



ATLANTIC
GRUPA

Creating flavours
you love



Erste Group Consumer Conference
June 2022

18 — distribution centres

14 — 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 (8.6.2022): EUR 729m

*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

1990's

DISTRIBUTION

- ❖ Distribution centres across Croatia
- ❖ Various distribution cooperations

Regional company

2000-2004

DISTRIBUTION & PRODUCTION

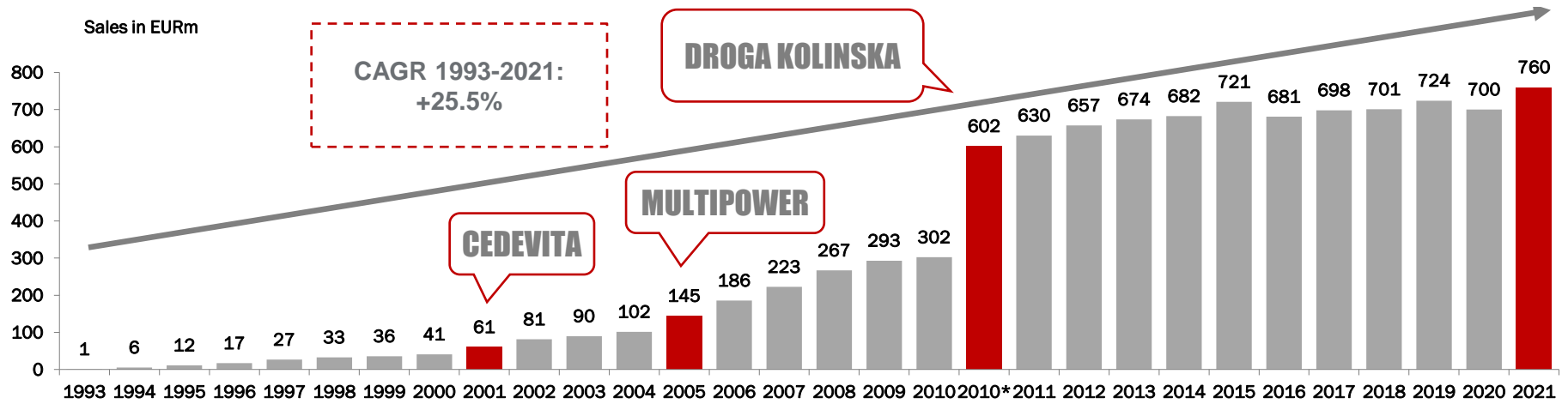
- ❖ Regional expansion
- ❖ 2001: Acquisition of CEDEVITA

European company

2005-2021

VERTICAL INTEGRATION

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



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

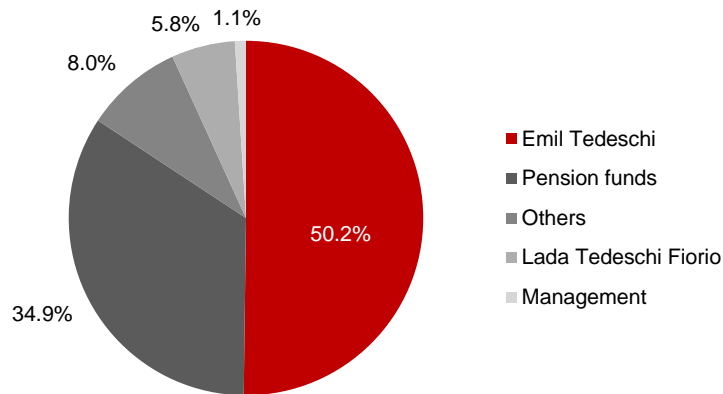


Srećko Nakić
 Vice President
 Distribution



Enzo Smrekar
 Vice President
 Savoury spreads, Donat
 and internationalization

Ownership structure



NAGRADE
Zagrebačke burze

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
želje

Smoki

Banana

Prima



PHARMACY BUSINESS

farmacia



BEVERAGES

CEDEVITA

Cockta

KALA



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 Q1: SIGNIFICANT INCREASE IN REVENUE AND NORMALIZED EBITDA*

SALES

HRK 1,391.2m

+12.7%* normalized

NORMALIZED

EBITDA*

HRK 178.3m

+5.3%



* 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“ within financial results for Q1 2022.

KEY DEVELOPMENTS

Challenging and unprecedented environment

Supervisory board reinforced, two new members

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

New packaging and redesign: Cedevida candies & water Kala

New Cockta flavour: Cockta Blondie

Launch of coffeeshop chain: Ziggy's Coffee



2022 Q1: SALES INCREASE OF +11.3%

(HRK million)	1Q 2022	1Q 2021	1Q 2022/1Q 2021
SBU Coffee	285.8	248.2	15.1%
SBU Savoury Spreads	240.5	221.5	8.6%
SBU Snacks	159.1	150.6	5.7%
SBU Beverages	119.9	97.7	22.7%
SBU Pharmacy business	143.8	133.8	7.5%
BU Donat	61.4	56.1	9.4%
SDU Croatia	313.2	281.3	11.3%
SDU Serbia	296.9	268.3	10.7%
SDU Slovenia	260.1	232.1	12.1%
Other segments*	213.5	211.8	0.8%
Reconciliation**	(703.1)	(651.9)	n/a
Sales	1,391.2	1,249.6	11.3%

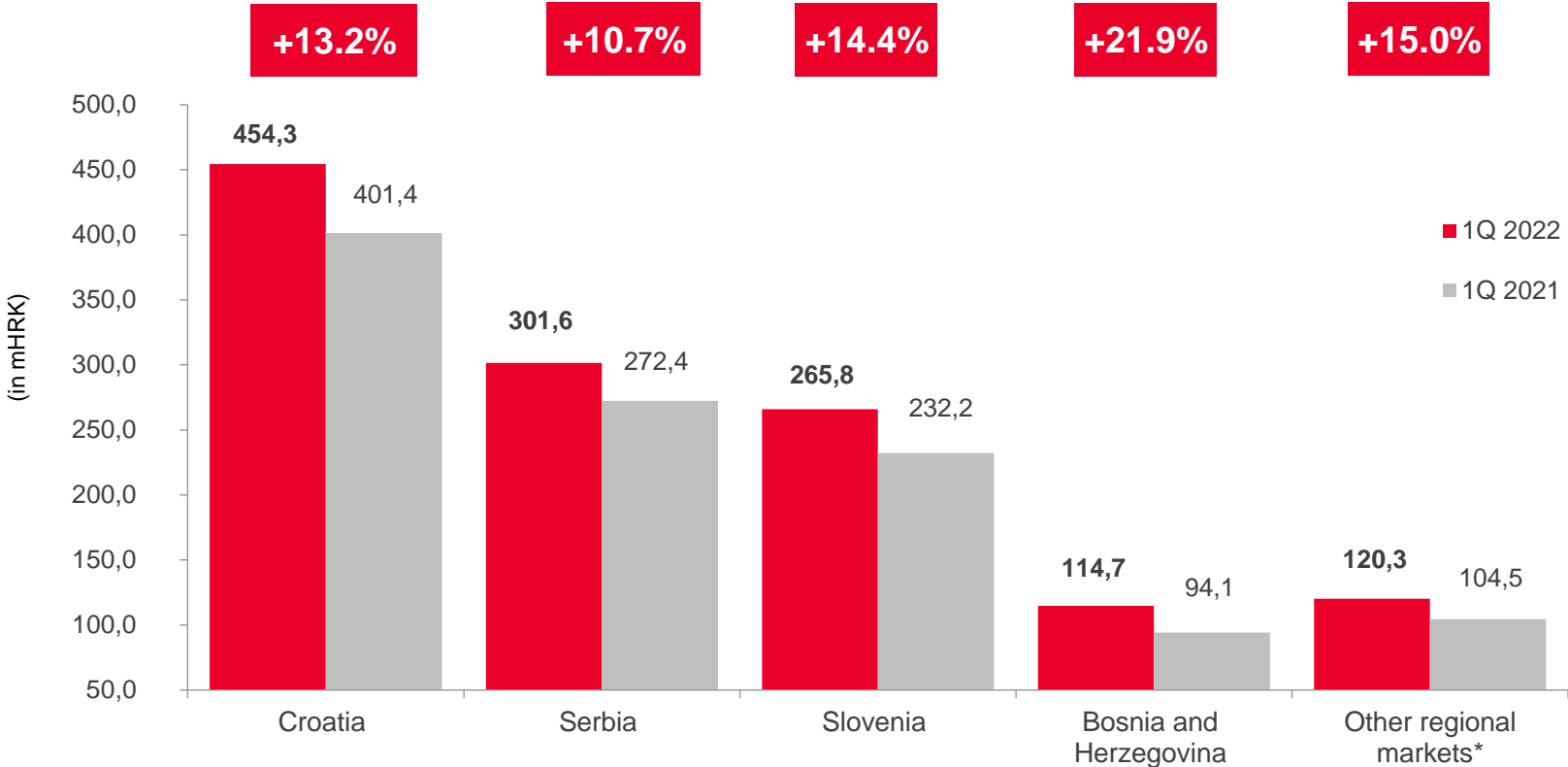
The comparative period has been adjusted to the reporting for 2022

* Other segments include 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

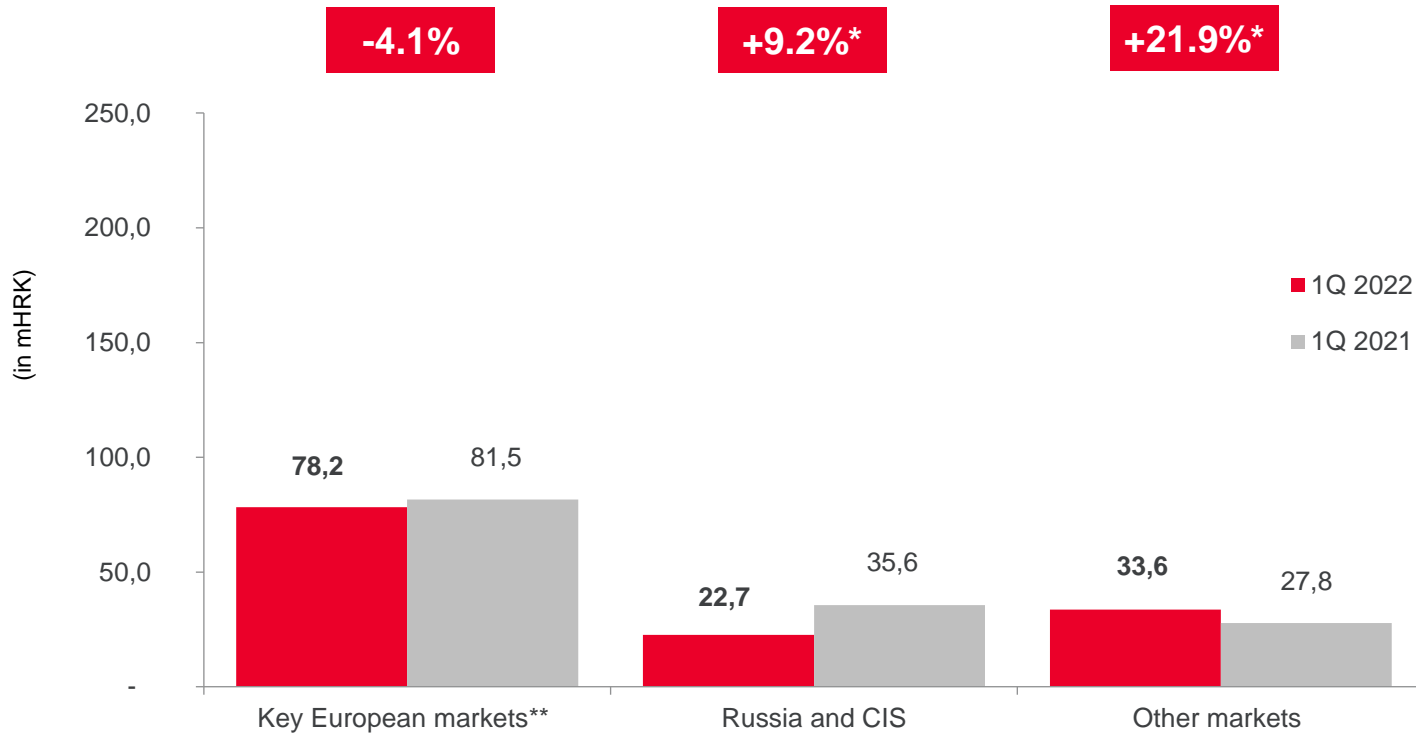


2022 Q1: SALES PROFILE BY MARKETS



* North Macedonia, Montenegro, Kosovo

2022 Q1: SALES PROFILE BY MARKETS



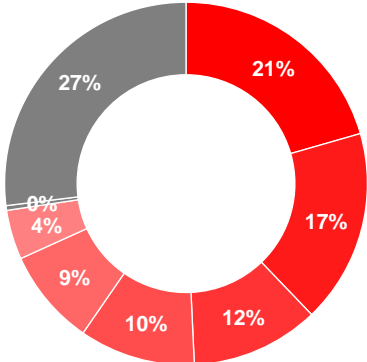
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** Germany, Switzerland, Austria, Sweden



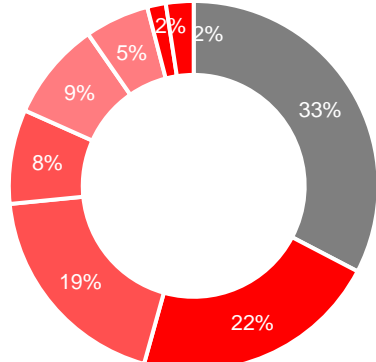
2022 Q1: SALES BY SEGMENTS AND MARKETS

Sales by segments



- Coffee 20.6%
- Savoury spreads 17.3%
- Sweet and salted snacks 11.5%
- Pharmacy business 10.3%
- Beverages 8.6%
- Donat 4.4%
- New growth 0.4%
- Principal brands 26.9%

Sales by markets

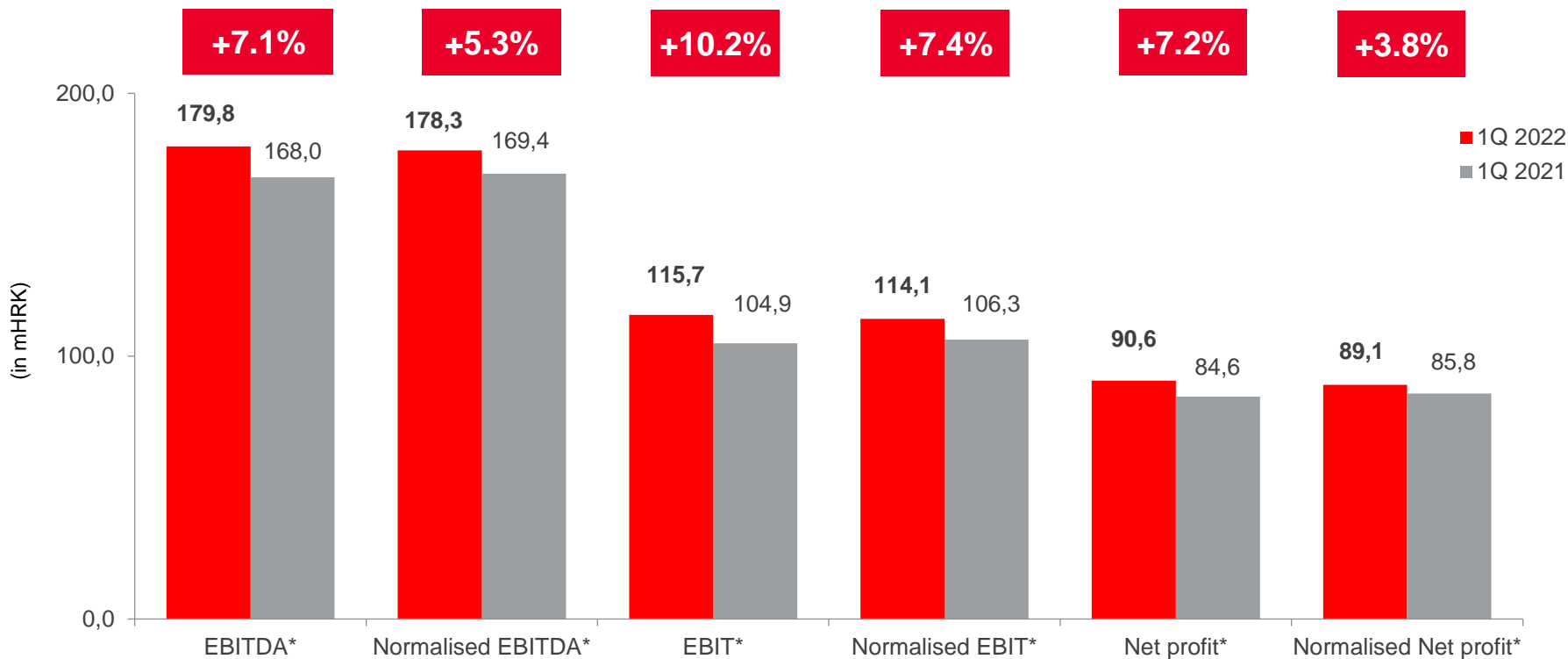


- Croatia 32.7%
- Serbia 21.7%
- Slovenia 19.1%
- Bosnia and Herzegovina 8.2%
- Other regional markets* 8.6%
- Key European markets** 5.6%
- Russia and CIS 1.6%
- Other markets 2.5%

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



2022 Q1: NORMALIZED EBITDA* INCREASE

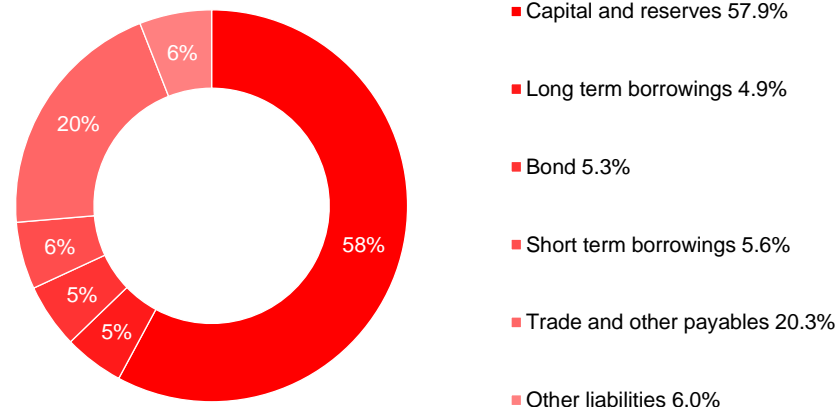


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FINANCIAL INDICATORS: CONTINUED DELEVERAGING

(in HRK millions)	31 March 2022	31 December 2021
Net debt*	459.5	459.9
Total assets	5,629.0	5,452.9
Total Equity	3,256.8	3,152.5
Current ratio*	1.6	1.5
Gearing ratio*	12.4%	12.7%
Net debt/EBITDA*	0.6	0.6
(in HRK millions)	1Q 2022	1Q 2021
Interest coverage ratio*	51.5	43.3
Capital expenditure*	46.4	54.3
Free cash flow*	37.4	129.4
Cash flow from operating activities	83.8	183.7

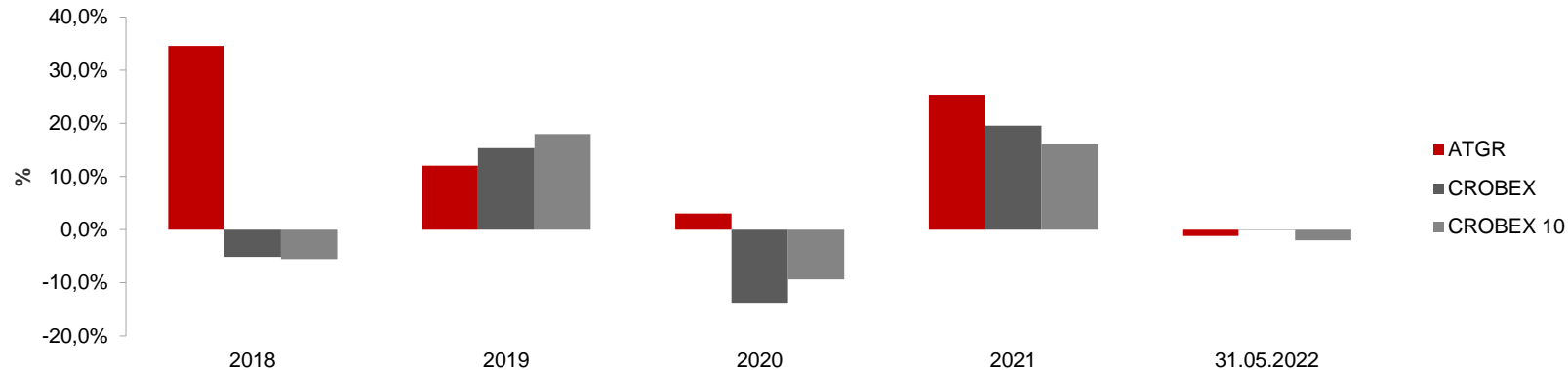
31 March 2022



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PERFORMANCE ON CROATIAN CAPITAL MARKET



- ❖ Stable shareholder structure
- ❖ In January 2022, historically highest level of market capitalization

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

- Expecting to exceed HRK 6 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 320-400 basis points lower than it was in 2021
- CAPEX of HRK 280 to 330 million



BUSINESS UNITS



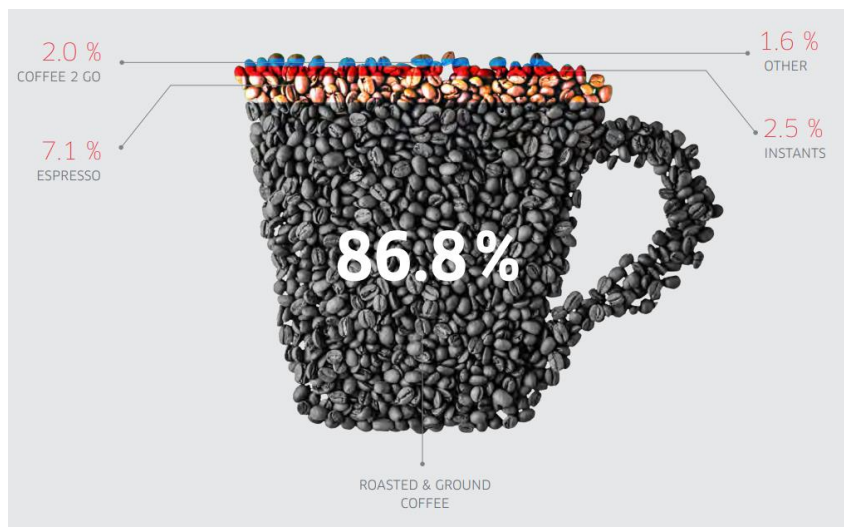
SBU COFFEE

21.0 %

— share in sales
EUR 159m

— sales in 2021

Sales by categories



Sales by markets



* B&H - Bosnia and Herzegovina



SBU SAVOURY SPREADS

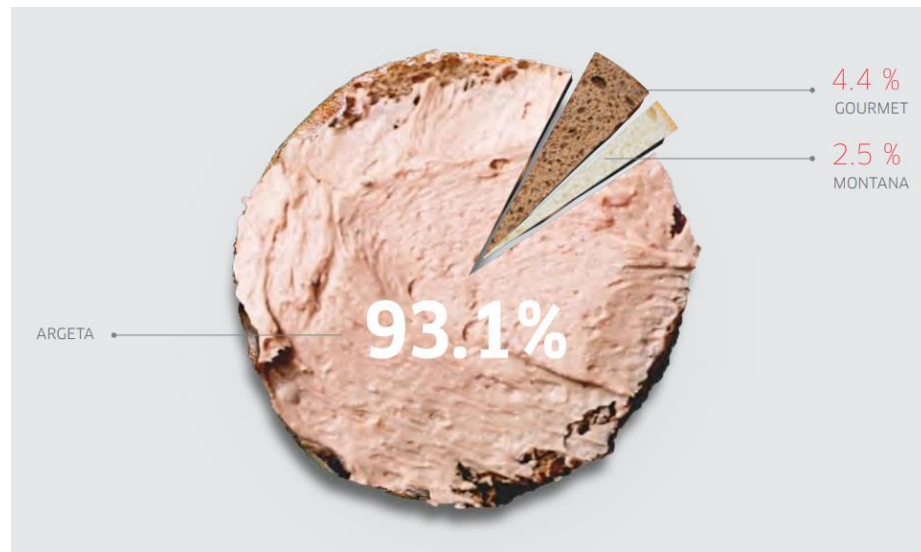
15.5 %

— share in sales

EUR 118m

— sales in 2021

Sales by categories



Sales by markets



* B&H - Bosnia and Herzegovina



ARGETA®

montana+



SBU SNACKS

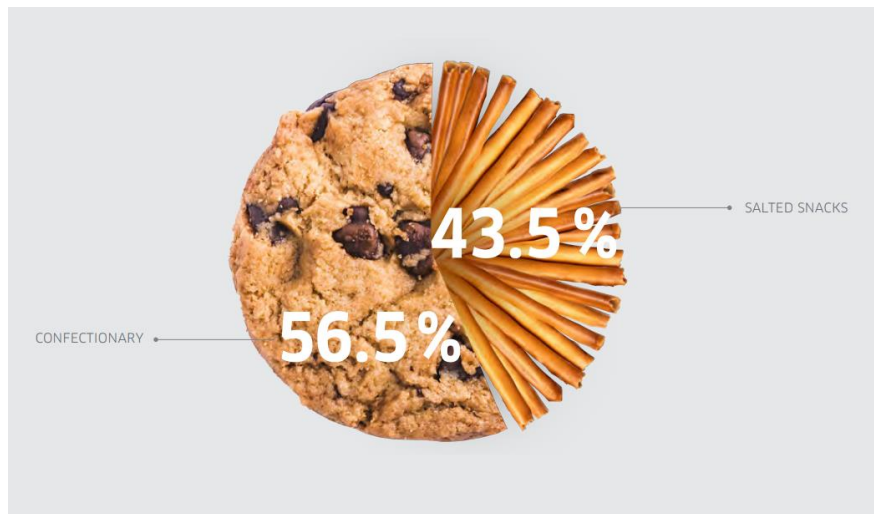
12.0 %

— share in sales

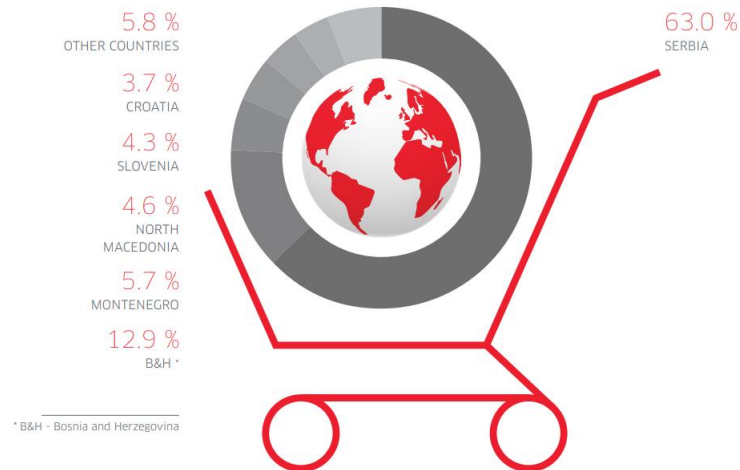
EUR 91m

— sales in 2021

Sales by categories



Sales by markets



SBU PHARMACY BUSINESS

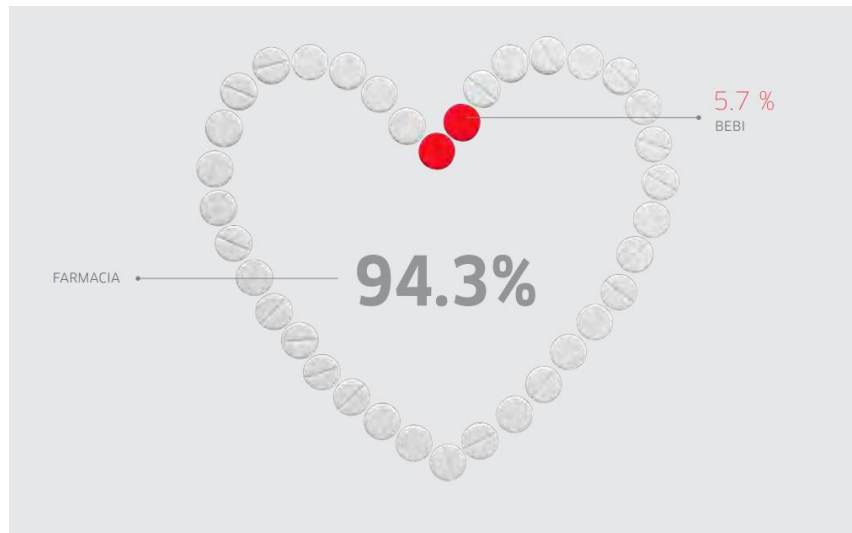
9.9 %

— share in sales

EUR 75m

— sales in 2021

Sales by categories



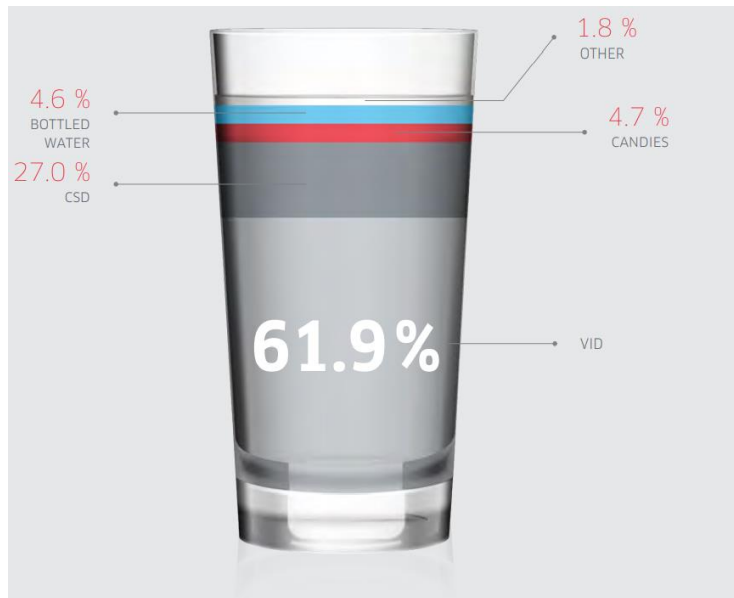
Sales by markets



farmacia 

SBU BEVERAGES

Sales by categories



Sales by markets



9.4 %

— share in sales

EUR 72m

— sales in 2021



CEDEVITA

Cockta

KAL'A

BU DONAT

Sales by markets



* B&H - Bosnia and Herzegovina

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



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