CCH – 2026 Half-year results
Conference call script – 5 August 2026

CORPORATE PARTICIPANTS

Zoran Bogdanovic – Coca-Cola HBC AG - CEO

Anastasis Stamoulis - Coca-Cola HBC AG – CFO

Jemima Benstead - Coca-Cola HBC AG – Head of Investor Relations

Operator

Thank you for standing by ladies and gentlemen, and welcome to Coca-Cola HBC's conference call for the 2026 half-year results. At this time all participants are in listen only mode. There will be a presentation followed by a question-and-answer session. If you wish to ask a question, please press star one on your telephone keypad at any time and wait until your name is announced. I must also advise that this conference is being recorded today Wednesday, August 5, 2026. I now pass the floor to one of your speakers, Jemima Benstead, Head of Investor Relations. Please go ahead. Thank you.

Jemima Benstead - Coca-Cola HBC AG – Head of Investor Relations

Good morning and thank you all for joining the call.

I'm here with our CEO, Zoran Bogdanovic, and our CFO, Anastasis Stamoulis.

Zoran will begin with the strategic highlights from the first half. Anastasis will then take you through our financial performance and outlook in more detail. We will then open the floor to questions. Please keep to one question and one follow up, waiting for us to answer the first question before moving to your follow up. We have about an hour for the call today, which should give plenty of time for a good discussion.

I will also remind you that this conference call contains various forward-looking statements. These should be considered in conjunction with the cautionary statements in our results press release this morning, and at the end of our slide deck. With that, I will turn the call over to Zoran.

Zoran Bogdanovic - Coca-Cola HBC AG – CEO

H1 2026 Strategic Review

Thank you, Jemima. Good morning, everyone, and thank you for joining the call.

Strong H1 performance driven by broad-based, volume-led growth

I'm very pleased with the progress we have made in the first half of 2026. We delivered broad-based, volume-led growth, continued to gain market share and invested behind the opportunities that will support our future growth.

Let me highlight three key takeaways from the period.

First, we continued to deliver high-quality top-line growth. Organic revenue increased by 9.6%, with organic volume growth of 7.5%. Volume growth was led by Sparkling and Energy, two of our strategic priority categories, with marketing campaigns, innovation and execution all playing a key role. While Q1 benefitted from four additional selling days, we saw an acceleration in our underlying performance in Q2 to 5.8% growth, with all three segments contributing, making it the 13th consecutive quarter of volume growth.

Second, we translated this top-line performance into strong profit delivery. Gross margins expanded strongly, which allowed us to step up marketing investments and still deliver strong organic comparable EBIT growth of 15.2%, with margins up 60 basis points. Comparable earnings per share also grew 15.2%. This strong performance has allowed us to upgrade our guidance for 2026, which Anastasis will share more on later.

And finally, we continued to invest in our 24/7 portfolio and bespoke capabilities, which underpins our long-standing growth trajectory and enables us to win in the market and consistently gain share.

Overall a strong first half, despite a challenging backdrop. I would like to sincerely thank all our teams, customers, suppliers and partners for their ongoing efforts and support.

FIFA World Cup activations delivered in partnership with The Coca-Cola Company

Let me start with a major highlight of the last few months, FIFA World Cup programme, delivered in partnership with The Coca-Cola Company.

From special-edition Coca-Cola and Powerade packs, to immersive fan experiences and market-specific activations, we brought the excitement of the tournament to millions of consumers across our footprint.

Key highlights included our value-added promotion with Panini collectible stickers, which resonated strongly with consumers, and our AI-enabled Penalty Kick Challenge, an innovative experience developed by our Digital Innovation Hub that allowed consumers to test their skills by recreating famous football penalties. We also launched Powerade FIFA Playstyles, a special-edition range with football-inspired flavours for the World Cup.

Overall, the program has delivered strong results, supporting the positive Trademark Coke and Powerade performance in the period and contributing to share gains for both brands.

But the value of an activation like the FIFA World Cup extends beyond the immediate volume impact. It is also about strengthening the long-term relevance and equity of our brands by connecting with consumers and being present at moments that matter most to them. I am very proud of the quality of execution in each of our markets and how our teams took this powerful global platform and translated it into locally relevant experiences, creating value for us and our customers.

Sparkling

Let's move to category performance. Starting with Sparkling, which continues to be the core driver of our growth.

Organic volumes grew 6.4% in the first half and 4.0% in the second quarter. Again, volumes accelerated on an underlying basis Q2 vs Q1. Throughout the period, we

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continued to bring excitement to the category, creating unique consumer experiences through focused execution of our campaigns and our innovation pipeline.

Trademark Coke grew mid-single digits, with Coke Zero up mid-teens. And I am pleased that Coca-Cola Zero Sugar Zero Caffeine continued its momentum, achieving triple-digit growth and accelerating further in the second quarter. This reinforces the strength of the proposition and the positive consumer response to the new visual identity we rolled out across 18 markets. We remain very excited about the opportunities ahead for Coke Zero Zero, including leveraging greater consumption in the evening occasion.

Flavour innovation also continued to play an important role. Sprite's ongoing momentum, with volumes up high-single digits, was supported by the launch of the new Lemon Mint Chill flavour in 12 markets. Schweppes volumes grew high-single digits, supported by the launch of Schweppes Cherry Pepper, supported by dedicated in-store displays and activations.

Energy

Energy continued its exceptional growth trajectory, with volumes up over 25% in the first half. Growth was strong across all three segments, despite tough comparatives.

Monster continued to benefit from a strong innovation pipeline, with key launches in the period being Viking Berry, Ultra Fantasy Ruby Red and the new Zero Sugar flavour with Valentino Rossi. We also continued to leverage MotoGP, Formula 1 and football partnerships to deliver powerful activations.

And our affordable offers in Africa also continued to perform well, particularly Fury in Egypt, supported by local marketing campaigns and the launch of a new 250ml can.

Coffee, Stills, Premium Spirits

In Coffee, our strategic focus remains the out-of-home channel, so I'm pleased that volumes increased 24.5% in this channel in the first half. Both Costa Coffee and Caffe Vergnano grew strongly, supported by growth in existing outlets and the addition of more than 1,300 new out-of-home outlets. In line with our deliberate shift in focus, total Coffee volumes declined in the first half, but grew in revenue. We expect the overall category to return to volume growth in the second half of the year.

Stills volumes increased 5.2% in the first half, with high-single digit growth in Water led by the Emerging segment. Sports Drinks continued to stand out, with growth of around 25%. In the first half, we introduced Powerade Active Water in 7 markets, a new range with a diversified proposition aimed at bringing new consumers to the category, and as well as the FIFA World Cup, we continued to leverage other local sporting events.

Premium Spirits volumes declined 1.5% in the first half, on tough comparatives and impacted by retail challenges with Finlandia in Poland that have now been resolved. Excluding this impact the overall category would have been in growth, and Finlandia would have grown low-double digits.

Winning in the marketplace with our bespoke capabilities

As I have said before, investing in our bespoke capabilities is critical to sustaining our strong track record of volume, revenue and EBIT growth, and continuing to gain share. I want to call out a few highlights from the first half.

Through our leading RGM framework, we continued to drive improvements in mix through targeted initiatives and tailored pricing to each local market.

An important part of this framework to grow volumes and ensure affordability, is promotions. Over the past few years, we have consistently enhanced our promotion capabilities and tools to create more value with our customers. At the end of last year, we began rolling out Promo 360, a single end-to-end promotion management capability, across pilot markets. This transformative approach brings together people, processes and technology into one integrated platform, leveraging advanced analytics and AI to help our teams improve promotional effectiveness and drive stronger return on investment. It is now live in 7 markets and will be rolled out further this year.

We also made continued progress on package mix, with single-serve mix improving by 110 basis points in the first half. This was supported by the launch of new packs, including a 500ml PET bottle for Trademark Coke in Egypt, a 500ml "Supercan" in three markets and the introduction of a 250ml pack for Fuzetea across 8 markets.

HoReCa remains a key channel for us and here as well we are constantly evolving our approach to capture the most value. Our new end-to-end channel approach is data-led, and provides greater visibility of opportunities across the outlet universe, enabling us to focus on the highest-value opportunities and tailor the right portfolio to the right outlet.

Another highlight was the opening of our new Digital Hub in Cairo, marking another important milestone in our Group digital transformation journey. This strategic hub reflects our commitment to developing digital talent and building leading expertise to further enable innovation, operational excellence and support sustainable growth.

All of our actions are driving clear results. As we continue to execute strongly, and jointly create value with our customers, we further increased our value share year-to-date, gaining 80 basis points in NARTD and 40 basis points in Sparkling.

CCBA acquisition continues to progress in line with plans

Moving on to CCBA, where we are carefully planning for integration so we can hit the ground running after we complete the acquisition.

We continue to make good progress towards completion, working through the customary regulatory filings and antitrust approvals and preparations for the secondary listing of our shares on the Johannesburg Stock Exchange.

As I mentioned at Q1, we have obtained antitrust clearances in four of the six jurisdictions. The latest development is that in July, the South African Competition Commission recommended that the Competition Tribunal approve the transaction, subject to conditions as expected. We welcome this latest milestone, and we look forward to the Competition Tribunal's decision. Overall, we remain on track to complete the acquisition during the second half of 2026.

We continue to be leaders in sustainability

Turning to sustainability, I am pleased that our performance continues to be recognised externally. In the first half, Coca-Cola HBC was confirmed for the ninth time as the world's most sustainable beverage company in the 2025 Dow Jones Best in Class Indices. We also achieved the highest ESG score in the beverage industry in the FTSE Russell assessment, successfully maintaining inclusion in the FTSE4Good Index Series.

We continued to invest in local communities across our markets. This included the completion of a €4.1 million water infrastructure project in Bulgaria, helping support the long-term well-being of people and local businesses. In addition, The Coca-Cola HBC Foundation committed €1.5 million to support a fire protection programme in Greece and a nature restoration project in Switzerland.

Partnerships remain a key driver of progress, creating both business and sustainability value. Following the successful launch last year of a Sustainable-Linked Business Plan together with Carrefour and The Coca-Cola Company in Romania, this year we have rolled it out to Poland. The plan focuses on emissions reduction, logistics optimisation and packaging collection.

Let me now hand over to Anastasis to take you through the financial results.

Anastasis Stamoulis - Coca-Cola HBC AG – CFO

H1 2026 Financial Review

Thank you, Zoran, and good morning, everyone.

Strong financial performance in H1

In the first half, we delivered a strong financial performance. Organic revenue grew 9.6%, led by organic volume growth of 7.5%.

Comparable EBIT increased by 15.2% organically to €760 million, and margins improved by 60 basis points. This resulted in strong earnings per share growth of 15.2%.

Finally, free cash flow was robust at €216 million, slightly lower year-on-year, reflecting a planned step-up in capital expenditure as we continue to invest in growth.

Strong execution of strategic priorities drives organic revenue growth

So let me start with the top-line performance.

As mentioned earlier, organic revenue increased 9.6% in the first half, while organic volume grew 7.5%, underpinned by a strong underlying performance and the benefit of four additional selling days in Q1. In Q2, volume grew 5.8%, a further improvement on an underlying basis.

Organic revenue per case increased 1.9% in the first half. In line with our plans, we delivered an improvement in Q2, which saw an increase in revenue per case of 2.1%.

Overall the lower revenue per case trends compared to previous years reflect more moderate pricing dynamics in a lower-inflation environment, particularly in Africa. It's also driven by adverse country mix, as we continued to see faster growth from our African markets, which have lower revenue per case. However, we continued to implement targeted revenue growth management initiatives, supporting positive category and package mix in the period.

Strong organic comparable EBIT growth of 15.2%

Comparable EBIT increased by 15.2% organically and 17.0% on a reported basis to €760 million.

The main driver of this was gross profit. Our Comparable gross profit margin improved by 110 basis points to 37.8%, benefiting primarily from strong recovery in the Emerging segment. We benefited from good top-line leverage and easing COGS inflation in the period, helped by our good hedging position and efficiency initiatives, despite the recent macroeconomic volatility.

This strong progress in gross margins enabled us to intentionally step up direct marketing investments behind key events and innovations, including FIFA World Cup and Winter Olympics, and the launch of the new visual identity for Coke Zero Zero. This resulted in operating expenses as a percentage of revenue increasing by 50 basis points, but overall our Comparable EBIT margin still increased by a very strong 60 basis points to 12.2% on both an organic and reported basis.

Established markets

Let's now look at the drivers of performance by segment. I am going to discuss these figures on an organic basis and for the first half of the year unless I say otherwise.

In the Established segment, revenues grew by 6.2%.

Volumes grew by 4.8%, with an underlying acceleration to 3.4% growth in Q2 and a good start to the summer season. Sparkling grew mid-single digits, supported by Coke Zero, Coke Zero Zero and Sprite. Energy continued with its strong momentum, and Stills grew mid-single digits, driven by a good performance in Water and Sports Drinks.

On a country basis, I am very pleased with the improved performance in Switzerland, with volumes up high-single digits, and the continued good momentum in Ireland.

Revenue per unit case increased 1.3%, reflecting targeted pricing and positive category mix, with an improvement in Q2.

Established segment Comparable EBIT increased 6.9%, with good operational leverage offsetting higher marketing expenses, leading to 10 basis points of margin expansion.

Developing markets

Turning to the Developing segment, revenues grew 9.0%.

Volumes grew 5.3%, with 3.7% growth in Q2. Sparkling grew mid-single digits, driven by Trademark Coke and Sprite. Energy grew strong double-digits and Coffee grew strongly in the out-of-home channel.

In terms of country performance, Czech continued its strong momentum, delivering high-single digit volume growth despite a tough comparative. In Poland, volumes grew low-single digits in H1, supported by an underlying improvement in Q2.

Revenue per unit case increased 3.5%, supported by pricing actions and positive category and package mix. Single-serve mix improved by 210 basis points.

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Developing Comparable EBIT grew 1.8%, with higher marketing expenses leading to a decline in margins of 70 basis points.

Emerging markets

In the Emerging segment, revenue grew by 12.0%.

Volumes grew 9.0%, with 7.2% growth in Q2. Sparkling volumes increased high-single digits, including strong double-digit growth in Coke Zero and high-single digit growth in Fanta and Sprite. Energy grew strong double digits despite tough comparatives and Water grew strongly.

In terms of countries, the performance of both Nigeria and Egypt has been strong in the first half of the year, with volumes up low-double digits and low teens respectively, continuing the momentum of 2025. It was great to host investors and analysts in Cairo last month, for the latest Bitesize Investor event, where we proudly shared Egypt's growth and investment journey since our acquisition in 2022.

Revenue per unit case increased 2.8%, a moderation compared with recent years. This reflects both lower pricing to address lower inflation and limited currency headwinds in the period, as well as adverse country mix, as African markets, which have lower revenue per case compared to the CCH average, grew faster.

Comparable EBIT in Emerging grew strongly, up 23.9%, driven by strong operational leverage and growth in gross profit, offsetting higher marketing expenses.

Strong EPS growth and continued investment in future growth

Moving to the Group P&L, we saw comparable earnings per share grow 15.2% to €1.51, supported by the strong EBIT delivery, partly offset by higher net finance costs year-on-year.

The finance costs were impacted by higher interest expense related to the new bonds issued for the CCBA acquisition, partially offset by higher finance income on our cash balances.

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The first half saw a year-on-year step-up in capex of over €100 million, as we invested in growth-driving initiatives including new production lines in Nigeria and Egypt, supply-chain automation, digital and data solutions and energy-efficient coolers. Capex as a percentage of revenue was 6.1%, ahead of the prior-year period, but slightly lower than our target range of 6.5% to 7.5%, in line with our planned phasing.

With the strong growth in EBIT, we generated solid free cash flow of €216 million, with the decrease year-on-year reflecting the planned step-up in capex as I just mentioned.

Upgrading 2026 guidance

Moving to the outlook for the year, as we progress into the second half, we expect the macroeconomic and geopolitical environment to remain both challenging and unpredictable.

Having said that, we have high confidence in our unique 24/7 portfolio, in our bespoke capabilities, in the growth opportunities across our diverse markets and in our people.

Reflecting our strong first half performance, consistent with our planned phasing for the year and considering the challenging environment, we now expect to deliver full-year 2026 organic revenue growth around the top end of our 6% to 7% range, and organic EBIT growth of 8 to 10 percent.

We have also updated our finance cost guidance and FX translation guidance for the year. Let me now hand back to Zoran to conclude.

Zoran Bogdanovic – Coca-Cola HBC AG - CEO

Strong H1 performance driven by broad-based, volume-led growth

Thanks Anastasi.

To close, let me reiterate the key messages from today's results.

First, we delivered a strong first-half performance, with broad-based, volume-led revenue growth, continued share gains and good momentum across our priority categories.

We converted this top-line growth into a strong profit delivery, with double-digit comparable EBIT and EPS growth. This strong performance allowed us to upgrade our guidance for 2026, as Anastasis just mentioned.

Finally, we continued to invest behind the opportunities that will support our future growth, strengthening our 24/7 portfolio, our bespoke capabilities, and developing our people.

Looking ahead, we remain confident in the strength of our business, the diversity of our markets and the capabilities of our teams to continue creating value for all our stakeholders.

Thank you once again to all our colleagues, customers, suppliers and partners, for their ongoing efforts and support.

Thank you for your attention. Let us now open the call up to questions.

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Zoran Bogdanovic – Coca-Cola HBC AG - CEO

Thank you, operator.

I would like to thank everyone for taking part in today's call.

Thank you very much and goodbye.