

**ATLANTIC GRUPA d.d.**  
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SECURITY: ATGR / ISIN: HRATGRRA0003  
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HOME MEMBER STATE: Croatia

REGULATED MARKET SEGMENT: Prime Market of the Zagreb Stock Exchange

**Zagreb, 26 February 2026**

**- Prescribed information (financial reports)**

## **Strong sales growth stabilised profitability**

*Thanks to excellent sales results, the company achieved higher profitability, despite still record-high prices of raw coffee and cocoa, as well as continued investments in employees*

In 2025, Atlantic Grupa recorded sales of EUR 1.19 billion, which is 10.2 percent increase compared to the previous year. Thanks to excellent sales results, the company managed to achieve higher profitability, despite still record-high prices of raw coffee and cocoa, as well as continued investments in employees and key projects. Earnings before interest, taxes, depreciation and amortisation (EBITDA) is 9.3 percent higher than in the previous year and amounts to EUR 106 million, while net profit increased by 20.9 percent to EUR 32 million.

“Despite a challenging environment, Atlantic Grupa closed 2025 with excellent business results, and strong sales growth was achieved across almost all business and distribution units and in all key markets. The year brought a slight improvement in our normalised EBITDA margin, signalling the stabilisation of profitability with a trend that we believe will continue in the period ahead. Throughout the year, we continued investing in our brands, our people, modernisation, and the development of innovations and partnerships that support long-term growth. With such solid foundations, we enter 2026 even stronger, ready to continue building sustainable, responsible, and long-term growth”, Emil Tedeschi, CEO of Atlantic Grupa pointed out.

### *Coffee, Savoury Spreads and Donat key drivers of growth*

The most significant sales revenue growth of 27.1% was achieved in the Strategic Business Unit (SBU) Coffee, followed by Savoury Spreads with 10.2% growth and Donat with 9.9% growth. Coffee is also the largest individual category, accounting for 26.6% of total sales revenue. Among the Strategic Distribution Units (SDUs), Serbia leads with 19.9% growth and North Macedonia with 14.8%, while notable growth was also recorded in the markets of Germany and Bosnia and Herzegovina. The structure of total sales is characterised by a strong share of own brands, which account for 64.1% of revenue, alongside 27.1% from principal brands and 8.8% from the pharmacy business.

## *Focus on strategic priorities*

The year was marked by important events in line with the company's strategic priorities. With the sale of Montana Plus d.o.o., the process of divesting non-core business activities continued. Atlantic Droga Kolinska submitted a Binding Offer for the acquisition of Osem d.o.o., with the aim of further strengthening its operations in the savoury spreads segment. The completion of the transaction is subject to obtaining approval from the Slovenian Competition Protection Agency (AVK). Meanwhile, Farmacia, through the acquisition of Belupo's Deltis Pharm pharmacies, once again confirmed its status as the leading pharmacy chain in Croatia.

At the General Assembly meeting held in June, three new members of the Supervisory Board were elected: Andrea Gisle Joosen, Florence Jeantet and Branislav Bibić, and in September, Mojca Domiter was appointed as the new member of the Management Board of Atlantic Grupa responsible for human resources and culture. This expansion of the Management Board further strengthens the management team in executing the corporate strategy, recognising that people and culture are key to business success, as evidenced by numerous awards.

## *Leader in sustainability and human resources*

According to the *Employer of First Choice* survey, Atlantic Grupa was ranked as the fifth most desirable employer in Croatia, while at the awards ceremony organised by MojPosao.ba it was named one of the three best employers in Bosnia and Herzegovina. Atlantic is also the recipient of the Equal Pay Champion certificate, confirming its commitment to ensuring equal pay for equal work and promoting the representation of women in management positions. Atlantic's Trade Academy received a gold award at the HR Days conference for outstanding achievements of its training program, and at the HR conference organised by the business weekly Lider, Atlantic was awarded the Above and Beyond certificate, granted to companies that continuously maintain the highest standards in this field.

Recognitions were also received in the areas of sustainability and corporate governance. At the Energy Days event in Slovenia, Atlantic Grupa won first prize in the "Energy Efficient Company" category. In Serbia, at the CSR & ESG Forum, the internal educational project Green Wave received the main award in the "ESG Communication of the Year" category. For the second consecutive year, Atlantic received the AmCham Croatia & Kearney ESG Champion award for sustainable business practices, and at the 10<sup>th</sup> edition of the Zlatna košarica awards organised by the Ja TRGOVAC portal, Atlantic Cedevisa was named Socially Responsible Company of the Year. At the end of the year, Poslovni dnevnik, in cooperation with the Zagreb Stock Exchange, awarded Atlantic Grupa second prize for best investor relations.

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