



**ATLANTIC**  
GRUPA

Creating flavours  
you love



Virtual SEE day  
November 2022

**18** — distribution centres

**13** — production facilities in 5 countries

**40** — product presence on over 40 markets

**5400** — employees on 7 markets

- One of the biggest Food and Beverage companies in the SEE region and leading distributor of multinational brands
- Founded in 1991
- FY21 sales: EUR 760m
- FY21 EBITDA\*: EUR 98m
- MCap (16.11.2022): EUR 583m

\*Normalized

\*\* FX rate EUR/HRK of 7.5 is used for all data and periods to exclude effects of exchange rate changes



# GROWTH BASED ON INNOVATIONS AND M&A

## National company

DISTRIBUTION

**1990's**

- ❖ Distribution centres across Croatia
- ❖ Various distribution cooperations

## Regional company

DISTRIBUTION & PRODUCTION

**2000-2004**

- ❖ Regional expansion
- ❖ 2001: Acquisition of CEDEVITA

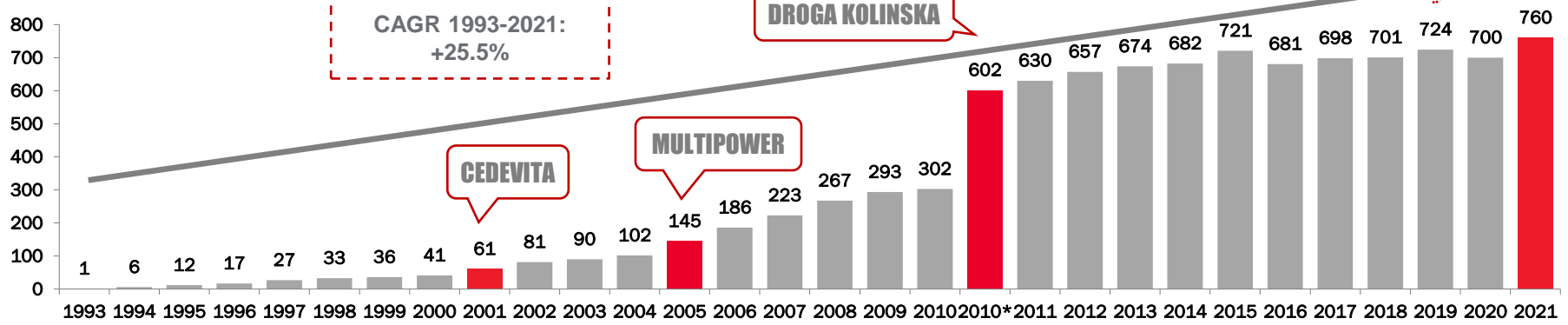
## European company

VERTICAL INTEGRATION

**2005-2021**

- ❖ 2019: Sale of TRIPOINT
- ❖ 2010: Acquisition of DROGA KOLINSKA
- ❖ 2007: IPO
- ❖ 2005: Acquisition of MULTIPOWER

Sales in EURm



2010\*: Pro-forma consolidated with Droga Kolinska

## Management Board



**Emil Tedeschi**  
 Founder & President of  
 the Management Board



**Zoran Stanković**  
 Vice President  
 Finance, Procurement  
 and Investment



**Neven Vranković**  
 Vice President  
 Corporate Affairs



**Lada Tedeschi Fiorio**  
 Vice President  
 Corporate Strategy and  
 Development

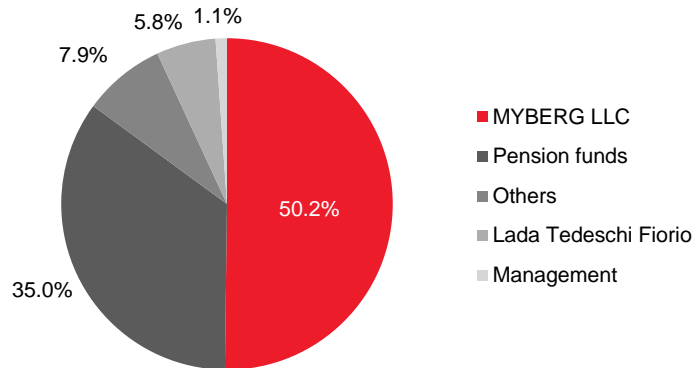


**Srećko Nakić**  
 Vice President  
 Distribution



**Enzo Smrekar**  
 Vice President  
 Savoury spreads, Donat  
 and internationalization

## Ownership structure



Award for the best compliance with  
 the Code of Corporate Governance  
 in 2020



For 12 consecutive years Atlantic  
 Grupa is within top three for Best  
 Investor Relations



In 2021 Atlantic Grupa was  
 recognized as the fifth most desirable  
 and third best employer in Croatia



COFFEE

Barcaffé

grand

Bonito  
prava kafa



SAVOURY SPREADS

ARGETA

montana\*

Bakina  
Tajna

Amfissa



SNACKS

Najlepše  
zele

Smoki

Banana

Prima



PHARMACY BUSINESS

farmacia



BEVERAGES

CEDEVITA

Cockta

KALA

KALNICKA



DONAT

Donat



NEW GROWTH

JIMMY  
FANTASTIC

BOOM  
BOX



# ATLANTIC GRUPA DISTRIBUTION

## STRENGTH OF DISTRIBUTION

- The leading distributors of high-quality top FMCG brands (both own and principal) in SEE
  - Developed network with 18 distribution centers
  - Direct access on over 60,000 sales points
  - Over 1,000 delivery vehicles



# 2022 9M: CONTINUED SIGNIFICANT REVENUE GROWTH WITH PROFITABILITY DECREASE

**SALES**

**HRK 4,706.3m**

**+11.6%\* normalized**

**NORMALIZED**

**EBITDA\***

**HRK 528.0m**

**-20.4%**



\* 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 9M 2022.

# KEY DEVELOPMENTS

Challenging and unprecedented environment

Supervisory board reinforced, two new members

New principal Intersnack (Chio) in Serbia, Red Bull also in North Macedonia

New packaging and redesign: Cedevisa candies, waters Kala, Kalnička & Bakina Tajna

New Cockta flavour: Cockta Blondie

Launch of coffeeshop chain: Ziggy's Coffee

Distribution of record high dividend and share split (4-to-1) in July 2022

Sale of the Palanački kiseljak production site

The centenary of Atlantic Štark's existence & new Štark logo

Numerous awards for our brands

AG won first prize for investor relations





# 2022 9M: SALES INCREASE OF +10.8%

(HRK million)	9M 2022	9M 2021	9M 2022/9M 2021
SBU Coffee	1,005.6	868.0	15.9%
SBU Savoury Spreads	754.0	702.7	7.3%
SBU Beverages	521.6	438.3	19.0%
SBU Snacks	497.1	473.8	4.9%
SBU Pharmacy business	433.5	382.9	13.2%
BU Donat	181.3	167.4	8.4%
SDU Croatia	1,186.6	1,075.4	10.3%
SDU Serbia	1,092.8	947.7	15.3%
SDU Slovenia	798.2	743.3	7.4%
Other segments*	689.8	668.8	3.1%
Reconciliation**	(2,454.4)	(2,219.8)	n/a
<b>Sales</b>	<b>4,706.3</b>	<b>4,248.3</b>	<b>10.8%</b>

The comparative period has been adjusted to the reporting for 2022

\* Other segments include divested baby food business Bebi, BU New Growth, DU Austria, DU Russia, GDAM and DU Macedonia

\*\* 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



# 2022 H1: OPERATING RESULTS OF SBUs AND SDUs

(HRK million)	H1 2022	H1 2021	H1 2022/H1 2021
<b>SBU Coffee</b>	<b>112.9</b>	138.8	(18.7%)
<b>SBU Savoury Spreads</b>	<b>95.5</b>	107.0	(10.8%)
<b>SBU Snacks</b>	<b>28.6</b>	55.7	(48.7%)
<b>SBU Beverages</b>	<b>51.9</b>	56.5	(8.1%)
<b>SBU Pharmacy business</b>	<b>33.6</b>	25.3	32.8%
<b>BU Donat</b>	<b>55.2</b>	58.7	(6.0%)
<b>SDU Croatia</b>	<b>43.3</b>	36.7	18.0%
<b>SDU Serbia</b>	<b>27.5</b>	26.9	2.1%
<b>SDU Slovenia</b>	<b>23.3</b>	26.2	(11.0%)
<b>Other segments*</b>	<b>(137.0)</b>	(144.6)	5.3%
<b>Group EBITDA**</b>	<b>334.8</b>	<b>387.2</b>	<b>(13.6%)</b>

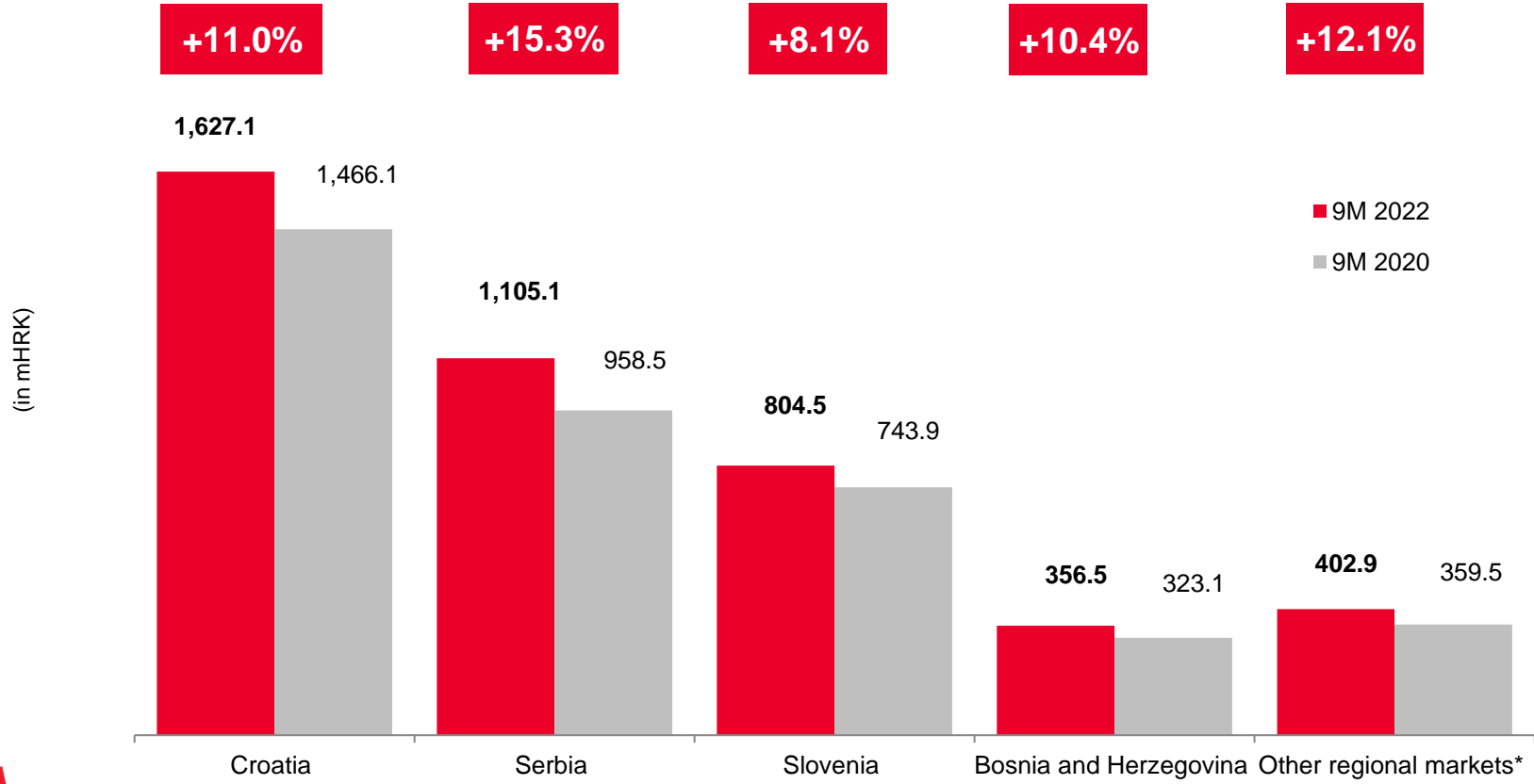
The comparative period has been adjusted to the reporting for 2022

\* Other segments include divested baby food business Bebi, BU New Growth, DU Austria, DU Russia, GDAM, DU Macedonia 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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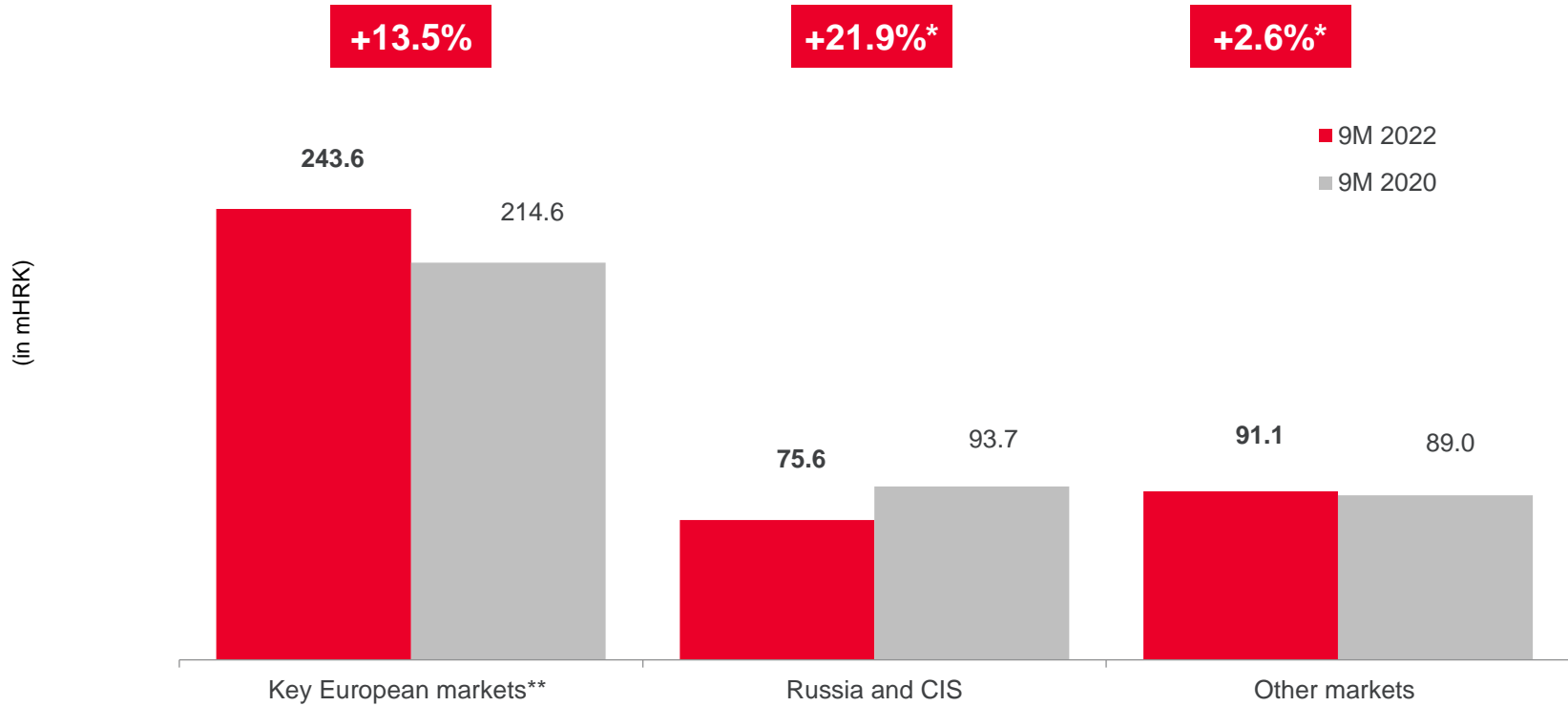
# 2022 9M: SALES PROFILE BY MARKETS



\* North Macedonia, Montenegro, Kosovo



# 2022 9M: SALES PROFILE BY MARKETS

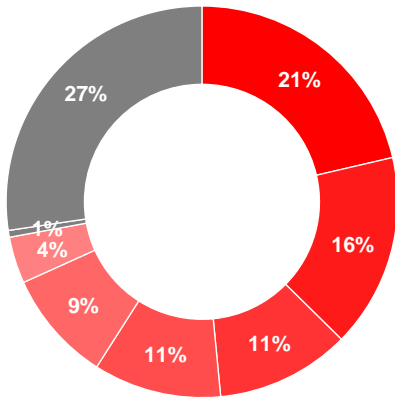


\* Certain financial measures are not defined by International Financial Reporting Standards (IFRSs). For more details on the Alternative Performance Measures (APM) used, see chapter „Definition and reconciliation of Alternative Performance Measures (APM)“ within financial results for 9M 2022.

\*\* Germany, Switzerland, Austria, Sweden

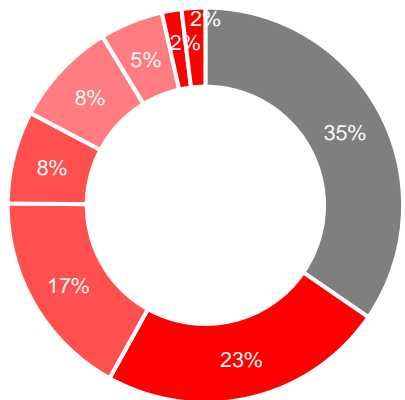
# 2022 9M: SALES BY SEGMENTS AND MARKETS

Sales by segments



- Coffee 21.4%
- Savoury spreads 16.0%
- Beverages 11.1%
- Sweet and salted snacks 10.6%
- Pharmacy business 9.2%
- Donat 3.9%
- New growth 0.6%
- Principal brands 27.2%

Sales by markets

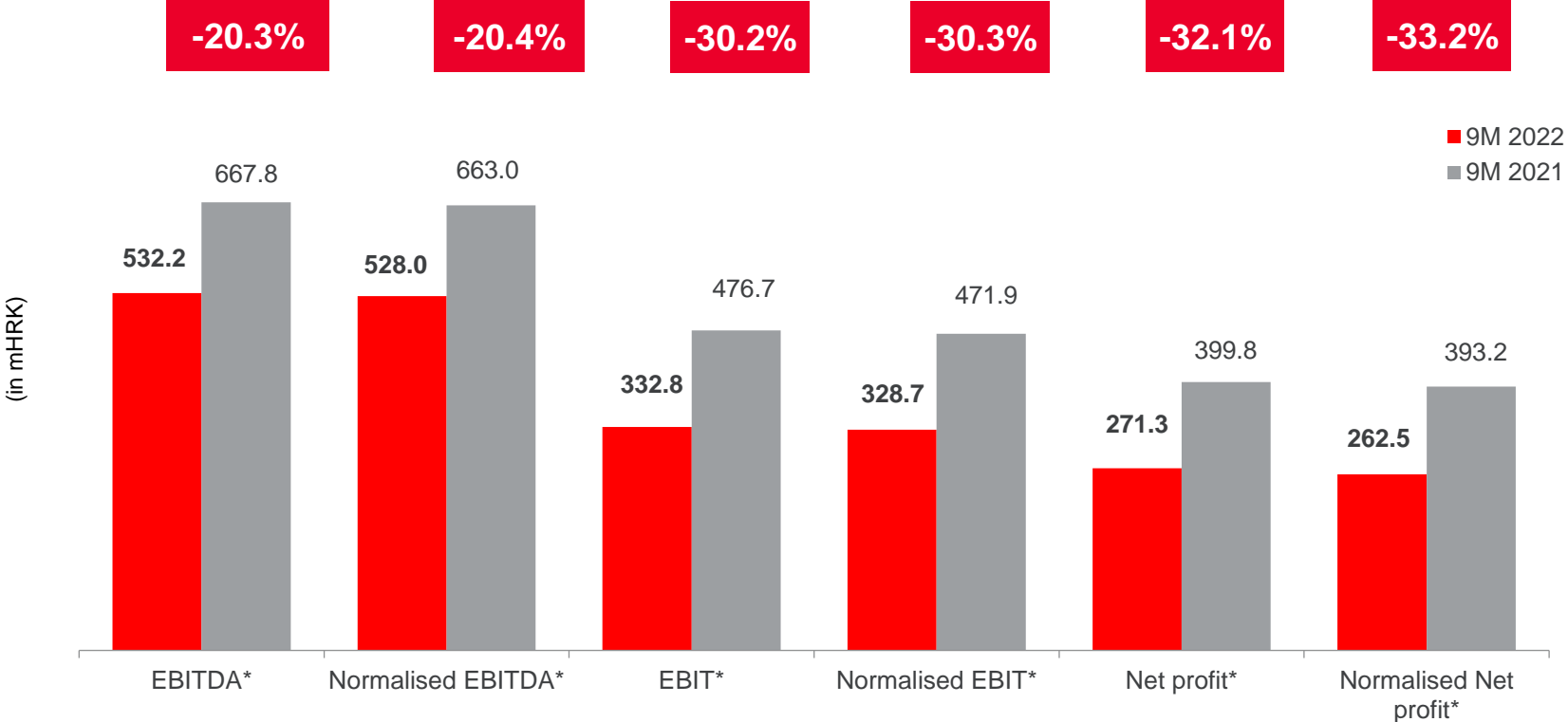


- Croatia 34.6%
- Serbia 23.5%
- Slovenia 17.1%
- Bosnia and Herzegovina 7.6%
- Other regional markets\* 8.6%
- Key European markets\*\* 5.2%
- Russia and CIS 1.6%
- Other markets 1.8%

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



# 2022 9M: PROFITABILITY TRENDS

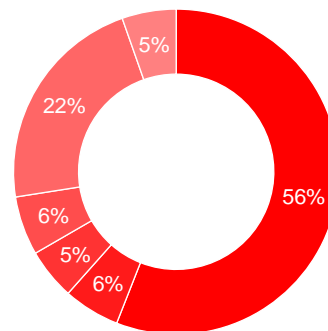


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# FINANCIAL INDICATORS: CONTINUED DELEVERAGING

(in HRK millions)	30 Sept 2022	31 Dec 2021
Net debt*	601.9	459.9
Total assets	5,883.2	5,452.9
Total Equity	3,292.5	3,152.5
Current ratio*	1.5	1.5
Gearing ratio*	15.5%	12.7%
Net debt/EBITDA*	1.0	0.6
(in HRK millions)	9M 2022	9M 2021
Interest coverage ratio*	45.9	48.7
Capital expenditure*	174.8	175.6
Free cash flow*	73.3	414.8
Cash flow from operating activities	248.0	590.4

30 September 2022

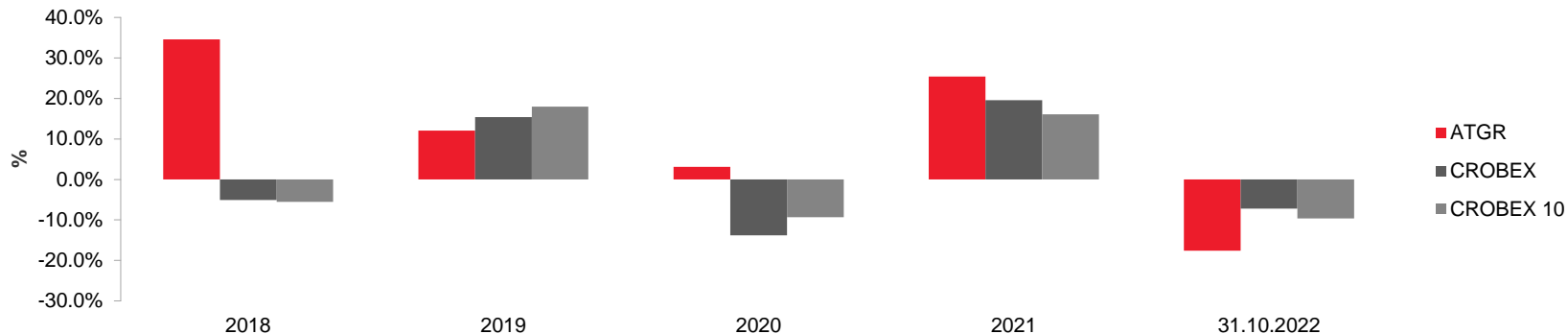


- Capital and reserves 56.0%
- Long term borrowings 5.6%
- Bond 5.0%
- Short term borrowings 5.9%
- Trade and other payables 22.1%
- Other liabilities 5.4%

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# PERFORMANCE ON CROATIAN CAPITAL MARKET



- ❖ Stable shareholder structure
- ❖ In January 2022, historically highest level of market capitalization
- ❖ In July 2022, share split of 4-to-1
- ❖ Share price (16.11.2022): 328 HRK

Valuation	2021	2020
Last price in reporting period	1,680.0	1,340.0
Market capitalization* (in HRK millions)	5,601.6	4,468.0
Average daily turnover (in HRK thousands)	303.9	458.6
EV (in HRK millions)*	6,068.5	5,214.1
Adjusted EV/EBITDA*	8.3	6.9
Adjusted EV/EBIT*	13.5	10.8
EV/sales*	1.1	1.0
Adjusted EPS (in HRK)*	111.4	113.5
Adjusted P/E*	15.1	11.8

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# OUTLOOK 2022 - updated

- Expecting to exceed HRK 6.2 billion in sales revenue for the first time
- Significant increase in the prices of a large portion of our raw materials and packaging materials, logistics and other services and energy
- Further investment in people and continued marketing investment
- Expecting more than 60% higher average prices of raw coffee on the global commodity markets combined with the unfavourable US dollar exchange rate
- Normalized EBITDA margin to be approximately 400 basis points lower than it was in 2021
- Profit margins beginning of recovery in 2024
- CAPEX of HRK 280 to 330 million



# **BUSINESS UNITS**



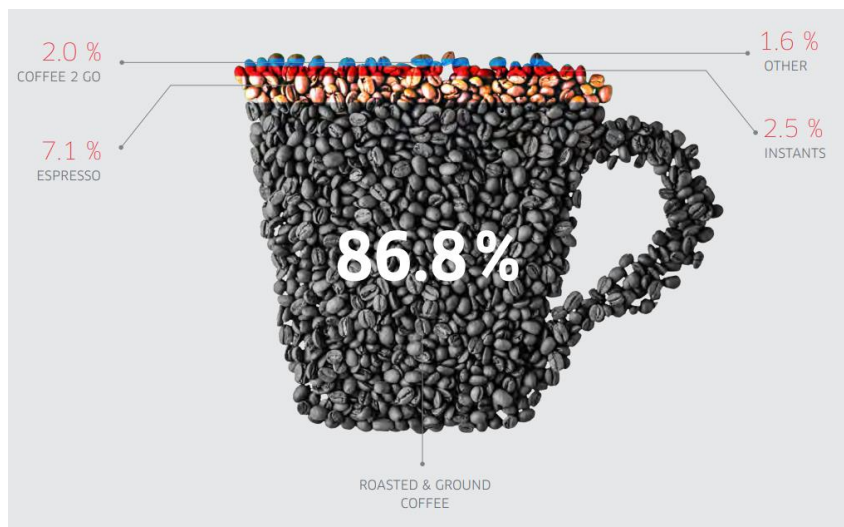
# SBU COFFEE

# 21.0 %

— share in sales  
**EUR 159m**

— sales in 2021

## Sales by categories



## Sales by markets



\* B&H - Bosnia and Herzegovina



# SBU SAVOURY SPREADS

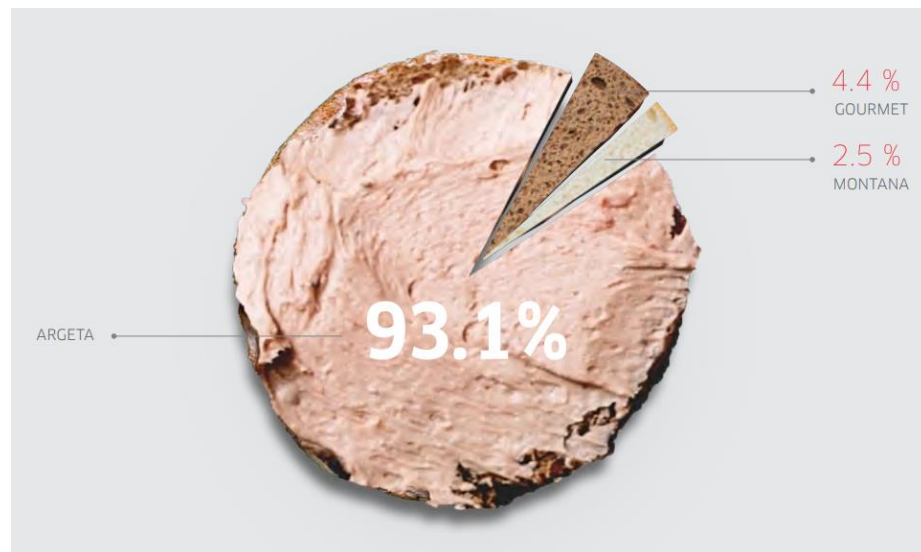
# 15.5 %

— share in sales

# EUR 118m

— sales in 2021

## Sales by categories



## Sales by markets



\* B&H - Bosnia and Herzegovina



**ARGETA®**

**montana+**



# SBU SNACKS

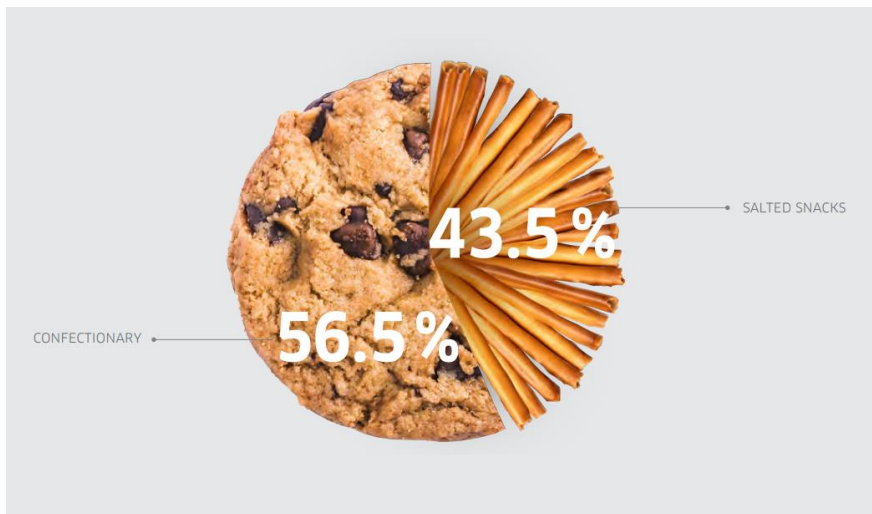
# 12.0 %

— share in sales

# EUR 91m

— sales in 2021

## Sales by categories

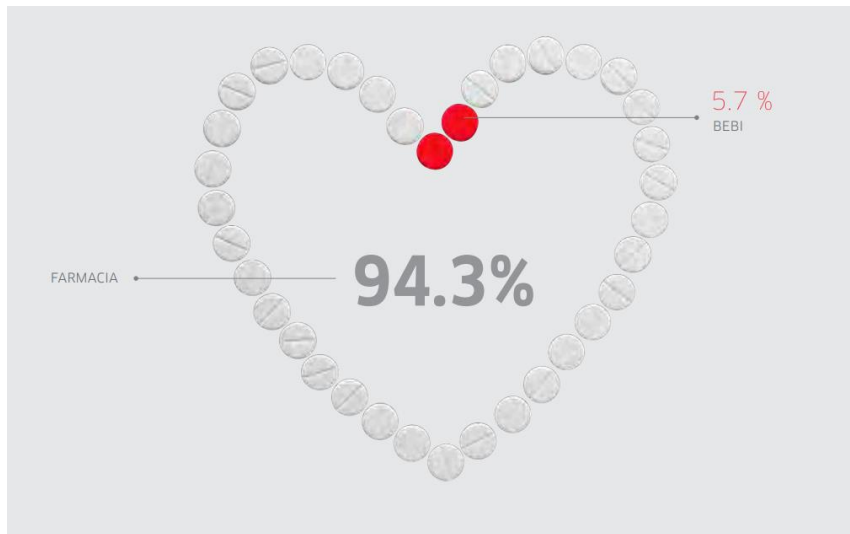


## Sales by markets



# SBU PHARMACY BUSINESS

## Sales by categories



## Sales by markets



**9.9 %**

— share in sales

**EUR 75m**

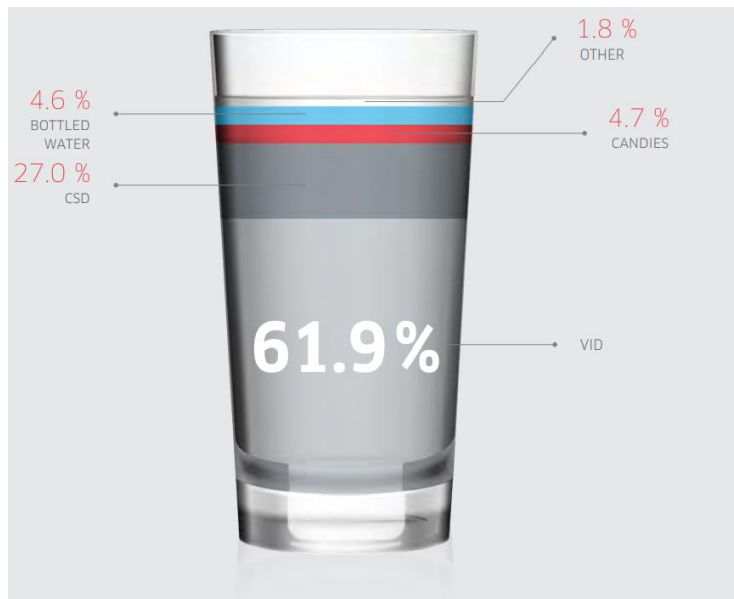
— sales in 2021



farmacia 

# SBU BEVERAGES

## Sales by categories



## Sales by markets



**9.4 %**

— share in sales

**EUR 72m**

— sales in 2021



**CEDEVITA**

**Cockta**

**KALA**

**KALNIČKA**

# BU DONAT

## Sales by markets



# 3.8 %

— share in sales

# EUR 29m

— sales in 2021





# NEW GROWTH

## Sales by markets



## Sales by markets

15.7 %  
SLOVENIA

84.3 %  
CROATIA



# 0.3 %

— share in sales

## EUR 2m

— sales in 2021



Atlantic Grupa d.d.  
Miramarska 23  
10000 Zagreb, HR

T +385 1 2413 322

<https://www.atlanticgrupa.com/en/>

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