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SECURITY: ATGR / ISIN: HRATGRRRA0003
3ATG2 / ISIN: HRATGRO25CA5
LEI: 3157002G3ENYCZEB1A25
HOME MEMBER STATE: Croatia
REGULATED MARKET SEGMENT: Prime Market of the Zagreb Stock Exchange

Zagreb, 24 February 2022

- **regulated information**

Atlantic Grupa marked its 30th anniversary with record-high results

In 2021, Atlantic Grupa recorded sales of HRK 5.7 billion, which is an 8.6 percent increase compared to the same period of the previous year, and as much as 9.3 percent more than in the pre-pandemic 2019. Earnings before interest, taxes, depreciation and amortization (EBITDA) amount to HRK 724.4 million, which is 1.1 percent more than in the previous year, and the same increase was recorded in the net profit category, which amounts to HRK 345.9 million.

“In the last year, Atlantic Grupa showed a high level of stability, despite economic disruptions caused by the prolonged COVID-19 pandemic and difficulties with global supply chains, and we have concluded our jubilee 30th year of operation with the historically highest revenues. Growth is recorded in all business segments, due to, among other things, significant marketing and capital investments, but also to a better epidemiological situation in all markets, and a significantly better tourist season in Croatia compared to 2020. We are especially proud that last year we increased investments in employees throughout the group, through salary increase and new reward models.”, Emil Tedeschi, CEO of Atlantic Grupa said.

Farmacia, Donat and Cedevida leaders in growth

The most significant growth of 12.1 percent was recorded by the pharmacy chain Farmacia, while leaders among business units are the business unit Donat, with a 11.5 percent growth, and the strategic business unit Beverages, whose leading brand is Cedevida, with a 11.4 percent growth. Coffee, as individually the largest category with a 21 percent share in total revenues and leading brands Barcaffè and Grand kafa, also stands out with an 8.1 percent growth. Markets are led by Croatia with a 12.8 percent growth, Bosnia and Herzegovina with an 8.8 percent growth and Serbia with an 8.3 percent growth. Own brands participate in total sales with 62.6 percent, principal brands with 28.1 percent, and Farmacia holds a 9.3 percent share in sales.

New plants, improved products and stronger Supervisory Board

At the end of the year, in line with the strategy of divesting non-core activities, Atlantic finalised the sale of operations related to the baby food brand Bebi. After concluding the process of sale of the brand to the company Nelt around the middle of the year, in November the strategic partner –



Austrian company Gittis took over the Mirna production site in Slovenia, where the Bebi portfolio had been produced. Atlantic continued to focus on strengthening the core categories, which include coffee, savoury spreads, salty snacks, chocolate and soft drinks.

In 2021, Atlantic Grupa continued the planned investments, of which the most prominent are investments in technology in Atlantic Štark, new forms of Cedevita packaging and the new Argeta factory near Varaždin. This investment has a total value of more than EUR 50 million, and its execution should create up to 150 new jobs. The New Growth launched two new brands on the markets of Croatia and Slovenia – Jimmy Fantastic chocolate and a range of oat-based products Boom Box, with excellent sales results.

The overall achievements were also recognized by the capital market, so in 2021 Atlantic had historically record share values, and the Atlantic Grupa's General Assembly decided to pay a record-high amount of dividend per share. For the fifth time, the company won the first prize for investor relations, awarded by Poslovni dnevnik and the Zagreb Stock Exchange, as well as the corporate governance award by the Croatian Financial Services Supervisory Agency (HANFA) and Jutarnji list. Also, according to a survey conducted by MojPosao, Atlantic is the fifth most desirable employer in Croatia and is among the top 3 employers according to the employee engagement survey.

Finally, in December, it was agreed to expand the Supervisory Board from seven to nine members, and the composition of this body was strengthened by Vesna Nevistić, PhD, an experienced expert in banking, restructuring process and corporate development, and Zoran Vučinić, a proven global manager with an extremely successful international career in the field of consumer goods.

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