



QM2018 RESULTS

Conference call summary

12 November 2018



Presented by:

<http://penozrouti.cz/>

CFO Daniel Buryš



KOFOLA summer advertisement
1,382,000
Pěnožrout caught

The most downloaded
CS internet application
(260,130 times)

Pěnožrouti

Aplikace Jak hrát Mapa Zebříčky

Zachraň pěnu!! Stáhuj aplikaci a polap všechny Pěnožrouty!

Pěnožrouti jsou malinkatí, roztlomilí, ale nenasytí lumpové, které potkáš všude tam, kde se čepuje Kofola. Milují totiž její pěnu stejně jako ty a jakmile vidí plný krýgl, nemůžou se udržet. A že jich teda je! Na hradech, na horách, u vody i ve městě – jsou prostě všude! Polap je všechny dřív, než ti zbošťí pěnu. Když budeš mít kapku štěstí, lapíš i ty nejvzácnější! Stáhni apku, mrkni do mapy a vyraz na čepovanou Kofolu, naskenuj logo na krýglu a bav se s Pěnožrouty celé léto.

Stáhuj aplikaci pro smartphone:

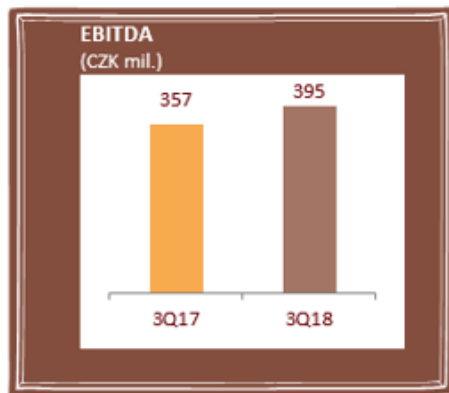
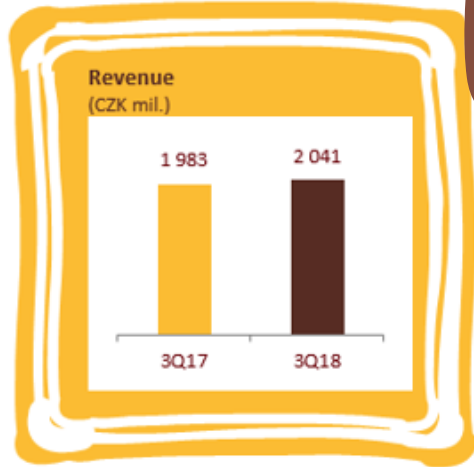
NTNĚ NA Google Play Stáhnout v App Store

↓

A screenshot of the Pěnožrouti website advertisement. The background is yellow. At the top, the word "Pěnožrouti" is written in a stylized font. Below it are navigation links: "Aplikace", "Jak hrát", "Mapa", "Zebříčky", and social media icons for Facebook and YouTube. The main content is a white cloud shape containing text and a call to action. To the right of the text is an illustration of a smartphone displaying the app interface and a mug of Kofola beer with a cartoon character on it. At the bottom, there are buttons for downloading the app on Google Play and the App Store, and a downward arrow.

Kofola Group Key 3Q18 Highlights*

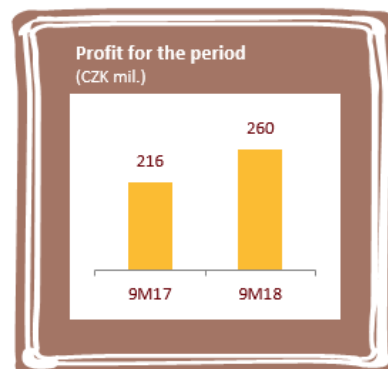
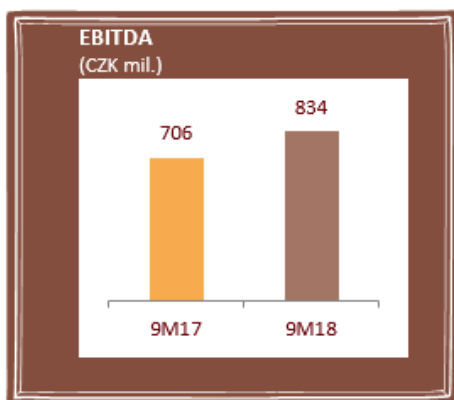
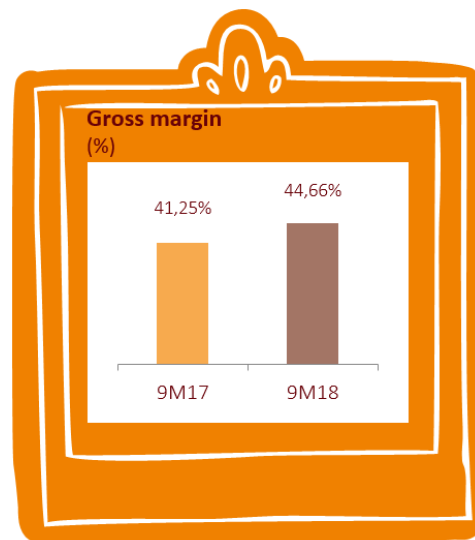
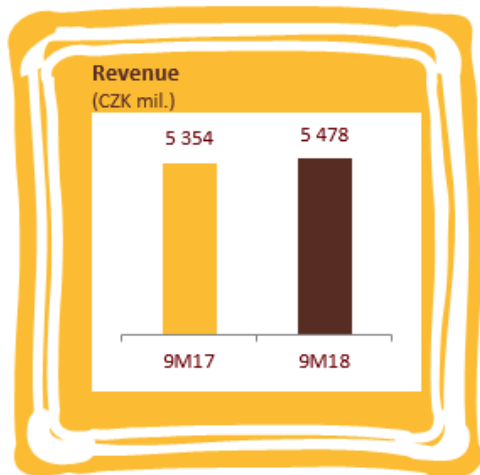
MAIN INFORMATION IN 3Q18:



- GROWTH OF ALL PERFORMANCE INDICATORS. OUR MAIN INDICATOR EBITDA INCREASED BY 10.7%.
- 3Q SALES INCREASED BY 2.9 % BUT 3Q SALES WITHOUT POLAND INCREASED BY 6.8 % (BIGGEST GROWTH IN CZECHIA — 12.2%).
- GROWTH OF THE WHOLE BEVERAGES MARKET. KEEPING STABLE MARKET POSITIONS.
- OUR RECORD — AUGUST REVENUES OVER CZK 1 BILL.
- SALE OF BIELSK PRODUCTION PLANT (CLOSED IN 2016, POLAND)
- THE MOST SUCCESSFUL INNOVATIONS: ROYAL CROWN COLA AND VINEA FRIZZANTE (SERVED ON DRAUGHT).
- „PĚNOŽROUTI (FOAM EATERS)“ THE MOST DOWNLOADED CS INTERNET APPLICATION

* adjusted for one-offs

Kofola Group Key 9M18 Highlights*



MAIN INFORMATION IN 9M18:

- GROUP'S ADJUSTED EBITDA WITHOUT POLAND INCREASED BY CZK 143 MIL. (20.8%).
- GROUP'S REVENUE WITHOUT POLAND INCREASED BY CZK 305 MIL. (7.0%).
- ADJUSTED PROFIT AFTER TAX INCREASED BY CZK 45 MIL. (20.6%).
- POSITIVE EFFECT OF THE END OF SUGAR IMPORT QUOTAS (CZK 146 MIL.)
- INCREASED EMPLOYEE BENEFITS COSTS BY CZK 67 MIL. (LIKE-TO-LIKE WITHOUT NEW ACQUISITIONS).

* adjusted for one-offs

Other

- So far 2018 very successful, we keep our 2018 EBITDA guidance CZK 1 bill.
- HOOP Polska – a contingency plan **assumes** divestment. Possible increase of impairment.
- General Meeting of Kofola ČeskoSlovensko a.s. approved decrease of registered capital. The optimized structure of equity will ensure sufficient available resources for declared dividend policy.
- In June 2018, Kofola paid a record dividend* of CZK 16.20 per share, annual dividend yield around 5 %.
- Change of ownership structure after CED's exit in September, increase of free float to 27% (6 mil. shares).
- Our shares show 15x bigger liquidity on PSE after the increase of free float.
- Management changes: From 1 November, Jannis Samaras acting as Group CEO, Daniel Buryš acting as CzechoSlovakia CEO, Pavel Jakubík acting as Group CFO.

Contact

Should you have any question related to Kofola Group do not hesitate to contact our investor relations office:

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