

VAA – VISTA ALEGRE ATLANTIS, SGPS, S.A.

Sociedade aberta
Sede: Lugar da Vista Alegre
Distrito: Aveiro, Concelho: Ílhavo
Freguesia: Ílhavo (São Salvador)
3830 292 ILHAVO
Matriculada na C.R.C. de Ílhavo
Capital social: 134.120.048 Euros
NIPC e N.º Matrícula: 500.978.654

**VISTA ALEGRE SALES GROW 24% Y/Y IN THE 3rd QUARTER 2020
(+6.5 MILLION EUROS)**

The Vista Alegre Group continues to show strong signs of recovery in its activity, reaching a turnover of 33.3 million euros in the third quarter of the year, an increase of 24% y/y (+6.5 million euros).

In September, it recorded a turnover of 11.4 million euros, exceeding the same period last year by 13%. The growth in turnover was mainly due to the Ovenware and Earthenware segments, as illustrated in the table below.

2020											T€
Segments	1st Quarter 2020	April Monthly	May Monthly	June Monthly	1st Semester 2020	July Monthly	August Monthly	September Monthly	3rd Quarter 2020	9M 2020	
Porcelain and other products	6.011	873	975	1.834	9.694	3.609	2.858	2.268	8.735	18.429	
Earthenware	2.226	32	228	710	3.196	525	804	1.064	2.392	5.589	
Ovenware	7.307	1.746	2.280	3.243	14.575	3.703	2.492	4.393	10.588	25.163	
Tableware	6.385	71	1.113	2.460	10.030	3.099	2.885	2.619	8.603	18.632	
Crystal and Glass	2.377	680	1.094	934	5.085	899	951	1.077	2.927	8.012	
Total	24.307	3.402	5.690	9.181	42.580	11.835	9.990	11.421	33.246	75.825	
Variation 2020/2019				5,8%		10,9%	66,2%	13,3%	24,2%		

2019											
Segments	1st Quarter 2019	April Monthly	May Monthly	June Monthly	1st Semester 2019	July Monthly	August Monthly	September Monthly	3rd Quarter 2019	9M 2019	
Porcelain and other products	15.113	4.795	2.873	3.069	25.850	3.686	2.623	3.405	9.715	35.565	
Earthenware	1.638	440	937	700	3.715	900	663	751	2.315	6.030	
Ovenware	4.816	1.924	1.355	1.861	9.955	2.015	134	2.037	4.186	14.141	
Tableware	5.661	1.873	1.877	1.669	11.079	2.878	1.968	2.815	7.661	18.741	
Crystal and Glass	3.146	464	1.844	1.375	6.829	1.193	620	1.071	2.884	9.713	
Total	30.375	9.494	8.886	8.674	57.428	10.672	6.009	10.080	26.761	84.189	

It should be noted that the Retail channel, which was one of the distribution channels most affected by the current pandemic, continued to stabilise in September and even recorded a growth in sales of 2.3% compared to the same period last year.

Online sales continued to demonstrate good performance, with 117% growth in this channel compared to September 2019.

The Private Label channel continues to be the major contributor to the increase in turnover, with a growth of +36.8% y/y.

In the first 9 months of 2020, Grupo Vista Alegre reached cumulative turnover of 75.8 million euros, a drop of only 10% compared to the same period in 2019, an encouraging result considering the circumstances and with reasonably positive signs of a resumption of commercial activity.

Despite the uncertainty of the ongoing pandemic crisis, Vista Alegre maintains its outlook for a more optimistic macroeconomic scenario and ongoing recovery in its commercial activity, reinforced by the execution of recently awarded contracts and cautious optimism for the continuation of the monthly growth trend registered in the last four months.

Ílhavo, October 6, 2020

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