

## 3M2019 RESULTS

Conference call summary

15 May 2019



# Presented by:

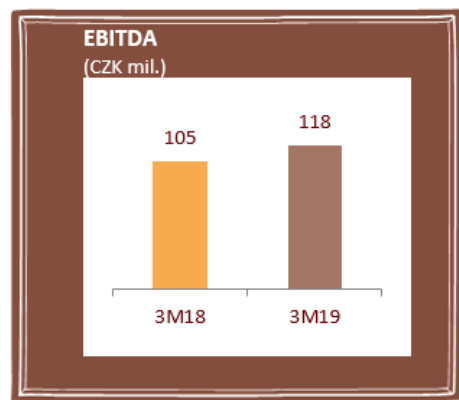
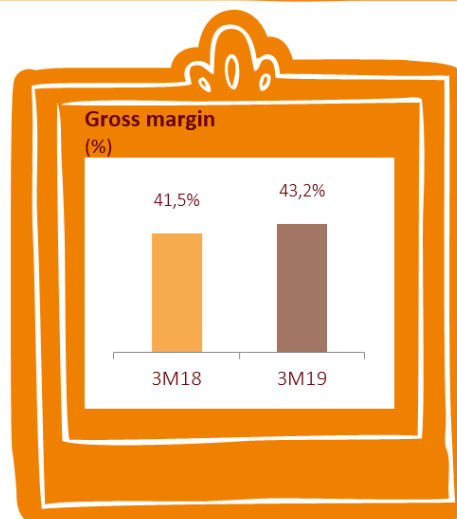
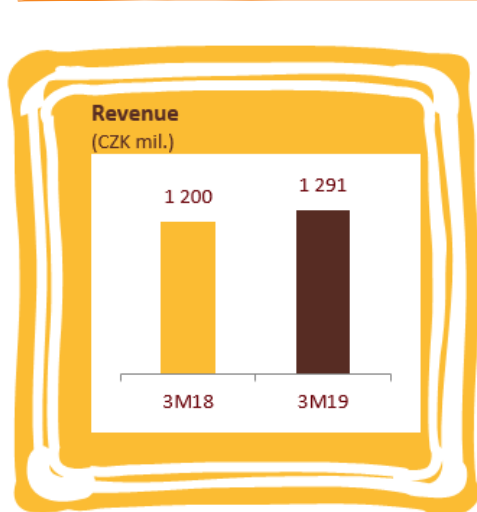
Pavel Jakubík  
Group CFO



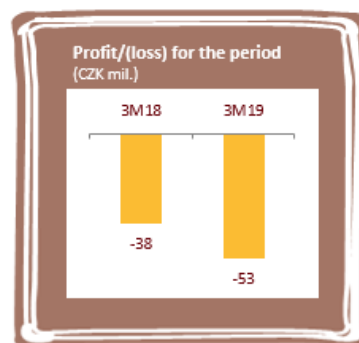
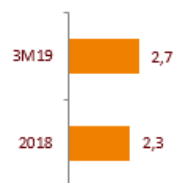
Royal Crown Cola sales in CzechoSlovakia growing by double digit percentage, also thanks to a successful marketing campaign.

# Kofola Group Key 3M Highlights\*

(continuing operations)



Net debt/LTM EBITDA



## MAIN INFORMATION IN 3M19:

- GROUP'S EBITDA FROM CONTINUING OPERATIONS INCREASED BY CZK 12.8 MIL. (12.2%).
- ADJUSTED EBITDA IN THE CZECHOSLOVAKIA AND ADRIATIC SEGMENTS IN TOTAL REACHED CZK 121.1 MIL. WHICH REPRESENTS A STRONG DOUBLE-DIGIT GROWTH OF CZK 18.0 MIL. (17.5%).
- GROUP'S REVENUE FROM CONTINUING OPERATIONS INCREASED BY CZK 91.5 MIL. (7.6%), WITHOUT LEROS INCREASED BY CZK 64.0 MIL. (5.3%).
- ADRIATIC REVENUES GREW BY 12.5%.
- INCREASED LOGISTIC AND PAYROLL COSTS PARTIALLY COMPENSATED BY SAVINGS FROM LOWER SUGAR PRICE.
- THE HIGHEST HORECA MARKET SHARES ON CZECH AND SLOVAKIA MARKET SINCE 2011.
- GROUP HAS STARTED TO SELL KLÁŠTORNÁ KALCIA.

\* adjusted for one-offs

# Hoop Polska sold / New segment structure

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- On 18 March 2019, the Group has sold Hoop Polska. The results of Hoop Polska were therefore part of the Group until 18 March 2019. The consolidated statement of profit or loss is divided into **Continuing** and **Discontinued** operations.
- **3M19 and 3M18 Continuing operations** exclude Hoop Polska.
- **3M19 and 3M18 Discontinued operation** represents results of Hoop Polska. In 3M19, it also contains the gain arising on the sale transaction and the income arising from the translation of the historical cumulative foreign currency translation reserve into profit or loss statement.
- This document contains mainly information related to the **Continuing operations**.
- After the sale of Hoop Polska, management has decided to adjust the structure of segment information.  
**3 business segments** are now presented:
  - **CzechoSlovakia** (Kofola ČeskoSlovensko a.s., Kofola a.s. (CZ), Kofola a.s. (SK), Minerálka s.r.o. and SANTA-TRANS s.r.o.),
  - **Adriatic** (RADENSKA d.o.o., Studenac d.o.o. and Radenska d.o.o.), and
  - **Fresh & Herbs** (UGO trade s.r.o., Premium Rosa Sp. z o.o. and LEROS, s.r.o.).

# Contact

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Should you have any question related to Kofola Group  
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