the Greek Society of Homeopathic Pharmacists, is a founding member of the Hellenic Ethnopharmacology Society and an active member of the Hellenic Aromatherapy – Organic Therapy Society.

Mr. Charalampos Alexandros Stavrinoudakis is Chief Financial Officer and Executive Member of the Board at Korres SA Natural Products since October 19, 2011. He previously was appointed Chief Financial Officer of the Company on September 12, 2011. He has over 17 years of experience in managerial positions in various Greek and multinational companies. He started his career at Shell Hellas where he was appointed as Planning and MIS Manager. He continued in Shell International in London at the European Mergers and then at the Global Shell Treasury Center. After his return to Greece he assumed the position of Chief Financial Officer of Maillis Group and then the position of General Manager of the Group's Finance and Support Services. He subsequently served as CFO of Singular Logic, Neochimiki and Youtravel.com Group. Mr. Stavrinoudakis is a graduate of the Athens University of Economics and Business and he holds an MBA from Athens University of Economics and Business in cooperation with the Erasmus University of Rotterdam.

Mr. Dimitrios Iosif Vidakis is Managing Director, Executive Director of Korres SA Natural Products since June 30, 2011. He holds a degree in Mathematics from the University of Athens, a Master of Science and an MBA from Imperial College of Science, Technology and Medicine. He started his career in 1989 and served as General Manager of Coca-Cola Hellenic Bottling Company in Poland and since 2006 he has been

serving as General Manager of Coca-Cola HBC in Greece and as Chairman of the board of Tsakiris and Elchym. Before Coca-Cola HBC he served as a Manager at Unilever for 15 years. In 2009 he received the Manager of the Year Award from the Hellenic Society of Business Administration.

Mr. Georgios Vasileios Tenediotis is the Executive Director, Secretary of the Board of Directors of Korres Natural Products SA and the Legal Advisor of the Company since May 6, 2010. He has been working as a Legal Advisor to the Company since 1996. He was appointed Legal Services Director, Director on May 3, 2010. Mr. Tenediotis is a graduate of the University of Athens Law School and he holds an LL.M in International European and Commercial Law from the University of Kent at Canterbury, Unitefd Kingdom as well as a MSc in Business for Lawyers from Athens Laboratory of Business Administration (ALBA).

Mr. Periklis Michail-Georgios Mazarakis is Non-Executive Independent Director of Korres SA Natural Products since September 11, 2009. He has also been Member of the Audit Committee of the Company since February 11, 2010. Since 2007, he works for Cerberus Capital, a Private Equity company in New York. Previously he served as Director of Marketing of Yum brands internationally (Pizza Hut, KFC, Taco Bell) and as Director of Functioning of 1,100 stores in Latin America and the Caribbean. In addition he worked as Director of Marketing and Business Development in the pharmaceutical sector of Bristol Myers and as Management consultant of McKinsey & Company. He holds a degree from the University of Pennsylvania (Wharton School) as well as an MBA degree from Stanford University.

Mr. Nikolaos Sofoklis Sofokleous is Non-Executive Independent Director of Korres SA Natural Porducts since January 25, 2008. He has also been Member of the Audit Committee of the Company Since February 11, 2010. He holds a BBA and MBA from the A&M University of Texas. He had a15-year collaboration with Procter & Gamble, where he served as Associate Marketing Director in the markets of the Arabian Peninsula and Great Britain followed by Marketing Director for Greece. From 1996 and for 10 years he worked at Barilla. He assumed the responsibilities of Chief Executive Officer (CEO) for Misko in Greece, Barilla in North America and Kamps in Germany. Since January 3, 2008, he has assumed the duties of President and Managing Director of Vodafone Greece.

Mr. Petros Spyridon Katsoulas is Non-Executive Director of Korres SA Natural Products. He has also been Member of the Audit Committee of the Company since February 11, 2010. He is a graduate of the Computer Sciences department of the University of Crete (1988). He also holds an MSc in Software Engineering and MBA from Aston University, Birmingham, UK (1990 and 1993 respectively). From July 1993 to October 1996, he worked in the investment banking sector of Barclays Bank (BZW) in Athens. From October 1996 to December 1997, he worked in the stocks/ shares department of BZW in London. From 1998, he worked in the shareholders department of the investment banking sector of Credit Suisse in London, where since 2001 he is Research Director of Greek Equities.

Mr. Christos Michail Gklavanis was appointed Non-Executive Director of Korres SA Natural Products on June 30, 2011. He holds a degree in Economics from the University of Hull, United Kingdom. From 1974 until 1982 he worked at Coopers and Lybrand and from 1981 until 1987 at Ernst and Whinney as a partner. From 1987 until 2008 he served as Managing Director of Ernst and Young, Southeast Europe and from 2008 until 2011 he served as Chairman and Managing Director at Ernst and Young, Southeast Europe.

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