

**Mattoni 1873 boosts performance in 2023, starts distribution of PepsiCo products in Bosnia and Herzegovina and takes full control of Serbia's largest producer of mineral water and energy drinks for near to 90 Million euro.**

Prague, 23rd April 2024

**Mattoni 1873, Central Europe's largest Mineral Water and soft drinks producer with 3,400 employees, 11 production sites and operations in 8 countries, has again improved its performance in 2023. The entire Group increased its volume with more than 1.9 billion bottles sold. Group sales went up by 18% year-on-year to CZK 22bn. In particular thanks to the results in Bulgaria, Hungary and Austria, the Group EBITDA achieved record result, finally back in the pre-covid expectations. The group performed well in all areas of business: Mineral Water, soft drinks, snacks and vending machines under the Very Goodies brand.**

*"As in previous years, we achieved a great result thanks to Innovation and the mobilization of staff performance despite difficult times. That's why we paid out above-average company-wide bonuses across the European holding company for a successful last year and, on top of that, half an extra salary. We spent almost 143 million crowns on these extraordinary bonuses. We want to reward our employees for their performance and at the same time support them at a time of rising living costs and high inflation,"* ***says Alessandro Pasquale, Executive President of Mattoni 1873.***

**Beverage and production news**

In the Czech Republic and Hungary, the Group launched **Doritos** chips for the first time, the global leader in the tortilla chip category. The new **Magnesia Plus** range of functional mineral waters and **Mattoni Esence** flavoured unsweetened mineral waters are also proving popular with consumers.

The performance in 2023 also fully reflects the contribution of the modern **canning line** at the Kyselka plant, which started up in November 2022. In addition to the popular Mattoni flavoured mineral water and **Mattoni Imuno** functional mineral water, the Kyselka plant produces cans of beverages from the **Pepsi** portfolio and other licensed brands for the Czech, Slovak and Austrian markets.

**Growth in vending, snacks are also thriving**

The **Very Goodies** brand, the progressive vending arm of the group, also contributed to the results. In the Czech Republic, it is the second largest operator in the beverage and food vending market and is also present in Slovakia and Hungary. Over the last two years, Very Goodies has maintained stable sales growth, averaging 20%. New is the introduction of the smart fridge concept, Very Goodies is also venturing into the fast-growing segment of selling fresh food and other premium products. **Savoury snacks** (Lay's, Doritos, Cheetos) also performed well, with the Group increasing its sales volume in the Czech Republic, Slovakia and Hungary by 20.7% year-on-year.

**Group confirms market position in all key areas**

A total of 39 brands from 8 countries belong to the Mattoni 1873 wings. It is the largest producer of bottled mineral waters and soft drinks in **the Czech Republic** and **Hungary**. In **Slovakia**, the Magnesia brand is the best-selling mineral water here, its share is growing. In **Austria**, the Group is number two in the natural mineral and spring water sector. In **Bulgaria**, Mattoni 1873 ranks third in the carbonated beverages segment. In **Serbia**, it is the largest producer of mineral waters and energy drinks.

**Acquisition in Serbia**

The Group proceeded with buy out PepsiCo's minority (46.43%) stake in Knjaz Milos, the largest producer of mineral water and energy drinks on the Serbian market, in April 2024. Mattoni 1873 will become the sole owner of this key beverage business in Serbia, which is also the official manufacturer and distributor of PepsiCo carbonated soft drinks for the markets of Serbia, Montenegro and, since the beginning of this year, Bosnia and Herzegovina. The value of the transaction is nearly 90 million euros and the transfer of share ownership between PepsiCo and Mattoni 1873 took place on 19th April 2024.

**About Mattoni 1873**

Mattoni 1873, the group around the parent company Mattoni 1873 a. s., is the largest distributor of soft drinks in Central Europe. The Group's ambition is to bring refreshment into people's lives, now and in the future, thanks to great brands and a successful tradition.

The roots of the group go back to 1873, to Heinrich Mattoni, a native of Karlovy Vary. The modern chapters began to be written in the 1990s thanks to significant investments by the new owners, the Italian Pasquale family.

In the Czech Republic, in addition to the traditional mineral water Mattoni, the group also produces spring water Aquila and mineral waters Magnesia, Poděbradka, Dobrá voda and Hanácká Kyselka; as well as soft drink brands Pepsi, Mirinda, 7UP, Schweppes, Gatorade, Mountain Dew, and others. It also distributes Lay's, Doritos and Cheetos snacks. In partnership with Budějovický Budvar, it produces the flavoured non-alcoholic beer BirGo. The group also owns the Very Goodies brand, a progressively developing operator in the beverage and food vending market with operations in the Czech Republic, Slovakia and Hungary.

Mattoni 1873 currently exports its products to almost 20 countries worldwide and, as the parent company, owns foreign mineral water brands in Austria, Hungary and Serbia. In the Czech Republic, Austria, Bulgaria, Slovakia, Hungary, Serbia, Montenegro and Bosnia and Herzegovina, Mattoni 1873 is the exclusive producer and distributor of PepsiCo branded soft drinks. The group employs 3,400 people in all countries where it operates.

Mattoni 1873 makes a significant contribution to cultural, sporting and social life. It also supports projects related to nature conservation and environmental issues. Mattoni 1873 is the founder of the Zálohujme.cz initiative, which seeks the long-term sustainability of the beverage industry through the local recycling of PET bottles and cans. For more interesting information, please follow us on Twitter @Mattoni1873, Facebook @Mattoni1873 and LinkedIn.

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