



FAGE INTERNATIONAL S.A.

PRESS RELEASE: MARCH 27, 2020

FAGE ANNOUNCES 2019 RESULTS IN REPORT TO SENIOR NOTE HOLDERS

FAGE International S.A. (the “Company” or “FAGE”) today announced its financial results prepared in accordance with International Financial Reporting Standards for the year ended December 31, 2019 in an annual report (the “Annual Report”) to the holders of its 5.625% Senior Notes due 2026 (the “Senior Notes”).

Our sales in value for the year ended December 31, 2019 amounted to \$494.3 million, a decrease of \$57.6 million, or 10.4%, compared to sales in value of \$551.9 million for the year ended December 31, 2018.

Gross profit for the year ended December 31, 2019 was \$183.7 million, a decrease of \$47.9 million, or 20.7%, from \$231.6 million for the year ended December 31, 2018. Gross profit as a percentage of sales for 2019 was 37.2%, compared to 42.0% for 2018. The main reason for this decrease was the increase in the prices of milk used in both the U.S. facility and the Greek facilities by 13.1% and 30.4%, respectively.

Operating profit for 2019 was \$50.8 million, a decrease of \$7.8 million, or 13.3%, as compared to operating profit of \$58.6 million in 2018. As a percentage of sales, operating profit was 10.3% for the year ended December 31, 2019 as compared to 10.6% for the year ended December 31, 2018. This is mainly due to the decrease in gross profit, which was offset by the decrease in SG&A as a percentage of sales.

Profit before income taxes for the year ended December 31, 2019 was \$23.8 million, as compared to profit before income taxes of \$32.3 million for the year ended December 31, 2018. This decrease is due to the decrease in gross profit, which was partially offset by the decrease in SG&A.

Income tax expense for the year ended December 31, 2019 was \$2.3 million, as compared to \$10.1 million for the year ended December 31, 2018.

Net profit for the year ended December 31, 2019 was \$21.4 million, as compared to net profit of \$22.1 million for the year ended December 31, 2018.

On August 3, 2016, the Company and FAGE USA Dairy Industry, Inc. (“FAGE USA”) issued \$420,000,000 principal amount of their 5.625% Senior Notes due 2026 under an indenture dated as of August 3, 2016 (the “Indenture”) by and among the Company and FAGE USA, as issuers, FAGE Greece Dairy Industry Single Member S.A., as guarantor, The Bank of New York Mellon, acting through its London Branch, as trustee, The Bank of New York Mellon, as U.S. paying and transfer agent, and The Bank of New York Mellon (Luxembourg) S.A., as registrar.

The Annual Report is being provided to Holders of the Senior Notes pursuant to Section 4.02 of the Indenture. The Annual Report is also available on FAGE’s website at home.fage.

FAGE is a leading international dairy company with a focus on yogurt. FAGE has significant sales in the U.S. yogurt market, growing international sales outside of the United States, and leading market positions in the Italian, U.K. and Greek yogurt markets. FAGE has grown from its origins in Greece in 1926 to become an international company with sales in approximately 39 countries in Europe, the Americas, Asia and Africa.

FAGE International S.A.

145, rue du Kiem, L-8030 Strassen, Grand Duchy of Luxembourg Tel: +352 2787 3333 Fax: +352 2866 9419
home.fage • e-mail: info.international@mail.fage



Inquiries regarding the Company's financial results should be directed to Robert Shea, the Company's Chief Financial Officer, at +1 (518) 762-5912 or Robert.Shea@mail.fage.

The Senior Notes have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or any state securities laws and, unless so registered, may not be offered or sold except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and applicable state securities laws. Accordingly, the Senior Notes were offered and sold only to "Qualified Institutional Buyers" (as defined in Rule 144A under the Securities Act) and pursuant to offers and sales occurring outside of the United States within the meaning of Regulation S under the Securities Act.