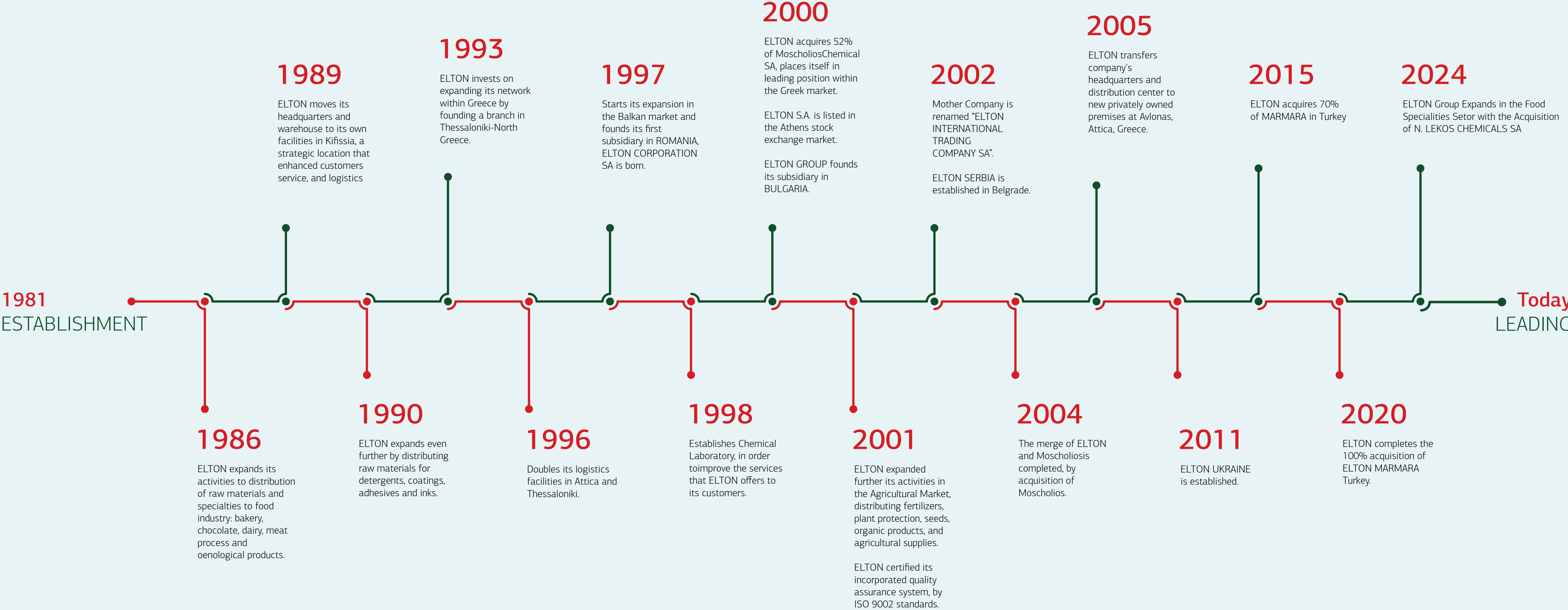




We find inspiration in the values,  
ideas and passion of our people

# Building on success



# Our Network



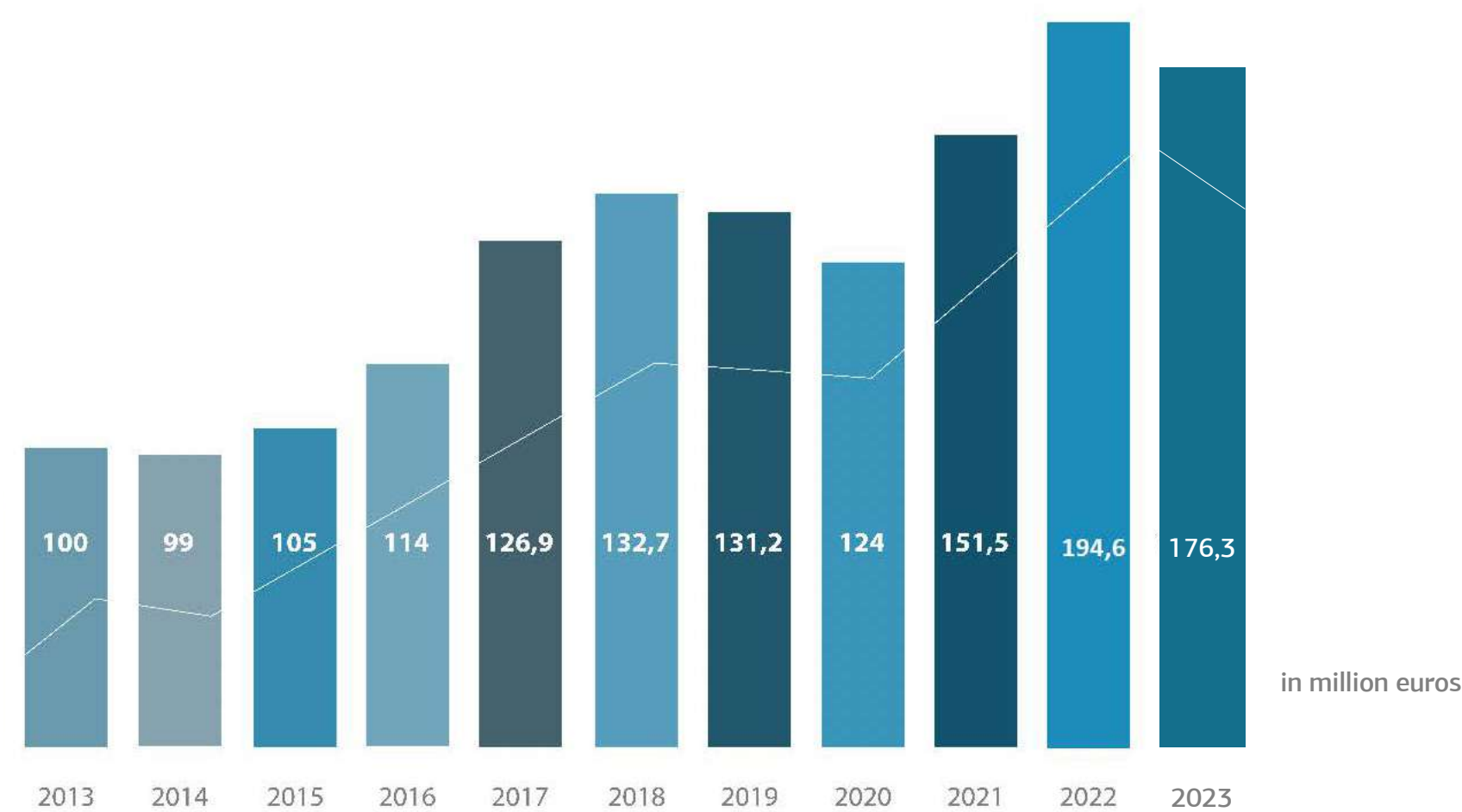


# 43 years at a glance





# Robust financial position



Consolidated Turnover



last 5 years

Turnover



last 10 years

CAGR



# Growth Drivers



## EXCELLENCE

Our profound commitment to excellence towards all our stakeholders has allowed us to forge lasting relations in every country we operate with our clients, partners and the broader society.



## RELIABILITY & INTEGRITY

We act with integrity through unrivalled services, that create substantial solutions and clear value to our partners every day, everywhere and under any conditions.



## INNOVATION

Through lasting and dynamic collaborations with global leaders, we offer innovative products and solutions that help our customers succeed in today's demanding environment.



## TEAMWORK

We are a multi-cultural organization that values each one of our people for their talents while constantly investing in further enhancing their potential through fair and inclusive opportunities for all.



## HIGH QUALITY STANDARDS

We ensure unparalleled quality of service to our partners by applying highly efficient standard operating procedures, conforming to ISO 9001, ISO 22000, ISO 14001, ISO 45001 international standards.



## INTERNATIONAL NETWORK

We continuously expand our network, currently including Greece, Cyprus, Albania, North Macedonia, Bulgaria, Moldova, Montenegro, Serbia, Kosovo, Romania, Turkey and Ukraine, offering more than 8000 products to 15000 customers through 9 logistic centers.



# Markets

## BU FOOD & BEVERAGES



## BU INDUSTRIAL



## BU AGRO



## BU HV A/C & R



## BU HOUSE & PERSONAL CARE, PHARMA

## BU WATER, METAL, TEXTILE



# Food + Beverages

Since 1981 at ELTON Group, we have established a justified expertise in the Food and Beverages sector, working closely with global industry leaders that allow us to offer premium food ingredients, substantial auxiliary materials, and a wide range of additives that define the desired taste, texture, performance and appearance for the food, health and nutritional products of our customers.

**Sectors:** Bakery, Confectionary, Dairy, Fruit processing, Meat processing, Non-alcoholic drinks, Oil and margarine, Olives, Salads, Sauces, Snacks, Wine and beer

**Products:** Acidifiers, Antifoaming additives, Antifreeze additives, Antioxidants, Bakery seeds, Biotechnology products for winery, Bleaching earths and filtration earths, Carbonates, Citrates, Cocoa products, Dehydrated vegetables and fruits, Disinfectants and cleaning agents, Egg products, Emulsifiers, Fillers -Free flowing agents, Flavors, Food colorants, Fruit and bakery enzymes, Lactates, Leavening agents, Milk proteins, Natural proteins, Phosphates, Potato flakes, Preservatives, Skimmed and whole fat milk powder, Special cereal products, Starches -modified starches, Sweeteners, Taste improvers, Trace minerals, Viscosifiers, Vitamins, Wine and beer ingredients

**Sales Team:** 16 experienced technical sales managers



# Winery

In the art of winemaking, the aromas, the tastes and the emotions are endless; winemakers and spirits professionals focus on quality ingredients that will unleash the aroma, color and quality of their wines.

Our strategic partnership with global winemaking and biotechnology ingredients leaders, allows us at ELTON Group to exclusively offer highly innovative products that fulfill the ambitions of winemakers and their consumers.

## **Our products portfolio includes:**

Yeasts, Enzymes, Nutrients, Malolactic bacteria, Mannoproteins, Tannins, Winemaking additives, Clarification and stabilizer agents, Filtering aids and filter sheets, Oak chips and French oak barrels, Coolants

**Sales Team:** 4 experienced technical sales managers



# Chemical Reagents

At ELTON Group we are dynamically active into the field of Chemical Reagents and Laboratory Equipment (currently for the Greek market), having cultivated a profound expertise and experience in covering utterly the needs of a laboratory with premium safety instruments, marking labels, quantitative and qualitative measurement instrumentation to a vast industrial cluster.

Our specialists team supports customers across most sectors: Food, Refinery, Pharma Cosmetic, Water Treatment, Universities, Diagnostics

**Products:** Glassware, Laboratory consumables, Laboratory micro equipment, Reagents

**Sales Team:** 2 experienced technical sales managers





# Dietary Supplements Functional Food

Today's highly challenging lifestyle has propelled the Dietary Supplements and Functional Food market in a dominant position with significant opportunities and constantly emerging new regulations. At ELTON Group we seek the best ingredients and solutions that will offer our customers the competitive advantage they need.

**Products:** Active ingredients, Aminoacids, Collagen peptides, Dried vegetables and fruits, special pulses and cereals, Enzymes, Excipients, Extracts, Functional and healthy food, Minerals, Omega and polyunsaturated fatty acids, Proteins, Probiotics, Ready premixes according to your needs, Superfoods, Sweeteners, Vegetable fibers, Vitamins

**Sales Team:** 6 experienced technical sales managers



# Home Care Industrial Cleaning

In a highly dynamic market driven by unyielding safety rules and constantly diversified consumer needs, the demand for innovative products that will capitalize upon the technological advancements in a highly environmentally conscious way, defines today's market of Home Care and Industrial Cleaning.

In this uniquely challenging industry at ELTON Group, we focus in providing cutting edge ingredients and solutions that contribute critically to the success of our customers and their products across most sectors of the industry.

**Sectors:** Air care, Car care, Fabric care, Dish wash, Laundry, Institutional and catering, Hard surface cleaning, Hygiene, disinfection and maintenance, Technical cleaning, Marine cleaning

**Products:** Acids, Alkalies, Antifoaming agents, Bleaching agents, Chelating agents, Disinfectants, Fatty acids, Fillers, Fragrances, Glycols, Hydrotropes, Opacifiers, Optical brighteners, Preservatives, Silicones, Soap noodles, Soaps, Soil and color dispersants, Solubilizers, Solvents, Special products, Sunscreens, Surfactants (anionic, non-ionic, cationic, amphoteric), Thickeners

**Sales Team:** 9 experienced technical sales managers



# Personal Care

The distribution of ingredients and raw materials for the Personal Care and Cosmetics market has been a leading endeavor for ELTON Group since 1981. Our lasting strategic partnership with leading and esteemed production companies, along with our ability to fully appreciate the power and influence of the specific market to the hygiene, health, wellbeing and confidence of consumers in every country, are reflected upon the products, technical support and continuous guidance that we offer across all major sectors.

**Sectors:** Baby care, Bar soaps, Wet wipes, Color cosmetics, Skin and hair care, Sun care, Oral care, Hand sanitizers, Fragrances and perfumes

**Products:** Active ingredients, Antioxidants, Conditioners, Dietary supplements for concept beauty within, Emollients, Emulsifiers, Esters, Extracts, Fatty alcohols and acids, Opacifiers, Preservatives, Silicones, Solubilizers, Sunscreens, Surfactants, Thickeners, Vegetable oils and butters, Vitamins, Water resistant agents, Waxes

**Sales Team:** 8 experienced technical sales managers



# Pharma

While pharmaceutical, medical and healthcare companies blend advanced science, global talents, innovation and passion to address global health issues, impacting upon people's lives, we at ELTON Group strive to provide them with the best possible solutions and ingredients so to create the products the world needs.

Our sales team of highly skilled professionals provides to our customers the 360 support they need to familiarize with and select the right ingredients, as well as, to shape, test, meet the relative regulations and achieve the approvals of new product lines across a range of sectors.

**Sectors:** Biopharma, API manufacturers, Generic drugs, OTC, Medical devices

**Products:** Anti-foaming agents, Anti-microbial preservatives, API's, Binders, Biopolymers, Compression aids, Diluents, Disintegrants, Dispersion agents, Emulsifiers, Excipients, Flavoring agents, Gelatin for hard and soft gel capsules, Glidants, Gluconates, Hard fats, Inorganic salts, Lactates, Lubricants, Medium chain triglycerides, Omega-3 sources, Polyols, Solvents, Sweetening agents, Taste masking agents, Vitamins

**Sales Team:** 8 experienced technical sales managers



# Coatings, Adhesives, Construction

At Coatings, Adhesives, Construction department of ELTON Group, we offer one of the most comprehensive product portfolios in the market, representing global chemical leaders, covering most sectors of the industry.

**Sectors:** Architectural coatings, Industrial coatings, Dry mortars, Adhesives, Sealants, Elastomeric membranes, Insulation materials, Construction materials, Cement admixtures, Composites, Emulsion polymerization, Inks, Printing

**COATINGS + ADHESIVES Products:** Additives, Anticorrosive pigments and additives, Biocides , Coalescing solvents, Defoamers, Fillers , Flame retarders, Glass beads, Isocyanate hardeners, Oils , Opaque polymers, Ph adjusting agents, Pigments, Plasticizers, Polymer dispersions, Polymers, Polyols, Resins, Rheology modifiers, Silicon resins and additives, Solvents, Tinting systems, Wetting, dispersing agents

**CONSTRUCTION Products:** Accelerators, Cellulose ethers, Dry mortar plasticizers, super-plasticizers, Fibers, Inorganic binders, Mortar improving polymer emulsions, Redispersible polymer powders, Retarders, Silicone water repellents, Starch ethers, Stearates

**Sales Team:** 15 experienced technical sales managers



# Plastics

At ELTON Group's Plastics department, we offer a dynamic portfolio that meets the highest quality standards and fully covers the spectrum of all major plastic sectors.

**Sectors:** Bottles, Cables, Extrusion products, Films, Food packaging, Moulded products, Pipes, Specialized plastic applications

**Products:** Additives (antimicrobial, fragrances, process aids), Engineering polymers (ABS, polyamide, polycarbonate), Fillers (carbonates, talk, barites), Flame retarders, Internal, external lubricants, Pigments (titanium oxide, iron oxides, organics), Plasticizers (DINP, DOTP, CP, ESBO, DOA, Benzoates, Phthalate free), Polymers (LLDPE, LDPE, HDPE, MDPE, HIPS, PVC), Release agents (silicone based, wax based), Resins (vinyllic, hydrocarbon), Solvents

**Sales Team:** 2 experienced sales managers



# Elastomers

At ELTON Group, we offer a comprehensive range of raw materials and special additives for production of Elastomer products across a range of applications: Belts, General rubber goods, Latex goods, Rubber compounds, Tires

**ELASTOMERS Products:** Additives -antioxidants, accelerators, flame retarders -, Carbon Black -550, 330, 220, 772 -, Fillers, Natural rubber, Natural rubber latex, Oils, Pigments -titanium dioxide, iron oxides, lithopone -, Plasticizers -DOTP, DINP -, Primers, adhesives, Release agents -silicone, wax emulsions -, Resins -hydrocarbon, colophony, phenolic -, Rubber binders, Silicon Rubbers -HTV, RTV2, RTV -, Stearic acids and salts, Synthetic rubbers -SBR, EPDM, NBR

# Waxes

As a distributor of raw materials for Waxes, at ELTON Group we offer extensive solutions for all application techniques and product creation: Church candles, Container candles, Industrial waxes, Pillar candles, Scented candles

**WAXES Products:** Additives, Bees waxes, Colors, Effect products, Fragrances, Lacquers, Paraffin waxes several types, Stearic acids, Wicks



# Metal + Mining + Paper

At ELTON Group, our continuous cooperation with international leaders in chemical production and our proven expertise, allow us to offer advanced chemical products in a wide range of industries active in various sectors.

**Sectors:** Batteries, Biodiesel production, Galvanizing plants, Lubricants, Metal constructors, Metal extrusion plants, Metal painting houses, Metal recycling, Mining, Oil refineries, Paper treatment, Steel foundries

**Products:** Acids, Alkalies, Antifreeze, coolants, Antioxidants, Biocides, Brake fluids, Catalysts, Defoamers, Degreasing, Fatty acids, Filtering aids, Flocculants, Flotation agents, Fluxes, Foamers, Inhibitors, Oxidants, Powder coatings, Preservatives, Salts, Solvents, Surfactants

**Sales Team:** 11 experienced technical sales managers



# PU Systems + Polyurea

The Polyurethane Systems sector involves high technology and requires specialization and expertise. At ELTON Group we cooperate with global production leaders to provide a full range of polyurethane systems alongside with specialized technical support to cover the full breadth of applications like:

PU systems for technical application such as refrigerators, water heaters, pipes, PU systems with combustion inhibitors for structural applications such as plates, panels, blinds, garage doors, PU systems for molded flexible foam applied to furniture, automotive and other applications, PU systems for molded hard foam applied to wood imitation, automotive and other applications, PU spray foams applied to terraces, walls, floors, ceilings and pipes, PU binders and adhesives

ELTON Group offers complete range of **Polyurea Systems** for long-term sealing of terraces, swimming pools, garage, chemical and petrochemical tanks.

Our Polyurea Systems include: Colorants, Hot spray hybrid Polyurea, Hot spray pure Polyurea, Primers, Top coats

**Sales Team:** 9 experienced technical sales managers



# Tanneries + Textiles

At ELTON Group, we specialize in the market of Tanneries and Textiles, by distributing a wide range of raw materials and additives used alongside all process stages, across all major sectors.

**Sectors:** Industrial laundries, Spinning-knitting houses, Tanneries, Textile dyeing –printing houses

**Products:** Acid dyes, Acids, Alkalies, Biocides, Decoloring agents, Defoamers, Degreasers, Dehairing agents, Enzymes, Inorganic salts, Oils –greases, Optical brighteners, Oxidative dyes, Oxidizing agents, Phosphate salts, Reducing agents, Softeners, Solvents, Starch, Tanning -retanningagents, Tannins, Wetting agents

**Sales Team:** 3 experienced technical sales managers



# Water Treatment Environment

At Water Treatment and Environmental Technologies department of ELTON Group, we offer chemical products and technical support to public and private water treatment plants.

Our complete range of products is perfectly harmonized with the regulations and highest social and environmental standards.

**Sectors:** Drinking water, Industrial water, Pools, Waste water

**Products:** Acids, Active carbons, Alkalies, Anticorrosive additives, Antifreezes, Antiscalants, Biocides, Bromine tablets, Calhypofeeders, Chlorine dioxide, Defoamers, Filter media for arsenic, manganese, iron, Filtering aids, Inorganic chlorines (bleach, calcium hypochlorite), Inorganic flocculants, coagulants, Ion exchange resins, Organic chlorines (granular, powder, tablets), Organic flocculants -polyelectrolytes, Oxidizing agents, Reducing agents, Reverse osmosis membranes, Salt tablets, Sequestering agents

**Sales Team:** 7 experienced technical sales managers



# Agriculture

As one of the leading suppliers of agriculture chemicals and raw materials, we help our customers achieve excellent results and meet their needs in performance, by offering a wide range of innovative high-caliber products and a dedicated sales support that will give you the edge that is needed in today's demanding environment.

Through our dedicated and highly experienced team, at ELTON Group we aim in supporting our customers offering them a vast portfolio of products, knowledge deliverables and implementation consultancy while in full compliance of all respected regulatory regulations and safety standards.

**Sectors:** Plant Nutrition, Crop Protection, Seed Solutions

**Products:** Granular N, NP, NPK fertilizers, Water Soluble NPK fertilizers, Liquid fertilizers, Straights, Trace Elements, Inorganic and Phosphoric Salts, Bio stimulants, Fungicides, Insecticides, Herbicides, Biocides, Elicitors, Potato seed, Cotton seed, Soft wheat seed, Barley seed

**Sales Team:** 27 experienced sales managers



# Animal Nutrition

The livestock industry is one of the largest and most influential industries on the planet. Our vision at ELTON Group is to be the distributor of choice into the animal feed industry by supplying ingredients and additives of the highest quality that meet our customer's needs, designed to respect the complexities of each animal while, enhancing their health and performance. Our sales and technical team is constantly available to design client-specific innovative solutions that meet specific needs as well as, the broader society's health and well-being.

Our continuously enriched product range includes:

**Products:** Amino acids, Antifungals, Antimicrobials, Antioxidants, Auxiliary feed processing ingredients, Colorants, Digestion improvers, Enzymes, Feed ingredients and additives –minerals, Flavoring agents, Free flowing agents, Hygiene and public health (insecticides, rodenticides, disinfectants and nitrification inhibitors that support and promote biosafety on modern farms), Inorganic raw materials, Nutritional feed additives, Preservatives, Proteins, Sweeteners, Toxin binders

**Sales Team:** 2 experienced technical sales managers



# Refrigerants + Lubricants

"HVAC&R Specialty Chemicals" is an autonomous division we established at ELTON Group considering the significant opportunities we identified in the Greek market. We offer advanced support to professionals in the air conditioning and industrial refrigeration sectors (HVAC&R), by:

**Import, repackaging and distribution of refrigeration gases supplied by well-known European producers**

**Product categories:** HFC (R410A, R407C, R134a, R32), HFC-HFO (R449A, R452A, R513A, R454A, R454c), HFO (R1234yf)

**Import and distribution of refrigeration lubricants and additives of HVAC&R and vehicle A/C systems**

Product categories: LUBRICANTS (POE, MIN, PAG), ADDITIVES (UV DYE, LEAK STOP, SYSTEM BOOST, MOISTURE ABSORBER)

**Sales Team:** 2 experienced technical sales managers

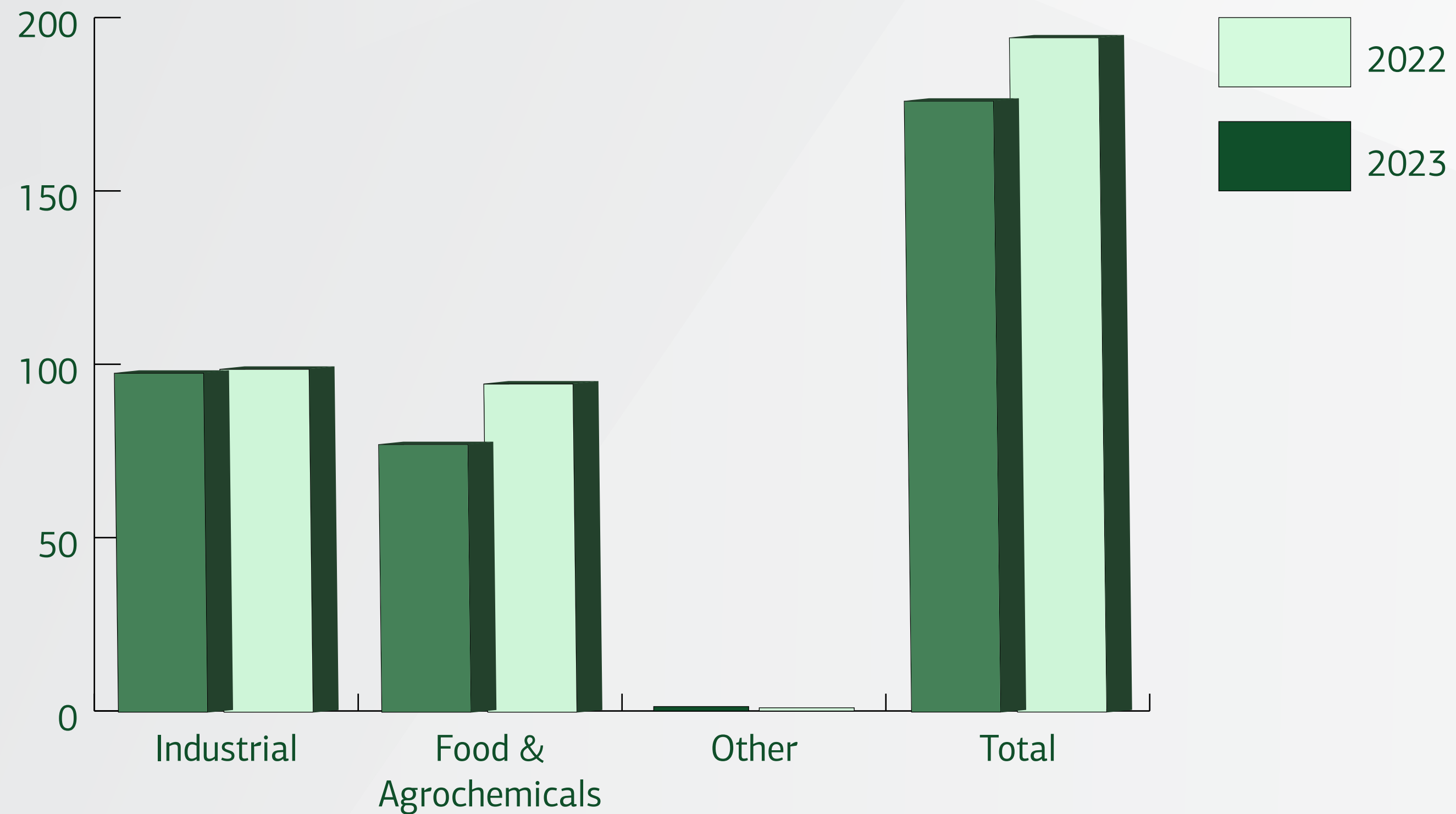




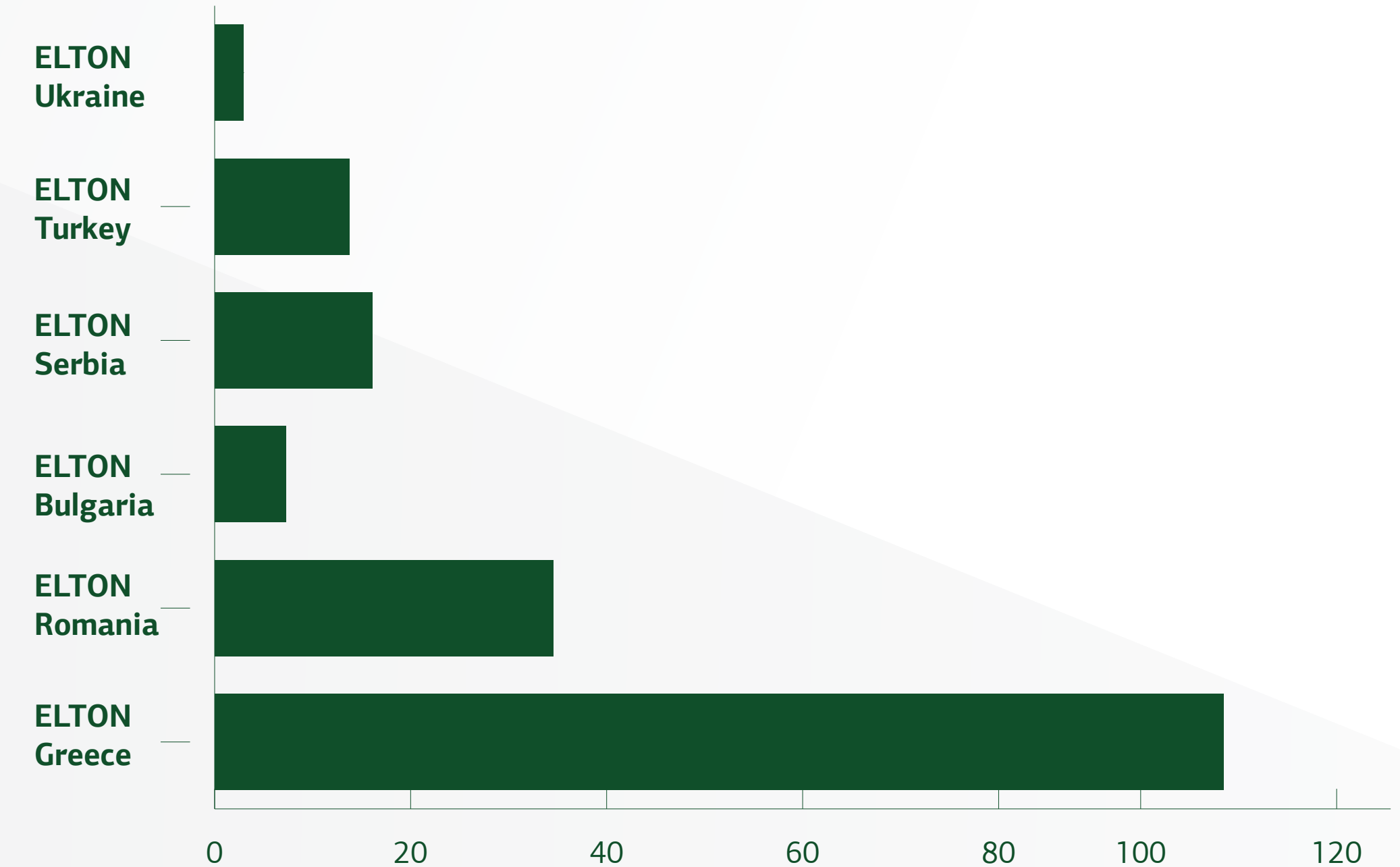
# Financial Results of ELTON Group 2023



# Turnover per Company and per Segment



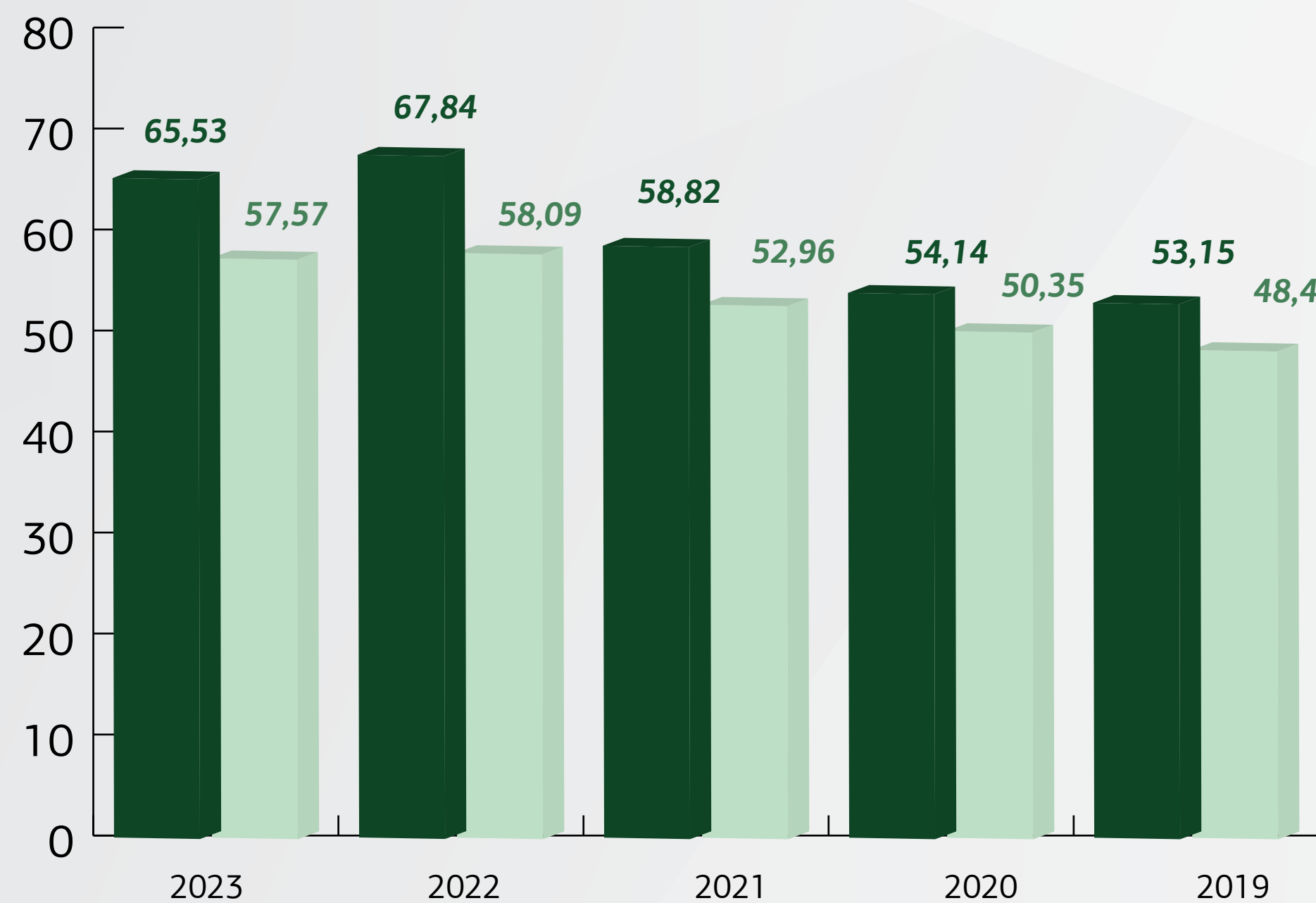
**ELTON Consolidated Turnover per segment (mil.euro)**



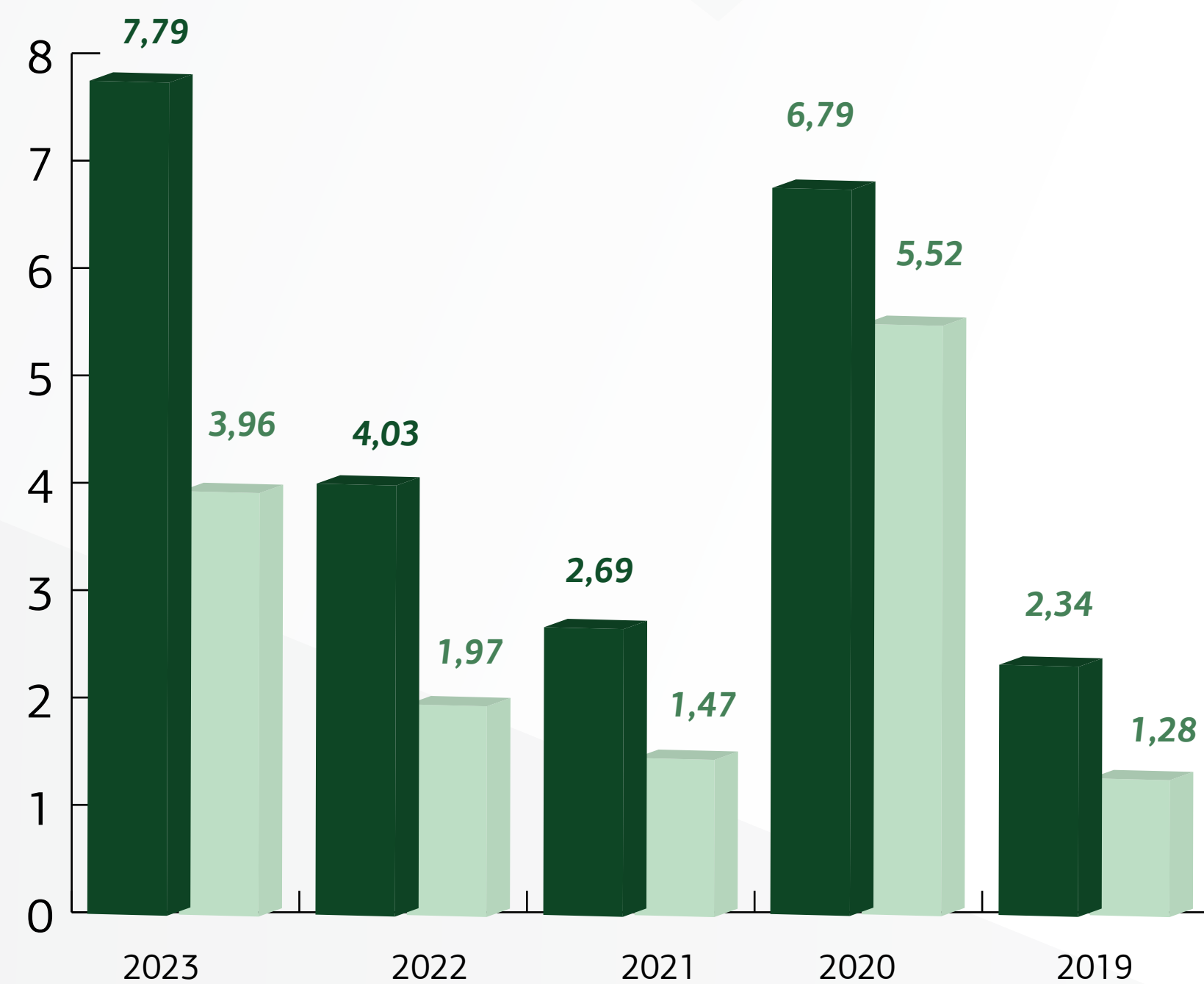
**Turnover per Company (mil.euro)**



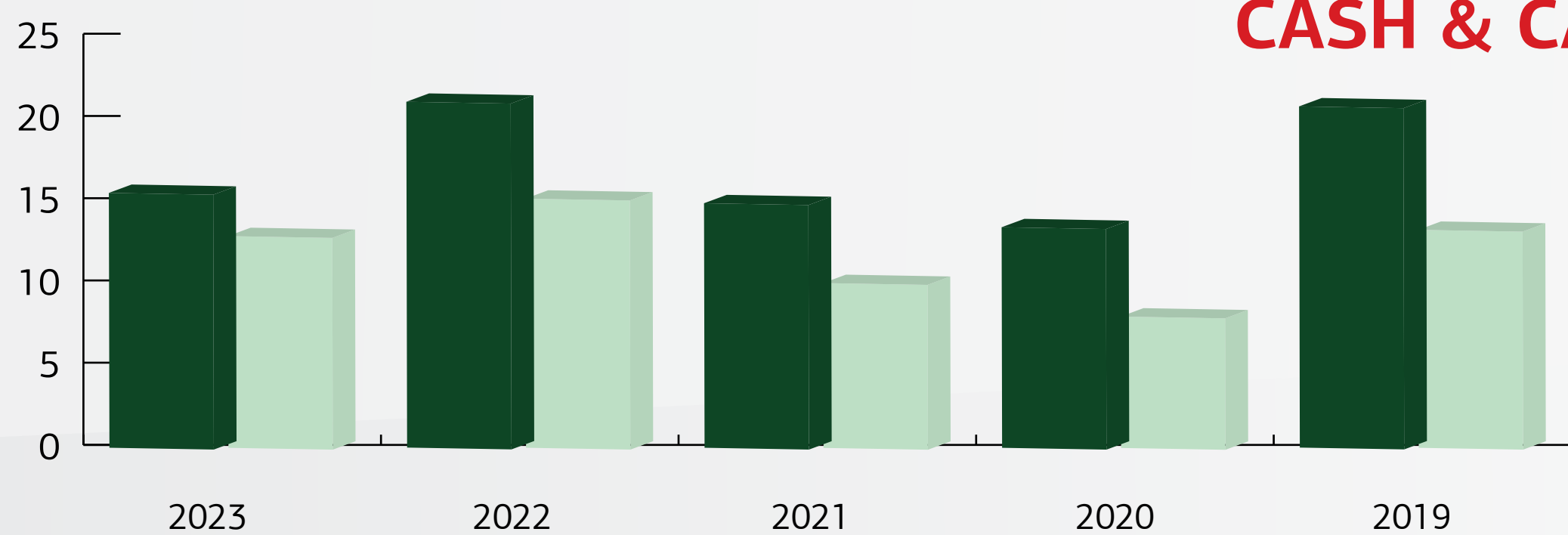
# Financial Position of Group & Company (diagram)



**EQUITY (mil. euro)**



**CASH & CASH EQUIVALENTS (mil.euro)**



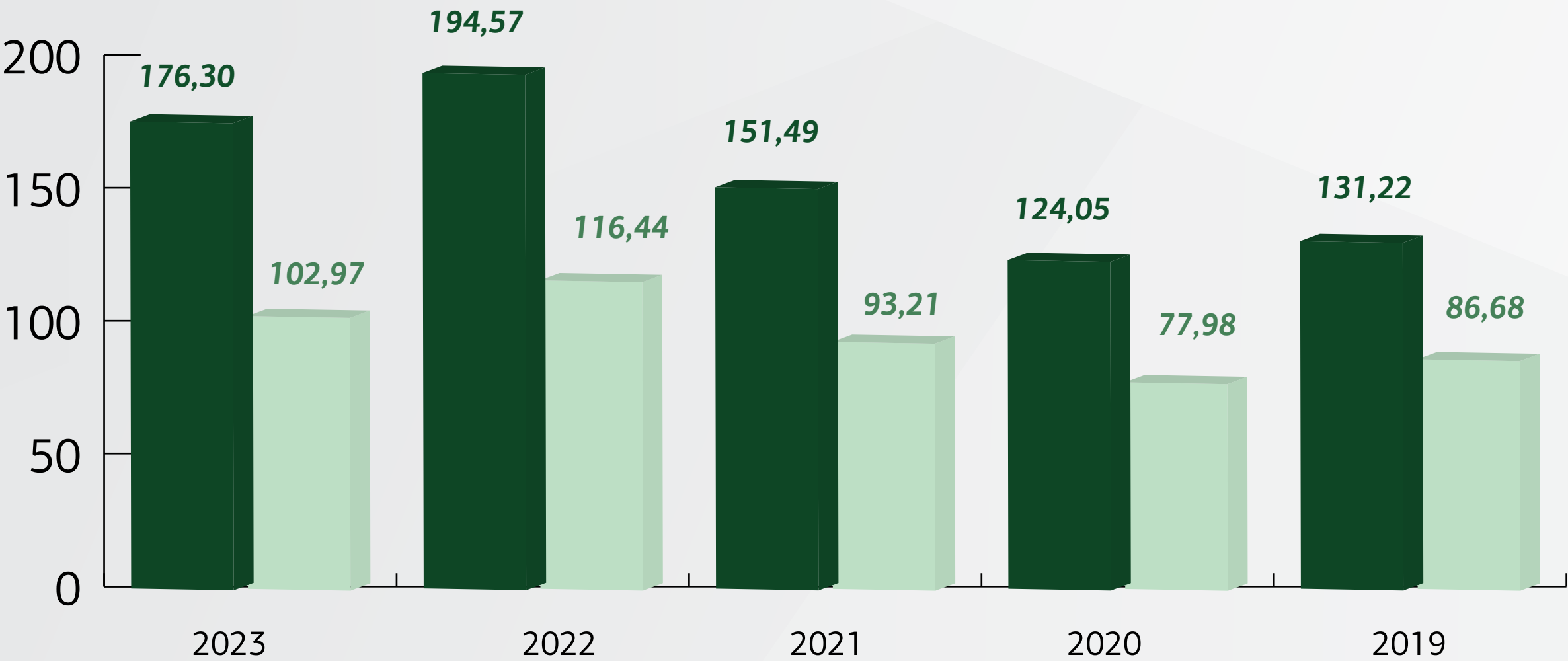
**NET DEBT (mil.euro)**

**Group** **Company**

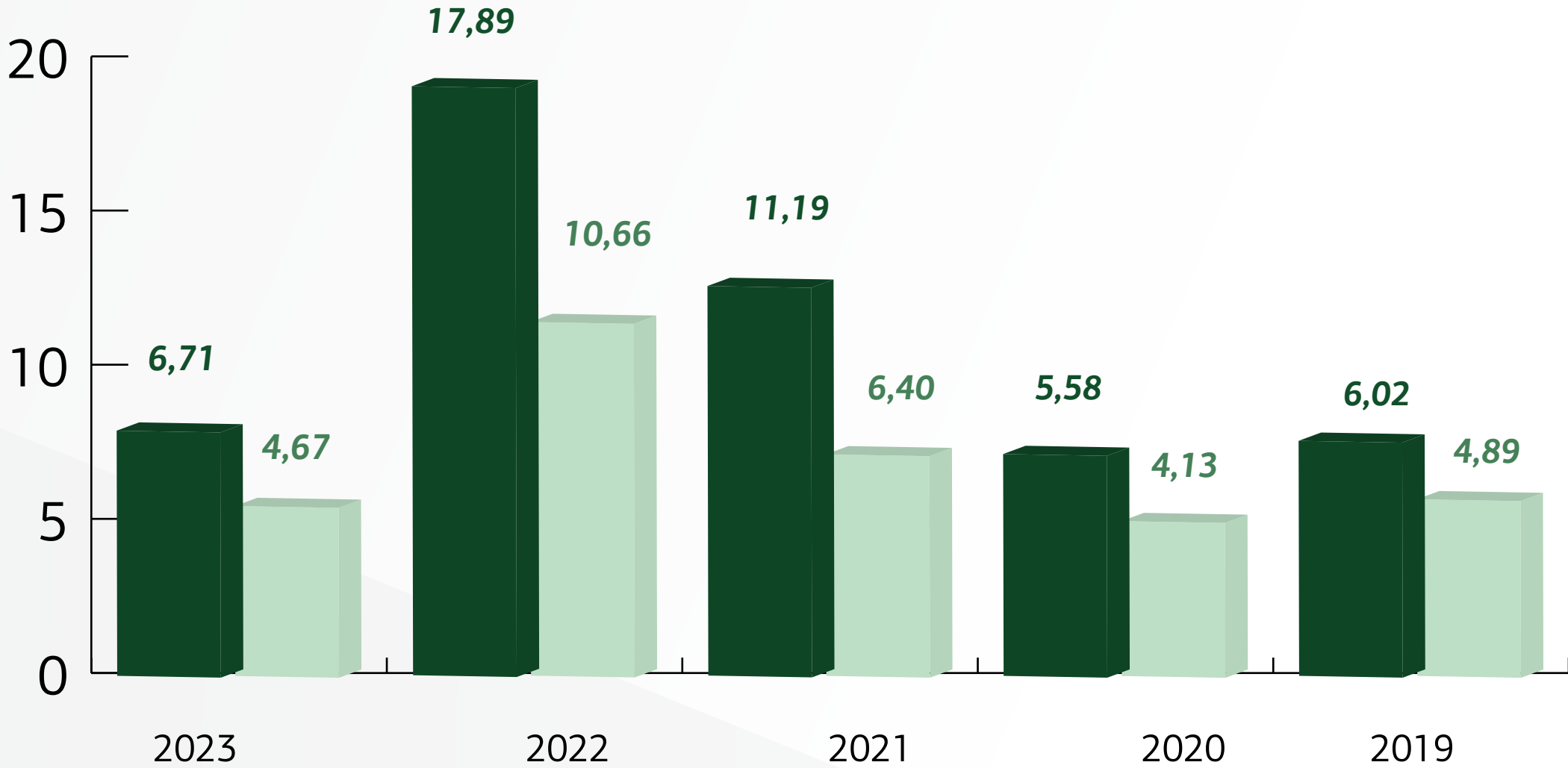


# Results of Group & Company (diagram)

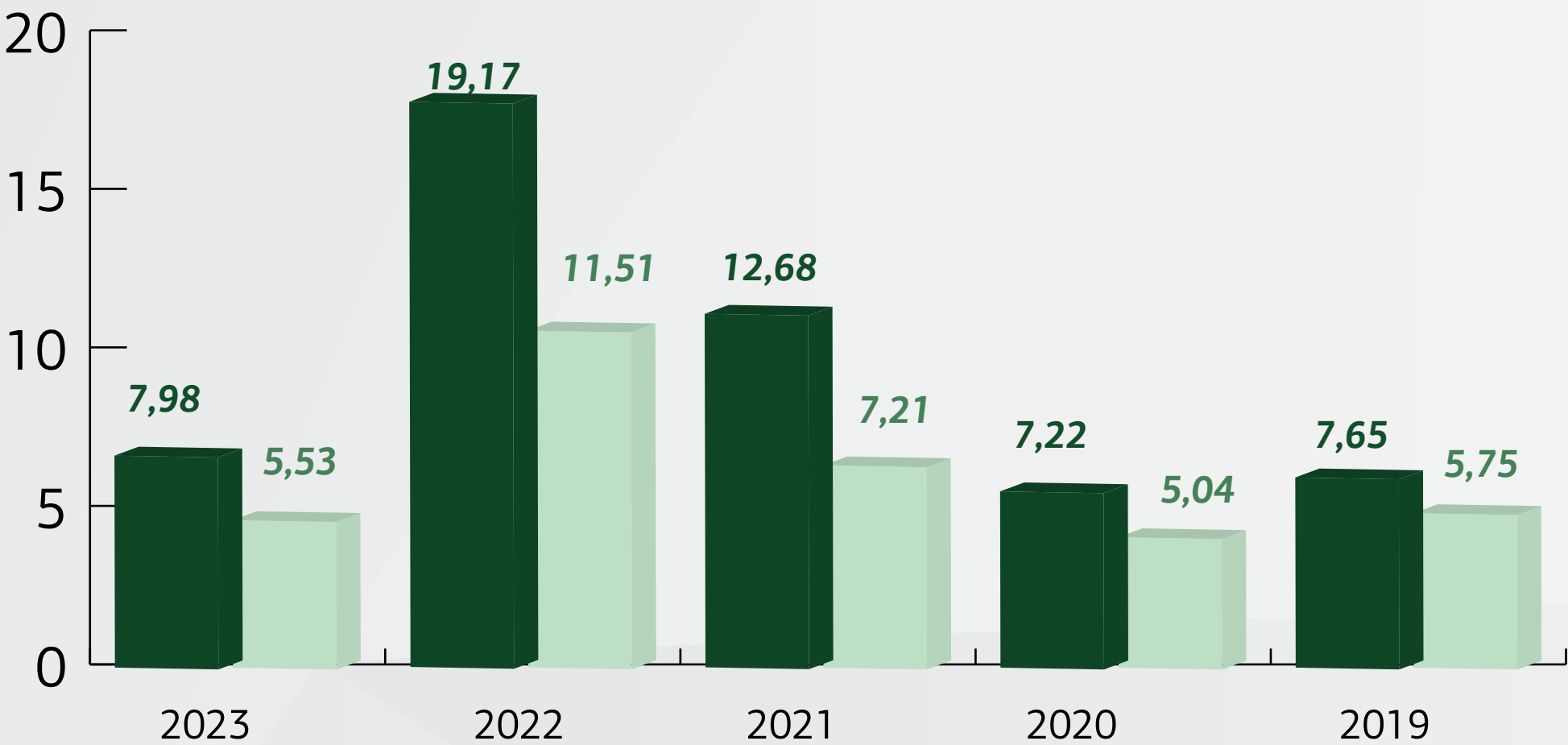
Group Company



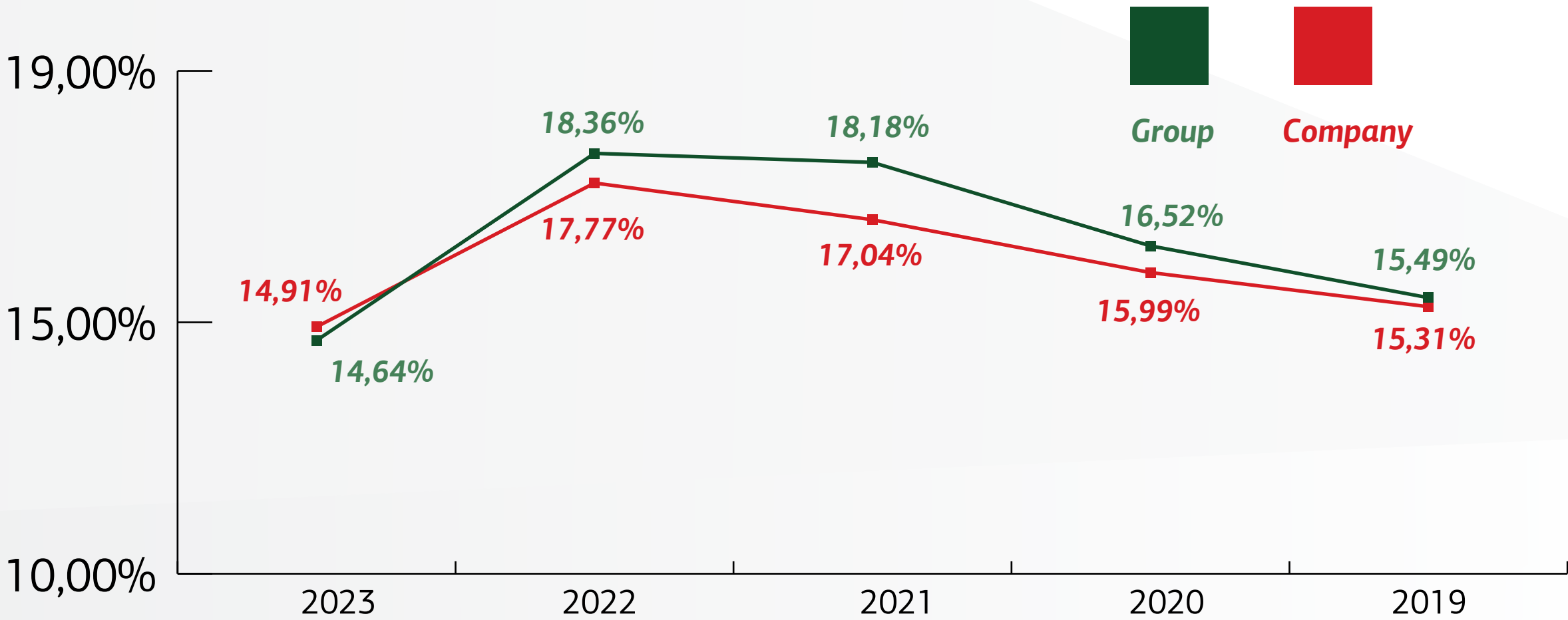
TURNOVER mil. euro



EBIT mil.euro



EBITDA mil.euro

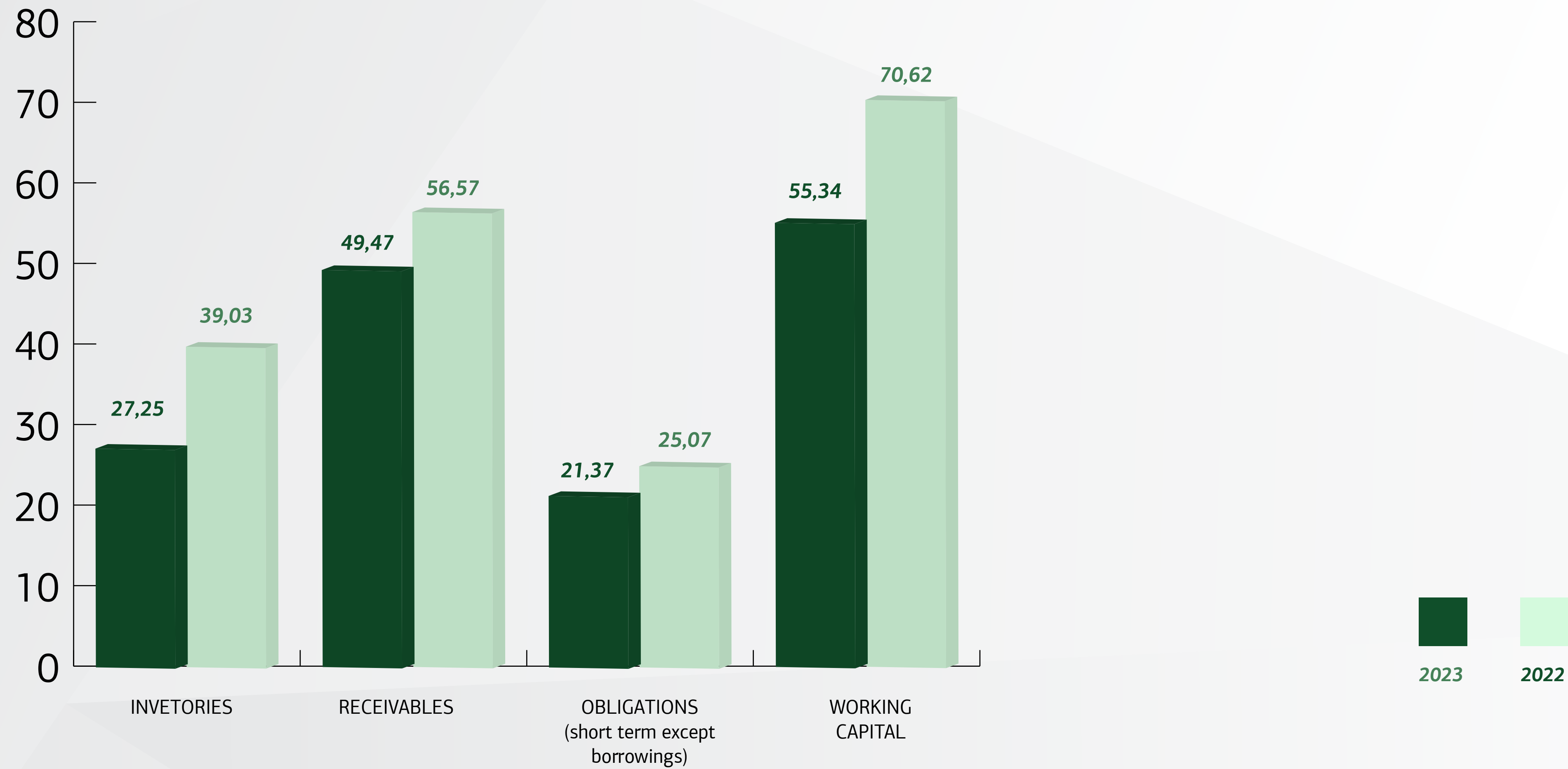


GROSS PROFIT MARGIN %



# Evolution of Working Capital

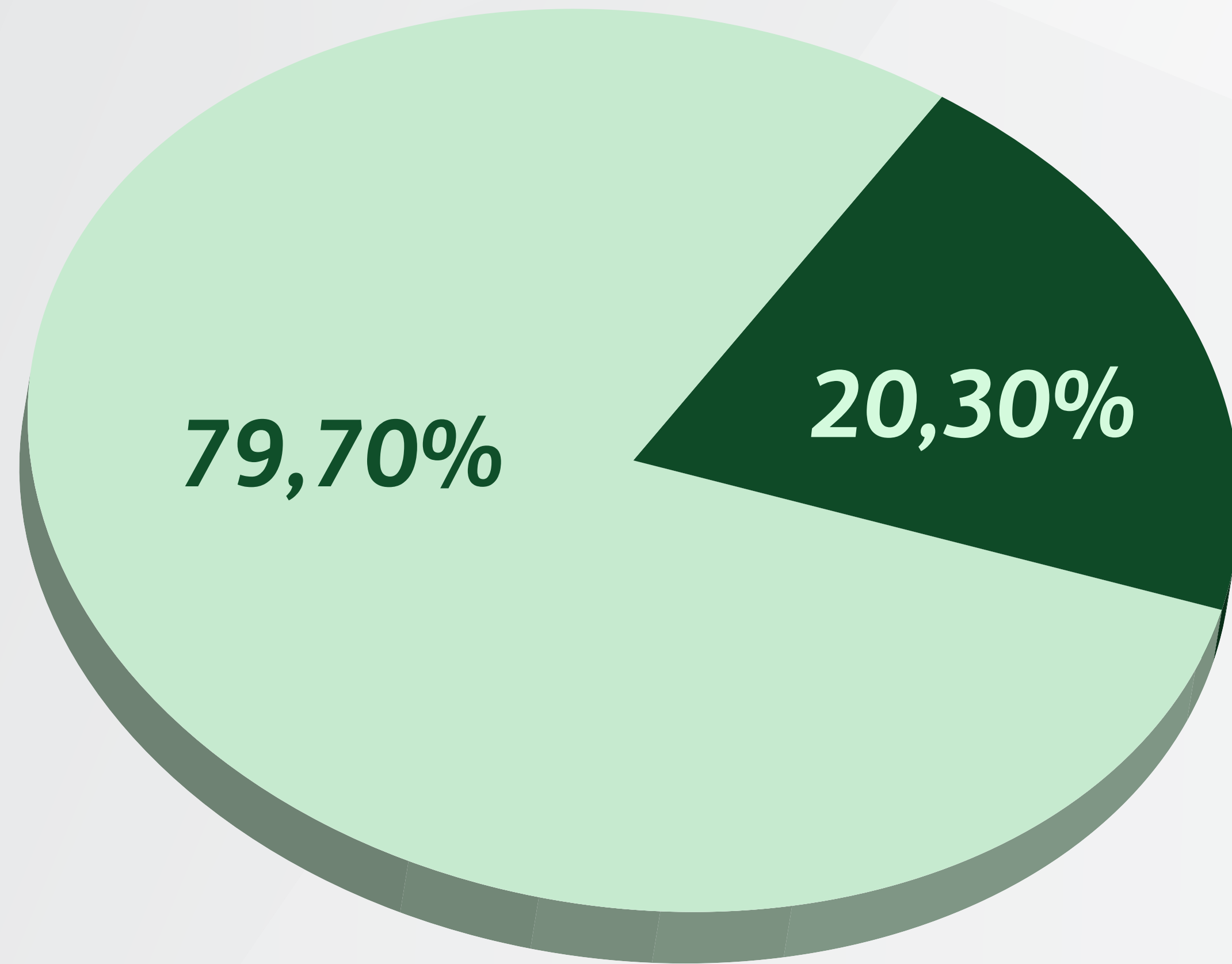
EVOLUTION GROUP WORKING CAPITAL (mil.euro)



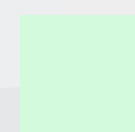


# Share Price Yield and Shareholding Composition

## ELTON Share Holding Structure 31/12/2023



Free Float



Shareholders  
over 5%

- Reference Symbol: ELTON
- Market: SECURITIES MARKET
- Market Segment: MAIN MARKET
- Listing in ATHEX: 4/8/2000
- ISIN: GRS397003005
- Number of shares: 26.730.187
- Nominal value: 0,52 euro
- Participation in indices:

DBP/ FTSEMSFW/ FTSEGTI/ ATHEX\_ESG/ ASI/ FTSED/ GD/  
DOM/SAGD/ FTSEA





Founded 43 years ago, ELTON Group blends a portfolio of premium global suppliers, a customer - centric culture with our unique supply chain expertise and the talents of our employees, inproviding solutions and leading chemicals and industrial ingredients that empowerour customers in Eastern Europe, Ukraine and Turkey to develop and produce innovative and successful products.

ELTON Group is listed in ATHEX and is included in the FTSE/MidCap with robust corporate and financial position and potential

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