

ATLANTIC GRUPA d.d.
Miramarska 23
10 000 Zagreb

SECURITY: ATGR / ISIN: HRATGRRRA0003
3ATG2 / ISIN: HRATGRO25CA5
3ATG3 / ISIN: HRATGRO305A0

LEI: 3157002G3ENYCZEB1A25

HOME MEMBER STATE: Croatia

REGULATED MARKET SEGMENT: Prime Market of the Zagreb Stock Exchange

Zagreb, 27 October 2025

- regulated information (financial reports)

Strong sales growth, but profitability under pressure from high coffee and cocoa prices

The company is strengthening its focus on people and culture as the foundation of long-term sustainability, reflected in a series of awards for achievements in this area, as well as in the appointment of a new Management Board member responsible for people and culture

In the first nine months of 2025, Atlantic Grupa recorded sales of EUR 879.0 million, which is a 10.1 percent increase compared to the same period of the previous year. Despite excellent sales results, profitability remains under pressure from exceptionally high operating costs, resulting in a 9.3% decrease in earnings before interest, taxes, depreciation and amortisation (EBITDA), which amounted to EUR 88.2 million, while net profit decreased by 27.6 percent and amounts to EUR 32.3 million.

“In the first nine months of 2025, Atlantic Grupa continued to achieve strong revenue growth in almost all business and distribution units and in all key markets. Despite excellent sales results, profitability remains under strong pressure, primarily due to record high raw coffee prices and rising cocoa prices, as well as continued investments in our employees, which is in line with our long-term development and responsible business strategy. Also, with the appointment of Mojca Domiter as a member of the Management Board of Atlantic Grupa in charge of human resources and culture, we strengthen the focus on people and culture as the foundation of our long-term sustainability. With a strong portfolio, new products and strengthened leadership, we continue to build further growth in a stable and responsible manner“, Emil Tedeschi, CEO of Atlantic Grupa pointed out.

Coffee, Savoury Spreads and Donat leaders in growth

The most significant sales growth of 29.7 percent was recorded by the Strategic business unit (SBU) Coffee, followed by Donat with a 14.5 percent growth and Savoury Spreads with an 11.7 percent growth. Coffee, with a 25.8% share in total sales, is the largest individual category. Strategic distribution units (SDUs) are led by Serbia with a 22.2 percent growth and North Macedonia with a 14.4 percent growth, and a significant growth was recorded in the markets of Bosnia and



Herzegovina and Germany. In total sales, own brands account for 64.5 percent, pharmacy business accounts for 8.7 percent, while principal brands account for 26.8 percent of sales revenue.

Focus on key categories

In July, Atlantic Grupa's business calendar was marked by two events aligned with the company's core strategic direction, which emphasises a focus on key business categories. Atlantic Droga Kolinska submitted a binding offer to acquire Osem d.o.o., which was accepted by the seller (Miroslav Flisar). The completion of the transaction is subject to approval by the Slovenian Agency for the Protection of Market Competition (AVK). Osem d.o.o. is engaged in the production and sale of meat spreads and processed meat products and owns the Kekec brand and a production facility located in Murska Sobota, Slovenia. In addition, Atlantic Grupa signed a sale and purchase agreement under which Marko Gross, as the buyer, takes over the company Montana Plus d.o.o., including the Montana brand, company assets, and all employees, and the cooperation with Atlantic continues in the form of commercial representation in the distribution and sale of products.

Achievements in People and Culture

In the first nine months of 2025, Atlantic Grupa achieved a number of accomplishments in the area of human resources management. The most recent recognition came from the HR Conference organised by business weekly Lider in cooperation with the SELECTIO Group, where Atlantic Grupa received the Above and Beyond certificate, awarded to companies that continuously set the highest standards in this field. Atlantic also received the Equal Pay Champion certificate, confirming its commitment to ensuring equal pay for equal work and to promoting the representation of women in management positions, which in Atlantic currently stands at 53 percent. In addition, at the awards ceremony organised by MojPosao.ba, Atlantic was recognised as one of the top three employers in Bosnia and Herzegovina. Finally, Atlantic's Trade Academy received the Gold Award at this year's HR Days conference for outstanding achievements in its training program, which includes more than 60 internal instructors and over 1,400 participants from the company's sales force.

Atlantic Grupa d.d.