

MKK - Münchner Kapitalmarkt Konferenz | April 22, 2026
Company presentation of Schloss Wachenheim AG

Schloss
Wachenheim AG
The Culture of Sparkling





Schloss Wachenheim AG – a proven track record over more than 130 years



Founded in 1888 as “Deutsche Schaumweinfabrik in Wachenheim” and merged with Sektkellerei Faber / Trier in 1996, Schloss Wachenheim AG

- transitioned to a **leading producer and distributor of sparkling wine** in Europe and in the world, with **group companies** in France, Germany, Poland, Romania, Czech Republic, Slovakia and UK
- successfully enlarged its **product portfolio** with **innovative products** and **well-established brands**
- achieved a leading position especially in the growing category of **de-alcoholised sparklings and wines**
- established itself as a leading partner in the **private label business** of its industry
- continuously enlarged and adopted its **production capacities** accordingly
- developed a **broad-based distribution network** through strong partnerships with retailers and distributors around the world
- proved **strong adaptability to changing markets** and **resilience in challenging times**

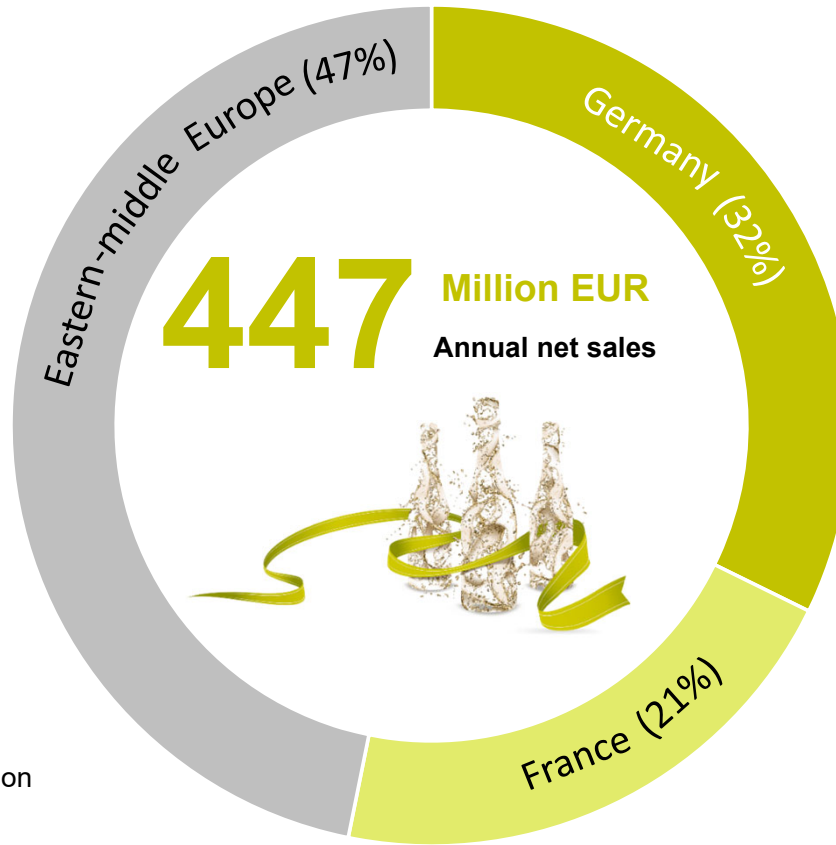


Schloss Wachenheim Group - Highlights

3 **Operating subgroups**
(Germany, France,
Eastern-middle Europe)

10 **Production facilities**
in Germany, France,
Poland and Romania

~80 **Markets served**
in multiple distribution
channels



447 **Million EUR**
Annual net sales



224 **Million bottles**
Annual sales volume

0.6 **Million bottles**
Daily sales volume

1.7k **Employees**
groupwide

73 **Winestores**
in Germany, Poland and in
the Czech Republic



Markets: Subgroup Germany

Sparkling wines and semi-sparkling wines

- Most important product category (No. 3 in the stable to slightly declining German market)
- Important Brands: Faber, Schloss Wachenheim, Nymphenburg Sekt, Schweriner Burggarten, Feist, Schloss Böchingen, Schwansee
- Strong player in the Private Label business

Dealcoholised Sparklings and still wines

- Leading position in this growing category (including aromatized products)
- Important Brands: Light Live, Eisberg (UK)
- Strong player in the Private Label business

Wine cocktails

- Fast moving and competitive market environment
- Important Brands: Bar Royal, Rebling, Kleine Reblaus

Children`s party drinks

- Robby Bubble as leading brand in this product category

Still wines

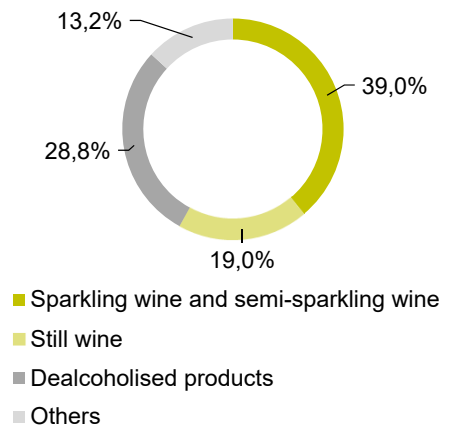
- Producer of high quality wines (Reichsgraf von Kesselstatt, VDP member)
- No. 2 in stationary wine retail in Germany as well as a strong online business

Distribution channels / sales markets

- Domestic distribution mainly in the large retail chains
- Strong export activities in around 60 countries (distribution via local distribution partners and sales agents)



Turnover split 2024/25 (EUR 151.8 Mio.) by product group



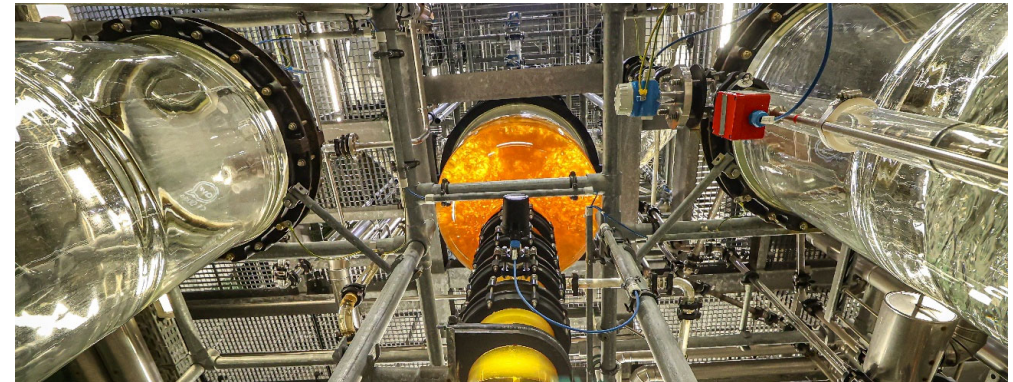


Dealcoholised sparklings and wines - from a trend to mainstream

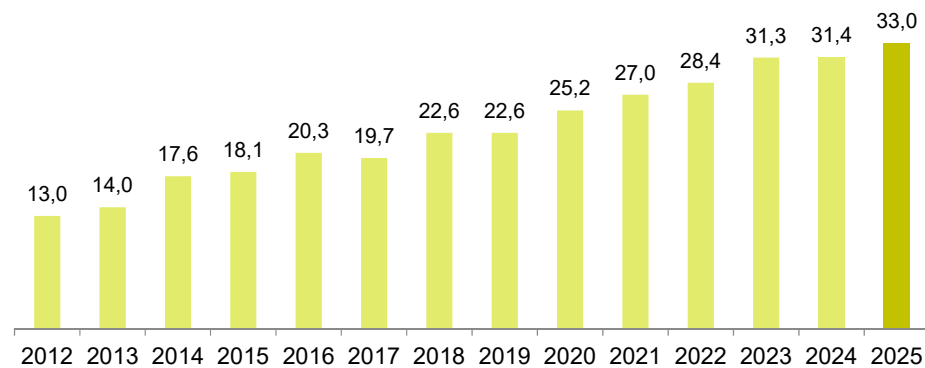
Non-alcoholic sparklings and still wines are booming!

- Mindfulness and moderation are embossing wine consumption – more and more people are looking for alternatives to alcoholic beverages.
- Formerly mainly chosen by pregnant women and car drivers, alcohol-free sparklings and wines became now a conscious lifestyle choice. 2 out of 5 wine drinkers are reducing their alcohol consumption.*
- Continuous market growth in the last years

* www.grandviewresearch.com

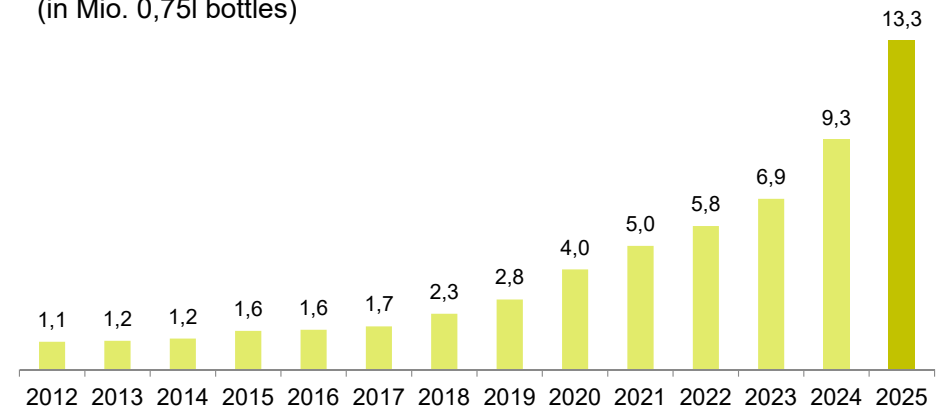


Total sales of dealcoholised sparklings in Germany (in Mio. 0,75l bottles)



Source: CIRCANA

Total sales of dealcoholised still wine in Germany (in Mio. 0,75l bottles)



Source: CIRCANA



Markets: Subgroup France

Sparkling wines and semi-sparkling wines

- Charles Volner and Muscador No. 1 and No. 3 in the important segment of "Blanc de Blancs"; Muscador No. 1 of the "Muscats"
- Other important brands: Veuve Amiot, Cavalier, Grand Impérial, Pol Clément
- Strong player in the Private Label business

Wine cocktails

- Production of wine cocktails almost solely for export business
- Unattractive domestic market conditions due to high taxes on such beverages

Still wines

- Domestic distribution covered by food retailers (with broad assortments) and (very) small wine stores
- Declining market trend over the last years; currently no strategy for a market entrance

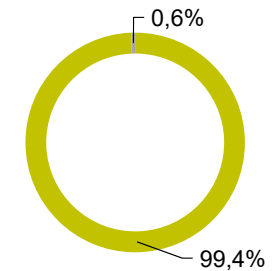
Dealcoholised Sparklings and still wines

- Small and stable niche market primarily covered to a large extent by 2 competitor's brands
- Market currently under observation

Distribution channels / sales markets

- Domestic distribution predominantly in food retailing
- Strong export activities to around 60 countries (distribution via local sales partners)

Turnover split 2024/25 (EUR 94.2 Mio.) by product group



- Sparkling wine and semi-sparkling wine
- Others





Markets: Eastern-middle European subgroup (AMBRA S.A.)



Poland (Revenue share ~70%)

- No. 1 on the still wine market in Poland
- Market leader in cider and in children's party drinks
- Leading position in the growing category of dealcoholised sparklings and wines
- Other important categories: sparkling wines, wine cocktails, brandy, vermouth, liqueurs and high-quality spirits
- Important Brands: Cin&Cin (sparkling wine, vermouth, dealcoholised sparklings and wines), Dorato (sparkling wine), Pliska (brandy), Slanchew Brjag (brandy), Cydr Lubelski (cider), Fresco (wine), Winarnia Zamojska (fruit wine), Piccolo (children's party drinks)

Czech Republic and Slovakia (Revenue share ~10%)

- Strong player in the sparkling wine segment as well as in the growing category of dealcoholised sparkling wines

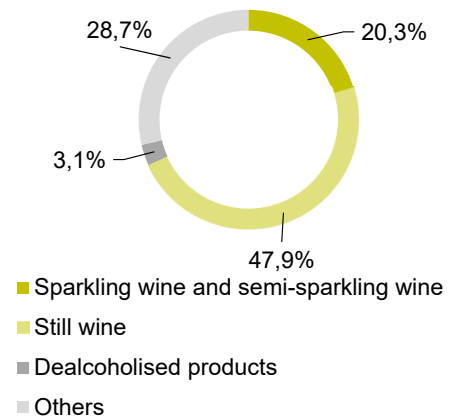
Romania (Revenue share ~20%)

- Zarea as No.1 brand on the sparkling wine market; strong presence also in the brandy segment
- Strong position in the still wine business; important brands: Sange de Taur, Pelin Carpatin
- Other important brands/categories: Florentino (liqueur), Milcov (brandy), Dacic (cider), Robby Bubble (children's party drinks)

Distribution channels / sales markets

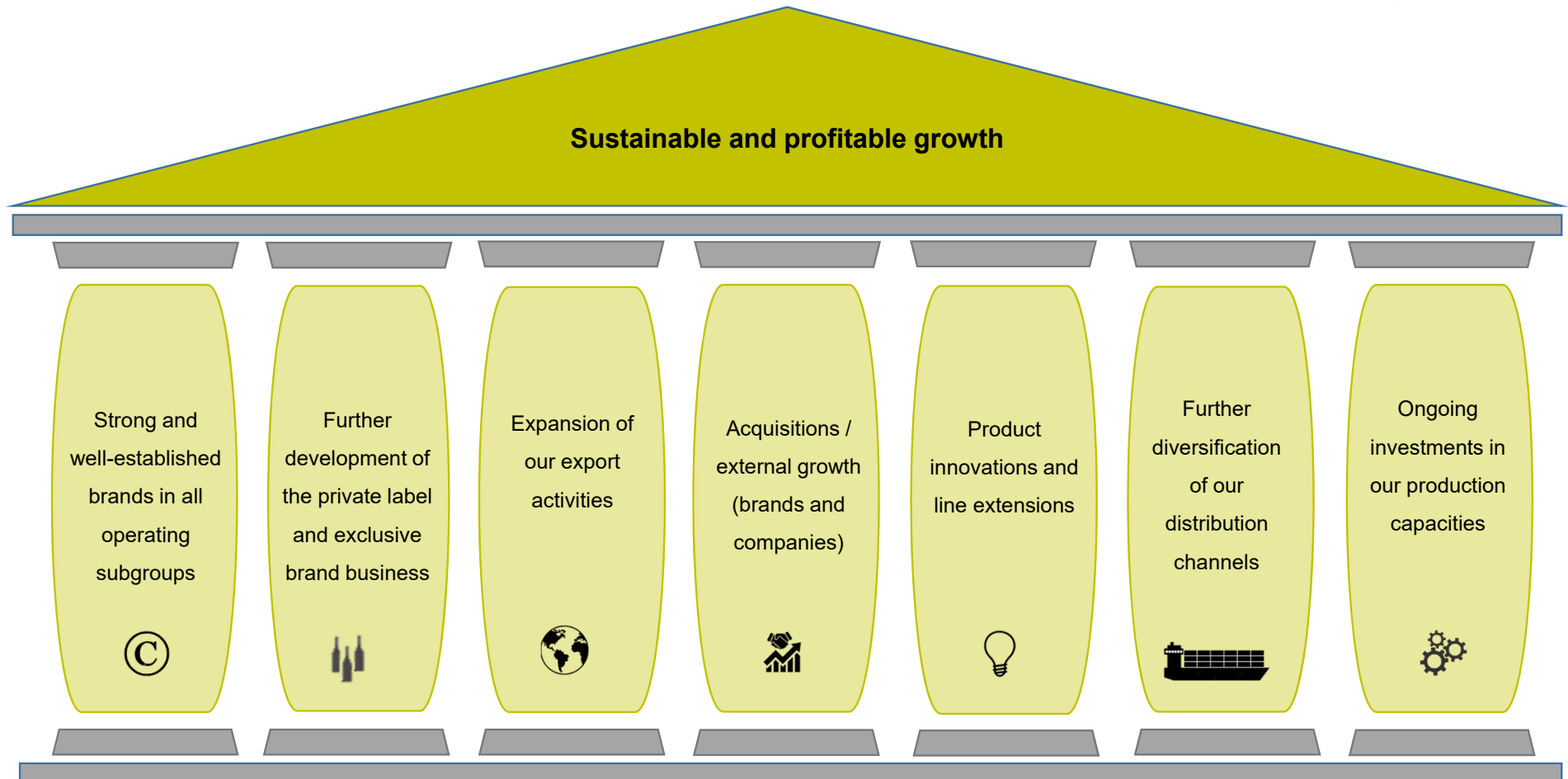
- Distribution predominantly in food retail in the domestic markets
- In addition, 36 own specialist wine shops throughout Poland („Centrum Wina“) and 2 more in Prague (Czech Republic)

Turnover split 2024/25 (EUR 209.5 Mio.)
by product group





Our strategic objective: Sustainable and profitable growth





Diversified portfolio of strong and well-established brands



EISBERG





Our brands – Line extensions and new developments (examples)

Eisberg „BE FREE“ (launched in 2025)

- Eisberg in the unique can – stylish, convenient, alcohol-free
- Cans designed by the celebrated artist Samuel Thomas, inspired by “sky, sand and sea”



Verovie (launched in 2026)

- Organic brand of Schloss Wachenheim AG
- Designed for a broad target group aged 29 to 60
- Stands for quality and innovative diversity





Export Markets of the Schloss Wachenheim Group Companies

Increasing demand of high-quality products worldwide, especially

- Sparkling wines (tank fermentation as well as bottle fermentation / „Méthode Traditionelle“)
- Dealcoholised sparkling wines (in different grape varieties or aromatized)
- Dealcoholised Wines (in different grape varieties)
- Aromatized wine cocktails in different bottle sizes/shapes

Leading brands in important export markets, e.g.

- Eisberg (dealcoholised sparklings and wines) – UK
- Muscador (sparkling wine) – several countries in Africa
- Blü Secco – Switzerland



Our Strategic Goals:

- Expansion of our positions in attractive focus markets
- Opening up new markets and market segments on selected “white spots”

M&A: Recent Acquisitions – Old Polish Vodka (Poland)

- Acquisition of 51% of the shares in Old Polish Vodka Sp. z o.o., a producer and distributor of high-quality vodkas and other spirits
- Diversified portfolio with 15 different product lines
- High growth potential due to increasing demand for products with regional Polish origin (instead of imported products and international brands)
- Synergy potential from the integration of these products in our sales portfolio (own wine stores, HoReCa and specialist retailers)



Our Strategic Goals:

- Strengthening our market position in the premium spirits segment
- Increasing our production expertise in this segment





Production Capacities: Latest investments (extract)

Germany

- New bottling line in Trier (2022) for capacity expansion and implementation of additional options regarding bottle shapes, closure varieties etc.
- Second dealcoholization plant (2024) to expand the existing capacities with an improved energy-efficient technology, and to introduce the latest technical standards regarding the preservation of the aromas and heat recovery concepts (energy-saving)

France

- Comprehensive project in 2023 and 2024 to relocate the production facilities from Wissembourg to Tournan-en-Brie and concentrate tank fermentation capacities at this location
- In this context, replacement of large parts of the Wissembourg production machines (tank capacities were almost completely relocated)
- Further investments in 2024 and 2025 relating to the renewal and expansion of our traditional bottle fermentation capacities in Saumur

Eastern-middle Europe

- Installation of an additional bottling line to expand capacities in Bilgoraj
- Relocation project for the production facilities in Romania started due to a strong increase of the sales volume in the last years



Setup of the new dealcoholization plant in Trier

Our Strategic Goals

- Maintaining state-of-the-art production capacities to enable the growth strategy of the group companies
- Increasing cost efficiency to strengthen our position in high-competitive markets


 Latest initiatives to improve our carbon footprint (extract)

Germany 

- Nitrogen production system installed in 2023 to cover large parts of the CO2 required as process gas from the ambient air in Trier
- Further expansion of the existing photovoltaic system in Trier to cover a larger part of our energy needs on this production site (planned 2026)
- Installation of a photovoltaic system also for the production site in Wachenheim (currently in process)
- Step-by-step conversion of company cars and forklifts to electric or hybrid drives

France 

- Increasing energy efficiency by modernizing production capacities in Tournan-en-Brie and Saumur
- Installation of a photovoltaic system also in Tournan-en-Brie (currently projected)

Eastern-middle Europe  

- Increasing energy efficiency by modernizing production capacities in Bilgoraj
- Installation of a photovoltaic system in Bilgoraj (2023) to cover about 30% of our energy needs on this production site
- Step-by-step conversion of company cars and forklifts to electric or hybrid drives



Photovoltaic system in Bilgoraj



Photovoltaic system in Trier

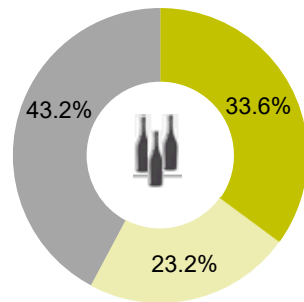
Our Strategic Goals

- Further improving our carbon footprint (by also considering economic aspects)
- Expansion of our reporting on sustainability activities in progress



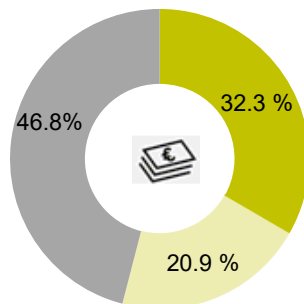
Development of Sales Volumes and Net Sales – Full business years

Group sales volumes 2024/25 (224.1 Mio. 0.75 l bottles) by operating subgroups



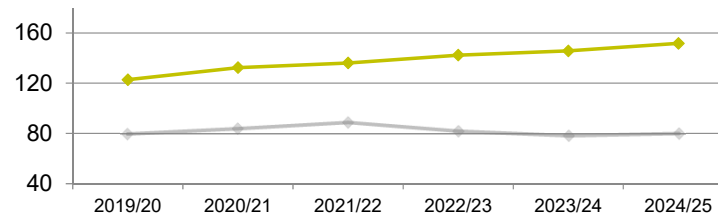
■ Germany ■ France ■ Eastern-middle Europe

Group net sales 2024/25 (EUR 447.4 Mio.) by operating subgroups

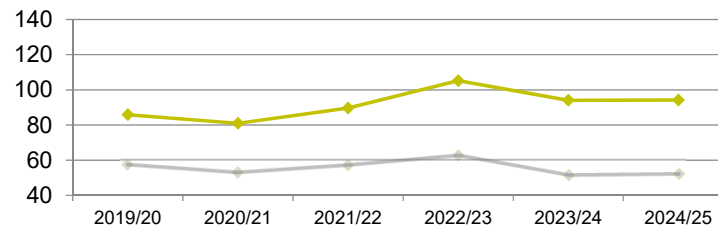


■ Germany ■ France ■ Eastern-middle Europe

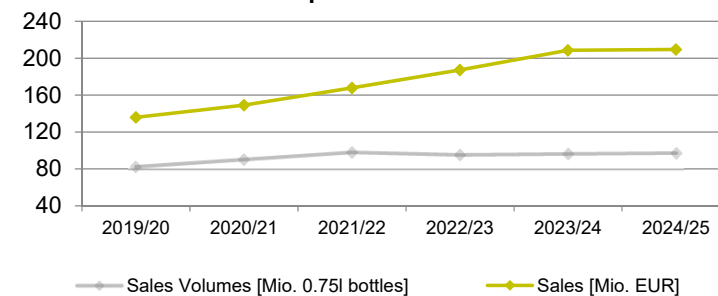
Development of sales volumes and net sales (by subgroup) Germany



France



Eastern-middle Europe



Recent development (business year 2024/25)

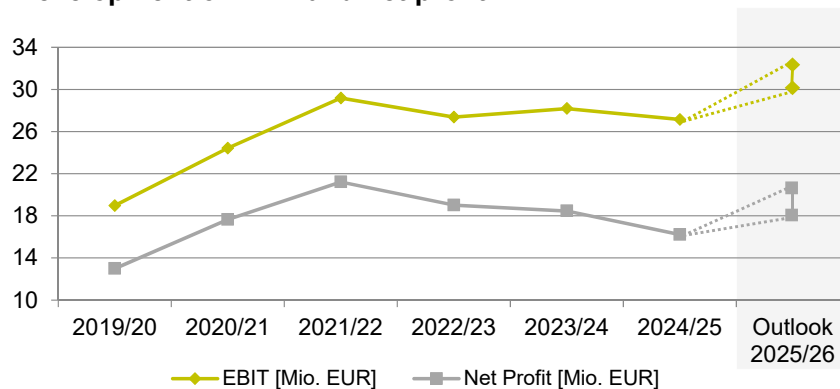
- Sales volumes are 2.2% above the previous year's level, due to the development at Schloss Wachenheim AG and particularly in the category of dealcoholised sparkling wines and wines
 - Sales volumes in the wine retail business remain at the previous year's level
 - Net sales increased by 4.1%
-
- Slight increase of the sales volumes also in France due to higher volumes on the domestic market, partly offset by decreases in the export business
 - Net sales roughly on a par with previous year
-
- Slight increase in sales volumes, mainly due to the development on the Romanian market, particularly in the categories of still wine, wine cocktails and sparkling wines
 - Sales volumes in Poland remained at the previous year's level, while sales in the Czech Republic and Slovakia declined
 - Slight increase of net sales in Eastern-middle Europe



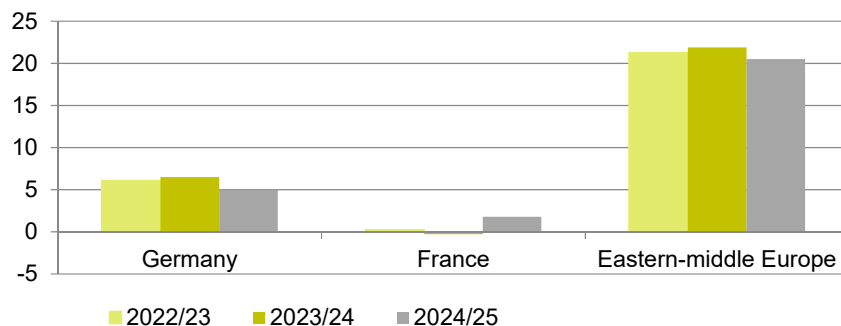
Development of operating result (EBIT) and net profit – Full business years

Schloss Wachenheim Group

Development of EBIT and net profit



EBIT by operating subgroup [million EUR]



Groupwide outlook 2025/26

- Slightly growing sales quantities
- Turnover increase between 3% and 6%
- EBIT between EUR 30 Mio. and EUR 33 Mio.
- Net Income between EUR 18 Mio. and EUR 21 Mio.

Key figures (Schloss Wachenheim Group)

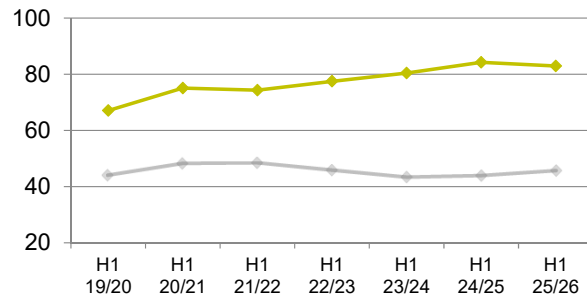
Business year	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25
EBITDA [mil. EUR]	33.4	39.6	45.0	44.5	46.3	45.6
EBITDA-Marge	9.9%	11.2%	11.7%	10.4%	10.5%	10.2%
EBIT [mil. EUR]	19.0	24.4	29.2	27.4	28.2	27.2
EBIT-Marge	5.6%	6.9%	7.6%	6.4%	6.4%	6.1%
Net Income [mil. EUR]	13.0	17.7	21.2	19.0	18.5	16.2
EPS [EUR]	0.96	1.32	1.73	1.38	1.20	1.01



Development of Sales Volumes and Net Sales – First half of the business years (H1)

Development of sales volumes and net sales in the first half of the business year (H1 by subgroup)

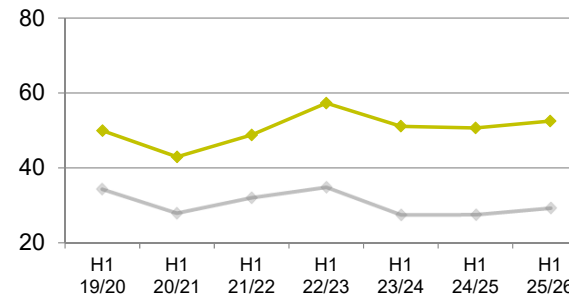
Germany



— Sales Volumes [Mio. 0.75l bottles] — Net sales [Mio. EUR]

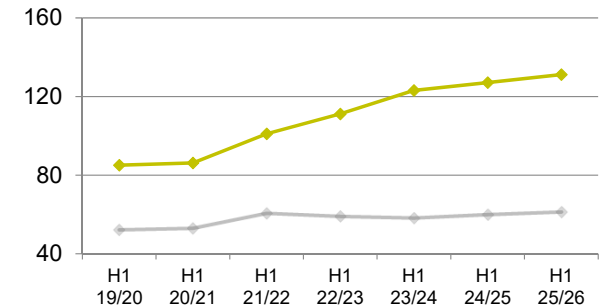
- Sales volumes in H1 2025/26 are 3.9% above the previous year's level, due to the development at Schloss Wachenheim AG and particularly in the categories sparklings, dealcoholised sparklings and wines as well as children's party drinks
- Decreasing sales volumes in the wine retail business
- Net sales slightly below the prior year's level in H1 2025/26 due to changes in the product mix

France



- Sales volumes in H1 2025/26 increase by 6.1%, primarily due to higher volumes on the domestic market, but also in the export business
- Net sales increase by 3.6% in H1 2025/26 due to changes in the product mix

Eastern-middle Europe



- Sales volumes increase by 2.2% in H1 2025/26, mainly due to the development in Poland, Romania and in the Czech Republic, and particularly in the categories of still wine, cocktails, sparklings as well as dealcoholised sparklings and wines
- Net sales increase by 3.2% (currency-adjusted by 2.4%) in H1 2025/26

Note: Seasonal business with a strong focus on the calendar year-end, particularly in Eastern-middle Europe and Germany



Interim Financial Report H1 2025/26

	<u>H1</u> <u>2025/26</u>	<u>H1</u> <u>2024/25</u>	
Sales volume (million 0,75l bottles)	132.6	127.9	+3.7%
Sales revenues (million euros)	261.2	256.4	+1.9%
Gross margin (million euros)	114.5	107.7	+6.4%
Operating result (EBIT) (million euros)	27.1	25.8	+5.2%
Net profit (million euros)	19.1	17.5	+8.9%
Earnings per share (Euro)	1.41	1.29	+9.3%

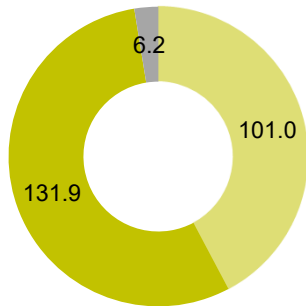
Note: Seasonal business with a strong focus on the calendar year-end, particularly in Eastern-middle Europe and Germany





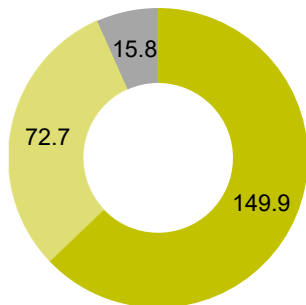
Consolidated balance sheet as of June 30, 2025 (in EUR million)

Non-current assets (EUR 239.1 Mio.)



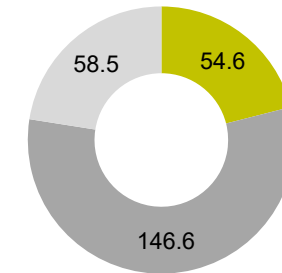
- Intangible assets
- Tangible assets
- Other non-current assets

Current assets (EUR 238.4 Mio.)



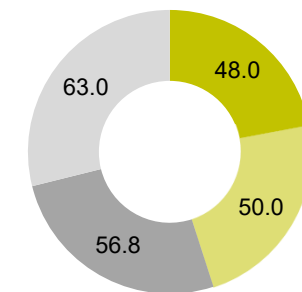
- Inventories
- Trade Receivables
- Other current assets

Equity (EUR 259.7 Mio.)

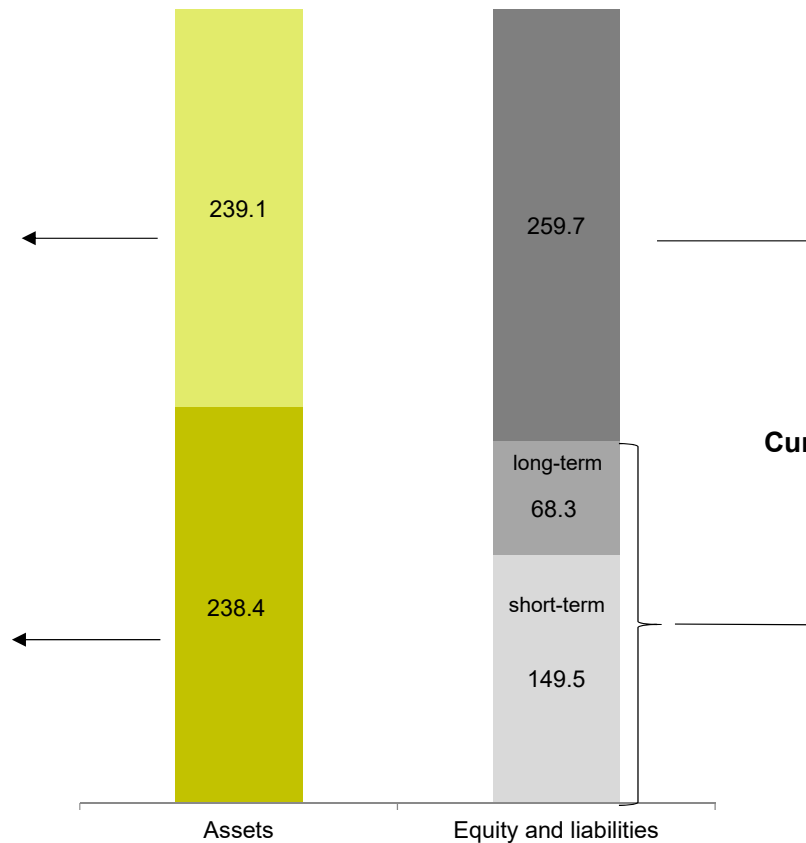


- Share capital / Capital reserve
- Retained Earnings / OCI
- Minorities

Current and non-current assets (EUR 217.8 Mio.)



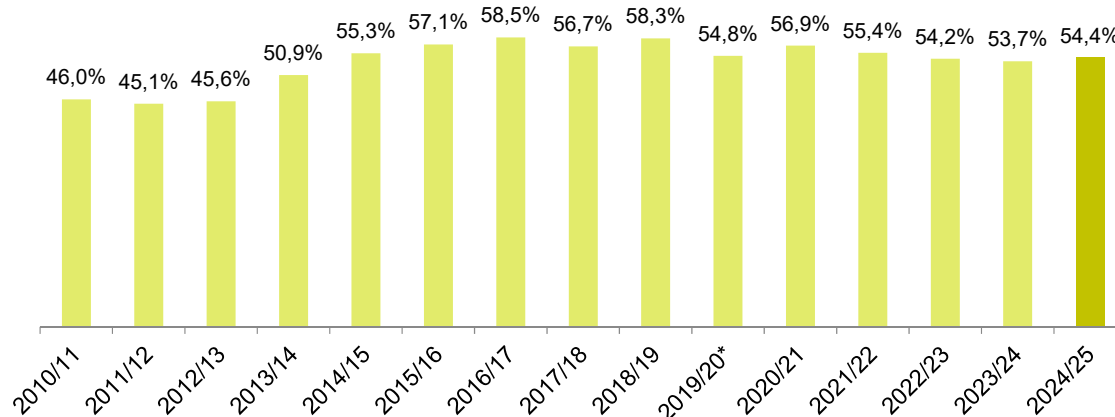
- Long term financial liabilities
- Short term financial liabilities
- Trade liabilities
- Other liabilities





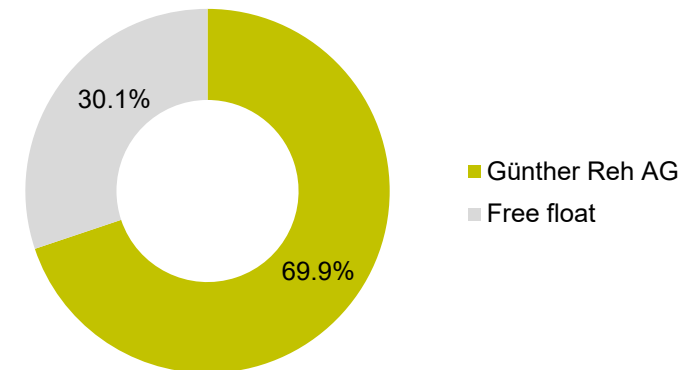
Equity and shareholder structure - Solid equity ratio and reliable dividend payments

Equity ratio

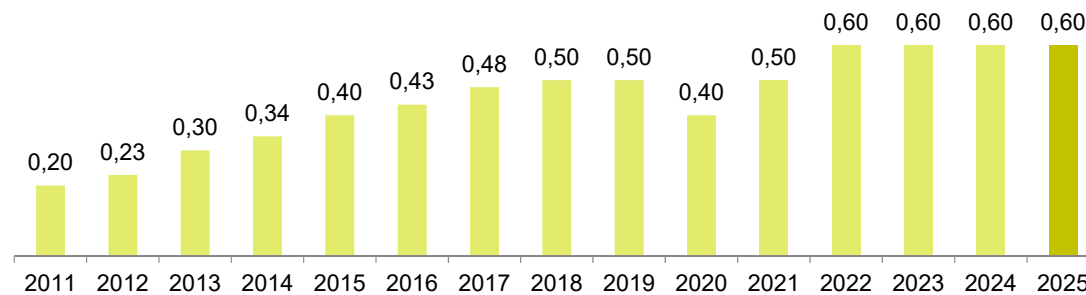


* First-time application of IFRS 16 "Leases" in 2019/20

Shareholder structure



Dividend per share



General information

- Listing: General Standard
- Security identification number: 722 900
- ISIN: DE0007229007
- Market capitalisation: ~ EUR 110 million (as of April 17, 2026)
- Research: First Berlin, mwb research, Solventis Research
- Designated Sponsor: mwb fairtrade AG



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