



Coca-Cola  
HBC

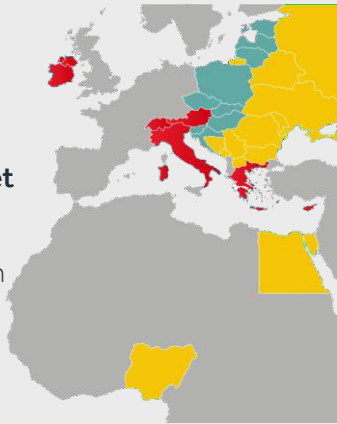
# FACTSHEET

## MAY 2026



We are a **strategic bottling partner of The Coca-Cola Company** - a strong **growth-focused business** with a **proven track record** of delivering results; founded on a **leading market presence** in attractive **growth categories** across a **diversified country footprint**. Our growth is fuelled by long-term investments in our unique **24/7 brand portfolio**, our **bespoke capabilities** and the **strength of our people**, underpinned by our **leading position in sustainability**.

We serve **760 million consumers** across **29 countries** with the world's **best-known beverage brands** with proven routes to market, a **leading market presence** and a **unique geographic mix** across Western, Central & Eastern Europe and Africa.



We operate in **attractive growing categories** and our strategic priority categories are **Sparkling, Energy and Coffee**.

**SPARKLING**  
c.70%  
of FY 2025 volume

Non-Alcoholic Ready to Drink (NARTD)

€68bn  
market value in 2022

↑ 4-6%  
CAGR 2024-28

Coffee

€32bn  
market value in 2022

↑ 4-5%  
CAGR 2024-28

Source: internal system projections, excluding Russia and Ukraine

We have a track record of consistent growth driven by our portfolio, capabilities and markets

	2025	5-year average <sup>1</sup>
Volume	+2.8%	+3.9%
Price/mix	+5.1%	+10.5%
Revenue	+8.1%	+14.7%
EBIT	+11.5%	+13.7%

1. Five-year average annual organic growth rate

We have clear capital allocation priorities:

- Investing in the business, we expect **capex to be between 6.5% to 7.5% of revenue**
- Progressive dividend policy**, with a payout ratio of 40% to 50%
- Strategic M&A**
- We return **excess capital** to shareholders

Established markets	21% of volume	31% of NSR <sup>1</sup>	28% of EBIT <sup>2</sup>
Developing markets	16% of volume	22% of NSR <sup>1</sup>	18% of EBIT <sup>2</sup>
Emerging markets	63% of volume	47% of NSR <sup>1</sup>	54% of EBIT <sup>2</sup>

1. NSR is Net Sales Revenue. 2. Comparable EBIT

FY 2025 by Group reporting segment; colours refer to the countries in the map.

Our performance is underpinned by our **bespoke capabilities**: revenue growth management, data, insights and analytics, digital commerce, route to market and customer management, all **delivered by exceptional people**.

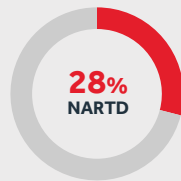


For details on APMs refer to 'Alternative Performance Measures' and 'Definitions and reconciliations of APMs' sections of our 2025 full-year results press release.

# We have a leading position in Sparkling and strong positions in other categories, with opportunities to continue to expand market share

## Value share across our footprint (FY 2025)

We are gaining share in Sparkling in most markets...



... and across most of our NARTD categories, resulting in the sixth consecutive year of share gains

Source: Nielsen, IRI and GlobalData, excluding Russia

## A clear strategy frames our actions, with five growth pillars underpinning our strategy

**1**

**Leverage our unique 24/7 portfolio**

**2**

**Win in the marketplace**

**3**

**Fuel growth through competitiveness & investment**

**4**

**Cultivate the potential of our people**

**5**

**Earn our licence to operate**

### Strategic priority categories

#### SPARKLING ENERGY COFFEE

- prioritised across the Group
- grow penetration and share

#### Sparkling c.67%



#### All other brands

- locally relevant portfolio
- focus on profitable growth

#### Coffee c.1%



#### Energy c.9%



#### Tea c.2%



#### Juices c.8%



#### Hydration c.6%



#### Premium Spirits c.4%



#### Snacks c.1%



All numbers as of FY 2025 by revenue

## There are growth opportunities across our diversified country footprint

### Growing population and GDP across our markets

	Population <sup>1</sup>	GDP per capita CAGR <sup>2</sup>
Emerging markets	c. +4%	>4%
Developing markets	c. -1%	>5%
Established markets	c. -1%	>3%
<b>TOTAL</b>	<b>c. +1%</b>	<b>c. 4%</b>

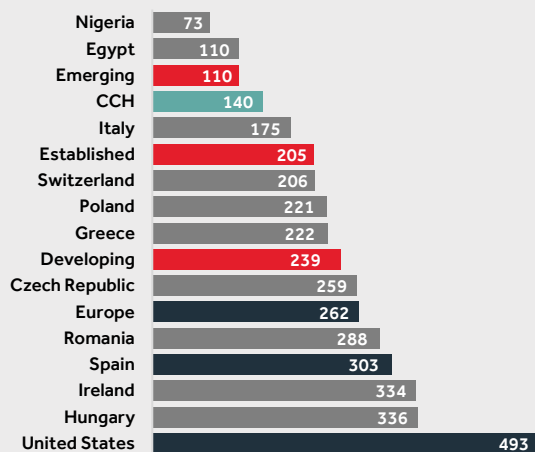
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1. UN Population data, excluding Russia (2025-2028)

2. IMF: GDP per capita (PPP; International, \$)

3. Sparkling servings per capita, FY 2025; data based on internal industry estimates and UN Population, excluding Russia

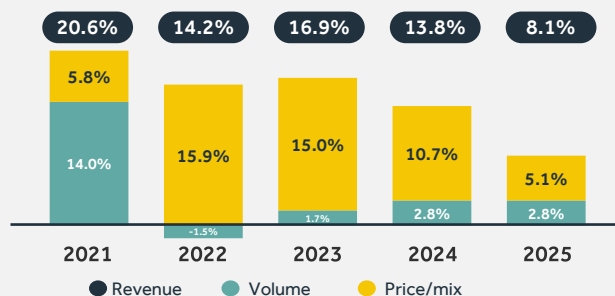
### Opportunity to grow Sparkling servings per capita<sup>3</sup>



# Full-year 2025 results: strong execution and financial performance

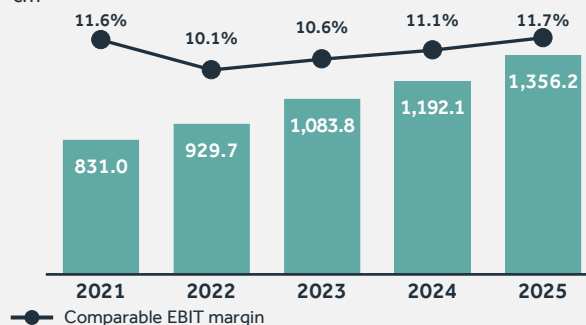
## Focused execution drives strong organic growth

Organic growth (% change on prior year)



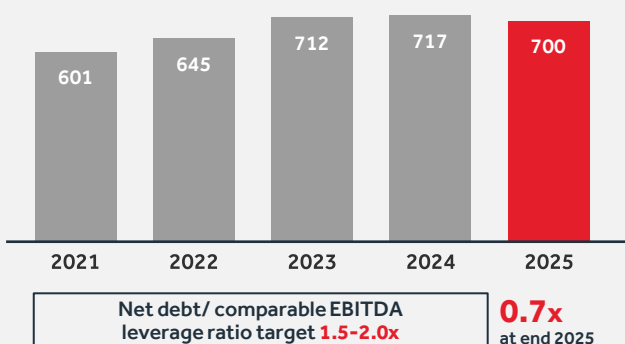
## Strong EBIT growth and profitability

€m



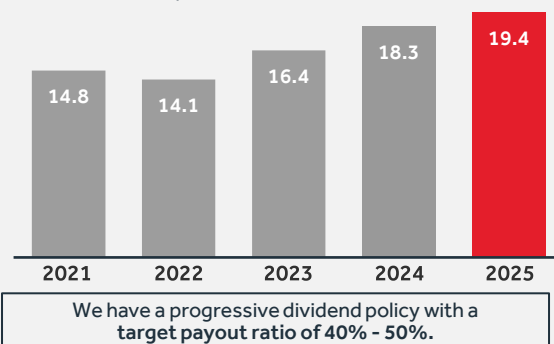
## Robust FCF and strong balance sheet

Free cashflow (FCF) (€ m)



## Good improvement in ROIC

Return on Invested Capital (%)



## Full-year 2025 key financial results by segment

	GROUP		Established markets		Developing markets		Emerging markets	
	2025	2024	2025	2024	2025	2024	2025	2024
Volume (m unit cases)	2,997	2,915	632	631	486	483	1,879	1,801
Net sales revenue (€m)	11,605	10,754	3,600	3,501	2,552	2,385	5,453	4,868
NSR / unit case organic growth (%)	5.1%	10.7%	2.3%	3.0%	5.3%	10.0%	8.5%	18.9%
Comparable EBIT (€m)	1,356	1,192	379	388	242	227	735	577
Comparable EBIT margin (%)	11.7%	11.1%	10.5%	11.1%	9.5%	9.5%	13.5%	11.8%

## 2026 guidance as of 7 May 2026

- Organic revenue growth in our medium-term range of **6% to 7%** (unchanged)
- Organic EBIT growth in the range of **7% to 10%** (unchanged)
- €0 to 30 million** headwind from translational FX on our Group comparable EBIT (unchanged)
- Comparable effective tax rate to be within a range of **26% to 28%** (unchanged)
- Updated:** Net finance costs to be between **€45 to 65 million** (from €25 to 45 million) to include the cost of the bonds issued on 26 March to fund the CCBA acquisition
- We do not expect significant restructuring costs to occur (unchanged)

## Our mid-term targets

### Organic revenue growth

**6 to 7%**  
on average p.a.

### Organic EBIT margin growth

**20 to 40 bps**  
on average p.a.

- Continued focus on **ROIC** expansion
- CAPEX** 6.5% to 7.5% of revenue
- Growing **Free Cash Flow** to support capital allocation priorities

## A sustainable business

Sustainability remains at the core of our strategy, enabling us to deliver growth while creating value for our communities, partners, and the environment.

### Mission 2025 → Mission Refresh

In March, we concluded Mission 2025 sustainability targets, achieving or making significant progress on 15 out of 18 targets.

We launched **Mission Refresh**, anchored in four flagship commitments:

1. Reach net zero emissions by 2040
2. Achieve net positive biodiversity impact by 2040
3. Replenish 100% of water we use in our beverages and in high-risk location plants by 2035
4. Be a neighbour of choice for our communities

These are underpinned by measurable targets, which we'll track progress against and publish performance annually.

For more details see our 2025 Integrated Annual Report.

## Sustainability 2025 highlights

- ✓ Ranked the **world's most sustainable beverage company** for **ninth time** by the Dow Jones Best-In-Class indices (2025)
- ✓ Achieved S&P Global Corporate Sustainability Assessment score of 93 out of 100, placing us in the **top 1% of the global beverage industry**


### PACKAGING

DRS<sup>1</sup> launched in Austria and Poland  
Average return rates of over 80% in 2025 on current schemes<sup>2</sup>




### WATER

Ranked 'A-list' in Climate and Water by CDP in 2025




### CLIMATE

Ranked 'B-' by ISS ESG Sector-leading scores in FTSE & MSCI ESG indices



### COMMUNITIES

In 2025, The CCHBC Foundation<sup>3</sup> committed €2.3m in disaster relief  
Additional €5m committed for 2026



1. Deposit Return Systems

2. Romania, Hungary and Austria

3. The Coca-Cola HBC Foundation

### For further information on Coca-Cola HBC:

Please visit: [www.coca-colahellenic.com/en/investor-relations](http://www.coca-colahellenic.com/en/investor-relations)

Or contact our investor relations team: [investor.relations@cchellenic.com](mailto:investor.relations@cchellenic.com)

### May 2026:

This document should be read in conjunction with the Q1 2026, 2025 full-year results press release, the 2025 IAR and the accompanying forward-looking statement disclaimers.

## Q1 2026 highlights

### Strong volume drives Q1 sales growth

#### Good start to the year with 11.6% organic revenue growth<sup>1</sup>

- Organic volume grew 9.6%, or c. 3.5% excluding the benefit from four extra selling days, driven by a strong underlying performance. Sparkling volumes grew 9.4% and Energy grew 27.0%
- Organic revenue per case increased 1.8%, reflecting targeted revenue growth management initiatives, despite country mix
- Reported revenue grew 12.0%, driven by strong organic growth and a small benefit from FX translation
- Value share growth of 110 basis points in Non-Alcoholic Ready-To-Drink (NARTD) year-to-date<sup>2</sup>

#### Organic volume and revenue growth across all segments, with Emerging markets performing particularly well

- **Established:** Organic revenue increased by 7.3%, with a resilient volume performance and moderation in revenue-per-case expansion, partly due to phasing
- **Developing:** Organic revenue up 10.3%, with good volume growth and revenue-per-case expansion
- **Emerging:** Organic revenue up 15.0%, led by strong volumes, particularly in Africa

#### Continued investment in our strategic priorities

- Executed Coke & Meals campaigns across our markets, with locally relevant activations and partnerships
- Launched the new visual identity of Coke Zero Sugar Zero Caffeine in 16 markets
- Launched innovations of Monster, including Viking Berry and a Zero Sugar flavour with Valentino Rossi
- Strong growth of Coffee in the out-of-home channel
- Broad-based strong growth in Sports Drinks, as we launched Powerade innovations and leveraged sports partnerships, such as the Olympic Winter Games
- Sustainability commitments and targets renewed with launch of Mission Refresh

#### Remain on track to complete the acquisition of Coca-Cola Beverages Africa during the second half of 2026

- We successfully issued bonds on 26th March to cover the €1.4bn cash consideration of the acquisition.
- Clearance by antitrust authorities received in four out of six jurisdictions to date

*"We delivered a good start to the year, with organic revenue growth of 11.6% and ongoing share gains, representing high quality results despite challenging macro conditions. Strong underlying volume growth was in line with our plans, and was further strengthened by additional selling days over the period. We made progress against our strategy, investing in our unique 24/7 portfolio, activating Coke & Meals campaigns across our markets, and launching innovations for Monster and Powerade. We continue to invest in our bespoke capabilities, which enabled strong segmented execution across all markets.*

*Sustainability remains at the core of our strategy, and we were pleased our achievements were further recognised as we were confirmed for the ninth time as the world's most sustainable beverage company in the Dow Jones Best-in-Class Indices.*

*Despite heightened geopolitical and macroeconomic uncertainty, we remain confident that our portfolio, capabilities and people position us to win in the market, and we are reiterating our 2026 guidance today. Thank you to our teams, customers, The Coca-Cola Company and all our partners for their ongoing support.*

**Zoran Bogdanovic, CEO**

1. For details on APMs refer to 'Alternative Performance Measures' and 'Definitions and reconciliations of APMs' sections of Q1 2026 results

2. Period refers to January and February 2026, according to Nielsen, Circana and HIST methodology, excluding Russia