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- **regulated information (financial reports)**

Significant revenue growth despite challenges in the raw materials market

Half-year is marked by the successful expansion of the product portfolio and commitment to sustainability

In the first half of 2025, Atlantic Grupa recorded sales of EUR 559.5 million, which is a 9.2 percent increase compared to the same period of the previous year. Earnings before interest, taxes, depreciation and amortisation (EBITDA) amounts to EUR 50.7 million, which is an 11.7 percent decrease, while net profit decreased by 39.4 percent and amounts to EUR 14.8 million.

“In the first half of 2025, Atlantic Grupa continues to achieve excellent sales results due to revenue growth in almost all business and distribution units and in all major markets. Despite strong revenue growth, profitability is under pressure due to record prices for raw coffee and cocoa, as well as conscious investments in employees and brands, with the aim of long-term growth.

Our two new brands, DoNatural and Lemonish, are achieving excellent market results, and we have expanded our portfolio with innovations such as Smoki Protein and Argeta Snack. With the binding offer to purchase the Osem company and the Kekec brand and the sale of production and the Montana brand, we strategically focused on strengthening our core categories. We also issued new corporate bonds in the amount of EUR 80 million, thus confirming stability and long-term orientation,” Emil Tedeschi, CEO of Atlantic Grupa pointed out.

Beverages, Donat and Coffee leaders in growth

In the first half of 2025, the most significant growth among the Strategic business units (SBUs) was recorded by Coffee (+27.1%), Donat (+14.5%) and Savoury Spreads (+13.6%). Coffee, as the largest individual category, accounts for 25.4% share in total sales. In the distribution segment, the highest growth was recorded by the Strategic distribution unit (SDU) Serbia (+25.2%) and North Macedonia (+13.9%). In the largest market, Croatia, sales growth of almost 6% was achieved, further



strengthening the market position. In total sales of Atlantic Grupa, own brands account for 64.9%, pharmacy business accounts for 8.9%, while principal brands account for 26.2% of revenue.

Achievements in sustainability and human resources

In addition to the innovations in the product portfolio, Atlantic Grupa achieved a number of recognisable accomplishments in the areas of human resources management, energy efficiency and sustainability in the first half of 2025.

Recognitions

In Bosnia and Herzegovina, Atlantic Grupa is listed among the three most desirable employers according to a survey conducted by the MojPosao.ba portal among 35,000 respondents. The company was again awarded the "Equal Pay Champion" certificate, confirming that the gender pay gap has been reduced to 1.09%, while women make up 53% of management. Atlantic's Trade Academy received a gold award for the first time at the HR Days conference for the exceptional achievements of more than 60 internal instructors and over 1,400 sales force members involved in the training.

Energy efficiency

Atlantic Grupa also won the award for the most energy-efficient company in Slovenia, thanks to measures that led to a 30% reduction in electricity consumption per tonne of Argeta products and a total 11% reduction in energy consumption.

Innovation

The Innowave initiative involved more than 80% of Argeta employees in Izola, who in 30 days proposed 30 solutions for improving the working environment, and the project won the prestigious Zlata praksa award. Pharmacy chain Farmacia won third place in the HealthComm Awards competition for the project "Medication Error Database" in the health and well-being promotion category.

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