



Podravka
Group
business
results for
1 - 9 2023
period
UNAUDITED

Content

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Key
financial
indicators in
1 – 9 2023



Key financial indicators in 1 – 9 2023

NOTE: Pursuant to the Act on the introduction of the euro as the official currency in the Republic of Croatia, as of 1 January 2023 the Group adjusted the reporting of data published in previous periods in such a way that it converted the data previously published in HRK into EUR, applying the fixed conversion rate of EUR 1 = HRK 7,5345 in accordance with the rules for conversion and rounding from the aforementioned Act.

Decimal differences in the document are possible due to rounding.

| (in EUR millions) | 1 - 9 2022 | 1 - 9 2023 | Δ | % |
|--|--------------------|--------------------|----------|----------|
| Sales revenue | 492.7 | 525.1 | 32.4 | 6.6% |
| EBITDA ¹ | 69.0 | 72.5 | 3.5 | 5.0% |
| Net profit after MI | 35.7 | 58.3 | 22.6 | 63.4% |
| Net cash flow from operating activities | 69.0 | 73.6 | 4.7 | 6.8% |
| Cash capital expenditures | 38.9 | 46.9 | 8.0 | 20.7% |
| Normalized EBITDA ² | 68.6 | 73.2 | 4.7 | 6.8% |
| Normalized net profit after MI | 35.7 | 39.2 | 3.6 | 10.1% |
| (in EUR; market capitalization in EURm) | 31 Dec 2022 | 30 Sep 2023 | Δ | % |
| Net debt / normalized EBITDA | 0.7 | 0.3 | (0.4) | (59.5%) |
| Normalized Earnings per share | 5.9 | 6.4 | 0.5 | 8.7% |
| Last price at the end of period | 84.1 | 146.0 | 61.9 | 73.5% |
| Market capitalization | 590.6 | 1,024.3 | 433.7 | 73.4% |
| Return on average equity ³ | 8.1% | 8.2% | | +11 bp |
| Return on average assets ⁴ | 6.0% | 6.0% | | +9 bp |

Key highlights in 1 – 9 2023:

- In 1 - 9 2023, the Podravka Group recorded a revenue increase of EUR 32.4m (+6.6%), where the Food segment revenues increased by EUR 18.5m (+4.8%), while the Pharmaceuticals segment revenues grew by EUR 13.8m (+13.3%) relative to the comparative period,
- Operating profit before depreciation and amortization (EBITDA) in 1 – 9 2023 amounted to EUR 72.5m, which is EUR 3.5m higher than in the comparative period, while net profit after MI increased by EUR 22.6m (+63.4%). Normalized operating profit before depreciation (EBITDA) amounted to EUR 73.2m and is higher than in the previous period by EUR 4.7m (+6.8%). The increase in normalized operating profit before depreciation and amortisation (EBITDA) was achieved despite the increase in prices of raw materials, packaging and energy, primarily in the Food segment, where this cost increased by EUR 4.5m (+2.6%), and despite investments in improving the material status of employees of EUR 5.5m (+5.1%) at the entire Group level. Normalized net profit after MI is EUR 3.6m (+10.1%) higher than in the comparative period.
- Total debt at the Podravka Group level decreased by EUR 29.0m (-34.5%) due to regular repayment of short-term borrowings. At the end of the reporting period, net debt⁵ amounted to EUR 26.5m, which is EUR 35.6m (-57.3%) lower, while the leverage (net debt to normalized EBITDA ratio) at the end of the reporting period stood at 0.3.

¹ Reported EBITDA is calculated in a way that EBIT was increased by the depreciation, amortisation and value adjustments of the non-current assets.

² Normalized EBITDA is calculated in a way that normalized EBIT was increased by the depreciation and amortization.

³ Normalized. Return on average equity is calculated in a way that normalized Net income is divided by average total shareholder's equity. Average total shareholder's equity is a sum of total shareholder's equity on the last day of reporting period (30.9.2023) and comparative period (31.12.2022) divided by 2. Normalized Net income include the last 12 months period.

⁴ Normalized. Return on average assets is calculated in a way that normalized Net income is divided by average total asset. Average total asset is a sum of total asset on the last day of reporting period (30.9.2023) and comparative period (31.12.2022) divided by 2. Normalized Net income include the last 12 months period.

⁵ Net debt= Financial debt – cash and cash equivalents

Significant
events
in 1 – 9 2023
and after the
balance sheet
date



Significant events in 1 – 9 2023 and after the balance sheet date

- *New nutrition strategy aimed at a balanced and sustainable diet adopted*
- *Podravka Group Business Sustainability Strategy for the period 2023-2030 adopted*
- *Investment cycle carried out according to plan. In the period from January to September 2023, realized investments amount to EUR 47.1m, almost 21% more than in the same period last year*
- *Salaries and employee earnings increase again as of July 2023*
- *New salary system for all employees of Podravka and Belupo effective as of 1st December 2023*
- *Turnaround of Žito successfully completed*
- *At the Podravka Inc. General Assembly, dividend distribution of EUR 2.65 per share approved, 53% higher than last year, and new Supervisory Board members elected*
- *Podravka develops SuperfoodChef-AI by Coolinarika - the first AI assistant in the food industry in the region*
- *Podravka was awarded the Employer Partner and Mamforce certificates*
- *Podravka and Atlantic joined forces to strengthen the export of Croatian brands*
- *Podravka and citizens provided EUR 74,000 for renovation of school kitchens and dining halls*
- *Podravka is a signatory of the voluntary agreement “United against food waste”*
- *Podravka's solar power plant received a prestigious award from the Croatian Energy Society*
- *Podravka won seven Superior Taste Awards – the most prestigious world award in the food segment*
- *Poslovni dnevnik's award for best investor relations won*
- *Žito products received 35 gold medals for the quality of bread and bakery products*
- *Vegeta BIO was declared the best product in the category and holder of the “Selected Product of the Year” mark for 2023*
- *Podravka and University North concluded a cooperation agreement*

New nutrition strategy aimed at a balanced and sustainable diet adopted

Podravka adopted the initial nutrition strategy in 2014, and since then has reduced the amount of salt in its products by 300 tonnes and sugar by 1,423 tonnes. In addition to adjustments of the recipes of existing products, which were carried out in such a way that their distinctive flavours were preserved, new products were also developed that support a balanced diet or meet individual lifestyle needs. The range has been enriched with a series of new products without additives, flavour enhancers and colourings, with specific benefits such as gluten-free products, products enriched with proteins, vitamins, minerals, fibres, etc. In addition, Podravka has reduced the use of palm oil and uses RSPO palm oil and in addition launched lines of BIO products as well as products for vegetarians and vegans.

With its new nutrition strategy for the period until 2027, Podravka confirms its focus on healthy, balanced and sustainable nutrition through the development of new and innovative products. Podravka will continue to adjust and supplement its wide range of products in accordance with health recommendations, food trends and consumer needs.

The nutrition strategy for the period until the end of 2027 defines several key goals:

- In 75% of new and innovative products, reduce the average content of salt and sugar by 20% compared to the current average content,
- In 75% of new and innovative products, incorporate at least one ingredient that supports a healthy and balanced diet, such as fibres, proteins, vitamins and minerals,
- At least 40% of new and innovative products should be based on ingredients related to sustainable nutrition, such as fruits, vegetables, legumes, whole grains, plant sources of protein, etc.,
- Support sustainable nutrition with 100% of products.⁶

Podravka Group Business Sustainability Strategy for the period 2023-2030 adopted

Podravka Group continuously implements activities aimed at sustainability and social responsibility. The annual report for 2022, in addition to business results, already includes as an integral part a report on non-financial aspects of operations. With the adopted Business Sustainability Strategy, the Podravka Group continues to integrate sustainability into all aspects of business operations.

The Strategy defines clear goals that the Podravka Group will achieve in the period until 2030, e.g. by 2030, all electricity in production will come from renewable sources; CO₂ emissions will be reduced by 40% compared to the base year 2022; food products packaging will be 100% recyclable, returnable or compostable, etc. Ten main strategic goals are contained in four strategic activity pillars – clean environment, healthy nutrition, care for employees and the community, and responsible corporate governance. The Podravka Group will invest EUR 100m in achieving the goals of the Sustainable Business Strategy.

⁶ Sustainable diet is nutritionally adequate (promotes the health and well-being of the individual), has a low impact on the environment during production and consumption, it is available and culturally acceptable (FAO and WHO 2019. Sustainable healthy diets – Guiding principles. Rome).

Podravka Group's focus on business sustainability so far is also reflected through key ESG indicators, so in 2022, the energy consumption was reduced by 6.2% compared to 2021, CO₂ emissions (scope 1) decreased by 9.2% compared to 2021, energy produced from renewable sources increased by 16.5% compared to 2021, environmentally acceptable packaging accounted for 87.8% of the total packaging, own agricultural production of vegetables used as primary raw material met 9.3% of the needs, etc. Podravka is among gender equality leaders – gender pay gap has been reduced to 1.9% in 2022, compared to 2.2% in 2021, the share of women in the workforce is 52%, and the share of women in the Management Board is 40%. During 2022, almost EUR 53m of capital investments were made, of which more than EUR 20m can be linked to taxonomy-eligible activities. In 2022, donations and sponsorships to community amounted to more than EUR 3m.

Realized investments amount to EUR 47.1m, almost 21% more than in the same period last year

The investment cycle of the Podravka Group is carried out in accordance with the Podravka Group Business Strategy until 2025. During the first nine months of 2023, investments of EUR 47.1m were realized, which is almost 21% more than in the same period last year. In May 2023, the Ministry of Economy and Sustainable Development, on the basis of the Investment Promotion Act, approved Podravka Inc. the status of the beneficiary of tax support for investments in expanding capacity and increasing business competitiveness. The investments include the construction of a logistics and distribution centre and a plant for tomato processing, the purchase of new machinery and equipment, and the creation of at least 15 new jobs.

The priority of the investment cycle is investment in modernization, the introduction of new technologies and digitization, raising efficiency and energy efficiency, and further improving working conditions, and the significant capital projects in progress include:

- Construction of a new logistics and distribution centre in Koprivnica,
- Expansion of the Soups and Vegeta factory in Koprivnica through the construction of the new pasta factory,
- Modernization and increase in the primary processing capacity of fresh tomatoes in continental Croatia and investment in agricultural machinery and irrigation,
- Modernization of the Meat industry Danica in Koprivnica,
- Concentration of bakery in Slovenia,
- Investing in additional solar power plants and reconstruction of the thermal energy production and supply system,
- Digitization of the production management system,
- Renovation of the remaining office spaces at the location of the company's headquarters, after the completion of works on the reconstruction and modernization of the main office building.

The project of building a new LOGISTICS AND DISTRIBUTION CENTRE in Koprivnica is carried out according to plan. The construction of the new LDC is the largest investment within the Podravka Group's Business Strategy until 2025, and the total value of the project is EUR 48m. Construction works began in March 2023 and are performed in line with the planned dynamics, and completion of the works is expected in the second part of 2024. With the start of construction works on the LDC, the implementation of the logistics processes optimization project continues; this project was launched in mid-2021 and resulted in detailed analyses of the supply chain and the definition of measures to improve these processes. The project of the new LDC construction covers 26,000 m² of gross floor plan area and consists of a fully automated high-bay warehouse, a shipping area, an administrative building and roads with all the necessary infrastructure, and the installation of solar panels on the roofs is planned. The total capacity of the LDC will be almost 62,000 pallet places in different temperature regimes. The selected site for the LDC is in the immediate vicinity of Podravka's factories and it enables connection with the existing export warehouse. The new LDC will meet the expected needs for storage space on the Croatian market in the next ten years, and if needed, it can be expanded in the future. With the construction of the LDC, the Podravka Group will increase its efficiency in the logistics and distribution segment of operations through the optimization of the number of warehouses, minimization of internal transport and better cost control. This will also have a positive impact on the environment through the reduction of carbon dioxide emissions.

The realisation of the investment in the EXPANSION OF THE SOUPS AND VEGETA FACTORY in Koprivnica is carried out in accordance with the planned dynamics and at the beginning of August, the construction of the new pasta factory building with all electrical and mechanical installations was completed. During the third quarter, short pasta production lines were tested. Also, the start of complete trial production was realized in September. The start of commercial production is expected in the last quarter of 2023. This investment will ensure the expansion of soup production capacity. With this investment, Podravka will additionally ensure stability and security in the availability of industrial pasta as a strategic raw material in the production of soups, additionally ensure own production of pasta, modernize the technological production process and ensure further growth of the category as well as the development of new products. About 3.5 thousand tonnes of industrial pasta and 2.8 thousand tonnes of pasta for the retail market will be produced in this factory annually. The investment worth EUR 14m is one of the largest within the Business Strategy until 2025, and the works cover a total area of 4,400 m².

An investment in the MODERNIZATION AND INCREASE IN THE PRIMARY PROCESSING CAPACITY OF FRESH TOMATOES IN CONTINENTAL CROATIA is underway, which includes the construction of a factory within the existing Kalnik factory in Varaždin. The investment is being implemented according to plan, and the beginning of commercial production is expected in the third quarter of 2024. The investment will ensure the increase in the primary processing capacity of fresh tomatoes and continuity of own production. In a broader sense, the investment also includes investment in AGRICULTURAL MACHINERY AND IRRIGATION, which is necessary for the smooth performance of primary production. For the needs of the new factory, Podravka will organize the production of tomatoes on its own land and with subcontractors, in total on approximately 400 hectares. Podravka will continue subcontractor production in Istria, but in order to meet the capacity of the new factory, it will expand cooperation with subcontractors. The purchase of tomatoes in Istria will be performed through the purchase station, the construction of which began in the third quarter of 2023, and is expected to be completed in the second quarter of 2024.

As part of the modernization of the Danica meat industry, an investment in the NEW MODERN SYSTEM FOR PRODUCT STERILIZATION WORTH EUR 2.4m in the meat canning plant has been completed. With the introduction of the new system, the sterilization capacity will increase by 25% and significant savings in thermal energy will be achieved. Compared to the previous sterilization system, water consumption will be reduced by as much as 70%. The investment represents a step forward in the improvement and modernization of the production process in the factory of meat products, with the aim of optimizing costs and improving efficiency. The new sterilization system will make the work of the plant workers much easier because the entire process of filling and emptying the sterilizer is automated.

Also, during the first nine months of 2023, an investment in the LUNCHEON MEAT LINE of the Danica meat industry was launched. The investment will contribute to increasing the efficiency of the luncheon meat production, and its commissioning is expected at the beginning of 2024.

During 2023, the investment in the CONCENTRATION AND MODERNIZATION OF BAKERY in Slovenia continued – the Podravka Group has completed the first major investment as part of the restructuring of the Žito operations, with a total value of around EUR 5m. It is a new automated line for the production of bread with a capacity of up to 2,400 pieces per hour at the Vič Bakery in Slovenia. The new line is characterized by low energy consumption, and maintenance costs are expected to decrease by 20%. Also, investments in the purchase of new lines for the production of pastries and bread in the Maribor bakery worth over EUR 8m have been launched, which are expected to be completed in the third quarter of 2024. The concentration and modernization of bakery will result in the optimization of the production process, greater control of production costs and the creation of prerequisites for the production of new products. The project of RELOCATING FROZEN FOOD PRODUCTION from Ljubljana to Maribor has been successfully implemented. The investment will ensure the continuity of the frozen food range production, and a higher level of production efficiency. More details on these topics can be found in the chapter dedicated to the successful implementation of the Turnaround of Žito.

As part of the Podravka Group's investment in ENERGY SUSTAINABILITY AND EFFICIENCY, during the first quarter of 2023 the realization of the second phase of investment in SOLAR POWER PLANTS was initiated. For the implemented first phase of the project – the construction of the largest integrated solar power plant in Croatia project – in July 2023, Podravka received the prestigious award of the Croatian Energy Society "Hrvoje Požar" in the category of the realized project of rational energy management and improvement of environmental quality. During the second quarter, in the implementation of the second phase of the project, a market survey was conducted regarding potential equipment suppliers and the necessary permits were obtained. The scope of the second phase of the investment was expanded compared to the initially planned and, along with other production and storage locations of Podravka Inc. in Croatia, which were not included in the first phase of investment, it also includes the expansion of the Soups and Vegeta factory and facilities at the Belupo location. During the third quarter, contractors were selected and construction works contracted. The completion of the second phase is expected in the third quarter of 2024, while the final commissioning will be in the fourth quarter of 2024. The third phase of the investment in solar power plants will relate to the new logistics and distribution centre in Koprivnica. The completion of the project is expected in the second half of 2025. The investment will greatly contribute to the reduction of electricity costs.

Additionally, as part of the Podravka Group's investments in ENERGY SUSTAINABILITY AND EFFICIENCY, during the first nine months of 2023, a design solution was created, the designer

was selected and the project for the RECONSTRUCTION OF THE THERMAL ENERGY PRODUCTION AND SUPPLY SYSTEM at certain production sites in Koprivnica was contracted and ordered. The investment will ensure the safety and reliability of the thermal energy supply, as well as greater control of the thermal energy cost. The project completion is expected in the second half of 2024.

After completing the project of PRODUCTION MANAGEMENT SYSTEM DIGITALIZATION at the Soups and Vegeta factory, the project continued during 2023 at other production sites in Croatia and Slovenia. The digitalization of the production site in Varaždin is underway, and the planned completion of the entire project is mid-2024. This way, the monitoring of work on production lines will be digitized, which will enable better plant efficiency and use of production resources. The planned completion of the entire project is in mid-2024.

After the completion of the works on the RECONSTRUCTION AND MODERNIZATION OF THE MAIN OFFICE BUILDING, the renovation of OTHER OFFICE SPACES at the location of the company's headquarters also began. The renovation includes IT and energy reconstruction and overall modernization, which will significantly improve the working conditions of employees and reduce energy consumption. The completion of the project is expected at the end of 2023.

During 2023, there were continuous investments in the MODERNIZATION AND MAINTENANCE OF MACHINERY in accordance with the annual maintenance plan. Also, the majority of the investment in the MODERNIZATION OF THE TRUCK FLEET was completed during 2022, and the remaining part of the fleet arrived during 2023. During the second quarter of 2023, a tender for the procurement of additional trucks was conducted. This investment will result in a reduction of maintenance costs and an increase in the efficiency, timeliness and reliability of transport and distribution. The arrival of additional trucks is expected at the end of 2023 and the beginning of 2024.

Salaries and employee earnings increase again as of July 2023

Podravka and the unions have completed collective negotiations and reached an agreement on amendments to the Collective Agreement for the Podravka Group. The increase in the basic salary to EUR 260 and in a fixed bonus to EUR 100 were agreed, so the gross salary on the tariff will increase between 7% for the lowest coefficients and 4.3% for the highest coefficients. It was also agreed that the right to additional health insurance will be included in the collective agreement. Also, the payment of a one-time salary supplement of EUR 82.76 was agreed, which was carried out in June.

New salary system for all employees of Podravka and Belupo effective as of 1st December 2023

Podravka and the unions reached an agreement on a new salary system for all employees of Podravka and Belupo, which will come into effect on 1st December 2023. Podravka is thus introducing a fairer and more modern salary system that will replace the current tariff system that dates back to 1997, whose obsolescence and complexity have been confirmed by numerous analyses carried out during the last year. The new system will improve the quality and increase the fairness and transparency of the method of determining salaries and rewards.

In the new system, jobs will be classified according to the degree of complexity of the job and into the respective salary classes. The contracted gross salary of an employee will be able to move within the entire range of the relevant class. Also, a new, higher base for calculating salary supplements for special working conditions is introduced, as well as a higher base for calculating length of service, but also other supplements such as shift work or overtime work,

which is certainly the greatest benefit for employees. In addition, the new system gives greater opportunities for the promotion of employees who excellently perform their work, which was not possible until now because the system was based solely on education level. It is also crucial that with the introduction of the new salary system, the salary of none of the employees will be reduced even by one cent, and for many of them it will increase.

Turnaround of Žito successfully completed

Podravka has successfully completed the Turnaround of Žito project with the aim of restructuring operations and modernizing production in order to increase efficiency and competitiveness in the segment of bakery products production. The entire Turnaround is strategically focused on the bakery industry, and it sets even better conditions for strengthening the market position on the Slovenian market, as well as expanding the availability of Žito bakery products on the Croatian market.

The turnaround was implemented through a total of five pillars of business improvement, namely: the increase in production efficiency and technological modernization, active portfolio management, simplification of the organizational structure of the Žito Group, restructuring of the sales organization and Retail, and standardization of processes with those of Podravka Inc.

The project started in January 2022, and a total of EUR 8.2m have been invested through the investment cycle so far. By the end of the year, an additional 8 million euros will be invested, bringing the total investment to EUR 16.2m, and it was financed with the funds obtained from the sale of real estate. Some of the investments include a new production line for bread in Vič, automation of lines in Maribor and expansion of storage capacity for frozen products in Maribor. Also, as part of the restructuring, sales and production functions were separated, so Podravka Ljubljana took over all distribution tasks on the Slovenian market for the entire portfolio of the Food segment, including the bakery portfolio.

At the Podravka Inc. General Assembly, dividend distribution of EUR 2.65 per share approved, 53% higher than last year, and new Supervisory Board members elected

At the General Assembly of Podravka Inc. held on 17th May 2023, the shareholders of Podravka Inc. confirmed the proposal of the Management of Podravka Inc. on the payment of a dividend of EUR 2.65 per share, which is 53% more than last year. The dividend was paid on 14th July 2023 to all shareholders in the register of shareholders as at 15th June 2023. Taking into account the last market price of the Podravka share at the end of 2022 (EUR 84.15), the paid amount of the dividend implies a dividend yield of 3.1%. With the continuity of the dividend yield over the years, the Podravka Group confirms its focus on meeting the expectations set by shareholders.

The terms of the members of the Supervisory Board Marina Dabić and Tomislav Kitonić expired on 30th June this year. The new members of the Supervisory Board are Darko Prpić, Damir Čukman and Ante Jelčić; they were elected for a four-year term, which for Darko Prpić and Damir Čukman began on 1th July this year, while Ante Jelčić began to perform his duties on 17th May.

Podravka develops SuperfoodChef-AI by Coolinarika - the first AI assistant in the food industry in the region

Podravka was the first in the food industry in the region to launch an innovative digital product driven by artificial intelligence (AI) and thus became one of the leading brands in the world that integrated generative AI technology in its digital channels.

This is SuperfoodChef-AI by Coolinarika, a personal AI assistant for a nutritionally balanced diet developed to create an even better user experience on the largest regional culinary platform - Coolinarika, by integrating GPT (generative pre-trained transformer) technology. Coolinarika is one of the most visited portals in Croatia and the central place for the exchange of recipes in the entire region, visited by almost 70,000 users daily, and has long been a leader in setting innovative trends on the market. In addition to the website, SuperfoodChef-AI is also present on the Coolinarika mobile application.

The first Croatian AI assistant in the kitchen was created in a partnership between Podravka and the leading regional IT company Infobip and the international digital agency C3 Croatia – 01 Content & Technology, and is currently in the beta phase of development, i.e. it is still under development and being upgraded.

Podravka was awarded the Employer Partner and Mamforce certificates

In the first quarter, Podravka received two prestigious certificates in the field of human resource management – Employer Partner and Mamforce.

The Employer Partner certificate is awarded by SELECTIO Group to companies that meet high quality standards in all areas of human resource management. In order to meet the criteria for obtaining the certificate, Podravka went through a detailed evaluation of the human resource management system, which evaluates the employer's practices and the experience of the employees in seven key areas. Podravka achieved excellent results in attracting and hiring talent and developing and rewarding employees. In addition to excellent results in these areas, initiatives for proactive change management based on analyses of the current state and future trends and benchmark analyses stand out. Also, by promoting leadership competencies and educating the company's management about change management, Podravka won high marks in the segment of employee education.

The Mamforce certificate is awarded to companies that implement family-friendly and gender-aware human resource management policies.

Podravka and Atlantic joined forces to strengthen the export of Croatian brands

The two leading Croatian manufacturing companies, the Podravka Group and the Atlantic Group, have agreed a cooperation on foreign markets, specifically in the United States of America and Austria. Atlantic's distribution company in Austria will ensure support for the placement of Podravka's products on the Austrian market, and at the same time, Podravka will launch Atlantic's products on the US market through its company in the USA. The goal of this cooperation is to maximize mutual synergies and, using the developed business network and market positions in the markets of Austria and the USA, to strengthen the placement of the products of both companies and to improve the recognisability of the brands.

Podravka and citizens provided EUR 74,000 for renovation of school kitchens and dining halls

Podravka, as a socially responsible company, has been supporting financially and with product donations many humanitarian, economic, cultural, sports and scientific projects throughout the Republic of Croatia for decades. Accordingly, throughout February and March 2023, Podravka carried out the campaign “We donate and renovate school kitchens” aimed at helping schools across Croatia to renovate kitchens and dining halls. In the period from 15th February to 15th March, in the campaign “We donate and renovate school kitchens”, EUR 0.10 was allocated from the sale of each blue Vegeta package, Podravka’s most famous brand, for donations to schools.

More than 150 schools from all parts of Croatia sent their applications to the Podravka and Vegeta competition for renovation of school kitchens and dining halls. Among the school applications received, ten of them were selected, and from 20th to 30th March, citizens had the opportunity to vote on the website for three schools to which the funds collected from the sale of the blue Vegeta packaging would be donated.

In the end, in order to help renovate a larger number of schools than initially planned, Podravka doubled the amount collected through the sales campaign and decided to help renovate school kitchens also of the remaining seven schools that entered the finals of the competition. Thus, Podravka and the citizens who participated in the campaign by buying the blue Vegeta packaging together donated EUR 74,000 for the renovation of a total of ten school kitchens and dining halls. Out of this, the three schools with the highest number of votes shared the funds collected through the sales campaign, a total of EUR 37,000, while the remaining amount was divided equally among the remaining seven schools.

For years, Podravka has been cooperating with many schools to improve school nutrition, and this initiative helped ensure the conditions for free meals in as many schools as possible to be of high quality and nutritious. Podravka will continue to develop its socially responsible component also through continuous promotion of an active lifestyle, a nutritionally balanced and healthy diet, all in accordance with the new Nutrition Strategy for the period until 2027.

Podravka is a signatory of the voluntary agreement on the food waste prevention and reduction “United against food waste”

Podravka Inc. is among the 33 signatories who in March 2023 together with the Ministry of Agriculture signed a voluntary agreement “United against food waste” aimed at preventing and reducing food waste. The agreement is one of the measures of the Plan to prevent and reduce food waste in the Republic of Croatia and the reform measure “Improving the food donation system in the Republic of Croatia” from the National Recovery and Resilience Plan.

With their signature, the signatories voluntarily undertake to invest efforts in reducing food waste in their business processes, to donate food, but also to actively communicate with consumers. The ultimate goal of the Agreement is to reduce the generation of food waste in the Republic of Croatia by 30% by 2028.

Podravka's solar power plant received a prestigious award from the Croatian Energy Society

Podravka received the annual award of the “Hrvoje Požar” Foundation of the Croatian Energy Society in the category of the realized project of rational energy management and improvement of environmental quality for the largest integrated solar power plant in Croatia construction project.

With the solar power plant project in the Danica industrial zone in Koprivnica, Podravka has already increased the share of use of energy from renewable sources to 26%. Preparations for the expansion of the power plant are underway, and additional solar power plants will also be built on the roofs of the Cocktail pastry factory and part of the warehouse in Koprivnica, as well as on the warehouse in Dugopolje and Mirna factory in Rovinj. Additional expansion is also planned for the already existing solar power plant at the Kalnik factory in Varaždin. After the completion of all solar power plants, Podravka will have an installed capacity of more than 13,000 kW, i.e. its own electricity production of almost 14,000,000 kWh annually.

Podravka recently presented the Sustainable Business Strategy for the period until 2030, which defines four main pillars of action – and one of them is a clean environment, where among the main goals set is the use of 100% of electricity and 50% of thermal energy from renewable sources in production in the EU.

Podravka won seven Superior Taste Awards – the most prestigious world award in the food segment

This year, Podravka again recorded great success at the Superior Taste Award international quality evaluation – with seven awards for the quality and taste of its products. Podravka has been participating in this evaluation since 2008, for 15 years in a row, and to date, Podravka's products have won more than 150 Superior Taste Awards. Companies from more than 120 countries of the world compete for the awards, and the award is granted by a jury composed of excellent world chefs and sommeliers, with over 200 members from more than 20 countries.

Poslovni dnevnik's award for best investor relations won

At the conference of the Zagreb Stock Exchange and the fund industry in Rovinj, 14th Poslovni dnevnik's awards for the best investor relations were awarded. On that occasion, Podravka won the 2nd prize for the best investor relations. Poslovni dnevnik, in cooperation with the Zagreb Stock Exchange, awards prizes to companies that have achieved the best investor relations, and the winners are decided on the basis of statistical criteria related to the issuer's compliance with the Stock Exchange Rules and on the basis of a survey conducted among capital market participants. This is the third time in the last four years that Podravka has been awarded this prize, which shows a high level of transparency in reporting and timely and continuous communication of all important business events with investors and the public.

Žito products received 35 gold medals for the quality of bread and bakery products

At this year's 23rd sensory evaluation of bread, rolls, fine pastries, biscuits, pasta and fresh desserts in the cold chain, out of a total of 37 products applied, as many as 35 Žito products received gold awards. Žito has thus reconfirmed the quality of its products. The evaluation is organized every year by the Chamber of Commerce of Slovenia, under the sponsorship of the Chamber of Agricultural and Food Enterprises. The commission, which consists of experts in the field of bakery, evaluates the appearance of the product, the characteristics of the crust and the crumb, as well as the smell and taste.

An integral part of the investment cycle of the Podravka Group is the business restructuring and production modernization project in the Žito Group, the implementation of which includes, among other things, investments in new production lines and the modernization of existing production, and an increase in efficiency.

Vegeta BIO was declared the best product in the category and holder of the “Selected Product of the Year” mark for 2023

Vegeta BIO universal food seasoning offers a natural taste and ingredients grown according to the rules of organic farming, and the product is also suitable for vegetarians and vegans. 120 grams of the product contains 375 grams of fresh vegetables. With more than ten types of vegetables and herbs and sea salt, Vegeta BIO is perfect for seasoning dishes, without the need to use additional salt. Vegeta BIO was developed in accordance with the Podravka’s Nutrition Strategy.

Vegeta BIO was declared the best product in the category and holder of the “Selected Product of the Year” mark for 2023. This is an award for marketing innovation voted by consumers themselves.

Podravka and University North concluded a cooperation agreement

On the occasion of the opening of the new building of the University North in the Koprivnica campus, which, among other things, has modern laboratories for the education of experts in the field of food technology, Podravka and the University signed an agreement expanding the existing cooperation. Podravka becomes the teaching base of the University – that is, it will participate in scientific research and professional projects of the University, enable the organization and execution of professional practice, enable the control of learned skills, organize guest lectures at certain courses with the aim of presenting practical experiences, etc. On the other hand, the University North committed to prepare students for practice classes well, to work out methods of testing the acquired practical knowledge, etc.

Implications of the Russian-Ukrainian crisis on the Podravka Group's operations

The Russian market is of great importance for the Pharmaceuticals segment in terms of total sales revenues but also profitability, while in the Food segment the Russian market is not so significant in terms of total sales revenues or in terms of profitability. Management of Podravka Inc. continuously considers all risks associated with the Russian-Ukrainian conflict and assesses that these risks do not threaten Podravka Group’s operations stability.



Overview of sales revenues in 1 – 9 2023



Sales revenues by segment in 1 – 9 2023

| (in EUR millions) | 1 - 9 2022 | 1 - 9 2023 | Δ | % |
|------------------------|--------------|--------------|-------------|--------------|
| Food | 388.4 | 406.9 | 18.5 | 4.8% |
| <i>Own brands</i> | 361.0 | 375.0 | 14.0 | 3.9% |
| <i>Other sales</i> | 27.4 | 31.8 | 4.4 | 16.1% |
| Pharmaceuticals | 104.4 | 118.2 | 13.8 | 13.3% |
| <i>Own brands</i> | 82.9 | 96.5 | 13.5 | 16.3% |
| <i>Other sales</i> | 21.5 | 21.8 | 0.3 | 1.5% |
| Podravka Group | 492.7 | 525.1 | 32.4 | 6.6% |
| <i>Own brands</i> | 443.9 | 471.5 | 27.6 | 6.2% |
| <i>Other sales</i> | 48.9 | 53.6 | 4.7 | 9.7% |

Movements of the Food segment revenues (1 – 9 2023 compared to 1 – 9 2022):

- OWN BRANDS recorded EUR 14.0m (+3.9%) higher sales due to the increase in sales of the majority of business units,
- OTHER SALES recorded EUR 4.4m (+16.1%) higher sales, primarily as a result of the development of distribution on the US market,
- Overall, the FOOD SEGMENT recorded EUR 18.5m (+4.8%) higher sales.

Movements of the Pharmaceuticals segment revenues (1 – 9 2023 compared to 1 – 9 2022):

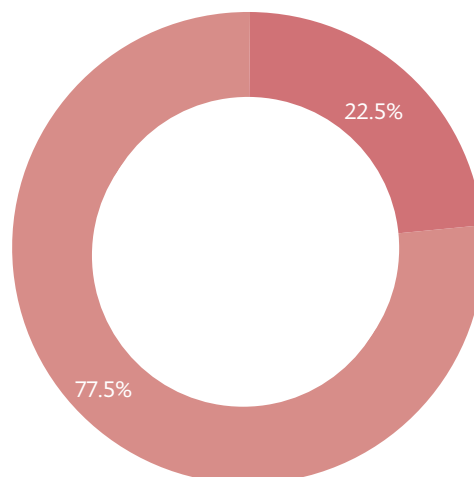
- OWN BRANDS recorded EUR 13.5m (+16.3%) higher sales, as a result of the increase in sales revenues of Prescription drugs and Non-prescription drugs,
- OTHER SALES recorded EUR 0.3m (+1.5%) higher revenues, due to the increase in trade goods sales in the markets of Bosnia and Herzegovina, and Croatia,
- Overall, the PHARMACEUTICALS SEGMENT recorded EUR 13.8m (+13.3%) higher sales revenues.

Movements of the Podravka Group revenues (1 – 9 2023 compared to 1 – 9 2022):

- Podravka Group's OWN BRANDS recorded an increase in sales of EUR 27.6m (+6.2%),
- The revenues of OTHER SALES are EUR 4.7m (+9.7%) higher,
- Overall, the PODRAVKA GROUP sales revenues are EUR 32.4m (+6.6%) higher.

Sales revenues by segment in 1 - 9 2023

- Pharmaceuticals segment 22.5%
- Food segment 77.5%



Sales revenues by business units and categories in 1 - 9 2023

Sales revenues by business units and categories

| (in EUR millions) | 1 - 9 2022 | 1 - 9 2023 | Δ | % |
|------------------------------------|--------------|--------------|-------------|-------------|
| BU Culinary | 75.9 | 77.1 | 1.2 | 1.6% |
| BU Soups | 31.9 | 35.9 | 4.0 | 12.5% |
| BU Cereals, Snack and Beverages | 30.3 | 33.3 | 3.0 | 9.9% |
| BU Creamy spreads and Desserts | 32.8 | 33.8 | 1.1 | 3.3% |
| BU Bakery | 51.0 | 52.6 | 1.7 | 3.3% |
| BU Basic food | 85.3 | 89.7 | 4.4 | 5.2% |
| BU Meat products | 33.2 | 32.7 | (0.5) | (1.5%) |
| BU Fish | 20.6 | 19.8 | (0.8) | (3.9%) |
| Prescription drugs | 70.3 | 80.5 | 10.3 | 14.6% |
| Non-prescription programme | 12.7 | 15.9 | 3.3 | 25.7% |
| Other sales | 48.9 | 53.6 | 4.7 | 9.7% |
| <i>Other sales Food</i> | 27.4 | 31.8 | 4.4 | 16.1% |
| <i>Other sales Pharmaceuticals</i> | 21.5 | 21.8 | 0.3 | 1.5% |
| Podravka Group | 492.7 | 525.1 | 32.4 | 6.6% |

* As a result of the internal reorganization, the Confectionery category, which was within the BU Bakery, during the reporting period became an integral part of the BU Creamy spreads and Desserts. Therefore, historical data was adjusted due to new organizational structure.

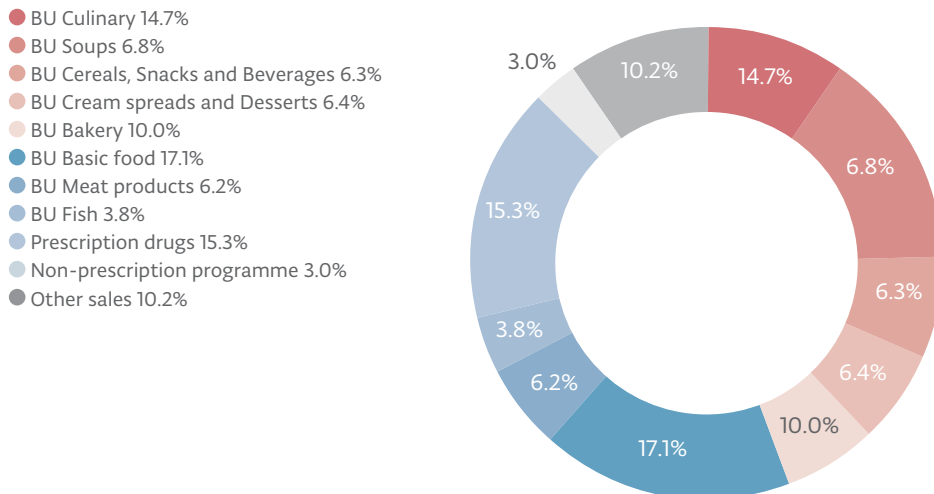
Movements of sales revenues by business units and categories (1 – 9 2023 compared to 1 – 9 2022):

- The CULINARY BUSINESS UNIT recorded EUR 1.2m (+1.6%) higher sales. Revenue growth was recorded mainly in the markets of Southeastern Europe, and Croatia and Slovenia, which compensated for lower revenues in the market of Poland. The lower performance on the Polish market is related to the process of restructuring and shrinking the portfolio, with the aim of increasing profitability,
- The SOUPS BUSINESS UNIT recorded EUR 4.0m (+12.5%) sales growth. The revenue growth of the business unit was realised in the key markets of Croatia and Slovenia and the Southeastern Europe. The new Noodles subcategory, launched in the second half of 2022, contributes to an additional positive trend within the Soups business unit,
- The CEREALS, SNACK AND BEVERAGES BUSINESS UNIT recorded EUR 3.0m (+9.9%) higher sales. The sales revenue growth was recorded in all categories, primarily in the markets of Croatia, Slovenia, Bosnia and Herzegovina, and Serbia. Also, with the aim of increasing profitability, the product range was optimized with the introduction of new products and a greater focus on more profitable categories, primarily the Baby Food category,
- The CREAMY SPREADS AND DESSERTS BUSINESS UNIT records EUR 1.1m (+3.3%) higher sales. The revenue growth was recorded in the markets of Croatia and Slovenia and in the Southeastern Europe region in almost all categories, whereby a significant sales and marketing focus was on leader products within the business unit. As a result of the internal reorganization, the Confectionery category, which was within the BU Bakery, during the reporting period became an integral part of the BU Creamy spreads and Desserts,
- The BAKERY BUSINESS UNIT recorded EUR 1.7m (+3.3%) sales growth, with the simultaneous implementation of the business unit portfolio optimization and the reduction of the number of products with the aim of increasing profitability. Revenue growth is primarily realised due to higher sales of the subcategories Bread, Rolls and Cakes and biscuit cakes. Also, the Turnaround of Žito project was successfully completed with the aim of restructuring operations and modernizing production in order to increase efficiency and competitiveness in the segment of the production of bakery products, which created even better conditions for strengthening the market position of the business unit, primarily in the markets of Slovenia and Croatia,
- In the observed period, the BASIC FOOD BUSINESS UNIT recorded EUR 4.4m (+5.2%) higher sales due to the increase in sales of almost all categories, primarily Processed fruit, Condiments and Flour. The Croatian market, which is also the most important market in the business unit portfolio contributes the most to the growth of sales revenues,
- In the reporting period, the MEAT PRODUCTS BUSINESS UNIT recorded EUR 0.5m (-1.5%) lower sales, with the simultaneous implementation of the business unit portfolio optimization and the discontinuing of low turnover products with the aim of increasing profitability, primarily on the Croatian market,
- The FISH BUSINESS UNIT recorded EUR 0.8m (-3.9%) lower sales, primarily due to the decrease in sales of almost all subcategories, primarily of the Tuna subcategory, due to changes in

consumer consumption habits. During the reporting period, new innovative products were launched within the Fish salads category, which record a positive growth trend,

- The PRESCRIPTION DRUGS CATEGORY recorded EUR 10.3m (+14.6%) higher sales, primarily due to the increase in sales of dermatological drugs, cardiovascular drugs, and drugs for systemic infections,
- The revenues of the NON-PRESCRIPTION PROGRAMME CATEGORY are EUR 3.3m (+25.7%) higher, as a result of the increase in sales of the OTC drugs subcategory,
- The OTHER SALES CATEGORY recorded EUR 4.7m (+9.7%) higher sales. In the Food segment, other sales increased by EUR 4.4m (+16.1%), mainly due to the development of distribution on the US market. In the Pharmaceuticals segment, other sales grew by EUR 0.3m (+1.5%), primarily due to higher trade goods sales in the markets of Bosnia and Herzegovina, and Croatia.

Sales revenues by business unit and category in 1 - 9 2023



Sales revenues by region in 1 – 9 2023

Sales revenues by region

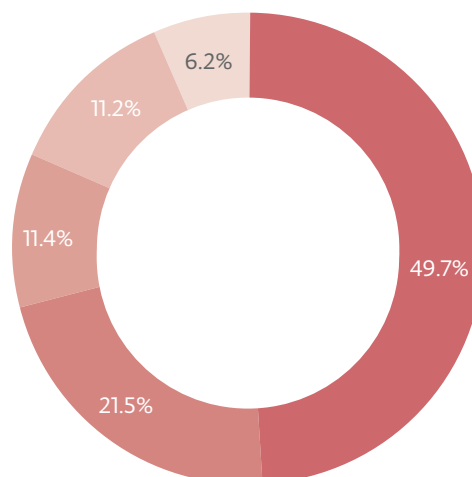
| (in EUR millions) | 1 - 9 2022 | 1 - 9 2023 | Δ | % |
|--|-------------------|-------------------|--------------|----------------|
| Markets of Croatia and Slovenia | 245.7 | 261.1 | 15.3 | 6.2% |
| <i>Food</i> | <i>200.8</i> | <i>214.1</i> | <i>13.3</i> | <i>6.6%</i> |
| <i>Pharmaceuticals</i> | <i>44.9</i> | <i>47.0</i> | <i>2.1</i> | <i>4.6%</i> |
| Southeastern Europe | 104.3 | 112.8 | 8.5 | 8.1% |
| <i>Food</i> | <i>71.9</i> | <i>78.8</i> | <i>6.8</i> | <i>9.5%</i> |
| <i>Pharmaceuticals</i> | <i>32.4</i> | <i>34.0</i> | <i>1.6</i> | <i>5.0%</i> |
| WE and Overseas | 55.0 | 59.9 | 4.8 | 8.8% |
| <i>Food</i> | <i>54.5</i> | <i>59.2</i> | <i>4.7</i> | <i>8.6%</i> |
| <i>Pharmaceuticals</i> | <i>0.5</i> | <i>0.7</i> | <i>0.2</i> | <i>33.2%</i> |
| Central Europe | 61.2 | 58.9 | (2.2) | (3.7%) |
| <i>Food</i> | <i>54.0</i> | <i>50.6</i> | <i>(3.4)</i> | <i>(6.3%)</i> |
| <i>Pharmaceuticals</i> | <i>7.2</i> | <i>8.4</i> | <i>1.2</i> | <i>16.2%</i> |
| Eastern Europe | 26.6 | 32.5 | 5.9 | 22.2% |
| <i>Food</i> | <i>7.2</i> | <i>4.3</i> | <i>(2.9)</i> | <i>(40.6%)</i> |
| <i>Pharmaceuticals</i> | <i>19.4</i> | <i>28.2</i> | <i>8.8</i> | <i>45.4%</i> |
| Podravka Group | 492.7 | 525.1 | 32.4 | 6.6% |

Movements of sales revenues by region (1 - 9 2023 compared to 1 - 9 2022):

- The **MARKETS OF CROATIA AND SLOVENIA** recorded a sales increase of EUR 15.3m (+6.2%). Food segment revenues increased by EUR 13.3m (+6.6%), primarily due to sales increase of the business units Basic food and Cereals, Snack and Beverages. In the market of Croatia and Slovenia, the Retail sales channel achieved the strongest revenue growth of EUR 11.0m (+7.5%), while Special sales channels recorded revenue growth of EUR 2.1m (+3.9%). It should be noted that the restructuring of the sales organization was carried out in the Slovenian market in order to improve its efficiency and focus. Pharmaceuticals segment revenues are EUR 2.1m higher (+4.6%), due to higher sales of Prescription drugs and the Non-prescription programme. On the Croatian market, in the Pharmaceuticals segment, a change in the commercial model and performance was implemented with the aim of improving profitability,
- Revenues of the **SOUTHEASTERN EUROPE REGION** grew by EUR 8.5m (+8.1%) in the reporting period. The Food segment recorded revenue growth of EUR 6.8m (+9.5%), due to the increase in sales of almost all business units, with the largest absolute growth generated by the business units Soups and Culinary. Pharmaceuticals segment revenues are EUR 1.6m higher (+5.0%), primarily due to Prescription drugs and Non-prescription programme sales increase,
- The **WESTERN EUROPE AND OVERSEAS REGION** recorded EUR 4.8m (+8.8%) higher sales. The Food segment recorded EUR 4.7m (+8.6%) higher sales primarily due to the development of distribution on the US market, where the results of cooperation with Atlantic Group can be seen, and sales increase in the Bakery business unit. At the same time, business restructuring is being carried out on the German market in order to change distributors and achieve greater presence, the results of which will be seen in the coming periods. The Pharmaceuticals segment revenues are EUR 0.2m (+33.2%) higher, primarily due to an increase in Prescription drugs revenues,
- Revenues of **CENTRAL EUROPE** in the reporting period are lower by EUR 2.2 million (-3.7%). In the Food segment, a decrease in revenue of EUR 3.4m (-6.3%) was recorded, primarily as a result of a decrease in revenues of the Basic food and Culinary business units. The lower performance of Central Europe is related to the process of restructuring and shrinking the portfolio on the Polish market, with the aim of increasing profitability. In the Pharmaceuticals segment, revenue growth of EUR 1.2m (+16.2%) was achieved primarily due to higher revenues in the Prescription drugs category,
- The **EASTERN EUROPE REGION** recorded an increase in revenues of EUR 5.9m (+22.2%), primarily as a result of the increase in sales of the Pharmaceuticals segment of EUR 8.8m (+45.4%) due to the increase in sales of the Prescription drugs category. The Food segment recorded EUR 2.9m (-40.6%) lower revenue following the termination of operations on the Russian market.

Sales revenues by region in 1 - 9 2023

- Markets of Croatia and Slovenia 49.7%
- Southeastern Europe 21.5%
- Western Europe and Overseas 11.4%
- Central Europe 11.2%
- Eastern Europe 6.2%





Profitability
in 1 – 9 2023

Profitability in 1 – 9 2023

NOTE: The overview and explanation of value adjustments to non-current assets used in the EBITDA calculation, the overview and explanation of items treated as one-off by management and the overview of methodology of calculation of the normalized result are provided in the "Additional tables for 1–9 2023" section.

On 2nd May 2023, the Ministry of Economy and Sustainable Development approved to Podravka Inc. the status of the beneficiary of investment support from the Investment Promotion Act. The status was approved based on investments to expand capacity and increase business competitiveness through construction and equipment at the sites in the City of Koprivnica and the City of Varaždin. The project investment plans the construction of a new logistics and distribution centre and a new plant for tomato processing, the purchase of new machinery and equipment, and the creation of at least 15 new jobs. Taking into account the probability of activation of the assets declared in the application for the acquisition of the status of the support beneficiary in the three-year investment period, the business plans in the possible period of use of the support, and the plans for tax corrections of the planned accounting profit, Podravka Inc. determined the amount of incentives that can be used in the total amount of EUR 19,718 thousand. Deferred tax assets were recorded in the same amount.

Profitability of the Food segment in 1 – 9 2023

| (in EUR millions) | Profitability of the Food segment | | | | Normalized | | | |
|---------------------|-----------------------------------|------------|-------|---------|------------|------------|-------|---------|
| | 1 - 9 2022 | 1 - 9 2023 | Δ | % | 1 - 9 2022 | 1 - 9 2023 | Δ | % |
| Sales revenue | 388.3 | 406.9 | 18.5 | 4.8% | 388.3 | 406.9 | 18.5 | 4.8% |
| Gross profit | 124.7 | 125.7 | 1.0 | 0.8% | 124.7 | 125.7 | 1.0 | 0.8% |
| EBITDA* | 45.3 | 42.6 | (2.6) | (5.8%) | 45.1 | 43.4 | (1.8) | (3.9%) |
| EBIT | 29.2 | 25.5 | (3.7) | (12.8%) | 29.1 | 26.2 | (2.9) | (9.9%) |
| Net profit after MI | 23.2 | 40.4 | 17.3 | 74.5% | 22.9 | 21.3 | (1.6) | (7.0%) |
| Gross margin | 32.1% | 30.9% | | -121 bp | 32.1% | 30.9% | | -121 bp |
| EBITDA margin | 11.7% | 10.5% | | -117 bp | 11.6% | 10.7% | | -96 bp |
| EBIT margin | 7.5% | 6.3% | | -126 bp | 7.5% | 6.4% | | -105 bp |
| Net margin after MI | 6.0% | 9.9% | | +397 bp | 5.9% | 5.2% | | -66 bp |

*EBITDA is calculated in a way that EBIT was increased by depreciation and amortization and value adjustments of non-current assets; normalized EBITDA is calculated in a way that normalized EBIT was increased by depreciation and amortization.

Profitability of the Food segment (1 – 9 2023 compared to 1 – 9 2022):

- In the 1–9 2023 period, the Food segment recorded a increase in GROSS PROFIT of EUR 1.0m (+0.8%), while OPERATING PROFIT (EBIT) is EUR 3.7m (-12.8 %) lower,
- A significant negative impact on the OPERATING PROFIT (EBIT) came from: i) an increase in the costs of raw materials, packaging and energy of EUR 4.5m (+2.6%), ii) investing in improving the material status of employees, which resulted in an increase in staff costs of EUR 5.1m (+6.2%), and iii) the investment cycle, which resulted in an increase in depreciation costs of EUR 1.1m (+7.0%). These negative impacts were partially mitigated through the optimization of the product range, the production process management and changes in procurement processes,

- NET PROFIT AFTER MINORITY INTERESTS is EUR 17.3m higher (+74.5%) due to the impact of tax benefits based on the Investment Promotion Act in the amount of EUR 19.7m, while at the normalized level it is lower by EUR 1.6m (-7.0%).

Profitability of the Pharmaceuticals segment in 1 – 9 2023

| (in EUR millions) | Profitability of the Pharmaceutical segment | | | | Normalized | | | |
|---------------------|---|------------|------|---------|------------|------------|------|---------|
| | 1 - 9 2022 | 1 - 9 2023 | Δ | % | 1 - 9 2022 | 1 - 9 2023 | Δ | % |
| Sales revenue | 104.4 | 118.2 | 13.8 | 13.3% | 104.4 | 118.2 | 13.8 | 13.3% |
| Gross profit | 50.8 | 57.7 | 6.9 | 13.7% | 50.8 | 57.7 | 6.9 | 13.7% |
| EBITDA* | 23.8 | 29.8 | 6.1 | 25.5% | 23.4 | 29.8 | 6.4 | 27.4% |
| EBIT | 16.6 | 23.1 | 6.6 | 39.7% | 16.8 | 23.2 | 6.4 | 37.9% |
| Net profit after MI | 12.5 | 17.9 | 5.4 | 42.7% | 12.7 | 17.9 | 5.2 | 40.7% |
| Gross margin | 48.6% | 48.8% | | +18 bp | 48.6% | 48.8% | | +18 bp |
| EBITDA margin | 22.8% | 25.2% | | +247 bp | 22.4% | 25.2% | | +279 bp |
| EBIT margin | 15.9% | 19.6% | | +371 bp | 16.1% | 19.6% | | +350 bp |
| Net margin after MI | 12.0% | 15.1% | | +312 bp | 12.2% | 15.1% | | +296 bp |

* EBITDA is calculated in a way that EBIT was increased by depreciation and amortization and value adjustments of non-current assets; normalized EBITDA is calculated in a way that normalized EBIT was increased by depreciation and amortization.

Profitability of the Pharmaceuticals segment (1 – 9 2023 compared to 1 – 9 2022):

- The Pharmaceuticals segment recorded EUR 6.9m (+13.7%) higher GROSS PROFIT, with a retention of the stable gross margin,
- OPERATING PROFIT (EBIT) is higher by EUR 6.6m (+39.7%). The most significant impact on the increase in operating profit (EBIT) came from the growth of sales revenues, while certain negative impact comes from the movements in foreign exchange differences on trade receivables and trade payables (EUR -0.6m in 1 – 9 2023; EUR -0.3m in 1 – 9 2022),
- NET PROFIT AFTER MINORITY INTERESTS is EUR 5.4m (+42.7%) higher. In addition to the impact above the EBIT level, net profit after minority interests was impacted by higher tax expense following the higher profit before tax.

Profitability of the Podravka Group in 1 – 9 2023

| (in EUR millions) | Profitability of the Podravka Group | | | | Normalized | | | |
|---------------------|-------------------------------------|------------|------|---------|------------|------------|------|--------|
| | 1 - 9 2022 | 1 - 9 2023 | Δ | % | 1 - 9 2022 | 1 - 9 2023 | Δ | % |
| Sales revenue | 492.7 | 525.1 | 32.4 | 6.6% | 492.7 | 525.1 | 32.4 | 6.6% |
| Gross profit | 175.4 | 183.4 | 8.0 | 4.6% | 175.4 | 183.4 | 8.0 | 4.6% |
| EBITDA* | 69.0 | 72.5 | 3.5 | 5.0% | 68.6 | 73.2 | 4.7 | 6.8% |
| EBIT | 45.8 | 48.6 | 2.8 | 6.2% | 45.9 | 49.4 | 3.5 | 7.6% |
| Net profit after MI | 35.7 | 58.3 | 22.6 | 63.4% | 35.7 | 39.2 | 3.6 | 10.1% |
| Gross margin | 35.6% | 34.9% | | -67 bp | 35.6% | 34.9% | | -67 bp |
| EBITDA margin | 14.0% | 13.8% | | -21 bp | 13.9% | 13.9% | | +3 bp |
| EBIT margin | 9.3% | 9.3% | | -3 bp | 9.3% | 9.4% | | +9 bp |
| Net margin after MI | 7.2% | 11.1% | | +386 bp | 7.2% | 7.5% | | +24 bp |

* EBITDA is calculated in a way that EBIT was increased by depreciation and amortization and value adjustments of non-current assets; normalized EBITDA is calculated in a way that normalized EBIT was increased by depreciation and amortization.

Profitability of the Podravka Group (1 – 9 2023 compared to 1 – 9 2022):

- In the observed period, the Podravka Group recorded EUR 8.0m (+4.6%) higher GROSS PROFIT, where the positive impact came primarily from the Pharmaceuticals segment,
- OPERATING PROFIT (EBIT) is EUR 2.8m (+6.2%) higher, under the impact of the increase in Pharmaceuticals' operating profit, while the normalized operating profit (EBIT) is EUR 3.5m (+7.6%) higher,
- NET PROFIT AFTER MINORITY INTERESTS is EUR 22.6m higher (+63.4%), due to the growth in net profit of the Food and the Pharmaceuticals. Normalized net profit after minority interests is EUR 3.6m (+10.1%) higher.

Key highlights of the income statement in 1 – 9 2023



Key highlights of the income statement in 1 – 9 2023

| PODRAVKA GROUP (in EUR millions) | REPORTED | | | | NORMALIZED | | | |
|-------------------------------------|--------------|--------------|-------------|-------------|--------------|--------------|-------------|-------------|
| | 1 - 9 2022 | 1 - 9 2023 | Δ | % | 1 - 9 2022 | 1 - 9 2023 | Δ | % |
| Cost of goods sold | 317.3 | 341.7 | 24.4 | 7.7% | 317.3 | 341.7 | 24.4 | 7.7% |
| General and administrative expenses | 33.6 | 36.8 | 3.2 | 9.6% | 32.7 | 36.1 | 3.4 | 10.3% |
| Selling and distribution costs | 65.4 | 66.4 | 1.0 | 1.5% | 65.4 | 66.4 | 1.0 | 1.5% |
| Marketing expenses | 33.9 | 32.8 | (1.0) | (3.1%) | 33.9 | 32.8 | (1.0) | (3.1%) |
| Other expenses (income), net | (3.3) | (1.3) | 2.0 | (61.2%) | (2.5) | (1.2) | 1.2 | (49.4%) |
| Total operating expenses | 447.0 | 476.5 | 29.5 | 6.6% | 446.9 | 475.7 | 28.9 | 6.5% |

Cost of goods sold

Cost of goods sold increased by 7.7% relative to the comparative period due to movements in prices of raw materials, packaging and energy, and investments in improving the material status of employees.

General and administrative expenses

In relation to the comparative period, general and administrative expenses are EUR 3.2m higher (+9.6%), primarily due to investments in improving the material status of employees.

Selling and distribution costs

In the observed period, selling and distribution costs are EUR 1.0m (+1.5%) higher than in the comparative period, primarily as a result of higher costs of transportation and distribution, and investments in improving the material status of employees.

Marketing expenses

In the reporting period, marketing expenses (which include marketing investments expenses and marketing department expenses) are 3.1% lower than in the comparative period. In this, the costs of marketing investments are lower by EUR 0.4m (-2.5%), while the costs of the marketing department are lower by EUR 0.6m (-3.7%) primarily due to lower staff costs.

Other expenses (income), net

In the reporting period, other expenses and income, net amounted to EUR -1.3m (positive impact), while in the comparative period they amounted to EUR -3.3m (positive impact). This was mainly affected by the sale of non-operating assets, which in 1 - 9 2023 amounted to EUR 0.02m, while in the previous period the income from the sale of non-operating assets amounted to EUR 1.35m, and foreign exchange differences from trade receivables and trade payables which in 1 – 9 2023 amounted to EUR -0.7m, while in the previous period they amounted to EUR +0.6m.

Net finance costs

In the observed period, net finance costs amounted to EUR 0.4m (negative impact), while in the comparative period they amounted to EUR 0.8m (negative impact).

Income tax

The reported income tax of the Podravka Group in 1 – 9 2023 amounted to EUR -11.0m due to tax incentives based on the Investment Promotion Act, while in the comparative period it amounted to EUR +8.5m. The effects of tax incentives based on the Investment Promotion Act are explained in the introductory notes in the “Profitability in 1 – 9 2023” section.

Key highlights
of the
balance sheet
as at 30
September
2023



Key highlights of the balance sheet as at 30 September 2023

Property, plant and equipment

Property, plant and equipment of the Podravka Group are EUR 26.0m or +8.6% higher compared to 31 December 2022, due to the realized capital investments in the reporting period.

Inventories

Inventories of the Podravka Group are EUR 4.4m (-2.6%) lower than as at 31 December 2022 and EUR 4.0m (-2.4%) lower than as at 30 September 2022, and are maintained at the optimum level in accordance with the needs of operations.

Trade and other receivables

Trade and other receivables of the Podravka Group are EUR 8.8m (+7.5%) higher than as at 31 December 2022, and EUR 4.6m (+3.7%) higher than as at 30 September 2022, as a result of the increase in sales revenues in the reporting period.

Cash and cash equivalents

Cash and cash equivalents of the Podravka Group at the end of the observed period are EUR 6.6m higher (+30.0%) compared to 31 December 2022. This is explained in the “Key highlights of the cash flow statement in 1 – 9 2023” section.

Long-term and short-term borrowings

As at 30 September 2023, long-term and short-term borrowings of the Podravka Group are EUR 26.7m lower than as at 31 December 2022 as a result of regular repayment of borrowings.

Trade and other payables

Trade and other payables of the Podravka Group are EUR 11.2m or +11.8% higher compared to 31 December 2022. The movement is mainly a result of regular operations.

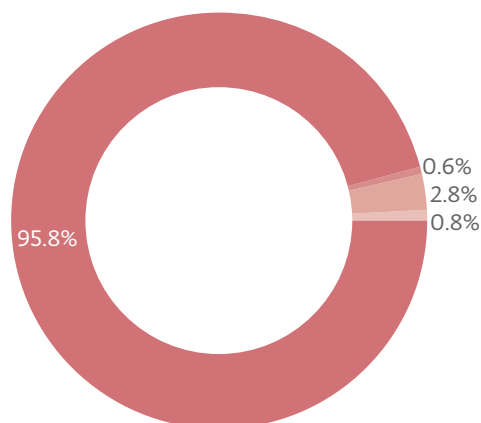
Trade and other payables of the Podravka Group are EUR 1.8m (-1.7%) lower compared to 30 September 2022.

Indebtedness

As at 30 September 2023, the total debt of the Podravka Group related to borrowings and other interest-bearing financial liabilities amounted to EUR 55.0m, of which EUR 1.3m relates to long-term borrowings, EUR 43.5m to short-term borrowings, while EUR 10.2m relates to liabilities for right-of-use assets. The AVERAGE WEIGHTED COST OF DEBT on all the stated liabilities as at 30 September 2023 was 1.1%, while if right-of-use assets are excluded it was 0.8%.

Currency structure of debt as at 30 September 2023

- EUR 95.8%
- CZK 0.6%
- BAM 2.8%
- Other 0.8%



Analysing the debt currency structure, the highest exposure, of 95.8%, was in the Euro (EUR). The debt share in the Bosnia and Herzegovina mark (BAM) amounted to 2.8%, in the Czech koruna (CZK) to 0.6%, while the remainder of 0.8% relates to other currencies.

| (in EUR millions)* | 2022 | 1 - 9 2023 | Δ | % |
|-------------------------------------|-------|------------|--------|---------|
| Financial debt ⁷ | 84.0 | 55.0 | (29.0) | (34.5%) |
| Cash and cash equivalents | 21.9 | 28.5 | 6.6 | 30.0% |
| Net debt ⁸ | 62.1 | 26.5 | (35.6) | (57.3%) |
| Interest expense | 0.7 | 0.7 | (0.0) | (2.0%) |
| Net debt / normalized EBITDA | 0.75 | 0.30 | (0.4) | (59.5%) |
| Normalized EBIT / Interest expense | 73.3 | 79.7 | 6.4 | 8.8% |
| Equity to assets ratio ⁹ | 71.8% | 75.3% | | +351 bp |

* NOTE: all indicators are calculated in a way that income statement items are calculated at the level of the last 12 months, while balance sheet items are taken at the period end.

Net debt decrease as at 30 September 2023 compared to 31 December 2022 is the result of an increase in the line item cash and cash equivalents by EUR 6.6m and the decrease in financial debt of EUR 29.0m. The increase in normalized EBITDA and the decrease in net debt led to a lower net debt to normalized EBITDA ratio. The decrease in interest expense and the increase in normalized EBIT have driven the rise in the interest coverage ratio (Normalized EBIT / Interest expense).

⁷ Financial debt: long-term and short-term borrowings + lease liabilities + financial liabilities at fair value through profit or loss. The data is provided in the "Consolidated statements of financial position as at 30 September 2023" section.

⁸ Net debt: Financial debt – Cash and cash equivalents.

⁹ Equity to assets ratio: total shareholder's equity / total assets. The data is provided in the "Consolidated statements of financial position as at 30 September 2023" section.

Key highlights of the cash flow statement in 1 – 9 2023



Key highlights of the cash flow statement in 1 – 9 2023

| (in EUR millions) | 1 - 9 2022 | 1 - 9 2023 | Δ |
|---|-------------|------------|----------------|
| Net cash flow from operating activities | 69.0 | 73.6 | 6.8% |
| Net cash flow from investing activities | (35.2) | (13.8) | 60.9% |
| Net cash flow from financing activities | (10.3) | (53.3) | (415.3%) |
| Net increase / (decrease) of cash and cash equivalents | 23.4 | 6.6 | (71.9%) |

Net cash flow from operating activities

In the observed period, net cash flow from operating activities amounted to positive EUR 73.6m as a result of operating business and dynamics of movements in the working capital.

Net cash flow from investing activities

Net cash flow from investing activities in the reporting period amounted to negative EUR 13.8m, primarily due to cash capital expenditures in the amount of EUR 46.9m and receipts from investments in debt instruments in the amount of EUR 32.3m. The most significant capital expenditures in 1 - 9 2023 were related to:

- Continued investment activities related to investment in the expansion of the Soups and Vegeta factory, which creates preconditions for the consolidation of pasta production in order to improve business,
- Continued investment activities related to investment in the construction of a new logistics and distribution centre with the aim of increasing efficiency in the logistics and distribution segment of business through optimization of the number of warehouse spaces, minimization of internal transport, greater control of costs and reduction of carbon dioxide emissions,
- Continued investment activities related to the Bakery concentration project in order to improve production efficiency and reduce operating expenses (investment in an automatic line for making bread and a shock freezer, and the extension of the existing shipping area),
- Investment in the construction of the new tomato factory in continental Croatia and the purchase of agricultural machinery and irrigation equipment for the purpose of increasing the primary processing capacity of fresh tomatoes and ensuring continuity of own production,
- Investment in replacing the sterilizer in the meat canning facility of the Danica factory, which will result in raising the level of production efficiency and increasing the profitability of the canned meat range,
- Investment in the relocation of the frozen food range in Slovenia in order to ensure the continuity of production and a higher level of production efficiency,
- Regular investment in the maintenance of the existing IT and communication infrastructure in order to maintain business continuity,
- Continued investment activities related to the modernization of the truck fleet aimed at reducing maintenance costs and improving the efficiency, timeliness and reliability of transport and distribution,

- Investment in additional solar power plants and reconstruction of the thermal energy production and supply system that will reduce energy consumption,
- Renovation of the remaining office spaces at the location of the company's headquarters, after the completion of works on the reconstruction and modernization of the administrative building. The renovation includes IT and energy reconstruction and overall modernization, which will significantly improve the working conditions of employees and reduce energy consumption.

The above capital expenditures are expected to positively impact the operating profitability increase.

In 2023, expected capital expenditures are at a level of approximately EUR 77.9m.

Net cash flow from financing activities

In the 1 - 9 2023 period, net cash flow from financing activities amounted to negative EUR 53.3m, and it decreased compared to the same period of the previous year, primarily due to regular repayment of borrowings.

Share in 1 – 9 2023



List of major shareholders as at 30 September 2023

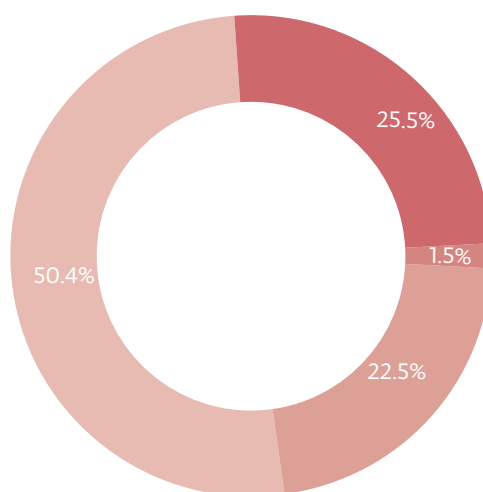
| No. | Shareholder | Number of shares | % of ownership |
|-----|---|------------------|----------------|
| 1. | PBZ Croatia osiguranje mandatory pension fund, category B | 1,097,644 | 15.4% |
| 2. | AZ mandatory pension fund, category B | 932,563 | 13.1% |
| 3. | RSC* - Croatian Pension Insurance Institute | 727,703 | 10.2% |
| 4. | Erste Plavi mandatory pension fund, category B | 638,248 | 9.0% |
| 5. | Raiffeisen mandatory pension fund, category B | 625,298 | 8.8% |
| 6. | RSC* - Republic of Croatia | 452,792 | 6.4% |
| 7. | Capital Fund | 406,842 | 5.7% |
| 8. | Pivac Brothers Meat Industry | 370,977 | 5.2% |
| 9. | Republic of Croatia | 167,281 | 2.3% |
| 10. | Podravka Inc. | 108,944 | 1.5% |
| | Other shareholders | 1,591,711 | 22.4% |
| | Total | 7,120,003 | 100.0% |

* The Restructuring and Sale Centre holds 1,241,504 shares through four accounts, Capital Fund Inc. holds 406,842 shares, the Republic of Croatia additionally holds 167,281 shares on a separate account.

Podravka Inc. has a stable ownership structure where the most significant stake is held by the Republic of Croatia and domestic pension funds. A total of 7,120,003 shares have been issued at nominal price of EUR 30.0 per share. As at 30 September 2023, the Republic of Croatia holds 25.5% stake, and domestic pension funds (mandatory and voluntary) hold a total of 50.4% stake. Podravka Inc. has 1.5% of treasury shares. Podravka Inc.'s shares have been listed on the Prime Market of the Zagreb Stock Exchange and in eight Zagreb Stock Exchange indices (CROBEX, CROBEX10, CROBEXtr, CROBEX10tr, CROBEXprime, CROBEXplus, CROBEXnutris and ADRIAprime).

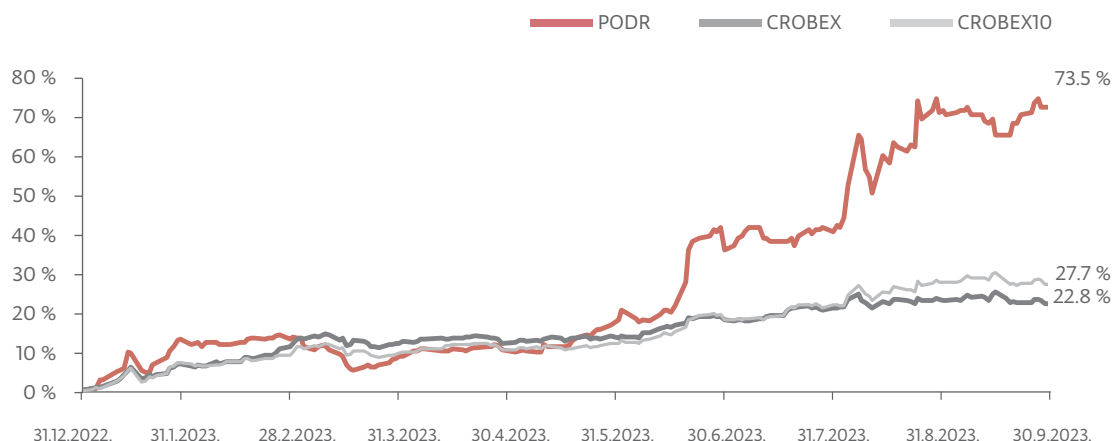
Ownership structure as at 30 September 2023

- Republic of Croatia 25.5 %
- Treasury shares 1.5 %
- Others 22.5 %
- Croatian pension funds** 50.4 %



** Includes all mandatory and voluntary pension funds managed by the pension companies: AZ, ROMF, PBZCO and ERSTE.

Share price movement in 1 – 9 2023



| (closing price in EUR; closing points) | 31 December 2022 | 30 September 2023 | % |
|---|-------------------------|--------------------------|----------|
| PODR | 84.1 | 146.0 | 73.5% |
| CROBEX | 1,979.9 | 2,431.1 | 22.8% |
| CROBEX10 | 1,156.2 | 1,476.5 | 27.7% |

In the reporting period, the price of Podravka's share increased by 73.5% compared to the end of 2022. At the same time, the CROBEX and CROBEX10 stock indices increased by 22.8% and 27.7%, respectively.

Result on the Croatian capital market in 1 – 9 2023

| (in EUR; in units)¹⁰ | 1 - 9 2022 | 1 - 9 2023 | % |
|--|-------------------|-------------------|----------|
| Weighted average daily price | 81.2 | 123.1 | 51.6% |
| Average daily number of transactions | 15 | 14 | (9.1%) |
| Average daily volume | 1,059 | 1,317 | 24.3% |
| Average daily turnover | 83,678.4 | 161,193.7 | 92.6% |

In the 1 - 9 period, the weighted average daily price of Podravka's share recorded an increase of 51.6% relative to the comparative period. Compared to 1 - 9 2022, the average daily number of transactions is 9.1% lower, the average daily volume increased by 24.3%, and the average daily turnover increased by 92.6%.

¹⁰ The weighted average daily price in the reporting period is calculated as the sum of the weighted average daily prices in the reporting period, multiplied by the daily volume weight. The daily volume weight is calculated as a ratio of daily volume and total volume in the reporting period. The formula, Weighted average daily price in the reporting period = \sum average daily price*(daily volume/total volume in the reporting period).

Other indicators are calculated as the average of average daily transactions/volume/turnover in the reporting period. Block trades are excluded from the calculation.

Valuation

(in EUR millions; last price and earnings per share in EUR)*

| | 2022 | 1 - 9 2023 | % |
|--|-----------|------------|--------|
| Last price | 84.1 | 146.0 | 73.5% |
| Weighted average number of shares ¹¹ | 7,018,424 | 7,015,732 | (0.0%) |
| Market capitalization ¹² | 590.6 | 1,024.3 | 73.4% |
| EV ¹³ | 662.1 | 1,061.1 | 60.3% |
| Normalized earnings per share ¹⁴ | 5.9 | 6.4 | 8.7% |
| EV / sales revenue | 1.0 | 1.5 | 52.9% |
| EV / normalized EBITDA | 7.9 | 12.1 | 51.8% |
| EV / normalized EBIT | 12.5 | 18.8 | 50.3% |
| Last price / normalized earnings per share ratio (P / E) | 14.3 | 22.8 | 59.6% |

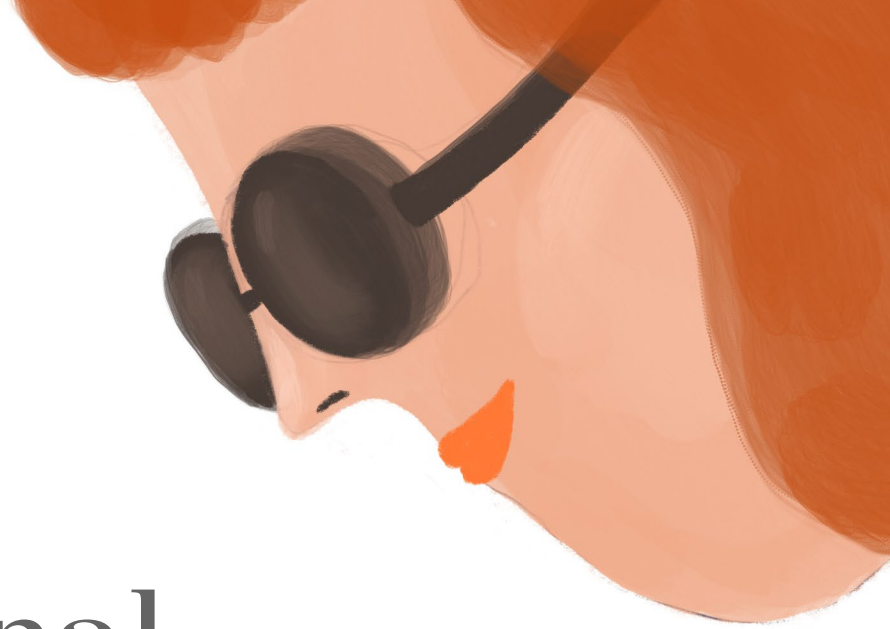
* NOTE: all indicators are calculated in a way that income statement items are calculated at the level of the last 12 months, while balance sheet items are taken at the period end.

¹¹ The weighted average number of shares is calculated on the basis of previous 12 months period by dividing the sum of the weighted number of shares of each individual month by the total number of calendar days in the previous 12 months. The weighted number of shares on a monthly basis is calculated by reducing the total number of issued shares by the amount of treasury shares and multiplying the difference by the number of days of that month.

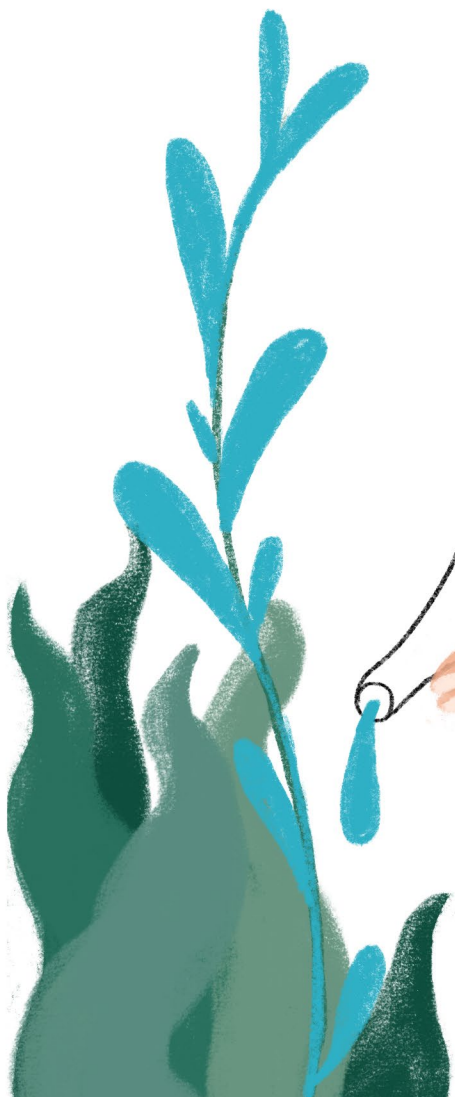
¹² Market Capitalization: Last price * Weighted average number of shares.

¹³ Enterprise value: Market Capitalization + Net debt + Minority interests.

¹⁴ Normalized earnings per share is calculated in a way that normalized Net income after minority interests is divided with weighted average number of shares. Normalized Net income after minority interests include the last 12 months period.



Additional
tables for 1 – 9 2023



Calculation of reported and normalized EBITDA

EBITDA is calculated in a way that EBIT was increased by depreciation and amortization and value adjustments to non-current assets.

| Reported EBITDA calculation | 1 - 9 2022 | | | 1 - 9 2023 | | |
|------------------------------------|-------------------|--------------|---------------|-------------------|--------------|---------------|
| | Group | Food | Pharma | Group | Food | Pharma |
| (in EUR millions) | | | | | | |
| Reported EBIT | 45.77 | 29.20 | 16.57 | 48.62 | 25.47 | 23.15 |
| +amortization and depreciation | 22.69 | 16.06 | 6.63 | 23.84 | 17.17 | 6.67 |
| +value adjustments | 0.55 | - | 0.55 | - | - | - |
| Reported EBITDA | 69.01 | 45.25 | 23.75 | 72.46 | 42.64 | 29.82 |

| Normalized EBITDA calculation | 1 - 9 2022 | | | 1 - 9 2023 | | |
|--------------------------------------|-------------------|--------------|---------------|-------------------|--------------|---------------|
| | Group | Food | Pharma | Group | Food | Pharma |
| (in EUR millions) | | | | | | |
| Normalized EBIT | 45.86 | 29.08 | 16.78 | 49.36 | 26.21 | 23.15 |
| +amortization and depreciation | 22.69 | 16.06 | 6.63 | 23.84 | 17.17 | 6.67 |
| +value adjustments | - | - | - | - | - | - |
| Normalized EBITDA | 68.55 | 45.14 | 23.42 | 73.20 | 43.38 | 29.82 |

One-off items in 1 - 9 2023 and 1 - 9 2022

In the 1 - 9 2023 period, the Podravka Group received tax incentives based on the Investment Promotion Act in the amount of EUR 19.7m, which is treated as a one-time item. The effects of tax incentives based on the Investment Promotion Act are explained in the introductory notes in the "Profitability in 1 - 9 2023" section.

In the 1 - 9 2023 period, the Food segment incurred EUR 0.7m costs of severance payments for employees (long-term sick leaves, the restructuring of the Žito Group, the restructuring in Poland, and the restructuring in Russia), and EUR 0.02m income from the sale of non-operating assets, with EUR 0.04m of costs related to the restructuring of the Žito Group.

The estimated impact of these one-off items on tax of Food is EUR 0.12m (decreases it).

In the 1 - 9 2023 period, the Pharmaceuticals segment incurred EUR 2 thousand costs of severance payments related to the restructuring in Russia.

In the 1 - 9 2022 period, the Food segment incurred EUR 0.6m costs of severance payments for employees (long-term sick leaves, the restructuring of the Žito Group and the restructuring on the market of Russia), treated as one-off items. Also, income of EUR 0.73m was realized from the sale of property in Kostzyn in Poland, and land of Mirna in Croatia.

The estimated impact of these one-off items on tax of Food is EUR 0.11m (decreases it).

In the 1 - 9 2022 period, the Pharmaceuticals segment incurred EUR 0.27m costs of severance payments related to restructuring in Russia, treated as one-off item, EUR 0.61m of income from the sale of vehicles also related to the restructuring on the market of Russia, and EUR 0.55m of costs related to impairment of non-current intangible assets. The impact on tax amounts to EUR 0.04m (decreases it).

Normalization of the Profit and Loss Statement by segments

| Reported and normalized profitability | 1 - 9 2022 | | | 1 - 9 2023 | | |
|---|-------------------|--------------|---------------|-------------------|--------------|---------------|
| (in EUR millions) | Group | Food | Pharma | Group | Food | Pharma |
| Reported EBITDA | 69.01 | 45.25 | 23.75 | 72.46 | 42.64 | 29.82 |
| +severance payments | 0.89 | 0.61 | 0.27 | 0.72 | 0.72 | 0.00 |
| +revenues from the sale of asset | (1.35) | (0.73) | (0.61) | (0.02) | (0.02) | - |
| +cost of restructuring Žito group | - | - | - | 0.04 | 0.04 | - |
| Normalized EBITDA | 68.55 | 45.14 | 23.42 | 73.20 | 43.38 | 29.82 |
| Reported EBIT | 45.77 | 29.20 | 16.57 | 48.62 | 25.47 | 23.15 |
| +normalizations above EBITDA level | (0.46) | (0.12) | (0.34) | 0.74 | 0.74 | 0.00 |
| +intangible assetsI | 0.55 | - | 0.55 | - | - | - |
| Normalized EBIT | 45.86 | 29.08 | 16.78 | 49.36 | 26.21 | 23.15 |
| Reported Net profit after MI | 35.71 | 23.17 | 12.54 | 58.34 | 40.44 | 17.90 |
| +normalizations above EBIT level | 0.10 | (0.12) | 0.21 | 0.74 | 0.74 | 0.00 |
| +tax benefits according to Investment Promotion Act | - | - | - | (19.72) | (19.72) | - |
| +estimated impact of normalization on taxes | (0.15) | (0.11) | (0.04) | (0.12) | (0.12) | (0.00) |
| Normalized Net profit after MI | 35.66 | 22.94 | 12.72 | 39.24 | 21.34 | 17.90 |

Consolidated
financial
statements
in 1 - 9 2023



Consolidated Profit and Loss Statement in 1 - 9 2023

| (in EUR thousands) | 1 - 9 2022 | % of sales revenues | 1 - 9 2023 | % of sales revenues | % change |
|--|----------------|---------------------|----------------|---------------------|-----------------|
| Sales revenue | 492,749 | 100.0% | 525,103 | 100.0% | 6.6% |
| Cost of goods sold | (317,331) | (64.4%) | (341,703) | (65.1%) | 7.7% |
| Gross profit | 175,418 | 35.6% | 183,400 | 34.9% | 4.6% |
| General and administrative expenses | (33,600) | (6.8%) | (36,829) | (7.0%) | 9.6% |
| Selling and distribution costs | (65,420) | (13.3%) | (66,375) | (12.6%) | 1.5% |
| Marketing expenses | (33,890) | (6.9%) | (32,845) | (6.3%) | (3.1%) |
| Other (expenses) / income, net | 3,259 | 0.7% | 1,265 | 0.2% | (61.2%) |
| Operating profit | 45,767 | 9.3% | 48,616 | 9.3% | 6.2% |
| Financial income | 47 | 0.0% | 919 | 0.2% | 1,838.9% |
| Other financial expenses | (55) | (0.0%) | (626) | (0.1%) | 1,039.8% |
| Interest expenses | (537) | (0.1%) | (522) | (0.1%) | (2.7%) |
| Net foreign exchange differences on borrowings | (255) | (0.1%) | (173) | (0.0%) | (32.3%) |
| Net finance costs | (799) | (0.2%) | (401) | (0.1%) | (49.8%) |
| Profit before tax | 44,968 | 9.1% | 48,214 | 9.2% | 7.2% |
| Current income tax | (7,077) | (1.4%) | 2,516 | 0.5% | (135.6%) |
| Deferred tax | (1,378) | (0.3%) | 8,490 | 1.6% | (716.1%) |
| Income tax | (8,455) | (1.7%) | 11,006 | 2.1% | (230.2%) |
| Net profit for the year | 36,513 | 7.4% | 59,221 | 11.3% | 62.2% |
| Net profit / (loss) attributable to: | | | | | |
| Equity holders of the parent | 35,714 | 7.2% | 58,340 | 11.1% | 63.4% |
| Non-controlling interests | 799 | 0.2% | 881 | 0.2% | (10.3%) |

Consolidated Balance Sheet as at 30 September 2023

| <i>(in EUR thousands)</i> | 31 Dec 2022 | % share | 30 Sep 2023 | % share | % change |
|--|--------------------|----------------|--------------------|----------------|-----------------|
| ASSETS | | | | | |
| Non-current assets | | | | | |
| Goodwill | 3,876 | 0.5% | 3,876 | 0.5% | 0.0% |
| Intangible assets | 32,082 | 4.4% | 33,238 | 4.4% | 3.6% |
| Property, plant and equipment | 300,791 | 40.9% | 326,745 | 43.5% | 8.6% |
| Right-of-use assets | 11,140 | 1.5% | 9,732 | 1.3% | (12.6%) |
| Investment property | 14,016 | 1.9% | 13,868 | 1.8% | (1.1%) |
| Non-current financial assets | 5,728 | 0.8% | 5,727 | 0.8% | (0.0%) |
| Deferred tax assets | 16,962 | 2.3% | 25,295 | 3.4% | 49.1% |
| Total non-current assets | 384,595 | 52.2% | 418,481 | 55.7% | 8.8% |
| Current assets | | | | | |
| Inventories | 167,062 | 22.7% | 162,672 | 21.6% | (2.6%) |
| Trade and other receivables | 118,036 | 16.0% | 126,864 | 16.9% | 7.5% |
| Financial assets at fair value through profit and loss | 12 | 0.0% | 7 | 0.0% | (41.7%) |
| Debit securities at amortized cost | 39,767 | 5.4% | 7,947 | 1.1% | (80.0%) |
| Income tax receivable | 533 | 0.1% | 3,308 | 0.4% | 520.6% |
| Cash and cash equivalents | 21,913 | 3.0% | 28,489 | 3.8% | 30.0% |
| Non-current assets held for sale | 4,304 | 0.6% | 4,090 | 0.5% | (5.0%) |
| Total current assets | 351,627 | 47.8% | 333,377 | 44.3% | (5.2%) |
| Total assets | 736,222 | 100.0% | 751,858 | 100.0% | 2.1% |

Consolidated Balance Sheet as at 30 September 2023

| <i>(in EUR thousands)</i> | 31 Dec 2022 | % share | 30 Sep 2023 | % share | % change |
|---|--------------------|----------------|--------------------|----------------|-----------------|
| EQUITY AND LIABILITIES | | | | | |
| Shareholders' equity | | | | | |
| Subscribed capital | 207,897 | 28.2% | 213,600 | 28.4% | 2.7% |
| Capital gains | 24,780 | 3.4% | 18,436 | 2.5% | (25.6%) |
| Treasury shares | (5,634) | (0.8%) | (8,037) | (1.1%) | 42.7% |
| Reserves | 163,898 | 22.3% | 172,094 | 22.9% | 5.0% |
| Retained earnings / (accumulated losses) | 128,241 | 17.4% | 159,792 | 21.3% | 24.6% |
| Attributable to equity holders of the parent | 519,182 | 70.5% | 555,885 | 73.9% | 7.1% |
| Non-controlling interests | 9,424 | 1.3% | 10,305 | 1.4% | 9.3% |
| Total shareholders' equity | 528,606 | 71.8% | 566,190 | 75.3% | 7.1% |
| Non-current liabilities | | | | | |
| Borrowings | 3,797 | 0.5% | 1,322 | 0.2% | (65.2%) |
| Lease liabilities | 6,253 | 0.8% | 5,485 | 0.7% | (12.3%) |
| Non-current provisions for employee benefits | 7,596 | 1.0% | 7,412 | 1.0% | (2.4%) |
| Other non-current provisions | 4,686 | 0.6% | 4,753 | 0.6% | 1.4% |
| Other non-current liabilities | 2,799 | 0.4% | 2,555 | 0.3% | (8.7%) |
| Deferred tax liability | 4,166 | 0.6% | 4,094 | 0.5% | (1.7%) |
| Total non-current liabilities | 29,297 | 4.0% | 25,621 | 3.4% | (12.5%) |
| Current liabilities | | | | | |
| Trade and other payables | 94,976 | 12.9% | 106,189 | 14.1% | 11.8% |
| Income tax payable | 3,608 | 0.5% | 546 | 0.1% | (84.9%) |
| Financial liabilities at fair value through profit and loss | 0 | 0.0% | 11 | 0.0% | n/p |
| Borrowings | 67,738 | 9.2% | 43,501 | 5.8% | (35.8%) |
| Lease liabilities | 6,249 | 0.8% | 4,703 | 0.6% | (24.7%) |
| Current provisions for employee benefits | 5,564 | 0.8% | 4,849 | 0.6% | (12.9%) |
| Other current provisions | 184 | 0.0% | 248 | 0.0% | 34.8% |
| Total current liabilities | 178,319 | 24.2% | 160,047 | 21.3% | (10.2%) |
| Total liabilities | 207,616 | 28.2% | 185,668 | 24.7% | (10.6%) |
| Total equity and liabilities | 736,222 | 100.0% | 751,858 | 100.0% | 2.1% |

Consolidated Cash Flow Statement in 1-9 2023

| (in EUR thousands) | 1 - 9 2022 | 1 - 9 2023 | % change |
|---|---------------|---------------|-------------|
| Profit before tax | 44,968 | 48,214 | 7.2% |
| Depreciation and amortization | 22,688 | 23,844 | 5.1% |
| Impairment on trade receivables and other receivables | 507 | (331) | (165.3%) |
| Reversal of impairment of given loans and interests | (33) | (3) | 90.9% |
| Impairment of non-current assets | 553 | 0 | (100.0%) |
| Remeasurement of financial instruments at fair value | 8 | 17 | 112.5% |
| Share based payment transactions | 421 | 378 | (10.2%) |
| Profit on sale and disposal of non-current assets | (1,006) | (124) | 87.7% |
| Profit on sale of assets held for sale | (733) | (44) | 94.0% |
| Increase in provisions | (1,605) | (766) | 52.3% |
| Interest income | (44) | (916) | (1,981.8%) |
| Dividends income | (4) | (3) | 25.0% |
| Interest expenses | 545 | 1,125 | 106.4% |
| Effect of changes in foreign exchange rates | 126 | 50 | (60.3%) |
| Total adjustments | 21,423 | 23,227 | 8.4% |
| Changes in working capital: | | | |
| (Increase) / Decrease in inventories | (42,794) | 4,390 | 110.3% |
| Decrease / (Increase) in trade receivables | 13,376 | (8,444) | (163.1%) |
| Increase in trade payables | 36,934 | 10,711 | (71.0%) |
| Cash generated from operations | 73,907 | 78,098 | 5.7% |
| Income tax paid | (4,373) | (3,320) | 24.1% |
| Interest paid | (583) | (1,139) | (95.4%) |
| Net cash from operating activities | 68,951 | 73,639 | 6.8% |

Consolidated Cash Flow Statement in 1 - 9 2023

| <i>(in EUR thousands)</i> | 1 - 9 2022 | 1 - 9 2023 | % change |
|--|-------------------|-------------------|-----------------|
| Cash flow from investing activities | | | |
| Purchase of property, plant, equipment and intangibles | (38,867) | (46,916) | (20.7%) |
| Proceeds from investing in marketable securities | 0 | 40,289 | 100.0% |
| Investing in marketable securities | 0 | (7,951) | (100.0%) |
| Proceeds from sale of property, plant, equipment and intangibles | 1,150 | 226 | (80.3%) |
| Proceeds from sale of assets held for sale | 2,405 | 165 | (93.1%) |
| Loans given | (2) | (1) | 50.0% |
| Repayment of loans receivable | 35 | 4 | (88.6%) |
| Interest received | 44 | 398 | 804.5% |
| Dividend received | 4 | 3 | (25.0%) |
| Net cash from investing activities | (35,231) | (13,783) | 60.9% |
| Cash flow from financing activities | | | |
| Dividend pay-out | (12,085) | (18,586) | (53.8%) |
| Acquisition of additional non-controlling interests | (27) | 0 | 100.0% |
| Purchase of treasury shares | (2,334) | (4,033) | (72.8%) |
| Sale of treasury shares | 1,386 | 1,192 | (14.0%) |
| Proceeds from borrowings | 60,161 | 66,160 | 10.0% |
| Repayment of borrowings | (53,574) | (92,866) | (73.3%) |
| Repayment of lease | (3,866) | (5,147) | (33.1%) |
| Net cash from financing activities | (10,339) | (53,280) | (415.3%) |
| Net (decrease) / increase of cash and cash equivalents | 23,381 | 6,576 | (71.9%) |
| Cash and cash equivalents at beginning of the year | 4,420 | 21,913 | 395.8% |
| Cash and cash equivalents at the end of year | 27,801 | 28,489 | 2.5% |

Consolidated Statement of Changes in Equity in 1 - 9 2023

| (in EUR thousands) | Subscribed capital | Capital gains | Treasury shares | Other reserves | Retained earnings/ accumulated loss | Total | Non-controlling interests | Total |
|---|--------------------|---------------|-----------------|----------------|--|----------|---------------------------|----------|
| As at 1 January 2022 | 207,897 | 25,415 | (5,228) | 144,706 | 109,123 | 481,913 | 8,400 | 490,313 |
| <i>Comprehensive income</i> | - | - | - | - | - | - | - | - |
| Profit for the year | - | - | - | - | 49,058 | 49,058 | 1,024 | 50,082 |
| Foreign exchange differences | - | - | - | 572 | - | 572 | 18 | 590 |
| Actuarial losses (net of deferred tax) | - | - | - | 805 | - | 805 | - | 805 |
| Other comprehensive income | - | - | - | 1,377 | - | 1,377 | 18 | 1,395 |
| Total comprehensive income | - | - | - | 1,377 | 49,058 | 50,435 | 1,042 | 51,477 |
| <i>Transactions with owners recognized directly in equity</i> | - | - | - | - | - | - | - | - |
| Allocation from retained earnings | - | - | - | 17,824 | (17,824) | - | - | - |
| Additional acquisition of minority interests | - | - | - | (9) | - | (9) | (18) | (27) |
| Exercise of options | - | (1,947) | 3,136 | - | (34) | 1,155 | - | 1,155 |
| Fair value of share-based payment transactions | - | 1,312 | - | - | - | 1,312 | - | 1,312 |
| Purchase of treasury shares | - | - | (3,542) | - | - | (3,542) | - | (3,542) |
| Dividends paid | - | - | - | - | (12,082) | (12,082) | - | (12,082) |
| Total transactions with owners recognized directly in equity | - | (635) | (406) | 17,815 | (29,940) | (13,166) | (18) | (13,184) |
| As at 31 December 2022 | 207,897 | 24,780 | (5,634) | 163,898 | 128,241 | 519,182 | 9,424 | 528,606 |
| <i>Comprehensive income</i> | - | - | - | - | - | - | - | - |
| Profit for the year | - | - | - | - | 58,340 | 58,340 | 881 | 59,221 |
| Foreign exchange differences | - | - | - | 41 | - | 41 | - | 41 |
| Other comprehensive income | - | - | - | 41 | - | 41 | - | 41 |
| Total comprehensive income | - | - | - | 41 | 58,340 | 58,381 | 881 | 59,262 |
| <i>Transactions with owners recognized directly in equity</i> | - | - | - | - | - | - | - | - |
| Allocation from retained earnings | - | - | - | 8,155 | (8,155) | - | - | - |
| Exercise of options | - | (1,019) | 1,630 | - | (55) | 556 | - | 556 |
| Fair value of share-based payment transactions | - | 378 | - | - | - | 378 | - | 378 |
| Purchase of treasury shares | - | - | (4,033) | - | - | (4,033) | - | (4,033) |
| Dividends paid | - | - | - | - | (18,579) | (18,579) | - | (18,579) |
| Adjustment of Issued Capital and Shares - EUR Conversion | 5,703 | (5,703) | - | - | - | - | - | - |
| Total transactions with owners recognized directly in equity | 5,703 | (6,344) | (2,403) | 8,155 | (26,789) | (21,678) | - | (21,678) |
| As at 30 September 2023 | 213,600 | 18,436 | (8,037) | 172,094 | 159,792 | 555,885 | 10,305 | 566,190 |

Notes to the financial statements

In 1 - 9 2023 period there were no changes in accounting policies.

The audited Annual report of the Podravka Group for 2022 are available at:

<https://www.podravka.com/investors/financial-reports/>



MANAGEMENT BOARD

Koprivnica, October 16th 2023

STATEMENT FROM EXECUTIVES RESPONSIBLE FOR PREPARING FINANCIAL STATEMENTS

According to our best knowledge consolidated unaudited financial statements of Podravka Group for the period 1 - 9 2023 have been prepared in compliance with the Accounting Act of the Republic of Croatia and International Financial Reporting Standards (IFRS) and provide an overall and true presentation of assets, liabilities, profit and loss, financial position and business operations of Podravka Group and all subsidiary companies involved in the consolidation.

Corporate Accounting Director:
Julijana Artner Kuček



Board Member:
Davor Doko

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