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- **regulated information (financial reports)**

Double-Digit Revenue and Profitability Growth

The first half of the year at Atlantic Grupa was marked by growth across all business and distribution units, portfolio development, and strategic partnerships, leading to raised expectations for 2026

Confirming the resilience and flexibility of its business model in a challenging market environment, in the first half of 2026 Atlantic Grupa recorded sales of EUR 618.8 million, which is 10.6 percent increase compared to the same period of the previous year. EBITDA reached EUR 59.1 million with 16.7 percent growth, while normalised net profit increased by 39.2 percent to EUR 20.1 million.

The first half of 2026 was marked by double-digit growth in both revenue and profitability, while the organisational restructuring implemented at the beginning of the year further strengthened the operational foundation for efficient business management. Growth was achieved across all strategic business and distribution units, alongside continued investment in employees and the business, despite pressures from high prices of key raw materials, primarily raw coffee.

“Alongside our strong business results, we continued to invest in the development of our operations and portfolio, reaffirming the resilience and potential of our business model. New products such as Cedevita Vitamin Ice Tea and the new Smokice brand are the result of our ongoing focus on innovation and responding to evolving consumer needs. At the same time, growth in our key markets confirms the strength of our brands and the potential for further international expansion. Particularly noteworthy is Argeta’s growth in Germany and Austria, demonstrating the brand’s potential for further internationalisation and growth. We also continue to implement strategic investments, from modernising the bottling facility in Rogaška Slatina to investing in waterdrop®, a fast-growing brand in the microdrink category. The coffee category, led by our key brands Grand Kafa and Barcaffè, remains one of the key pillars of our business and future growth. Based on our results and our expectations for the remainder of the year, we are raising our initial expectations for 2026. We now expect revenue of approximately EUR 1.3 billion, normalised EBITDA of more than EUR 115 million, and a continued modest improvement in the EBITDA margin”, Emil Tedeschi, CEO of Atlantic Grupa pointed out.

Double-digit growth in key markets and categories

Among Strategic business units (SBUs), the most significant sales growth in the first half of 2026 was recorded by Pharmacy Business (+17.3%) and Savoury Spreads (+13.0%). The SBU Coffee, as the largest individual category with revenue of EUR 156.3 million, recorded 9.6 percent growth. The category continued to play an important role in overall results, with key brands Grand Kafa and Barcaffè.

In the distribution segment, the SDU International Markets achieved revenue growth of 29.9 percent, driven by growth in the German and Austrian markets. In the domestic market, the SDU Croatia recorded sales growth of 13.1 percent, reaching EUR 146.4 million, while the SDU North Macedonia grew by 12.1 percent. The SDU Serbia remains the largest distribution unit, generating EUR 159.9 million in revenue, with growth of 9.1 percent.

The overall sales structure continues to be characterised by a strong presence of own brands, which account for 63.7 percent of revenue, alongside a 26.9 percent share of principal brands and a 9.4 percent share of pharmacy business.

Portfolio Development, Strategic Investments and Innovation

In addition to organic business growth, the first half of the year was marked by portfolio development, the launch of new products, and strategic investments. In terms of product innovation, the beverage portfolio was expanded with the new Cedevita Vitamin Ice Tea, while the savoury snacks category was enriched with the launch of the new Smokice brand. At the same time, Atlantic Grupa's key brands continued to strengthen their market positions, with Argeta, driven by strong growth in the German and Austrian markets, remaining one of the key drivers of the category's growth and development. The investment cycle in the company's own capacities also continued through the modernisation project of the bottling facility in Rogaška Slatina. Atlantic Grupa further expanded its portfolio by entering the microdrink category through an EUR 11 million investment in the waterdrop® brand, thereby strengthening its distribution platform and presence in new beverage categories.

The company's commitment to sustainable business practices and management excellence was further confirmed through a number of recognitions, including the "Regional ESG Leader" gold award and an award for the contribution to biodiversity conservation. Atlantic Grupa also became the first company in Croatia to receive an LSEG ESG Score, positioning it on the global ranking of companies assessed by the London Stock Exchange Group. The strength of the brands was further recognised with Argeta receiving its first gold Effie Award Croatia, while Zoran Stanković, Atlantic Grupa's Vice President for Finance, Procurement, and IT, was awarded the title of CFO of the Year.

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