

12M 2022 PRELIMINARY RESULTS

KOFOLA GROUP INVESTOR PRESENTATION

15 February 2023



THE KOFOLA GROUP

One of the most significant producers of non-alcoholic beverages in CEE and SEE



Revenue 12M 2022
CZK 7.88 bn



EBITDA 12M 2022
CZK 1.11 bn



11 production plants



2,069 employees



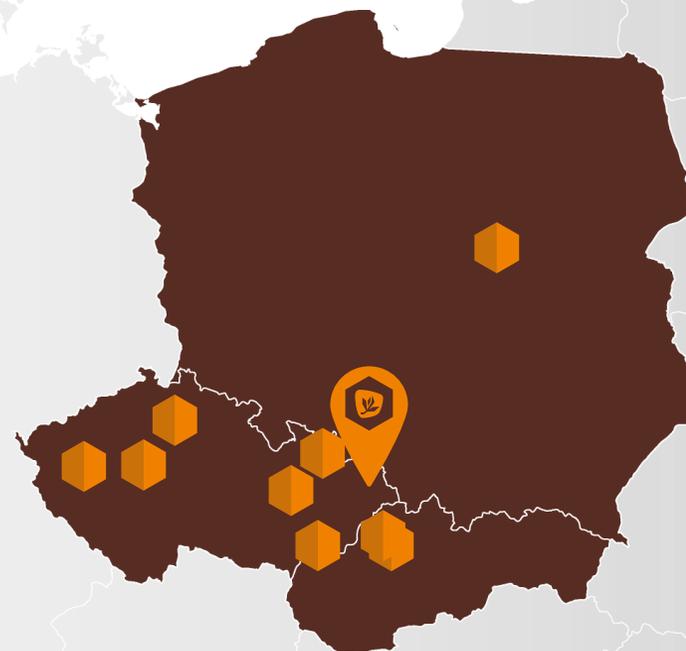
Headquarters



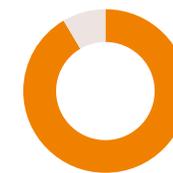
Production plants



Kofola Group's markets

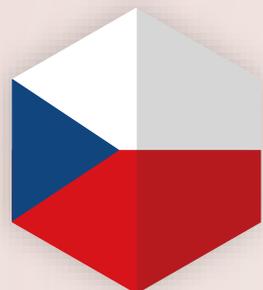


OUR LONG-TERM STRATEGY IS TO BE MARKET LEADER OR RUNNER-UP



Sales in countries where Kofola Group is number one or two in the soft drinks market account for **91% of our total revenue.**

CZECHIA



No. 2
player in the soft
drinks market

No. 2
in water category

SLOVAKIA



No. 1
player in the soft
drinks market

No. 1
in water category

SLOVENIA



No. 1
player in the soft
drinks market

No. 1
in water category

CROATIA



No. 4
player in the soft
drinks market

No. 2
in water category

PRELIMINARY ACT 2022 AND GOALS 2023

	PRELIMINARY ACT 2022	GOALS 2023
EBITDA	CZK 1.11 bn	CZK 1.10 – 1.25 bn
Revenue growth	19%	12%
CAPEX	37% of EBITDA	35% of EBITDA
Dividend per share	11.3 CZK	≥ 11.3 CZK
Net debt / EBITDA	< 3.0	< 3.0

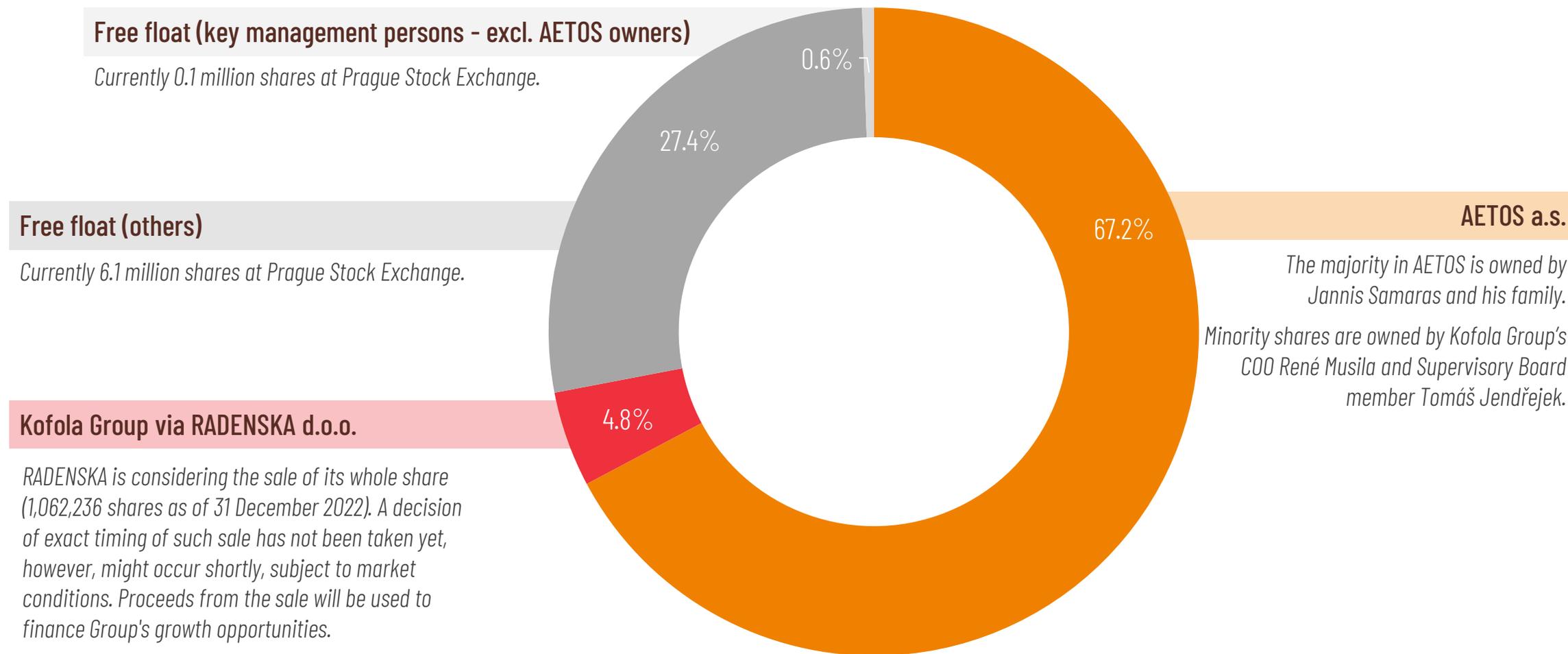
REVENUE IN JANUARY

Month	Change
Jan 2023 vs Jan 2022 - Value	c. +19%
Jan 2023 vs Jan 2022 - Volume*	c. (3%)



* Excl. F&H segment.

KOFOLA OWNERSHIP STRUCTURE AS OF 31 DECEMBER 2022



FINANCIAL STABILITY AND FURTHER DEVELOPMENT

We stabilized our financial situation and reduced our debt from around a 4.1 level at the beginning of Covid pandemic to a current healthy 3.0 level. We will keep reducing our debt to 2-2.5.

Now we want to develop further, mainly in these areas:

1. Sustainability of our business

We have already started a Cirkulka project (returnable glass packaging), signed an SPA with General Plastic (rPET producer). Other projects will follow.

2. Set up of start-up incubator

We have included existing investments in this incubator – F.H.Prager (craft ciders), e-sport team Brute (now in cooperation with Semtex Republic) and special mobile app for menus, ordering and payment in restaurants in Slovenia and Croatia (Enjoi). We have supported Zahradní OLLA, a producer of clay pots designed for economical and controlled irrigation of plants.

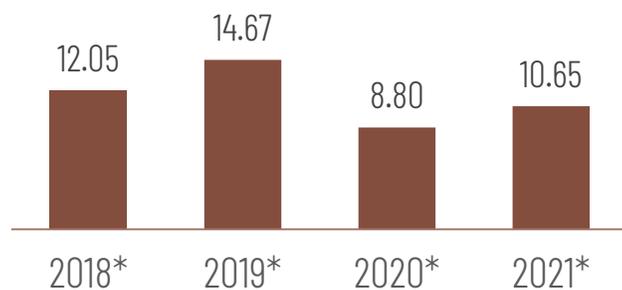
We are looking for new projects that have a potential to support our core and non-core business.



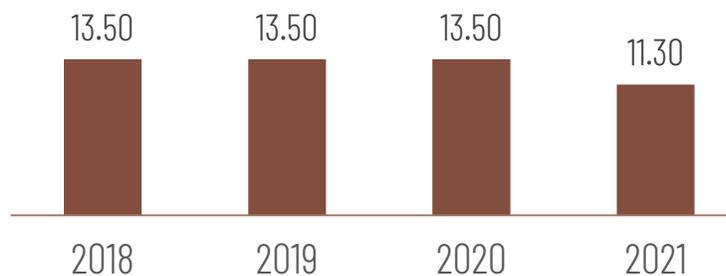
KOFOLA LISTED ON PSE



Earnings per share (CZK)



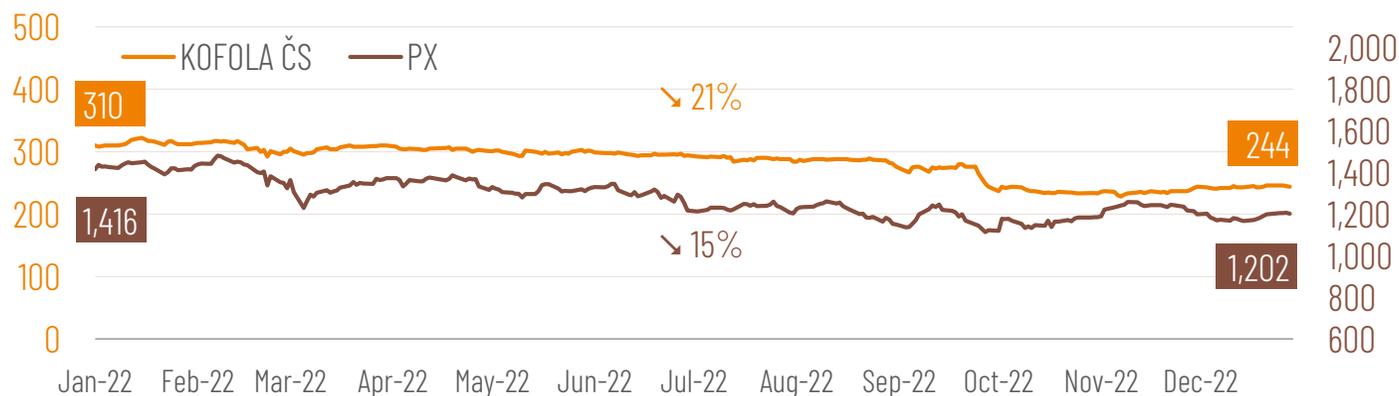
Dividends per share (CZK)



Dividend policy 2021 - 2023

Approximately CZK 300 million in each financial year. Subject on sufficient funds being available for distribution (distributable resources) without jeopardizing the Company's financial stability.

Share performance (CZK)



About shares

Market capitalization	225.6 EURm
Dividend yield (latest dividend to share price as at 31-12-22)	4.6%
Average transaction volume	3,414 per day

* Continuing operations, Adjusted.

OUR LATEST EFFORTS TO PUT SUSTAINABILITY INTO PRACTICE



We have started to map anthropological defects in the forests of the Rajecká valley that drain water from the landscape. In these places, we will work with experts to create water retention measures that will ensure water infiltration into the soil.



Korunni bottles now all have a blue colour which makes them easier to recycle. We also lightened the bottles and changed the tap – this will save c. 243 tonnes of plastic p.a.

We are working together across the Group. We further utilize extracts from the pomace leftovers from the production of fruit juices. These are then used in our beverages, including Kofola itself.



At this year's 40th anniversary Three Hearts Marathon, we achieved a ZERO WASTE goal and collected 91.5% of waste. This was the first large event to achieve such a certificate in Slovenia. Marathon attracted more than 4,500 active participants to Radenci.



WE OPERATE WITH RESPECT TO NATURE, SOCIETY AND INDIVIDUALS.

Whole sustainability presentation for [download](#).



HISTORY OF SUCCESSFUL ACQUISITIONS AND DEVELOPMENT



Establishment of the Kofola brand

2002

HoReCa started in Czechia & Slovakia



2004



Acquisition of Vinea brand in Slovakia – most popular CSD in Slovakia

2012

1960



Acquisition of the Kofola brand and original recipe by predecessor of Kofola

2003



Rajec brand created internally by Kofola
No. 1 water in Slovakia

2008



Acquisition of UGO group – fresh juices

HISTORY OF SUCCESSFUL ACQUISITIONS AND DEVELOPMENT



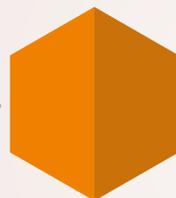
Expansion into the Adriatic region
 Acquisition of Radenska –
 No. 1 water producer in Slovenia
 Acquisition of Studenac –
 No. 2 mineral water brand in Croatia

2015–16



Expansion into a new segment of healthy products
 Acquisition of Premium Rosa in Poland
 Acquisition of LEROS in Czechia
 Acquisition of Klášterná in Slovakia

2017–18



espresso



Expansion into coffee and handcrafted cider
 Acquisition of Espresso
 Acquisition of F.H.Prager
 Sale of Hoop Polska and Megapack



Take over of **Titbit** –
 No. 1 salad producer in Czechia

2019–20



2020 acquisition of **ONDŘÁŠOVKA** and **Karlovarská Korunní** – producers of mineral waters in Czechia

CONTACT

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