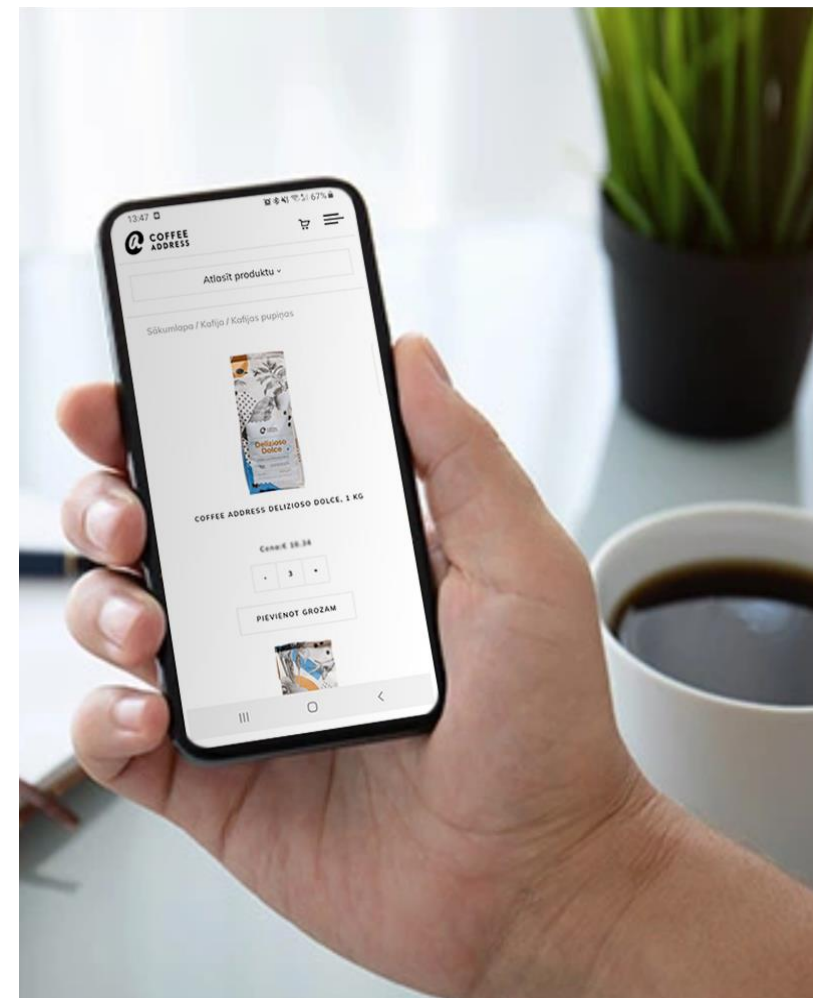




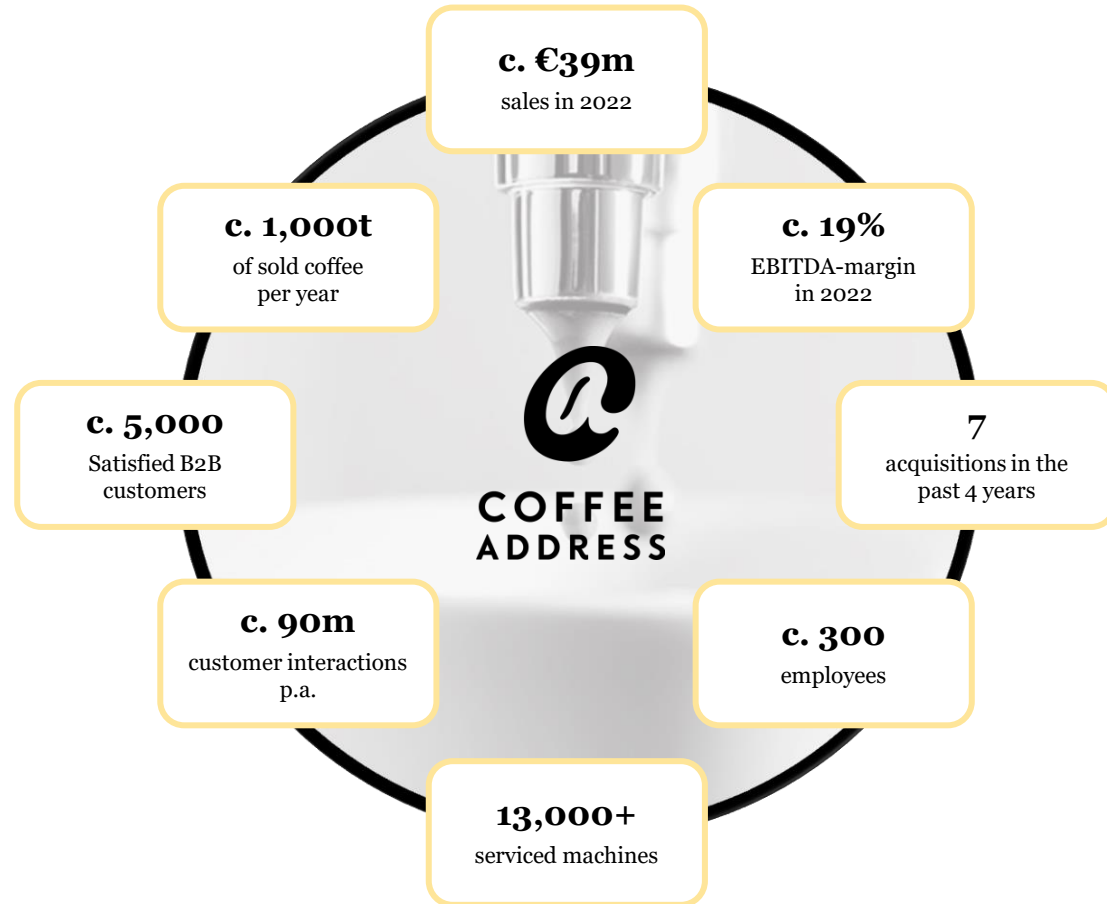
**COFFEE  
ADDRESS**



**Coffee Address**  
**29.03.2023.**

# Coffee Address at a Glance

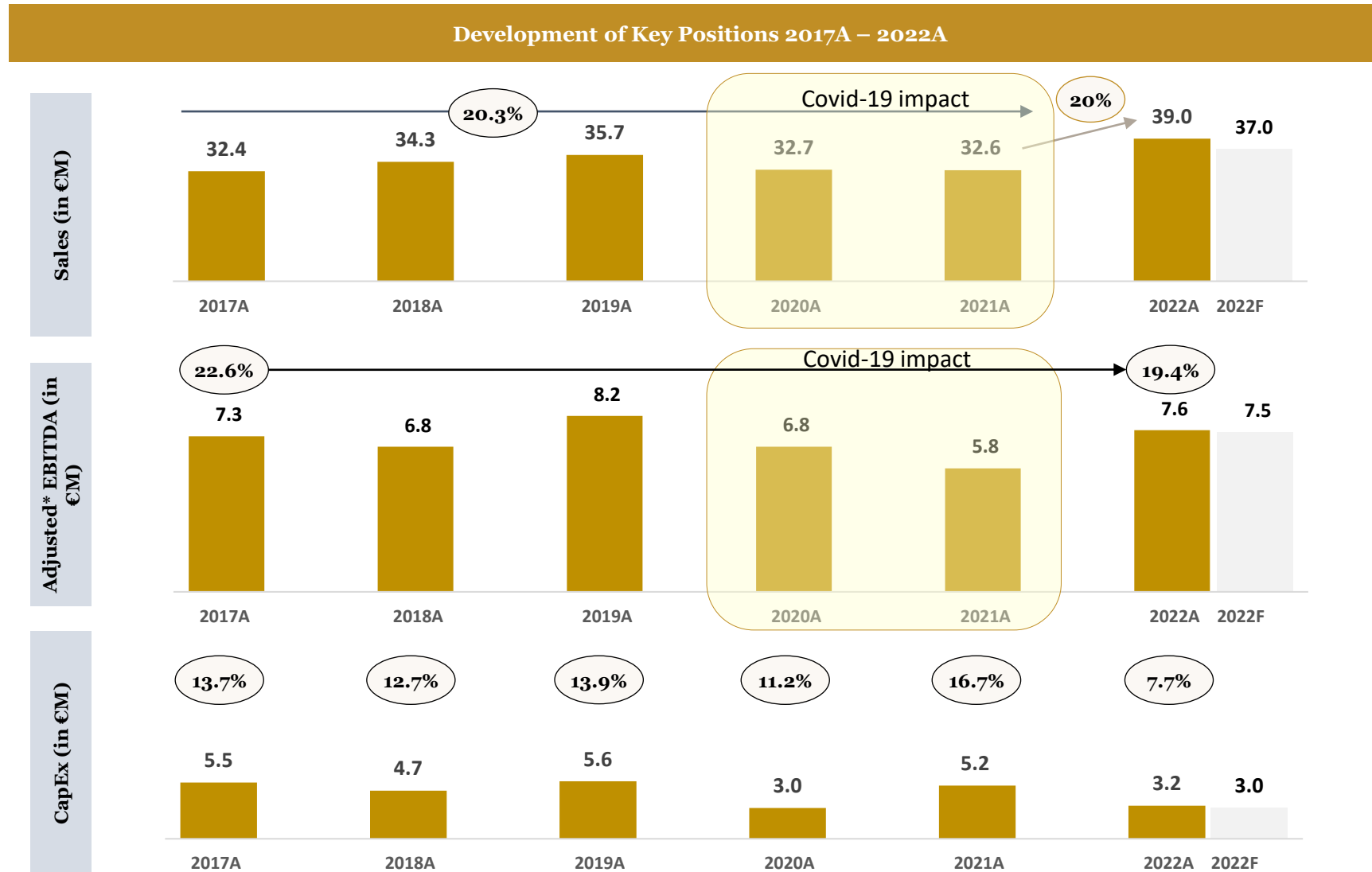
To provide great coffee and snack experience on-the-go in Baltics.



## Key Success Factors

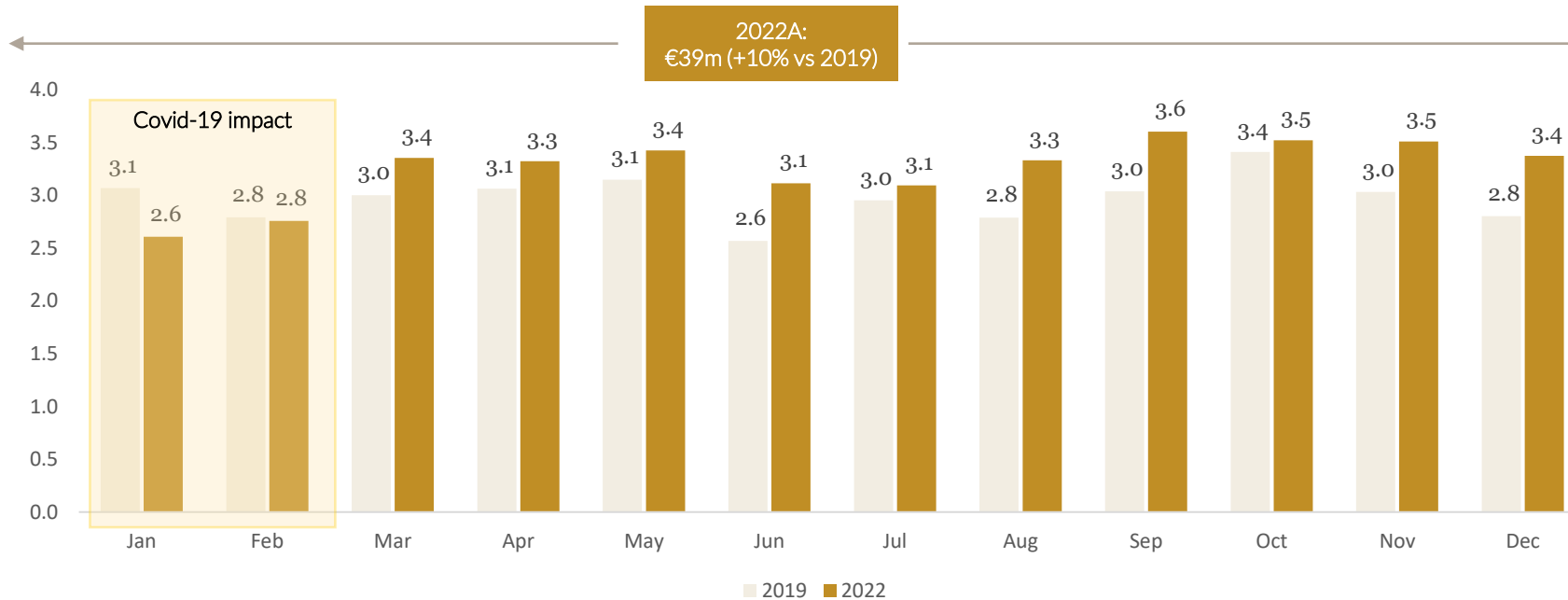
- 1 *Strategic network of best locations*
- 2 *Attractive solutions and concepts for customers*
- 3 *Lean and digitalized internal processes*
- 4 *“One Company” in three countries*
- 5 *Engaged and motivated employees*

# Financial Forecasts of 2022 Exceeded



Source: Company information, KPMG Fact Book  
 Note: Preliminary pro-forma like-for-like figures, unaudited; \*Adjusted EBITDA including management adjustments

# Positive Revenue Results in 2022

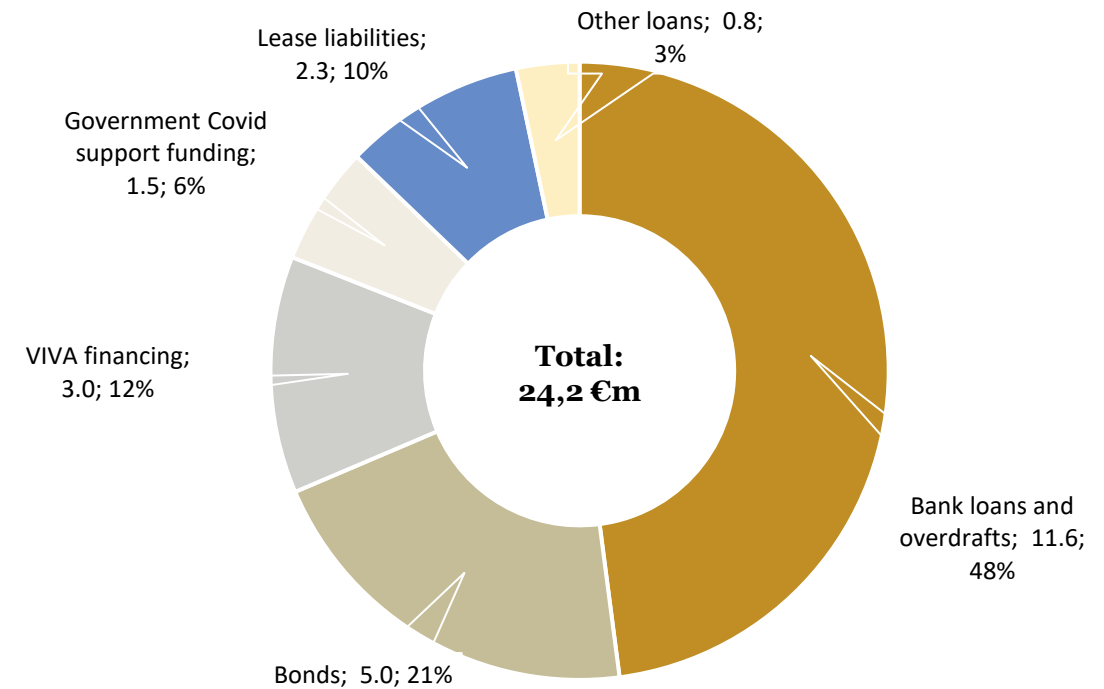


- Total revenues 2022 is €39m, posting a y-o-y growth of 20% and surpassing pre-Covid levels of 2019
- Monthly revenue development clearly demonstrates the impact of Covid-restrictions for Jan. & Feb. 2022
- After the lifting of restrictions, CA benefitted from its strong setup and could deliver strong revenue development
- Overall stability of network, improved performance per machine
  - Transactions
  - Price increase effects
- No major customer losses and several key wins



# Stable Financial Leverage @31/12/2022

EURm	31.12.2022	31.12.2021
Bank loans and overdrafts	11.6	14.0
Bonds	5.0	-
VIVA financing	3.0	-
Government Covid support funding	1.5	4.7
Lease liabilities	2.3	2.4
Other loans	0.8	2.1
<b>Total debt</b>	<b>24.2</b>	<b>23.2</b>



# Solid Performance Forecasted for 2023

## Challenges

- Unprecedented inflationary pressures
- Coffee price volatility
- Business and Consumer sentiment

## Opportunities

- Attractive customer pipeline
- Launching Illy vending concept
- Further efficiencies gains expected from development/ rollout of digital solutions (VMS)
- Development of CA.Club – customer loyalty solution
- Review of the financing structure



COFFEE  
ADDRESS

Thank you!

---