ATLANTIC GRUPA

Central and Eastern European Investment Opportunities

June 2026

LEGAL ENTITIES AND OPERATIONS IN

8

COUNTRIES

LEGAL ENTITIES WITH PRODUCTION FACILITIES

- Croatia
- Bosnia and Herzegovina
- North Macedonia
- Slovenia
- Serbia

LEGAL ENTITIES (COMMERCIAL OPERATIONS)

- Austria
- Montenegro
- Russia

We are one of the leading **food and beverage manufacturers in South-East Europe**

RESOURCES (31.12.2025)

5,807

Number of employees

13

Production facilities

17

Distribution centres

WHERE we sell (% of sales revenue in 2025)

33%	Croatia
27%	Serbia
15%	Slovenia
7%	Bosnia & Herzegovina
9%	Other regional markets*
6%	Key European markets**
3%	Other markets

WHAT we sell (% of sales revenue in 2025)

27%	Coffee
14%	Savoury spreads
11%	Snacks
9%	Beverages
9%	Pharmacy business
3%	Donat
27%	Principal brands

*North Macedonia, Montenegro, Kosovo
**Germany, Switzerland, Austria, Sweden

GROWTH BASED ON INNOVATIONS and M&A

National company

1990's

DISTRIBUTION

- Distribution centres across Croatia
- Various distribution cooperations

Regional company

2000 - 2004

DISTRIBUTION & PRODUCTION

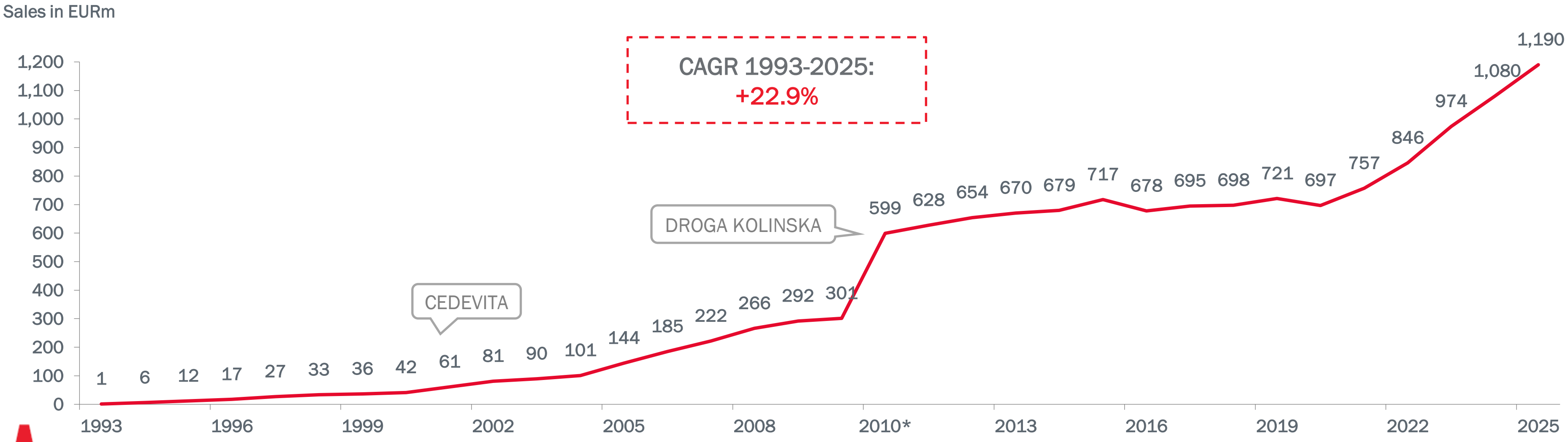
- Regional expansion
- 2001: Acquisition - Cedevita

European company

2005 - 2025

VERTICAL INTEGRATION

- 2024: Acquisition - Strauss Adriatic
- 2010: Acquisition - Droga Kolinska
- 2007: IPO



2010*: Pro-forma consolidated with Droga Kolinska

Management Board

Emil Tedeschi
Founder & President of the Management Board

Zoran Stanković
Vice President
Finance, Procurement and IT

Neven Vranković
Vice President
Corporate Affairs

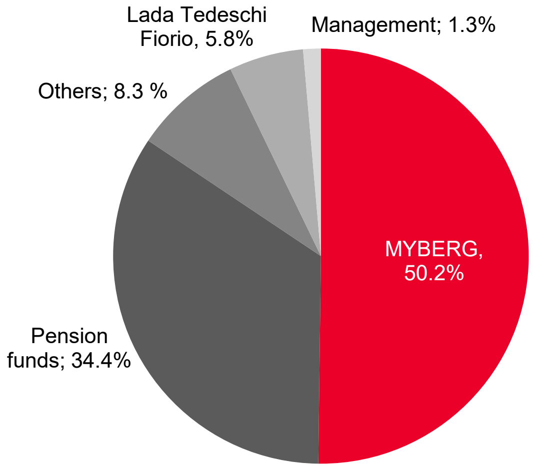
Lada Tedeschi Fiorio
Vice President
Corporate Strategy and Investments

Srećko Nakić
Vice President
Markets and Distribution

Mate Štetić
Vice President
Brands and Operations

Mojca Domiter
Vice President for People and Culture

Ownership structure as at 31 May 2026



HANFA

Award for the best compliance with the Code of Corporate Governance in 2021, 2022, 2023 and 2024

NAGRADE Zagrebačke burze

For 14 consecutive years Atlantic Grupa is within top three for Best Investor Relations

COFFEE CATEGORY IN ADRIA REGION

4 KEY BRANDS

4 KEY ADRIA MARKETS

€ 316m SALES

4 PRODUCTION PLANTS

*Source: „Nielsen retail panel": March 26

SAVOURY SPREADS MARKET POSITION

1 KEY BRAND

#1 in EU (value and volume)

€ 166m SALES

2 PRODUCTION PLANTS

**Source: „Nielsen retail panel": March 26*

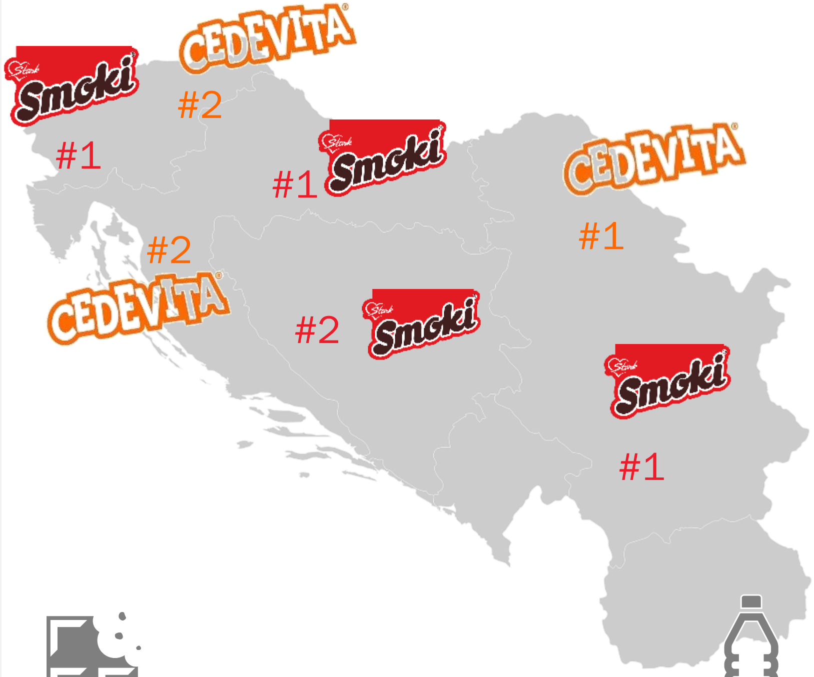
SNACKS & BEVERAGE MARKET POSITION IN ADRIA REGION

4 KEY BRANDS

2 KEY ADRIA MARKETS

€ 130m SALES

2 PRODUCTION PLANTS



*Source: „Nielsen retail panel": March 26

2 KEY BRANDS

4 KEY ADRIA MARKETS

€ 103m SALES

3 PRODUCTION PLANTS

DONAT, PHARMACY & NEW GROWTH

Donat

3 KEY MARKETS

€ 40m SALES

1 PRODUCTION PLANT

farmacia

1 KEY MARKET

€ 104m SALES

110 LOCATIONS

BOOM BOX / Ziggy's

2 KEY MARKETS

€ 7m SALES

8 ZIGGY'S LOCATIONS

** FY 2025*

FMCG DISTRIBUTION IN ADRIA REGION

€ 324m SALES

27% in AG SALES

17 DISTRBUTION CENTERS

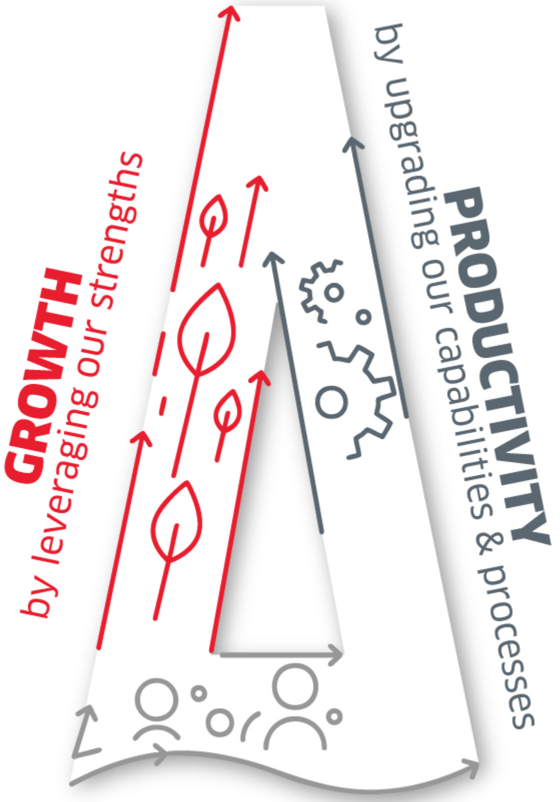
70.000+ POS

1.000+ VEHICLES

OWN DISTRIBUTION COMPANIES

STRONG 3rd PARTY RELATIONSHIP

* FY 2025

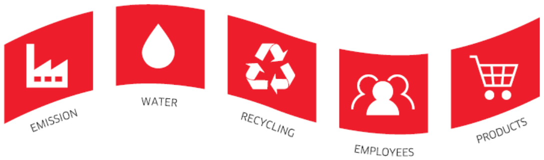


EMPOWERED ORGANISATION
through care and responsibility

CORPORATE STRATEGY:
PROFITABLE GROWTH

STRENGTHEN THE CORE	EXPAND PORTFOLIO	IMPROVE PRODUCTIVITY	EMPOWER ORGANISATION
ENSURE CONSUMER RELEVANCE OF OUR **BRANDS & CATEGORIES**	**NEW CONSUMER PROPOSITION** USING OUR STRENGTHS	UPGRADING OUR **OPERATIONAL EXCELLENCE**	BUILD **ORGANISATIONAL RESILIENCE** OPEN FOR CHANGE
COFFEE LEADERSHIP AT OUR CORE	**PROACTIVE M&A** TO INCREASE OUR STRATEGIC POSITION	ENSURING **BRAND-MARKET EFFECTIVENESS**	**TALENT MANAGEMENT** TO FUEL GROWTH
NOURISH OUR **DISTRIBUTION LEADERSHIP**	**INTERNATIONAL MARKETS** WHERE WE CAN WIN	**FOCUSED DIGITAL** WHERE BUSINESS NEEDS IT THE MOST	CREATING VALUE WITHIN **ENVIRONMENTAL, SOCIAL & GOVERNANCE**

AG sustainability index



Sustainability pillars	ESRS topic	KPI
Emission	E1 Climate change	Direct and indirect GHG emissions Renewable energy use ratio
Water	E3 Water and marine resources	Water withdrawal for operations
Recycling	E5 Resource use and circular economy	Percentage of packaging materials which are recyclable Recycled plastic use ratio
Employees	S1 Own workforce	% of highly engaged employees Vocational training hours Work related injuries Share of women in managerial positions
Products	S4 Consumers and end-users	Share of improved recipes in sustainable (claimed) categories Share of improved packaging of products with reduced environmental impact

Q1 2026: STRONG REVENUE AND PROFITABILITY GROWTH

SALES

EUR 297.3m

+14.4%

EBITDA*

EUR 29.7m

+29.0%

* Certain financial measures are not defined by International Financial Reporting Standards (IFRSs), for more details on the Alternative Performance Measures (APM) used, see the document „Definition and reconciliation of Alternative Performance Measures" within financial results for Q1 2026.

Q1 2026 Overview

- Launch of two new brands – Cedevita Vitamin Ice tea and Barcaffè Leaf Society
- Acquisition of Deltis Pharm pharmacies
- New organisation as of 1 January 2026 for the achievement of strategic goals
- Atlantic Grupa first in Croatia to be assigned an ESG score from LSEG
- Atlantic Grupa won the prestigious “Equal Pay Champion” certificate again
- Atlantic Grupa recognised as the fifth most desirable employer in Croatia

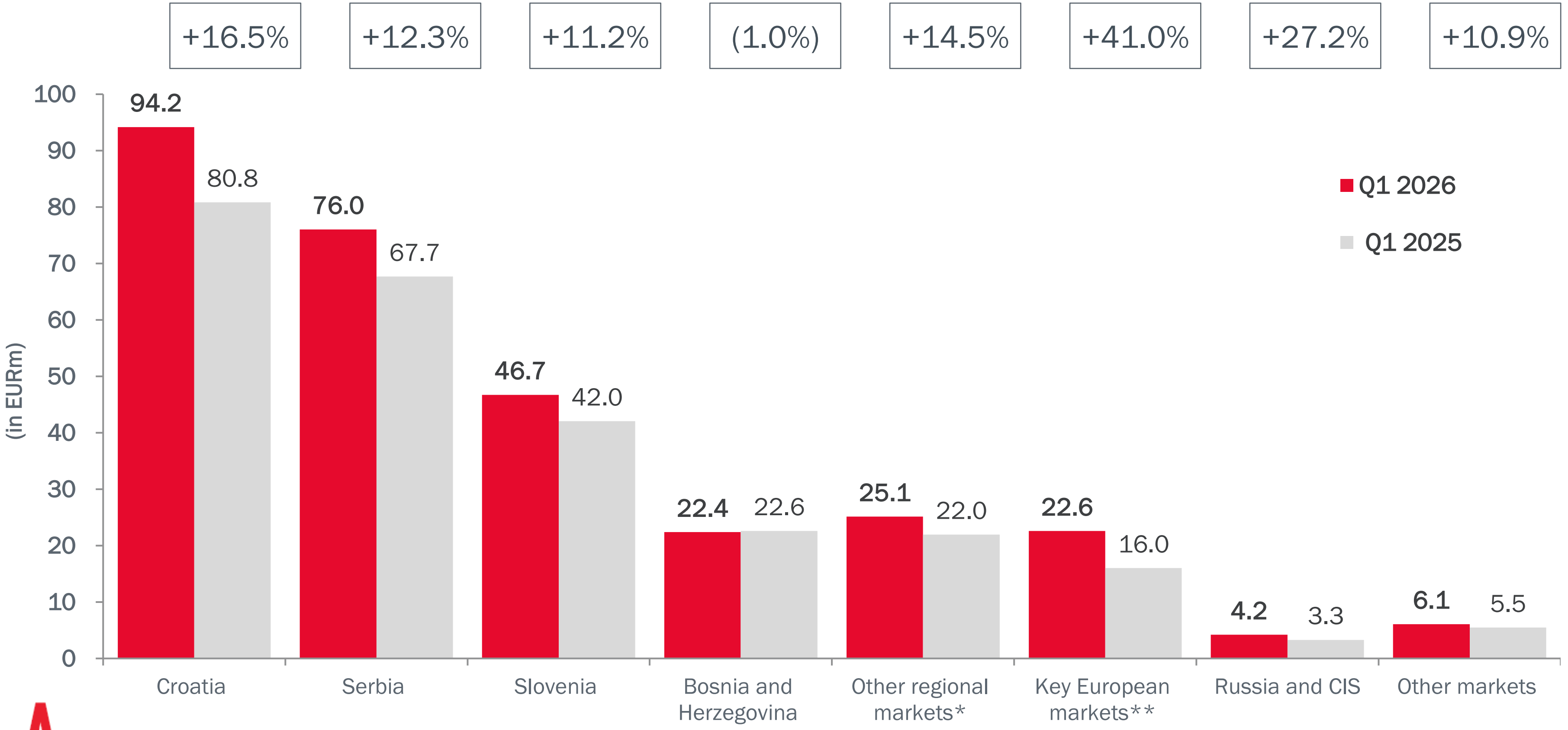
*For more details, see Atlantic Grupa's Financial Results for Q1 2026.

SALES GROWTH IN ALL BUSINESS SEGMENTS

(in EUR millions)	Q1 2026	Q1 2025	Q1 2026/ Q1 2025
SBU Coffee	76.2	63.7	19.7%
SBU Savoury Spreads	47.5	42.7	11.3%
SBU Beverages	33.3	30.3	10.0%
SBU Snacks	32.0	31.0	3.2%
SBU Pharma	28.4	24.4	16.5%
SDU Croatia	65.0	55.1	17.9%
SDU Serbia	75.3	67.0	12.5%
SDU Slovenia	46.7	42.0	11.1%
SDU North Macedonia	17.4	14.8	17.3%
SDU International	28.3	21.2	33.4%
Other segments*	5.9	4.8	24.8%
Reconciliation**	(158.7)	(137.0)	n/a
Sales	297.3	259.9	14.4%

The comparative period has been adjusted to the reporting for Q1 2026.
* Other segments include BU Healthy Bites and DMU Russia.
** Line item "Reconciliation" relates to the sale of own brands which is included in the appropriate SBU and BU and in SDUs and DMUs through which the products were distributed.

SALES PROFILE BY MARKETS

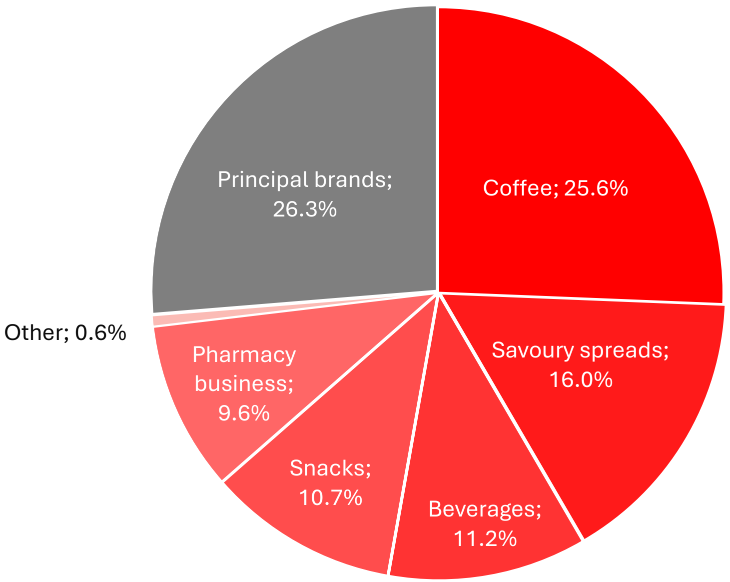


* North Macedonia, Montenegro, Kosovo

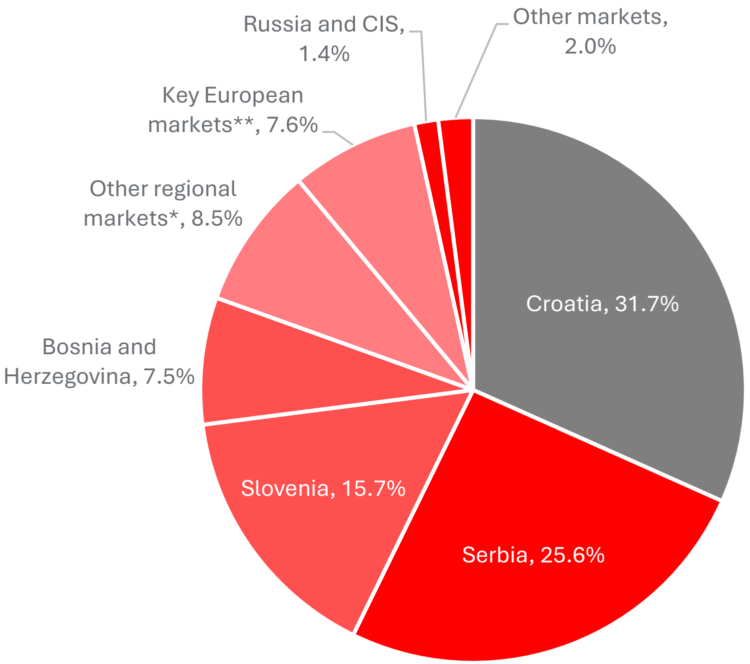
** Germany, Switzerland, Austria, Sweden

SALES BY SEGMENTS AND MARKETS

Sales by segments



Sales by markets



* Other regional markets: North Macedonia, Montenegro, Kosovo
** Key European markets: Germany, Switzerland, Austria, Sweden

PROFITABILITY TRENDS

(in EUR millions)	Q1 2026	Q1 2025	Q1 2026/ Q1 2025
Sales	297.3	259.9	14.4%
EBITDA*	29.7	23.0	29.0%
EBIT*	16.3	10.3	58.5%
Net profit*	10.8	6.1	77.6%
Profitability margins			
EBITDA margin*	10.0%	8.8%	+113 bp
EBIT margin*	5.5%	4.0%	+153 bp
Net profit margin*	3.6%	2.3%	+129 bp

* Certain financial measures are not defined by International Financial Reporting Standards (IFRSs), For more details on the Alternative Performance Measures (APM) used, see chapter „Definition and reconciliation of Alternative Performance Measures (APM)" within financial results for Q1 2026.

OPERATING EXPENSES

(in EUR millions)	Q1 2026	% of sales	Q1 2025	% of sales	Q1 2026/Q1 2025
Cost of goods sold	86.6	29.1%	67.7	26.1%	27.9%
Change in inventory	(2.6)	(0.9%)	(7.2)	(2.8%)	n/a
Production materials	99.4	33.4%	100.7	38.7%	(1.3%)
Energy	3.6	1.2%	3.5	1.3%	3.6%
Services	17.4	5.8%	15.8	6.1%	9.9%
Staff costs	46.2	15.6%	41.9	16.1%	10.3%
Marketing and selling expenses	11.4	3.8%	10.7	4.1%	6.3%
Other operating expenses	8.6	2.9%	8.6	3.3%	(0.0%)
Other (gains)/losses, net	0.5	0.2%	(2.0)	(0.8%)	n/a
Depreciation and amortisation	13.3	4.5%	12.7	4.9%	5.0%
Total operating expenses*	**284.4**	**95.7%**	**252.4**	**97.1%**	**12.7%**

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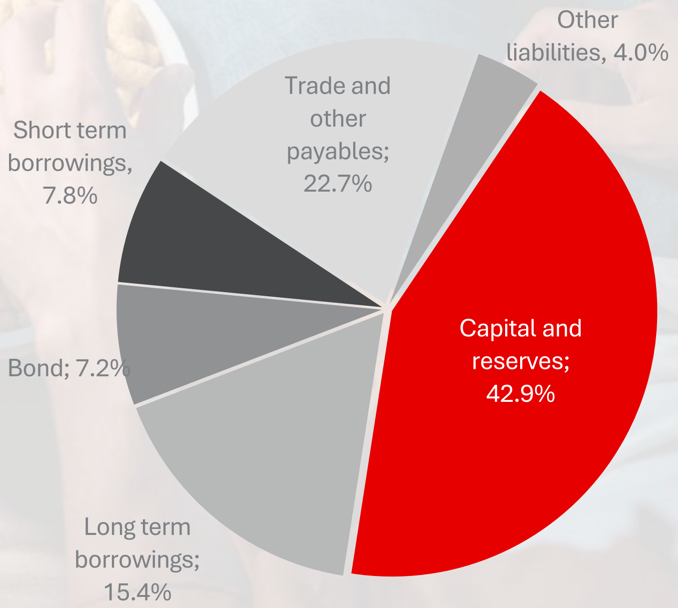
FINANCIAL INDICATORS

(in EUR millions)	31 March 2025	31 Dec 2025
Net debt*	230.5	236.6
Total assets	1,129.2	1,093.2
Total Equity	484.4	470.1
Current ratio*	1.5	1.6
Gearing ratio*	32.2%	33.5%
Net debt/EBITDA*	2.1	2.3
(in EUR millions)	**Q1 2026**	**Q1 2025**
Interest coverage ratio*	10.7	12.6
Capital expenditure*	11.8	16.1
Free cash flow*	21.8	(26.0)
Cash flow from operating activities	33.6	(9.9)

Equity and liabilities structure as at 31 March 2025



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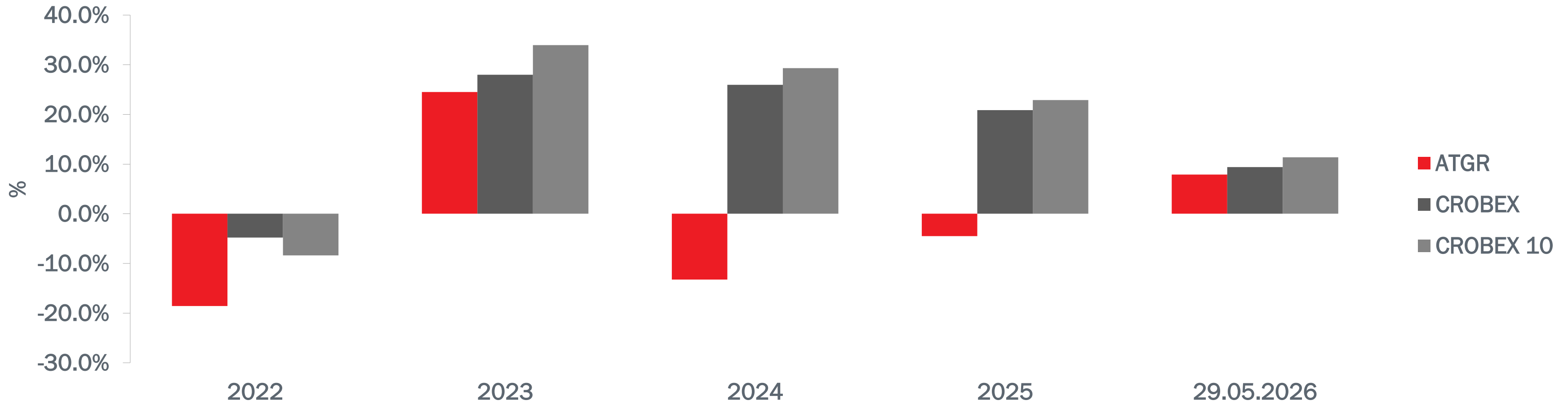
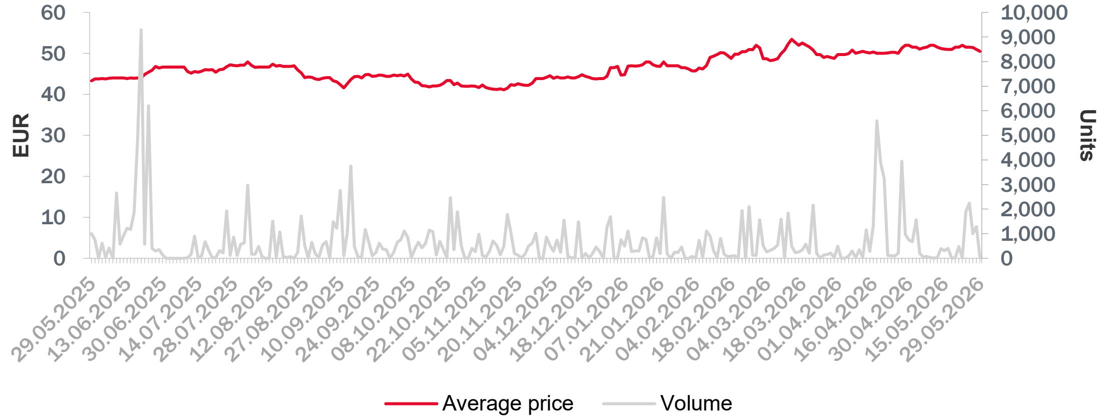
PERFORMANCE ON CROATIAN CAPITAL MARKET





- Stable shareholder structure
- In July 2022, share split of 4-to-1
- Share price (29.5.2026): 50.50 EUR
- Market cap (29.5.2026): 674 mEUR

2025 in line with Outlook

- **Achieved sales** in the amount of EUR 1.2 billion
- **Normalized EBITDA** in the amount of EUR 103 million
- **CAPEX** of EUR 52 million

Outlook for 2026

- Expecting continued **sales** growth above EUR 1.25 billion
- **Normalized EBITDA** above EUR 110 million
- **CAPEX** above EUR 60 million


Thank you!

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