Coca-Cola HBC

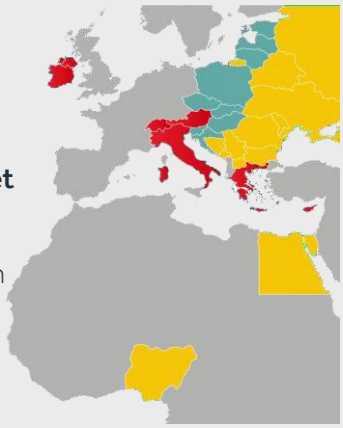
FACTSHEET

NOVEMBER 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.



Established markets	**21%** of volume	**31%** of NSR[1]	**28%** of EBIT[2]
Developing markets	**16%** of volume	**22%** of NSR[1]	**18%** of EBIT[2]
Emerging markets	**63%** of volume	**47%** of NSR[1]	**54%** of EBIT[2]

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 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[1]
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:

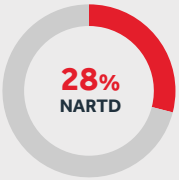
1. Investing in the business, we expect **capex to be between 6.5% to 7.5% of revenue**
2. **Progressive dividend policy**, with a payout ratio of 40% to 50%
3. **Strategic M&A**
4. **We return excess capital** to shareholders

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



Leverage our unique 24/7 portfolio



Win in the marketplace



Fuel growth through competitiveness & investment



Cultivate the potential of our people



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%



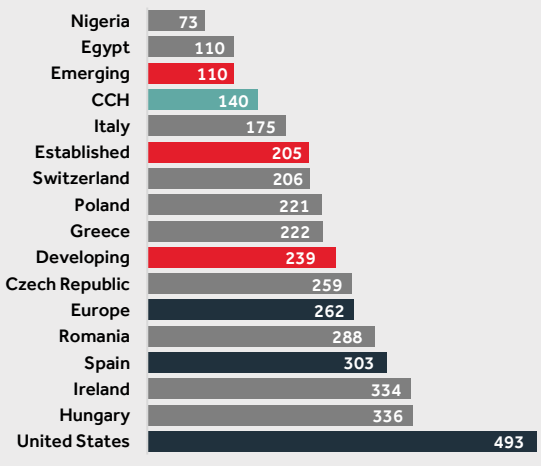
All numbers as of FY 2025 by revenue

There are growth opportunities across our **diversified country footprint**

Growing population and GDP across our markets

	Population[1]	GDP per capita CAGR[2]
Emerging markets	c.+4%	>4%
Developing markets	c.-1%	>5%
Established markets	c.-1%	>3%
TOTAL	c.+1%	c.4%

Opportunity to grow Sparkling servings per capita[3]



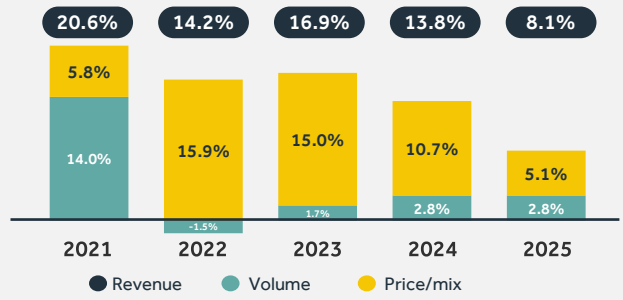
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1. UN Population data, excluding Russia (2025-2028)
2. IMF: GDP per capita (PPP; International, $)
3. Sparkling servings per capita, FY 2025; data based on internal industry estimates and UN Population, excluding Russia

Full-year 2025 results: strong execution and financial performance

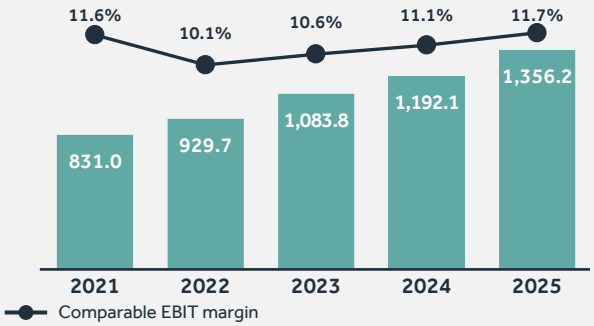
Focused execution drives strong organic growth

Organic growth (% change on prior year)



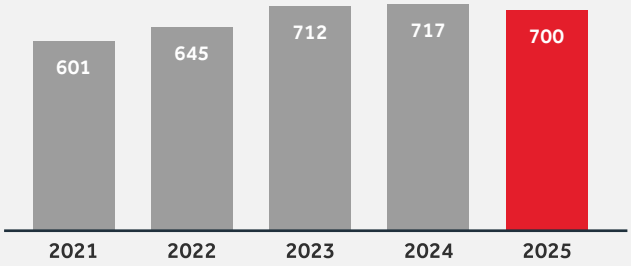
Strong EBIT growth and profitability

€m



Robust FCF and strong balance sheet

Free cashflow (FCF) (€ m)

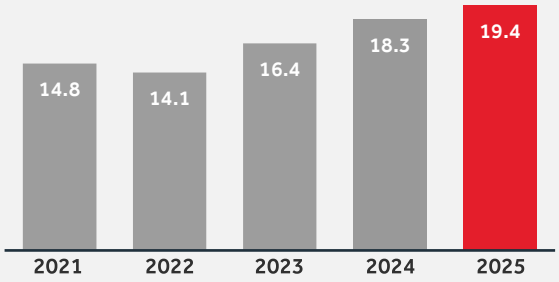


Net debt/ comparable EBITDA leverage ratio target **1.5-2.0x**

0.7x at end 2025

Good improvement in ROIC

Return on Invested Capital (%)



We have a progressive dividend policy with a **target payout ratio of 40% - 50%.**

Full-year 2025 key financial results by segment

	GROUP 2025	GROUP 2024	Established markets 2025	Established markets 2024	Developing markets 2025	Developing markets 2024	Emerging markets 2025	Emerging markets 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 4 November 2026

- Updated: Organic revenue growth **slightly above our 6% to 7% range** (previously around the top end of 6% to 7%)
- Organic EBIT growth in the range of **8% to 10%** (unchanged)
- **€0 to 10 million** tailwind from translational FX on our Group comparable EBIT (unchanged)
- We do not expect significant restructuring costs to occur (unchanged)
- Comparable effective tax rate to be within a range of **26% to 28%** (unchanged)
- Updated: Net finance costs expected to be between **€35 to 45 million** (previously €40 to 50 million)

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

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

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.

2026 highlights

Mission 2025 / Mission Refresh

In March, we concluded Mission 2025, achieving or making significant progress on our 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 & publish performance annually.

For more details see our website and 2025 Integrated Annual Report.

Sustainability leadership

- Ranked **world's most sustainable beverage company** for the ninth time by Dow Jones Best-In-Class indices
- Achieved the **highest ESG score in the beverage industry** in the FTSE Russell assessment, maintaining inclusion in the FTSE4Good Index Series

FTSE4Good



Communities

- Completion of a **€4.1 million water infrastructure project** in Bulgaria
- **The Coca-Cola HBC Foundation committed €1.5 million** to local communities and resilience initiatives

Science-based Targets

- The first Coca-Cola bottler, and one of the first businesses globally, to have its nature assessment and prioritisation work independently validated under the Science Based Targets Network (SBTN) framework

In July 2026, we hosted our third **Bitesize investor event** on our **Egypt business**, focusing on the attractive market opportunity, the progress made since the 2022 acquisition, and how investments, portfolio expansion, strategic partnerships, and our people are supporting long-term growth. The event was hosted by Naya Kalogeraki, COO, and the Egypt team.

Please visit our website to watch the replay of the event.

For further information on Coca-Cola HBC:
Please visit: www.coca-colahellenic.com/en/investor-relations
Or contact our investor relations team:
investor.relations@cchellenic.com

November 2026:
This document should be read in conjunction with the Q3 2026, 2025 full-year results press release, the 2025 IAR and the accompanying forward-looking statement disclaimers.

1. For details on APMs refer to 'Alternative Performance Measures' and 'Definitions and reconciliations of APMs' sections.
2. Period refers to August year-to-date 2026, according to Nielsen and HIST methodology, excluding Russia

Q3 2026 highlights

Strong Q3 drives improved FY revenue guidance

Relentless focus on strategic priorities drives organic revenue growth of 9.0%[1]

- Strong momentum in volumes, with organic growth of 5.4%, led by Sparkling +4.5% and Energy +24.7%
- Organic revenue per case up 3.4%, driven by targeted revenue growth management initiatives
- Reported revenue grew 9.6%, driven by strong organic growth and a small benefit from FX translation
- Value share growth of 70 basis points in Non-Alcoholic Ready-To-Drink (NARTD) year-to-date[2]

Strong organic volume and revenue growth across all three segments

- **Established:** Organic revenue growth of 8.0%, with volumes up 5.6% reflecting strong in-market execution during the peak season
- **Developing:** Organic revenue up 8.7%, led by revenue per case expansion, with volumes up 3.7%
- **Emerging:** Organic revenue up 9.8%, with strong volume growth of 5.8%, led by Nigeria

Continued investment in our 24/7 portfolio and bespoke capabilities

- Strength in Trademark Coke, as we leveraged innovations, FIFA World Cup™ activations and local partnerships across key music and meal occasions, in partnership with The Coca-Cola Company
- New visual identity of Coca-Cola Zero Sugar now rolled out to the majority of our markets, with dedicated activations and focused execution
- Accelerating momentum in Coca-Cola Zero Sugar Zero Caffeine, delivering triple-digit growth
- Ongoing strength in Powerade, benefitting from FIFA World Cup™ activations in July and local sports partnerships
- Strong Energy growth was supported by Monster innovations and local marketing activations

Remain on track to complete the acquisition of Coca-Cola Beverages Africa by the end of 2026

- Clearance by antitrust authorities received in five out of six jurisdictions to date; Tanzania pending

"We are pleased to have delivered another strong quarter, with organic revenues increasing 9.0%. This performance was underpinned by our relentless focus on delivering our strategy, resulting in broad-based volume growth across our 24/7 portfolio.

Through exciting innovation, compelling brand activations, and strong execution during the important summer period, we have continued to capture growth opportunities across our markets. These actions, together with continued investment in our portfolio and bespoke capabilities, are driving the consistency of our performance and resulting in sustained market share gains.

Despite an ongoing uncertain and dynamic macro environment, we enter the final quarter well positioned to deliver on our full-year targets. I would like to thank our teams, customers, The Coca-Cola Company and all our partners for their continued commitment and support."

Zoran Bogdanovic, CEO