

OSETI I TI
WOW
FILLING!



**NEMA
GREŠKE**

ATLANTIC

GRUPA

FINANCIAL RESULTS IN 2023
(UNAUDITED)



Zagreb, 27 February 2024

2023 Overview

FY 2023 financial results

2024 Outlook

Q&A



SALES GROWTH WITH PROFITABILITY GROWTH

SALES
EUR 973.9m

+15.1%

NORMALIZED
EBITDA*
EUR 82.4m

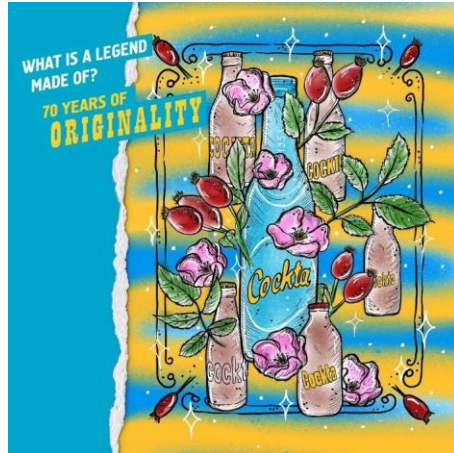
+8.9%

* 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 FY23.

2023 Overview

- Record capital investments and numerous products innovations
- Sales and purchase agreement for Strauss Adriatic company signed
- Atlantic Grupa bought Eurocenter
- New corporate strategy adopted
- Atlantic Štark and DEG agreed on financing
- New principal in Slovenia
- New LDC in Skopje opened
- Digital and green transformation of Atlantic Grupa
- Atlantic Grupa and Podravka agreed on cooperation
- Payout of dividend
- Numerous recognitions and awards

Success of own brands



70 years of Cockta
Cockta +14%



115 years of Donat
Donat +12%



CedeVita vitamin water
CedeVita +23%



Argeta +6%
No 1 in SLO, CRO, B&H,
N.MAC, AUS and CH



Launch in Austria
No 2 in CRO, SRB, SLO (granola)
No 2 in CRO and B&H (plant based drinks)



+12%
101 locations

Success of own brands



Najlepše želje +33%



Bananica +27%



Smoki +21%



Prima sticks +39%



Instant +49%



OOH +16%

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

FY 2023 Financial results



Strong sales growth in all business segments

(EUR million)	2023	2022	2023/2022
SBU Coffee	199.9	184.5	8.3%
SBU Savoury Spreads	137.7	129.3	6.5%
SBU Snacks	123.9	98.2	26.3%
SBU Beverages	101.0	85.1	18.6%
SBU Pharmacy business	87.6	78.0	12.2%
BU Donat	36.4	32.4	12.5%
SDU Croatia	245.5	206.3	19.0%
SDU Serbia	237.9	204.7	16.2%
SDU Slovenia	160.9	145.4	10.7%
SDU North Macedonia	57.4	48.1	19.3%
Other segments*	80.0	73.9	8.2%
Reconciliation**	(494.3)	(439.7)	n/a
Sales	973.9	846.2	15.1%

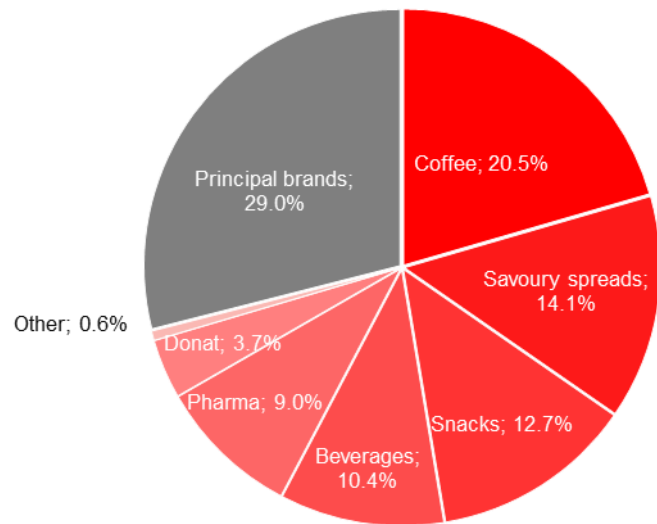
The comparative period has been adjusted to the reporting for 2023

*Other segments include BU New Growth, DU Austria, DU Russia and GDAM.

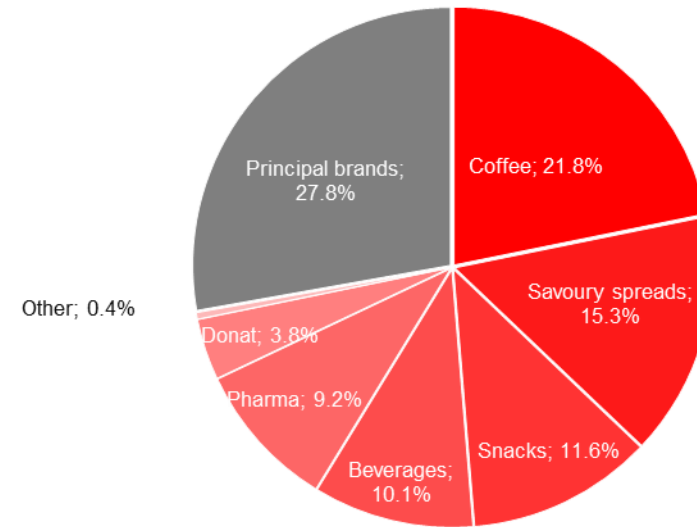
**Line item "Reconciliation" relates to the sale of own brands which is included in the appropriate SBU and BU and in SDUs, DUs and GDAM through which the products were distributed.

Sales by segments: Coffee still leading category

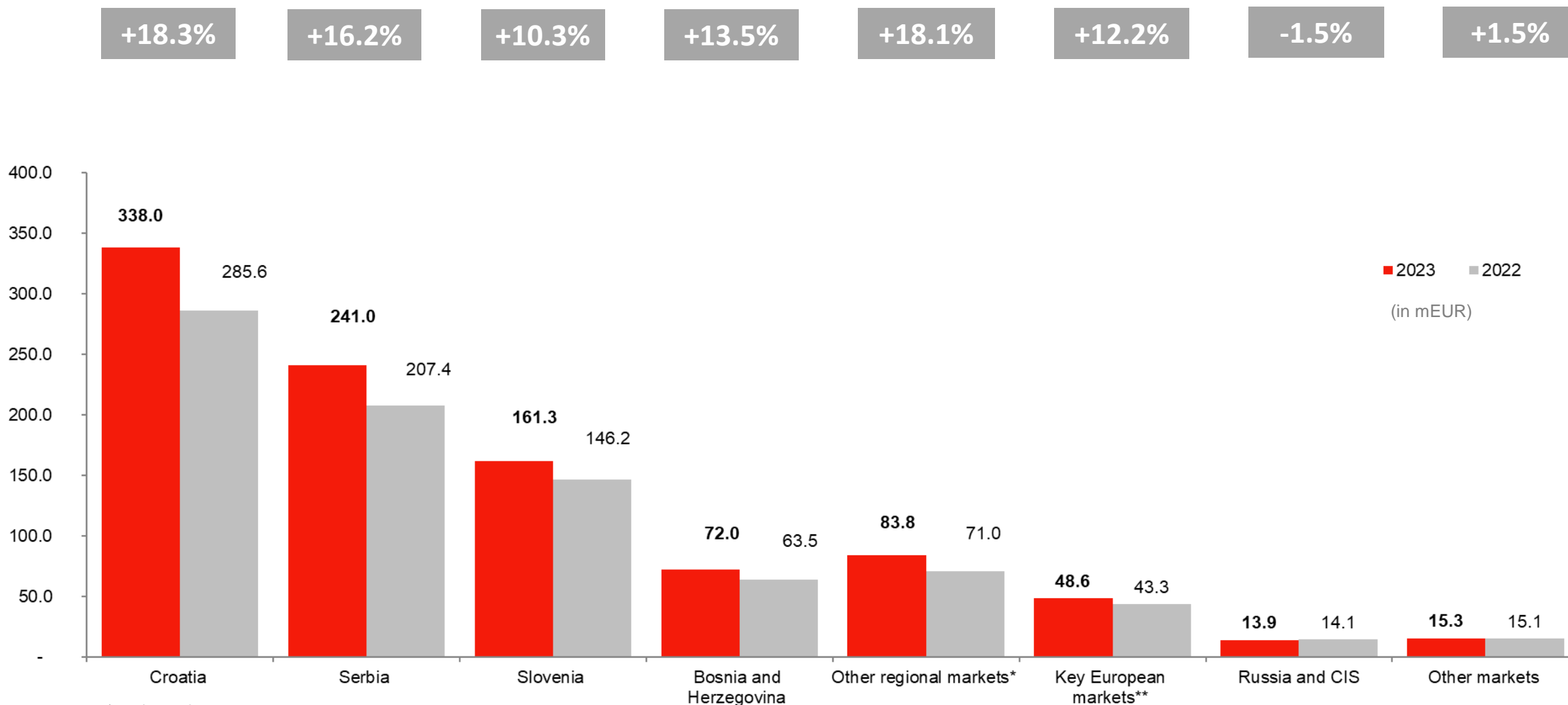
2023



2022



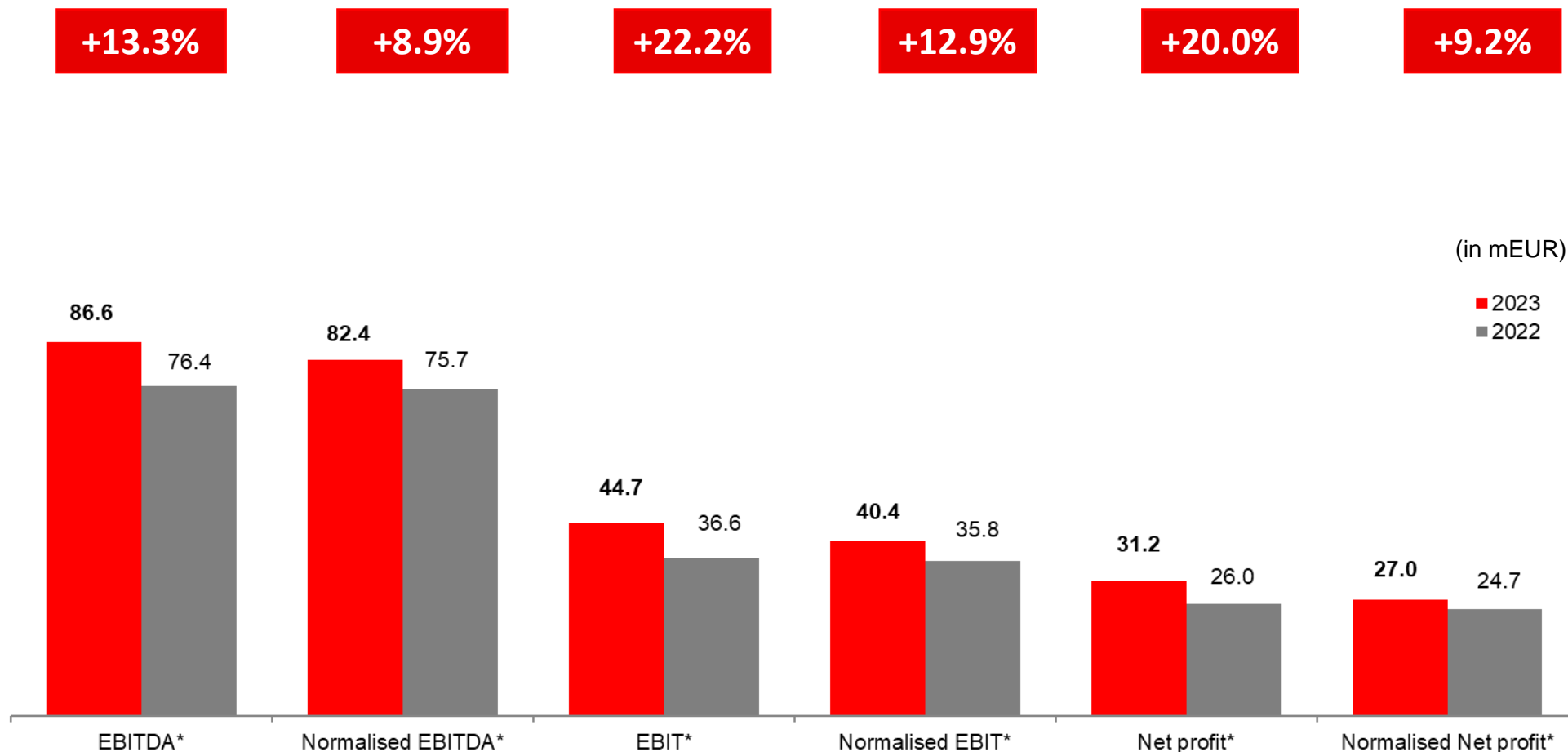
Strong sales growth on all significant markets



* North Macedonia, Montenegro, Kosovo

** Germany, Switzerland, Austria, Sweden

Significant increase of profitability



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Operating results of SBUs and SDUs

(EUR million)	2023	2022	2023/2022
SBU Coffee	20.6	24.9	(17.3%)
SBU Savoury Spreads	17.4	19.7	(11.4%)
SBU Snacks	11.3	3.2	256.8%
SBU Beverages	14.7	13.2	11.1%
SBU Pharmacy business	10.3	9.2	11.9%
BU Donat	16.4	14.5	13.4%
SDU Croatia	14.7	11.3	30.7%
SDU Serbia	10.4	9.5	9.9%
SDU Slovenia	7.1	8.3	(14.4%)
SDU North Macedonia	2.9	2.3	26.0%
Other segments*	(39.3)	(39.6)	0.8%
Group EBITDA**	86.6	76.4	13.3%

The comparative period has been adjusted to the reporting for 2023.

*Other segments include BU New Growth, DU Austria, DU Russia, GDAM and business activities not allocated to business and distribution units (headquarters and support functions in Croatia, Serbia, Slovenia, Bosnia and Herzegovina and North Macedonia) which are excluded from the reportable operating segments.

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Operating costs structure

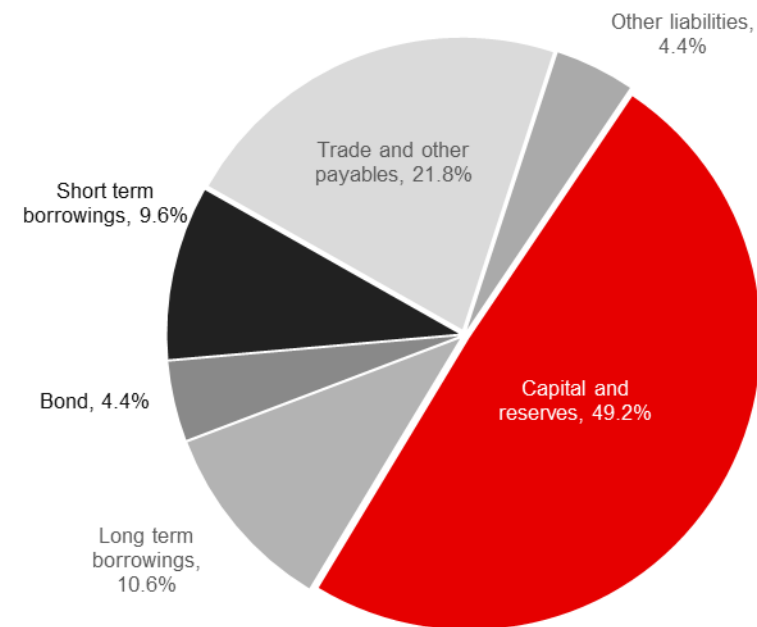
(in EUR millions)	2023	% of sales	2022	% of sales	2023/2022
Cost of goods sold	303.8	31.2%	254.3	30.1%	19.4%
Change in inventory	3.7	0.4%	(3.2)	(0.4%)	n/a
Production materials	292.8	30.1%	270.4	31.9%	8.3%
Energy	16.8	1.7%	15.3	1.8%	10.4%
Services	59.2	6.1%	50.7	6.0%	16.9%
Staff costs	149.2	15.3%	130.6	15.4%	14.2%
Marketing and selling expenses	43.6	4.5%	39.1	4.6%	11.4%
Other operating expenses	33.3	3.4%	29.0	3.4%	14.7%
Other (gains)/losses, net	(1.9)	(0.2%)	(4.3)	(0.5%)	n/a
Depreciation and amortisation	41.9	4.3%	39.9	4.7%	5.2%
Total operating expenses*	942.4	96.8%	821.7	97.1%	14.7%

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Financial indicators: Record capital investments

(in EUR millions)	12/31/2023	12/31/2022
Net debt*	150.7	87.3
Total assets	907.7	779.0
Total Equity	446.3	425.2
Current ratio*	1.4	1.5
Gearing ratio*	25.2%	17.0%
Net debt/EBITDA*	1.8	1.2
Interest coverage ratio*	13.6	30.5
Capital expenditure*	39.6	35.0
Free cash flow*	20.3	10.5
Cash flow from operating activities	60.0	45.5

31 December 2023



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2024 Outlook



2024 Outlook

- We expect to exceed one billion euros in **sales**
- Mid-single-digit growth in normalized **EBITDA** with slight growth in the normalized EBITDA margin
- **CAPEX** in the amount of approximately EUR 50 million

Q&A



Appendix

NOVI OKUS
NIKAD
EGZOTIČNIJI!



Consolidated income statement

(in EUR thousands)	2023	% of sales	2022	% of sales	2023/2022
Revenues	987,082	101.4%	858,306	101.4%	15.0%
Sales revenues	973,914	100.0%	846,227	100.0%	15.1%
Other revenues	13,168	1.4%	12,079	1.4%	9.0%
Operating expenses	900,459	92.5%	781,875	92.4%	15.2%
Cost of trade goods sold	303,759	31.2%	254,302	30.1%	19.4%
Change in inventories	3,662	0.4%	(3,164)	(0.4%)	(215.7%)
Production material	292,798	30.1%	270,351	31.9%	8.3%
Energy	16,847	1.7%	15,264	1.8%	10.4%
Services	59,215	6.1%	50,668	6.0%	16.9%
Staff costs	149,212	15.3%	130,648	15.4%	14.2%
Marketing and promotion expenses	43,587	4.5%	39,118	4.6%	11.4%
Other operating costs	33,266	3.4%	29,015	3.4%	14.7%
Other gains/(losses) - net	(1,887)	(0.2%)	(4,329)	(0.5%)	(56.4%)
EBITDA*	86,623	8.9%	76,432	9.0%	13.3%
Amortization and depreciation	41,943	4.3%	39,873	4.7%	5.2%
EBIT*	44,680	4.6%	36,559	4.3%	22.2%
Finance cost - net	6,025	0.6%	2,627	0.3%	129.4%
EBT	38,655	4.0%	33,932	4.0%	13.9%
Income tax	7,435	0.8%	7,816	0.9%	(4.9%)
Net profit*	31,221	3.2%	26,116	3.1%	19.5%
Minority interest	11	0.0%	98	0.0%	(88.8%)
Net profit after minority interest	31,210	3.2%	26,018	3.1%	20.0%

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Consolidated balance sheet

(in EUR thousands)	31.12.2023.	% of total assets	31.12.2022.	% of total assets
Property, plant and equipment	174,963	19.3%	158,764	20.4%
Right of use asset	59,724	6.6%	43,453	5.6%
Investment property	15,796	1.7%	63	0.0%
Intangible assets	214,394	23.6%	215,513	27.7%
Financial assets through OCI	161	0.0%	169	0.0%
Long-term receivables	15,299	1.7%	4,608	0.6%
Deferred tax assets	5,527	0.6%	5,143	0.7%
Non-current assets	485,865	53.5%	427,712	54.9%
Inventories	102,023	11.2%	102,084	13.1%
Trade and other receivables	229,531	25.3%	187,279	24.0%
Non-current assets held for sale	7,392	0.8%	0	0.0%
Prepaid income tax	1,958	0.2%	2,369	0.3%
Deposits given	8,022	0.9%	24	0.0%
Derivative financial instruments	384	0.0%	585	0.1%
Cash and cash equivalents	72,553	8.0%	58,987	7.6%
Current assets	421,864	46.5%	351,328	45.1%
Total assets	907,729	100.0%	779,039	100.0%
Capital and reserves attributable to owners of the Company	445,225	49.0%	424,137	54.4%
Non-controlling interest	1,035	0.1%	1,028	0.1%
Borrowings	86,338	9.5%	54,547	7.0%
Lease liabilities	49,368	5.4%	34,023	4.4%
Deffered tax liabilities	20,091	2.2%	19,470	2.5%
Other non-current liabilities	52	0.0%	120	0.0%
Provisions	8,070	0.9%	7,153	0.9%
Non-current liabilities	163,918	18.1%	115,313	14.8%
Trade and other payables	198,206	21.8%	170,626	21.9%
Borrowings	73,435	8.1%	43,669	5.6%
Lease liabilities	13,508	1.5%	12,168	1.6%
Current income tax liabilities	2,949	0.3%	1,552	0.2%
Derivative financial instruments	988	0.1%	2,478	0.3%
Provisions	8,464	0.9%	8,068	1.0%
Current liabilities	297,551	32.8%	238,561	30.6%
Total liabilities	461,469	50.8%	353,875	45.4%
Total equity and liabilities	907,729	100.0%	779,039	100.0%

Consolidated cash flow

(in EUR thousands)	2023	2022
Cash generated from operations	70,391	57,646
Interest paid	(4,494)	(2,073)
Income tax paid	(5,942)	(10,087)
Cash flow from operating activities	59,955	45,486
Purchase of property, plant and equipment and intangible assets	(39,621)	(34,963)
Proceeds from sale of property, plant and equipment	2,826	479
Proceeds from sale of financial assets through other comprehensive income	8	0
Acquisition of subsidiaries and proceeds/(repayments) from sale of subsidiaries - net of cash acquired/disposed	(27,079)	1,464
Repayment of loans granted and deposits placed	1,562	1,452
Loans granted and deposits placed	(13,948)	(817)
Interest received	660	1,092
Cash flow used in investing activities	(75,592)	(31,292)
Purchase of treasury shares	(2,609)	(2,972)
Proceeds from borrowings, net of fees paid	114,819	41,049
Repayment of borrowings	(54,583)	(3,982)
Dividend paid to Company shareholders	(13,309)	(22,075)
Principal elements of lease payments	(14,401)	(13,459)
Cash flow used in financing activities	29,917	(1,438)
Net increase/(decrease) in cash and cash equivalents	14,280	12,755
Exchange gains/(losses) on cash and cash equivalents	(714)	119
Cash and cash equivalents at beginning of period	58,988	46,112
Cash and cash equivalents at end of period	72,554	58,987

THANK YOU FOR YOUR ATTENTION

