



12M 2021 PRELIMINARY RESULTS

KOFOLA GROUP INVESTOR PRESENTATION

15 February 2022

THE KOFOLA GROUP

One of the most significant producers of non-alcoholic beverages in CEE and SEE



Revenue 12M 2021
€ 258.8m



EBITDA 12M 2021
€ 43.9m



11 production plants



1,993 employees



Headquarters



Production plants



Kofola Group's markets

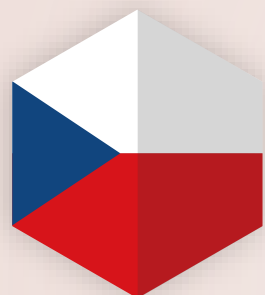
Note: CZK/EUR average FX rate for 12M21: 25.645.

OUR LONG-TERM STRATEGY IS TO BE MARKET LEADER OR RUNNER-UP



Sales in countries where Kofola Group is number one or two in the soft drinks market account for **91% of our total revenue**.

CZECHIA



No. 2

player in the soft
drinks market

No. 2

water brand

SLOVAKIA



No. 1

player in the soft
drinks market

No. 1

water brand

SLOVENIA



No. 1

player in the soft
drinks market

No. 1

water brand

CROATIA



No. 2

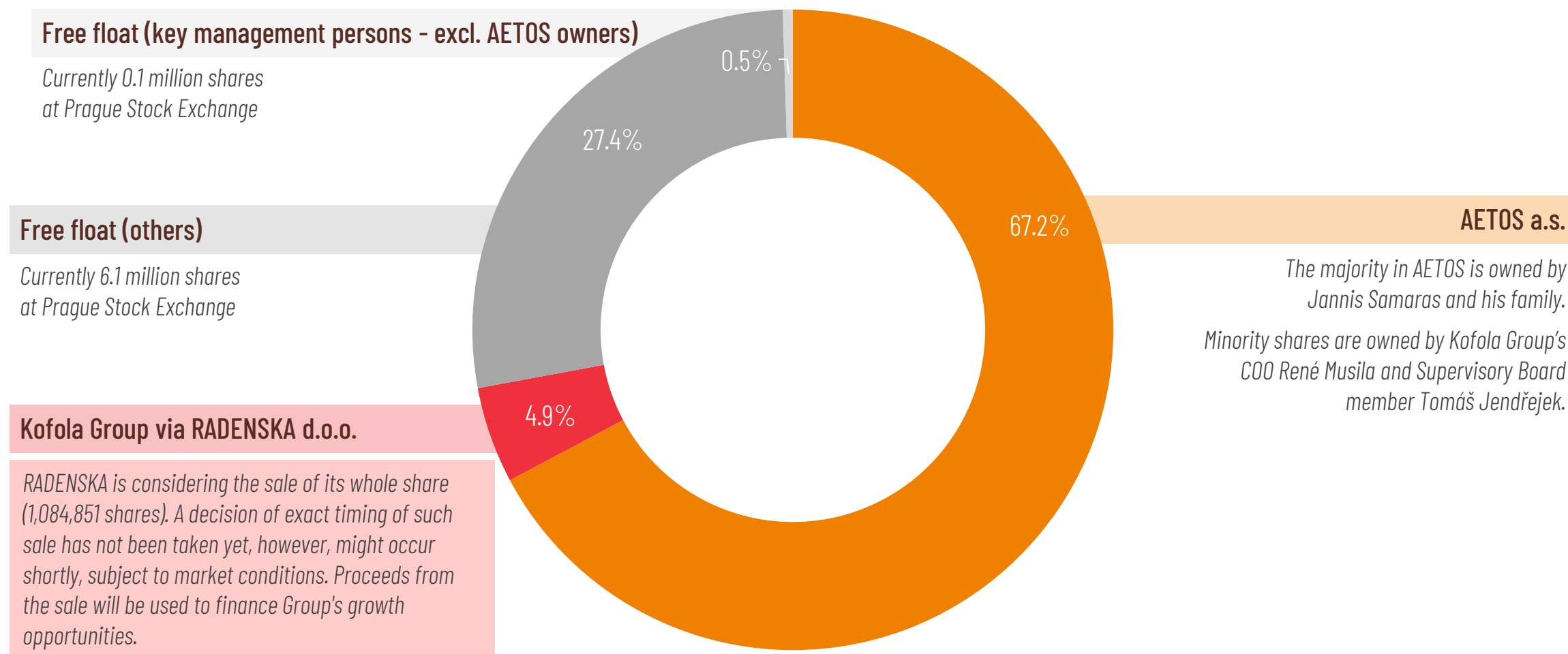
water brand

PRELIMINARY ACT 2021 vs GOALS 2021 vs GOALS 2022

	Goals 2021 (first guidance)*	Goals 2021 (latest update)**	ACT 2021 (preliminary)	Goals 2022 (first guidance)***
EBITDA (range)	1,030-1,150 CZKm	1,080-1,120 CZKm	1,125 CZKm	1,080-1,200 CZKm
Revenue growth	N/A	5%	7.5%	11%
Max CAPEX	N/A	300 CZKm	Met	35% of EBITDA
Dividend per share	N/A	13.5 CZK	13.5 CZK	13.5 CZK
Net debt / EBITDA	N/A	< 3.5	3.1	≐ 3.0

* Published 1Q21. ** Published 3Q21. *** Starting with wide interval due to Covid and inflation/material prices uncertainty. As in LY, the range will be gradually narrowed.

KOFOLA OWNERSHIP STRUCTURE AS OF 31 DECEMBER 2021



FINANCIAL STABILITY AND FURTHER DEVELOPMENT

We stabilized our financial situation and reduced our debt from around a 4.1 level at the beginning of Covid pandemic to a current healthy 3.1 level. We will keep reducing our debt to 2-2.5.

Now we want to develop further, mainly in these areas:

1. Sustainability of our business

We have already started a Cirkulka project (returnable glass packaging), signed an SPA with General Plastic (rPET producer). Other projects will follow.

2. Set up of start-up incubator

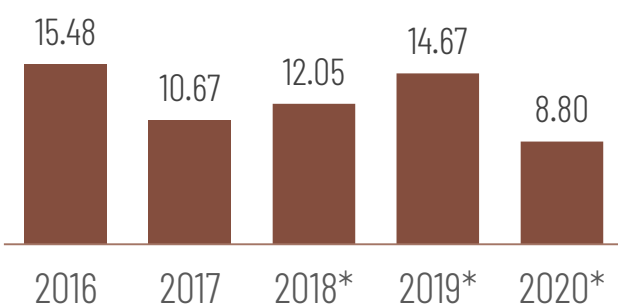
We have included existing investments in this incubator – F.H.Prager (craft ciders), e-sport team Brute (now Semtex Republic) but we are looking for new projects that have a potential to support our core and non-core business.



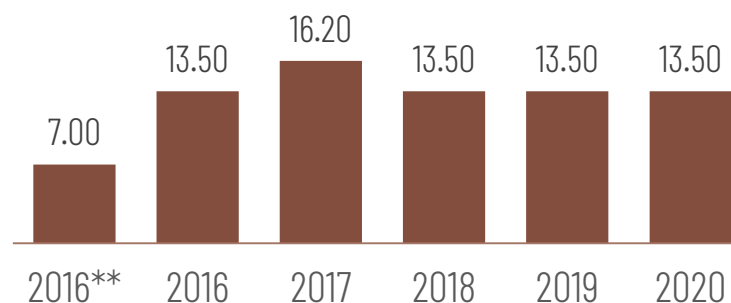
KOFOLA LISTED ON PSE



Earnings per share (CZK)



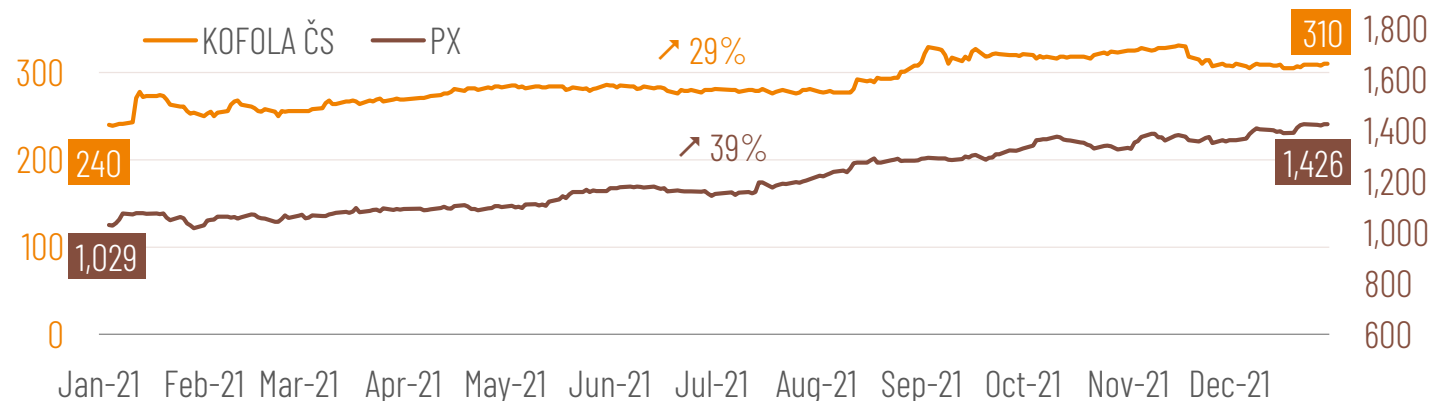
Dividends per share (CZK)



Dividend policy 2021 - 2023

- Approximately CZK 300 million in each financial year. Subject on sufficient funds being available for distribution (distributable resources) without jeopardising the Company's financial stability.

Share performance*** (CZK)



About shares

Market capitalization	278.0 EURm
Dividend yield (latest dividend to share price as at 31-12-21)	4.4%
Average transaction volume	6,222 per day

* Continuing operations. ** Advance dividend. *** KFL vs. PX outperformance because largest share of the index have banks and a national energy provider.

OUR LATEST EFFORTS TO PUT SUSTAINABILITY INTO PRACTICE



Klášťorná Kalcia in 100% rPET saved more than 420 tonnes of plastic last year and c. 600 tonnes in 2021.

Follow the [link](#) for more information.



We have also introduced a 100% rPET bottle in Slovenia (Radenska Naturelle) and Croatia (Studena). These saved c. 73 tonnes of plastic in 2021.

We have increased our own herb production (e.g. hip, dandelion, elderberry, sage).



We are taking an active role in the education of others and participating in various public and private events to be part of the debate about our sustainable future.



OUR LATEST EFFORTS TO PUT SUSTAINABILITY INTO PRACTICE

WITH OUR LATEST PROJECT CALLED CIRKULKA, RETURNABLE GLASS PACKAGING WILL ALSO BE USED IN RETAIL FROM SPRING 2022.

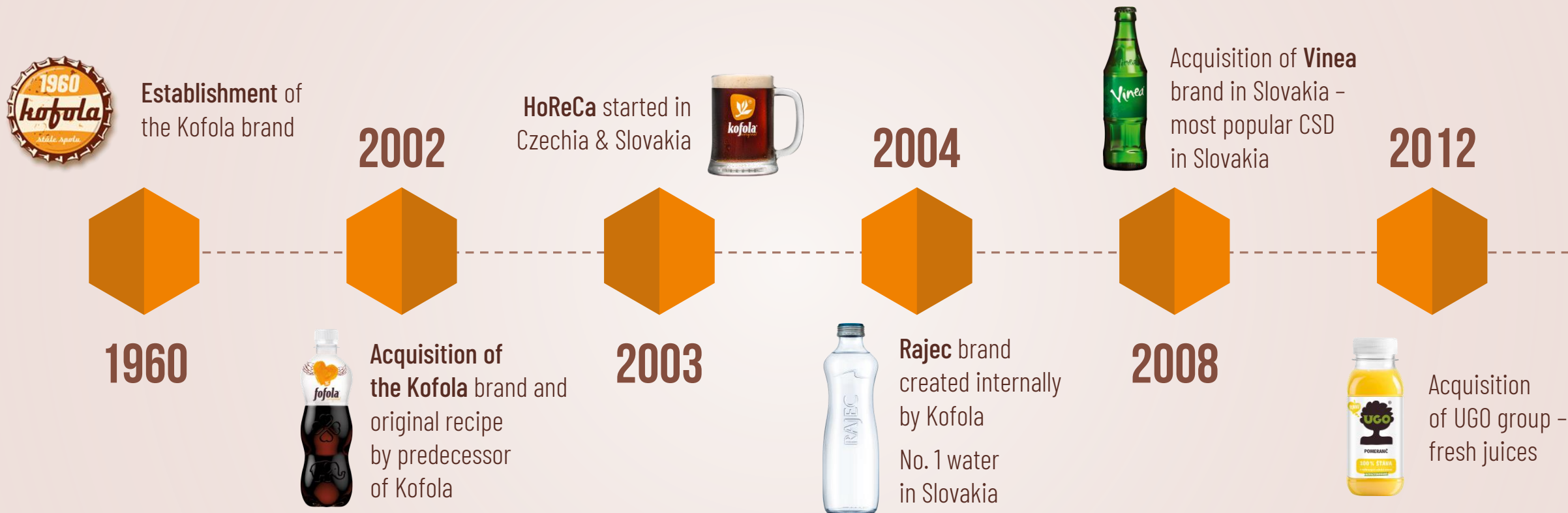


WE OPERATE WITH RESPECT TO NATURE, SOCIETY AND INDIVIDUALS.

Whole sustainability presentation for [download](#).



HISTORY OF SUCCESSFUL ACQUISITIONS AND DEVELOPMENT



HISTORY OF SUCCESSFUL ACQUISITIONS AND DEVELOPMENT



Expansion into the Adriatic region

Acquisition of Radenska –

No. 1 water producer in Slovenia

Acquisition of Studenac –

No. 2 mineral water brand in Croatia

2017–18



espresso



F.H. PRAGER
jablářství

Expansion into coffee and handcrafted cider

Acquisition of Espresso

Acquisition of F.H. Prager

Sale of Hoop Polska and Megapack

2015–16



Expansion into a new segment of healthy products

Acquisition of Premium Rosa in Poland

Acquisition of LEROS in Czechia

Acquisition of Klášterná in Slovakia



Take over of **Titbit** –
No. 1 salad producer in Czechia

2019–20



2020 acquisition of **ONDŘÁŠOVKA** and **Karlovarská Korunní** – producers of mineral waters in Czechia

CONTACT

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