

I2M18 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



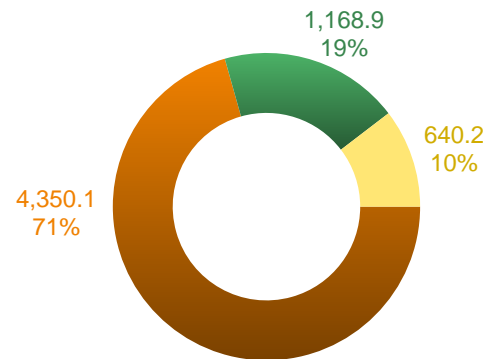
12M18 - Consolidated statement of profit or loss (restated)

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)
Revenue	7,118.8	(959.6)	-	-	6,159.2
Cost of sales	(4,053.4)	753.2	-	-	(3,300.2)
Gross profit	3,065.4	(206.4)	-	-	2,859.0
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
Operating profit/(loss)	443.7	109.8	-	-	553.5
Depreciation and amortization	567.3	(64.2)	-	-	503.1
EBITDA	1,011.0	45.6	-	-	1,056.6
Finance costs, net	(80.8)	11.2	(23.0)	-	(92.6)
Income tax	(50.5)	13.8	-	(48.3)	(85.0)
Profit/(loss) for the period (continuing operations)	312.4	134.8	(23.0)	(48.3)	375.9
Profit/(loss) for the period (discontinued operations)	-	(134.8)	23.0	-	(111.8)
Profit/(loss) for the period (continuing + discontinued operations)	312.4	-	-	(48.3)	264.1
- attributable to owners of Kofola ČeskoSlovensko a.s.	316.8	-	-	(48.3)	268.5

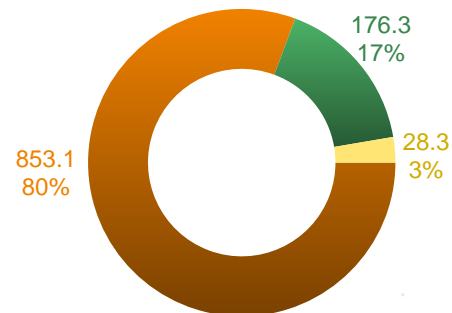


I2M18 - Adjusted Revenue and EBITDA per Business segment (continuing operations)

Revenue (CZK million)

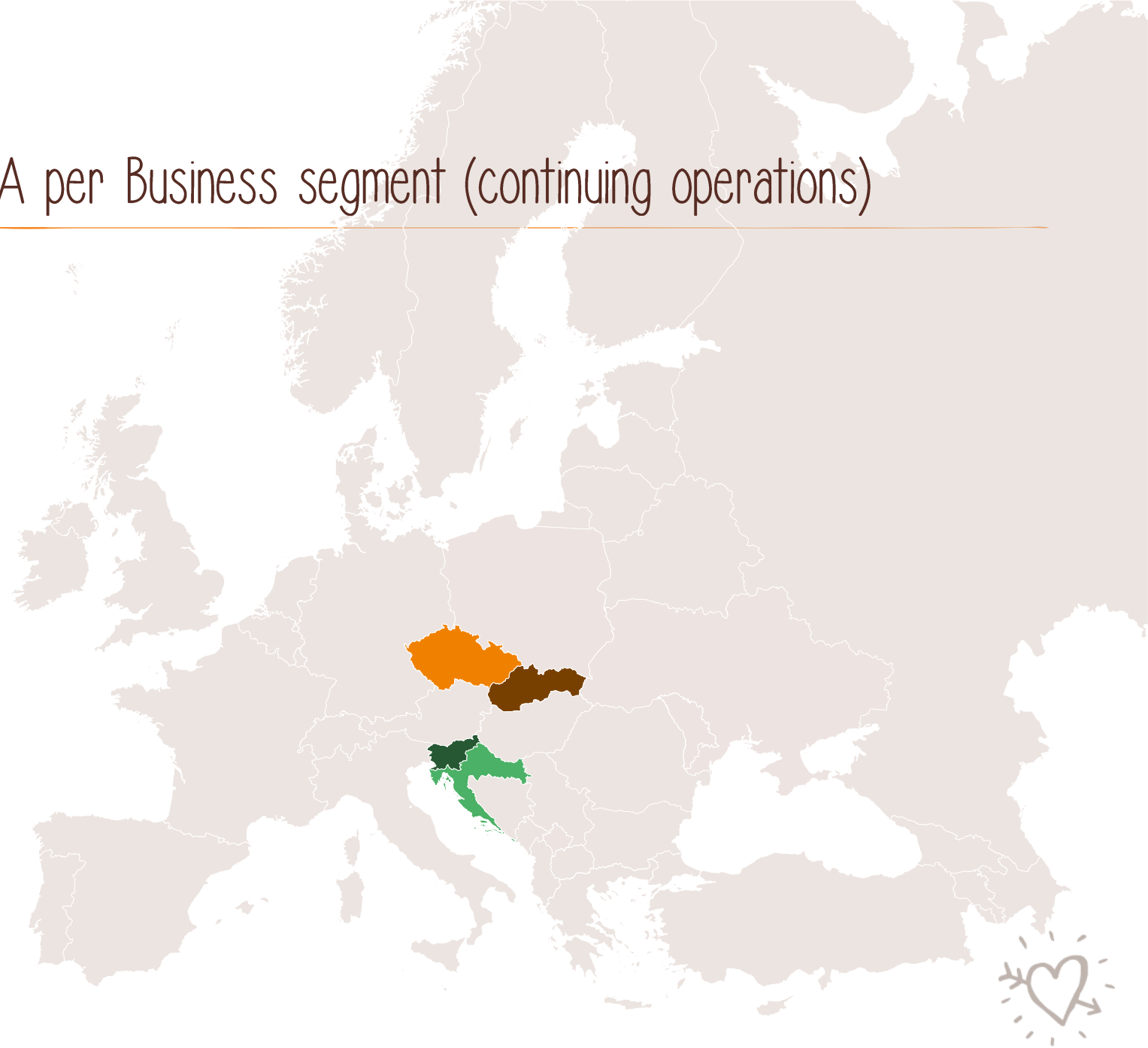


EBITDA* (CZK million)



■ CzechoSlovakia
■ Adriatic
■ Fresh & Herbs

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



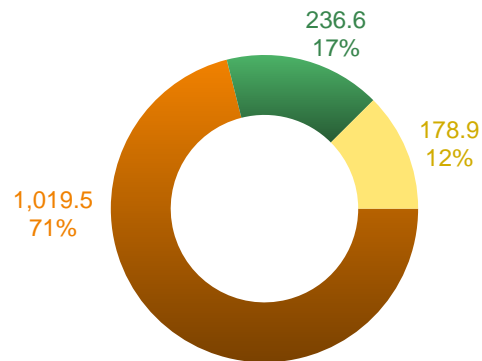
4Q18 - Consolidated statement of profit or loss (restated)

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)
Revenue	1,640.9	(205.9)	-	-	1,435.0
Cost of sales	(1,022.1)	165.9	-	-	(856.2)
Gross profit	618.8	(40.0)	-	-	578.8
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
Operating profit/(loss)	19.9	37.9	-	-	57.8
Depreciation and amortization	156.9	(14.4)	-	-	142.5
EBITDA	176.8	23.5	-	-	200.3
Finance costs, net	(24.9)	2.6	(1.1)	-	(23.4)
Income tax	56.8	13.7	-	(48.3)	22.2
Profit/(loss) for the period (continuing operations)	51.8	54.2	(1.1)	(48.3)	56.6
Profit/(loss) for the period (discontinued operations)	-	(54.2)	1.1	-	(53.1)
Profit/(loss) for the period (continuing + discontinued operations)	51.8	-	-	(48.3)	3.5
- attributable to owners of Kofola ČeskoSlovensko a.s.	52.3	-	-	(48.3)	4.0

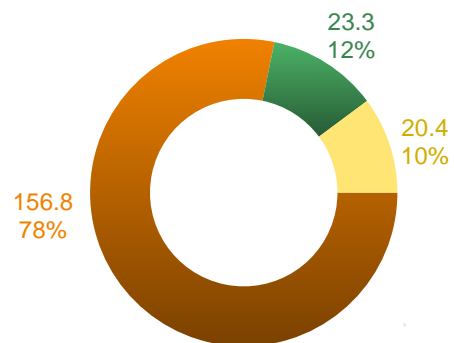


4Q18 - Adjusted Revenue and EBITDA per Business segment (continuing operations)

Revenue (CZK million)

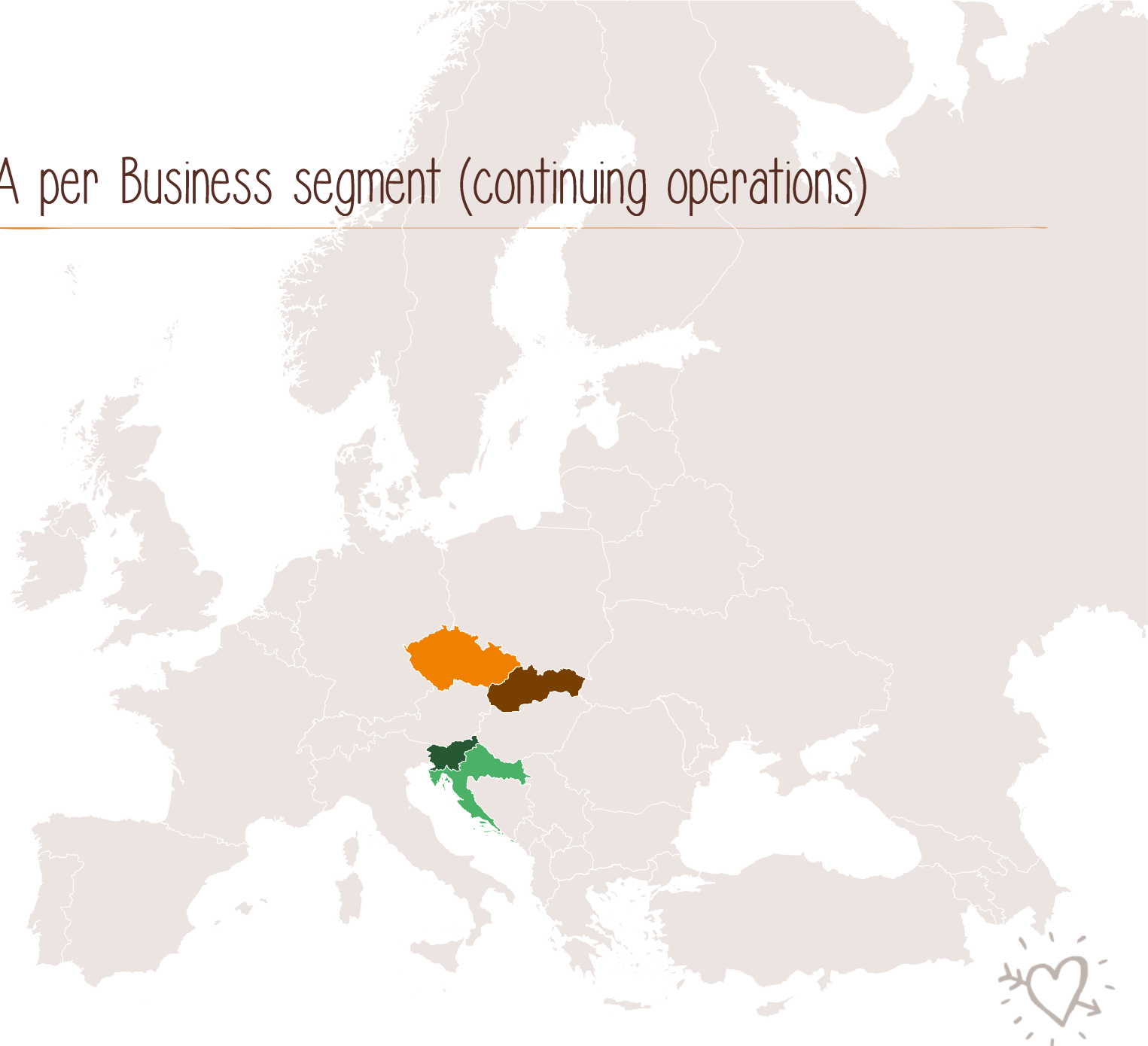


EBITDA* (CZK million)



■ CzechoSlovakia
■ Adriatic
■ Fresh & Herbs

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



Restated Financial Statements / New segment structure

- 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.



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A LÁSKY

JÁ + TY ♥

MOJE
JEDINÁ

Jsi přesně taková
jako si Tě pamatuji



♥
MILUJU TĚ

ORIGINAL

největší
dvojčata
Kofoláčka!

VONÍS PO
BYLINKÁCH



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chci
Tě och
utnat ♥
♥

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OZVI



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i když
vypěníš


Chcem lá,
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