



GM2018 RESULTS

Conference call summary



13 August 2018

Presented by:

<http://penozrouti.cz/>

Group CFO Daniel Buryš



KOFOLA
summer
advertisement
350.000
caught
Pěnožrout

Pěnožrouti Aplikace Jak hrát? Mapa Zebříčky f y

Zachraň pěnu!! Stáhuj aplikaci a polap všechny Pěnožrouty!

Pěnožrouti jsou malinkatí, roztomilí, 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.

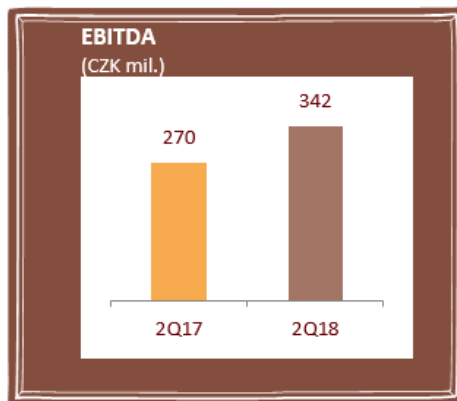
Stáhuj aplikaci pro smartphone:

NTNĚ NA Google Play Stáhnout v App Store

A screenshot of the Pěnožrouti website. The page has a yellow background. At the top, there's a navigation bar with the logo 'Pěnožrouti' and links for 'Aplikace', 'Jak hrát?', 'Mapa', and 'Zebříčky', along with social media icons for Facebook and YouTube. The main content area features a large white thought bubble containing text and a call to action. To the right of the text is an illustration of a smartphone displaying the app, a Kofola mug with foam, and a Pěnožrout character. At the bottom, there are buttons for downloading the app on Google Play and the App Store.

Kofola Group Key 2Q18 Highlights*

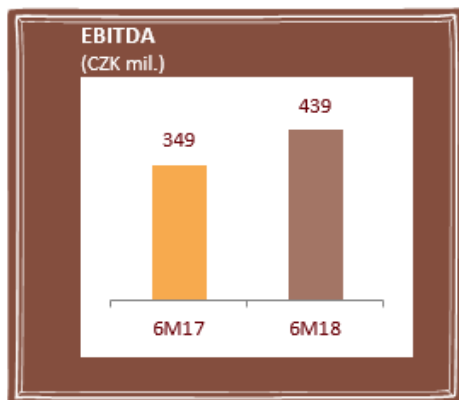
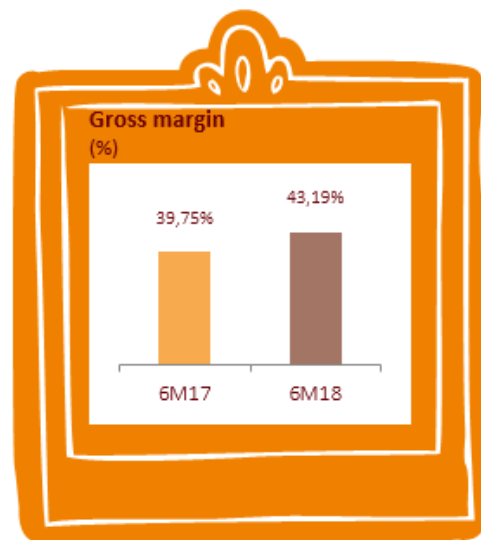
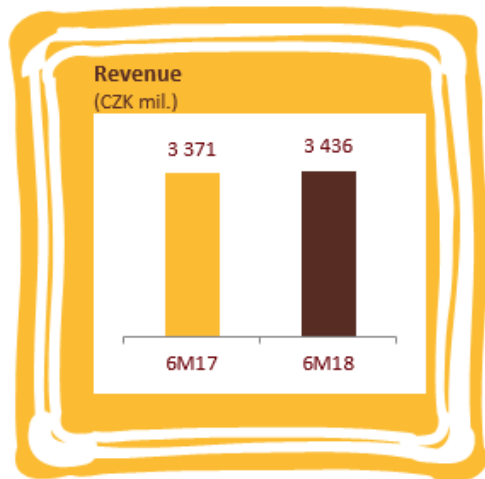
MAIN ISSUES IN 2Q18:



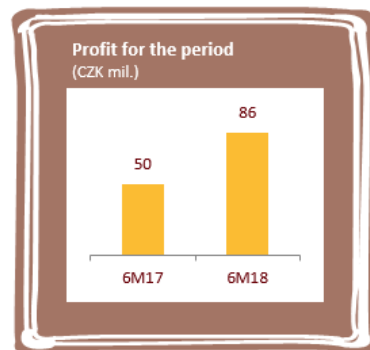
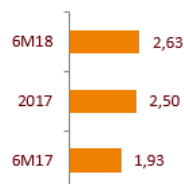
- GROWTH OF ALL PERFORMANCE INDICATORS. OUR MAIN INDICATOR EBITDA INCREASED BY 26.6%.
- 2Q SALES DECREASED BY 1.2 % BUT 2Q SALES WITHOUT POLAND INCREASED BY 4.6 % (BIGGEST GROWTH IN CZECHIA).
- GROWTH OF THE WHOLE BEVERAGES MARKET. KEEPING STABLE MARKET POSITIONS.
- GOOD APRIL AND MAY WEATHER. VERY COLD JUNE IN ADRIATIC.
- INCREASE OF EMPLOYEE BENEFITS COSTS (8.2 %, CZK 50 MIL. LIKE-TO LIKE, WITHOUT NEW ACQUISITIONS) COMPENSATED BY SAVINGS ON CHEAPER SUGAR AND SWEETENERS (IN CZ+SK SUGAR PRICE DECREASED BY 29%).
- 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 6M18 Highlights*



Net debt / EBITDA



MAIN ISSUES IN 6M18:

- GROUP'S EBITDA WITHOUT POLAND INCREASED BY CZK 101 MIL. (29.5%).
- GROUP'S REVENUE WITHOUT POLAND INCREASED BY CZK 192 MIL. THOUSAND (7.1%).
- GROSS PROFIT INCREASED BY CZK 144 MIL. (10.8%)
- GROSS MARGIN INCREASED BY 3.44 P.P.

* adjusted for one-offs

Other

- So far 2018 very successful but we will update YE forecast after 3Q18.
- HOOP Polska – a contingency plan **assumes** divestment. Possible increase of impairment.
- Today, a 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 %.
- After the increase of free float, our shares show 5x bigger liquidity on PSE.

* in Kofola's history

Contact

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

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