



kofola®

ČeskoSlovensko






PRELIMINARY RESULTS 2024

17 FEBRUARY 2025

**KOFOLA GROUP INVESTOR
PRESENTATION**

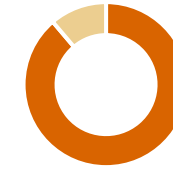


OUR ROOTS ARE IN CZECHOSLOVAKIA

-  Production plants
-  Offices
-  Agricultural sites



THE GROUP'S LONG-TERM AMBITION IS TO BE THE MARKET LEADER



Sales in countries where Kofola Group is number one or two in the soft drinks market account for **89% of our total revenue.**



CZECHIA



SLOVAKIA



SLOVENIA



CROATIA



Soft drinks
market position

PRELIMINARY ACT 2024 AND GOALS 2025

	ACT 2023	PRELIMINARY* ACT 2024	GOALS 2025
EBITDA	CZK 1.25 bn	CZK 1.87 bn **	CZK 1.9-2.0 bn
Revenue growth	10%	30%	3%
Max CAPEX (% of EBITDA)	33%	47%	60%
Dividend per share	13.5 CZK	13.5 CZK	≥13.5 CZK ***
Net debt / EBITDA	2.3	2.1	2.1

* Unaudited and adjusted for one-offs.

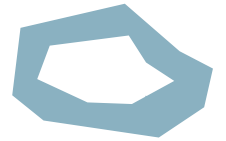
** EBITDA 2024 was increased by one-off adjustments in amount of approx. 100 mCZK. This includes flood costs, which will be covered by insurance proceeds in 2025. The insurance income cannot be recognised in 2024 according to the standard as the insurance claim has not yet been settled.

*** Advance dividend payment of CZK 7.50 per share before tax already paid in October 2024.



REVENUE DEVELOPMENT

Period	Change
January 2025 vs January 2024 - Value	c. +17%*
January 2025 vs January 2024 - Volume	c. +7%*



* As expected, January sales were impacted by lower sales in Slovakia due to frontloading connected to the sugar tax, which is effective from January 2025. The decrease is offset by the proceeds of newly acquired companies that were not yet part of the Group in January 2024.

WE ARE NOT AFRAID TO ENTER NEW SEGMENTS AND LEARN NEW THINGS

1990 → 2000 → 2010 → 2020

1993 Soft drinks



2003 HoReCa



2012 Fresh bars



2014 Salad bars



2018 Tea and herbs

2019 Coffee



2020 Ciders

2022 Herbal cosmetics

2023 Marketplace Supplo

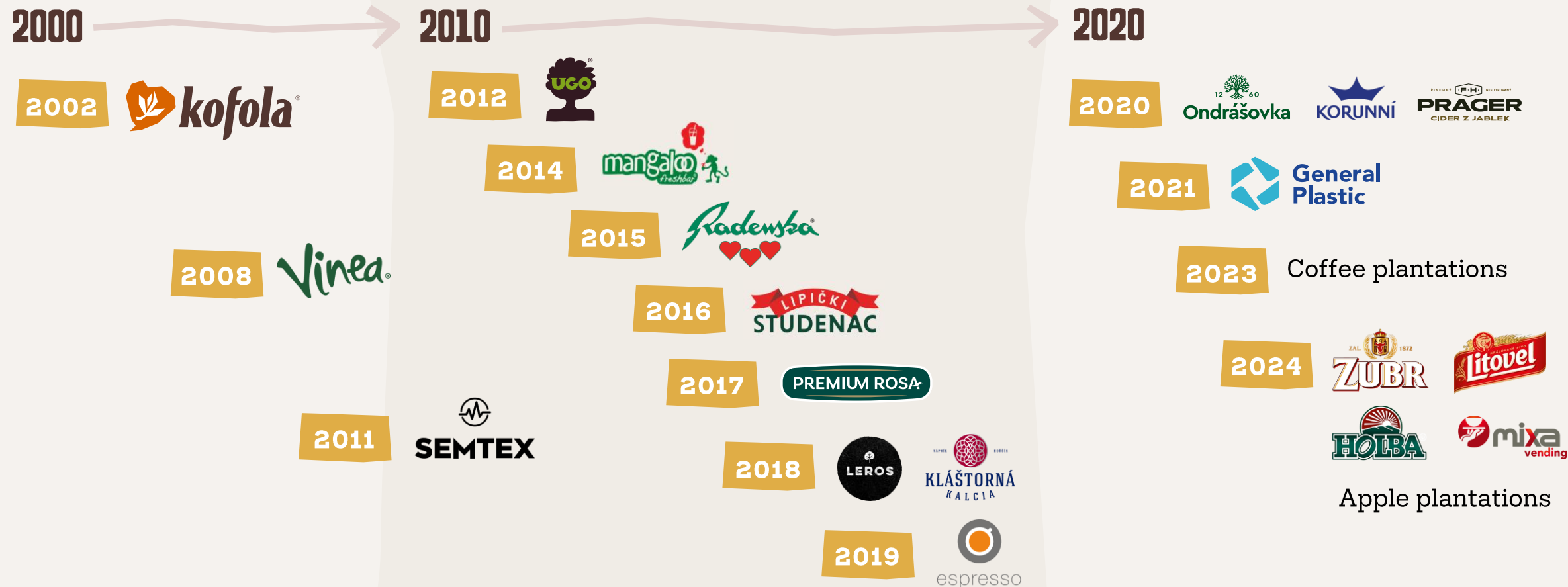
2024 Vending machines

2024 Beer



WE SEEK AND UTILIZE OPPORTUNITIES AROUND US

Overview of key acquisitions



WHAT WE HAVE ACHIEVED IN THE LAST THREE YEARS

2022

We introduced the Cirkulka returnable bottle system.



2023



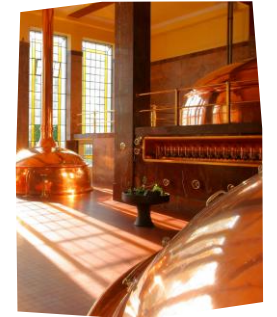
After herbs, we also learn to grow apples and coffee.



We have launched Kombucha – a healthy drink full of probiotic cultures.

2024

Through acquisitions, we entered two new segments – brewing and beverage vending machines.



STABLE OWNERSHIP STRUCTURE ALLOWS US TO FOCUS ON THE DEVELOPMENT OF THE GROUP

27.24%

**Free float
(others)**

Currently 6.1 million shares at Prague Stock Exchange.

4.60%

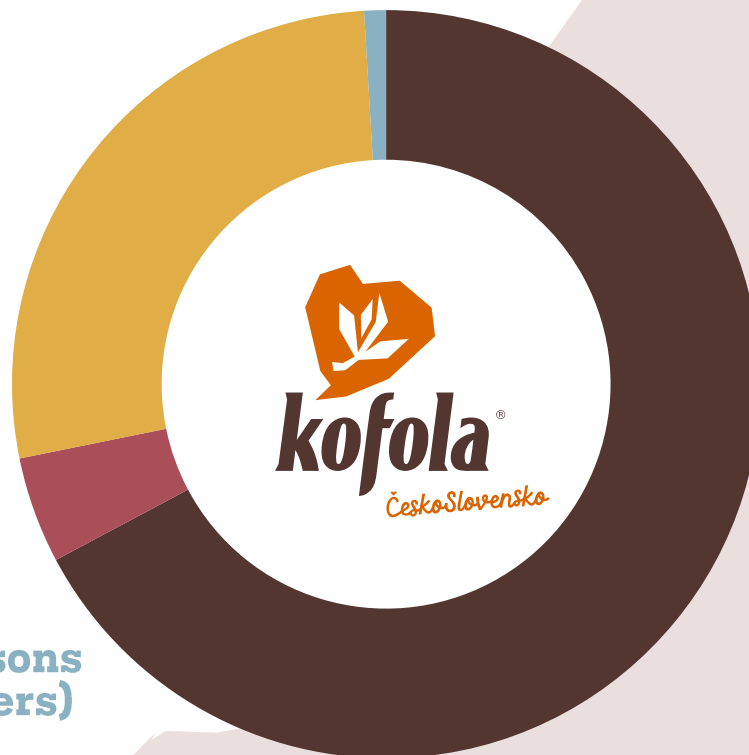
**Radenska
d.o.o.**

RADENSKA is considering the sale of its whole shares (1,025,239 shares as of 30 September 2024). 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.

0.94%

**Free float
(key management persons
- excl. Lykos alfa owners)**

Currently 0.2 million shares at Prague Stock Exchange.



67.22%

Lykos alfa a.s.*



Majority share

Jannis Samaras
with his family

Minority shares



René Musila
COO



Tomáš Jendřejek
Member of the
Supervisory Board



René Sommer
Chairman of the
Supervisory Board

* Previously AETOS a.s. In August 2024, AETOS a.s. and its shareholders have initiated steps to restructure the ownership structure of the Group, which includes Kofola ČeskoSlovensko a.s. For this purpose, a company Lykos alfa a.s. was created. Regarding Kofola ČeskoSlovensko a.s., this restructuring does not represent a change, as the majority of voting rights in Kofola ČeskoSlovensko a.s. will remain under the control of the former shareholders of AETOS a.s. This means that there will be no change in the ownership or control of Kofola ČeskoSlovensko a.s., nor any other changes that could affect Kofola ČeskoSlovensko a.s.

CONTACT

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

Jiří Rypar

investor@kofola.cz

+ 420 737 118 957

<http://investor.kofola.cz/en>

Kofola ČeskoSlovensko a.s.

Nad Porubkou 2278/31a
708 00 Ostrava – Poruba
Czech Republic



AUTHORIZATION

This presentation has been authorized by the Board of Directors of Kofola ČeskoSlovensko a.s. on 17 February 2025.

This presentation (“the Presentation”) has been prepared by Kofola ČeskoSlovensko a.s. (“the Company”).

The Company has prepared the Presentation with due care, however certain inconsistencies or omissions might have appeared in it. Information related to quarterly results is subject to limited procedures, balances as of 31 March and 30 September are provided for Net debt only. Therefore it is recommended that any person who intends to undertake any investment decision regarding any security issued by the Company or its subsidiaries shall only rely on information released as an official communication by the Company in accordance with the legal and regulatory provisions that are binding for the Company.

It should be also noted that forward-looking statements, including statements relating to expectations regarding the future financial results give no guarantee or assurance that such results will be achieved. The Board of Directors' expectations are based on present knowledge, awareness and/or views of the Company's Board of Directors' members and are dependent on a number of factors, which may cause that the actual results that will be achieved by the Company may differ materially from those discussed in the document. Many such factors are beyond the present knowledge, awareness and/or control of the Company, or cannot be predicted by it.

No warranties or representations can be made as to the comprehensiveness or

reliability of the information contained in this Presentation. Neither the Company nor its directors, managers, advisers or representatives of such persons shall bear any liability that might arise in connection with any use of this Presentation. Furthermore, no information contained herein constitutes an obligation or representation of the Company, its managers or directors, its shareholders, subsidiary undertakings, advisers or representatives of such persons.

This Presentation was prepared for information purposes only and is neither a purchase or sale offer, nor a solicitation of an offer to purchase or sell any securities or financial instruments or an invitation to participate in any commercial venture. This Presentation is neither an offer nor an invitation to purchase or subscribe for any securities in any jurisdiction and no statements contained herein may serve as a basis for any agreement, commitment or investment decision, or may be relied upon in connection with any agreement, commitment or investment decision.