

**ATLANTIC GRUPA d.d.**  
**Miramarska 23**  
**10 000 Zagreb**

SECURITY: ATGR / ISIN: HRATGRRRA0003  
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HOME MEMBER STATE: Croatia

REGULATED MARKET SEGMENT: Prime Market of the Zagreb Stock Exchange

**Zagreb, 24 October 2024**

- **regulated information (financial reports)**

## **Strong sales growth**

In the first nine months of 2024, Atlantic Grupa recorded sales of EUR 798.5 million, which is a 10.6 percent increase compared to the same period of the previous year. Earnings before interest, taxes, depreciation and amortization (EBITDA) increased 33.1 percent, to EUR 97.3 million, while net profit increased by 22.3 percent and amounts to EUR 44.7 million.

“In the first nine months of 2024, Atlantic Grupa continues to achieve excellent results. Due to sales growth in almost all business and distribution units and energy savings, we managed to achieve a strong growth of profitability, despite the significant increase in the prices of raw coffee and cocoa and higher investments in employees and marketing. We expect the biggest negative impact of the higher prices of key raw materials on profitability in the last quarter of this year. In further business development, we focus on strengthening competitiveness, innovation, profitable growth and sustainable development”, Emil Tedeschi, CEO of Atlantic Grupa pointed out.

### *Coffee, Beverages and Savoury Spreads leaders in growth*

The most significant sales growth was recorded by the Strategic Business Units (SBU) Coffee (20.3 percent), and Beverages and Savoury Spreads, both with the 10.4 percent growth. With the 21.9 percent share in total sales, coffee is the largest individual category. In terms of distribution, the Strategic Distribution Unit (SDU) North Macedonia leads with a growth of 12.3 percent, followed by Serbia with a 9.2 percent growth, and Croatia with an 8.8 percent growth, and significant growth was also recorded in key European markets (Germany, Austria, Switzerland). In Atlantic Grupa’s total sales, own brands account for 63.0 percent, pharmacy business accounts for 8.8 percent, while principal brands account for 28.2 percent of sales.

## *Growth of brands, distribution and social responsibility*

In the first half of the year, the acquisition of Strauss Adriatic was completed, which added the Doncafe and C kafa brands to the Atlantic Grupa's portfolio, along with a modern production facility in Šimanovci. The integration was carried out very successfully, and significant synergistic effects are expected from next year. The automation of the central warehouse in Vukovina with advanced 2D shuttle technology, which Atlantic introduced among the first in this part of Europe, should be mentioned regarding the distribution development.

Sustainable growth, especially in the segment of reducing environmental impact and decarbonization, remains one of the main strategic determinants in Atlantic Grupa's operations. The company has been recognized as the ESG leader in Slovenia and Serbia, winning awards for the transition to a circular economy and for educational programmes, and it received the "Equal Pay Champion" certificate, which is awarded to companies that are dedicated to equal pay for their employees for equal work, and to equal career opportunities, regardless of gender.

As for the corporate news, as part of the ownership transformation of the company Fortenova grupa, Atlantic Grupa collected EUR 7.1 million of Agrokor's borderline debt and the associated interest in the amount of EUR 1.5 million. Also, in July, a dividend of EUR 1.20 per share was distributed, which is more than 50% of the consolidated annual profit, which additionally confirms the stability and continuation of the business success.

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