



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



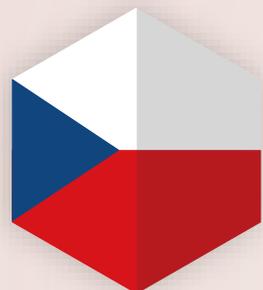
Kofola Group's markets

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

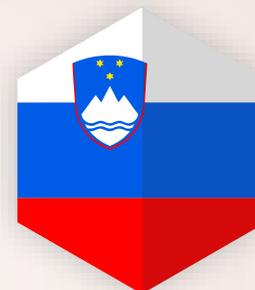
SLOVAKIA



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

Free float (key management persons - excl. AETOS owners)

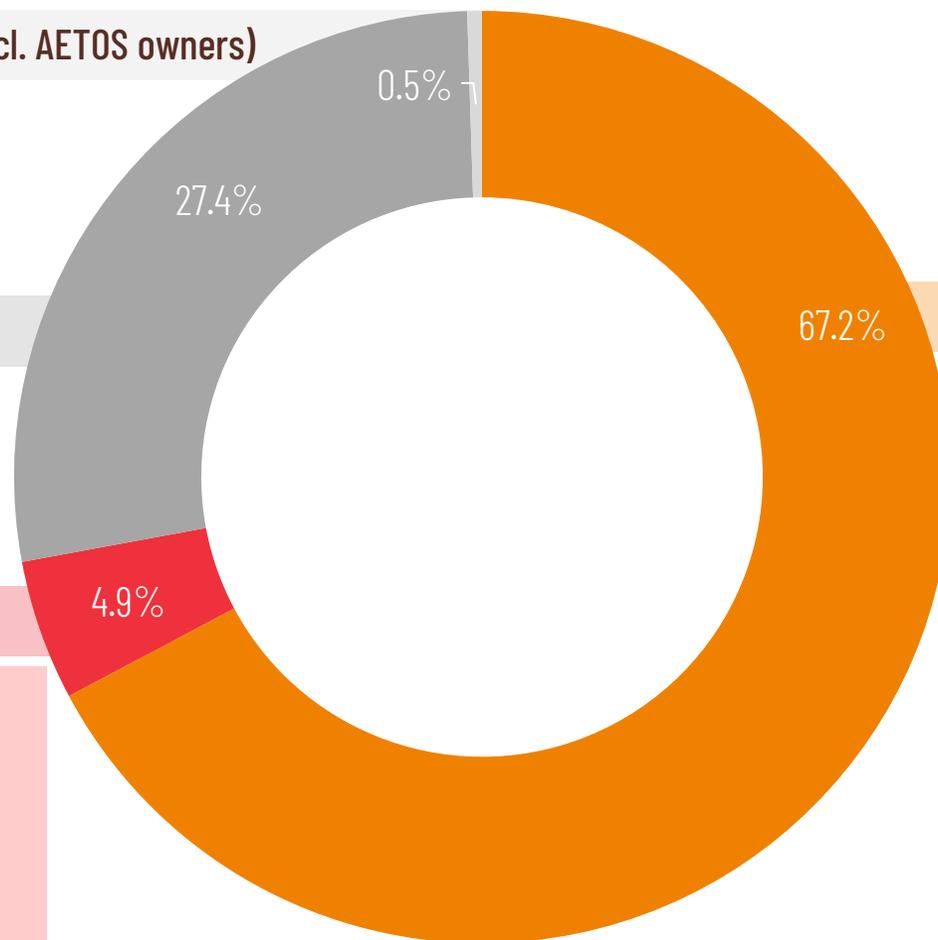
Currently 0.1 million shares
at Prague Stock Exchange

Free float (others)

Currently 6.1 million shares
at Prague Stock Exchange

Kofola Group via RADENSKA d.o.o.

RADENSKA is considering the sale of its whole share (1,084,851 shares). A decision of exact timing of such sale has not been taken yet, however, might occur shortly, subject to market conditions. Proceeds from the sale will be used to finance Group's growth opportunities.



AETOS a.s.

The majority in AETOS is owned by Jannis Samaras and his family.
Minority shares are owned by Kofola Group's COO René Musila and Supervisory Board member Tomáš Jendřejek.

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

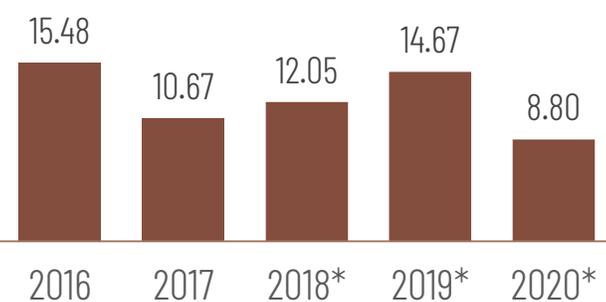
We have included existing investments in this incubator – F.H.Prager (craft ciders), e-sport team Brute (now Semtex Republic) but we are looking for new projects that have a potential to support our core and non-core business.



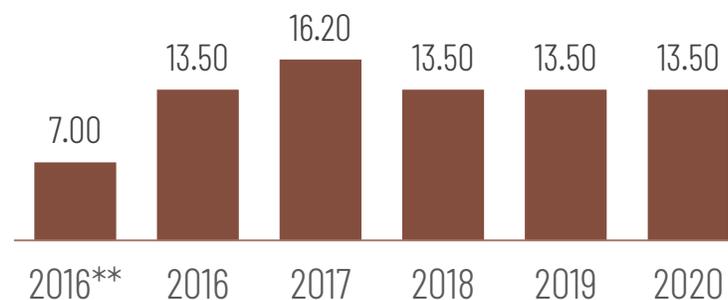
KOFOLA LISTED ON PSE



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.



Source: Blue Events

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.



kofola
Česká zima

Cirkulka

KOFOLA ČESKOSLOVENSKO PŘINÁŠÍ VLASTNÍ CIRCULAČNÍ SYSTÉM OBALŮ.

SPOLU V KRUHU STÁLE DOKOLA. KOFOLA.

SPOLU V KRUHU STÁLE DOKOLA. KOFOLA.

KOUPIT
Známé nápoje v novém obalu, který líchotí chuti. Sklo totiž skvěle chrání před vlivy okolí a zachovává kvalitu ingrediencí obsažených v nápojích.

VRÁTIT
Převraky jsou praktické a bezpečné. Jsou buď na 6 nebo 12 litrových lahví. Namíchejte si do nich svůj bar oblíbených nealko nápojů.

OBNOVIT
Opakované používání skleněných lahví je čista, jak vytrvalí řemeslníci, při němž se něco dává a něco vrací. Vrácené lahve vymyjeme, znovu naplníme a vrátíme do oběhu.

RITUÁL
Vytvořte si rituál. Pozvěte si do života Cirkulku s vědomím, že děláte dobře sobě i přírodě. Je to snadné - koupit, vypít, vrátit.

CIRKULÁRNÍ ŘEŠENÍ NÁPOJOVÝCH OBALŮ V MALOOBCHODU S KOMFORTEM PET LAHVÍ A OHLEDUPLNOSTÍ SKLA.

WE OPERATE WITH RESPECT TO NATURE, SOCIETY AND INDIVIDUALS.

Whole sustainability presentation for [download](#).



HISTORY OF SUCCESSFUL ACQUISITIONS AND DEVELOPMENT



Establishment of the Kofola brand

2002

HoReCa started in Czechia & Slovakia



2004



Acquisition of Vinea brand in Slovakia – most popular CSD in Slovakia

2012

1960



Acquisition of the Kofola brand and original recipe by predecessor of Kofola

2003



Rajec brand created internally by Kofola
No. 1 water in Slovakia

2008



Acquisition of UGO group – fresh juices

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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