



**Authentic products drive sustainable growth**

Investors presentation

September 2025

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# Financial Results

03

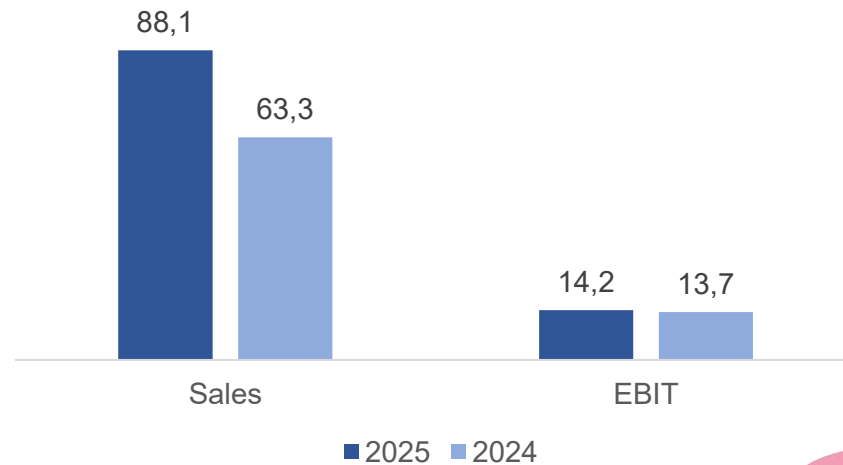
Amounts in €m

	Profit and Loss Statement			Margins	
	H1.2025	H1.2024	Δ %	H1.2025	H1.2024
Sales	<b>161,9</b>	130,9	23,7%		
Gross Profit	<b>44,5</b>	45,2	-1,5%	<b>27,5%</b>	34,6%
Operating Expenses	<b>21,4</b>	18,3	16,9%	<b>13,2%</b>	14,0%
EBIT	<b>23,1</b>	26,9	-14,1%	<b>14,3%</b>	20,6%
EBT	<b>23,0</b>	27,1	-14,9%	<b>14,2%</b>	20,7%
Profit after tax	<b>19,4</b>	26,3	-26,1%	<b>12,0%</b>	20,1%
EBITDA	<b>26,1</b>	29,4	-11,4%	<b>16,1%</b>	22,5%

# Segment review Yogurt exports

04

Amounts in €m



Sales	+39.3%
EBIT	+3.6%
Margin	-5.5pp



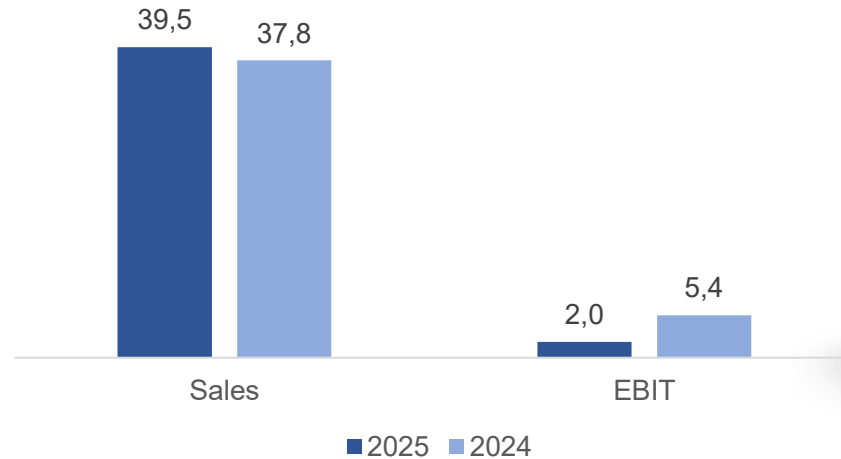
## Key Highlights

- Strong growth in major markets:  
UK +56%, Italy +19%
- Yogurt exports now represents 70% of total yogurt sales

# Segment review Yogurt Greece

05

Amounts in €m



Sales	+4.4%
EBIT	-63.0%
Margin	-9.2pp



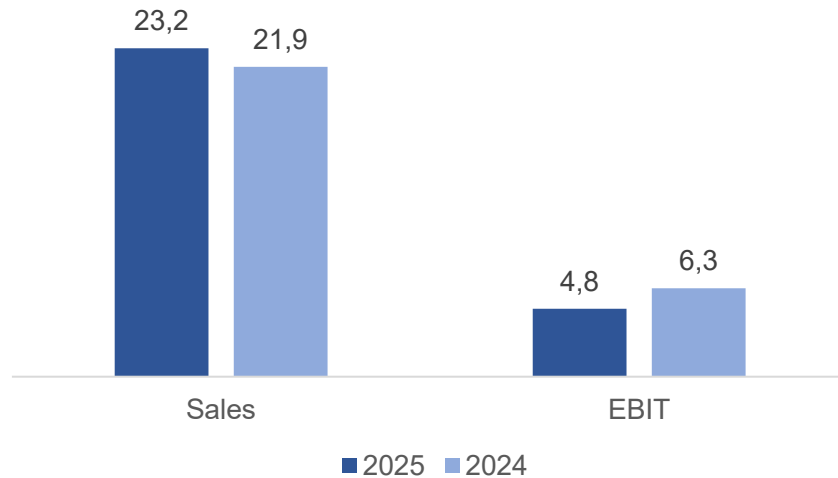
## Key Highlights

- Strong shift of consumers to private label yogurts continues
- KriKri is the leading supplier in private label
- Branded yogurts market share declined

# Segment review Ice cream Greece

06

Amounts in €m



Sales	+6.0%
EBIT	-23.3%
Margin	-7.9pp

## Key Highlights

- Expansion of our sales network
- New ice-creams launched
- Remaining of the season sales continue at a similar pace



The art of the authentic Greek flavor

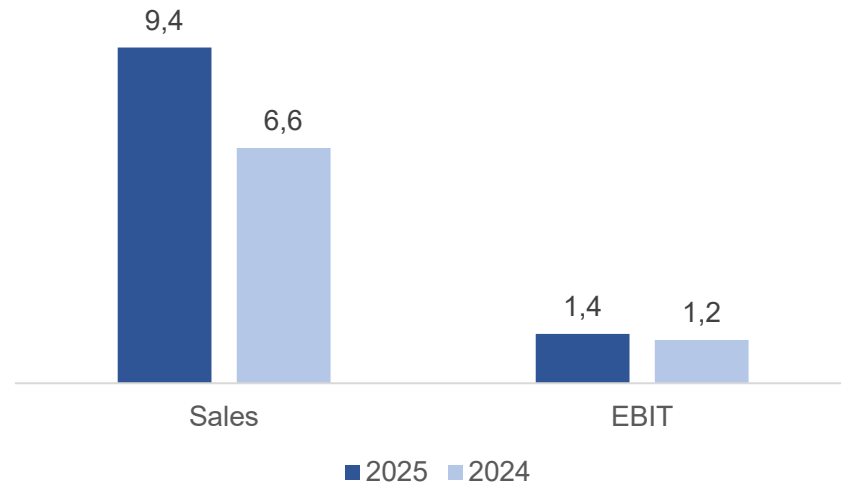




# Segment review Ice cream exports

07

Amounts in €m



Sales +42.7%  
 EBIT +14.5%  
 Margin -3.6pp



## Key Highlights

- Strong growth in sales
- Exports development with “Greek Frozen Yogurt”
- Expansion of our PL contracts

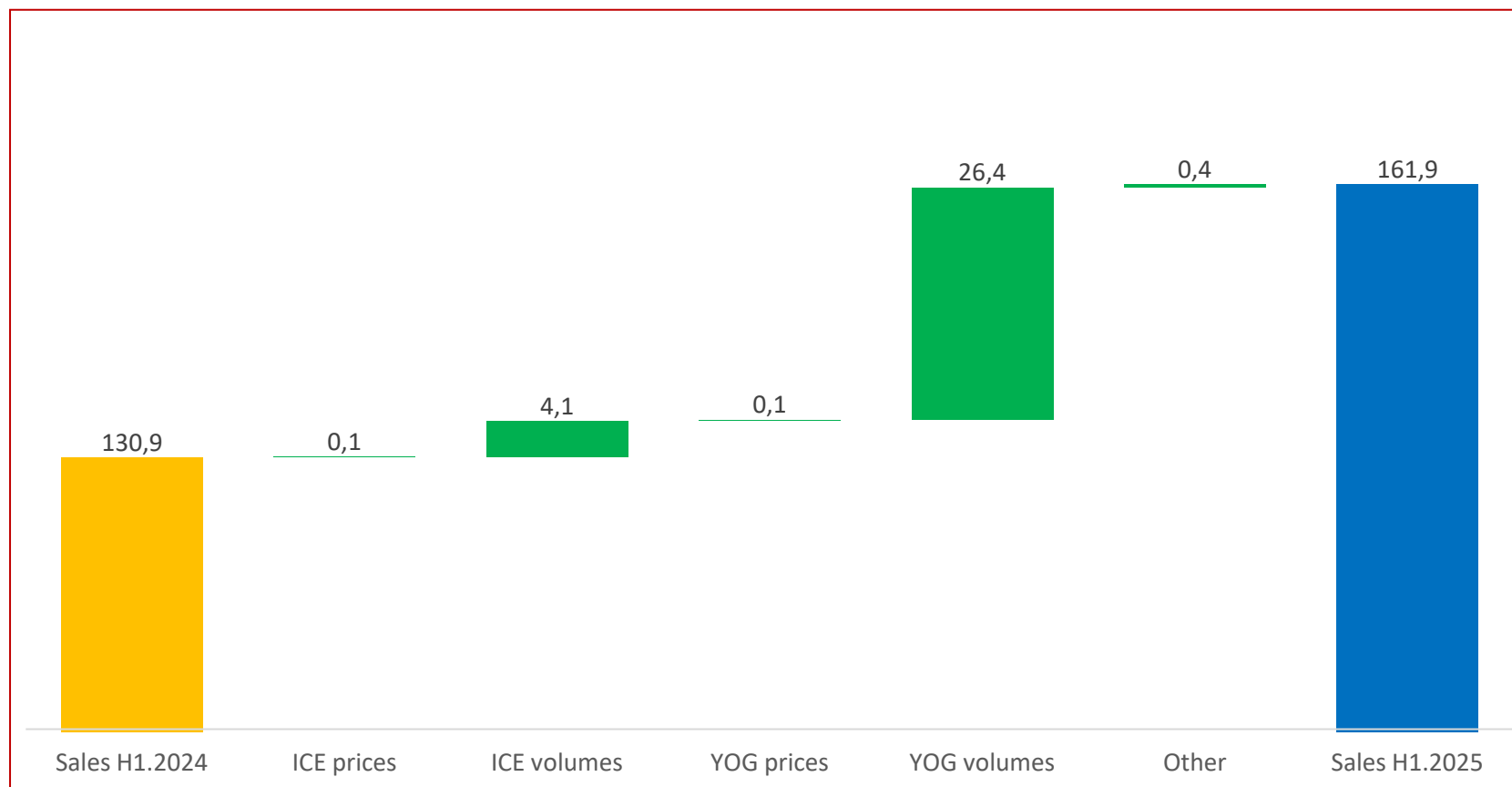
## USA

- Low level sales due to pilot season
- Cautious business development because of the uncertainty over import tariffs
- Stronger commercial plan for next season

# Sales bridge

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Amounts in €m

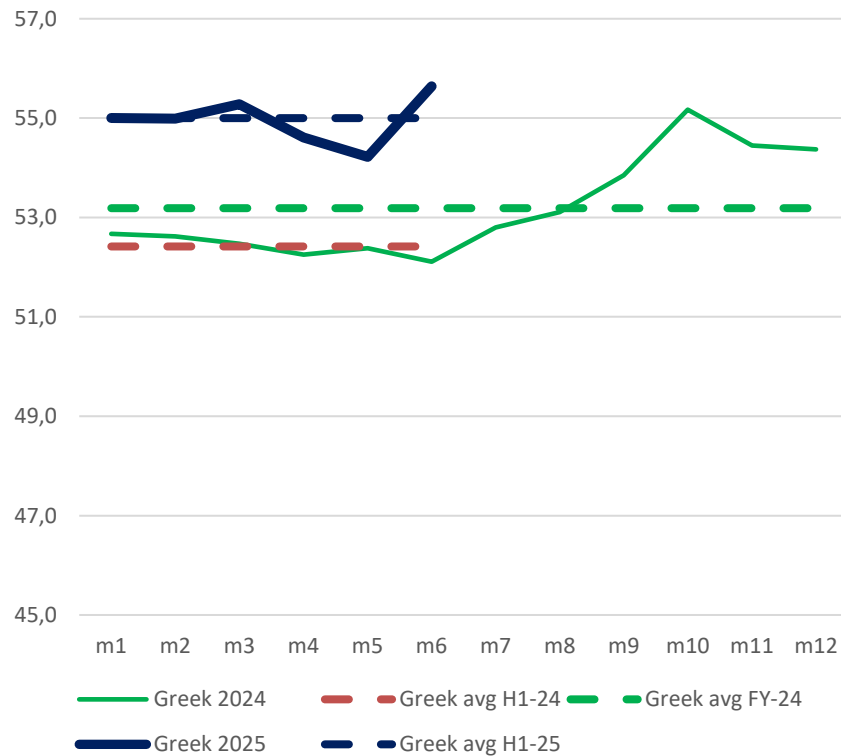




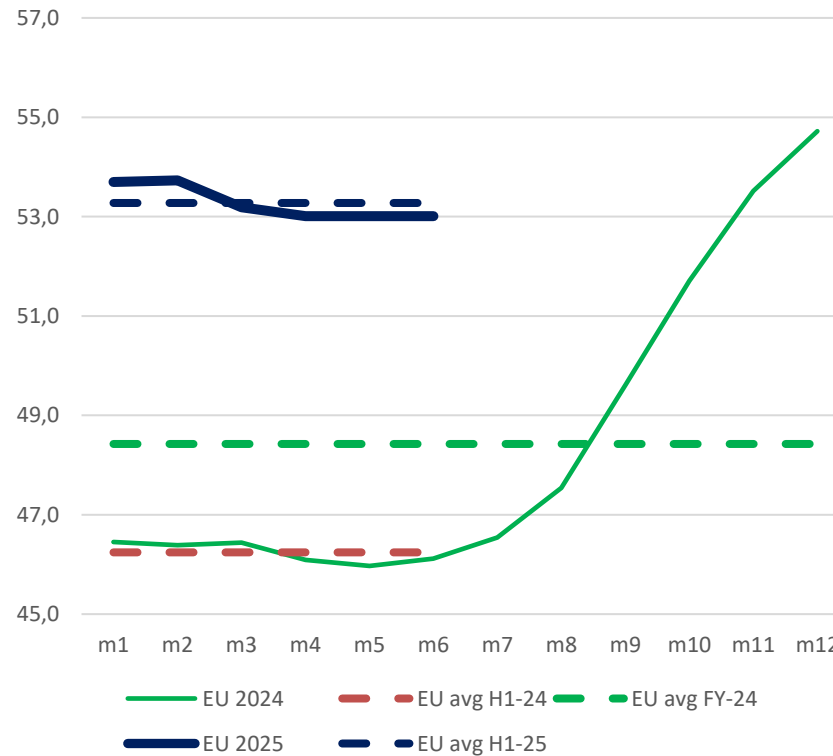
# Input costs

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Greek raw milk price €/100Kg



EU raw milk price €/100Kg



## Key Highlights

- Greek raw milk price: +4,9%
- EU raw milk price: +15,2%

## Prospects for the full year

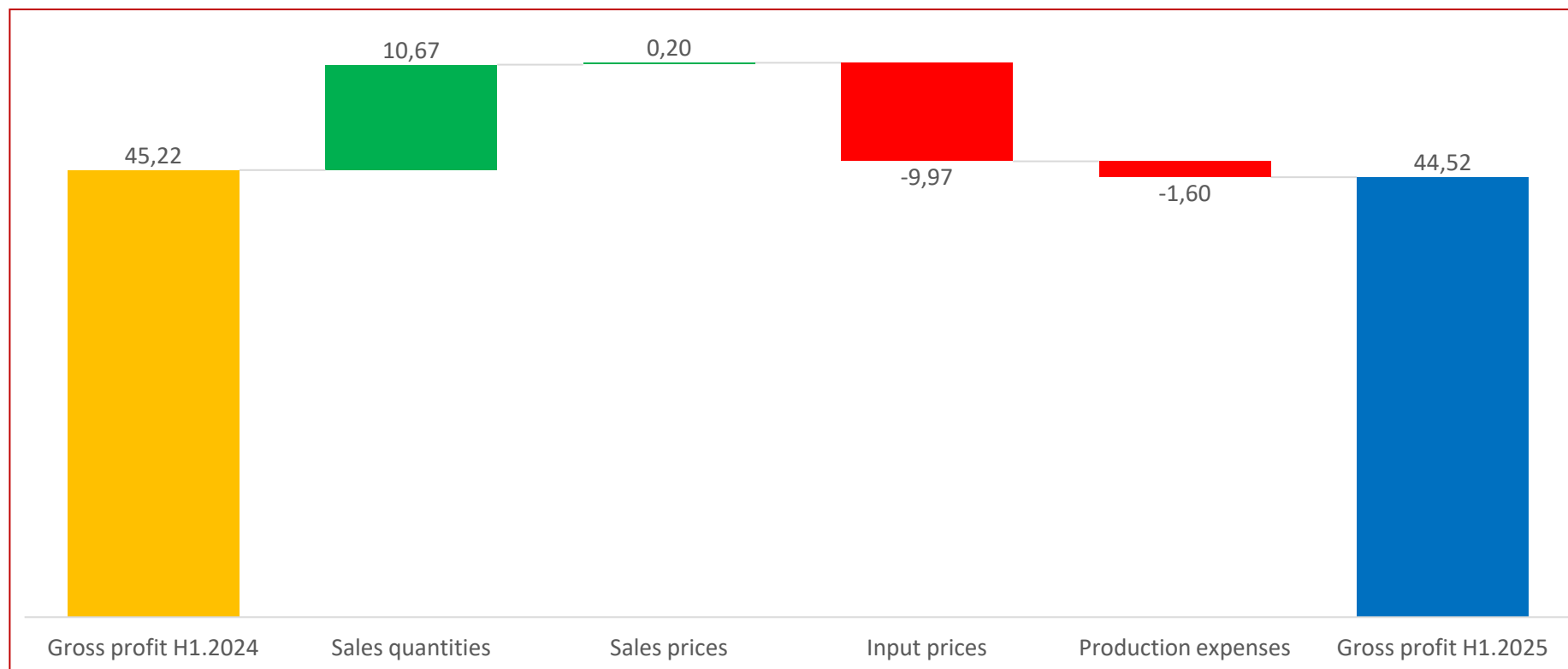
- More favorable compatibles
- Probable de-escalation of raw milk prices in Q4-2025
- Targeted price adjustments

Source: Eurostat, Milk Market Observatory

# Gross Profit bridge

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Amounts in €m



# Estimates for 2025

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## Sales Growth

Total sales are expected to exceed €300m in 2025.

## Profit Margins

EBIT margin is expected to be around 14%.

## CapEx

CAPEX is expected to be between €21m to €25m.

IFRS - €m	2025 rev.	2025 init.	2024	Δ%	2023	2022	2021
Sales	>300	300	256,4	17,0%	216,3	172	134,6
EBIT		42 - 45	37,2		40,3	4	16,7
EBIT %	14%	14%-15%	14,5%		18,6%	2,3%	12,4%

# Share information

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## Share information

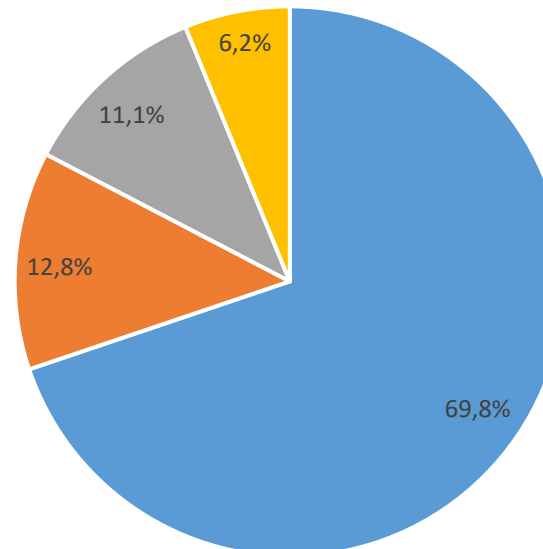
Market: Main market  
Sector: Food & Beverage

Ticker symbols:  
Athens Stock Exchange: KPI  
Reuters: KRlr.AT  
Bloomberg: KRI GA  
ISIN code: GRS469003024

No of shares: 33,065,136

## Shareholders' structure

Tsinavos Family :	69,8%
Institutionals abroad :	12,8%
Institutionals domestic :	11,1%
Individuals :	6,2%



## Contact information

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