

CIAK Grupa d.d. (ZB: CIAK-R-A; ciakgrupa.hr) has published results for the period X– XII 2024. Report contains non audited financial statements for period ending 31 December 2024, prepared by the company's Management in accordance with International financial reporting standards (IFRS).

CIAK Group financial results (IFRS)

X -XII 2023	X -XII 2024	In EUR thousands	I-XII 2023	I-XII 2024	%
82,883	113,000	Sales revenues	277,841	352,705	27
6,641	14,303	EBITDA ⁽¹⁾	23,138	33,261	44
6,357	8,786	EBITDA without one-off items ⁽²⁾	22,854	27,966	22
3,781	5,713	Profit / (Loss) from operations	12,058	14,757	22
3,497	3,935	Profit from operations without one-off items ⁽²⁾	11,774	13,200	12
(572)	(1,580)	Result from financial activities	(2,466)	(4,223)	71
3,210	4,133	Gross profit / (loss)	9,592	10,534	10
		Net profit / (loss) of period without one-off items	6,719	7,707	15
0.08	0.2	Earnings per share ⁽³⁾	0.35	0.47	32
2,848	5,191	Simplified free cash flow ⁽⁴⁾	9,346	13,511	45
60,714	87,788	Net debt ⁽⁵⁾	60,714	87,788	45
46	53	Net gearing (%) ⁽⁶⁾	46	53	16
3,510	3,595	CAPEX	13,509	14,455	7

⁽¹⁾ EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) = EBIT (Earnings Before Interest and Taxes) + Amortization

⁽²⁾ In the results for the period January to December 2024, the positive effects derived from the acquisition of companies amounting to EUR 6.4 million had a positive impact, while the negative effects included the depreciation of intangible assets at EUR 3.7 million, one-off expenses of EUR 680.5 thousand, and the cost of value adjustment from previous periods at EUR 402.4 thousand. The EBITDA, operating profit, and gross profit for the period January to December 2023 were positively affected by revenue from the sale of long-term tangible assets amounting to EUR 599 thousand, while negatively impacted by the write-off of short-term assets pertaining to a two-year period, amounting to EUR 315 thousand.

⁽³⁾ Earnings per share = net profit / number of shares

⁽⁴⁾ Simplified Free Cash Flow = EBITDA without one-off items – CAPEX (capital expenditures)

⁽⁵⁾ Net debt = Long and short-term financial liabilities – Cash and cash equivalents

⁽⁶⁾ Gearing ratio = Long and short-term financial liabilities – Loans and deposits given - Cash and cash equivalents / (Long and short-term financial liabilities – Loans and deposits given - Cash and cash equivalents + Equity)

Compared to the previous year, reported sales revenue growth amounted to EUR 74.9 million or 27% increase.

EBITDA without one-off items in 2024 is higher by EUR 5.1 million or 22% compared to the same period of the previous year.

Profit from operations without one-off items generated in 2024 is higher by EUR 1.4 million or 12% compared to same period of the previous year.

In 2024 capital investments amounted to EUR 14.5 million and were increased by 7% or EUR 946 thousand compared to the previous year. The presented CAPEX in both reporting periods includes investments in long-term tangible and intangible assets.

Main external parameters

X -XII 2023	X -XII 2024		I-XII 2023	I-XII 2024	%
2,123.23	2,007.27	Lead price (USD/t)*	2,135.18	2,072.67	(3)
1.08	1.07	Average USD/EUR	1.08	1.08	0
1.11	1.04	Closing USD/EUR	1.11	1.04	(5)

* LME market data – period average

Key effects on business result in I- XII 2024 in comparison to I- XII 2023

- Sales revenues in 2024 amounted to EUR 352.7 million and increased by 27% compared to the last year.
- Average lead price on the London Stock Exchange in 2024 was 2,072.67 USD/t, i.e., it was lower by 3% compared to the previous year.
- Consolidated EBITDA without one-off items realized in 2024 amounts to almost EUR 28 million and is 22% higher compared to the same period previous year, primarily because of higher realized revenues, continued optimization of procurement processes, and management of operating expenditures.
- Financial expenditures amount to EUR 4.5 million and are 65% higher in comparison with last year's realisation.

Statement by president of the Management Board, Mr. Ivan Leko:

CIAK Group continued in 2024 with the delivery of good business results, over performing the previous year.

Compared to previous period, on a consolidated level, CIAK Group reports a 28% increase in business revenue, amounting to over €360 million, along with a 44% rise in reported EBITDA to a total of EUR 33.3 million. Given the acquisitions completed during 2024 and the positive effects arising from them, EBITDA excluding one-off items in 2024 stands at nearly EUR 28 million, which is 22% higher than the previous period.

At the same time, consolidated net profit amounts to EUR 9.3 million, representing a 32% increase compared to the achievement of the previous year. Net profit excluding one-off items is EUR 7.7 million, or 15% higher than the previous period.

The highest portion of the growth is related to the organic growth of CIAK Group, which is the result of continued realisation of synergy effects and further development of acquisitions made in prior periods. In 2024, CIAK Group has also continued its acquisition activities and further expanded its operations in the Slovenian and Bosnian markets, alongside ongoing organic growth in other markets.

Meanwhile, capital investments realised in 2024 amount to EUR 14.5 million, which represents a 7% increase compared to the same period last year, continuing the trend of consistent growth. This sends a clear message that CIAK Group is committed to business development and maintains a focus on long-term growth and the delivery of business results.

The previous realisation of all the past years provides a good foundation for the further development of the business, while the CIAK Group remains focused on the continued consolidation and optimisation of business processes at the Group level. An optimal way of operational activities, the level of management, and the delivery of key business objectives and projects is a priority for ongoing work in 2025.

Consolidated Profit & Loss statement of CIAK Group

for period ending 31 December 2023 and 31 December 2024 (in EUR thousands)

X -XII 2023	X -XII 2024	In EUR thousands	Notes	I-XII 2023	I-XII 2024	%
82,883	113,000	Sales revenues		277,841	352,705	27
1,984	7,491	Other operating revenues		3,829	8,875	132
84,867	120,491	Operating revenues	1	281,670	361,580	28
9,835	10,921	Costs of raw materials and consumables		32,564	38,362	18
2,860	8,590	Amortization		11,080	18,504	67
13,778	20,021	Staff costs	3	48,397	66,688	38
45,484	66,326	Costs of goods sold		153,382	194,680	27
6,838	8,094	Other costs		19,357	25,433	31
2,096	721	Value adjustments		4,482	3,232	(28)
195	106	Provisions for costs and risks		350	(76)	(122)
81,086	114,778	Operating expenditures		269,612	346,823	29
3,781	5,713	Profit / (Loss) from operations		12,058	14,757	22
82	150	Financial revenues		245	258	5
653	1,730	Financial expenditures	4	2,711	4,481	65
(572)	(1,580)	Profit / (loss) from financial activities		(2,465)	(4,223)	71
3,210	4,133	Profit / (Loss) of the period		9,592	10,534	10
		Net profit / (Loss) of the period		7,003	9,264	32

*Consolidated Statement of financial position of CIAK Group
on 31 December 2024 and 31 December 2024 (in EUR thousands)*

In EUR thousands	Notes	31 December 2023	31 December 2024	%
TOTAL ASSETS				
Fixed assets				
Intangible assets		9,263	11,088	20
Real estate, plant and equipment		54,857	77,050	40
Loans and deposits given		365	391	7
Investment in holdings, securities and other fixed financial assets		315	314	(0)
Receivables		300	74	(75)
Deferred tax assets		295	1,104	274
Total fixed assets	5	65,395	90,021	38
Current assets				
Inventories	6	96,157	135,432	41
Customer receivables		36,625	41,595	14
Other receivables		2,725	3,076	13
Loans and deposits given		1,310	1,426	9
Cash & cash equivalents		13,706	21,739	59
Total current assets		150,523	203,268	35
Prepaid expenses and accrued revenues		6,542	10,629	62
Total assets		222,460	303,918	37
Equity and liabilities				
Equity and reserves				
Initial equity		26,215	26,215	0
Capital reserves		24,505	24,505	0
Other reserves		603	769	28
Retained profit / (Loss brought forward)		11,860	14,652	24
Profit / (Loss) of the period		7,025	9,317	33
Minority interest		(37)	(66)	78
Total equity		70,171	75,392	7
Provisions		3	3	0
Long-term liabilities				
Long-term liabilities for loans and deposits	7	54,481	84,689	55
Other long-term liabilities		1,171	11,181	855
Deferred tax liability		778	879	13
Total long-term liabilities		56,430	96,749	71
Short-term liabilities				
Liabilities for bank's and other creditor's loans	7	19,939	24,838	25
Liabilities to suppliers		58,815	86,025	46
Taxes and similar liabilities		9,852	11,566	17
Other short-term liabilities		2,602	3,001	15
Liabilities to employees		2,724	4,146	52
Total short-term liabilities		93,931	129,576	38
Accruals and deferred income		1,925	2,198	14
Total liabilities		152,289	228,526	50
Total equity and liabilities		222,460	303,918	37

Financial result overview and notes

PROFIT AND LOSS STATEMENT

Notes

- 1 Consolidated revenues** of the CIAK Group in 2024 amounted to EUR 361.6 million, which is EUR 79.9 million or 28% higher compared to the same reporting period last year, of which:
 - o EUR 54.6 million related to organic growth
 - o EUR 25.3 million related to inorganic growth
- 2 Consolidated EBITDA** realized in 2024 amounts to EUR 33.3 million and is 44% higher compared to the consolidated EBITDA realized in the previous year.
- 3 Staff costs** realised in 2024 are EUR 18.3 million or 38% higher compared to the realisation of the previous year, primarily due to the increase in employee wages, the consolidated effects of realized acquisitions in 2024 and the increase in the number of employees.
- 4 Financial expenditures** compared to the same period of the previous year are higher by EUR 1.8 million or 65%.

STATEMENT OF FINANCIAL POSITION

Notes

- 5 Long-term assets** of the company at the end of this year are higher, compared to the end of the previous year, by 38% or EUR 24.6 million mostly due to realized capital expenditures, and partially due to realized acquisitions in the observed period.
- Compared to the end of the previous year, **inventories** are up by EUR 39.3 million or 41%, partly as an effect of the acquisitions of new companies and the business expansion on foreign markets. Of this, EUR 15.1 million relates to inorganic growth resulting from realized acquisitions in 2024.
- 7 Short-term and long-term loans** on 31 December 2024 increased compared to the 31 December 2023 by EUR 35.1 million, of which:
 - o EUR 16.8 million relates to increase of IFRS 16, long-term leases and loans from legal entities
 - o EUR 18.3 million relates to increase of debt toward financial institutions and banks, primarily as the result of portfolio restructuring through a syndicated loan realized in 2024

One-off items in EBITDA, operating and gross/net profit

The result of 2024 has positive effects derived from the acquisition of companies amounting to EUR 6.4 million, while the negative effects included the depreciation of intangible assets at EUR 3.7 million, one-off expenses of EUR 680.5 thousand, and the cost of value adjustment from previous periods at EUR 402.4 thousand. The EBITDA, operating profit, and gross profit for the period January to December 2023 were positively affected by revenue from the sale of long-term tangible assets amounting to EUR 599 thousand, while negatively impacted by the write-off of short-term assets pertaining to a two-year period, amounting to EUR 315 thousand.

Significant events in 2024

On 16 April 2024, a member of the CIAK Group, the company C.I.A.K. Auto d.o.o. Croatia, signed a takeover transaction of two companies - STAHLGRUBER trgovina d.o.o. Ljubljana and SIM IMPEX Banja Luka d.o.o., members of LKQ Europe.

The takeover transactions of both companies have been fully completed.

The company STAHLGRUBER trgovina d.o.o. Ljubljana is one of the independent distributors in the automotive aftermarket (IAM) in Slovenia and generates an annual revenue of over EUR 12 million at three sales locations. With an experienced team that will continue to be led by Mr. Benjamin Lenart as the President of the Management Board, and with a business culture and business expertise very similar to one used in the C.I.A.K. Auto company, we expect to make full use of the synergistic effects and enable the Company to achieve even higher results in the coming years. The company will continue to operate on the market as C.I.A.K. Auto Slovenia, thereby further strengthening the market position of C.I.A.K. Auto in the Adria region.

Company Sim Impex d.o.o. is one of the leading independent distributors of auto parts (IAM) in Bosnia and Herzegovina, generating an annual revenue of more than 21 million euros with 245 employees at 33 locations in Bosnia and Herzegovina. Thanks to a highly developed logistics and distribution system, a portfolio of several thousand customers, a wide range assortment of spare parts and qualified employees, it has a strong potential for further development of the IAM segment in Bosnia and Herzegovina.

Considering the core business of the CIAK Group, those takeovers are logical steps towards further strengthening and growth of the CIAK Group's portfolio on the market of Southern and Eastern Europe.

Financial instruments and risks

The risks are explained in detail in CIAK Group's audited Financial Statements for the year ending 31 December 2023.

As of 31 December 2024, CIAK Group had financial debt amounted to **EUR 109.5 million**, of which **EUR 41.2 million** was related to long-term leases (IFRS 16) and to a lesser extent corporate loans, while **EUR 68.3 million** was related to banks and financial institutions.

Management Board

Financial reports for period I- XII 2024 were prepared in accordance with International financial reporting standards (IFRS), i.e., they accurately show, in all material respects, the financial position of the company, the results of its operations and cash flows.

Management Board:

Ivan Leko	President of the Management Board
Dominik Leko	Member
Dalibor Bagarić	Member
Ivica Greguraš	Member
Ivan Miloš	Member