

# 12M18 and 4Q18 Comparative information

Statement of Profit and Loss  
Business Segments

Kofola ČeskoSlovensko a.s.

13 March 2020





Reasons for restatement of comparatives:

1. Sale of Hoop Polska and Megapack (discontinued operations)
2. New Business segment structure from Jan 2019 (applied also to 2018)
3. Correction of deferred tax from tax incentive



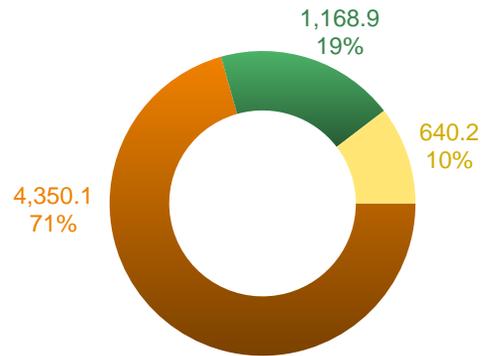
# 12M18 - Consolidated statement of profit or loss (restated)

Adjusted consolidated financial results CZK mil.	12M18 (reported)	Sale of Hoop Polska (discontinued)	Sale of Megapack (discontinued)	Correction of deferred tax (continuing)	12M18 unaudited (restated)
<b>Revenue</b>	7,118.8	(959.6)	-	-	<b>6,159.2</b>
Cost of sales	(4,053.4)	753.2	-	-	(3,300.2)
<b>Gross profit</b>	<b>3,065.4</b>	<b>(206.4)</b>	-	-	<b>2,859.0</b>
Selling, marketing and distribution costs	(2,196.9)	271.1	-	-	(1,925.8)
Administrative costs	(442.0)	32.5	-	-	(409.5)
Other operating income/(costs), net	17.2	12.6	-	-	29.8
<b>Operating profit/(loss)</b>	<b>443.7</b>	<b>109.8</b>	-	-	<b>553.5</b>
Depreciation and amortization	567.3	(64.2)	-	-	503.1
<b>EBITDA</b>	<b>1,011.0</b>	<b>45.6</b>	-	-	<b>1,056.6</b>
Finance costs, net	(80.8)	11.2	(23.0)	-	(92.6)
Income tax	(50.5)	13.8	-	(48.3)	(85.0)
<b>Profit/(loss) for the period (continuing operations)</b>	<b>312.4</b>	<b>134.8</b>	<b>(23.0)</b>	<b>(48.3)</b>	<b>375.9</b>
<b>Profit/(loss) for the period (discontinued operations)</b>	-	<b>(134.8)</b>	<b>23.0</b>	-	<b>(111.8)</b>
<b>Profit/(loss) for the period (continuing + discontinued operations)</b>	<b>312.4</b>	-	-	<b>(48.3)</b>	<b>264.1</b>
- attributable to owners of Kofola ČeskoSlovensko a.s.	316.8	-	-	(48.3)	268.5

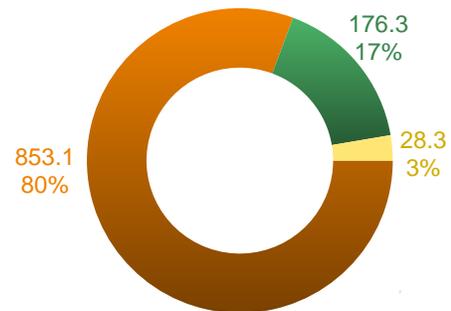


# 12M18 - Adjusted Revenue and EBITDA per Business segment (continuing operations)

Revenue (CZK million)



EBITDA\* (CZK million)



- CzechoSlovakia
- Adriatic
- Fresh & Herbs

\* Excluding EBITDA attributable to the business category "Other".



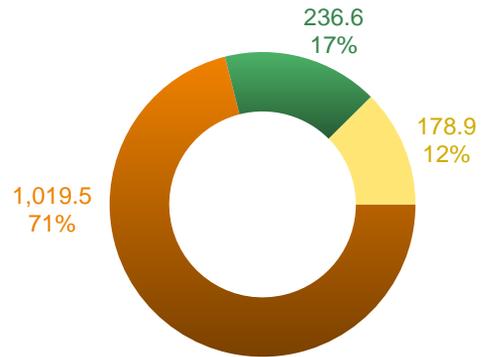
# 4Q18 - Consolidated statement of profit or loss (restated)

Adjusted consolidated financial results CZK mil.	4Q18 (reported)	Sale of Hoop Polska (discontinued)	Sale of Megapack (discontinued)	Correction of deferred tax (continuing)	4Q18 unaudited (restated)
<b>Revenue</b>	1,640.9	(205.9)	-	-	<b>1,435.0</b>
Cost of sales	(1,022.1)	165.9	-	-	(856.2)
<b>Gross profit</b>	<b>618.8</b>	<b>(40.0)</b>	-	-	<b>578.8</b>
Selling, marketing and distribution costs	(498.9)	66.7	-	-	(432.2)
Administrative costs	(124.2)	8.9	-	-	(115.3)
Other operating income/(costs), net	24.2	2.3	-	-	26.5
<b>Operating profit/(loss)</b>	<b>19.9</b>	<b>37.9</b>	-	-	<b>57.8</b>
Depreciation and amortization	156.9	(14.4)	-	-	142.5
<b>EBITDA</b>	<b>176.8</b>	<b>23.5</b>	-	-	<b>200.3</b>
Finance costs, net	(24.9)	2.6	(1.1)	-	(23.4)
Income tax	56.8	13.7	-	(48.3)	22.2
<b>Profit/(loss) for the period (continuing operations)</b>	<b>51.8</b>	<b>54.2</b>	<b>(1.1)</b>	<b>(48.3)</b>	<b>56.6</b>
<b>Profit/(loss) for the period (discontinued operations)</b>	-	<b>(54.2)</b>	<b>1.1</b>	-	<b>(53.1)</b>
<b>Profit/(loss) for the period (continuing + discontinued operations)</b>	<b>51.8</b>	-	-	<b>(48.3)</b>	<b>3.5</b>
- attributable to owners of Kofola ČeskoSlovensko a.s.	52.3	-	-	(48.3)	4.0

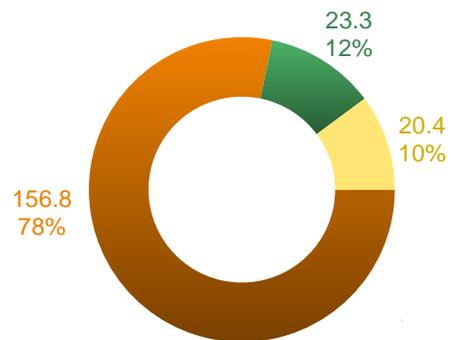


# 4Q18 - Adjusted Revenue and EBITDA per Business segment (continuing operations)

Revenue (CZK million)



EBITDA\* (CZK million)



- CzechoSlovakia
- Adriatic
- Fresh & Herbs

\* Excluding EBITDA attributable to the business category "Other".



# Restated Financial Statements / New segment structure

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- The Group has sold Hoop Polska on 18 March 2019 and Megapack on 18 December 2019. The results of these investments are therefore presented in the Group financial statements as **Discontinued operations**. The Consolidated statement of profit or loss is now divided into **Continuing and Discontinued operations**.
- **12M18 and 4Q18 Continuing operations** exclude Hoop Polska and Megapack.
- **12M18 and 4Q18 Discontinued operations** contain result of Hoop Polska and share on Megapack's result.
- After the sale of Hoop Polska, management has decided to adjust the structure of segment information.  
**3 Business segments** are now presented:
  - CzechoSlovakia** (Kofola ČeskoSlovensko a.s., Kofola a.s. (CZ), Kofola a.s. (SK), Minerálka s.r.o. and SANTA-TRANS s.r.o.),
  - Adriatic** (RADENSKA d.o.o., Studenac d.o.o. and Radenska d.o.o.), and
  - Fresh & Herbs** (UGO trade s.r.o., Premium Rosa Sp. z o.o., LEROS, s.r.o. and Espresso s.r.o.).
- Financial statements for the year ended 31 December 2018 have been restated due to erroneous determination of entitlement for investment incentive. As a result, deferred income tax expense and deferred tax liabilities have been increased by CZK 48.3 million.



# Contact

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Z BYLIN, OVOCE  
A LÁSKY

JÁ + TY ♡

MOJE JEDINÁ

Jsí přesně taková  
jakou si Tě pamatuji

♡

největší  
dvě slova  
Kofolaška!

MILUJU TĚ

ORIGINAL

♡ ♡ ♡

la ♡ ♡ ♡

chci  
Tě och  
utnat ♡

VONÍŠ PO  
BYLINKÁČI

ZASE  
SE MI  
OZVI

♡

MILUJU TĚ  
i když  
vypěníš

chcem ňu,  
iba o ovocnu

Z NAŠICH  
BYLINEK

♡

