

ATLANTIC

GRUPA

FINANCIAL RESULTS
FOR THE FIRST QUARTER OF 2024
(unaudited)

Zagreb, 25 April 2024



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BEZ

KONZERVANSA
•
UMJETNIH
POJACIVACA
OKUSA
•
UMJETNIH BOJA
•
GLUTENA

BEZ-VA MESNA

Ne bezvezna.

Najbezmesniji okus mesa.



argeta.com

Commenting on the financial results for the first quarter of 2024, **Emil Tedeschi**, CEO of Atlantic Grupa, pointed out:

“We had an excellent start to the year with strong growth in sales and profitability. Revenue growth was achieved in almost all business and distribution units, with the Strategic Business Units Beverages and Pharmacy Business standing out in particular. Excellent sales results enabled strong profitability growth despite the significant increase in cocoa and raw coffee prices and logistics challenges that still persist, higher investments in our people and higher marketing investments.

At the beginning of March, we finalised the transaction of acquiring the company Strauss Adriatic. This acquisition confirms Atlantic Grupa's strategic determination to strengthen our core business, as well as the contribution to the growth of the coffee category in Serbia and the region, and strengthening the competitiveness of the regional coffee industry and local brands. We continue with significant capital investments and innovations in the product portfolio, among which the launch of Argeta meatless stands out.

Despite the challenging geopolitical and macroeconomic environment, we remain confident that we will continue with further successful and sustainable growth.”

KEY DEVELOPMENTS IN THE FIRST QUARTER OF 2024

STRONG SALES AND PROFITABILITY GROWTH

SALES AT EUR 236.6 MILLION

+9.8% compared to the first quarter of 2023 (+8.3% if we exclude the effect of Strauss Adriatic acquisition)

EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION AND AMORTISATION (EBITDA*) AT EUR 25.2 MILLION

+20.3% compared to the first quarter of 2023 (+20.5% if we exclude the effect of Strauss Adriatic acquisition)

EARNINGS BEFORE INTEREST AND TAXES (EBIT*) AT EUR 14.5 MILLION

+26.5% compared to the first quarter of 2023 (+27.8% if we exclude the effect of Strauss Adriatic acquisition)

NET PROFIT* AT EUR 9.9 MILLION

+3.2% compared to the first quarter of 2023 (+4.8% if we exclude the effect of Strauss Adriatic acquisition)

FINANCIAL SUMMARY OF THE FIRST QUARTER OF 2024

Key figures	1Q 2024	1Q 2023	1Q 2024/ 1Q 2023
Sales (in EUR million)	236.6	215.6	9.8%
Turnover (in EUR million)	239.6	217.2	10.3%
EBITDA margin*	10.6%	9.7%	+93 bp
Net income* (in EUR million)	9.9	9.6	3.2%
	31-Mar-24	31-Dec-23	
Gearing ratio*	28.6%	25.2%	-332 bp

The comparative period has been adjusted to the reporting for 2024.

* 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)".

KEY DEVELOPMENTS IN THE FIRST QUARTER OF 2024

1. ATLANTIC GRUPA ACQUIRED STRAUSS ADRIATIC



On 1 March, Atlantic Grupa concluded the transaction by which it acquires the company Strauss Adriatic, the owner of the Serbian coffee brands Doncafe and C kafa, which with this acquisition join the regional leaders Grand kafa and Barcaffé in a wider portfolio. In addition to well-known brands, Atlantic also takes over a modern production facility in the Šimanovci industrial zone near Belgrade and 220 employees. The transaction was previously conditionally approved by the Commission for the Protection of Competition in the Republic of Serbia.

Atlantic Grupa intends to invest significantly in the development of the coffee business, both in the production and development of technology and brands, their product portfolio and communication, in the retail and HoReCa segments. The development of key product categories (coffee, chocolate and sweet and salty snacks, savoury spreads and soft drinks), organically and through acquisitions of strong brands in these categories, are the foundation of the company's development strategy. The latest acquisition is an important step on the way to the realization of the strategy, as well as a contribution to the growth of the coffee category in Serbia and the region, and to strengthening the competitiveness of the regional coffee industry and local brands.

2. UNIQUE RECOGNITION TO ATLANTIC GRUPA – EQUAL PAY CERTIFICATE



Atlantic Grupa won the important recognition "Equal Pay Champion", i.e. the certificate on the equal pay (Equality gap) of the selection company Selectio. Analysing Atlantic Grupa, they established a commitment to monitoring gender diversity within the company and correcting the share of women in management functions where such deficiencies exist. Thus, in Atlantic Grupa, 55 percent of women are in managerial positions, 58 percent are in development programs and 52 percent are employed through internal competitions. In addition, it was established that in Atlantic there is no Gender gap (difference in salaries), that is, it is insignificant and amounts to 2.6 percent in favour of women.

3. CEDEVITA PRESENTED FIRST SUSTAINABILITY REPORT



Cedevita, a brand with significant social impact in the region, strives to communicate with its stakeholders transparently, openly and truthfully about its activities and products. That is why Cedevita proudly presented its first separate Sustainability Report for 2022, which was prepared in cooperation with an external consulting company. Environmental management, relations with society and corporate governance factors (ESG) are presented in the Report. The Report highlights the belief in the significant impact of each initiative, the aspiration to set an example for future generations and perseverance in decisions and innovations as the foundations for building a sustainable and responsible society.

4. ARGETA PRESENTED ITS NEW LINE - ARGETA MEATLESS



In accordance with the development of nutrition trends, Argeta has designed meatless spreads made from chickpea and pea proteins, which gives them a well-known texture and high nutritional value. At Argeta, they once again proved that they are true masters of creating spreads, because with a unique combination of natural spices and vegetable oils, they managed to create the most meatless flavour of meat.

KEY DEVELOPMENTS IN THE FIRST QUARTER OF 2024

Argeta's experts recreated two of the most popular classic flavours and presented "Kao kokošja" and "Kao kokošja pikant" as the first flavours of the new line. Both flavours recently won the Superior Taste Awards - certificates awarded by the International Taste Institute to food products and beverages according to the evaluations of the committee made up of top chefs and sommeliers.

5. NEW CERTIFICATES FOR SMOKI



By listening to the needs and expectations of consumers, Smoki took its first step to contribute to the sustainability of the planet and the preservation of the environment. With this goal, palm oil was replaced with 100% sunflower oil from local sources. With this change, Smoki opened the door to new consumers and markets. In addition, although Smoki has always been a product made from ingredients of plant origin, the recognizable quality is further confirmed by Vegan and Halal certificates, which are now highlighted on the packaging itself. These certificates are an additional guarantee of quality, which plays an increasingly important role among our consumers.

6. ATLANTIC DROGA KOLINSKA IS ESG CHAMPION OF SLOVENIA



Atlantic Droga Kolinska was declared the ESG champion of Slovenia for 2024, confirming that Atlantic uniformly fulfils ESG obligations in all three areas – environment, social and governance. A total of 22 companies from various industries applied for the ESG 2024 Champion of Slovenia competition, and in addition to Atlantic Droga Kolinska, A1 Slovenia and Iskra were shortlisted.

Sustainable development has been an important priority in Atlantic Grupa's business for years, and since 2013 we have been reporting on progress in that area in the joint Atlantic Grupa sustainability report. Sustainability is achieved uniformly in all three principles: environment, social, governance – ESG, and from 2023 it is defined as an important strategic priority for the development of all companies operating within Atlantic Grupa.

7. ANNUAL REPORT OF ATLANTIC GRUPA - FOR THE FIRST TIME ON SUSTAINABILITY ACCORDING TO ESRS STANDARDS



At the end of March, the Annual Report of Atlantic Grupa was published with an overview of operations in 2023, taking into account the new legal regulations on non-financial reporting. Including standard items such as the company's financial operations, an overview of operations by our business and distribution units, a company profile and an auditor's report, this year's novelty is that Atlantic applied the ESRS (European Sustainability Reporting Standards) within sustainability, among the first companies in the region. They represent the new legislation, the European directive on non-financial reporting, i.e. the framework for sustainability reporting and lay the foundation for a standardized common language for issues related to sustainability in Europe.

Since 2020, Atlantic has been incorporating non-financial reporting into its annual report, and with this directive, it is among the first to apply these standards to reporting, since it had 10 years of experience in previous reporting according to the GRI standard. Atlantic Grupa introduced the Sustainability Index four years ago and significantly improved its environmental, social and governance policies, whereby the noted results were included in the annual report for the first time in accordance with these standards.

SALES TRENDS IN THE FIRST QUARTER OF 2024

SALES PROFILE BY STRATEGIC BUSINESS UNITS AND STRATEGIC DISTRIBUTION UNITS

(EUR million)	1Q 2024	1Q 2023	1Q 2024/ 1Q 2023
SBU Coffee	47.5	43.4	9.4%
SBU Savoury Spreads	35.7	35.4	0.7%
SBU Snacks	30.3	28.5	6.4%
SBU Beverages	22.7	19.5	16.0%
SBU Pharma	22.6	20.2	11.8%
BU Donat	8.9	9.0	(0.8%)
SDU Croatia	55.1	49.8	10.6%
SDU Serbia	53.2	48.8	9.0%
SDU Slovenia	39.2	37.5	4.6%
SDU North Macedonia	13.3	12.0	11.6%
Other segments*	23.2	20.7	12.1%
Reconciliation**	(115.1)	(109.2)	n/a
Sales	236.6	215.6	9.8%

The comparative period has been adjusted to the reporting for 2024.

In the first quarter of 2024, Atlantic Grupa recorded sales of EUR 236.6 million, which is a significant 9.8% growth compared to the same period of the previous year. The revenue growth is recorded in almost all business and distribution units following excellent sales results of own and principal brands. The highest percentage growth was recorded by the Strategic business units Beverages, and Pharmacy Business. If the effect of Strauss Adriatic acquisition is excluded, the sales growth of 8.3% is recorded.

Atlantic Grupa records sales by business segments in a way that sales of individual Strategic Business Units and Business Units represent the total sales to third parties in the markets (either directly from a Strategic Business Unit (SBU) or Business Unit (BU), or through a Strategic Distribution Unit (SDU), Distribution Unit (DU) or Global Distribution Account Management (GDAM)), while sales of Strategic Distribution Units, Distribution Units and Global Distribution Account Management include both sales of external principals' products and sales of own products.

* 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 TRENDS IN THE FIRST QUARTER OF 2024



The STRATEGIC BUSINESS UNIT COFFEE recorded a significant sales growth rate in almost all regional markets, with the highest growth recorded in the markets of Serbia and Croatia. Also, growth is recorded by all key European markets. Analysed by categories, growth was recorded by all categories, with the most significant growth recorded by espresso coffee, mainly under the Barcaffè brand. Also, the instant coffee category continues to significantly grow and strengthen its position. In addition to the double-digit value growth, espresso and instant coffee categories also record a significant double-digit volume growth. Sales of this unit were positively affected by the acquisition of Strauss Adriatic with the Doncafe and C Kafa brands, which generate most sales in the category of roast and ground coffee which, at a comparable level, records almost the same value and volume of sales as in the same period last year. If we exclude the impact of the acquisition, this unit records sales growth of 2%.



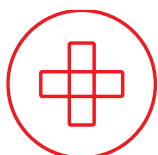
The STRATEGIC BUSINESS UNIT SAVOURY SPREADS recorded a mild sales growth, where the growth was recorded in almost all regional markets, and the highest growth was recorded in the markets of Croatia, Bosnia and Herzegovina, and Serbia. Also, the market of Germany records significant double-digit growth rates. The fish segment of savoury spreads records growth, while the meat segment records the same levels of sales as in the same period of the previous year. Jams under the Granny's Secret brand record a sales growth.



The STRATEGIC BUSINESS UNIT SNACKS recorded sales growth in most regional markets, with the most significant growth recorded by the markets of Serbia, and Bosnia and Herzegovina. Also, the market of Germany records significant double-digit growth rates. Analysed by categories, the significant value and volume growth is recorded by the chocolate category under the Najlepše želje brand, and Smoki.



A double-digit growth is recorded by the STRATEGIC BUSINESS UNIT BEVERAGES following the sales growth in all regional markets, with the most significant growth recorded by the markets of Croatia, Bosnia and Herzegovina, and Slovenia. Also, high growth rates are recorded by the markets of Germany and Sweden. A significant sales growth is recorded by Cockta and Cedevita brands in the HoReCa and retail channels, which record double-digit value and volume growth. Also, growth is recorded by the candy category.

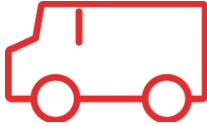


The STRATEGIC BUSINESS UNIT PHARMACY BUSINESS records a strong sales growth of the pharmacy chain Farmacia following the increase in sales of OTC drugs due to the season of flu, whooping cough and cold. At 31 March 2024, the pharmacy chain Farmacia has 102 units, including 56 pharmacies, 45 specialized stores and the web shop.



The BUSINESS UNIT DONAT recorded a mild sales growth due to the decrease in sales in the Croatian market, which was almost fully cancelled out by the significant growth in the markets of Bosnia and Herzegovina, and Austria.

SALES TRENDS IN THE FIRST QUARTER OF 2024



The STRATEGIC DISTRIBUTION UNIT CROATIA recorded a strong sales growth as a consequence of growth of own brands, led by Argeta in the savoury spreads segment, Smoki in the snacks segment, and Cedevita and Cockta brands in the retail channel. Among principal brands, Ferrero, Mars, and Unilever recorded the most significant growth. A double-digit growth was also recorded by the HoReCa channel, primarily due to the espresso coffee under the Barcaffè brand, and Cedevita and Cockta brands in the beverages segment.

The STRATEGIC DISTRIBUTION UNIT SERBIA recorded a significant sales growth as a result of the increase in sales of own and principal brands. Among own brands, the following stands out: instant and roast and ground coffee under the Grand kafa brand, Argeta in the savoury spreads segment, chocolate under the Najlepše želje brand, and Smoki, and Cedevita and Cockta in the HoReCa and retail channels. Among principal brands, Rauch, Saponia, and Intersnack especially stand out. Also, the growth in this unit was impacted by the increase in sales of the HoReCa channel.

The STRATEGIC DISTRIBUTION UNIT SLOVENIA recorded a significant sales growth due primarily to the increase in sales of principal brands, with the highest growth recorded by the new principal Haleon and Ferrero. Among own brands, growth is recorded by espresso coffee under the Barcaffè brand, Smoki in the snacks segment, and Cedevita and Cockta in the retail and HoReCa channels. The increase in sales of the HoReCa channel contributed to the growth in this unit.

Double-digit sales growth rates were recorded by the STRATEGIC DISTRIBUTION UNIT NORTH MACEDONIA due to the increase in sales of roast and ground coffee under the Grand kafa brand, Argeta in the savoury spreads segment, chocolate under the Najlepše želje brand, and Cedevita and Cockta in the beverages segment. Among principal brands, Ferrero, Beiersdorf and Ficosota especially stand out.

OTHER SEGMENTS record a double-digit sales growth due to the increase in sales of all its components.

Double-digit sales growth rates are recorded by the DISTRIBUTION UNIT AUSTRIA, mainly due to the increase in sales of roast and ground coffee under the Grand kafa brand, Smoki in the snacks segment, functional water Donat, and Boom Box products. The new principal Podravka contributed to the growth of this unit.

The GLOBAL DISTRIBUTION ACCOUNT MANAGEMENT records an increase in sales following the increase on the markets of Germany, France and the USA. Analysed by categories, roast and ground coffee under the Grand kafa brand, Argeta in the savoury spreads segment, and Smoki in the snacks segment contribute to the growth.

The DISTRIBUTION UNIT RUSSIA records an increase in sales as a consequence of the increase in sales of Argeta in the savoury spreads segment, and functional water Donat.

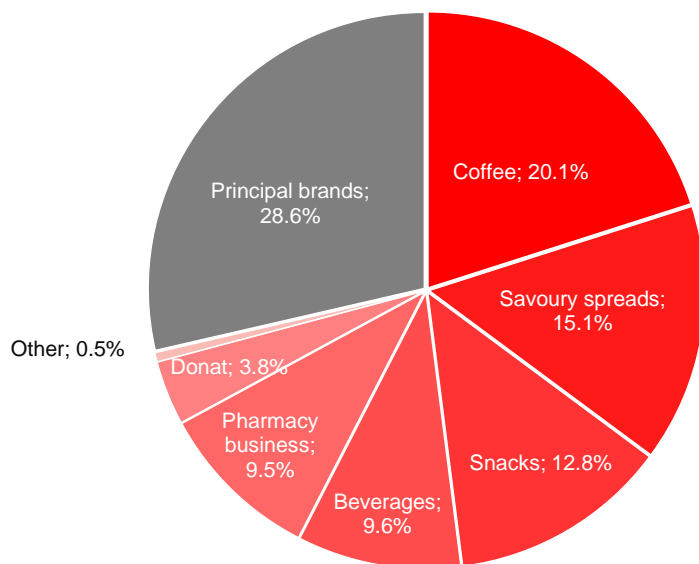
The NEW GROWTH achieves double-digit sales growth due to the increase in sales on regional markets and launching Boom Box on the market of Austria. Analysed by categories, cereals and plant-based drinks under the Boom Box brand contribute most to the growth.

SALES TRENDS IN THE FIRST QUARTER OF 2024

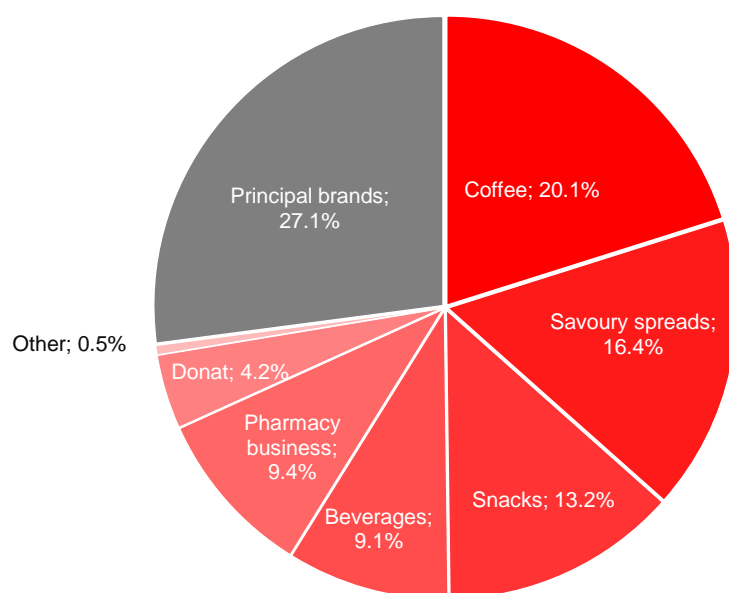
SALES PROFILE BY SEGMENTS



1Q 2024



1Q 2023



SALES TRENDS IN THE FIRST QUARTER OF 2024

SALES PROFILE BY MARKETS

(in EUR millions)	1Q 2024	% of sales	1Q 2023	% of sales	1Q 2024/ 1Q 2023
Croatia	78.4	33.1%	70.5	32.7%	11.2%
Serbia	57.1	24.2%	49.6	23.0%	15.2%
Slovenia	39.8	16.8%	37.5	17.4%	6.0%
Bosnia and Herzegovina	19.5	8.2%	18.0	8.4%	8.0%
Other regional markets*	19.7	8.3%	19.9	9.2%	(1.3%)
Key European markets**	14.0	5.9%	12.3	5.7%	14.3%
Russia and CIS	3.4	1.4%	3.4	1.6%	1.7%
Other markets	4.7	2.0%	4.4	2.0%	7.8%
Total sales	236.6	100.0%	215.6	100.0%	9.8%

* Other regional markets: North Macedonia, Montenegro, Kosovo

**Key European markets: Germany, Switzerland, Austria, Sweden
The comparative period has been adjusted to the reporting for 2024.

The MARKET OF CROATIA recorded a double-digit sales growth due to the increase in sales of: (i) own brands, with the most significant growth recorded by espresso and instant coffee under the Barcaffè brand, Argeta in the savoury spreads segment, and Cockta and Cedevita brands in the retail and HoReCa channels, (ii) the pharmacy chain Farmacia, and (iii) external principals, among which Ferrero, Mars, and Unilever contribute most to the growth.

The double-digit growth was also recorded in the MARKET OF SERBIA due to the strong increase in sales of own brands, of which the following stand out: (i) roast and ground coffee under the Grand kafa brand, (ii) instant coffee under the Grand kafa brand, (iii) Argeta in the savoury spreads segment, (iv) Najlepše želje and Smoki in the snacks segment, and (v) Cedevita in the beverages segment. Sales growth was impacted by the significant increase in sales of principal brands, among which Rauch, Intersnack, and Saponia stand out. If we exclude the effect of the acquisition of Strauss Adriatic, this market records growth of 9.0%.

The MARKET OF SLOVENIA records a sales growth due to the increase in sales of: (i) espresso coffee under the Barcaffè brand in the HoReCa channel, (ii) Smoki in the snacks segment, (iii) Cedevita and Cockta in the beverages segment, and (iv) principal brands led by Ferrero and Haleon.

A sales growth is recorded in the MARKET OF BOSNIA AND HERZEGOVINA due to the increase in sales of: (i) espresso coffee under the Barcaffè brand in the HoReCa channel, (ii) instant coffee under the Grand kafa brand, (iii) Argeta in the savoury spreads segment, (iv) Najlepše želje and Smoki in the snacks segment, (v) Cockta and Cedevita in the retail and HoReCa channels, and (vi) functional water Donat.

SALES TRENDS IN THE FIRST QUARTER OF 2024



OTHER REGIONAL MARKETS record a mild decrease in sales, as a consequence of the decrease on the markets of Montenegro and Kosovo, which was almost fully cancelled out by the increase in sales on the market of North Macedonia. In this, the increase in sales of roast and ground coffee under the Grand kafa brand, Argeta in the savoury spreads segment, and Najlepše želje in the snacks segment especially stand out.

KEY EUROPEAN MARKETS recorded a significant sales growth, where the double-digit growth rates on the markets of Germany and Austria stand out, as a result of the increase in sales of Argeta in the savoury spreads segment, and roast and ground coffee under the Grand kafa brand.

The MARKET OF RUSSIA AND THE COMMONWEALTH OF INDEPENDENT STATES recorded a mild growth as a result of the increase in sales of Argeta in the savoury spreads segment.

OTHER MARKETS record an increase in sales due to the increase in sales in the markets of France, the USA and Canada. The growth was mainly affected by the increase in sales of Argeta in the savoury spreads segment and roast and ground coffee under the Grand kafa brand.

PROFITABILITY TRENDS IN THE FIRST QUARTER OF 2024

PROFITABILITY TRENDS

(in EUR millions)	1Q 2024	1Q 2023	1Q 2024/ 1Q 2023
Sales	236.6	215.6	9.8%
EBITDA*	25.2	20.9	20.3%
EBIT*	14.5	11.5	26.5%
Net profit*	9.9	9.6	3.2%
Profitability margins			
EBITDA margin*	10.6%	9.7%	+93 bp
EBIT margin*	6.1%	5.3%	+81 bp
Net profit margin*	4.2%	4.4%	-27 bp

In the first quarter of 2024, EBITDA amounts to EUR 25.2 million, which is a significant 20.3% growth compared to the same period of the previous year. The growth in profitability of business units Coffee, Beverages, and Pharmacy Business, and distribution units Croatia, Serbia and Slovenia contributed to the increase in EBITDA. The increase in EBITDA was primarily achieved due to strong sales growth and savings on energy, despite significantly higher staff costs and higher marketing investments. If we exclude the effect of the acquisition of Strauss Adriatic, EBITDA records an increase of 20.5%.

In addition to the above, net profit records a 3.2% increase despite the higher depreciation of own non-current assets (as a consequence of higher capital expenditure) and right-of-use assets, and higher interest expense and tax expense. If we exclude the effect of the acquisition of Strauss Adriatic, the net profit increased by 4.8%.

* 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)".

PROFITABILITY TRENDS IN THE FIRST QUARTER OF 2024

OPERATING EXPENSES STRUCTURE

(in EUR millions)	1Q 2024	% of sales	1Q 2023	% of sales	1Q 2024/ 1Q 2023
Cost of goods sold	68.6	29.0%	57.5	26.7%	19.2%
Change in inventory	(0.2)	(0.1%)	0.8	0.4%	n/a
Production materials	74.0	31.3%	73.7	34.2%	0.3%
Energy	3.6	1.5%	4.4	2.0%	(17.4%)
Services	14.0	5.9%	12.5	5.8%	12.1%
Staff costs	36.1	15.3%	32.1	14.9%	12.5%
Marketing and selling expenses	11.4	4.8%	8.9	4.1%	27.7%
Other operating expenses	6.9	2.9%	6.2	2.9%	11.3%
Other (gains)/losses, net	0.1	0.0%	0.1	0.1%	5.8%
Depreciation and amortisation	10.7	4.5%	9.5	4.4%	12.8%
Total operating expenses*	225.1	95.2%	205.7	95.4%	9.4%

The cost of goods sold records a significant increase due to higher sales of principal brands.

Costs of production materials are at the same level as in the first quarter of the previous year despite significantly higher prices of cocoa, which were largely compensated by the more favourable prices of edible oils, sugar and dairy products.

Energy costs are lower primarily due to lower energy prices compared to the same period of the previous year.

The increase in costs of services is a consequence of higher sales, higher maintenance costs and higher transport and logistics services.

Staff costs record a significant increase primarily due to the increase in basic salaries and higher variable payments as a result of higher sales. As at 31 March 2024, Atlantic Grupa had 5,481 employees, or 51 employees more compared to the previous year.

Marketing expenses are significantly higher due to higher marketing investments in most segments, especially Coffee, Savoury Spreads and Donat.

Other operating expenses record an increase, due to higher travel-related costs, fuel prices, and entertainment costs.

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FINANCIAL INDICATORS IN THE FIRST QUARTER OF 2024

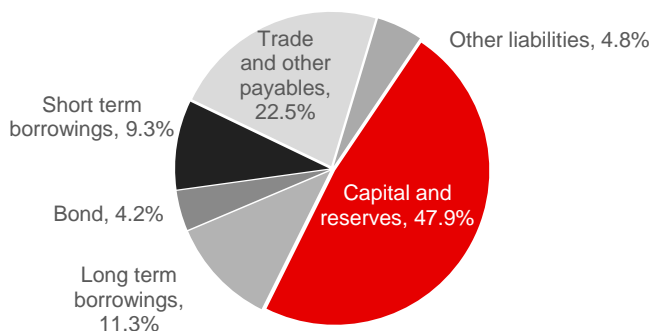
FINANCIAL INDICATORS

(in EUR millions)	3/31/2024	12/31/2023
Net debt*	182.2	150.7
Total assets	951.7	907.7
Total Equity	455.5	446.3
Current ratio*	1.3	1.4
Gearing ratio*	28.6%	25.2%
Net debt/EBITDA*	2.1	1.8
(in EUR millions)	1Q 2024	1Q 2023
Interest coverage ratio*	11.7	24.7
Capital expenditure*	17.1	9.6
Free cash flow*	2.0	(10.0)
Cash flow from operating activities	19.2	(0.5)

Among key determinants of the Atlantic Grupa's financial position in the first quarter of 2024, the following should be pointed out:

- The gearing ratio increased by 332 basis points due to the EUR 31.5 million increase in net debt compared to the end of 2023.
- The indebtedness measured as the net debt to normalized EBITDA ratio increased from 1.8 at the end of 2023 to 2.1 at the end of the first quarter of 2024.
- Free cash flow records an increase due to higher cash flow from operating activities, despite significantly higher capital expenditure.

THE ATLANTIC GRUPA'S EQUITY AND LIABILITIES STRUCTURE AS AT 31 MARCH 2024



* 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)".

OVERVIEW OF KEY ITEMS IN THE CONSOLIDATED CASH FLOW STATEMENT



Cash flow from operating activities records a significant increase as a result of movements in the working capital, primarily a decrease in receivables in relation to the comparative period, better business result, lower tax paid, despite higher financing costs.

Capital expenditure in the first quarter of 2024 is marked by the beginning of implementation of projects in line with the Atlantic Grupa's Strategic Guidelines for 2024 and continuation of implementation of projects initiated in 2023.

Significant investment projects in the first quarter of 2024:

- **SDU Croatia:**
 - An investment project to expand the warehouse capacity of LDC Zagreb and implement fully automated warehouse operations completed
- **SBU Savoury Spreads:**
 - Investment projects of meat and bone separators and cutters at the Izola location
 - Photovoltaic power plant project at the Hadžići location initiated
- **SBU Coffee:**
 - An investment project to expand the capacity for the production and packaging of instant coffee at the Belgrade location completed
- **SBU Beverages:**
 - An investment project to replace the granulator and a new system for receiving and distributing sugar completed
 - A project to upgrade the beverages filling line at the Apatovec location completed
- **SBU Snacks**
 - Packaging automation projects on wafers and chocolate bars lines continued

ATLANTIC GRUPA'S MANAGEMENT STRATEGIC GUIDANCE FOR 2024



The European Union's economy in 2024 expects only mild economic growth with slowing inflation. In relation to the EU, the countries of the region expect higher economic growth, which is supported by significant inflows from EU funds and the strengthening of private and public consumption due to continuous good results on the labour market and increasing wages.

This forecast is surrounded by uncertainty amid lingering geopolitical tensions and the risk of further spread of conflicts in Ukraine and in the Middle East. It is expected that the increase in transport costs following the disruption of shipping in the Red Sea will have only a marginal impact on inflation. However, further disruptions could put renewed stress on supply chains, disrupting production and increasing price pressures.

Surrounded by uncertainty, with clearly defined strategic goals and priorities, in 2024 we expect to exceed one billion euros in sales for the first time, or, more precisely, EUR 1.050 billion.

In addition to the already announced pressures on profitability due to the increase in salaries and services, strong additional pressure comes due to the drastic increase in the price of cocoa and further volatility of raw coffee and logistics challenges that started at the end of 2023 and are expected to remain similar throughout 2024. Therefore, we expect to achieve mid-single-digit growth in normalized operating earnings before interest, taxes, depreciation and amortization (EBITDA), with achieving the last-year's level of the normalized EBITDA margin. We expect the biggest negative impact of rising cocoa and raw coffee prices (with effect of the US dollar exchange rate) on profitability in the second half of this year. It is important to note that these projections include the effects of the acquisition of Strauss Adriatic.

This year, we continue with intensive capital expenditure and expect capital investments in the amount of approximately EUR 50 million. Almost half of this amount refers to investments at the Štark production location (SBU Snacks), specifically to investments in logistics facilities and logistics equipment, as well as to investments in new production lines and automation of production/packaging equipment.

In 2024, management will focus on (i) strengthening leadership positions, (ii) selective investment in new opportunities to expand the product portfolio and markets, (iii) increasing productivity through improving operational excellence, and (iv) further strengthening the organization through care and responsible business.

ATLANTIC GRUPA d.d.

DEFINITION AND RECONCILIATION OF

ALTERNATIVE PERFORMANCE MEASURES (APM)

DEFINITION AND RECONCILIATION OF ALTERNATIVE PERFORMANCE MEASURES (APM)



The Annual report, half-year report, quarterly report and other communication to investors contain certain financial performance measures, which are not defined by International financial reporting standards (IFRS). We believe these measures, along with comparable IFRS measurements, are useful to investors because they provide a basis for measuring our operating and financial performance.

The main APMs used by Atlantic Grupa are defined and/or reconciled with our IFRS measures in this document.

EBITDA and EBITDA margin

EBITDA (Earnings before interest, tax, depreciation and amortization) equals to operating profit in the financial statements (see Note 2 – Summary of significant accounting policies in the latest published audited Consolidated Financial statements) increased for depreciation, amortisation and impairment (see Notes 13, 14, 16 in the latest published audited Consolidated Financial statements).

The Group also presents EBITDA margin, which is defined as EBITDA as percentage of sales.

(in EUR millions)	1Q 2024	1Q 2023	1Q 2024/ 1Q 2023
Operating profit	14.5	11.5	26.5%
Depreciation, amortisation and impairment	10.7	9.5	12.8%
EBITDA	25.2	20.9	20.3%
Sales	236.6	215.6	
EBITDA margin	10.6%	9.7%	

EBIT and EBIT margin

EBIT (Earnings before interest and tax) equals operating profit in the financial statements (see Note 2 Summary of significant accounting policies in the latest published audited Consolidated Financial statements).

The Group also presents EBIT margin, which is defined as EBIT as percentage of sales.

(in EUR millions)	1Q 2024	1Q 2023	1Q 2024/ 1Q 2023
Operating profit	14.5	11.5	26.5%
EBIT	14.5	11.5	26.5%
Sales	236.6	215.6	
EBIT margin	6.1%	5.3%	

NET PROFIT and NET PROFIT MARGIN

Net profit is a subtotal which is reported in the Consolidated Income statement in the attached Condensed consolidated financial statements for the period ended 31 March 2024.

Additionally, the Group also presents Net profit margin, which is defined as Net profit as percentage of sales.

DEFINITION AND RECONCILIATION OF ALTERNATIVE PERFORMANCE MEASURES (APM)

(in EUR millions)	1Q 2024	1Q 2023	1Q 2024/ 1Q 2023
Net profit	9.9	9.6	3.2%
Sales	236.6	215.6	
Net profit margin	4.2%	4.4%	

TOTAL OPERATING EXPENSES

Total operating expenses are a subtotal of the following items which are reported in the Consolidated Income statement in the attached Condensed consolidated financial statements for the period ended 31 March 2024: cost of trade goods sold, change in inventories of finished goods and work in progress, material and energy costs, staff costs, marketing and promotion expenses, other operating expenses, other gains/losses-net and depreciation, amortization and impairment.

CAPITAL EXPENDITURE (CAPEX)

Capital expenditure includes payments made to acquire property, plant and equipment and intangible assets, as reported in the Consolidated Cash flow statement in the attached Condensed consolidated financial statements for the period ended 31 March 2024. The Group uses capital expenditure as APM to ensure that the cash spending is in line with overall strategy of the Group.

NET DEBT and NET DEBT to EBITDA

Net debt is used by management to evaluate the Group's financial capacity. Net debt is defined as sum of current and non-current borrowings, current and non-current lease liabilities and derivative financial instruments decreased for cash and cash equivalents which are reported in the Consolidated Balance sheet in the attached Condensed consolidated financial statements for the period ended 31 March 2024, as shown below:

(in EUR millions)	31 March 2024	31 December 2023
Non current borrowing	96.4	86.3
Non current lease liabilities	50.9	49.4
Current borrowings	74.4	73.4
Current lease liabilities	14.3	13.5
Derivative financial instruments, net	(0.5)	0.6
Cash and cash equivalents	(53.2)	(72.6)
Net debt	182.2	150.7
Normalized EBITDA*	86.6	82.4
Net debt/Normalized EBITDA	2.1	1.8

The Group also uses the net debt to EBITDA ratio, which is net debt divided by EBITDA, to assess its level of net debt in comparison with underlying earnings generated by the Group. This measure reflects the Group's ability to service and repay its financial liabilities.

* Normalized EBITDA in the last 12 months.

DEFINITION AND RECONCILIATION OF ALTERNATIVE PERFORMANCE MEASURES (APM)

CURRENT RATIO

The current ratio compares all Group's current assets to its current liabilities which are reported in the Consolidated Balance sheet in the attached Condensed consolidated financial statements for the period ended 31 March 2024. The current ratio is a liquidity ratio that measures the Group's ability to cover its short-term debt with its current assets.

in EUR million	31 March 2024	31 December 2023
Current assets	429.8	421.9
Current liabilities	320.0	297.6
Current ratio	1.3	1.4

GEARING RATIO

The gearing ratio compares net debt to total equity increased for net debt. Gearing ratio is a measurement of the Group's financial leverage that demonstrates the degree to which a firm's operations are funded by equity capital versus debt financing.

in EUR million	31 March 2024	31 December 2023
Net debt	182.2	150.7
Total equity	455.5	446.3
Gearing ratio	28.6%	25.2%

INTEREST COVERAGE RATIO

The interest coverage ratio is calculated by dividing Group's normalized EBITDA by total interest expense (see Note 8 – Finance cost-net in the attached Condensed consolidated financial statements for the period ended 31 March 2024), as shown below. Interest coverage ratio is used to determine how easily the Group can pay interest on its outstanding debt.

in EUR million	1Q 2024	1Q 2023
EBITDA	25.2	20.9
Total interest expense	2.2	0.8
Interest coverage ratio	11.7	24.7

FREE CASH FLOW

Free cash flow shows the ability of the Group to generate cash to repay financial liabilities, finance possible acquisitions, pay dividends, etc. Free cash flow equals net cash flow from operating activities less capital expenditure, items included in the Consolidated Cash Flow Statement in the attached Condensed consolidated financial statements for the period ended 31 March 2024.

in EUR million	1Q 2024	1Q 2023
Net cash flow from operating activities	19.2	(0.5)
Capex	17.1	9.6
Free cash flow	2.0	(10.0)

ATLANTIC GRUPA d.d.

**CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
FOR THE THREE-MONTH PERIOD ENDED 31 MARCH 2024
(UNAUDITED)**

ATLANTIC GRUPA d.d.

CONSOLIDATED INCOME STATEMENT

in thousands of EUR, unaudited	Jan - Mar 2024	Jan - Mar 2023	Index
Revenues	239,646	217,204	110.3
Sales revenues	236,611	215,579	109.8
Other income	3,035	1,625	186.8
Operating expenses	(225,148)	(205,744)	109.4
Cost of trade goods sold	(68,564)	(57,508)	119.2
Change in inventories of finished goods and work in progress	234	(788)	n/a
Material and energy costs	(77,591)	(78,131)	99.3
Staff costs	(36,119)	(32,102)	112.5
Marketing and promotion expenses	(11,357)	(8,895)	127.7
Depreciation, amortization, and impairment	(10,687)	(9,477)	112.8
Other operating costs	(20,950)	(18,735)	111.8
Other gains - net	(114)	(108)	105.6
Operating profit	14,498	11,460	126.5
Finance costs - net	(2,142)	(822)	260.6
Profit before tax	12,356	10,638	116.1
Income tax	(2,465)	(1,023)	241.0
Net profit for the period	9,891	9,615	102.9
Attributable to:			
Owners of the parent	9,859	9,557	103.2
Non-controlling interests	32	58	55.2
Earnings per share for profit attributable to the equity holders of the Company during the period (in EUR)			
- basic	0.74	0.72	
- diluted	0.74	0.72	

ATLANTIC GRUPA d.d.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

in thousands of EUR, unaudited	Jan - Mar 2024	Jan - Mar 2023	Index
Net profit for the period	9,891	9,615	102.9
Other comprehensive income/(loss):			
<i>Items that may be subsequently reclassified to profit or loss</i>			
Currency translation differences, net of tax	87	(514)	n/a
Cash flow hedges, net of tax	880	257	342.4
Total other comprehensive income/(loss) for the period, net of tax	967	(257)	n/a
Total comprehensive income for the period	10,858	9,358	116.0
Attributable to:			
Equity holders of the Company	10,815	9,304	116.2
Non-controlling interests	43	54	79.6
Total comprehensive income for the period	10,858	9,358	116.0

ATLANTIC GRUPA d.d.

CONSOLIDATED BALANCE SHEET

in thousands of EUR, unaudited	31 March 2024	31 December 2023
ASSETS		
Non-current assets		
Property, plant, and equipment	189,306	174,963
Right-of-use assets	61,875	59,724
Investment property	15,636	15,796
Intangible assets	232,781	214,394
Deferred tax assets	6,579	5,527
Financial assets at fair value through other comprehensive income	162	161
Trade and other receivables	15,533	15,299
	521,872	485,864
Current assets		
Inventories	129,471	102,023
Trade and other receivables	234,418	237,553
Prepaid income tax	4,398	1,958
Derivative financial instruments	637	384
Cash and cash equivalents	53,226	72,553
	422,150	414,471
Assets held for sale	7,688	7,392
Total current assets	429,838	421,863
TOTAL ASSETS	951,710	907,727
EQUITY AND LIABILITIES		
Capital and reserves attributable to owners of the Company		
Share capital	106,698	106,698
Share premium	28,760	28,760
Treasury shares	(4,107)	(2,510)
Reserves	244	(712)
Retained earnings	322,846	312,987
	454,441	445,223
Non-controlling interests	1,078	1,035
Total equity	455,519	446,258
Non-current liabilities		
Borrowings	96,355	86,338
Lease liabilities	50,864	49,368
Deferred tax liabilities	20,098	20,091
Other non-current liabilities	52	52
Provisions	8,832	8,070
	176,201	163,919
Current liabilities		
Trade and other payables	214,075	198,206
Borrowings	74,414	73,435
Lease liabilities	14,252	13,508
Derivative financial instruments	162	988
Current income tax liabilities	7,122	2,949
Provisions	9,965	8,464
	319,990	297,550
Total liabilities	496,191	461,469
TOTAL EQUITY AND LIABILITIES	951,710	907,727

ATLANTIC GRUPA d.d.

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Attributable to owners of the Company				Non-controlling interests	Total
	Share capital, Share premium and Treasury shares	Reserves	Retained earnings	Total		
in thousands of EUR, unaudited						
Balance at 1 January 2023	132,955	(4,497)	295,680	424,138	1,028	425,166
Effect of currency conversion from HRK to EUR	-	39	(39)	-	-	-
Comprehensive income:						
Net profit for the period	-	-	9,557	9,557	58	9,615
Other comprehensive loss	-	(253)	-	(253)	(4)	(257)
Total comprehensive (loss)/income	-	(253)	9,557	9,304	54	9,358
Transactions with owners:						
Purchase of treasury shares	(405)	-	-	(405)	-	(405)
Balance at 31 March 2023	132,550	(4,711)	305,198	433,037	1,082	434,119
Balance at 1 January 2024	132,948	(712)	312,987	445,223	1,035	446,258
Comprehensive income:						
Net profit for the period	-	-	9,859	9,859	32	9,891
Other comprehensive income	-	956	-	956	11	967
Total comprehensive income	-	956	9,859	10,815	43	10,858
Transactions with owners:						
Purchase of treasury shares	(1,597)	-	-	(1,597)	-	(1,597)
Balance at 31 March 2024	131,351	244	322,846	454,441	1,078	455,519

ATLANTIC GRUPA d.d.

CONSOLIDATED CASH FLOW STATEMENT

in thousands of EUR, unaudited	January - March 2024	January - March 2023
Cash flow from/(used in) operating activities		
Net profit for the period	9,891	9,615
Income tax	2,465	1,023
Depreciation, amortization, and impairment	10,687	9,477
Gain on sale of property, plant, and equipment and intangible assets	(104)	(59)
Provision for current assets	544	474
Foreign exchange differences – net	(17)	(24)
Increase in provisions for risks and charges	1,278	2,161
Fair value losses/(gains) on financial assets	49	(257)
Interest income	(450)	(46)
Interest expense	2,159	846
Other non-cash items – net	12	(219)
Changes in working capital:		
Increase in inventories	(21,176)	(16,163)
Decrease/(increase) in current receivables	5,111	(18,167)
Increase in trade and other payables	12,902	14,152
Cash generated from operations	23,351	2,813
Interest paid	(2,449)	(729)
Income tax paid	(1,735)	(2,547)
	19,167	(463)
Cash flow used in investing activities		
Purchase of property, plant and equipment and intangible assets	(17,149)	(9,569)
Proceeds from sale of property, plant and equipment and intangible assets	152	69
Acquisition of subsidiaries and proceeds from sale of subsidiary – net of cash acquired/disposed	(35,527)	(750)
Loans granted and deposits placed	(424)	(361)
Repayments of loan and deposits placed	8,245	180
Interest received	422	52
	(44,281)	(10,379)
Cash flow from financing activities		
Purchase of treasury shares	(1,597)	(405)
Proceeds from borrowings, net of fees paid	32,801	30,000
Repayment of borrowings	(21,533)	(11,963)
Principal elements of lease payments	(3,884)	(3,459)
	5,787	14,173
Net (decrease)/increase in cash and cash equivalents	(19,327)	3,331
Cash and cash equivalents at beginning of period	72,553	58,987
Cash and cash equivalents at end of period	53,226	62,318

NOTE 1 – GENERAL INFORMATION

Operating as a vertically integrated multinational company, Atlantic Grupa d.d. (“the Company”) and its subsidiaries (“the Group”) have business activities that incorporate R&D, production and distribution of fast-moving consumer goods in Southeast Europe, the European markets and Russia and CIS (Commonwealth of Independent States). With its modern production network, the Group stands out as one of the leading foods & beverage producers in Southeast Europe with prominent coffee brands Grand Kafa and Barcaffè, beverage brands Cockta and Cedevita, a portfolio of sweet and salted snacks brands Smoki, Najlepše želje and Bananica, a savoury spread brand Argeta and natural mineral water Donat. Additionally, the Group owns the leading pharmacy chain in Croatia under the Farmacia brand. With its own distribution network in Croatia, Slovenia, Serbia, Austria, North Macedonia and Russia, the Group also distributes a range of products from external partners. The Group has manufacturing plants in Croatia, Slovenia, Serbia, Bosnia and Herzegovina and North Macedonia with companies and representative offices in 11 countries. The Group exports its products to more than 40 markets worldwide.

The Company is domiciled in Zagreb, Miramarska 23, Croatia.

The Company’s shares are listed on the Prime market of the Zagreb Stock Exchange.

The condensed consolidated financial statements of the Group for the three-month period ended 31 March 2024 were approved by the Management Board of the Company in Zagreb on 23 April 2024.

The condensed consolidated financial statements have not been audited.

NOTE 2 – BASIS OF PREPARATION AND ACCOUNTING POLICIES

2.1. BASIS OF PREPARATION

The condensed consolidated financial statements for the three-month period ended 31 March 2024 have been prepared in accordance with IAS 34 – Interim Financial Reporting, as endorsed by the European Union (EU).

The condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Group’s annual consolidated financial statements as of 31 December 2023. The Group’s annual consolidated financial statements are prepared in accordance with International Financial Reporting Standards (IFRS) as endorsed by EU.

2.2. GOING CONCERN

The Company’s management believes that the Group has sufficient resources to continue operating in the foreseeable future and has not identified significant uncertainties related to business events and conditions that may cast doubt on the indefinite duration of the Group’s operations. Accordingly, the condensed consolidated financial statements for the three-month period ended 31 March 2024 have been prepared on a going concern basis.

NOTE 2 – BASIS OF PREPARATION AND ACCOUNTING POLICIES (continued)

2.3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of the condensed consolidated financial statements for the three-month period ended 31 March 2024 are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended 31 December 2023.

2.4. SEASONALITY

The Group is not exposed to significant seasonal or cyclical changes in its operations.

NOTE 3 – CRITICAL ACCOUNTING ESTIMATES

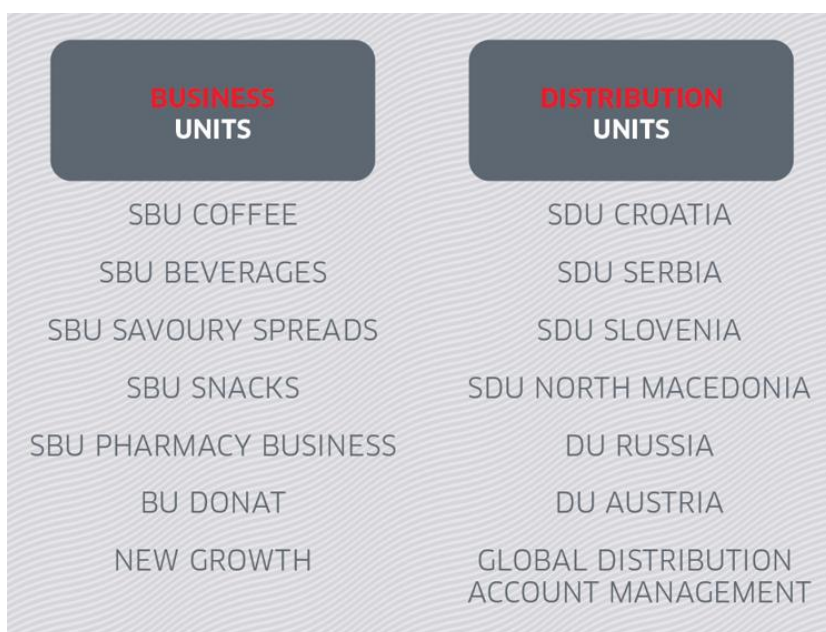
There were no changes in critical accounting estimates used for preparation of condensed consolidated financial statements for the period ended 31 March 2024 comparing to those used for the preparation of the Group's annual consolidated financial statements for the year ended 31 December 2023.

The Group has made assessment whether there are indications of impairment of intangible assets, including changes in discount rates that reflect the current risk premiums on certain markets and for the three-month period ended 31 March 2024 no impairment was recognised.

NOTE 4 – SEGMENT INFORMATION

The business model of the Group is organized through five strategic business units and one business unit. In addition to business units, separate department – New Growth is established, which is focused on the development of new brands of Atlantic Grupa.

The distribution business is organized to cover six largest markets – Croatia, Serbia, Slovenia, North Macedonia, Russia and Austria and department of Global Distribution Account Management covering the markets dominantly managed by distribution partners.



SBU – Strategic business unit
SDU – Strategic distribution unit
BU – Business unit
DU – Distribution unit

For more efficient management of individual business and distribution units, the organization unites similar business activities or products, shared markets, or channels, together.

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

NOTE 4 – SEGMENT INFORMATION (continued)

Since DU Macedonia, DU Russia, DU Austria, Global distribution network management and New Growth do not meet quantitative thresholds, required by IFRS 8 for reportable segments, they are reported within “Other segments”. “Other segments” category comprises also of non-allocable business activities (headquarters and support functions in all markets of Atlantic Grupa) which are excluded from the reportable operating segments.

Segment performance is evaluated based on operating profit or loss. Group financing and income taxes are managed on Group basis and are not allocated to operating segments.

Sales of individual business units represent in market sales made to third parties (either directly through business units or through distribution units). Distribution units’ sales includes sales of own products also reported as business units’ sales. This double counting of own product sales is eliminated in the “Reconciliation” line. For segmental profit calculation, sales between operating segments are carried out at arm's length.

Sales revenues*	Jan - Mar 2024	Jan - Mar 2023
<i>(in thousands of EUR)</i>		
SBU Coffee	47,478	43,384
SBU Savoury Spreads	35,693	35,446
SBU Snacks	30,343	28,520
SBU Beverages	22,654	19,537
SBU Pharmacy business	22,595	20,217
BU Donat	8,889	8,958
SDU Croatia	55,122	49,824
SDU Serbia	53,207	48,826
SDU Slovenia	39,197	37,459
SDU North Macedonia	13,346	11,958
Other segments	23,180	20,681
Reconciliation	(115,093)	(109,231)
Total	236,611	215,579

* Comparative period has been adjusted to reflect current period reporting

NOTE 5 – EARNINGS PER SHARE**Basic earnings per share**

Basic earnings per share is calculated by dividing the net profit of the Group by the weighted average number of ordinary shares in issue during the period, excluding ordinary shares purchased by the Company and held as treasury shares.

	<u>2024</u>	<u>2023</u>
Net profit attributable to shareholders of the Company (<i>in thousands of EUR</i>)	9,859	9,557
Weighted average number of ordinary shares in issue	13,279,265	13,288,977
Basic earnings per share (<i>in EUR</i>)	0.74	0.72

Diluted earnings per share

Diluted earnings per share is the same as basic earnings per share as there were no convertible dilutive potential ordinary shares.

NOTE 6 – PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLE ASSETS

During the three-month period ended 31 March 2024, Group invested EUR 14,473 thousand in purchase of property, plant and equipment and intangible assets (2023: EUR 5,994 thousand).

NOTE 7 - INVENTORIES

During the three-month period ended 31 March 2024, the Group wrote down inventories in the amount of EUR 432 thousand due to damage and short expiry dates (2023: EUR 276 thousand). The amount is recognized in the income statement within position "Other operating costs".

NOTE 8 – FINANCE COSTS – NET

<i>(in thousands of EUR)</i>	Jan - Mar 2024	Jan - Mar 2023
Finance income		
Foreign exchange gains on borrowings and lease liabilities	23	36
	<u>23</u>	<u>36</u>
Finance costs		
Interest expense on bank borrowings	1,530	377
Interest expense on lease liabilities	499	323
Interest expense on bonds	95	95
Other interest expense	35	51
Total interest expense	<u>2,159</u>	<u>846</u>
Foreign exchange loss on borrowings and lease liabilities	6	12
	<u>2,165</u>	<u>858</u>
Finance costs - net	<u>2,142</u>	<u>822</u>

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

NOTE 9 – RELATED PARTY TRANSACTIONS

Related party transactions that relate to balance sheet as at 31 March 2024 and 31 December 2023 and transactions recognized in the Income statement for the three-month period ended 31 March are as follows:

<i>(in thousands of EUR)</i>	<u>31 March 2024</u>	<u>31 December 2023</u>
RECEIVABLES		
Non-current trade and other receivables		
Other entities	755	534
Current trade and other receivables		
Other entities	16,724	13,355
LIABILITIES		
Trade and other payables		
Other entities	479	308
	<u>Jan - Mar 2024</u>	<u>Jan - Mar 2023</u>
REVENUES		
Sales revenues		
Other entities	20,474	21,820
Other income		
Other entities	4	3
EXPENSES		
Marketing and promotion costs		
Other entities	382	249
Other operating costs		
Other entities	45	35

NOTE 10 - ACQUISITION OF SUBSIDIARIES

/i/ On March 1 Atlantic Grupa finalised transaction of acquiring Strauss Adriatic d.o.o., Šimanovci, the owner of Serbian coffee brands Doncafe and C kafa. Along with the brands, Atlantic Grupa takes over Strauss Adriatic's modern production facility in Šimanovci industrial zone, near Belgrade, and its 220 employees. As a result of this transaction, the provisional goodwill in the amount of EUR 10,729 thousand has been recognized.

Cash paid for acquisition of subsidiary*(in thousands of EUR)*

Cash paid	38,807
Carrying value of net assets acquired	<u>(28,078)</u>
Provisional goodwill	10,729

Cash flow from acquisitions of subsidiary*(in thousands of EUR)*

Cash paid	38,807
Cash in subsidiary acquired	<u>(3,465)</u>
Payments for acquisition of subsidiary	35,342

Acquired subsidiary in 2024 contributed EUR 3,270 thousand of revenues and EUR 156 thousand of loss to the Group.

/ii/ In 2024, the Group paid additional EUR 185 thousand related to the final purchase price for the acquisition of the subsidiary Eurocenter d.o.o., Zagreb from 2023.

STATEMENT OF PERSONS RESPONSIBLE FOR PREPARING FINANCIAL STATEMENTS

In accordance with provisions of Law on Capital Market, Zoran Stanković, Group Vice President for Finance, Procurement and Investment and Tatjana Ilinčić, Director of Corporate Reporting and Consolidation, person responsible for corporate accounting, reporting and consolidation, together as persons responsible for the preparation of condensed consolidated financial statements of the company Atlantic Grupa d.d. Zagreb, Miramarska 23, OIB 71149912416 (hereinafter: "the Company"), hereby make the following

STATEMENT:

According to our best knowledge the condensed consolidated financial statements for the three-month period ended 31 March 2024 are prepared in accordance with applicable standards of financial reporting and give true and fair view of the assets and liabilities, profit and loss, financial position and operations of the Company and its subsidiaries (together – "the Group").

Report of the Company's Management board for the period from 1 January to 31 March 2024 contains the true presentation of development, results, and position of the Group, with description of significant risks and uncertainties which the Group is exposed.

Condensed consolidated unaudited financial statements of the Group for the three-month period ended 31 March 2024 were approved by the Management Board of the company Atlantic Grupa d.d. on 23 April 2024.



Zoran Stanković
Group Vice President for Finance, Procurement and Investment



Tatjana Ilinčić
Director of Corporate Reporting and Consolidation

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ATLANTIC GRUPA

Joint Stock Company for Domestic and Foreign Trade
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fax: +385 (1) 24 13 901

The Company is registered with the Commercial Court of Zagreb

MBS: 080245039

MB: 1671910

PIN: 71149912416

Bank account: 2484008-1101427897 Raiffeisenbank Austria d.d., Zagreb, Petrinjska
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The number of shares and their nominal value: 13,337,200 shares, each in the
nominal value of 8,00 EUR

Share capital: 106.697.600,00 EUR, paid in full.

Management Board: Emil Tedeschi, Neven Vranković, Zoran Stanković, Lada
Tedeschi Fiorio, Srećko Nakić, Enzo Smrekar, Mate Štetić
President of the Supervisory Board: Zoran Vučinić

