



# 6M 2020

## KOFOLA GROUP

### INVESTOR PRESENTATION

15 September 2020



# THE KOFOLA GROUP

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



Revenue 6M 2020  
€ 104.6m



EBITDA 6M 2020  
€ 13.3m



11 production plants



2,188 employees



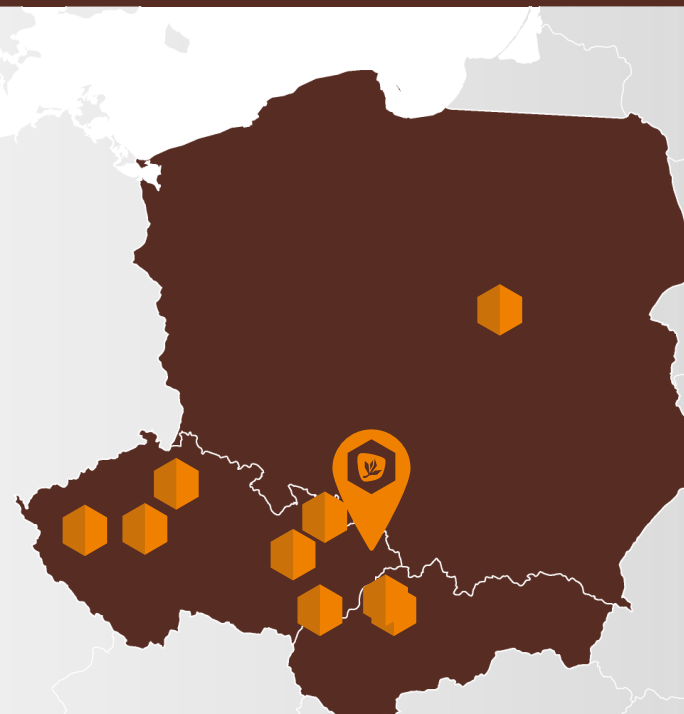
Headquarters



Production plants



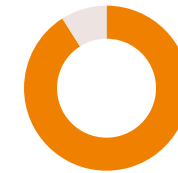
Kofola Group's markets



Note: CZK/EUR average FX rate for 6M20: 26.326



# 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 **92% of our total revenue**

## CZECHIA



**No. 2**

player in the soft drinks market

## SLOVAKIA



**No. 1**

player in the soft drinks market

## SLOVENIA



**No. 1**

player in the soft drinks market

**No. 1**

water brand

## CROATIA



**No. 2**

water brand



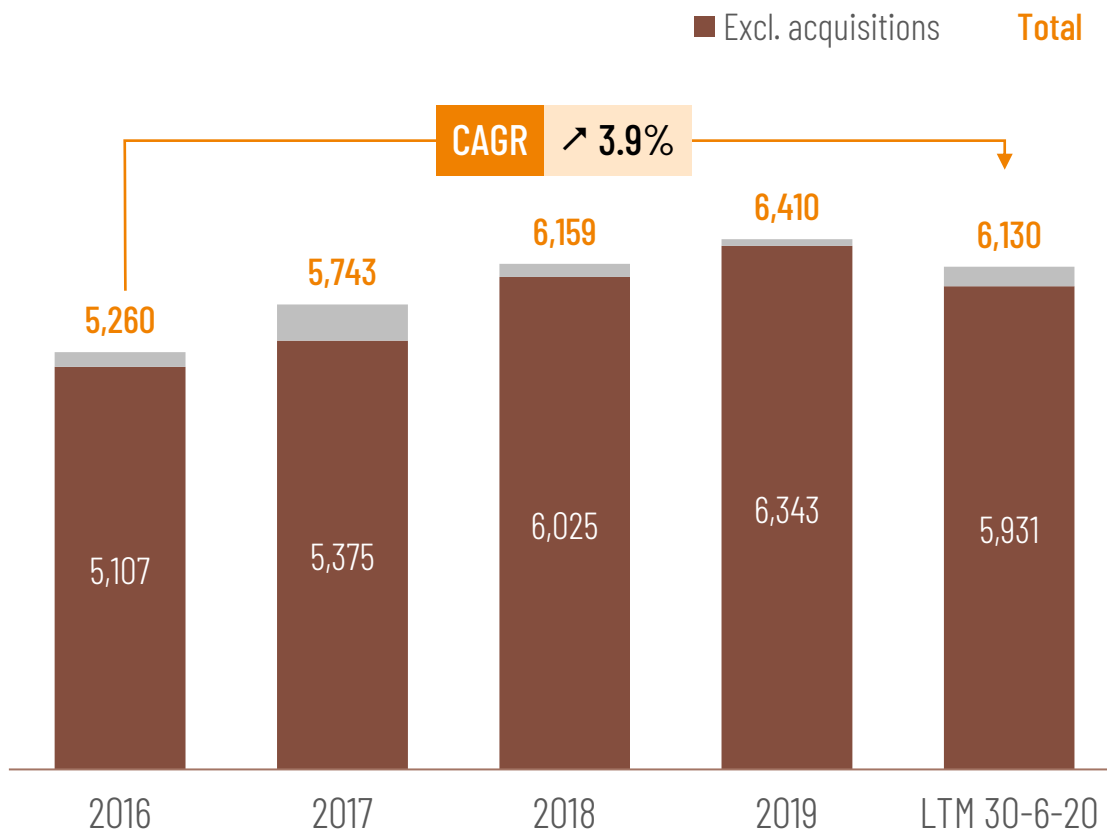
# PRODUCT SEGMENTS

| CATEGORY                 | REVENUE SHARE                | MAIN OWN BRANDS | DISTRIBUTED AND LICENCED BRANDS |
|--------------------------|------------------------------|-----------------|---------------------------------|
| Carbonated Beverages     | <p>6M20 38%<br/>6M19 41%</p> |                 |                                 |
| Waters                   | <p>6M20 32%<br/>6M19 28%</p> |                 |                                 |
| Non-carbonated Beverages | <p>6M20 10%<br/>6M19 11%</p> |                 |                                 |
| Syrups                   | <p>6M20 9%<br/>6M19 8%</p>   |                 |                                 |
| Fresh & Salad Bars       | <p>6M20 4%<br/>6M19 7%</p>   |                 |                                 |
| Other                    | <p>6M20 7%<br/>6M19 5%</p>   |                 |                                 |

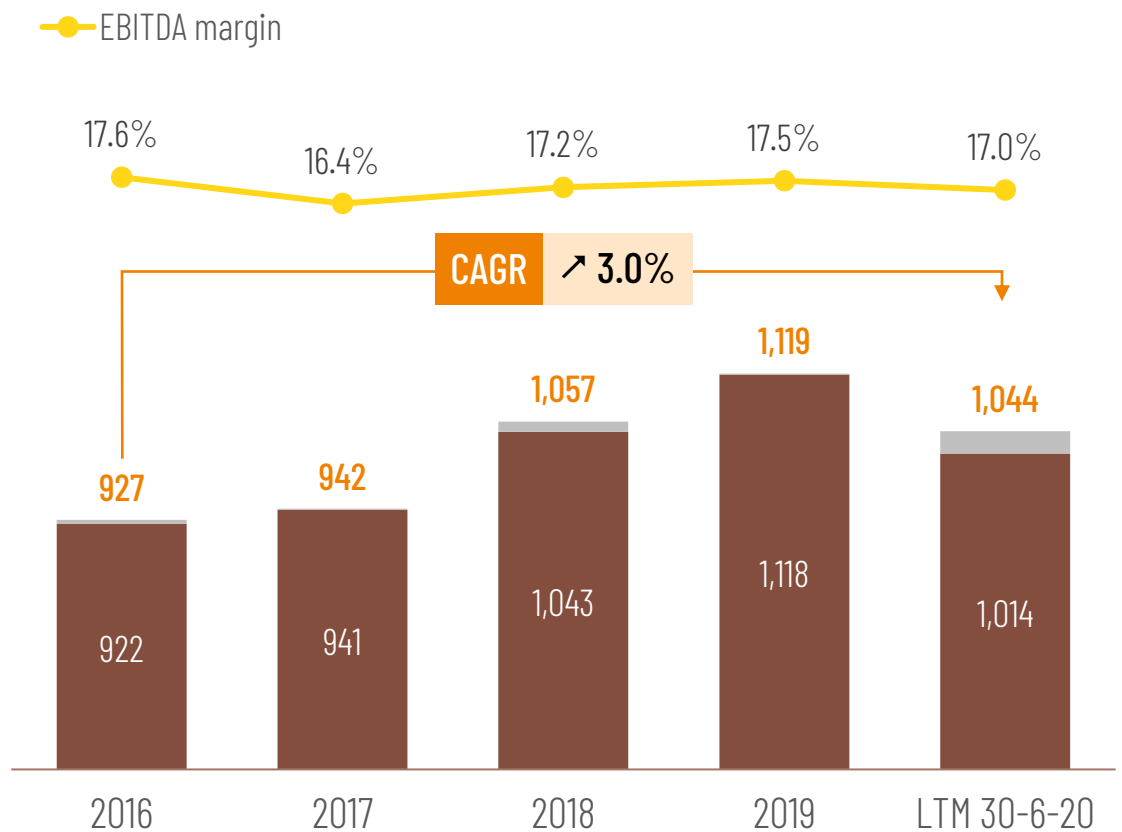


# LONG-TERM ORGANIC GROWTH

## Revenue\* (CZKm)



## EBITDA\* (CZKm)



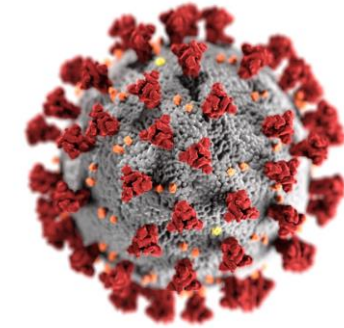
Grey chart represents an acquisition effect between two subsequent periods.

\* Continuing operations; adjusted for one-offs



# 2Q 2020 HIGHLIGHTS

The Group had a 26.4% decline of revenue (excl. ACQ) but managed to keep EBITDA margin at 15.7% and a positive net profit, thanks to our long-term strategy based on traditional local brands, flexibility in decision-making and the commitment of all employees.



The acquisition of Ondrášovka and Korunní mineral waters was finalized on 15 April and positively affected the 2Q20 results (sales mainly in Retail).

CS: Our 90 outdoor cinema productions with our HoReCa partners to support the weakened gastro segment and local tourism were very successful and would continue in the post-COVID period.

[„Čekáme Tě v Kofokinu“](#)



# OUR SUSTAINABILITY EFFORTS

THE KOFOLA GROUP

SUSTAINABILITY

KOFOLA GROUP RESULTS

BUSINESS SEGMENTS

CONSOLIDATED INDICATORS

M&A

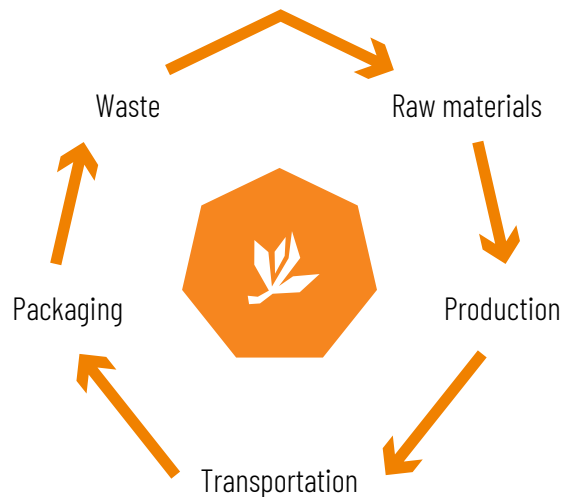
GOALS 2020

MORE ABOUT KOFOLA

APPENDIX

# A COMPLEX APPROACH IS THE CORNERSTONE OF OUR SUSTAINABILITY PHILOSOPHY

*We have been deeply engaged in the reduction of the impact of our business on the environment since 2010. We have introduced hundreds of steps to make our business work in harmony with nature. We don't use sustainability as an empty phrase. We want "sustainable thinking" to be part of every decision we make. This is the only way to be sure that we can always be proud of what we do.*



## CIRCULAR ECONOMICS IS THE GOAL

Sustainability impacts the whole lifecycle of our products. We prefer to buy healthy and local ingredients, which we process in a considerate way. We try to cut our carbon footprint during transportation. We reduce packaging materials – for example, we sell some products without any packaging at all. And, last but not least, we try to find a reasonable use for any waste produced as a byproduct of our activities.



## CASE STUDY: Transition of the Rajec Valley into a bio-district

The Rajec Valley in Slovakia is the source of our Rajec spring water. However, we don't only protect water resources. In 2019, we established closer cooperation with local farmers and we got organic certification for the whole area. The aim is to protect the whole unique Rajec ecosystem. We not only produce water in the Rajec Valley, but we also plant herbs for our products and keep bees. All these activities illustrate the complexity of our approach to the issue of sustainability.





# SUSTAINABILITY: OUR 6 KEY AREAS OF INTEREST

## CARBON FOOTPRINT



**We decrease and offset the carbon footprint of our business in order to achieve full carbon neutrality by 2030.**

- The biggest fleet of CNG trucks in Central Europe with 25% emission savings compared to regular trucks.
- Purchase of green energy: SK 100%, CZ 20%.

## WASTE POLICY



**We cut the amount of waste produced in connection with our business and look for ways to reuse this waste.**

- 100% recyclability of packaging and materials.
- Support of zero, returnable, and more times reusable packaging.
- Zero waste office.

## WATER PROTECTION



**Water is the cornerstone of our business. We actively protect water sources to keep water in nature.**

- Efforts to get organic certification for the Rajec Valley in Slovakia in cooperation with local farmers were successful.
- Cooperation with farmers to protect water sources in Radenska, Slovenia.

## LOCAL FIRST



**We put local suppliers first because we believe it is necessary to support the place where we live and run our business.**

- Preparation of our own extracts from local herbs.
- Cooperation with relevant stakeholders in the surroundings of our production plants, and support of local activities.

## INGREDIENTS AND PRODUCTS



**We prefer natural ingredients from verified suppliers. This is the only way to produce healthy products for our customers.**

- Removal of preservatives thanks to modern technologies.
- Decrease of sugar content in beverages.
- Transparent information about the origin of ingredients on labels – e.g. UGO fresh juice.

## PEOPLE



**We create a healthy and motivating work environment. Satisfied employees are the best ambassadors for our company.**

- Family Friendly Company certification in Slovenia.
- Support of personal and professional development.



# WE REDUCE PACKAGING WASTE FOLLOWING THE REDUCE—REUSE—RECYCLE PRINCIPLES

As far as possible, we try not to generate any packaging waste at all. All our draught beverages belong in this category. We have introduced our first draught spring water for the HoReCa segment this year. We are also decreasing the weight of our beverage packaging, which saves up to 20 tons of PET a year.

## REDUCE



75 million pints without need of individual packaging



First draught spring water for HoReCa



Lite PET packaging and caps

We prefer returnable packaging, and we are looking for new ways to spread the use of returnable packaging outside the HoReCa segment by increasing comfort levels for end users. In our UGO branches, meals are served on porcelain tableware, and drinks in glasses.

## REUSE



Returnable bottles in the HoReCa segment



Repeatedly reusable tableware

In the countries we operate, we financially support collection systems for packaging that can no longer be used. Our brand Kláštorňa Kalcia is the first Czechoslovak water packed in 100% rPET.

## RECYCLE



100% recyclable



100% compostable



# WE OPERATE WITH RESPECT TO NATURE, SOCIETY AND INDIVIDUALS.

Whole sustainability presentation for [download](#).



# KOFOLA GROUP RESULTS

THE KOFOLA GROUP

SUSTAINABILITY

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MORE ABOUT KOFOLA

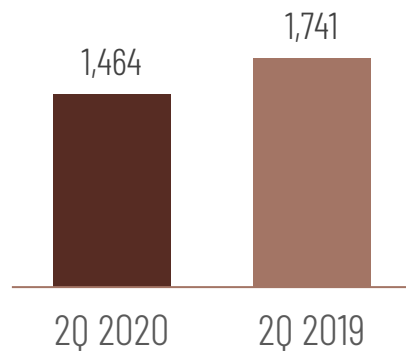
APPENDIX



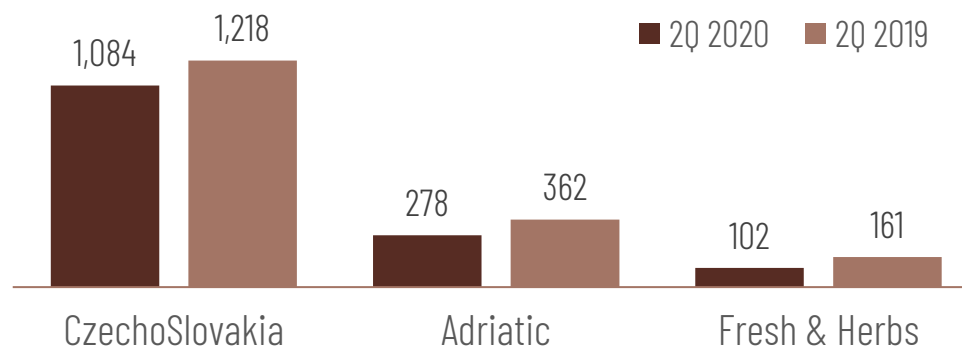
# KOFOLA GROUP KEY 2Q FINANCIAL INDICATORS\*

CONTINUING OPERATIONS

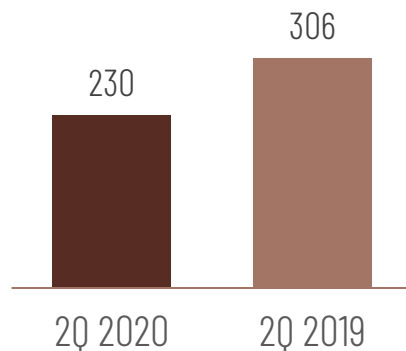
## Revenue (CZKm)



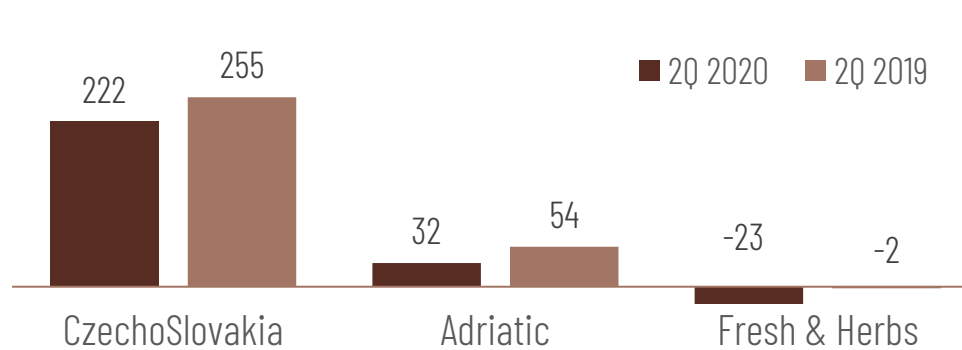
## Revenue per main business segments (CZKm)



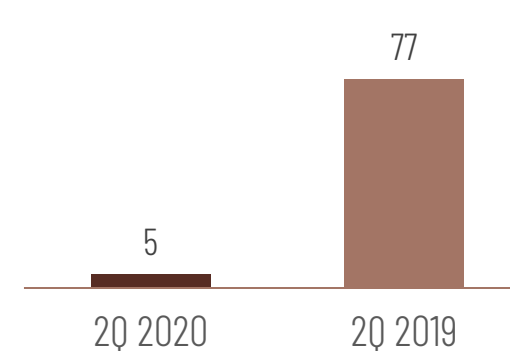
## EBITDA (CZKm)



## EBITDA per main business segments (CZKm)



## Profit/(loss) for the period (CZKm)



\* Adjusted for one-offs



# KEY 2Q 2020 MESSAGES\*

CONTINUING OPERATIONS

## GOOD RESULTS DESPITE COVID-19

- Gross margin lower only by 5.2 p.p.
- EBITDA margin at 15.7%, lower by only 1.9 p.p. thanks to CS segment lower by 0.4 p.p. (incl. ACQ).
- Group EBITDA lower by 76.2 CZKm (24.9%), mainly affected by F&H.
- Net result maintained in black numbers.

## M&A

- Ondrášovka & Korunní M&A completion in 2Q20 (15 April 2020).

## COVID-19

- Mostly affected F&H due to closed UGO fresh and salad bars (F&H revenue lower by 37.2%, EBITDA lower by 21.3 CZKm).
- CS segment revenue decrease of 10.9% (incl. ACQ), Adriatic decreased by 23.3% (with bigger negative impact on Croatia due to lower tourism).
- Least affected sales of water (flat, incl. ACQ) and syrups (standard At home format).

## MANAGED INPUT COSTS

- Cost savings – managed to keep cost/revenue ratio (SMD/Revenue flat, Admin/Revenue flat), savings on labour, marketing and distribution.

## INNOVATIONS

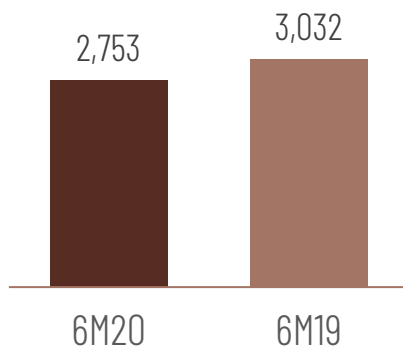
- Korunní mineral water in returnable glass bottles (CZ Gastro).



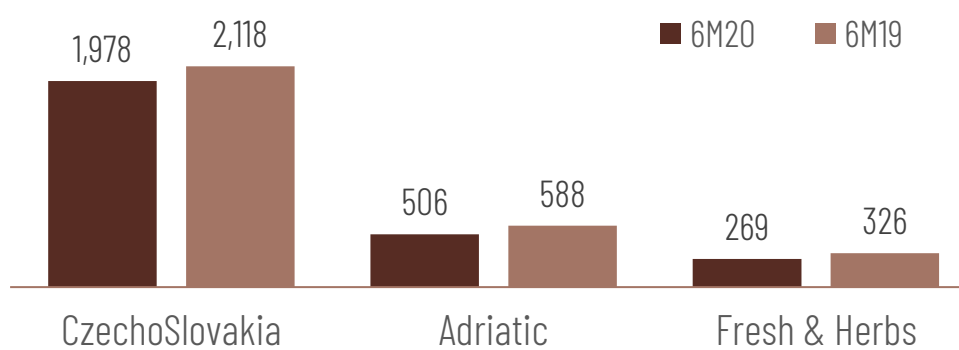
# KOFOLA GROUP KEY 6M FINANCIAL INDICATORS\*

CONTINUING OPERATIONS

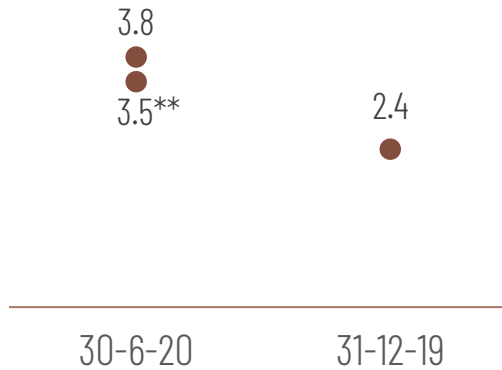
## Revenue (CZKm)



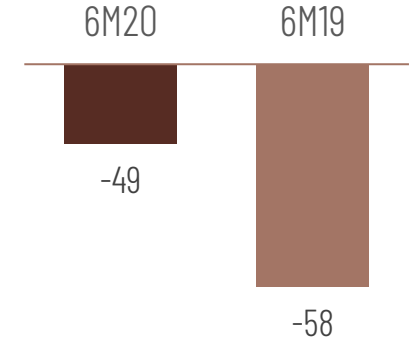
## Revenue per main business segments (CZKm)



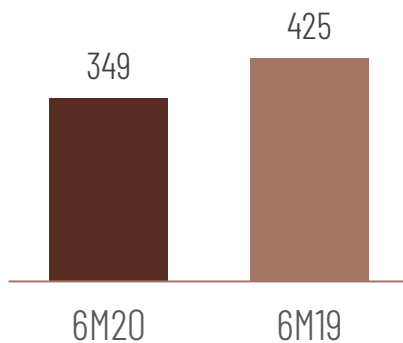
## Net debt/LTM EBITDA



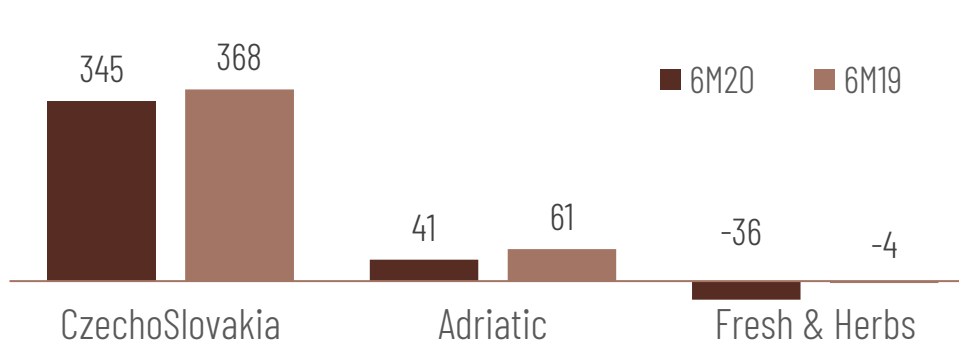
## FCF (CZKm)



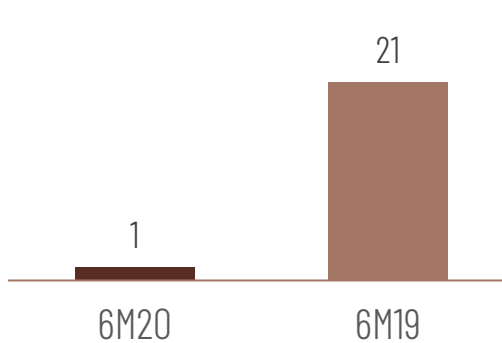
## EBITDA (CZKm)



## EBITDA per main business segments (CZKm)



## Profit/(loss) for the period (CZKm)



\* Adjusted for one-offs \*\* LTM EBITDA includes pre-acquisition EBITDA of new ACQ, i.e. all entities with LTM effect (incl. ONDRÁŠOVKA and Karlovarská Korunni from 3Q19-1Q20)



# KEY 6M 2020 MESSAGES\*

CONTINUING OPERATIONS

## GOOD RESULTS

- Group EBITDA 349.1 CZKm – lower by 75.6 CZKm (17.8%), in CS only by 6.4% (incl. ACQ).
- Group Revenue lower by 9.2%, in CS only by 6.6% (incl. ACQ).
- Group EBITDA margin lower by only 1.3 p.p., in CS remained flat (!).
- Positive Net profit.

## M&A

- Extended gastro portfolio – ciders (F.H.Prager small acquisition in Jan 20).
- Ondrášovka & Korunní M&A completion in 2Q20 (15 April 2020).

## COVID-19

- Impact from mid March in CZ+SK.
- Impact in Adriatic from 2Q20.
- F&H impacted due to closed UGO fresh and salad bars.
- Gastro segment running from end of May 20.

## MANAGED INPUT COSTS

- Savings on labour and marketing costs.
- PET resin costs down by c. 28% (vs. 6M19).
- Sweeteners' costs flat (vs. 6M19).
- Decreased logistic costs.

## INNOVATIONS

- Successful launch of Klášterná Kalcia mineral water on Czech market since Feb 2020 (new 0.5l format and 100% rPET).
- 0.5l Kofola cans – sales significantly exceeding outlook.





# COVID-19 EBITDA\* EFFECT

| Period | Estimated effect |
|--------|------------------|
| 1Q20   | c.(27) CZKm      |
| 2Q20   | c.(100) CZKm     |

\*Based on results adjusted for one-offs

# BUSINESS SEGMENTS

THE KOFOLA GROUP

SUSTAINABILITY

KOFOLA GROUP RESULTS

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M&A

GOALS 2020

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# OUR BUSINESS CONSISTS OF THREE MAIN SEGMENTS



CzechoSlovakia



Adriatic



Fresh & Herbs

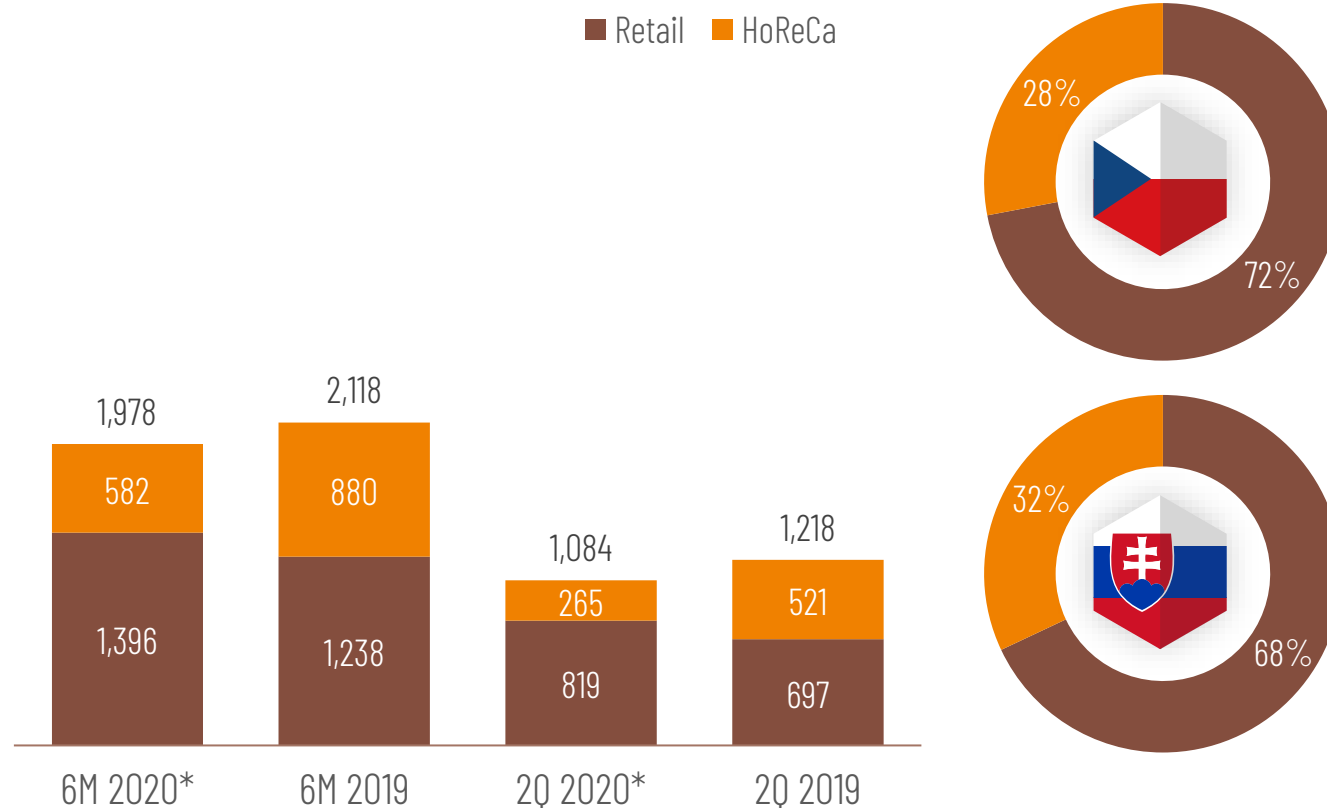




# REVENUE | CZECHOSLOVAKIA



## Revenue (CZKm)



HoReCa includes On premise and On the go  
\*Including ONDŘÁŠOVKA and Karlovarská Korunní

## Sales in litres ('000)

### CZECHIA

6M 2020\*

6M 2019

Retail

↗ 135,990

94,274

HoReCa

↘ 27,507

40,284

Total

↗ 163,497

134,558

### SLOVAKIA

6M 2020

6M 2019

Retail

↗ 73,751

73,849

HoReCa

↘ 15,046

24,001

Total

↘ 88,797

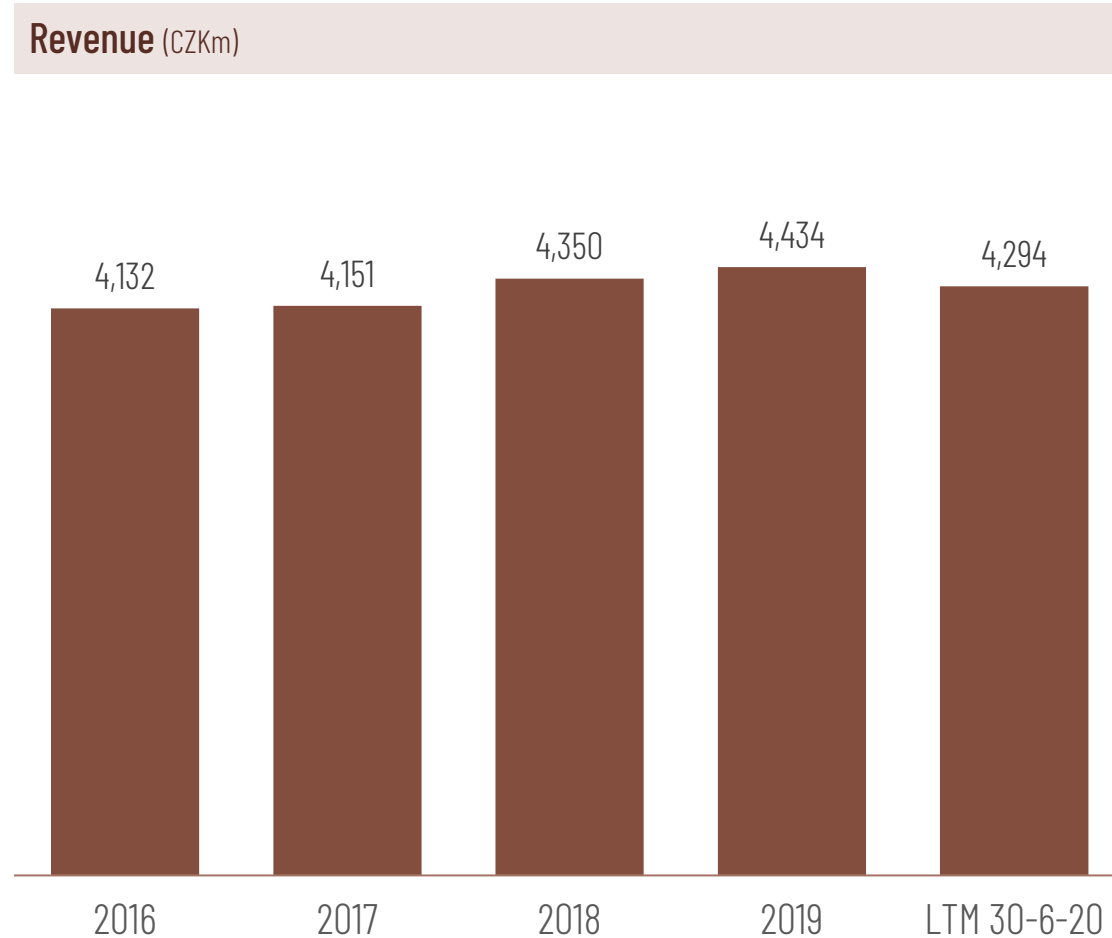
97,850



# REVENUE | CZECHOSLOVAKIA



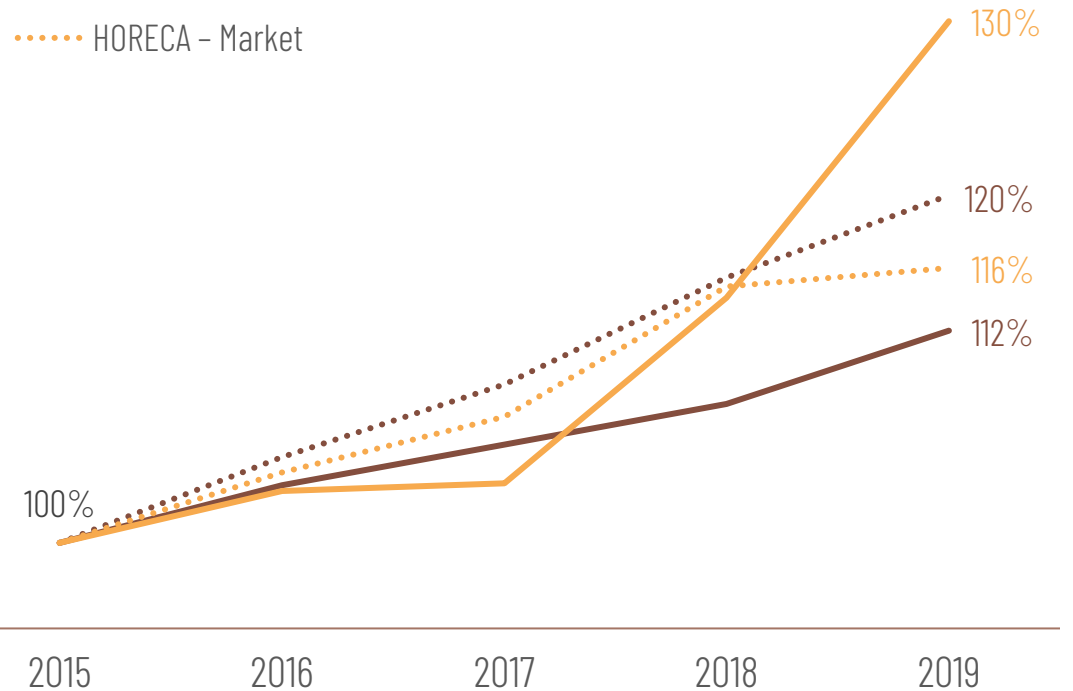
Revenue (CZKm)



Comparison with CS market dynamics (value)

- RETAIL - Kofola
- ..... RETAIL - Market
- HORECA - Kofola
- ..... HORECA - Market

Source: AC Nielsen, Data Servis, Internal data



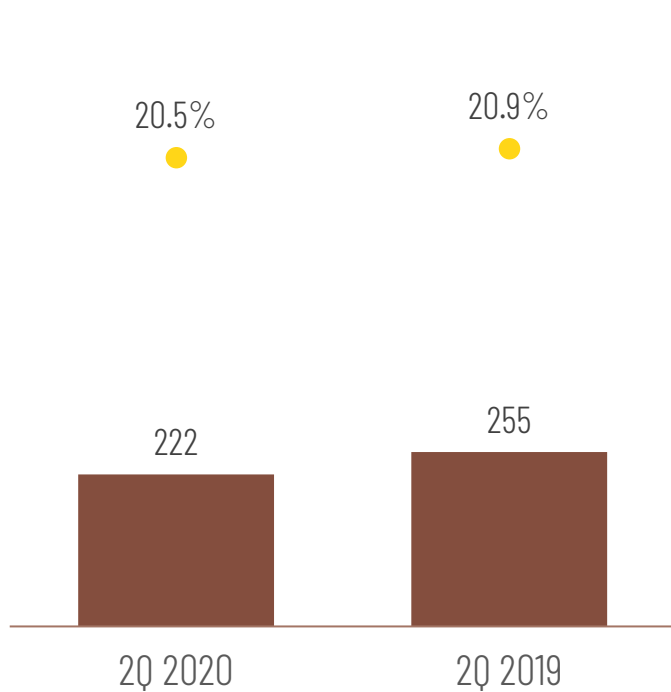


# EBITDA AND EBITDA MARGIN | CZECHOSLOVAKIA



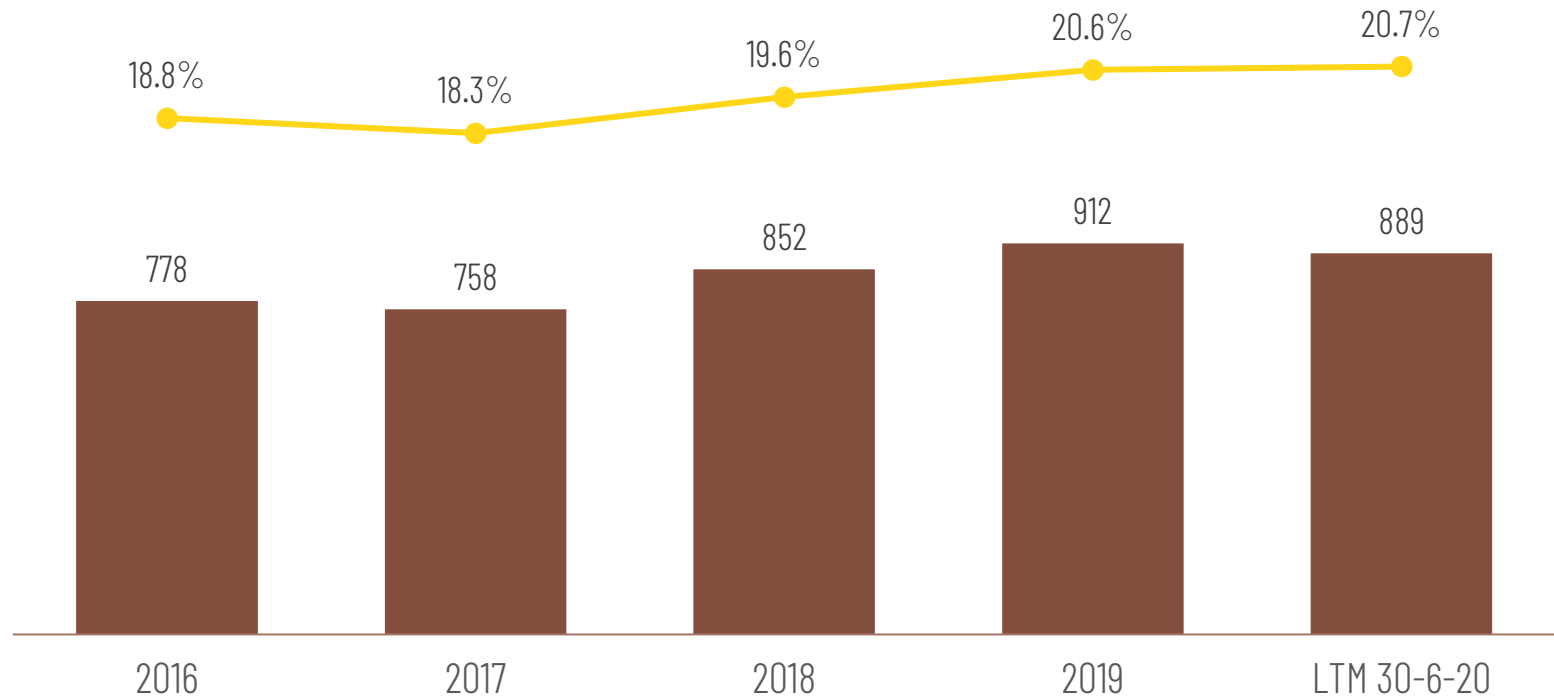
Adjusted EBITDA (CZKm)

■ EBITDA ● EBITDA margin



Long-term view | Adjusted EBITDA (CZKm)

■ EBITDA ● EBITDA margin

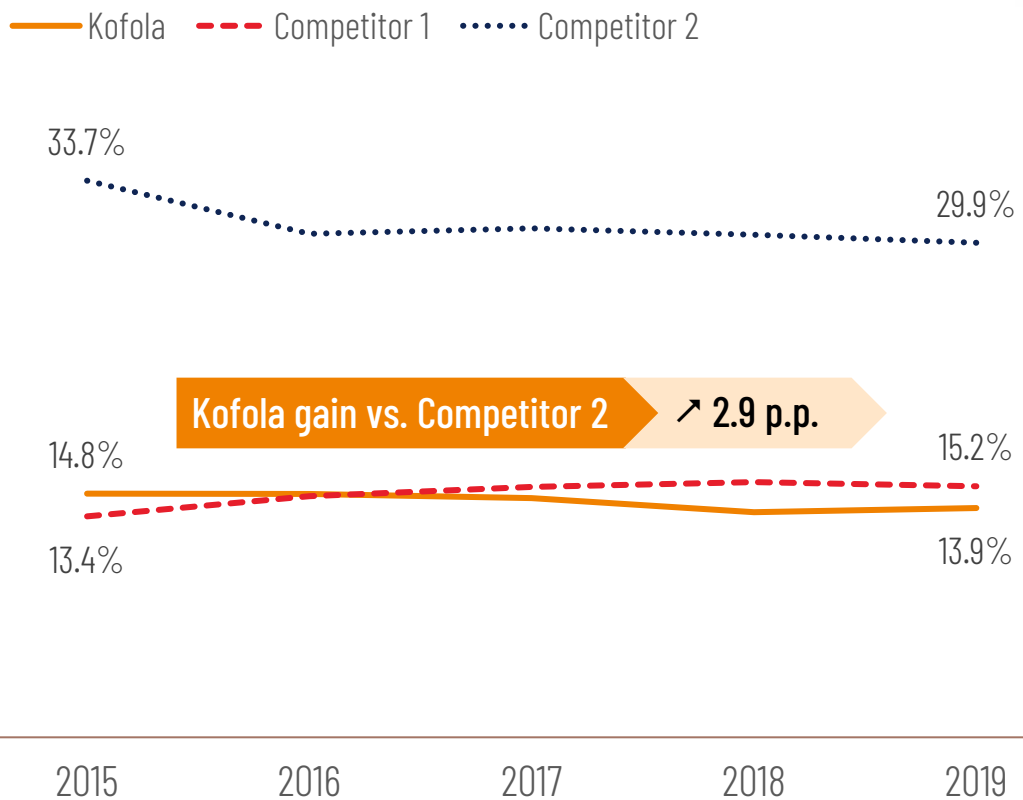


# KOFOLA CAN COMPETE WITH GLOBAL BRANDS

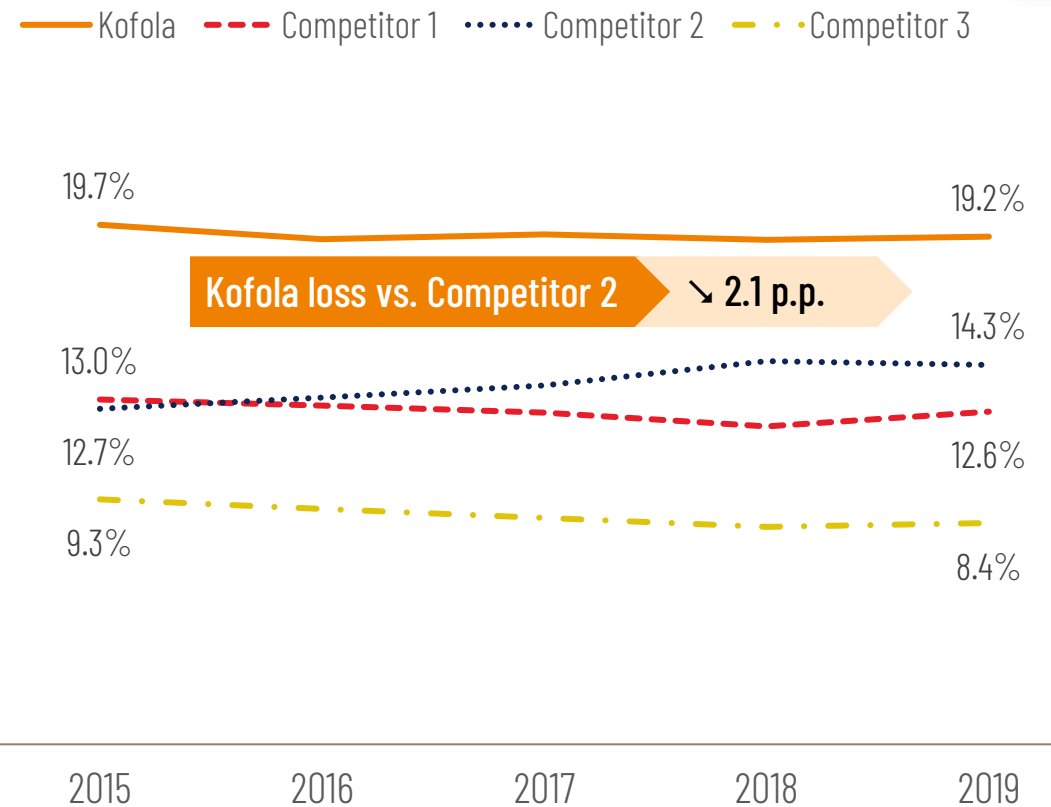


## KOFOLA RETAIL MARKET SHARE (VALUE)

### Czech Republic



### Slovakia



Based on AC Nielsen and Data Servis, Kofola incl. exclusively distributed brands, Kofola relative gain/loss vs. Competitor 2 calculated between start and end of reported periods.

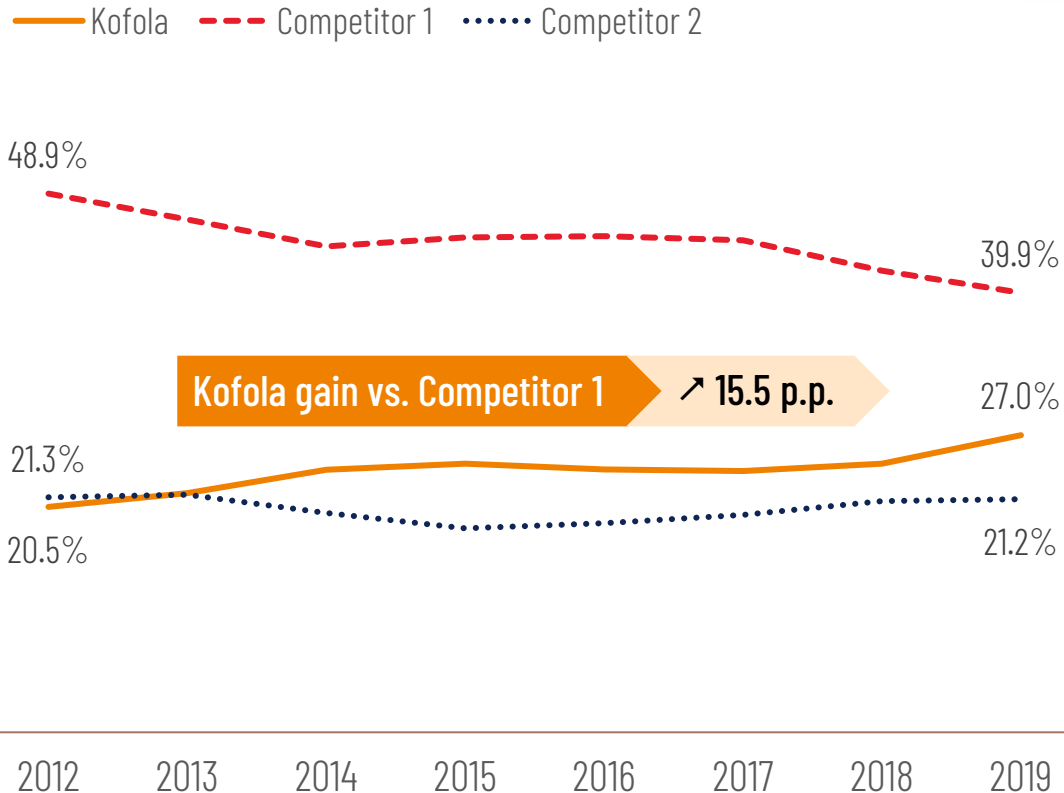


# KOFOLA CAN COMPETE WITH GLOBAL BRANDS

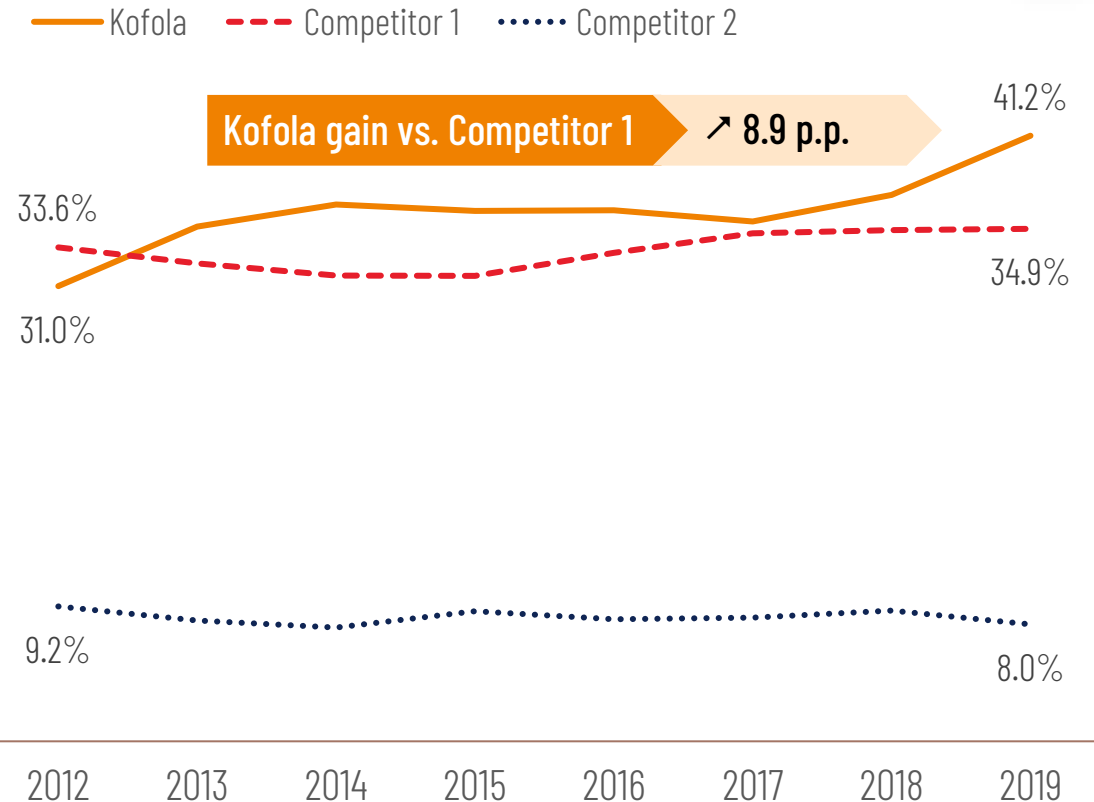
## KOFOLA HORECA MARKET SHARE (VOLUME)



### Czech Republic



### Slovakia



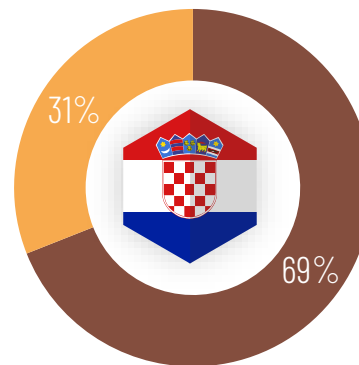
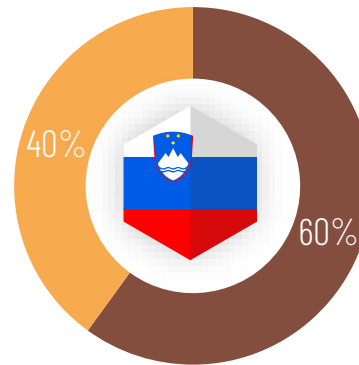
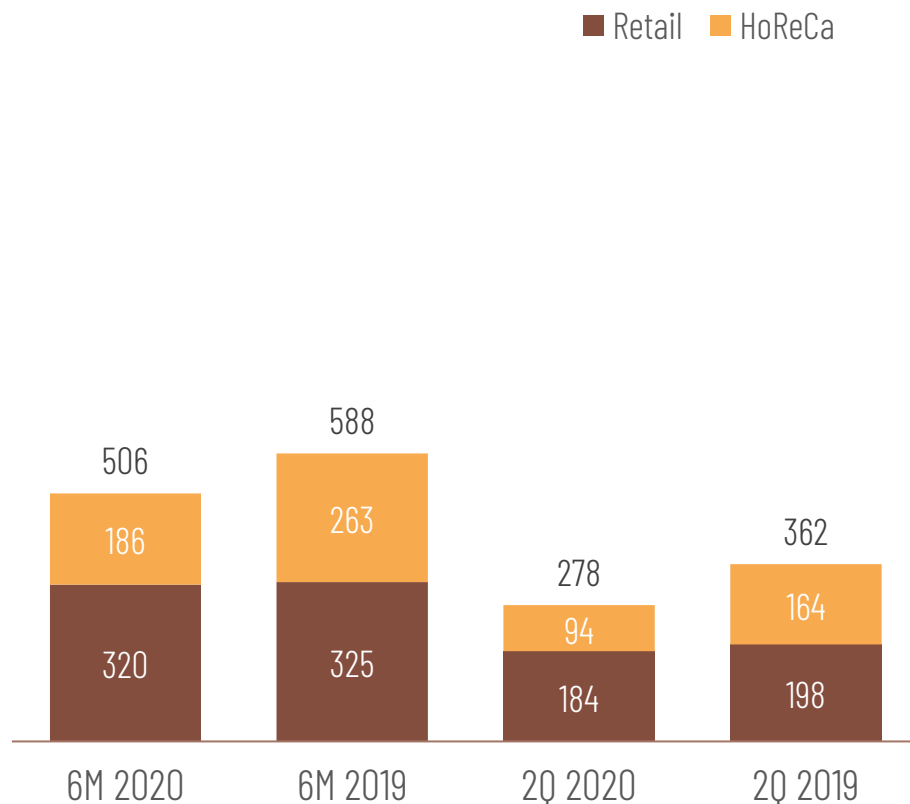
Based on AC Nielsen and Data Servis, Kofola incl. exclusively distributed brands, Kofola relative gain/loss vs. Competitor 1 calculated between start and end of reported periods.



# REVENUE | ADRIATIC



Revenue (CZKm)



Sales in litres ('000)

| SLOVENIA     | 6M 2020  | 6M 2019 |
|--------------|----------|---------|
| Retail       | ↗ 32,431 | 32,279  |
| HoReCa       | ↘ 12,279 | 16,551  |
| <b>Total</b> | ↘ 44,710 | 48,830  |

| CROATIA      | 6M 2020  | 6M 2019 |
|--------------|----------|---------|
| Retail       | ↘ 17,049 | 19,800  |
| HoReCa       | ↘ 3,429  | 4,831   |
| <b>Total</b> | ↘ 20,478 | 24,631  |

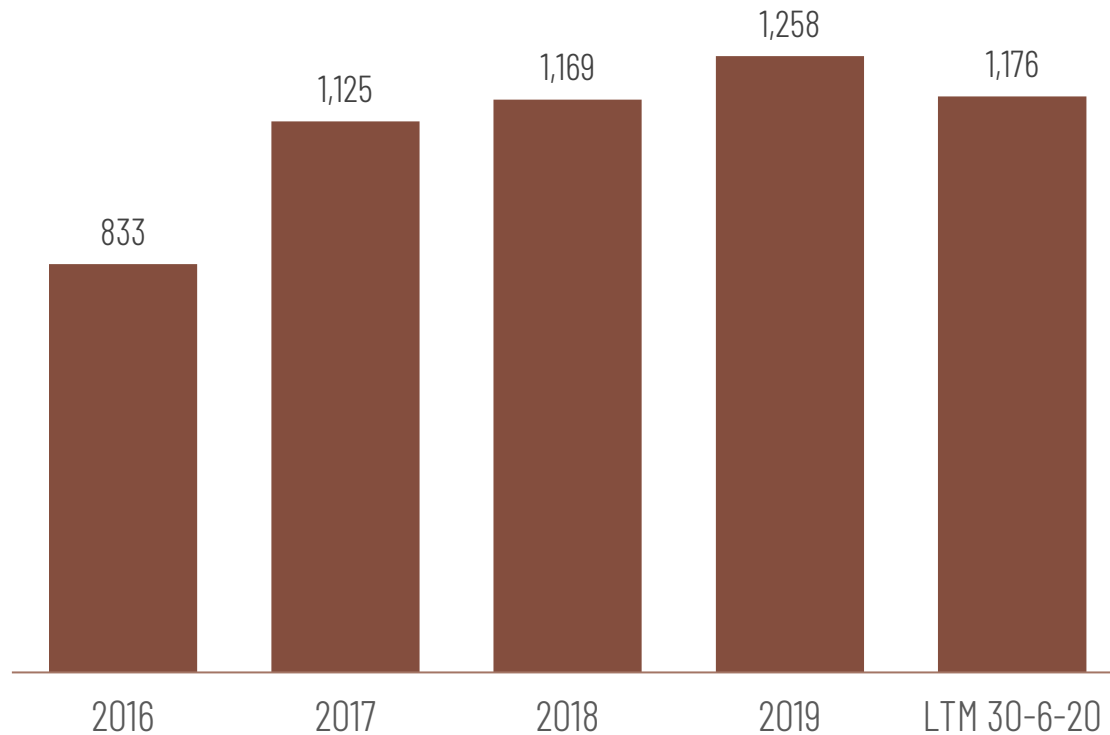
HoReCa includes On premise and On the go



# REVENUE | ADRIATIC



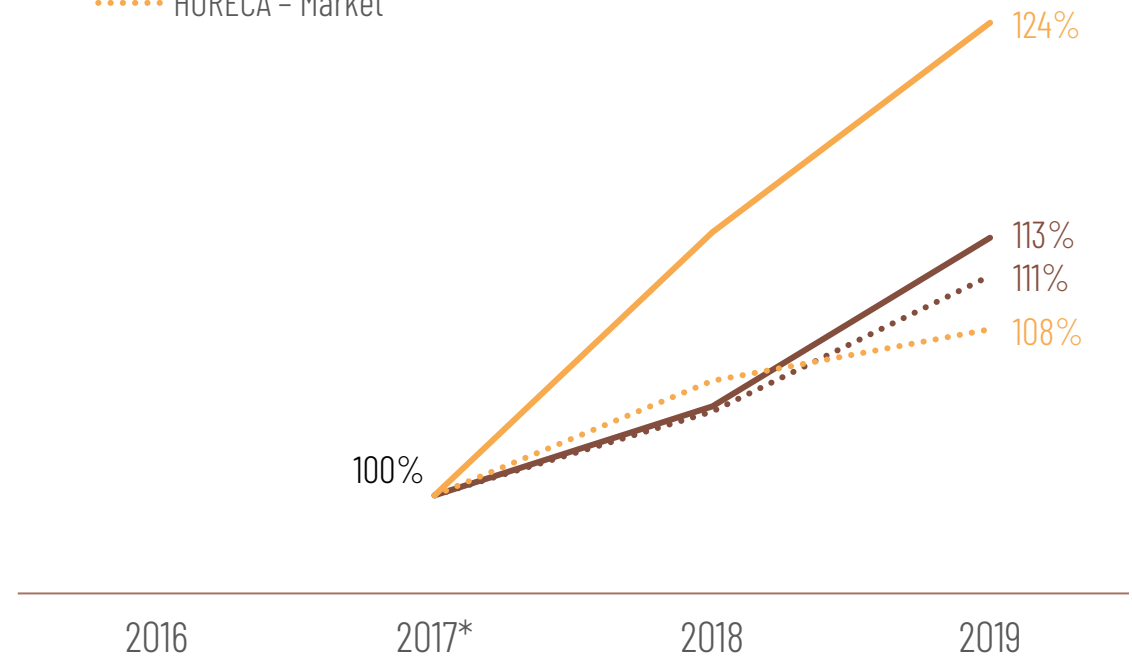
Revenue (CZKm)



Comparison with Adriatic market dynamics (value)

- RETAIL – Kofola
- ..... RETAIL – Market
- HORECA – Kofola
- ..... HORECA – Market

Source: AC Nielsen, Canadean, Internal data



\* Measured since acquisition of Studenac

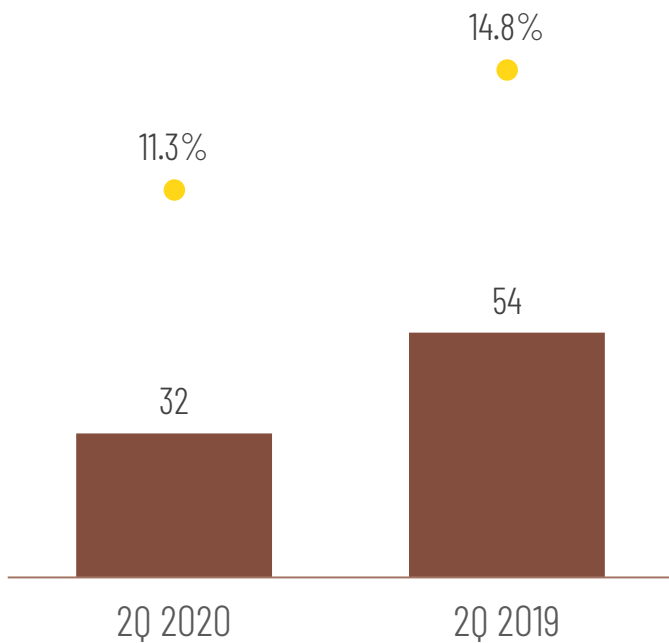


# EBITDA AND EBITDA MARGIN | ADRIATIC



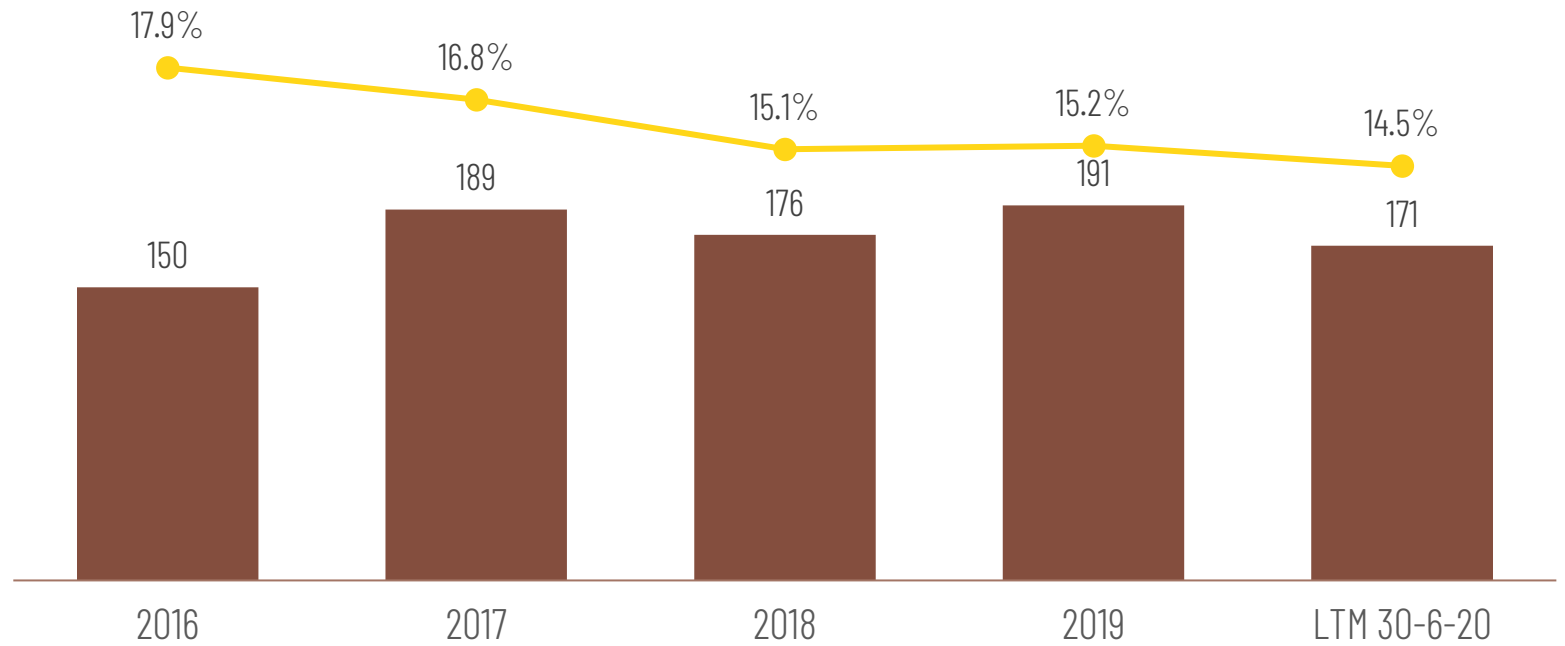
Adjusted EBITDA (CZKm)

■ EBITDA ● EBITDA margin



Long-term view | Adjusted EBITDA (CZKm)

■ EBITDA ● EBITDA margin

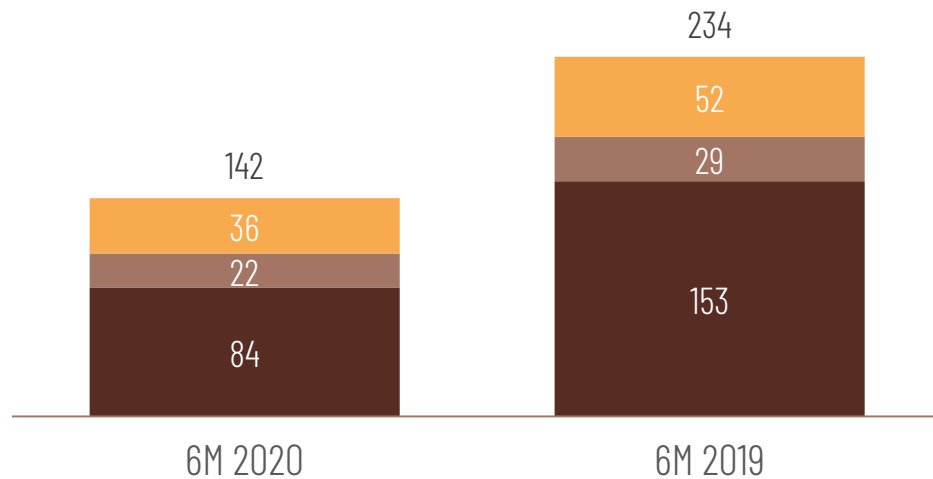


# FRESH & HERBS: UGO



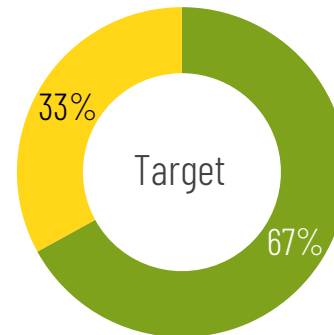
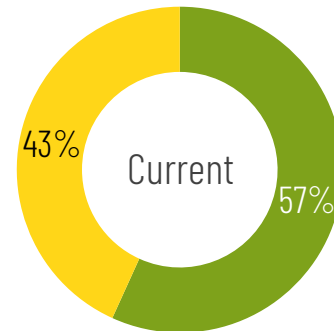
## Revenue (CZKm)

■ Fresh bars & Salad bars ■ Bottles ■ Packaged food



## Stores split

■ Franchise ■ Own





# FRESH & HERBS: UGO



## Newest salad bar on prestigious address

UGO opened its newest and largest Salad bar in the heart of the CZ capital on Wenceslas Square. This is already 34th establishment in Prague, the 79th overall across CS. The two-store flagship with a total area of 482 m<sup>2</sup> started its operation in July.



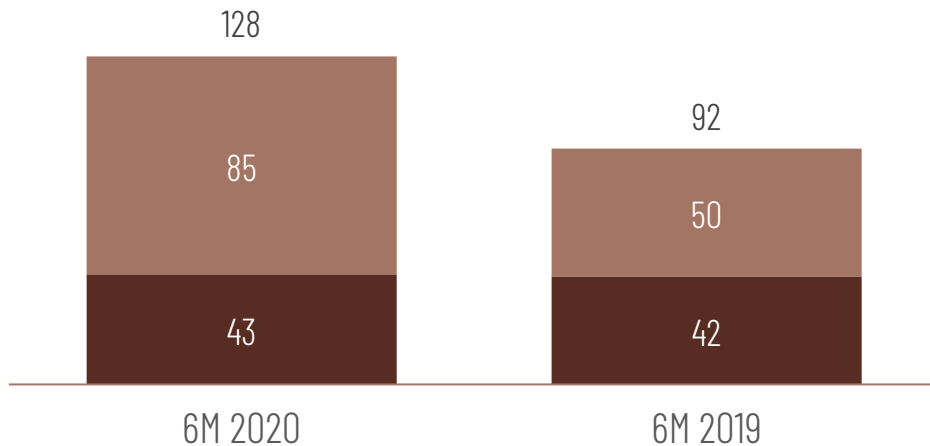


# FRESH & HERBS: LEROS AND PREMIUM ROSA



## Revenue (CZKm)

■ Premium Rosa ■ Leros



Producer of premium natural products such as syrups, juices and jams.



Certified producer of medical-grade herbal teas with history dating back to 1954.



espresso

Distributor of high quality Café Reserva coffee and Dilmah teas. Merged with LEROS in 1Q20.

Espresso acquired in July 2019.

# CONSOLIDATED FINANCIAL PERFORMANCE INDICATORS

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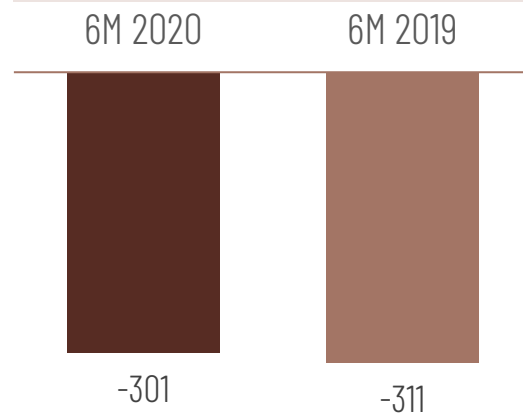
APPENDIX



# SELECTED FINANCIAL PERFORMANCE INDICATORS

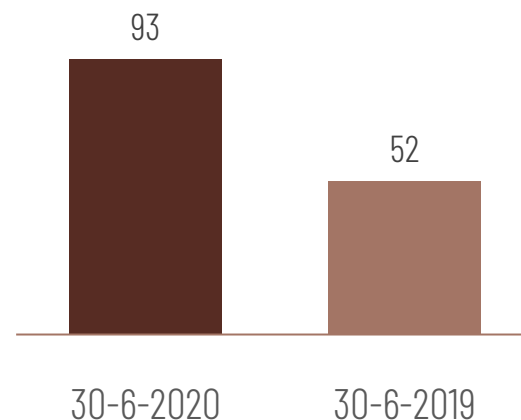
CONTINUING OPERATIONS

## CAPEX (CZKm)



- No major changes.

## Working Capital (WC)\* (CZKm)



- INV: +157 CZKm - higher stock to ensure sufficient material for production, ACQ effect and FX.
- REC: (111) CZKm - lower REC due to COVID (net of ACQ effect).
- PAY: (5) CZKm - lower PAY due to COVID (net of ACQ effect).

## Free CF (CZKm)

|                 | 6M 20         | 6M 19         |
|-----------------|---------------|---------------|
| Adjusted EBITDA | 349.1         | 424.7         |
| Change of WC    | (36.6)        | (88.8)        |
| CAPEX           | (300.5)       | (310.7)       |
| Taxes paid      | (60.8)        | (82.7)        |
| <b>Free CF</b>  | <b>(48.8)</b> | <b>(57.5)</b> |
| Cash bal.       | 583.8         | 364.3         |

- EBITDA drop due to COVID.
- Higher cash outflows from REC in 6M19 (CS).

## ROCE\*\*

|                     | 6M 20       | 6M 19       |
|---------------------|-------------|-------------|
| Adjusted EBIT       | 54.8        | 159.9       |
| Total assets        | 8,159.5     | 6,678.8     |
| Cash & CE           | 583.8       | 364.3       |
| Current liabilities | 2,450.6     | 2,792.3     |
| <b>ROCE</b>         | <b>1.1%</b> | <b>4.5%</b> |

- EBIT drop due to COVID.
- Assets and LT liabilities increase due to new ACQ.

\* Inventories + Trade and other receivables - Trade and other payables. Adjusted for items not representing working capital.

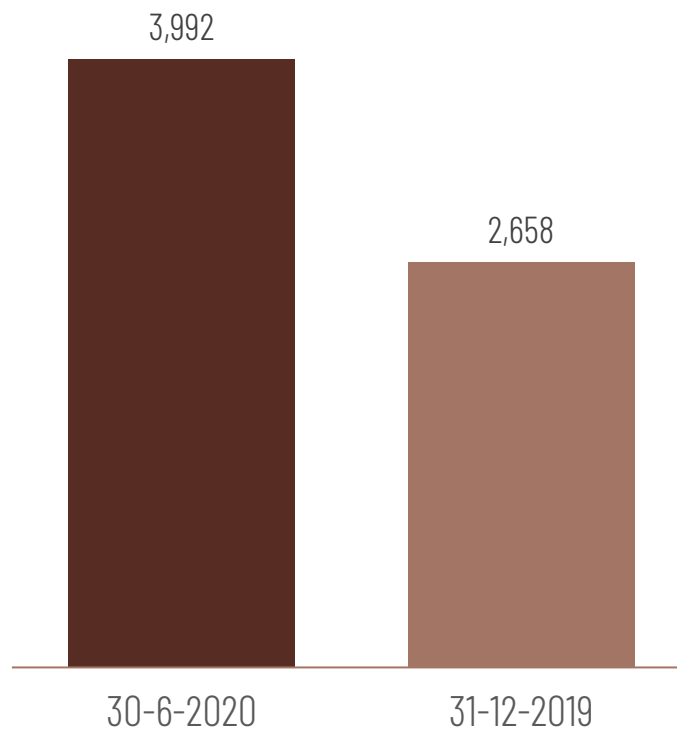
\*\* EBIT / (Total assets - Current liabilities - Cash and cash equivalents)



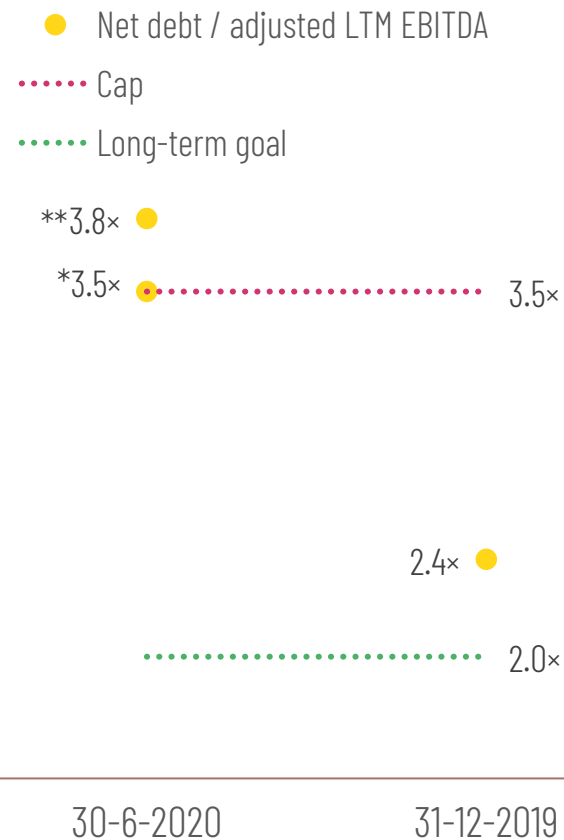


# SELECTED FINANCIAL PERFORMANCE INDICATORS

## Net debt (CZKm)



## Net debt / adjusted LTM EBITDA



## Gross and net debt calculation (CZKm)

|                       | 30-6-20        | 31-12-19       |
|-----------------------|----------------|----------------|
| L/T bank loans        | 3,490.1        | 2,229.2        |
| L/T lease liabilities | 337.8          | 314.4          |
| S/T bank loans        | 616.4          | 783.8          |
| S/T lease liabilities | 131.1          | 105.4          |
| <b>Gross debt</b>     | <b>4,575.4</b> | <b>3,432.8</b> |
| Cash                  | (583.8)        | (774.5)        |
| <b>Net debt</b>       | <b>3,991.6</b> | <b>2,658.3</b> |

## Change in bank loan repayments schedule

Due to COVID-19, Kofola ČeskoSlovensko has utilized government moratorium on its bank loans. Planned repayments of 108.8 CZKm in 2Q20 and 108.8 CZKm in 3Q20 were/will be postponed by 6 months.

# M&A

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# M&A STRATEGY | WHERE WE INVEST?

## Authentic healthy raw materials



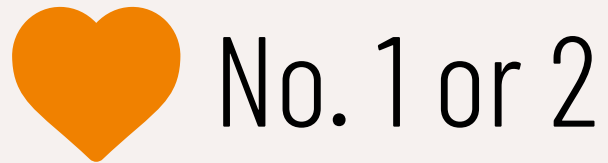
## Extensions of our gastro portfolio



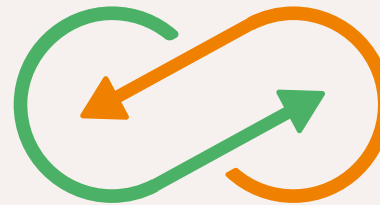
## Mineral water



## Strong love brands



## Synergies with current business



## EBITDA multiple

< 12

No material acquisitions in the mid-term future.



# F.H.PRAGER: 1Q 2020 ACQUISITION

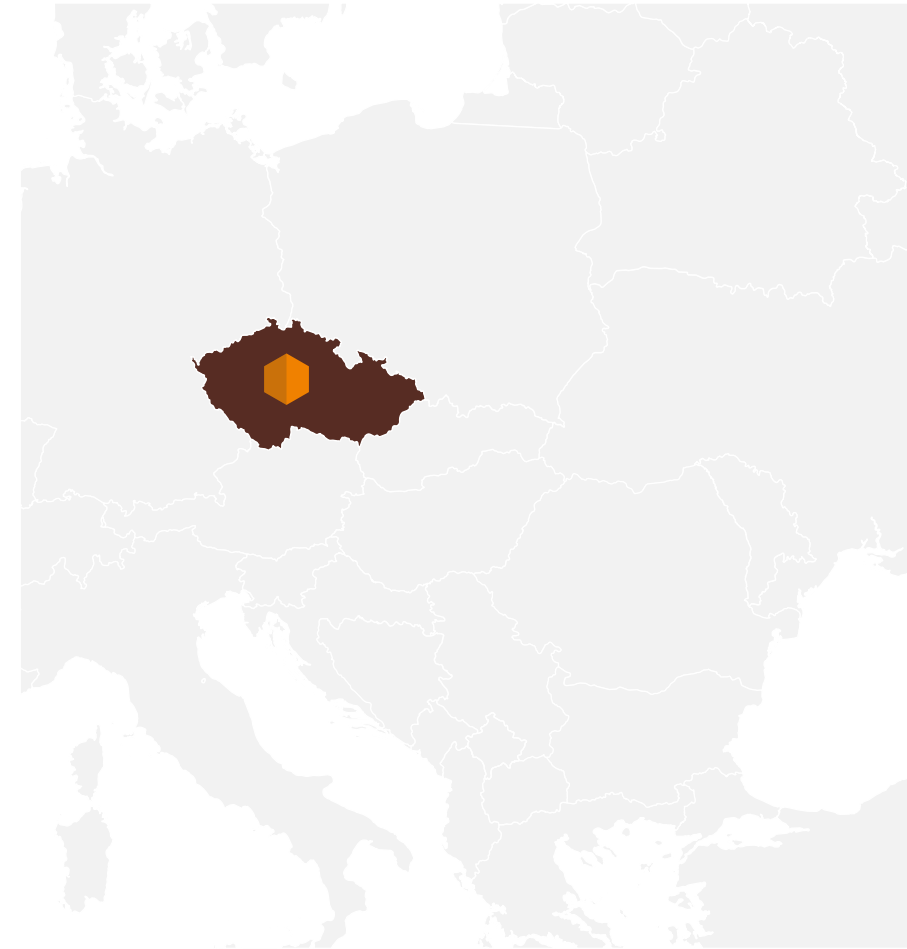


## Basic information

|                     |                |
|---------------------|----------------|
| Acquisition date    | 9 January 2020 |
| Price               | 3.0 CZKm       |
| Recognized goodwill | 3.3 CZKm       |

## Rationale

- Extends our portfolio.
- Know-how of the fermentation process.
- Intended for both HoReCa and Retail.





# ONDRÁŠOVKA AND KORUNNÍ: 2Q 2020 ACQUISITION

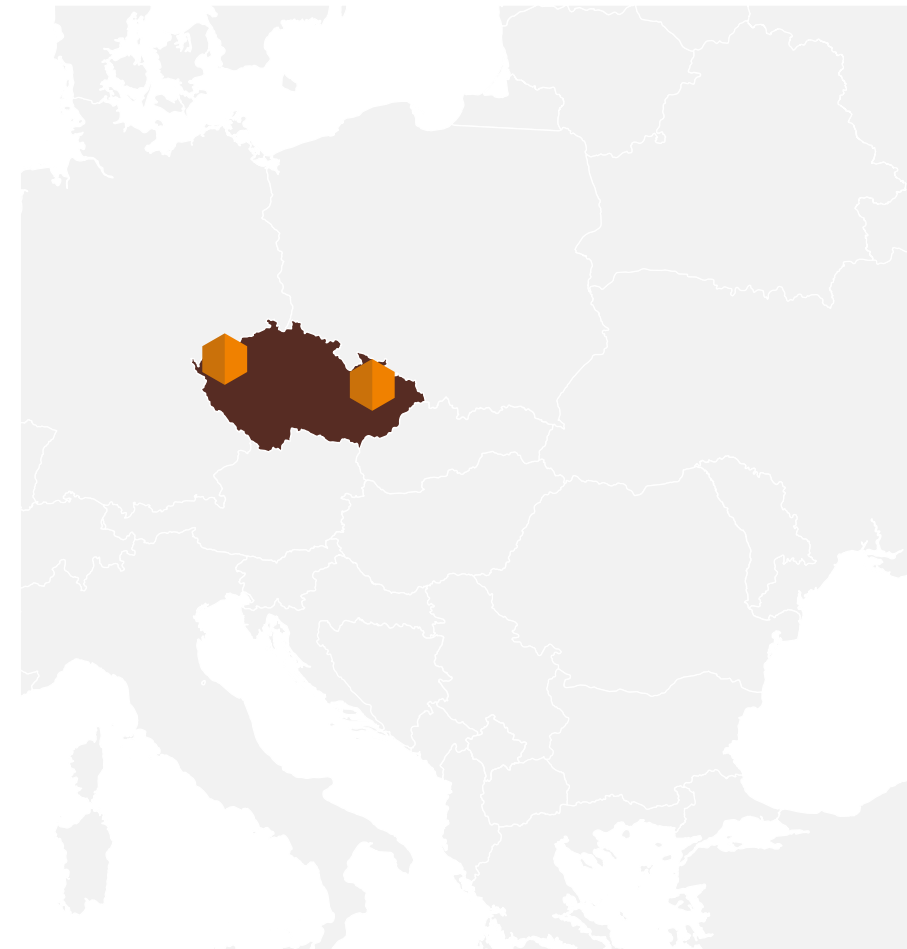


## Basic information

|                     |               |
|---------------------|---------------|
| Acquisition date    | 15 April 2020 |
| Price               | 1,105.8 CZKm  |
| Recognized goodwill | 538.0 CZKm    |

## Rationale

- Will double our market share in CZ retail in water category.
- Water makes up to 60% of CZ retail market volumes.
- Mineral water market protected against negative market fluctuations.
- Is subject to integration into Group's systems and processes.





# HOOP AND MEGAPACK DIVESTMENTS

## HOOP sale

Leaving unsuccessful business in Poland based on private labels and low performing own brands.

### Cash-flow effects in 2019 (CZK<sub>m</sub>)

|                                    |              |
|------------------------------------|--------------|
| Receivables paid                   | 39.1         |
| Repayment of loan                  | 104.2        |
| Payment of the transaction price I | 68.0         |
| Cash of disposed subsidiary        | (46.6)       |
| <b>Total</b>                       | <b>164.7</b> |

### Cash-flow effects in 1Q 2020 (CZK<sub>m</sub>)

|   |        |
|---|--------|
| Payment of the rest of the transaction price II | 138.5* |
|---|--------|

## Megapack sale

Leaving non-core business in a Russian associate.

### Cash-flow effects in 2019 (CZK<sub>m</sub>)

|              |             |
|--------------|-------------|
| Dividend I   | 21.7        |
| Dividend II  | 15.3        |
| <b>Total</b> | <b>37.0</b> |

### Cash-flow effects in 1Q 2020 (CZK<sub>m</sub>)

|                                  |        |
|----------------------------------|--------|
| Payment of the transaction price | 113.9* |
|----------------------------------|--------|

\* Applying actual FX rate at the date of cash receipt

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# GOALS 2020

2020

|   |                |
|---|----------------|
| EBITDA* (range)                         | 950-1,000 CZKm |
| Revenue growth                          | N/A            |
| Max CAPEX*                              | 450 CZKm       |
| Dividend per share (recommended by BoD) | 13.50          |
| Net debt / EBITDA                       | N/A            |

Due to the current situation regarding COVID-19, we cannot set goals for all KPIs. BoD of Kofola ČeskoSlovensko recommended to the General Meeting which will be held after the end of bank loan moratorium in November 2020 that it approve a 2019 dividend in amount of CZK 13.50 per share, before tax. In the event of a significant negative change in connection with the COVID-19 pandemic before the date of the General Meeting, the recommendation may be reconsidered.

\* Including new subsidiaries





# NET REVENUE OUTLOOK

| Month       | Change  |
|-------------|---------|
| July 2020   | c. (1%) |
| August 2020 | c. +3%  |

Outstanding CS segment (excl. ACQ) revenue development in both months. Decrease in July due to persisting COVID-19 impact in Adriatic that is more dependent on tourism, and in UGO that was impacted the most.



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# HISTORY OF SUCCESSFUL ACQUISITIONS AND DEVELOPMENT



Establishment of the Kofola brand

2002

HoReCa started in Czechia & Slovakia



2004

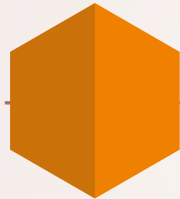
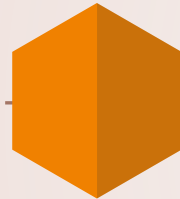


Acquisition of Vinea brand in Slovakia - most popular CSD in Slovakia

2012



1960



2003



2008



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



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



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 Klášťorná 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

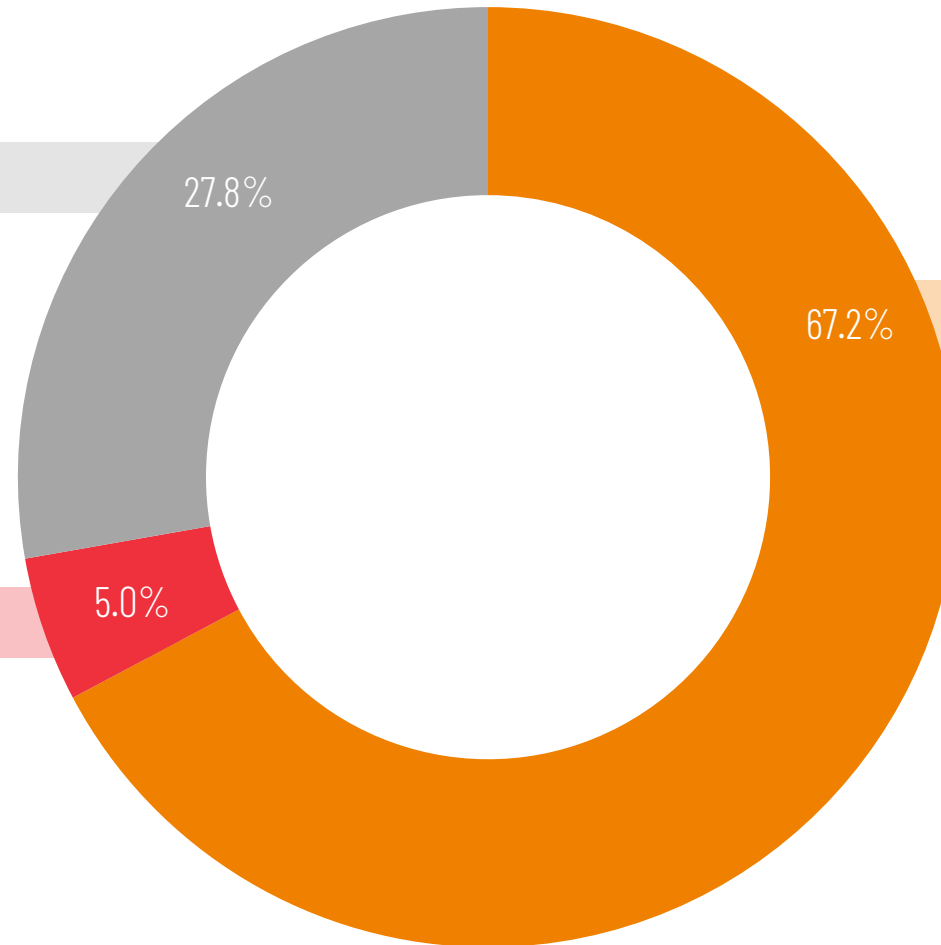


# KOFOLA OWNERSHIP STRUCTURE

## Free float

Currently 6.2 million shares  
at Prague Stock Exchange

## Kofola Group via RADENSKA d.o.o.



## AETOS a.s.

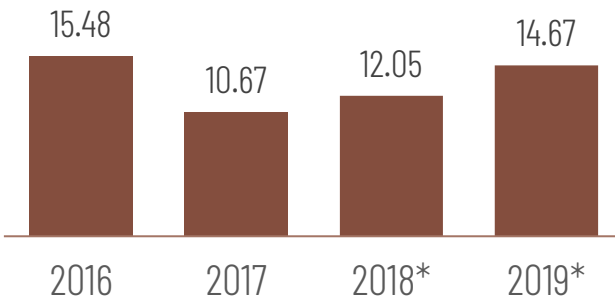
The majority in AETOS is owned by  
Jannis Samaras and his family.  
Minority shares are owned by Kofola Group's  
COO René Musila and Supervisory Board  
member Tomáš Jendřejek.



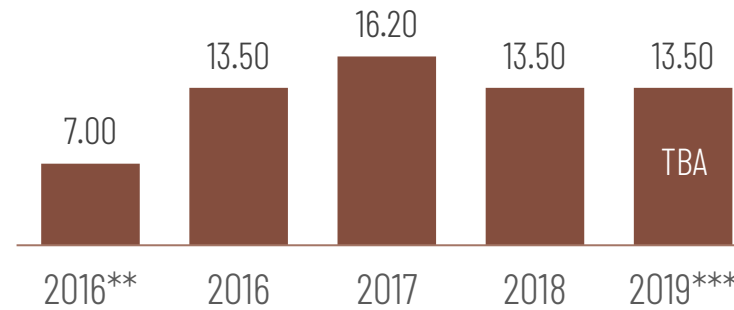
# KOFOLA LISTED ON PSE



## Earnings per share (CZK)



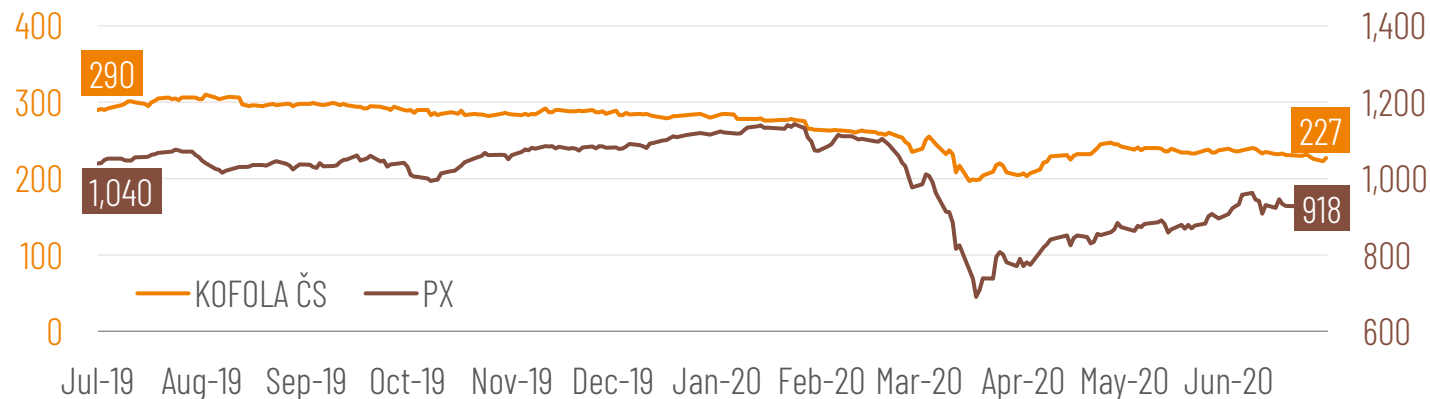
## Dividends per share (CZK)



## Dividend policy

- 60% of consolidated net profit achieved in each financial year from 2017-2020, subject to sufficient distributable profits.

## Share performance (CZK)



## About shares

|   |               |
|---|---------------|
| Market capitalization   | 189.2 EURm    |
| Dividend yield (latest dividend to share price as at 30-6-20) | 5.9%          |
| Average transaction volume                                    | 8,380 per day |



# 6M 2020 AWARDS



PROKOP 2019

## PROKOP 2019

First Prize in Corporate Communication for the Kamilka Project.



## Randstad Award

3rd place for Kofola in the complete ranking of the most attractive employers in the Czech Republic, 1st place in FMCG category.



## Mediář

2 TV spots (Royal Crown Cola and Kofola) placed in TOP 10 of TV Advertisements in 2019.



## Zlatá pecka

Best of Best from Association of Czech Advertising Agencies and Marketing Communication (Acra-mk) for the legendary Christmas TV Kofola Advertisement.

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# RESULTS OF KOFOLA GROUP | 6M 2020

| Reconciliation of reported and adjusted results (CZKm)       | Reported       | One-offs    | Adjusted       |
|--|----------------|-------------|----------------|
| Revenue  | 2,752.9        | -           | 2,752.9        |
| Cost of sales  | (1,561.8)      | -           | (1,561.8)      |
| <b>Gross profit</b>  | <b>1,191.1</b> | <b>-</b>    | <b>1,191.1</b> |
| Selling, marketing and distribution costs                    | (947.9)        | -           | (947.9)        |
| Administrative costs   | (211.1)        | -           | (211.1)        |
| Other operating income/(costs), net                          | (71.7)         | 94.4        | 22.7           |
| <b>Operating profit/(loss)</b>                               | <b>(39.6)</b>  | <b>94.4</b> | <b>54.8</b>    |
| Depreciation and amortisation                                | 300.5          | (6.2)       | 294.3          |
| <b>EBITDA</b>  | <b>260.9</b>   | <b>88.2</b> | <b>349.1</b>   |
| Finance income/(costs), net                                  | (19.3)         | 0.1         | (19.2)         |
| Income tax   | (30.9)         | (3.3)       | (34.2)         |
| <b>Profit/(loss) for the period</b>                          | <b>(89.8)</b>  | <b>91.2</b> | <b>1.4</b>     |
| - attributable to shareholders of Kofola ČeskoSlovensko a.s. | (82.5)         | 91.2        | 8.7            |

## One-offs

### Continuing operations:

- PPE impairment of 35.4 CZKm (F&H).
- Restructuring costs of 24.3 CZKm (CS) and of 3.1 CZKm (F&H).
- Advisory costs of 12.0 CZKm (CS).
- Costs connected with the maintenance of closed Grodzisk Wielkopolski plant of 10.6 CZKm (F&H).
- Costs for support of the parties impacted by COVID-19 of 5.9 CZKm (CS).
- Costs arising on merger between LEROS and Espresso of 1.8 CZKm (F&H).
- Costs arising on integration of newly acquired subsidiaries of 1.7 CZKm (CS).
- Net gain on sold items of Property, plant and equipment of 0.4 CZKm (All segments).



# GROUP RESULTS COMPARISON 6M\*

| (CZKm)  | 6M20      | 6M19**    | Change  | Change (%) |
|---|-----------|-----------|---------|------------|
| Revenue   | 2,752.9   | 3,032.3   | (279.4) | (9.2%)     |
| Cost of sales   | (1,561.8) | (1,621.5) | 59.7    | (3.7%)     |
| <b>Gross profit</b>   | 1,191.1   | 1,410.8   | (219.7) | (15.6%)    |
| Selling, marketing and distribution costs                           | (947.9)   | (1,031.0) | 83.1    | (8.1%)     |
| Administrative costs  | (211.1)   | (220.6)   | 9.5     | (4.3%)     |
| Other operating income/(costs), net                                 | 22.7      | 0.7       | 22.0    | 3,142.9%   |
| <b>Operating profit/(loss)</b>                                      | 54.8      | 159.9     | (105.1) | (65.7%)    |
| <b>EBITDA</b>   | 349.1     | 424.7     | (75.6)  | (17.8%)    |
| Finance income/(costs), net   | (19.2)    | (68.7)    | 49.5    | (72.1%)    |
| Income tax  | (34.2)    | (70.4)    | 36.2    | (51.4%)    |
| <b>Profit/(loss) for the period</b> continuing operations (CO)      | 1.4       | 20.8      | (19.4)  | (93.3%)    |
| <b>Profit/(loss) for the period</b> discontinued operations (DO)*** | -         | 5.9       | (5.9)   | (100.0%)   |
| <b>Profit/(loss) for the period</b> (CO+DO)                         | 1.4       | 26.7      | (25.3)  | (94.8%)    |
| - attributable to shareholders of Kofola ČeskoSlovensko a.s.        | 8.7       | 30.2      | (21.5)  | (71.2%)    |

## Continuing operations

- Revenue drop due to COVID-19, impacting mainly HoReCa distribution channel. Also very rainy June 2020.
- Gross profit margin decreased only by 3.2 p.p. due to realized saving measures and lower prices of PET.
- Decreased S,M&D costs due to lower sales (distribution costs), lower employee expenses and savings in marketing.
- ADMIN costs percentage decrease lower than S,M&D due to higher portion of fixed costs.
- Net FIN result significantly better mainly due to unrealized FX gains arising on Company's EUR receivables.
- Lower Income tax expense mostly attributable to lower taxable profits.

\* Adjusted for one-offs \*\* Re-presented (due to sale of Megapack in 4Q19) \*\*\* Result for 2019 includes Hoop Polska (only till 18 Mar 2019) and Megapack



# GROUP RESULTS COMPARISON 2Q\*

| (CZKm)  | 2020    | 2019**  | Change  | Change (%) |
|---|---------|---------|---------|------------|
| Revenue   | 1,463.6 | 1,741.1 | (277.5) | (15.9%)    |
| Cost of sales   | (822.9) | (888.1) | 65.2    | (7.3%)     |
| <b>Gross profit</b>   | 640.7   | 853.0   | (212.3) | (24.9%)    |
| Selling, marketing and distribution costs                           | (490.8) | (567.9) | 77.1    | (13.6%)    |
| Administrative costs  | (94.8)  | (114.1) | 19.3    | (16.9%)    |
| Other operating income/(costs), net                                 | 21.2    | 0.9     | 20.3    | 2,255.6%   |
| <b>Operating profit/(loss)</b>                                      | 76.3    | 171.9   | (95.6)  | (55.6%)    |
| <b>EBITDA</b>   | 230.2   | 306.4   | (76.2)  | (24.9%)    |
| Finance income/(costs), net   | (52.2)  | (42.7)  | (9.5)   | 22.2%      |
| Income tax  | (18.8)  | (52.3)  | 33.5    | (64.1%)    |
| <b>Profit/(loss) for the period</b> continuing operations (CO)      | 5.3     | 76.9    | (71.6)  | (93.1%)    |
| <b>Profit/(loss) for the period</b> discontinued operations (DO)*** | -       | 15.7    | (15.7)  | (100.0%)   |
| <b>Profit/(loss) for the period</b> (CO+DO)                         | 5.3     | 92.6    | (87.3)  | (94.3%)    |
| - attributable to shareholders of Kofola ČeskoSlovensko a.s.        | 8.9     | 94.2    | (85.3)  | (90.6%)    |

## Continuing operations

- COVID-19 had pervasive effect on 2Q20 financial results with the most significant effects being described within 6M20 results above.
- Lower 2Q20 ADMIN costs due to option scheme expenses in 2Q19.
- Net FIN result worse due to higher FX losses in 2Q20.
- Net result in black numbers.
- EBITDA margin in 2Q20 reaching 15.7% represents decrease only by 1.9 p.p.

\* Adjusted for one-offs \*\* Re-presented (due to sale of Megapack in 4Q19) \*\*\* Result for 2Q19 includes Megapack



# CONSOLIDATED INCOME STATEMENT\*

| (CZKm)                                    | 6M20**    | 6M19**    | 2019**    | 2018**    | 2017      | 2016      |
|---|-----------|-----------|-----------|-----------|-----------|-----------|
| Revenue                                   | 2,752.9   | 3,032.3   | 6,409.5   | 6,159.2   | 6,963.3   | 6,999.0   |
| Cost of sales                             | (1,561.8) | (1,621.5) | (3,344.9) | (3,300.2) | (4,134.1) | (4,211.6) |
| Gross profit                              | 1,191.1   | 1,410.8   | 3,064.6   | 2,859.0   | 2,829.2   | 2,787.4   |
| Selling, marketing and distribution costs | (947.9)   | (1,031.0) | (2,090.5) | (1,925.8) | (2,093.0) | (1,876.9) |
| Administrative costs                      | (211.1)   | (220.6)   | (453.8)   | (409.5)   | (373.7)   | (403.1)   |
| Other operating income/(costs), net       | 22.7      | 0.7       | 49.2      | 29.8      | 22.4      | 33.9      |
| Operating profit/(loss)                   | 54.8      | 159.9     | 569.5     | 553.5     | 384.9     | 541.3     |
| EBITDA                                    | 349.1     | 424.7     | 1,119.4   | 1,056.6   | 950.2     | 1,064.4   |

\* Adjusted for one-offs \*\* Continuing operations; All Y/E periods audited; 6M19 re-presented due to sale of Megapack in 4Q19



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| (CZKm)  | 30.6.2020 | 31.12.2019 | 31.12.2018* | 31.12.2017 | 31.12.2016 |
|---|-----------|------------|-------------|------------|------------|
| Non-current assets  | 5,876.2   | 4,394.0    | 4,348.8     | 4,786.2    | 4,915.9    |
| Current assets  | 2,283.3   | 2,522.4    | 2,214.2     | 1,792.7    | 3,104.0    |
| Total assets  | 8,159.5   | 6,916.4    | 6,563.0     | 6,578.9    | 8,019.9    |
| Equity attributable to owners of Kofola ČeskoSlovensko a.s. | 1,469.0   | 1,530.1    | 1,483.4     | 1,977.7    | 2,736.6    |
| Equity attributable to non-controlling interests            | (23.9)    | (16.5)     | (8.2)       | (3.7)      | 2.9        |
| Total equity  | 1,445.1   | 1,513.6    | 1,475.2     | 1,974.0    | 2,739.5    |
| Non-current liabilities                                     | 4,263.8   | 2,842.5    | 2,613.9     | 1,855.7    | 1,580.4    |
| Current liabilities   | 2,450.6   | 2,560.3    | 2,473.9     | 2,749.2    | 3,700.0    |
| Total liabilities   | 6,714.4   | 5,402.8    | 5,087.8     | 4,604.9    | 5,280.4    |
| Total liabilities and equity                                | 8,159.5   | 6,916.4    | 6,563.0     | 6,578.9    | 8,019.9    |

\* Restated; All Y/E periods audited



# CONSOLIDATED STATEMENT OF CASH FLOWS

| (CZKm)   | 6M20      | 6M19    | 2019    | 2018    | 2017      | 2016    |
|--|-----------|---------|---------|---------|-----------|---------|
| Net cash flows from operating activities                       | 111.8     | 224.3   | 932.3   | 821.2   | 720.0     | 655.3   |
| Net cash flows from investing activities                       | (1,201.3) | (376.9) | (355.0) | (389.4) | (469.0)   | (748.7) |
| Net cash flows from financing activities                       | 885.3     | (101.1) | (418.7) | (101.7) | (1,352.8) | (420.4) |
| Cash and cash equivalents at the beginning of the period       | 774.5     | 619.3   | 619.3   | 289.6   | 1,421.0   | 1,940.0 |
| Effects of exchange rates changes on cash and cash equivalents | 13.6      | (1.3)   | (3.4)   | (0.4)   | (29.6)    | (5.2)   |
| Cash and cash equivalents at the end of the period             | 583.8     | 364.3   | 774.5   | 619.3   | 289.6     | 1,421.0 |

# CONTACT

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

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