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HOME MEMBER STATE: Croatia

REGULATED MARKET SEGMENT: Prime Market of the Zagreb Stock Exchange

Zagreb, 24 October 2023

- **regulated information (financial reports)**

Strong sales growth in all units and all major markets

Operating expenses still extremely high, but excellent sales results have enabled profitability to grow

In the first nine months of 2023, Atlantic Grupa recorded sales of EUR 721.6 million, which is a 15.5 percent increase compared to the same period of the previous year. Earnings before interest, taxes, depreciation and amortization (EBITDA) increased 3.5 percent compared to the same period of the previous year and amount to EUR 73.1 million, while net profit increased by 1.7 percent and amounts to EUR 36.5 million.

“In a still unstable and challenging environment, Atlantic Grupa achieved strong sales growth in all segments and on all major markets. The Snacks and Beverages units stand out in particular, which, in addition to the value growth, also record a significant sales volume growth. It should be noted that the sales volumes of other business segments are also stable, which confirms our strategy and the quality of our brands. Excellent sales results, despite the still high costs of raw materials and packaging materials, logistics and other services and energy, as well as a significant increase in salaries, enabled the growth of profitability. I thank our employees, customers, suppliers and partners for their commitment and desire to make our business stronger together every day”, Emil Tedeschi, CEO of Atlantic Grupa pointed out.

Snacks, Beverages and Donat leaders in growth

The most significant growth of 30.7 percent was recorded by the Strategic Business Unit (SBU) Snacks, whose leading brands are Smoki and Najlepše želje, under the impact of the range optimization, intensified marketing activities and the successful launch of new products. It is followed by the SBU Beverages with the leading brand Cedevita, which can boast the successful launch of new Cedevita vitamin waters and a 19.4 percent growth, and the BU Donat with the 12.1 percent growth. Distribution units are led by North Macedonia with a 19.9 percent growth, Croatia with a 19.0 percent growth, and Serbia with a 16.5 percent growth.



In Atlantic Grupa's total sales, own brands account for 62.5 percent of sales revenue, pharmacy chain Farmacia accounts for 8.9 percent, while principal brands account for 28.6 percent of sales. With EUR 145.4 million, i.e. a share of 20.1 percent in total sales, coffee stands out as the largest individual category.

Green energy production, new logistics and distribution centre in Skopje and the first prize for investor relations

In the first nine months of 2023, Atlantic Grupa has successfully launched the operation of two solar power plants at its locations, the central logistics distribution centre in Zagreb and at the production site in Rogaška Slatina. In May, Atlantic submitted a binding offer for the purchase of Strauss Adriatic, and the conclusion of the transaction is subject to the prior approval of the Commission for the Protection of Competition in the Republic of Serbia. In the area of distribution, Atlantic Grupa and the Podravka Group have earlier agreed on cooperation that includes Atlantic's distribution of Podravka's products on the Austrian market, with Podravka's simultaneous distribution of Atlantic's product range on the US market. In addition, in Slovenia, a significant step forward was achieved in business development through cooperation with the new principal Haleon (Sensodyne, Corega, Parodontax, Aquafresh), while in Skopje, long-term development is guaranteed by the conclusion of an investment in the newly opened logistics and distribution centre, worth EUR 12 million.

Among the important awards, it should be noted that for the fourth year in a row, Atlantic Grupa is the winner of the first prize for investor relations, awarded jointly by Poslovni dnevnik and the Zagreb Stock Exchange, whereby it has won the first prize seven times so far, and six more times it was among top three companies.

Atlantic Grupa d.d.