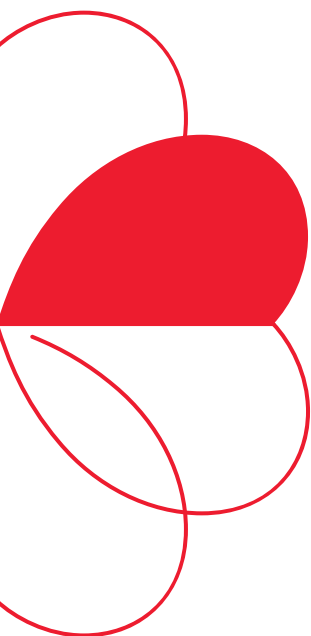


# Podravka Group business results for 1 - 12 2024 UNAUDITED



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# Key financial indicators in 1 - 12 2024



**KEY FINANCIAL INDICATORS IN 1 - 12 2024**

NOTE: Decimal differences in the document are possible due to rounding.

<i>(in EUR millions)</i>	<b>1 - 12 2023</b>	<b>1 - 12 2024</b>	<b>Δ</b>	<b>%</b>
Sales revenue	713.8	766.5	52.7	7.4%
EBITDA <sup>1</sup>	91.9	115.4	23.5	25.5%
Net profit after MI	66.4	73.9	7.5	11.3%
Net cash flow from operating activities	115.4	88.8	(26.6)	(23.0%)
Cash capital expenditures	73.8	71.2	(2.6)	(3.5%)
Normalized EBITDA <sup>2</sup>	91.9	116.8	24.8	27.0%
Normalized net profit after MI	47.2	64.2	17.0	36.1%

<i>(in EUR; market capitalization in EURm)</i>	<b>31 Dec 2023</b>	<b>31 Dec 2024</b>	<b>Δ</b>	<b>%</b>
Net debt / normalized EBITDA	0.2	0.3	0.1	61.2%
Normalized Earnings per share	6.7	9.1	2.4	35.6%
Last price at the end of period	163.0	148.5	(14.5)	(8.9%)
Market capitalization	1,143.6	1,045.9	(97.6)	(8.5%)
Return on average equity <sup>3</sup>	8.8%	8.3%		-45 bp
Return on average assets <sup>4</sup>	6.4%	6.2%		-21 bp

**KEY HIGHLIGHTS IN 1 - 12 2024:**

- In 1 - 12 2024, the Podravka Group recorded a revenue increase of EUR 52.7m (+7.4%), where the Food segment revenues increased by EUR 38.0m (+6.9%), while the Pharmaceuticals segment revenues grew by EUR 14.7m (+9.2%) relative to the comparative period,
- Operating profit before depreciation and amortisation (EBITDA) in 1 - 12 2024 amounted to EUR 115.4m, which is EUR 23.5m (+25.5%) higher than in the comparative period, while normalised operating profit before depreciation and amortisation (EBITDA) amounted to EUR 116.8m and is higher than in the previous period by EUR 24.8m (+27.0%). The increase in Normalised operating profit before depreciation and amortisation (EBITDA) was achieved due to higher sales revenues and higher gross profit, despite additional investments in improving the material status of employees of EUR 19.2m (+11.8%),
- Net profit after MI amounted to EUR 73.9m, and increased by EUR 7.5m (+11.3%), while Normalised net profit after MI amounted to EUR 64.2m and it is EUR 17.0m (+36.1%) higher than in the comparative period,
- Total debt at the Podravka Group level increased by EUR 0.2m due to the increase in liabilities for right-of-use assets by EUR 3.7m, while borrowings are EUR 3.5m lower. At the end of the reporting period, net debt<sup>5</sup> amounted to EUR 30.5m, which is EUR 15.6m higher due to EUR 15.4m lower cash and cash equivalents, while the leverage (net debt to Normalised EBITDA ratio) at the end of the reporting period stood at low 0.3.

<sup>1</sup> Reported EBITDA is calculated in a way that EBIT was increased by the depreciation, amortisation and value adjustments of non-current material and non-material assets.

<sup>2</sup> Normalized EBITDA is calculated in a way that normalized EBIT was increased by the depreciation and amortization.

<sup>3</sup> Normalized. Return on average equity is calculated in a way that normalized Net income is divided by average total shareholder's equity. Average total shareholder's equity is a sum of total shareholder's equity on the last day of reporting period (31.12.2024) and comparative period (31.12.2023) divided by 2. Normalized Net income include the last 12 months period.

<sup>4</sup> Normalized. Return on average assets is calculated in a way that normalized Net income is divided by average total asset. Average total asset is a sum of total asset on the last day of reporting period (31.12.2024) and comparative period (31.12.2023) divided by 2. Normalized Net income include the last 12 months period.

<sup>5</sup> Net debt= Financial debt – cash and cash equivalents



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# Significant events in 1 - 12 2024 and after the balance sheet date



## **SIGNIFICANT EVENTS IN 1 - 12 2024 AND AFTER THE BALANCE SHEET DATE**

### **ACQUISITION OF BELJE PLUS, VUPIK PLUS AND PIK VINKOVCI PLUS FINALISED**

On 31 January 2025, Podravka completed the acquisition of the agricultural segment of the Fortenova Group. Through the newly established company Podravka Agri d.o.o., in which Podravka holds 84.99% of the ownership and the European Bank for Reconstruction and Development (EBRD) 15.01%, the companies Belje plus, Vupik plus, PIK Vinkovci plus, Energija Gradec, Belje Agro-Vet plus and Felix plus were acquired.

Agriculture has become the third pillar of Podravka Group's business, alongside Food and Pharmaceuticals. Podravka Agri takes over the management of agricultural companies, which will continue to operate as independent companies, but now within a strong and stable group.

The transaction value is EUR 333 million, for which Podravka secured EUR 283 million through a club loan from Croatian banks, while the EBRD contributed EUR 50 million. The partnership with the EBRD brings additional knowledge transfer, world best practices in agricultural systems management and strengthening corporate governance.

This acquisition further strengthens Podravka's position among the leading domestic companies, whose majority of revenues come from international markets. It also continues the cooperation with the Fortenova group, whereby Belje plus, Vupik plus and PIK Vinkovci plus will maintain business relations with companies such as PIK Vrbovec plus, Zvijezda plus and Jamnica plus.

Podravka plans to launch an investment cycle in the acquired companies with a focus on modernizing technology, irrigation systems and improving working conditions. Caring for workers and their material rights remain one of the key priorities. Also, cooperation with existing subcontractors will continue, with the planned expansion of the supplier network, which will further strengthen domestic production and the stability of the supply chain.

With this acquisition, a new chapter began for the Podravka Group, which now records revenues exceeding one billion euros and has more than 8,800 employees.

### **PODRAVKA GROUP'S INVESTMENT CYCLE WORTH ALMOST EUR 250M SUCCESSFULLY IMPLEMENTED**

With the ceremonial opening of the new logistics and distribution center (LDC) in Koprivnica at the end of 2024, Podravka concluded the most significant investment cycle in its history – which began in 2021 in accordance with the adopted Business Strategy until 2025. The completed investment cycle is worth almost EUR 250m and marks the largest modernization step in Podravka's history, and it was implemented without borrowings. During 2024, investments in the amount of EUR 77m were realized, which is almost 12% more than in 2023.

Throughout the entire investment cycle, production capacities were modernized, new technologies were introduced, working conditions were improved, and the foundations for





long-term sustainability and growth were laid. **All of this resulted with 1 new factory, 11 new production lines, 15 new packaging lines, 6 sterilizers, more than 33,000 solar panels, and new logistics and distribution center, which is also the largest single investment of the entire cycle.**

The most significant projects implemented from 2021 to 2024 include:

- **The new logistics and distribution center (LDC) in Koprivnica** worth more than EUR 48m, opened in 2024 – it is located in the Danica industrial zone in Koprivnica and designed to meet the expected long-term needs for warehouse space on the Croatian market with the possibility of further expansion. With a total area of almost 26,000 m<sup>2</sup>, the LDC has a capacity of 62,000 pallet spaces, enabling the storage of up to 32,500 tonnes of products. It is based on an advanced product storage and processing system that reduces internal transport, optimizes costs and enables long-term energy savings, which also significantly contributes to the reduction of CO<sub>2</sub> emissions.

- **A new tomato processing plant in Varaždin** worth more than EUR 13m, opened in 2024, with a daily capacity of 1,000 tonnes and a total capacity of over 40,000 tonnes of processed tomatoes per season, which has ensured Podravka's self-sufficiency in the production of this crop, meaning that all tomatoes used in the production of Podravka's products such as passata come exclusively from Croatian fields. It represents a significant step forward in the modernization of and increase in capacity for primary processing of fresh tomatoes in continental Croatia, thus ensuring the continuity of own production. The investment also includes investments in agricultural machinery and irrigation.

- **Construction of a new Pasta Factory in Koprivnica** worth more than EUR 15m, opened in 2024 – the first newly built factory in the Food segment in the last 17 years, which includes the production of industrial and curly pasta and the possibility of expanding capacity and investing in renewable energy sources. In 2024, the factory was also added a **new highly automated noodle line** worth more than EUR 5.5m, with a capacity of over forty million pieces of noodles per year. Podravka's noodles are produced for the Croatian market, and are also exported to about fifteen markets in Southeast and Central Europe. With this project, Podravka entered even more vigorously the growing category of instant meals, offering the younger target group a quick and practical meal.

- **Modernization and consolidation of bakeries in Slovenia** worth almost EUR 26m – includes the transformation of Žito into a modern bakery industry. Production has been consolidated, efficiency has been increased, and the product range has been optimized. Throughout the process, from the beginning of 2022 to the end of 2024, the Podravka Group invested in Žito in three new automated production lines and three new packaging lines.

- **Investments in technological modernization and environmental sustainability of production** – include investments worth more than EUR 25m, including: investment in the modernization of the Fruit and vegetable factory to increase capacity and new lines worth more than EUR 6m; investment in an extruder worth EUR 3.6m with the aim of ensuring the prerequisites for further growth in sales of existing and new products in the breakfast cereals category; an automated line for filling ready meals in pouch packaging worth almost EUR 2m; investment in a bouillon cubes packaging line worth more than EUR 1m; investment in 6 new sterilizers in the Danica factory Meat canning plant worth EUR 2.5m; construction of a system for fully ecological and green technology for disinsection of raw



materials based on a natural method without the use of chemical substances; investment in replacing ammonia pipeline to ensure the safety of workers and production processes; modernization of the freight vehicle fleet through the purchase of 42 new vehicles worth more than EUR 4m.

- **Digitization of production** – includes the digitization of more than 100 production lines, which digitalizes the monitoring, recording and control of work on production lines, enabling better plant efficiency and the use of production resources.

- **Investments in improving working conditions** – include, among other things: **energy and IT reconstruction and modernization of the business headquarters in Koprivnica** worth almost EUR 14m, completed in 2022 – the first comprehensive renovation of the building since 1979, with a focus on energy efficiency, modernization of the space and improvement of working conditions; renovation of other office spaces at the company's headquarters; air conditioning of factories.

- **Construction of a central facility for transport and maintenance with supporting facilities** in the amount of EUR 3m, which modernizes the logistics process, consolidates storage capacities and transport while improving traffic safety and working conditions.

- **Investments in sustainable energy** – include the installation of solar power plants at almost all own facilities, which significantly reduces CO<sub>2</sub> emissions, and the share of renewable energy sources in total energy consumption is currently 34%. The investment was carried out in two phases and was co-financed by funds from the Rural Development Programme and the Modernisation Fund. For the first phase of the investment – the project of the largest integrated solar power plant in Croatia, Podravka received the prestigious award of the Croatian Energy Association “Hrvoje Požar” in 2023 in the category of the implemented project of rational energy management and environmental improvement. The second phase was completed in 2024, which finalised the implementation of the Podravka Group's solar power plants in Koprivnica, Varaždin and Dugopolje, as well as the one in Maribor. The next phase of the investment in solar power plants will include the newly built LDC in Koprivnica. The third phase is expected to be completed in 2025, and it will, like the previous two, further reduce electricity costs at the level of the entire Podravka Group.

- **Investments in irrigation** – irrigation systems are a prerequisite for successful vegetable production, which strengthens the competitiveness of domestic agricultural production. Investments in irrigation ensure greater quantities of quality raw materials for Podravka's factories, the production of raw materials of controlled origin ("from field to table"), a reduction in the need for imported raw materials and a reduction in the costs of producing the finished product. The project is co-financed by the European Union and the Republic of Croatia from the Rural Development Programme.

- **Investments in digitization of planning and reporting on profitability** – this is an investment that enables the digitization of the processes of planning and reporting on profitability of business segments and markets. This results in a higher level of flexibility in the planning and reporting processes, and the processes are largely automated.



- **Transition of the existing SAP system to the SAP S/4HANA version** – a project worth more than EUR 4m, which was successfully completed in early 2025. It includes all business processes in 23 companies of the Podravka Group that use the previous version of SAP ERP. The changes mostly cover the areas of finance, controlling and sales. A selective transformation of existing business processes was made while simultaneously optimizing and improving processes and master data.

- **Investment maintenance** – €22 million has been invested

## **SIXTH SALARY INCREASE FOR PODRAVKA AND BELUPO EMPLOYEES IN THE LAST THREE YEARS**

The negotiating teams of Podravka and Belupo and the representative unions completed another round of negotiations on amendments to the Podravka Group Collective Agreement in December 2024. As of 1 January 2025, Podravka and Belupo employees have thus once again received a salary increase and other material rights have been improved.

With the agreement reached, the base gross salary of all employees has been increased by EUR 90, and the amount thus increased has been further increased by 3%. The average increase in employees' salary is around 9%, or EUR 136 gross. It is important to note that in addition to the increase in the contracted base salary, Podravka also pays employees salary supplements such as supplements for years of service, shift work and other occasional supplements, which means that employees are paid the maximum amount of non-taxable supplements.

With this new, sixth increase in salary and material rights in the last three years, the average salary of Podravka d.d. employees has increased by around 63% compared to December 2021.

## **NEW PODRAVKA GROUP CORPORATE LOGO PRESENTED**

In order to further strengthen its presence on the global market and to ensure and support the achievement of strategic goals set by the business and sustainability strategy, Podravka redesigned its visual identity. The new visual identity is adapted to the new times and the needs and goals of the company, and for the first time the corporate logo of the Podravka Group is separated from the product logo of the Podravka brand. The new visual identity is based on the element of the heart and the red colour, it has preserved the most important and longest-lasting elements of the previous versions, thus preserving the company's recognizability and tradition. Also, this enables simpler and more effective communication with consumers and other stakeholders.

## **VEGETA'S NEW DESIGN PRESENTED**

After almost ten years since the last redesign, Vegeta got a new visual design that increases its visibility and global attractiveness. The goal is for the Podravka's innovation and globally most recognizable product to attract new generations of consumers with this redesign and to additionally contribute to the general familiarity of Vegeta.

The Vegeta redesign project was realized in cooperation with the world-renowned strategic marketing agency BrandOpus, based in London. BrandOpus is an agency that operates around the world and has expertise in creating designs that will be attractive in different markets: from Germany, through Croatia, to Australia.

## NEW PRODUCTS VEGETA FINE BLEND AND O'PLANT MUESLI LAUNCHED

Vegeta is the best-selling dehydrated food seasoning in Europe<sup>6</sup> and the leading brand on the market, which revolutionized the category of universal seasonings by adding pieces of vegetables, thus setting a standard that others continued to follow. We continuously monitor and listen to the needs of our consumers and introduce innovations – like Vegeta Fine blend food seasoning, but without visible pieces of vegetables – and it is a universal seasoning that does not exist on the market. Vegeta Fine blend is unique, and the recipe and taste are the same as Vegeta Original. Ideal for all those dishes that require a smooth texture of seasonings.

O'Plant Muesli is a combination of whole grains sweetened with dates and it comes in four different varieties: with various seeds, cocoa, matcha and fruit. It is the holder of the *Healthy living* guarantee mark awarded by the Croatian Institute of Public Health exclusively to products that have been analyzed by their experts and declared to be products that nutritionally meet the highest criteria.

## PODRAVKA LAUNCHES COOLIE AND RECEIVES AWARD FOR ITS PREDECESSOR SUPERFOODCHEF-AI

At the end of 2024, Podravka launched Coolie, its new culinary AI assistant that provides visitors and users of Coolinarika with help and inspiration in everyday cooking. This innovative project is the result of continuous investment in digitization with the help of the agency O1 Content&Technology – C3 Croatia and Infobip.

Coolie has a database of as many as 5,000 recipes from Coolinarika and can be communicated with via the Coolinarika website, as well as the WhatsApp channel, where it offers personalized suggestions and guides users through the cooking process in an interesting and intuitive way. Coolie is based on advanced AI technology with the help of which it provides customized culinary advice and support, which allows users to find inspiration for a meal quickly and easily.

At the end of 2023, Podravka launched SuperfoodChef-AI, the first version of the AI culinary assistant and the predecessor of Coolie, which had about five hundred recipes in its database. Coolie was developed by listening to the wishes and needs of consumers, making it a significantly more proactive and personalized culinary assistant. In June 2024, Podravka won two valuable awards for SuperfoodChef-AI from the Native Advertising Institute in Copenhagen – in the Best Use of Artificial Intelligence and Best Native Advertising Strategy categories, thus distinguishing itself as a leader in digital innovation.

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<sup>6</sup> This statement and calculations are based on NIQ's data from the trade panel in thirty (30) European countries (Austria, Belarus, Belgium, Bosnia and Herzegovina, Bulgaria, the Czech Republic, Denmark, Estonia, France, Greece, Croatia, Ireland, Italy, Latvia, Lithuania, the Netherlands, Norway, Germany, Hungary, Poland, Portugal, Romania, North Macedonia, Slovakia, Slovenia, Serbia, Spain, Sweden, Switzerland and Ukraine), according to which Vegeta is the leading brand in terms of volume sales in the dehydrated (dry) food seasonings category in the period October 2022 – September 2023 at the level of the total retail market in accordance with local definitions (copyright © 2023, Nielsen Consumer LLC, all rights reserved).



## **PODRAVKA RECEIVED ANOTHER RECOGNITION FOR ITS NUTRITION STRATEGY – HEALTHCOMM AWARD**

In 2023, Podravka created a communication campaign “Food that cares for you”. Its main goals were to raise awareness of the importance of a healthy diet, of Podravka's products that are suitable for a nutritionally balanced diet and enable delicious meals, and the promotion of the Nutrition Strategy and everything that is done as part of it. For the results achieved by this campaign, but also for everything that was done in previous years, Podravka won the HealthComm Award for the greatest contribution to the public health of society. It was awarded as part of the HealthComm Forum, which took place in Zagreb in June 2024.

From 2014 to the end of 2023, Podravka reduced salt in its products by 350 tonnes and sugar by 1,784 tonnes. An average of 17% of salt was removed from the salty product categories, and an average of 30% of sugar was removed from the sweet categories.

Also, Podravka has developed its own tools for managing the nutritional quality of products – nutritional profiles. They represent a unique methodology of recommended criteria for the content of macro and micro nutrients per serving of the product, which has been scientifically confirmed by the Faculty of Food Technology and Biotechnology of the University of Zagreb.

In addition, Podravka developed standards for meals in primary schools founded by Koprivničko-križevačka County, which led to the improvement and standardization of meals in 18 primary schools.

Podravka's Nutrition Strategy contains goals until 2027. The goals refer to the further reduction of ingredients such as salt and sugar, the removal of undesirable ingredients such as additives, flavour enhancers, colourings, palm oil. At the same time, care is taken to add positive ingredients such as protein, fibre, vitamins, minerals, whole grain cereals; and BIO products, products for vegetarians/vegans and gluten-free products are being developed.

## **BELUPO B.FIT PROGRAM LAUNCHED – A COMPREHENSIVE SOLUTION FOR REDUCING BODY WEIGHT**

The Belupo B.Fit program, a comprehensive solution for controlling and reducing excess body weight, was launched on the Croatian market. In addition to the diet program, B.Fit presents a line of products that contain nutritionally balanced meal replacements.

B.Fit was created in collaboration between Belupo and Podravka, who recognized a serious public health problem faced by almost two-thirds (65%) of Croatian residents who are overweight or obese (42% overweight and 23% obese)<sup>7</sup>.

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<sup>7</sup>Source: European Health Interview Survey in Croatia 2019 (EHIS). Basic indicators. Croatian Institute for Public Health, 2021



The B.Fit program is intended for everyone who wants to improve their lifestyle and who is looking for a long-term and healthy solution for reducing body weight and a personalized approach. The B.Fit product line is accompanied by a complete support program for reducing excess body weight, which was clinically proven in a study conducted by the Srebrnjak Children's Hospital.

The program enables healthy and safe weight loss through the adoption of healthy lifestyle habits. The support program is designed based on a comprehensive approach to body weight regulation and consists of products, menus, and support from nutritionists and doctors, along with advice from kinesiologists for exercise, which are available on the website [www.bfit.hr](http://www.bfit.hr).

#### **PODRAVKA RECEIVED EQUAL PAY CHAMPION CERTIFICATE**

Podravka includes professional equality and equal opportunities in all human resource management processes. The Equal Pay Champion certificate received confirmed that these are not just efforts, but that there are concrete results behind them. It is the first certificate in Croatia that is guided by the "Equal pay for equal work" principle, and it was launched with the aim of recognizing employers who are determined to achieve fairness and equality in their organization. The emphasis is on actively encouraging an inclusive organizational culture that provides equal opportunities for everyone.

In Podravka, with the introduction of the new salary system in 2023, a new basic salary was defined regardless of the gender of the executor, which had the effect of reducing the gender pay gap. Job applications are not defined by gender, and women and men are employed equally. Likewise, depending on their qualifications, they have equal opportunities for development and advancement. Additional competent female candidates are actively sought when managerial and professional positions are opened or for promotions. A positive example is the Management Board of Podravka Inc. where the share of women is 40%, which is already in line with the European Union Gender Equality Strategy until 2025.

Podravka is among 16 employers who received recognition for their work in reducing the gender pay gap and were declared leaders on this path. The Equal Pay Champion certificate is awarded by the SELECTIO Group, a leading group for consulting in human resources.

#### **PODRAVKA AWARDED EMPLOYER PARTNER CERTIFICATE AGAIN**

Podravka's commitment to achieving the highest standards in human resource management was once again recognized in February 2025. Podravka has been re-awarded the Employer Partner certificate by SELECTIO Group. Employer Partner is the most prestigious regional recognition for excellence in human resource management. The certificate is awarded to business organizations that demonstrate high standards of quality and coherence in human resource management practices throughout their systems.

#### **PODRAVKA BECAME PART OF EUROPEAN WOMEN ON BOARDS, A NON-PROFIT ORGANISATION THAT PROMOTES GENDER EQUALITY ACROSS EUROPE**

Podravka continues to take care of its employees and gender equality, and this partnership further strengthens Podravka's commitment to achieving gender equality in the workplace.



EWOB is a European non-profit organisation based in Brussels. Since its establishment in 2013, EWOB has been working with the aim of promoting gender equality at the level of senior management across Europe. The organisation actively supports women and their career aspirations by providing professional development programs, international networking opportunities and monthly events to its community, which today has over 500 members. EWOB also advocates for change across Europe through its own research and advocacy, in collaboration with local partners and European institutions.

#### **THE GENERAL ASSEMBLY OF PODRAVKA INC. ADOPTED THE DECISION ON THE DIVIDEND DISTRIBUTION IN THE AMOUNT OF EUR 3.20 PER SHARE, 21% MORE THAN LAST YEAR**

At the General Assembly of Podravka Inc. held on 16<sup>th</sup> May 2024, the shareholders of Podravka Inc. approved the proposal of the Management Board and the Supervisory Board of Podravka Inc. on the dividend distribution in the amount of EUR 3.20 per share, which is 21% more than last year. The dividend was paid on 12<sup>th</sup> July 2024 to all shareholders in the register of shareholders as at 14<sup>th</sup> June 2024.

Taking into account the last market price of the Podravka share at the end of 2023 (EUR 163.00), the dividend amount implies a dividend yield of 2.0%. With the continuity of the dividend yield over the years, the Podravka Group confirms its focus on meeting the expectations set by shareholders.

#### **PODRAVKA RECEIVES TWO AWARDS FROM THE ZAGREB STOCK EXCHANGE**

With the aim of enhancing the visibility of the capital market and supporting its active participants, the Zagreb Stock Exchange awarded the Zagreb Stock Exchange Awards in 2024. On this occasion, Podravka received the Silver Share of the Year award based on trading volumes and other relevant criteria achieved by Podravka's shares during 2024.

Additionally, Podravka also received the Investor Relations award presented by Poslovni dnevnik in partnership with the Zagreb Stock Exchange. This marks the fourth time in the last five years that Podravka has received this award, demonstrating a high level of transparency in reporting and timely communication of all significant events to investors and the public.

#### **INVESTOR DAY HELD AT PODRAVKA'S HEADQUARTERS**

In May, the Investor Day of the Podravka Group was held at Podravka's headquarters in Koprivnica with the aim of presenting the business results and key and current projects and initiatives at the Group level. Representatives of pension and investment funds, banks, analysts and investment service providers were welcomed by the President of the Management Board Martina Dalić and member of the Management Board Davor Doko. Along with the presentation of business results for 2023, investor representatives had the opportunity to ask questions to the Management Board representatives. As part of the event, a tour of the factory complex was organized, where they could see first-hand the production process of some of Podravka's most famous products.

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# Overview of sales revenues in 1 - 12 2024





## OVERVIEW OF SALES REVENUES IN 1 - 12 2024

### SALES REVENUES BY SEGMENT IN 1 - 12 2024

(in EUR millions)	1 - 12 2023	1 - 12 2024	Δ	%
<b>Food</b>	<b>553.6</b>	<b>591.6</b>	<b>38.0</b>	<b>6.9%</b>
Own brands	507.1	542.1	35.0	6.9%
Other sales	46.6	49.5	3.0	6.4%
<b>Pharmaceuticals</b>	<b>160.2</b>	<b>174.9</b>	<b>14.7</b>	<b>9.2%</b>
Own brands	130.9	143.3	12.3	9.4%
Other sales	29.3	31.6	2.3	8.0%
<b>Podravka Group</b>	<b>713.8</b>	<b>766.5</b>	<b>52.7</b>	<b>7.4%</b>
Own brands	638.1	685.3	47.3	7.4%
Other sales	75.8	81.2	5.3	7.0%

### MOVEMENTS OF THE FOOD SEGMENT REVENUES (1 - 12 2024 COMPARED TO 1 - 12 2023):

- **Own brands** recorded EUR 35.0m (+6.9%) higher sales due to the increase in sales of almost all business units,
- **Other sales** recorded EUR 3.0m (+6.4%) higher sales, primarily as a result of the development of distribution on the US market,
- Overall, the **Food segment** recorded EUR 38.0m (+6.9%) higher sales.

### MOVEMENTS OF THE PHARMACEUTICALS SEGMENT REVENUES (1 - 12 2024 COMPARED TO 1 - 12 2023):

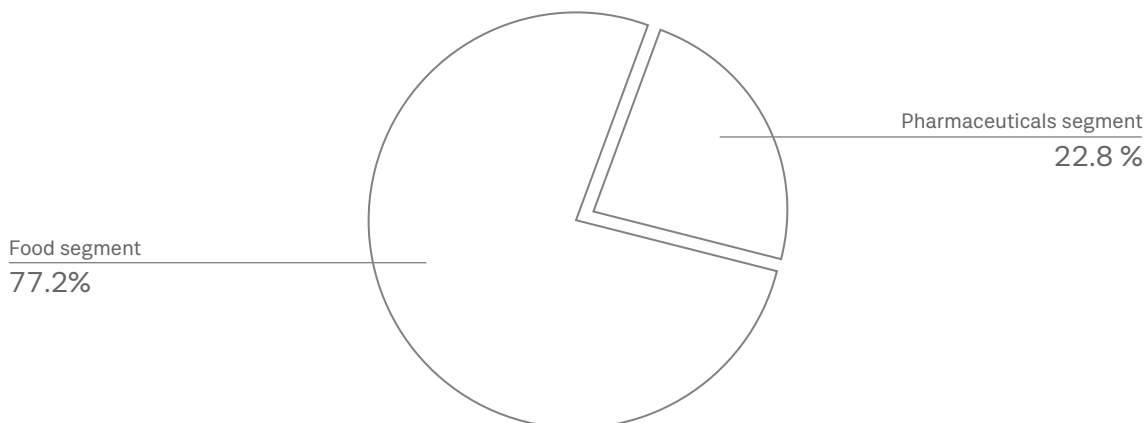
- **Own brands** recorded recorded EUR 12.3m (+9.4%) higher sales, mainly due to the increase in sales of prescription drugs,
- **Other sales** recorded EUR 2.3m (+8.0%) higher revenues, due to the increase in trade goods sales in the market of Bosnia and Herzegovina,
- Overall, the **Pharmaceuticals segment** recorded EUR 14.7m (+9.2%) higher sales revenues.

### MOVEMENTS OF THE PODRAVKA GROUP REVENUES (1 - 12 2024 COMPARED TO 1 - 12 2023):

- Podravka Group's **own brands** recorded an increase in sales of EUR 47.3m (+7.4%),
- The revenues of **other sales** are EUR 5.3m (+7.0%) higher,
- Overall, the **Podravka Group** sales revenues are EUR 52.7m (+7.4%) higher.



## SALES REVENUES BY SEGMENT IN 1 - 12 2024



## SALES REVENUES BY BUSINESS UNITS AND CATEGORIES IN 1 - 12 2024

### Sales revenues by business units and categories

<i>(in EUR millions)</i>	1 - 12 2023	1 - 12 2024	Δ	%
BU Culinary	105.6	122.7	17.1	16.2%
BU Soups	46.9	52.4	5.5	11.7%
BU Cereals, snack and beverages	46.6	50.3	3.7	7.9%
BU Creamy spreads and desserts	47.9	54.9	7.0	14.7%
BU Bakery	70.9	69.7	(1.2)	(1.6%)
BU Fruits and vegetables	63.6	67.2	3.6	5.7%
BU Basic food	55.1	50.7	(4.4)	(7.9%)
BU Meat products	44.0	47.0	3.0	6.8%
BU Fish	26.6	27.1	0.6	2.1%
Prescription drugs	109.8	118.8	9.0	8.2%
Non-prescription programme	21.2	24.5	3.3	15.7%
Other sales	75.8	81.2	5.3	7.0%
<i>Other sales Food</i>	46.6	49.5	3.0	6.4%
<i>Other sales Pharmaceuticals</i>	29.3	31.6	2.3	8.0%
<b>Podravka Group</b>	<b>713.8</b>	<b>766.5</b>	<b>52.7</b>	<b>7.4%</b>

NOTE: from 1<sup>st</sup> January 2024 as a result of internal reorganization, a part of assortment was separated from BU Basic food, and a new BU Fruit and vegetables was created. Historical data have been adjusted to the new structure for comparability purposes.

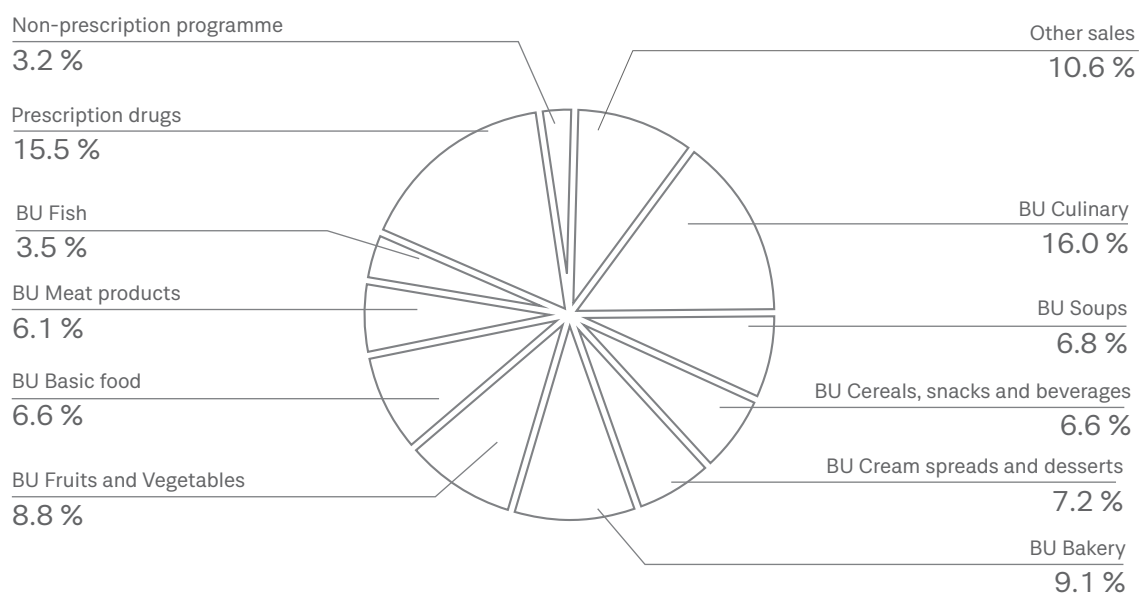
## MOVEMENTS OF SALES REVENUES BY BUSINESS UNITS AND CATEGORIES (1 - 12 2024 COMPARED TO 1 - 12 2023):

- The **Culinary business unit** recorded EUR 17.1m (+16.2%) higher sales. The revenue growth was recorded mainly in the markets of Germany, the USA, Croatia and Poland. The revenue growth includes the effect of the restructuring of the markets of Poland and Germany, where higher revenues were recorded with a profitability increase,
- The **Soups business unit** recorded EUR 5.5m (+11.7%) sales growth. The revenue growth of the business unit was realised primarily in the markets of Croatia and Southeastern and Western Europe. The Clear soups subcategory contributes most to a positive trend within the Soups business unit,
- The **Cereals, snack and beverages business unit** recorded EUR 3.7m (+7.9%) higher sales. The sales revenue growth was recorded in all categories, primarily in the market of Croatia. The most significant growth within the business unit was recorded by the Cereals category, subcategories Cereals for Children and Čokolino,
- The **Creamy spreads and desserts business unit** records EUR 7.0m (+14.7%) higher sales. The most significant revenue growth was recorded in the markets of Croatia, Germany, and Bosnia and Herzegovina, primarily due to the increase in the Creamy spreads category,
- The **Bakery business unit** recorded a revenue decrease of EUR 1.2m (-1.6%). Revenue growth was achieved in subcategories Rolls, and Sweet bakery products, while the decrease in revenues of the overall business unit is primarily generated by the Mill products category, subcategory Flour and cattle feed flour,
- The **Fruit and vegetables business unit**, separated from the Basic food business unit from the beginning of 2024, recorded an increase of EUR 3.6m (+5.7%), primarily due to the growth of categories Condiments and Tomato products. The market of Croatia contributes most to the revenue growth,
- In the observed period, the **Basic food business unit** recorded EUR 4.4m (-7.9%) lower sales, primarily in the Flour category, subcategory Large packaging for industrial customers,
- In the reporting period, the **Meat products business unit** recorded EUR 3.0m (+6.8%) higher sales, primarily on the market of Croatia and the market of Switzerland. The revenue growth arises from the categories of Ready meals, and Pâtés,
- The **Fish business unit** recorded EUR 0.6m (+2.1%) higher sales, which is primarily impacted by the new Fish salads category which records a significant increase compared to the same period of the previous year,
- The **Prescription drugs category** recorded EUR 9.0m (+8.2%) higher sales, due to the increase in sales of almost all subcategories, primarily dermatological drugs, the nervous system drugs and cardiovascular drugs. The revenue growth is most significant in the markets of Croatia, and Bosnia and Herzegovina,



- The revenues of the **Non-prescription programme category** are EUR 3.3m (+15.7%) higher, as a result of the increase in sales of the OTC drugs subcategory,
- The **Other sales category** recorded EUR 5.3m (+7.0%) higher sales. In the Food segment, Other sales increased by EUR 3.0m (+6.4%), mainly due to the development of distribution on the US market which includes the revenues from the distribution of Atlantic Grupa's products. In the Pharmaceuticals segment, Other sales grew by EUR 2.3m (+8.0%), primarily due to higher trade goods sales in the market of Bosnia and Herzegovina.

## SALES REVENUES BY BUSINESS UNIT AND CATEGORY IN 1 - 12 2024



## SALES REVENUES BY REGION IN 1 - 12 2024

### Sales revenues by region

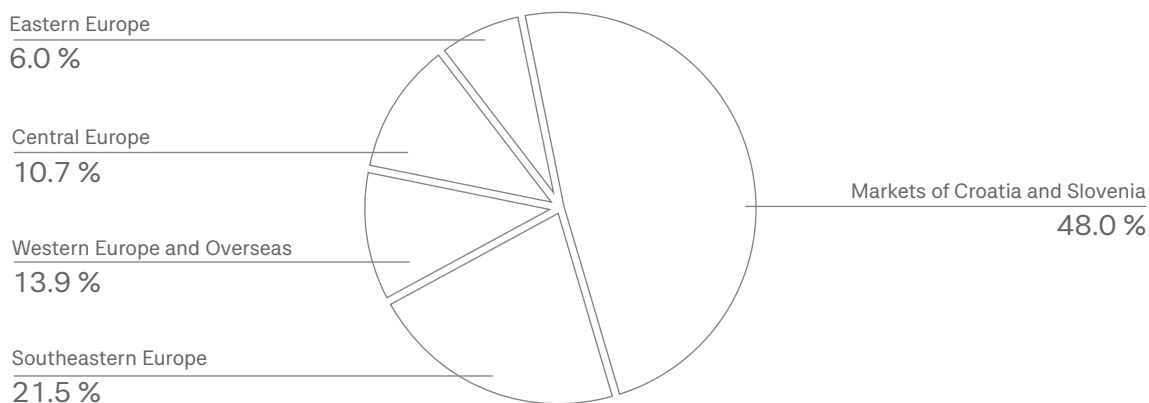
<i>(in EUR millions)</i>	1 - 12 2023	1 - 12 2024	Δ	%
<b>Markets of Croatia and Slovenia</b>	<b>352.9</b>	<b>367.6</b>	<b>14.7</b>	<b>4.2%</b>
Food	289.2	297.2	7.9	2.7%
Pharmaceuticals	63.6	70.4	6.8	10.6%
<b>Southeastern Europe</b>	<b>152.6</b>	<b>164.9</b>	<b>12.3</b>	<b>8.1%</b>
Food	106.8	113.8	6.9	6.5%
Pharmaceuticals	45.8	51.2	5.4	11.7%
<b>WE and Overseas</b>	<b>84.1</b>	<b>106.3</b>	<b>22.2</b>	<b>26.4%</b>
Food	82.7	103.9	21.2	25.7%
Pharmaceuticals	1.5	2.4	1.0	67.5%
<b>Central Europe</b>	<b>80.2</b>	<b>82.0</b>	<b>1.8</b>	<b>2.2%</b>
Food	69.4	70.8	1.4	2.0%
Pharmaceuticals	10.9	11.3	0.4	3.6%
<b>Eastern Europe</b>	<b>44.1</b>	<b>45.6</b>	<b>1.5</b>	<b>3.5%</b>
Food	5.7	6.0	0.4	6.7%
Pharmaceuticals	38.5	39.6	1.2	3.0%
<b>Podravka Group</b>	<b>713.8</b>	<b>766.5</b>	<b>52.7</b>	<b>7.4%</b>



## MOVEMENTS OF SALES REVENUES BY REGION (1 - 12 2024 COMPARED TO 1 - 12 2023):

- The **Markets of Croatia and Slovenia** recorded a sales increase of EUR 14.7m (+4.2%). The Food segment revenues increased by EUR 7.9m (+2.7%), due to sales increase of most business units, primarily the Business unit Creamy spreads and desserts, Business unit Cereals, snack and beverages, Business unit Fruit and vegetables and Business unit Culinary. The Pharmaceuticals segment revenues in the Market of Croatia and Slovenia also recorded the revenue growth of EUR 6.8m (+10.6%),
- Revenues of the **Southeastern Europe** region grew by EUR 12.3m (+8.1%) in the reporting period. The Food segment recorded revenue growth of EUR 6.9m (+6.5%), due to the increase in sales of almost all business units, with the largest absolute growth generated by the Business units Soups, Culinary, and Creamy spreads and desserts. The Pharmaceuticals segment revenues are EUR 5.4m higher (+11.7%), primarily due to Prescription drugs and Trade goods sales increase in the market of Bosnia and Herzegovina,
- The **Western Europe and Overseas** region recorded EUR 22.2m (+26.4%) higher sales. The Food segment recorded EUR 21.2m (+25.7%) higher sales primarily due to the sales increase in the Culinary business unit, but also to the development of distribution on the US market. The Pharmaceuticals segment revenues are EUR 1.0m (+67.5%) higher, primarily due to an increase in Prescription drugs revenues in the markets of Germany and Great Britain
- The revenues of **Central Europe** in the reporting period are higher by EUR 1.8m (+2.2%). In the Food segment, an increase in revenue of EUR 1.4m (+2.0%) was recorded, primarily as a result of an increase in revenues of the Culinary business unit in the market of Poland, which is a result of the previously implemented market restructuring aimed at improving profitability. In the Pharmaceuticals segment, revenue growth of EUR 0.4m (+3.6%) was achieved due to higher revenues of the Prescription drugs category in the markets of the Czech Republic and Slovakia,
- The **Eastern Europe** region recorded a mild increase in revenues of EUR 1.5m (+3.5%), as a result of the increase in sales of the Food segment which recorded EUR 0.4m (+6.7%) higher revenues, primarily due to the increase in revenues of the Culinary business unit, while the Pharmaceuticals segment recorded EUR 1.2m (+3.0%) higher revenues, due to the growth of Non-prescription drugs and Prescription drugs.

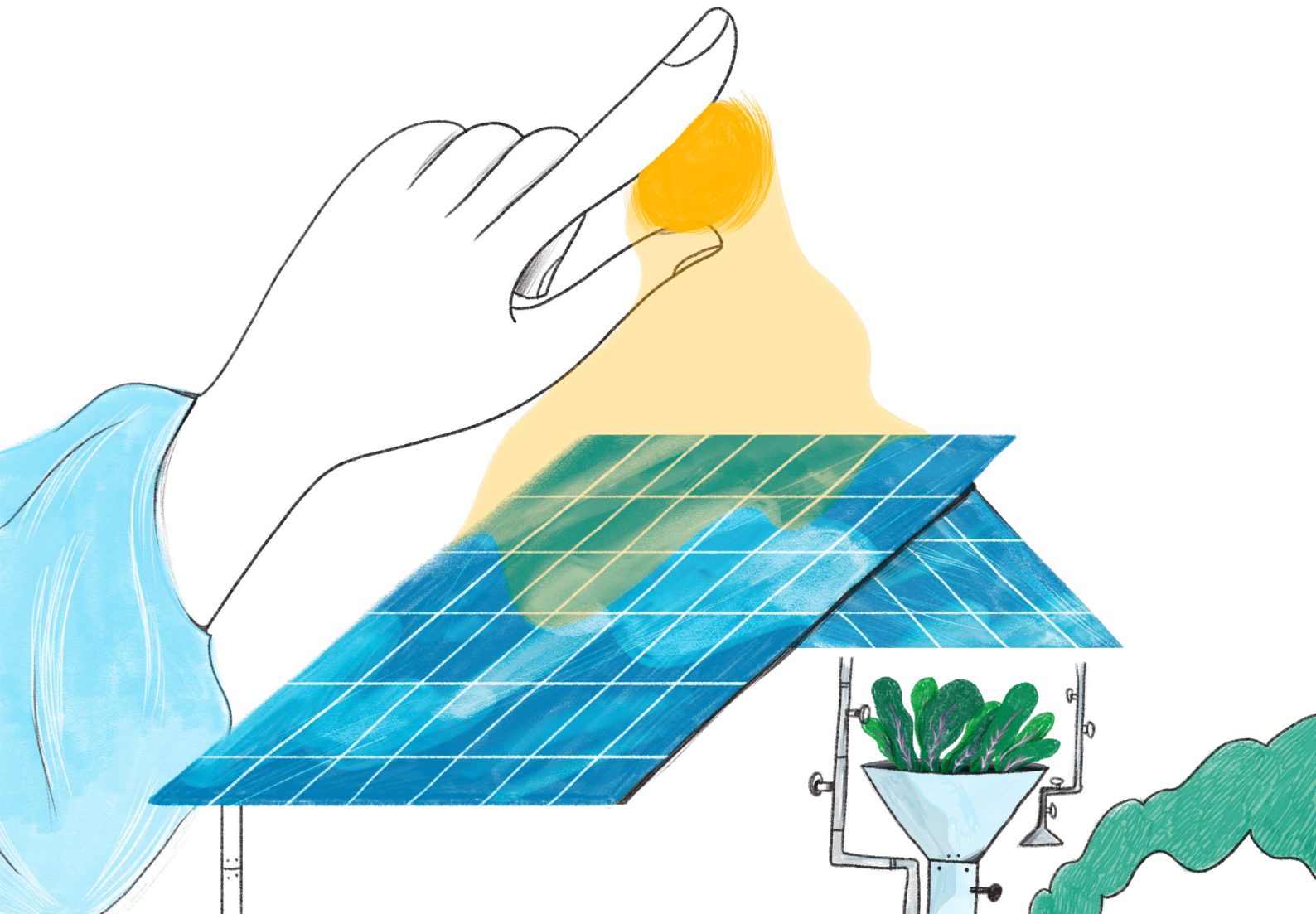
## SALES REVENUES BY REGION IN 1 - 12 2024





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# Profitability in 1 - 12 2024



## PROFITABILITY IN 1 - 12 2024

NOTE: The overview and explanation of items treated as one-off by management and the overview of methodology of calculation of the normalized result are provided in the "Additional tables for 1 - 12 2024" section.

### PROFITABILITY OF THE FOOD SEGMENT IN 1 - 12 2024

(in EUR millions)	Profitability of the Food segment				Normalised			
	1 - 12 23	1 - 12 24	Δ	%	1 - 12 23	1 - 12 24	Δ	%
Sales revenue	553.6	591.6	38.0	6.9%	553.6	591.6	38.0	6.9%
Gross profit	168.7	202.0	33.3	19.7%	168.7	202.2	33.4	19.8%
EBITDA*	52.5	69.5	17.1	32.5%	52.5	70.6	18.1	34.5%
EBIT	29.3	44.0	14.7	50.3%	29.6	45.1	15.6	52.7%
Net profit after MI	43.3	44.6	1.2	2.9%	24.0	35.8	11.9	49.5%
Gross margin	30.5%	34.1%		+367 bp	30.5%	34.2%		+369 bp
EBITDA margin	9.5%	11.8%		+228 bp	9.5%	11.9%		+245 bp
EBIT margin	5.3%	7.4%		+215 bp	5.3%	7.6%		+229 bp
Net margin after MI	7.8%	7.5%		-29 bp	4.3%	6.1%		+173 bp

\* EBITDA is calculated in a way that EBIT was increased by depreciation and amortization and value adjustment of non-current material and non-material assets; normalized EBITDA is calculated in a way that normalized EBIT was increased by depreciation and amortization.

### PROFITABILITY OF THE FOOD SEGMENT (1 - 12 2024 COMPARED TO 1 - 12 2023):

- In the 1 - 12 2024 period, the Food segment recorded an increase in **gross profit** of EUR 33.3m (+19.7%) with an increase in gross margin from 30.5% to 34.1%. **Operating profit before depreciation and amortisation** (EBITDA) is EUR 17.1m (+32.5%) higher, while **Normalised operating profit before depreciation and amortisation** (EBITDA) is EUR 18.1m (+34.5%) higher,
- The increase in the **Normalised operating profit before depreciation and amortisation** (EBITDA) was achieved due to the increase in sales revenues and higher gross profit, despite additional investments in improving the material status of employees, which resulted in an increase in staff costs of EUR 16.3m (+13.0%),
- **Net profit after minority interests** is EUR 1.2m higher (+2.9%), since in 2023 recorded tax incentives for investments, which as a one-off item are subject to normalization, were higher than in 2024 (in 2023 tax incentives amounted to EUR 19.7 million, while in 2024 they amounted to EUR 8.5m). At the normalised level, Net profit after MI is higher by EUR 11.9m (+49.5%).



## PROFITABILITY OF THE PHARMACEUTICALS SEGMENT IN 1 - 12 2024

Profitability of the Pharmaceutical segment					Normalised			
(in EUR millions)	1 - 12 23	1 - 12 24	Δ	%	1 - 12 23	1 - 12 24	Δ	%
Sales revenue	160.2	174.9	14.7	9.2%	160.2	174.9	14.7	9.2%
Gross profit	80.0	89.6	9.6	12.0%	80.0	89.6	9.6	12.1%
EBITDA*	39.5	45.9	6.4	16.2%	39.5	46.2	6.7	17.1%
EBIT	30.0	36.0	6.0	20.0%	30.2	36.8	6.6	21.9%
Net profit after MI	23.0	29.3	6.3	27.2%	23.2	28.4	5.2	22.2%
Gross margin	49.9%	51.2%		+130 bp	49.9%	51.2%		+132 bp
EBITDA margin	24.6%	26.2%		+159 bp	24.7%	26.4%		+178 bp
EBIT margin	18.7%	20.6%		+186 bp	18.8%	21.0%		+220 bp
Net margin after MI	14.4%	16.8%		+237 bp	14.5%	16.2%		+173 bp

\* EBITDA is calculated in a way that EBIT was increased by depreciation and amortization and value adjustments of non-current material and non-material assets; Normalised EBITDA is calculated in a way that Normalised EBIT was increased by depreciation and amortization.

## PROFITABILITY OF THE PHARMACEUTICALS SEGMENT (1 - 12 2024 COMPARED TO 1 - 12 2023):

- The Pharmaceuticals segment recorded EUR 9.6m (+12.0%) higher **gross profit**, with an increase in gross margin from 49.9% to 51.2%,
- **Operating profit before depreciation and amortisation (EBITDA)** is higher by EUR 6.4m (+16.2%). The most significant impact on the increase in operating profit before depreciation and amortisation (EBITDA) came from the increase in sales revenues and gross profit, despite additional investments in improving the material status of employees, which resulted in an increase in staff costs of EUR 2.9m (+7.9%),
- **Net profit after minority interests** is EUR 6.3m (+27.2%) higher, while at the normalised level it is EUR 5.2m higher (+22.2%). The difference stems primarily from the normalization of taxes in 2024, which refers to the final calculation of used tax incentives for the expansion of the Belupo factory from 2015 in the amount of EUR 1.6m.



## PROFITABILITY OF THE PODRAVKA GROUP IN 1 - 12 2024

Profitability of the Podravka Group					Normalised			
(in EUR millions)	1 - 12 23	1 - 12 24	Δ	%	1 - 12 23	1 - 12 24	Δ	%
Sales revenue	713.8	766.5	52.7	7.4%	713.8	766.5	52.7	7.4%
Gross profit	248.7	291.6	42.9	17.2%	248.7	291.8	43.1	17.3%
EBITDA*	91.9	115.4	23.5	25.5%	91.9	116.8	24.8	27.0%
EBIT	59.3	80.0	20.7	35.0%	59.7	81.9	22.2	37.1%
Net profit after MI	66.4	73.9	7.5	11.3%	47.2	64.2	17.0	36.1%
Gross margin	34.8%	38.0%	+320 bp		34.8%	38.1%	+322 bp	
EBITDA margin	12.9%	15.1%	+218 bp		12.9%	15.2%	+236 bp	
EBIT margin	8.3%	10.4%	+213 bp		8.4%	10.7%	+232 bp	
Net margin after MI	9.3%	9.6%	+34 bp		6.6%	8.4%	+177 bp	

\* EBITDA is calculated in a way that EBIT was increased by depreciation and amortization and value adjustments of non-current material and non-material assets; normalised EBITDA is calculated in a way that normalised EBIT was increased by depreciation and amortization.

## PROFITABILITY OF THE PODRAVKA GROUP (1 - 12 2024 COMPARED TO 1 - 12 2023):

- In the observed period, the Podravka Group recorded EUR 42.9m (+17.2%) higher **gross profit** with an increase in **gross margin** from 34.8% to 38.0%, where the positive impact came primarily from the Food segment, but also from the Pharmaceuticals segment,
- **Operating profit before depreciation and amortisation (EBITDA)** is EUR 23.5m (+25.5%) higher, while **Normalised operating profit before depreciation and amortisation (EBITDA)** is EUR 24.8m (+27.0%) higher,
- **Net profit after minority interests** is EUR 7.5m higher (+1.3%). **Normalised net profit after minority interests** is EUR 17.0m (+36.1%) higher, due to the growth in net profit of both the Food and the Pharmaceuticals segments.





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# Key highlights of the income statement in 1 - 12 2024



## KEY HIGHLIGHTS OF THE INCOME STATEMENT IN 1 - 12 2024

PODRAVKA GROUP (in EUR millions)	Reported				Normalised			
	1 - 12 23	1 - 12 24	Δ	%	1 - 12 23	1 - 12 24	Δ	%
Cost of goods sold	465.1	474.9	9.8	2.1%	465.1	474.7	9.6	2.1%
General and administrative expenses	53.7	61.2	7.5	14.0%	53.1	58.2	5.1	9.6%
Selling and distribution costs	89.0	98.9	9.9	11.2%	89.0	98.5	9.6	10.8%
Marketing expenses	47.9	53.9	6.1	12.6%	47.9	53.9	6.1	12.6%
Other expenses (income), net	(1.1)	(2.5)	(1.3)	119.8%	(1.0)	(0.8)	0.2	(16.7%)
<b>Total operating expenses</b>	<b>654.6</b>	<b>686.5</b>	<b>31.9</b>	<b>4.9%</b>	<b>654.1</b>	<b>684.6</b>	<b>30.5</b>	<b>4.7%</b>

### COST OF GOODS SOLD

Cost of goods sold increased by EUR 9.8m (+2.1%) relative to the comparative period, primarily as a result of additional investments in improving the material status of employees.

### GENERAL AND ADMINISTRATIVE EXPENSES

In relation to the comparative period, general and administrative expenses are EUR 7.5m higher (+14.0%), primarily due to additional investments in improving the material status of employees, as well as to the costs related to the purchase of agricultural companies of the Fortenova group.

### SELLING AND DISTRIBUTION COSTS

In the observed period, selling and distribution costs are EUR 9.9m (+11.2%) higher than in the comparative period, primarily as a result of additional investments in improving the material status of employees and higher depreciation costs.

### MARKETING EXPENSES

In the reporting period, marketing expenses (which include marketing investments expenses and marketing department expenses) are 12.6% higher than in the comparative period. In this, the costs of marketing investments are higher by EUR 4.6m (+19.1%) due to the increased marketing activities, while the costs of the marketing department are higher by EUR 1.5m (+6.2%) due to additional investments in improving the material status of employees.





## **OTHER EXPENSES (INCOME), NET**

In the reporting period, other expenses and income, net amounted to EUR -2.5m (positive impact), while in the comparative period they amounted to EUR -1.1m (positive impact). The difference was mainly impacted by the border debt received from the Fortenova group (total effects are presented in the One-off items section).

## **NET FINANCE COSTS**

In the observed period, net finance costs amounted to negative EUR 0.1m, while in the same period of the previous year they amounted to negative EUR 0.6m considering higher financial expenses compared to financial income in the observed period.

## **INCOME TAX**

The reported income tax of the Podravka Group in 1 – 12 2024 amounted to EUR 4.5m (negative impact), while in the same period of the previous year it amounted to EUR -9.0m (positive impact), due to higher tax incentives based on the Investment Promotion Act.

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# Key highlights of the balance sheet as at 31 December 2024



## KEY HIGHLIGHTS OF THE BALANCE SHEET AS AT 31 DECEMBER 2024

### PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment of the Podravka Group are EUR 37.9m or +11.1% higher compared to 31 December 2023, due to the realized capital investments implemented within the strong investment cycle on the basis of the adopted Business Strategy.

### INVENTORIES

Inventories of the Podravka Group are EUR 15.5m (+10.3%) higher than as at 31 December 2023 and are maintained at the optimum level in accordance with the needs of operations.

### TRADE AND OTHER RECEIVABLES

Trade and other receivables of the Podravka Group are EUR 25.2m (+19.7%) higher than as at 31 December 2023 primarily as a result of the increase in sales revenues in the reporting period and a change in the commercial model in the Pharmaceuticals segment on the Croatian market.

### CASH AND CASH EQUIVALENTS

Cash and cash equivalents of the Podravka Group at the end of the observed period are EUR 15.4m lower (-36.2%) compared to 31 December 2023. This is explained in the “Key highlights of the cash flow statement in 1 – 12 2024” section.

### LONG-TERM AND SHORT-TERM BORROWINGS

As at 31 December 2024, long-term and short-term borrowings of the Podravka Group amounted to EUR 40.6m and are EUR 3.5m lower than as at 31 December 2023 as a result of regular repayment of borrowings.

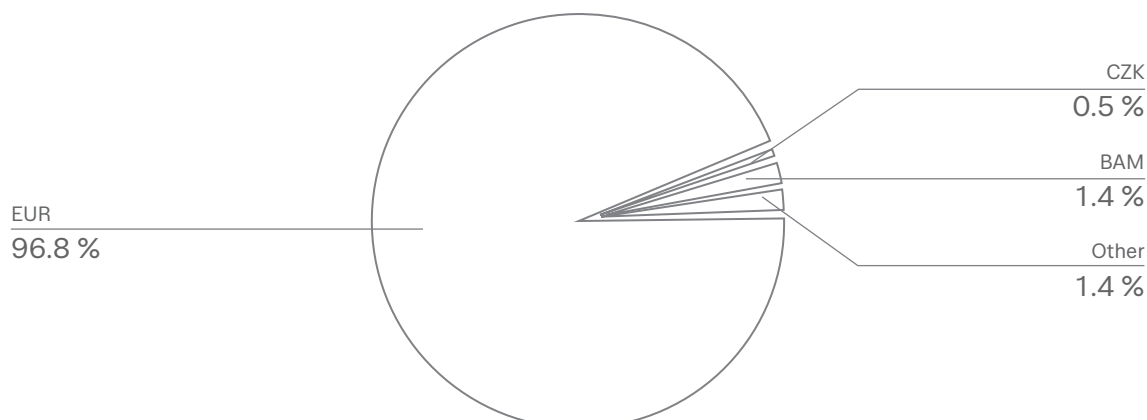
### TRADE AND OTHER PAYABLES

Trade and other payables of the Podravka Group are EUR 1.9m (+1.7%) higher compared to 31 December 2023.

### INDEBTEDNESS

As at 31 December 2024, the total debt of the Podravka Group related to borrowings and other interest-bearing financial liabilities amounted to EUR 57.7m, of which EUR 0.1m relates to long-term borrowings, EUR 40.5m to short-term borrowings, while EUR 17.0m relates to liabilities for right-of-use assets. The average weighted cost of debt on all the stated liabilities as at 31 December 2024 was 1.6%, while if right-of-use assets were excluded it was 0.8%.

## CURRENCY STRUCTURE OF DEBT AS AT 31 DECEMBER 2024



Analysing the debt currency structure, the highest exposure, of 96.8%, was in the Euro (EUR). The debt share in the Bosnia and Herzegovina mark (BAM) amounted to 1.4%, in the Czech koruna (CZK) to 0.5%, while the remainder of 1.4% relates to other currencies.

<i>(in EUR millions)*</i>	<b>1 - 12 23</b>	<b>1 - 12 24</b>	<b>Δ</b>	<b>%</b>
Financial debt <sup>8</sup>	57.4	57.7	0.2	0.4%
Cash and cash equivalents	42.5	27.1	(15.4)	(36.2%)
Net debt <sup>9</sup>	14.9	30.5	15.6	104.7%
Interest expense	0.68	0.96	0.3	40.4%
Net debt / normalized EBITDA	0.16	0.26	0.1	61.2%
Normalized EBIT / Interest expense	87.3	85.3	(2.0)	(2.3%)
Equity to assets ratio <sup>10</sup>	73.9%	74.7%		+83 bp

\* NOTE: all indicators are calculated in a way that income statement items are calculated at the level of the last 12 months, while balance sheet items are taken at the period end.

Net debt increase as at 31 December 2024 compared to 31 December 2023 is the result of a decrease in the line item cash and cash equivalents of EUR 15.4m and an increase in liabilities for right-of-use assets of EUR 3.7m. Despite the increase in Normalised EBITDA, the higher increase in net debt led to a bit higher net debt to Normalised EBITDA ratio; however, it stood at low 0.3.

<sup>8</sup> Financial debt: long-term and short-term borrowings + lease liabilities + financial liabilities at fair value through profit or loss. The data is provided in the "Consolidated statements of financial position as at 31 December 2024" section.

<sup>9</sup> Net debt: Financial debt – Cash and cash equivalents.

<sup>10</sup> Equity to assets ratio: total shareholder's equity / total assets. The data is provided in the "Consolidated statements of financial position as at 31 December 2024" section.

# Key highlights of the cash flow statement in 1 - 12 2024



**KEY HIGHLIGHTS OF THE CASH FLOW STATEMENT IN 1 - 12 2024**

<i>(in EUR millions)</i>	<b>1 - 12 23</b>	<b>1 - 12 24</b>	<b>Δ</b>
Net cash flow from operating activities	115.4	88.8	(23.0%)
Net cash flow from investing activities	(39.6)	(68.2)	(72.0%)
Net cash flow from financing activities	(55.2)	(36.1)	34.6%
<b>Net increase / (decrease) of cash and cash equivalents</b>	<b>20.6</b>	<b>(15.4)</b>	<b>(174.7%)</b>

**NET CASH FLOW FROM OPERATING ACTIVITIES**

In the observed period, net cash flow from operating activities amounted to positive EUR 88.8m as a result of operating business and dynamics of movements in the working capital.

**NET CASH FLOW FROM INVESTING ACTIVITIES**

Net cash flow from investing activities in the reporting period amounted to negative EUR 68.2m, primarily due to cash capital expenditures in the amount of EUR 71.2m.

The most significant **capital expenditures** in 1 - 12 2024 were related to:

- Completion of investment activities related to the construction of the logistics and distribution centre. In order to increase efficiency in the logistics and distribution segment of business through optimization of the number of warehouse spaces, minimization of internal transport, better cost control and reduction of carbon dioxide emissions, a new logistics and distribution centre was built in the Danica business zone. In August 2024, a technical inspection was carried out and a use permit was obtained, and at the end of 2024, the logistics and distribution centre began its operation in full functionality,
- Completion of investment activities related to the construction of the new tomato factory in continental Croatia. During 2024, technology and production equipment were installed, and the construction works were completed. The new tomato factory started seasonal processing of fresh tomatoes in mid-July, which continued until October,
- Completion of investment activities related to the bakery concentration project in order to improve production efficiency and reduce operating expenses. The investment activities during 2024 marked the continuation of investments in production equipment, assembly of the received equipment and the expansion of the existing warehousing area,
- Completion of investment activities related to investment in additional solar power plants,
- Finalization of investment activities in the line for the production of instant noodles, which will ensure the appropriate level of quality through the management of own





production (“insourcing”). During the fourth quarter of 2024, the remaining equipment was received and trial production realized.

- Completion of significant investment activities related to the modernization of the truck fleet aimed at reducing maintenance costs and improving the efficiency, timeliness and reliability of transport and distribution. Also, during 2024, investment activities related to the purchase of forklifts were finalised, aimed at reducing maintenance costs, increasing the timeliness, quality and reliability of delivery,
- Finalisation of investment activities related to the 2<sup>nd</sup> and 3<sup>rd</sup> phases of investment in agricultural machinery and irrigation systems with the aim of securing own raw materials and better soil cultivation. During 2024, the ordered agricultural machinery was received. The investment will contribute to reducing costs of agrotechnical operations and improving the efficiency of agricultural production. The completion of the project is expected during the second quarter of 2025,
- Finalisation of investment activities related to the production digitization project of all factories covered by the project in order to improve production efficiency and reduce operating expenses. Employee training and further improvement of the system is underway.
- Completion of investment activities related to investment in IT technologies for planning and profitability. During 2024, the design of the desired state of the system and its implementation were defined. Also, during the third quarter of 2024, the system was tested and put into use. The goal of IT technologies for planning and profitability is to improve business processes, which will result in time savings and a higher level of automation and flexibility,
- Finalization of investment activities related to the construction of a central facility for transport and maintenance with accompanying facilities. During 2024, almost all works were completed. The investment will contribute to improving working conditions and increasing the efficiency of logistics processes.

The above capital expenditures are expected to positively impact the operating profitability increase.

In 2025, expected capital expenditures of the Food and the Pharmaceuticals segments are at a level of around EUR 39m.

## NET CASH FLOW FROM FINANCING ACTIVITIES

In the 1 - 12 2024 period, net cash flow from financing activities amounted to negative EUR 36.1m primarily due to the dividend distribution, as well as the repayment of borrowings and lease liabilities.



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Share in  
1 - 12 2024



## SHARE IN 1 - 12 2024

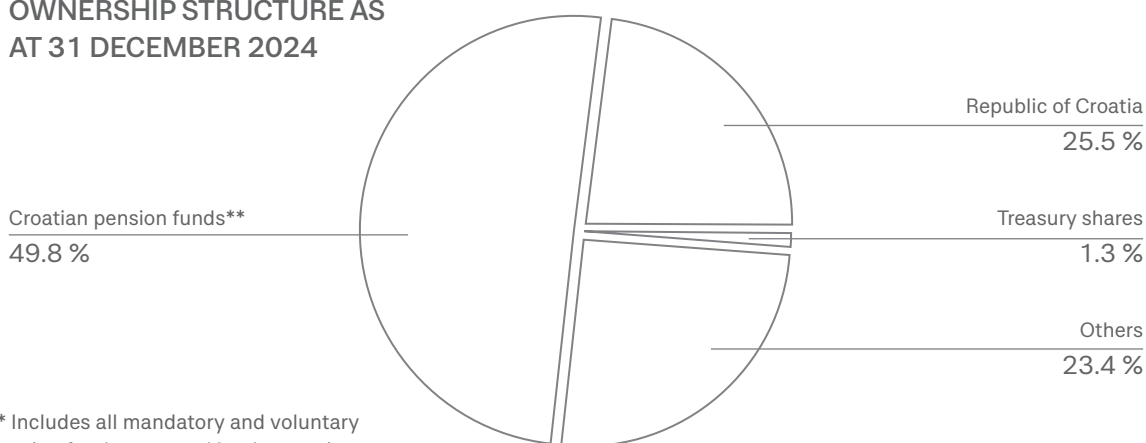
### LIST OF MAJOR SHAREHOLDERS AS AT 31 DECEMBER 2024

No.	Shareholder	Number of shares	% of ownership
1.	PBZ Croatia osiguranje mandatory pension fund, category B	1,097,644	15.4%
2.	AZ mandatory pension fund, category B	932,563	13.1%
3.	RSC* - Croatian Pension Insurance Institute	727,703	10.2%
4.	Erste Plavi mandatory pension fund, category B	638,248	9.0%
5.	Raiffeisen mandatory pension fund, category B	625,298	8.8%
6.	RSC* - Republic of Croatia	452,792	6.4%
7.	Capital Fund	406,842	5.7%
8.	Pivac Brothers Meat Industry	370,977	5.2%
9.	Republic of Croatia	167,281	2.3%
10.	OTP banka D.D./aggregate custody accounts	97,035	1.4%
<b>Other shareholders</b>		<b>1,603,620</b>	<b>22.5%</b>
<b>Total</b>		<b>7,120,003</b>	<b>100.0%</b>

\* The Restructuring and Sale Centre holds 1,241,504 shares through four accounts, Capital Fund Inc. holds 406,842 shares, the Republic of Croatia additionally holds 167,281 shares on a separate account.

Podravka Inc. has a stable ownership structure where the most significant stake is held by the Republic of Croatia and domestic pension funds. A total of 7,120,003 shares have been issued at nominal price of EUR 30.0 per share. As at 31 December 2024, the Republic of Croatia holds 25.5% stake, and domestic pension funds (mandatory and voluntary) hold a total of 49.8% stake. Podravka Inc. has 1.3% of treasury shares. Podravka Inc.'s shares have been listed on the Prime Market of the Zagreb Stock Exchange and in eight Zagreb Stock Exchange indices (CROBEX, CROBEX10, CROBEXtr, CROBEX10tr, CROBEXprime, CROBEXplus, CROBEXnutris and ADRIAprime).

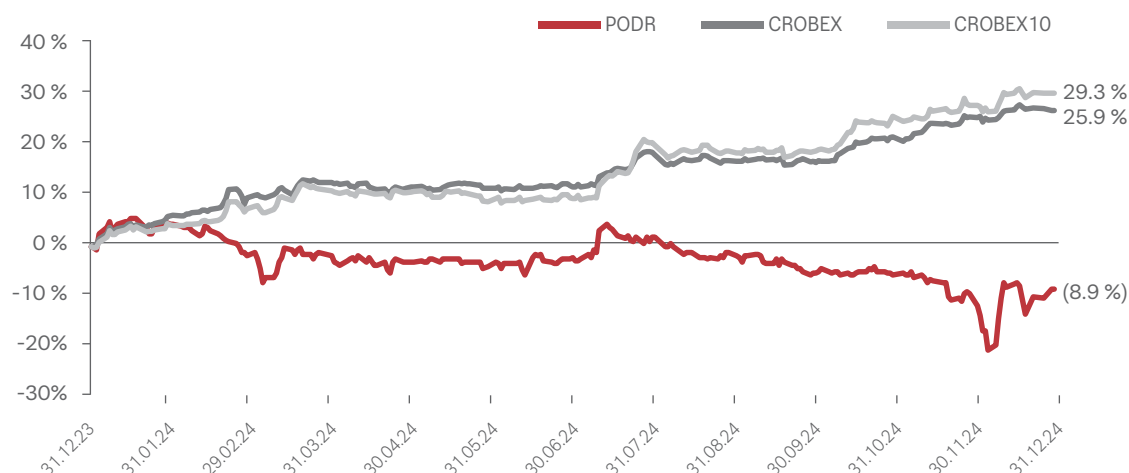
### OWNERSHIP STRUCTURE AS AT 31 DECEMBER 2024



\*\* Includes all mandatory and voluntary pension funds managed by the pension companies: AZ, ROMF, PBZCO and ERSTE.



## SHARE PRICE MOVEMENT IN 1 - 12 2024



<i>(closing price in EUR; closing points)</i>	<b>31 December 2023</b>	<b>31 December 2024</b>	<b>%</b>
PODR-R-A	163.0	148.5	(8.9%)
CROBEX	2,533.9	3,191.2	25.9%
CROBEX10	1,548.6	2,002.7	29.3%

In the reporting period, the price of Podravka's share decreased by 8.9% compared to the end of 2023. At the same time, the CROBEX and CROBEX10 stock indices grew by 25.9% and 29.3%, respectively.

## RESULT ON THE CROATIAN CAPITAL MARKET IN 1 - 12 2024

<i>(in EUR; in units)<sup>11</sup></i>	<b>1 - 12 2023</b>	<b>1 - 12 2024</b>	<b>%</b>
Weighted average daily price	129.9	157.7	21.4%
Average daily number of transactions	14	12	(19.0%)
Average daily volume	1,366	725	(46.9%)
Average daily turnover	176,797.9	114,324.9	(35.3%)

In the 1 - 12 2024 period, the weighted average daily price of Podravka's share recorded an increase of 21.4% relative to the comparative period. Compared to 1 - 12 2023, the average daily number of transactions is 19.0% lower, the average daily volume decreased by 46.9%, and the average daily turnover decreased by 35.3%.

<sup>11</sup> The weighted average daily price in the reporting period is calculated as the sum of the weighted average daily prices in the reporting period, multiplied by the daily volume weight. The daily volume weight is calculated as a ratio of daily volume and total volume in the reporting period. The formula, *Weighted average daily price in the reporting period* =  $\sum \text{average daily price} \times (\text{daily volume} / \text{total volume in the reporting period})$ .

Other indicators are calculated as the average of average daily transactions/volume/turnover in the reporting period. Block trades are excluded from the calculation.



## VALUATION

<i>(in EUR millions; last price and earnings per share in EUR)*</i>	<b>1 - 12 2023</b>	<b>1 - 12 2024</b>	<b>%</b>
Last price	163.0	148.5	(8.9%)
Weighted average number of shares <sup>12</sup>	7,015,732	7,043,408	0.4%
Market capitalization <sup>13</sup>	1,143.6	1,045.9	(8.5%)
EV <sup>14</sup>	1,169.1	1,087.3	(7.0%)
Normalized earnings per share <sup>15</sup>	6.7	9.1	35,6%
EV / sales revenue	1.6	1.4	(13.4%)
EV / normalized EBITDA	12.7	9.3	(26.8%)
EV / normalized EBIT	19.6	13.3	(32.2%)
Last price / normalized earnings per share ratio (P / E)	24.2	16.3	(32.8%)

\* NOTE: all indicators are calculated in a way that income statement items are calculated at the level of the last 12 months, while balance sheet items are taken at the period end.

<sup>12</sup> The weighted average number of shares is calculated on the basis of previous 12 months period by dividing the sum of the weighted number of shares of each individual month by the total number of calendar days in the previous 12 months. The weighted number of shares on a monthly basis is calculated by reducing the total number of issued shares by the amount of treasury shares and multiplying the difference by the number of days of that month.

<sup>13</sup> Market Capitalization: Last price \* Weighted average number of shares.

<sup>14</sup> Enterprise value: Market Capitalization + Net debt + Minority interests.

<sup>15</sup> Normalized earnings per share is calculated in a way that normalized Net income after minority interests is divided with weighted average number of shares. Normalized Net income after minority interests include the last 12 months period.



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# Additional tables for 1 - 12 2024



## ADDITIONAL TABLES FOR 1 - 12 2024

### CALCULATION OF REPORTED AND NORMALISED EBITDA

The reported EBITDA is calculated in a way that EBIT was increased by depreciation and amortization and value adjustments of non-current tangible and intangible assets. Value adjustments in the reporting and the comparative periods are presented in the table below.

Value adjustments	1 - 12 2023			1 - 12 2024		
(in EUR millions)	Group	Food	Pharma	Group	Food	Pharma
Intangible assets	0.33	0.15	0.19	0.45	-	0.45
Tangible assets	0.54	0.16	0.38	0.59	0.14	0.45
<b>Total</b>	<b>0.87</b>	<b>0.30</b>	<b>0.57</b>	<b>1.04</b>	<b>0.14</b>	<b>0.90</b>

Reported EBITDA calculation	1 - 12 2023			1 - 12 2024		
(in EUR millions)	Group	Food	Pharma	Group	Food	Pharma
<b>Reported EBIT</b>	<b>59.26</b>	<b>29.26</b>	<b>29.99</b>	<b>79.98</b>	<b>43.98</b>	<b>36.00</b>
+ amortization and depreciation	31.83	22.90	8.93	34.39	25.41	8.99
+ value adjustments of non-current material and non-material assets	0.87	0.30	0.57	1.04	0.14	0.90
<b>Reported EBITDA</b>	<b>91.95</b>	<b>52.46</b>	<b>39.49</b>	<b>115.41</b>	<b>69.52</b>	<b>45.89</b>

Normalised EBITDA calculation	1 - 12 2023			1 - 12 2024		
(in EUR millions)	Group	Food	Pharma	Group	Food	Pharma
<b>Normalised EBIT</b>	<b>59.74</b>	<b>29.56</b>	<b>30.18</b>	<b>81.93</b>	<b>45.15</b>	<b>36.79</b>
+ amortization and depreciation	31.83	22.90	8.93	34.39	25.41	8.99
+ value adjustments of non-current material and non-material assets	0.38	-	0.38	0.45	-	0.45
<b>Normalised EBITDA</b>	<b>91.95</b>	<b>52.45</b>	<b>39.49</b>	<b>116.78</b>	<b>70.55</b>	<b>46.23</b>





## ONE-OFF ITEMS IN 1 - 12 2024 AND 1 - 12 2023

In the 1 - 12 2024 period, the Food segment incurred EUR 0.25m costs of severance payments for employees primarily related to long-term sick leaves, EUR 0.11m of costs related to the centralization of bakery in the market of Slovenia, EUR 0.35m of provisions for one-time awards for the introduction of the new SAP system, EUR 0.05m of costs arising from changes in the fair value of investments in the Fortenova Group (old debt), EUR 0.12m of provisions for legal claims, and EUR 0.26m of income from the sale of non-operating assets. Costs related to the acquisition of agricultural companies of the Fortenova Group in the 1 - 12 2024 period were normalized in the total amount of EUR 2.38m.

During 2024, Podravka Inc. collected the border debt, including the related interest from the Fortenova group based on the Settlement concluded in the Extraordinary Administration procedure over the company Agrokor d.d. and its subsidiaries, in the total amount of EUR 8.25m. The effect in the income statement amounts to positive EUR 3.42m (of which the effect related to border debt amounts to EUR 1.97m, while financial income from interest amounts to EUR 1.45m).

In the 1 - 12 2024 period, the Food segment also incurred EUR 0.14m costs related to the impairment of non-current tangible assets. The normalization below the EBIT result of Food primarily relates to the positive effect of tax incentives received in accordance with the Investment Promotion Act in the amount of EUR 8.5m. The estimated impact of all these one-off items on tax of the Food segment is EUR 0.05m (increases it).

The Pharmaceuticals segment incurred EUR 0.08m costs of severance payments related to long-term sick leaves, EUR 0.01m income from the sale of non-operating assets, EUR 0.15m of provisions for one-time awards for the introduction of the new SAP system, and EUR 0.12m of tax expenses based on the sale of non-operating assets.

In the 1 - 12 2024 period, the Pharmaceuticals segment also incurred EUR 0.45m of costs related to the impairment of non-current intangible assets and EUR 1.60m in positive effects related to the final calculation of tax incentives used for the expansion of the Belupo factory from 2015. The estimated impact of all these one-off items on tax of the Pharmaceuticals segment is EUR 0.13m (decreases it).

In the 1 - 12 2023 period, the Food segment incurred EUR 0.49m costs of severance payments, EUR 0.56m of income from the sale of non-operating assets, and EUR 0.14m of costs related to the centralization of bakery operations on the Slovenian market. Impairment of tangible assets amounted to EUR 0.16m, while impairment of intangible assets amounted to EUR 0.15m. Income from the write-off of liabilities amounted to EUR 0.1m. The normalization below the EBIT result primarily relates to the positive effect of tax incentives received in accordance with the Investment Promotion Act in the amount of EUR 19.72m and a one-off tax expense due to a change in the tax rate in Slovenia in the amount of EUR 0.16m.

The estimated impact of all these one-off items on tax is EUR 0.09m (decreases it).

In the 1 - 12 2023 period, the Pharmaceuticals segment recorded EUR 0.19m of costs related to the impairment of non-current intangible assets. The estimated impact of these one-off items on tax of the Pharmaceuticals segment is EUR 0.03m (decreases it).

## NORMALIZATION OF THE PROFIT AND LOSS STATEMENT BY SEGMENTS

Reported and Normalised profitability (in EUR millions)	1 - 12 2023			1 - 12 2024		
	Group	Food	Pharma	Group	Food	Pharma
<b>Reported gross profit</b>	<b>248.71</b>	<b>168.74</b>	<b>79.97</b>	<b>291.59</b>	<b>202.01</b>	<b>89.58</b>
+ severance payments	0.00	0.00	-	-	-	-
+ cost related to the centralization of bakery operations in the Slovenian market	-	-	-	0.03	0.03	-
+ reservations for rewards related to the new SAP system	-	-	-	0.15	0.12	0.03
<b>Normalised gross profit</b>	<b>248.71</b>	<b>168.74</b>	<b>79.97</b>	<b>291.76</b>	<b>202.16</b>	<b>89.61</b>
<b>Reported EBITDA</b>	<b>91.95</b>	<b>52.46</b>	<b>39.49</b>	<b>115.41</b>	<b>69.52</b>	<b>45.89</b>
+ severance payments	0.49	0.49	0.00	0.33	0.25	0.08
+ income from the sale of other assets	(0.56)	(0.56)	-	(0.27)	(0.26)	(0.01)
+ cost related to the centralization of bakery operations the Slovenian market	0.14	0.14	-	0.11	0.11	-
+ cost related to the acquisition of Fortenova's agro business	-	-	-	2.38	2.38	-
+ effect of Fortenova's collection of border debt	-	-	-	(1.97)	(1.97)	-
+ liabilities write-off	(0.08)	(0.08)	-	-	-	-
+ reservations for rewards related to the new SAP system	-	-	-	0.50	0.35	0.15
+ change in the fair value of investments related to Fortenova's old debt	-	-	-	0.05	0.05	-
+ tax impact of the sale of other assets	-	-	-	0.12	-	0.12
+ provisions for litigation	-	-	-	0.12	0.12	-
<b>Normalised EBITDA</b>	<b>91.95</b>	<b>52.45</b>	<b>39.49</b>	<b>116.78</b>	<b>70.55</b>	<b>46.23</b>
<b>Reported EBIT</b>	<b>59.26</b>	<b>29.26</b>	<b>29.99</b>	<b>79.98</b>	<b>43.98</b>	<b>36.00</b>
+ normalizations above EBITDA level	(0.00)	(0.01)	0.00	1.37	1.03	0.34
+ value adjustments – intangible assets	0.34	0.16	0.19	0.45	-	0.45
+ value adjustments – tangible assets	0.15	0.15	-	0.14	0.14	-
<b>Normalised EBIT</b>	<b>59.74</b>	<b>29.56</b>	<b>30.18</b>	<b>81.93</b>	<b>45.15</b>	<b>36.79</b>
<b>Reported Net profit after MI</b>	<b>66.36</b>	<b>43.32</b>	<b>23.04</b>	<b>73.86</b>	<b>44.56</b>	<b>29.30</b>
+ normalizations above EBIT level	0.49	0.30	0.19	1.96	1.17	0.79
+ interest income based on Fortenova's border debt	-	-	-	(1.45)	(1.45)	-
+ tax benefits according to Investment Promotion Act	(19.72)	(19.72)	-	(10.10)	(8.50)	(1.60)
+ change in the tax rate – Slovenia	-	0.16	-	-	-	-
+ estimated impact of normalization on taxes	(0.13)	(0.09)	(0.03)	(0.08)	0.05	(0.13)
<b>Normalised Net profit after MI</b>	<b>47.17</b>	<b>23.97</b>	<b>23.20</b>	<b>64.19</b>	<b>35.83</b>	<b>28.36</b>





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# Consolidated financial statements in 1 - 12 2024



## CONSOLIDATED FINANCIAL STATEMENTS IN 1 - 12 2024

### CONSOLIDATED PROFIT AND LOSS STATEMENT IN 1 - 12 2024

<i>(in EUR thousands)</i>	<b>1 - 12 2023</b>	<b>% of sales revenues</b>	<b>1 - 12 2024</b>	<b>% of sales revenues</b>	<b>%change</b>
Sales revenue	713,848	100.0%	766,502	100.0%	7.4%
Cost of goods sold	(465,141)	(65.2%)	(474,916)	(62.0%)	2.1%
<b>Gross profit</b>	<b>248,707</b>	<b>34.8%</b>	<b>291,586</b>	<b>38.0%</b>	<b>17.2%</b>
General and administrative expenses	(53,721)	(7.5%)	(61,226)	(8.0%)	14.0%
Selling and distribution costs	(88,976)	(12.5%)	(98,919)	(12.9%)	11.2%
Marketing expenses	(47,874)	(6.7%)	(53,925)	(7.0%)	12.6%
Other (expenses) / income, net	1,120	0.2%	2,461	0.3%	119.8%
<b>Operating profit</b>	<b>59,255</b>	<b>8.3%</b>	<b>79,977</b>	<b>10.4%</b>	<b>35.0%</b>
Financial income	1,181	0.2%	2,524	0.3%	113.6%
Other financial expenses	(884)	(0.1%)	(1,609)	(0.2%)	81.9%
Interest expenses	(684)	(0.1%)	(961)	(0.1%)	40.4%
Net foreign exchange differences on borrowings	(252)	(0.0%)	(69)	(0.0%)	(72.5%)
<b>Net finance costs</b>	<b>(639)</b>	<b>(0.1%)</b>	<b>(115)</b>	<b>(0.0%)</b>	<b>(82.0%)</b>
<b>Profit before tax</b>	<b>58,616</b>	<b>8.2%</b>	<b>79,862</b>	<b>10.4%</b>	<b>36.2%</b>
Current income tax	570	0.1%	(7,787)	(1.0%)	1465.5%
Deferred tax	8,393	1.2%	3,261	0.4%	61.1%
<b>Income tax</b>	<b>8,964</b>	<b>1.3%</b>	<b>(4,526)</b>	<b>(0.6%)</b>	<b>150.5%</b>
<b>Net profit for the year</b>	<b>67,580</b>	<b>9.5%</b>	<b>75,336</b>	<b>9.8%</b>	<b>11.5%</b>
Net profit / (loss) attributable to:					
<b>Equity holders of the parent</b>	<b>66,362</b>	<b>9.3%</b>	<b>73,862</b>	<b>9.6%</b>	<b>11.3%</b>
Non-controlling interests	1,218	0.2%	1,475	0.2%	21.1%



## CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2024

<i>(in EUR thousands)</i>	<b>31 Dec 2023</b>	<b>% share</b>	<b>31 Dec 2024</b>	<b>% share</b>	<b>% change</b>
<b>ASSETS</b>					
<b>Non-current assets</b>					
Goodwill	3,776	0.5%	3,698	0.4%	(2.1%)
Intangible assets	33,439	4.3%	36,714	4.4%	9.8%
Property, plant and equipment	342,366	44.0%	380,309	45.5%	11.1%
Right-of-use assets	13,200	1.7%	16,728	2.0%	26.7%
Investment property	13,819	1.8%	13,698	1.6%	(0.9%)
Non-current financial assets	5,734	0.7%	1,047	0.1%	(81.7%)
Deferred tax assets	25,385	3.3%	28,358	3.4%	11.7%
<b>Total non-current assets</b>	<b>437,719</b>	<b>56.3%</b>	<b>480,552</b>	<b>57.5%</b>	<b>9.8%</b>
<b>Current assets</b>					
Inventories	150,826	19.4%	166,363	19.9%	10.3%
Trade and other receivables	128,255	16.5%	153,495	18.4%	19.7%
Financial assets at fair value through profit and loss	59	0.0%	2	0.0%	(96.6%)
Debit securities at amortized cost	7,957	1.0%	0	0.0%	(100.0%)
Income tax receivable	3,292	0.4%	595	0.1%	(81.9%)
Cash and cash equivalents	42,528	5.5%	27,138	3.2%	(36.2%)
Non-current assets held for sale	7,434	1.0%	7,251	0.9%	(2.5%)
<b>Total current assets</b>	<b>340,351</b>	<b>43.7%</b>	<b>354,844</b>	<b>42.5%</b>	<b>4.3%</b>
<b>Total assets</b>	<b>778,070</b>	<b>100.0%</b>	<b>835,396</b>	<b>100.0%</b>	<b>7.4%</b>



## CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2024

(in EUR thousands)	31 Dec 2023	% share	31 Dec 2024	% share	% change
<b>EQUITY AND LIABILITIES</b>					
<b>Shareholders' equity</b>					
Subscribed capital	213,600	27.5%	213,600	25.6%	0.0%
Capital gains	17,479	2.2%	17,370	2.1%	(0.6%)
Treasury shares	(6,929)	(0.9%)	(8,569)	(1.0%)	23.7%
Reserves	172,144	22.1%	197,454	23.6%	14.7%
Retained earnings / (accumulated losses)	168,056	21.6%	193,609	23.2%	15.2%
<b>Attributable to equity holders of the parent</b>	<b>564,350</b>	<b>72.5%</b>	<b>613,464</b>	<b>73.4%</b>	<b>8.7%</b>
Non-controlling interests	10,642	1.4%	10,864	1.3%	2.1%
<b>Total shareholders' equity</b>	<b>574,992</b>	<b>73.9%</b>	<b>624,328</b>	<b>74.7%</b>	<b>8.6%</b>
<b>Non-current liabilities</b>					
Borrowings	534	0.1%	72	0.0%	(86.5%)
Lease liabilities	8,137	1.0%	11,591	1.4%	42.4%
Non-current provisions for employee benefits	7,482	1.0%	7,637	0.9%	2.1%
Other non-current provisions	5,068	0.7%	5,061	0.6%	(0.1%)
Other non - current liabilities	2,427	0.3%	2,310	0.3%	(4.8%)
Deferred tax liability	4,352	0.6%	4,142	0.5%	(4.8%)
<b>Total non-current liabilities</b>	<b>28,000</b>	<b>3.6%</b>	<b>30,813</b>	<b>3.7%</b>	<b>10.0%</b>
<b>Current liabilities</b>					
Trade and other payables	117,091	15.0%	119,032	14.2%	1.7%
Income tax payable	1,845	0.2%	6,097	0.7%	230.5%
Financial liabilities at fair value through profit and loss	9	0.0%	30	0.0%	233.3%
Borrowings	43,507	5.6%	40,512	4.8%	(6.9%)
Lease liabilities	5,254	0.7%	5,458	0.7%	3.9%
Current provisions for employee benefits	7,192	0.9%	8,821	1.1%	22.7%
Other current provisions	180	0.0%	305	0.0%	69.4%
<b>Total current liabilities</b>	<b>175,078</b>	<b>22.5%</b>	<b>180,255</b>	<b>21.6%</b>	<b>3.0%</b>
<b>Total liabilities</b>	<b>203,078</b>	<b>26.1%</b>	<b>211,068</b>	<b>25.3%</b>	<b>3.9%</b>
<b>Total equity and liabilities</b>	<b>778,070</b>	<b>100.0%</b>	<b>835,396</b>	<b>100.0%</b>	<b>7.4%</b>





## CONSOLIDATED CASH FLOW STATEMENT IN 1 - 12 2024

<i>(in EUR thousands)</i>	<b>1 - 12 2023</b>	<b>1 - 12 2024</b>	<b>%change</b>
<b>Profit before tax</b>	<b>58,616</b>	<b>79,862</b>	<b>36.2%</b>
Depreciation and amortization	31,825	34,391	8.1%
Impairment of intangible assets	783	770	(1.7%)
Impairment / Reversal of impairment of trade receivables and other receivables	(368)	(133)	63.9%
Reversal of impairment of given loans and interests	(4)	(4)	0.0%
Reversal of impairment of assets held for sale	0	(4)	(100.0%)
Reversal of impairment of non-current financial assets	0	(1,970)	(100.0%)
Impairment of property, plant and equipment	86	271	215.1%
Remeasurement of financial assets at fair value through other comprehensive income	0	52	100.0%
Remeasurement of financial instruments at fair value through P&L statement	(38)	78	305.3%
Share based payment transactions	832	1,013	21.8%
Profit on sale and disposal of non-current assets and right-of-use assets	(760)	870	214.5%
Profit on sale of assets held for sale	(54)	(149)	(175.9%)
Decrease in provisions	1,973	1,775	(10.0%)
Interest income	(1,141)	(2,510)	(120.0%)
Dividend income	(3)	(14)	(366.7%)
Gains from liabilities write-offs	(75)	(828)	(1004.0%)
Interest expenses	1,563	2,492	59.4%
Effect of changes in foreign exchange rates	63	(77)	(222.2%)
<b>Total adjustments</b>	<b>34,682</b>	<b>36,023</b>	<b>3.9%</b>
<b>Changes in working capital:</b>			
(Increase) / Decrease in inventories	16,236	(15,536)	(195.7%)
Decrease / (Increase) in trade receivables	(9,932)	(8,082)	18.6%
Increase in trade payables	21,335	2,437	(88.6%)
<b>Cash generated from operations</b>	<b>120,937</b>	<b>94,704</b>	<b>(21.7%)</b>
Income tax paid	(3,947)	(1,877)	52.4%
Interest paid	(1,583)	(4,006)	(153.1%)
<b>Net cash from operating activities</b>	<b>115,407</b>	<b>88,821</b>	<b>(23.0%)</b>



## CONSOLIDATED CASH FLOW STATEMENT IN 1 - 12 2024

<i>(in EUR thousands)</i>	<b>1 - 12 2023</b>	<b>1 - 12 2024</b>	<b>%change</b>
<b>Cash flow from investing activities</b>			
Purchase of property, plant, equipment and intangibles	(73,780)	(71,186)	3.5%
Proceeds from investing in marketable securities	48,293	8,000	(83.4%)
Proceeds from financial instruments	0	6,801	100.0%
Investing in marketable securities	(15,912)	0	100.0%
Proceeds from sale of property, plant, equipment and intangibles	970	599	(38.2%)
Proceeds from sale of assets held for sale	231	315	36.4%
Deposits given	(7)	(15,178)	n/a
Repayment of loans receivable	4	16	300.0%
Interest received	570	2,466	332.6%
Dividend received	3	14	366.7%
<b>Net cash from investing activities</b>	<b>(39,628)</b>	<b>(68,153)</b>	<b>(72.0%)</b>
<b>Cash flow from financing activities</b>			
Dividend pay-out to minority shareholders	0	(1,253)	(100.0%)
Dividend pay-out	(18,467)	(22,347)	(21.0%)
Purchase of treasury shares	(5,250)	(3,221)	38.6%
Sale of treasury shares	2,625	854	(67.5%)
Proceeds from borrowings	65,771	18,006	(72.6%)
Repayment of borrowings	(93,034)	(20,970)	77.5%
Repayment of lease	(6,809)	(7,127)	(4.7%)
<b>Net cash from financing activities</b>	<b>(55,164)</b>	<b>(36,058)</b>	<b>34.6%</b>
<b>Net (decrease) / increase of cash and cash equivalents</b>	<b>20,615</b>	<b>(15,390)</b>	<b>(174.7%)</b>
Cash and cash equivalents at beginning of the year	21,913	42,528	94.1%
<b>Cash and cash equivalents at the end of year</b>	<b>42,528</b>	<b>27,138</b>	<b>(36.2%)</b>



# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY IN 1 - 12 2024

<i>(in EUR thousands)</i>	<i>Subscribed capital</i>	<i>Capital gains</i>	<i>Treasury shares</i>	<i>Other reserves</i>	<i>Retained earnings/ accumulated loss</i>	<i>Total</i>	<i>Non-controlling interests</i>	<i>Total</i>
<b>As at 1 January 2023</b>	<b>207,897</b>	<b>24,780</b>	<b>(5,634)</b>	<b>163,898</b>	<b>128,241</b>	<b>519,182</b>	<b>9,424</b>	<b>528,606</b>
<i>Comprehensive income</i>	-	-	-	-	-	-	-	-
Profit for the year	-	-	-	-	66,362	66,362	1,218	67,580
Foreign exchange differences	-	-	-	5	-	5	-	5
Actuarial losses (net of deferred tax)	-	-	-	86	-	86	-	86
Other comprehensive income	-	-	-	<b>91</b>	<b>-</b>	<b>91</b>	<b>-</b>	<b>91</b>
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>91</b>	<b>66,362</b>	<b>66,453</b>	<b>1,218</b>	<b>67,671</b>
<i>Transactions with owners recognized directly in equity</i>	-	-	-	-	-	-	-	-
Allocation from retained earnings	-	-	-	8,155	(8,155)	-	-	-
Additional acquisition of minority interests	-	-	-	-	-	-	-	-
Exercise of options	-	(2,430)	3,955	-	187	1,712	-	1,712
Fair value of share-based payment transactions	-	832	-	-	-	832	-	832
Purchase of treasury shares	-	-	(5,250)	-	-	(5,250)	-	(5,250)
Dividends paid	-	-	-	-	(18,579)	(18,579)	-	(18,579)
Adjustment of Issued Capital and Shares - EUR	5,703	(5,703)	-	-	-	-	-	-
<b>Total transactions with owners recognized directly in equity</b>	<b>5,703</b>	<b>(7,301)</b>	<b>(1,295)</b>	<b>8,155</b>	<b>(26,547)</b>	<b>(21,285)</b>	<b>-</b>	<b>(21,285)</b>
<b>As at 31 December 2023</b>	<b>213,600</b>	<b>17,479</b>	<b>(6,929)</b>	<b>172,144</b>	<b>168,056</b>	<b>564,350</b>	<b>10,642</b>	<b>574,992</b>
<i>Comprehensive income</i>	-	-	-	-	-	-	-	-
Profit for the year	-	-	-	-	73,862	73,862	1,475	75,337
Foreign exchange differences	-	-	-	(234)	-	(234)	-	(234)
Actuarial losses (net of deferred tax)	-	-	-	(108)	-	(108)	-	(108)
Change in the fair value of equity through other comprehensive income (net of deferred tax)	-	-	-	21	-	21	-	21
Other comprehensive income	-	-	-	<b>(321)</b>	<b>-</b>	<b>(321)</b>	<b>-</b>	<b>(321)</b>
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(321)</b>	<b>73,862</b>	<b>73,541</b>	<b>1,475</b>	<b>75,016</b>
<i>Transactions with owners recognized directly in equity</i>	-	-	-	-	-	-	-	-
Allocation from retained earnings	-	-	-	25,631	(25,631)	-	-	-
Exercise of options	-	(1,122)	1,581	-	(199)	260	-	260
Fair value of share-based payment transactions	-	1,013	-	-	-	1,013	-	1,013
Purchase of treasury shares	-	-	(3,221)	-	-	(3,221)	-	(3,221)
Dividends paid to non-controlling shareholders	-	-	-	-	-	-	(1,253)	(1,253)
Dividends paid	-	-	-	-	(22,479)	(22,479)	-	(22,479)
<b>Total transactions with owners recognized directly in equity</b>	<b>-</b>	<b>(109)</b>	<b>(1,640)</b>	<b>25,631</b>	<b>(48,309)</b>	<b>(24,427)</b>	<b>(1,253)</b>	<b>(25,680)</b>
<b>As at 31 December 2024</b>	<b>213,600</b>	<b>17,370</b>	<b>(8,569)</b>	<b>197,454</b>	<b>193,609</b>	<b>613,464</b>	<b>10,864</b>	<b>624,328</b>

## NOTES TO THE FINANCIAL STATEMENTS

*In 1 - 12 2024 period there were no changes in accounting policies.*

*The audited Annual report of the Podravka Group for 2023 are available at:*

*<https://www.podravka.com/investors/financial-reports/>*

## IMPLICATIONS OF THE RUSSIAN-UKRAINIAN CRISIS ON THE PODRAVKA GROUP'S OPERATIONS

The Russian market is important for the Pharmaceuticals segment in terms of total sales revenues but also profitability, while in the Food segment the Russian market is not so significant in terms of total sales revenues or in terms of profitability. Management of Podravka Inc. continuously considers all risks associated with the Russian-Ukrainian conflict and assesses that these risks do not threaten Podravka Group's operations stability.



Koprivnica, February 17<sup>th</sup> 2025

**STATEMENT FROM EXECUTIVES RESPONSIBLE FOR PREPARATION OF  
FINANCIAL STATEMENTS**

According to our best knowledge unaudited consolidated financial statements of Podravka Group for the period 1 – 12 2024 have been prepared in compliance with the Accounting Act of the Republic of Croatia and International Financial Reporting Standards as adopted by the European Union (EU IFRS) and provide an overall and true presentation of assets, liabilities, profit and loss, financial position and business operations of Podravka Group and all subsidiaries involved in the consolidation.

  
Corporate Accounting Director:  
Dalibor Smoljanović

  
**Podravka**  
PREHRAMBENA INDUSTRIJA D.D.  
KOPRIVNICA 286

Board Member:  
Davor Doko  


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