



12M2018 RESULTS

Conference call summary



26 March 2019

Presented by:

<http://penozrouti.cz/>

Jannis Samaras
CEO



Pavel Jakubík
Group CFO



KOFOLA summer advertisement
1,382,000
Pěnožrout caught

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

Pěnožrouti Aplikace Jak hrát Mapa Zebříčky f y

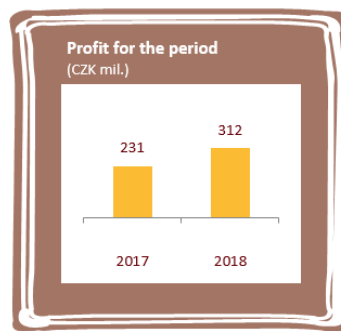
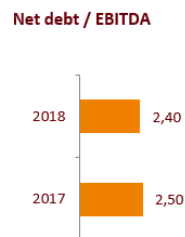
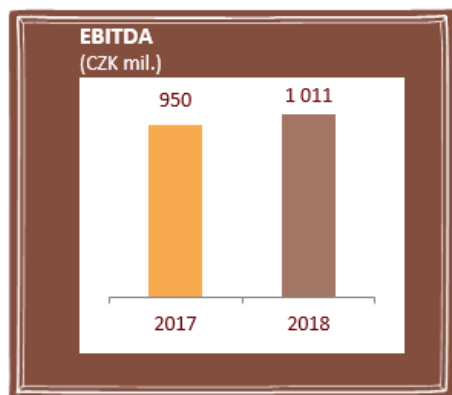
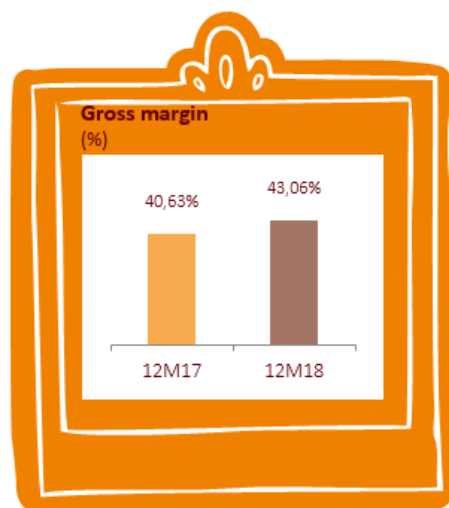
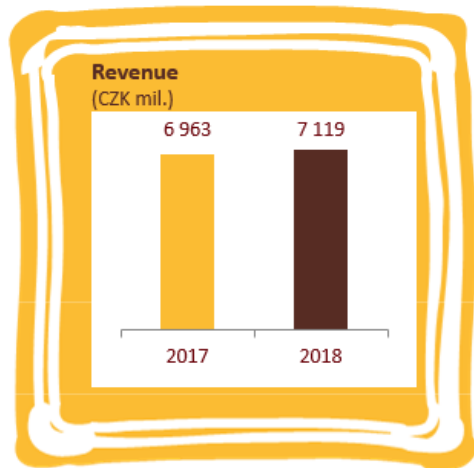
Zachraň pěnu!! Stáhuj aplikaci a polap všechny Pěnožrouty!

Pěnožrouti jsou malinkatí, roztlomilí, ale nenasatní 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 zboští 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

Kofola Group Key 12M Highlights*

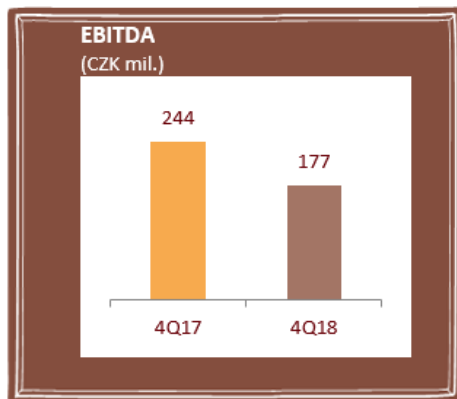
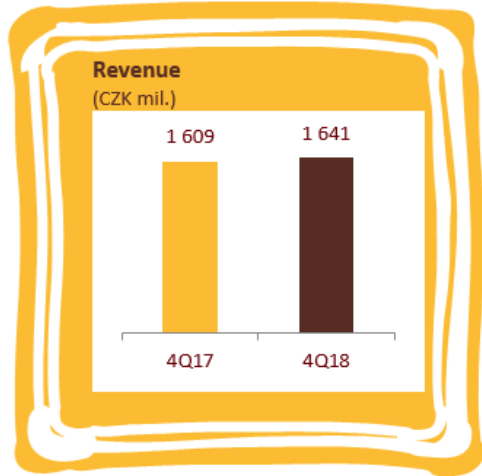


MAIN INFORMATION IN 12M18:

- GROUP'S ADJUSTED EBITDA WITHOUT HOOP POLSKA INCREASED BY 9.8% (CZK 92 MIL.).
- POSITIVE EFFECT OF THE LOWER SUGAR PRICE.
- PROVISION FOR BONUSES INCREASED BY CZK 62.5 MIL.
- ADJUSTED PROFIT AFTER TAX INCREASED BY CZK 81 MIL. (35.0%).
- GROUP'S REVENUE WITHOUT HOOP POLSKA INCREASED BY 7.2% (CZK 414 MIL.), BY 4.1% WITHOUT EFFECT OF TITBIT, PREMIUM ROSA AND LEROS ACQUISITIONS.
- OUR RECORD — AUGUST REVENUES OVER CZK 1 BILL.
- THE MOST SUCCESSFUL INNOVATIONS: ROYAL CROWN COLA AND VINEA FRIZZANTE (SERVED ON DRAUGHT).
- „PĚNOŽROUTI (FOAM EATERS)“ THE MOST DOWNLOADED CS INTERNET APPLICATION.
- SALE OF BIELSK PRODUCTION PLANT (CLOSED IN 2016, POLAND).
- SALE PROCESS OF HOOP POLSKA INITIATED IN 4Q18 AND FINALIZED IN MARCH 2019.

* adjusted for one-offs

Kofola Group Key 4Q Highlights*



MAIN INFORMATION IN 4Q18:

- GROUP'S REVENUE WITHOUT HOOP POLSKA INCREASED BY CZK 69.0 MIL. (5.1%), WITHOUT HOOP POLSKA AND LEROS INCREASED BY CZK 23.2 MIL. (1.7%).
- EBITDA WITHOUT HOOP POLSKA DECREASED BY CZK 64.5 MIL. (25.9%).
- PROVISION FOR BONUSES INCREASED BY CZK 63.3 MIL.
- POSITIVE EFFECT OF THE LOWER SUGAR PRICE.
- NET DEBT / ADJUSTED EBITDA RATIO AMOUNTED TO HEALTHY 2.4.
- SALE PROCESS OF HOOP POLSKA INITIATED IN 4Q18 AND FINALIZED IN MARCH 2019.

* adjusted for one-offs

Hoop Polska exit



- **Hoop Polska was sold on 18 March 2019** to ZMB Capital Sp. z o.o. Carrying amount of assets was decreased by an impairment charge of CZK 346 million. Impairment calculation (including transaction price) as well as Group's revenue and adjusted EBITDA after exclusion of Hoop Polska are outlined below.

Group results 12M* - without Hoop Polska	12M18 CZK mil.	12M17 CZK mil.	Change CZK mil.	Change %
Revenue	6,156.8	5,742.9	413.9	7.2%
EBITDA	1,029.5	938.0	91.5	9.8%

* adjusted for one-offs

Impairment related to the sale of Hoop Polska	12M18 CZK mil.
Hoop Polska's standalone net assets as at 31 December 2018 before impairment 2018	547.9
Transaction price	353.7
Provided loans and overdue trade receivables as at transaction date	(151.5)
Adjusted transaction price	202.2
Impairment	345.8

Contact

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

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