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- **regulated information (financial reports)**

Strong sales growth, and profitability under pressures of high raw coffee and cocoa prices

In the first quarter of 2025, Atlantic Grupa recorded sales of EUR 259.9 million, which is a 9.8 percent increase compared to the same period of the previous year. Despite excellent sales results, profitability is still under pressures of record raw coffee and cocoa prices and further investments in employees, so earnings before interest, taxes, depreciation and amortisation (EBITDA) decreased 8.7 percent, to EUR 23.0 million, while net profit decreased by 38.4 percent compared to the first quarter of the previous year and amounts to EUR 6.1 million.

“In the first quarter of 2025, we achieved a strong increase in sales compared to the same period of the previous year, due to revenue growth in almost all business and distribution units and in all major markets. The pressure of record prices of raw materials, especially coffee and cocoa, and growing investments in employees continues to reflect on the result in terms of profitability. We continue to monitor the development of the situation in a challenging and dynamic macroeconomic environment, but we remain convinced that we will continue with successful and sustainable growth, with a focus on strengthening competitiveness, innovation and modernisation”, Emil Tedeschi, CEO of Atlantic Grupa pointed out.

Coffee, Savoury Spreads and Pharmacy Business leaders in growth

The most significant sales growth of 33.9 percent was recorded by the Strategic Business Unit (SBU) Coffee, followed by Savoury Spreads with a 19.5 percent growth and Pharmacy Business with an 8.0 percent growth. With the 24.4 percent share in total sales, coffee is also the largest individual category. The Strategic Distribution Units (SDU) are led by Serbia with a growth of 25.8 percent, followed by North Macedonia with an 11.2 percent growth, and significant growth is also recorded by the markets of Bosnia and Herzegovina and Germany. In total sales, own brands account for 65.0 percent, pharmacy business accounts for 9.4 percent, while principal brands account for 25.6 percent of sales.

Innovation, sustainability and responsibility in practice

Atlantic Grupa started 2025 with the launch of two new brands – a line of herbal waters from the functional products segment under the DoNatural brand (within the business unit Donat) and low-calorie sparkling lemonade under the Lemonish brand (within the strategic business unit Beverages).

As part of the Energy Days conference held in Slovenia, Atlantic won the first prize in the “Energy Efficient Company” category. The company’s successes continue also in the field of strengthening the organisation, which represents one of the fundamental strategic determinants. This commitment has also been recognised in Bosnia and Herzegovina, where Atlantic Grupa is listed among the three most desirable employers according to the MojPosao.ba portal.

This year, Atlantic Grupa was also awarded the Equal Pay Champion certificate (SELECTIO group), which confirms its continued dedication to ensuring equal pay for equal work, regardless of gender, and promoting the representation of women in management positions.

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