



AB Akola Group

Overview of activities & finance

For 12 months of FY 2024/2025



21st of August, 2025

Disclaimer

This document might include directly or indirectly expressed forward-looking statements, reflecting assumptions or current view of the Company's management. Group's future performance and results highly depend on the market conditions, regulations, climate changes and other various external factors or risks, that could therefore cause actual results to differ materially from those stated or implied in this document, as well as to the historically attained ones. Company encourages the reader to critically examine these forward-looking statements, furthermore, invites to get acquainted with the scope of Group's risks and it's management in the set of annual financial reports, available on Company's web-page



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For the more detailed representation of Group's results, this document might as well include non-audited alternative financial ratios or operating data. At all events, this alternative data shall not be viewed as a substitute for Company's IFRS based figures, but rather as broader or complementing illustration of the Group's financial performance and overall activity.

The Speaker

MAŽVYDAS ŠILEIKA

CFO and Member of the Board

Contact for Investors

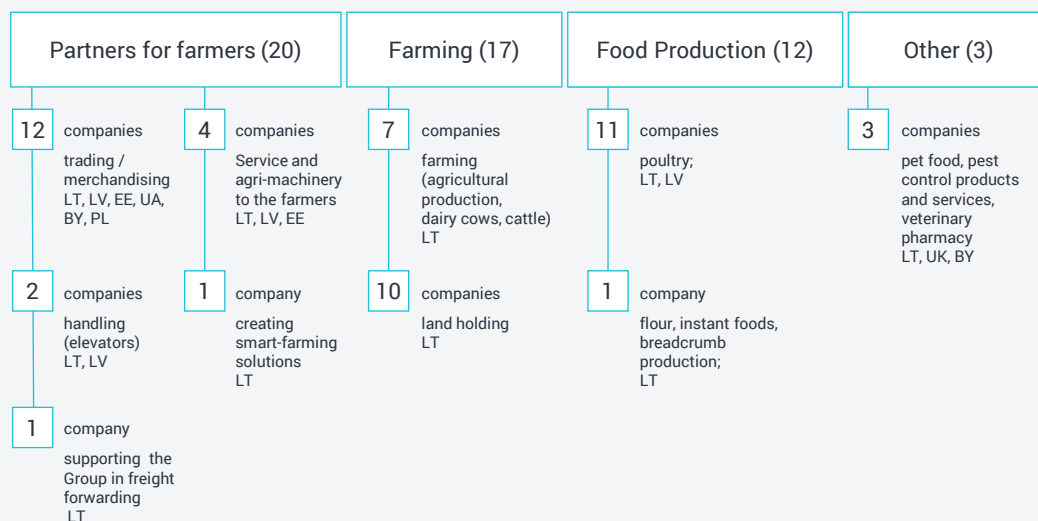
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With AB Akola Group since 2020
15 years professional experience including
Banking & Shipping industries
Master's degree in Shipping, Trade and Finance /
City University London Bayes Business School
Bachelor's degree in Management /
University of Leeds



Agribusiness & food group

59 SUBSIDIARIES 2 ASSOCIATES



* 2025 June 30th:

Out of 59 companies, not shown in the structure are: 3 management companies, 2 dormant companies, 4 under liquidation or reorganisation, 1 company have activity in three segments



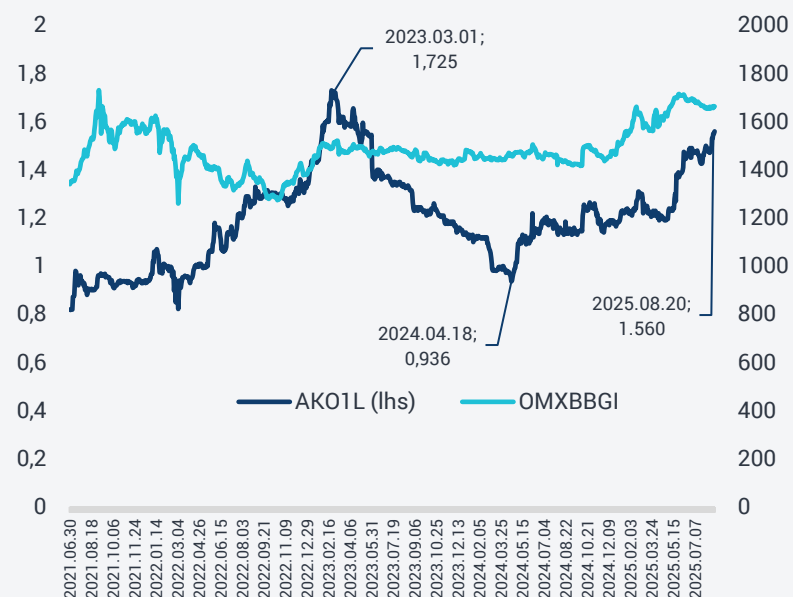
WITHIN Q4 OF 2024/2025:

- Names of 7 farming companies were simplified
- KB Baltoji Plunksnelė was deregistered from the Register of Legal Entities after liquidation
- SIA Elagro Trade was merged to SIA Linas Agro
- Liquidation of UAB Avocetė was initiated
- UAB Uogintai was deregistered from the Register of Legal Entities after liquidation

AFTER REPORTING PERIOD:

- AB Šlaituva and AB Grybai LT were merged to AB Kauno Grūdai.

Financial highlights for 12 months 2024/2025



Ordinary shares:
167,170,481*
Mcap, mEUR: 249.01

EBITDA, m € 5Y avg. 65.49m €

111.48 **73.55**
12m 24/25 12m 23/24

EBIT, % 5Y avg. 2.91%

5.08 **3.06**
12m 24/25 12m 23/24

P/E 5Y avg. 8.88

3.92 **7.87**
12m 24/25 12m 23/24

ROCE, % 5Y avg. 8.80%

11.15 **7.83**
12m 24/25 12m 23/24

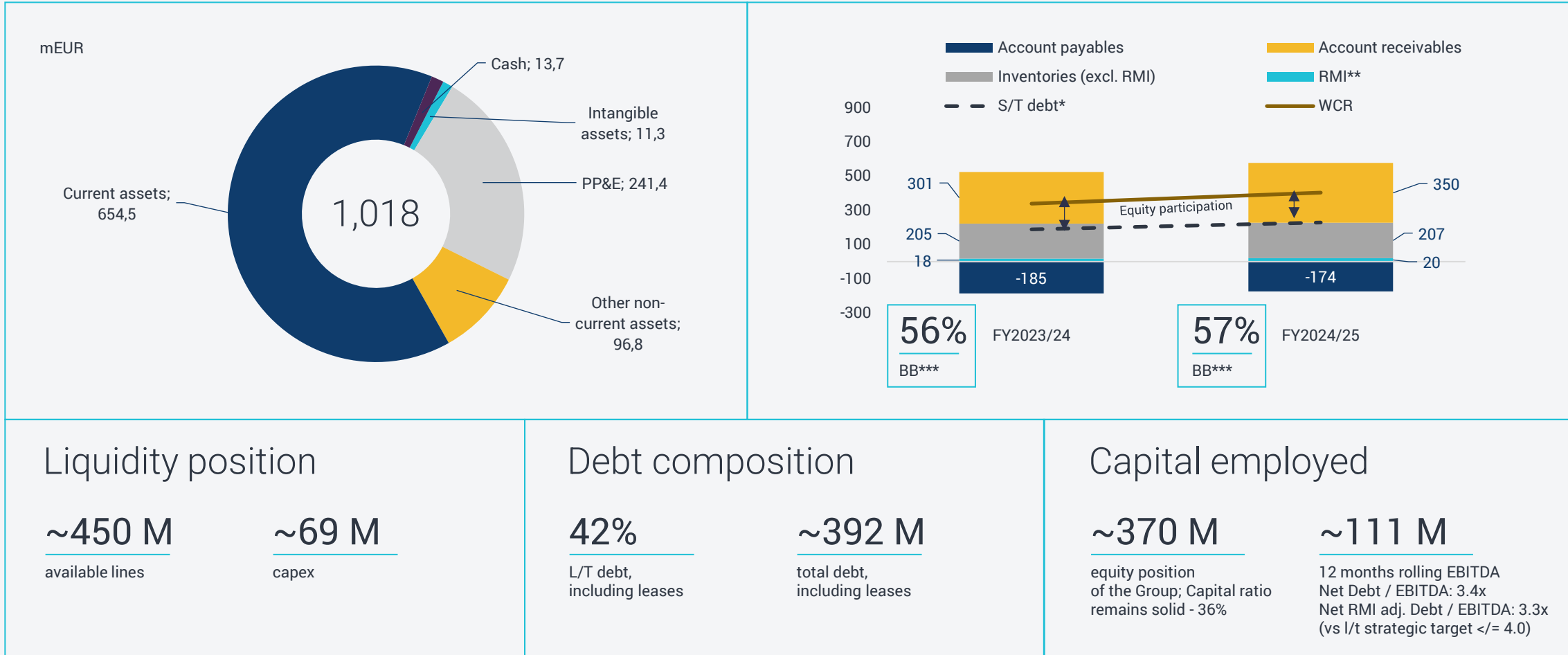
EPS, € 5Y avg. 0.17€

0.38 **0.15**
12m 24/25 12m 23/24

Balance Sheet

Total assets 30-June-2025

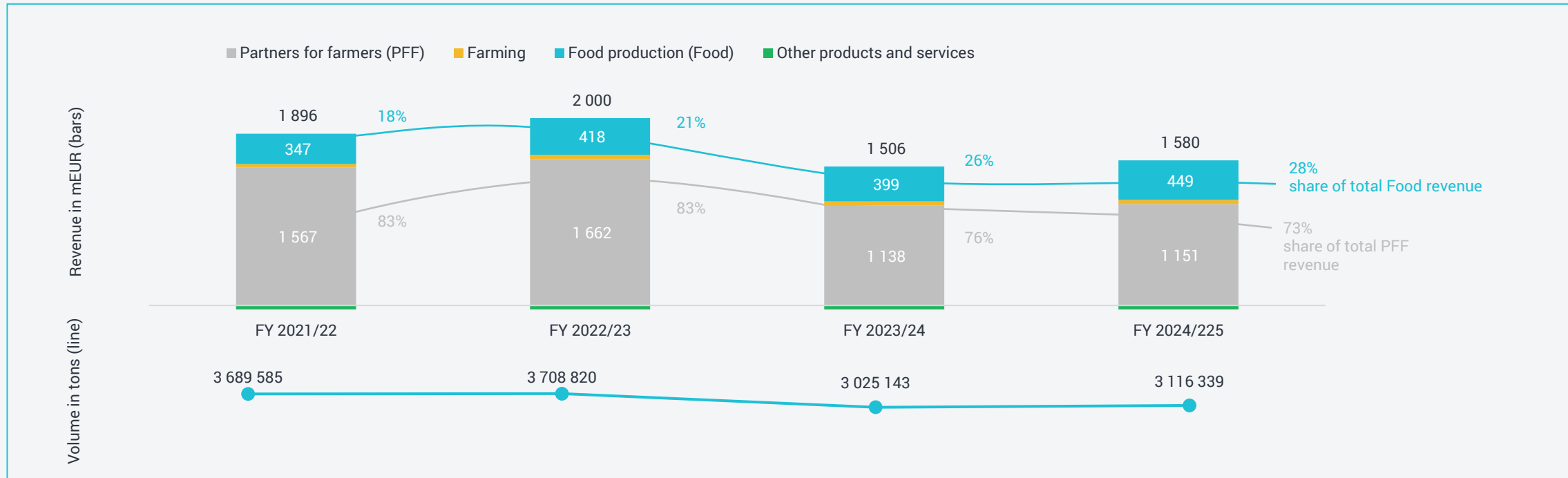
S/T debt portfolio



* S/T debt does not include current portion of L/T debt / **RMI - Readily Marketable Inventories / ***BB – borrowing base ratio

Top line: Holding Course

Segment dynamics



Volume (12M 24/25 vs 12M 23/24): +3%.

While growth was seen in all key segments (except for 'Other'), naturally **highest quantity additions came through Partner for Farmers segment, specifically additions in:**

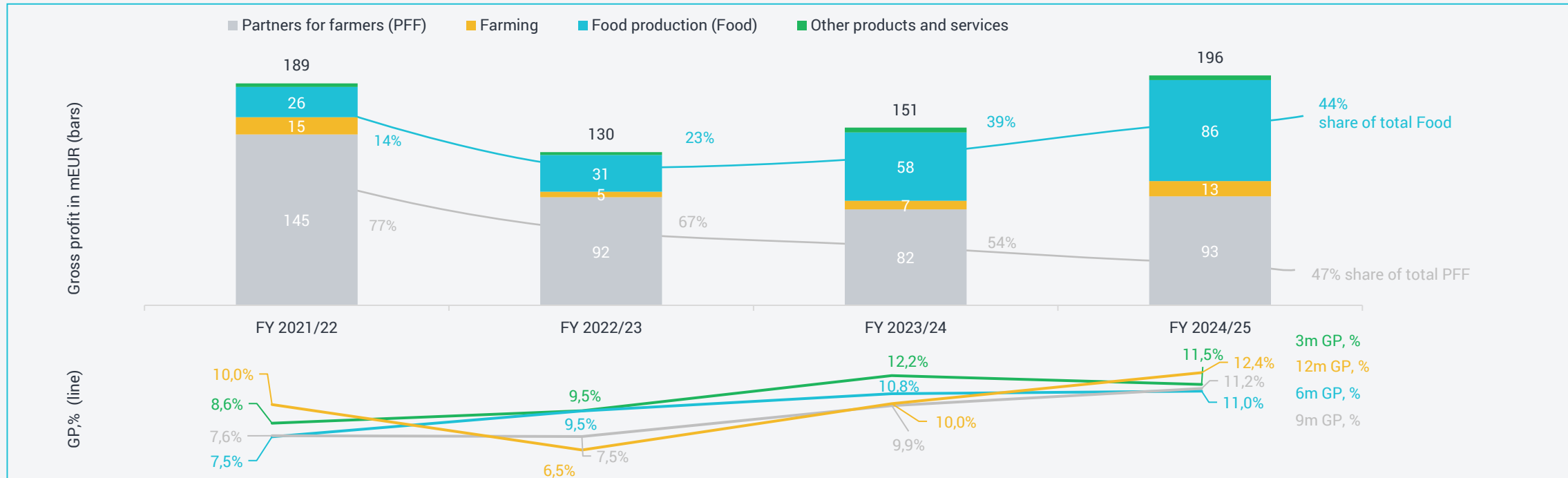
- inputs (fertilizers, plant protection product positions),
- compound feed quantities,
- soybean and soymeal trade volumes.

Revenue (12M 24/25 vs 12M 23/24): +5%.

Still slightly deflationary 'Partner for Farmers' segment prices were offset by **moderate to material price increases within the remaining segments** (especially milk, poultry quotations).

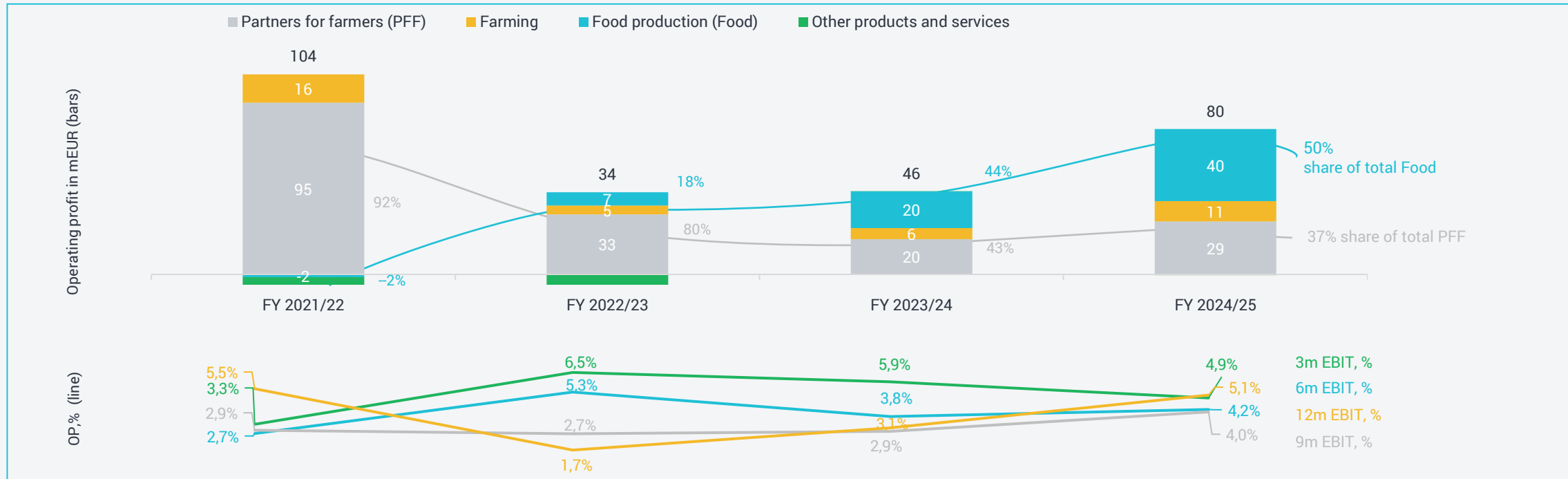
Delivering record high GP%

Gross profit / Segments



'Food' segment bakes half the cake

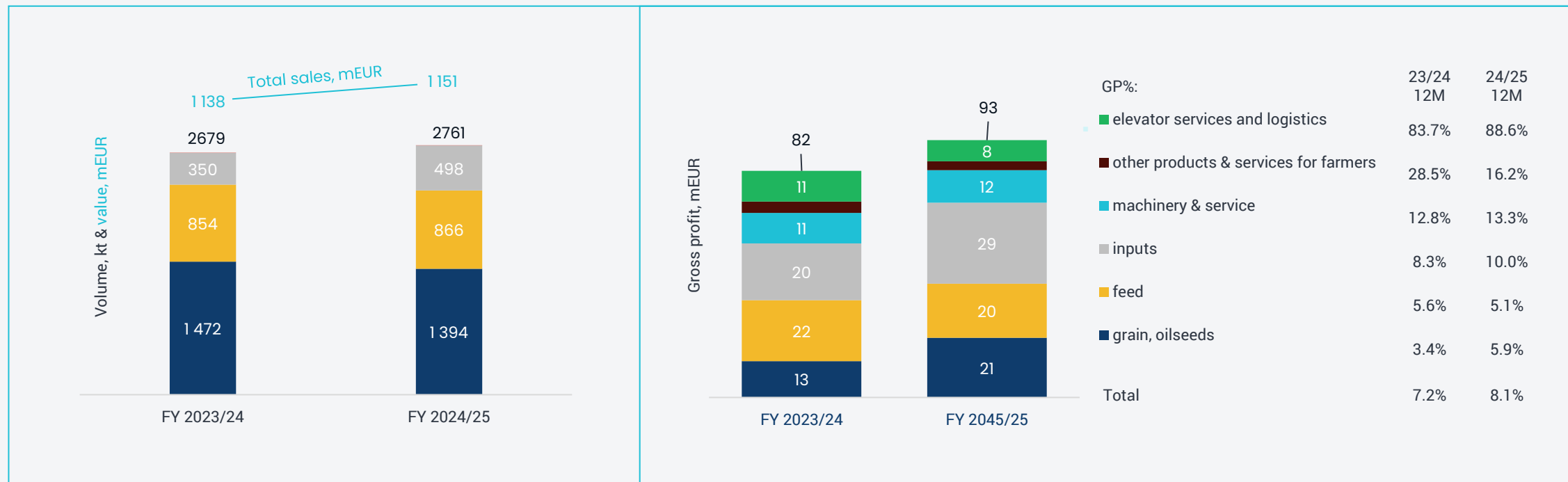
Operating profit / Segments



EBIT% (12M 24/25 vs 5Y 12M average) 5.1% vs 2.9% - significantly above strategic EBIT% target of 3.0%

FY24/25 12M [12 months rolling basis] EBITDA 111 EUR - above indicated normalised annual EBITDA range for financial year 2024/2025 [80-100mEUR]

Partners for farmers



Grain storage and logistics – lower quantities collected, squeezed drying service income, yet strong GP%; starting with FY24/25 Q3 – category results already include activity of recently acquired SIA Elagro Trade (however without more notable impact due to typical category's seasonality)

Grain and oilseeds trade – Group secured less, however highly profitable transactions in low price environment (especially with rapeseed, maize positions)

Raw feed materials – slightly narrowed GP% was mainly a consequence of remaining trade restrictions, strong competition, and high purchase prices from Ukraine, notable positions in globally oversupplied soya; Group **compound feed products** maintain high demand (further increasing quantities sold); however business unit was unable to sustain GP% of previous period due to market pressure on prices

Inputs – same broad tendencies for all the input positions:

- higher traded quantities,
- lower prices,
- moderately improved profitability.

Agricultural machinery – improved market share, further on decreasing inventory levels, healthy product margins preserved, despite a competitive market environment.

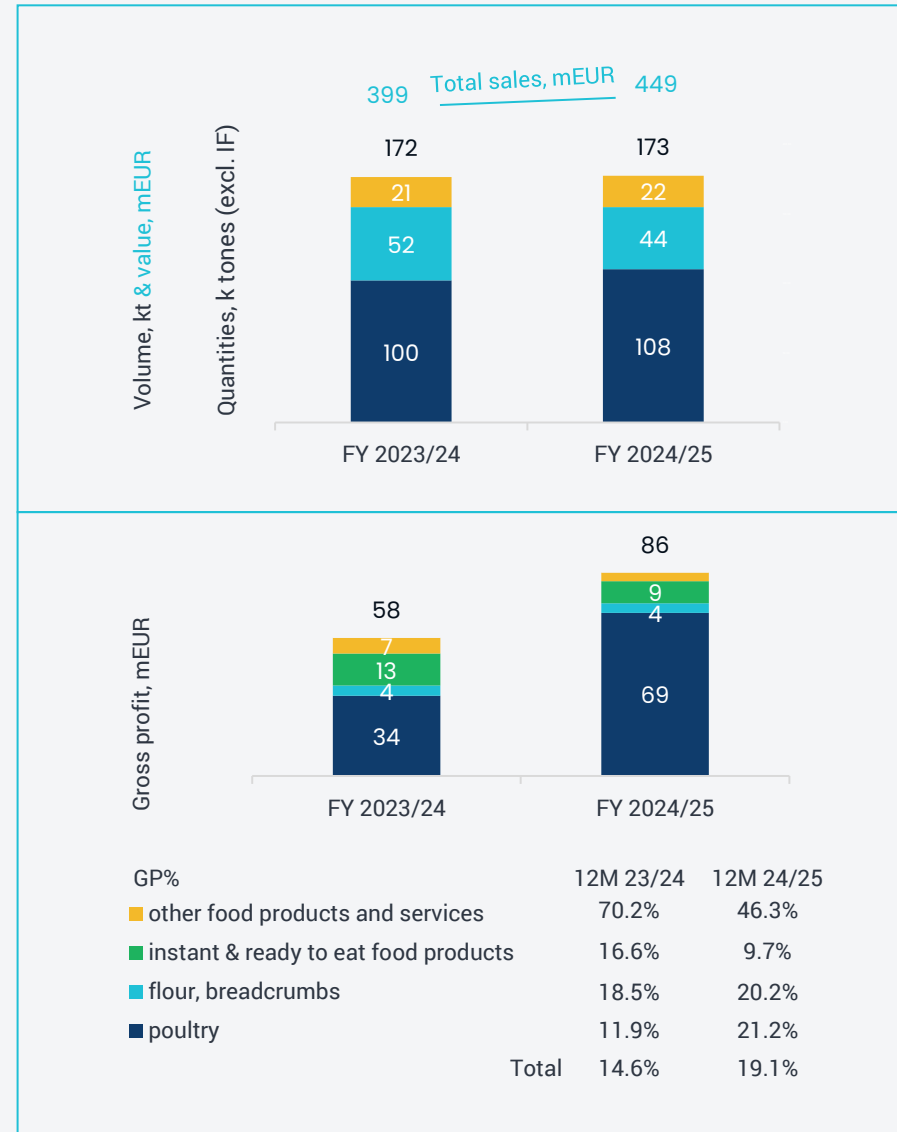
Food production

Poultry business: higher quantities, favourable price environment, flourishing profitability (includes positive EUR 3.6m net result of biological assets FV change (vs EUR 3.7m positive net result a year ago))

Instant foods (IF): higher and further increasing scale is so far suffering from squeezed profitability (additional resources during calibration stages in new Alytus production plant, diminished margins of larger-scale orders) **and ready to eat foods:** sales increased with the majority of product additions being directed to the US, UK, Denmark

Flour: lower scale third party sales (withdrawal of one of the key clients from the Lithuanian market) combined with restored gross profitability %

Coating systems (CS): in April, 2025 Group started activity in new factory, which will add additional 12 thousand tons of CS production annual capacity; overall throughout the full year – both production and sales volumes increased notably, however GP% deteriorated due to additional costs related with delayed commissioning of new plant (compared to the same period last year).



Agricultural production

Crop production:

2024/2025 closed poorly, with continuously low-price environment (approx. 10-15% lower) and significant impact from biological assets FV change (EUR 1m net negative result vs EUR 0.7m net positive result a year ago))

Subsidies accounted for EUR 3.4m (EUR 4.0m for 2023/2024), but were accounted as Other income (not part of gross profit)

Prospects of 2025/2026: at the date webinar - 35% of the 2025 harvest quantities are pre-sold; this is significantly below the progress of 60%, achieved at the same time last year; condition of future 2025 crops is so far considered good.

Milk production:

highly comparable milk production quantities and quality metrics (compared to 2023/2024)

raw milk purchase prices continuously high (>25% higher compared to prices a year ago)

Boosting GP% is a result of: lower costs, higher prices and impact from biological assets FV change (EUR 3.8m net positive result vs EUR 2.1m net positive result a year ago)).



Biggest recent and ongoing projects

12/2024

SUCCESSFUL ACQUISITION OF LATVIAN COMPANY



25.5 M€ investment

2026

BIOMETHANE PRODUCTION



Lukšīų ŽŪB



8.8 M€ investment

Biggest recent and ongoing projects

TWO COMPANIES IN LITHUANIA AND LATVIA



+ 30,000 tons of certified seeds

In 2003, the first Dotnuva Seeds processing plant began operations in Dotnuva, Kėdainiai district

6/2025

A SEED FACTORY IS OPENED IN LATVIA



10 M € investment

Biggest recent and ongoing projects

2025 Q3

NEW BREADCRUMBS FACTORY
IN KĖDAINIAI



6.7 M€ investment

11/2024

NEW INSTANT NOODLES
AND INSTANT PORRIDGES FACTORY IN ALYTUS



32 M€ investment

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Thank you

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