Investors Day

15 September 2026

TOKIĆ GROUP

TOKIĆ BARTOG

Tokić Group

Program

- Business Performance & Financial Results H1 2026
- 2026 Progress & Priorities

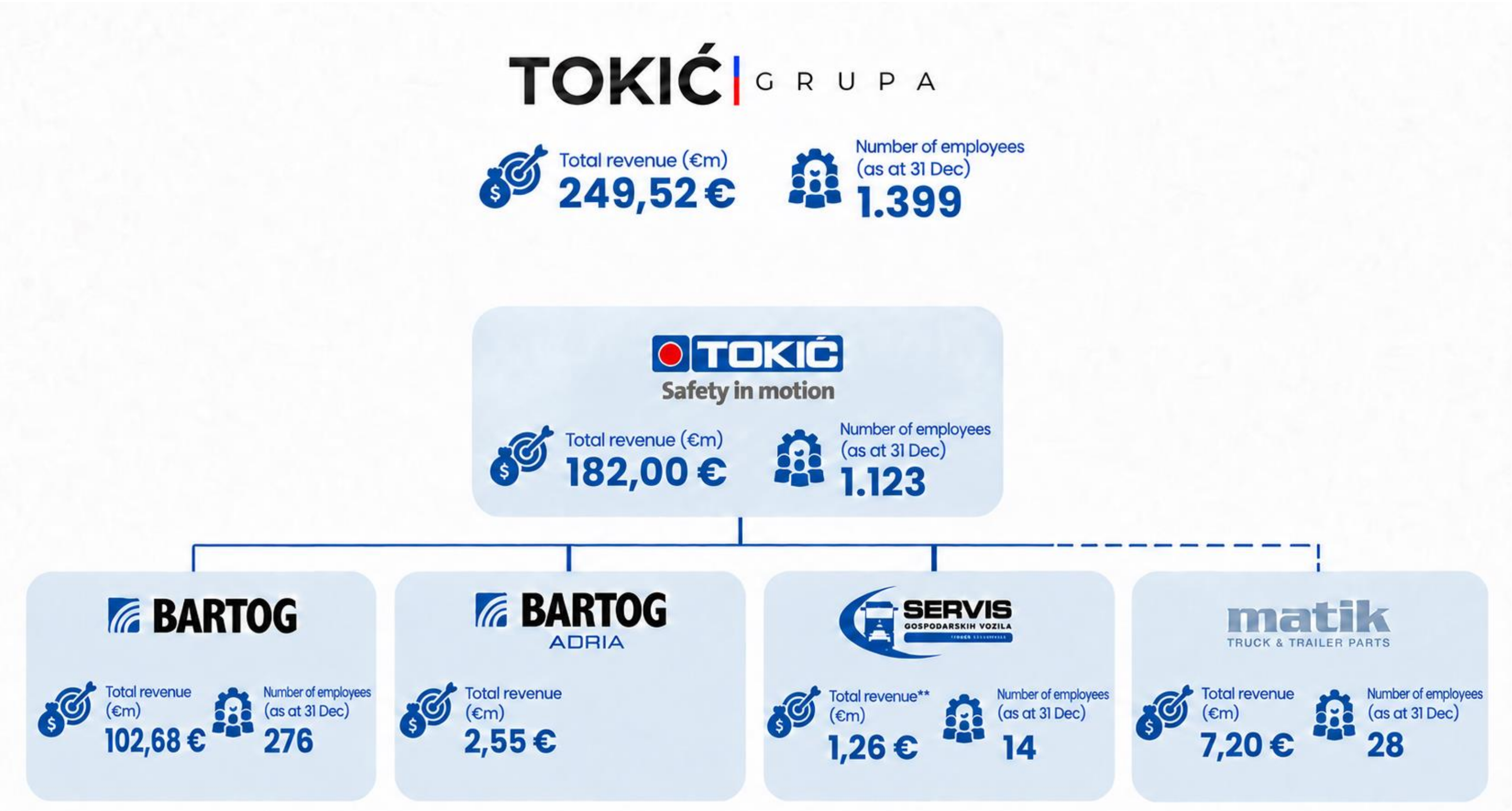
Ivan Šantorić

President of the Management Board, CEO

Dražen Jurković

Member of the Management Board, CFO

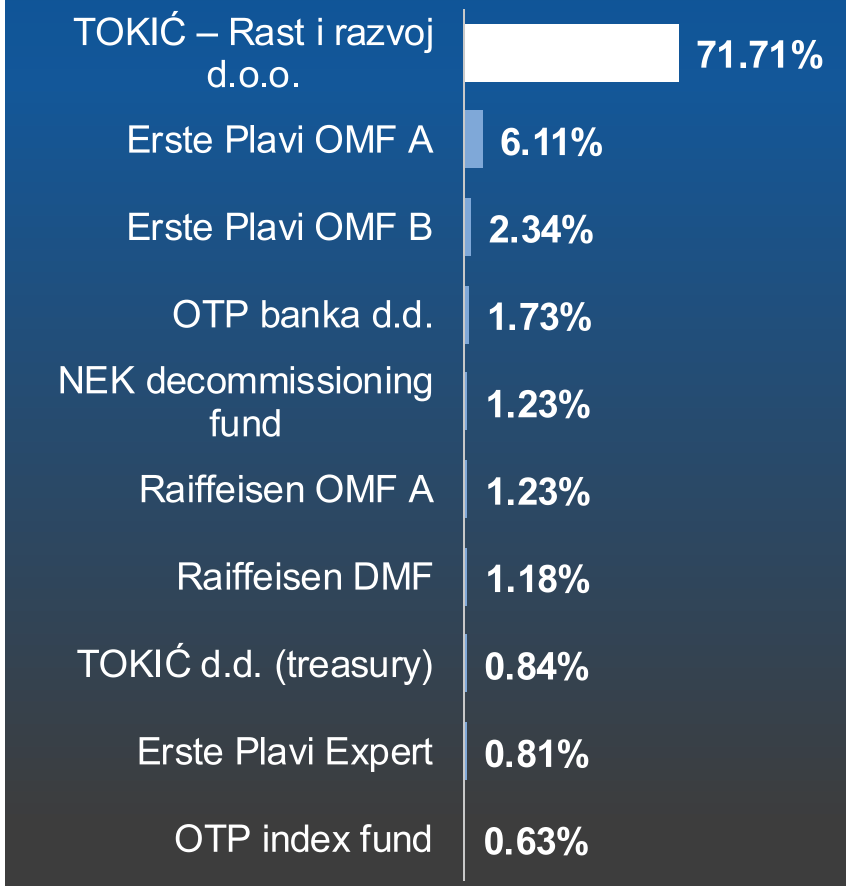
Organisation and ownership



*The figures presented include the consolidated results of Tokić Group for 2025 and the unconsolidated results of the individual Group companies for the same year.
** FY estimate

Ownership structure

Top 10 shareholders hold 87,8% of shares



TOKIĆ Safety in motion BARTOG

No.1 IAM Distributor | CRO-SLO Market

TOKIĆ
BARTOG

Revenue
250 mil. EUR
With sustainable and continuous growth

Sales force
1.400 employees
+760 sales representatives

Loyalty program
250.000 members
Unique private buyers

Product range
300.000 unique parts
Over 1 000 000 including external stock

Education
20 training programs
Own technical education centre - TEC

ATR

Experience
35 years
With tradition of excelence

The largest network
120 stores
To the highest standards

Portfolio
300 brands
Globally recognized

Service network
70 workshops
Premium franchises (ACC&BHS)

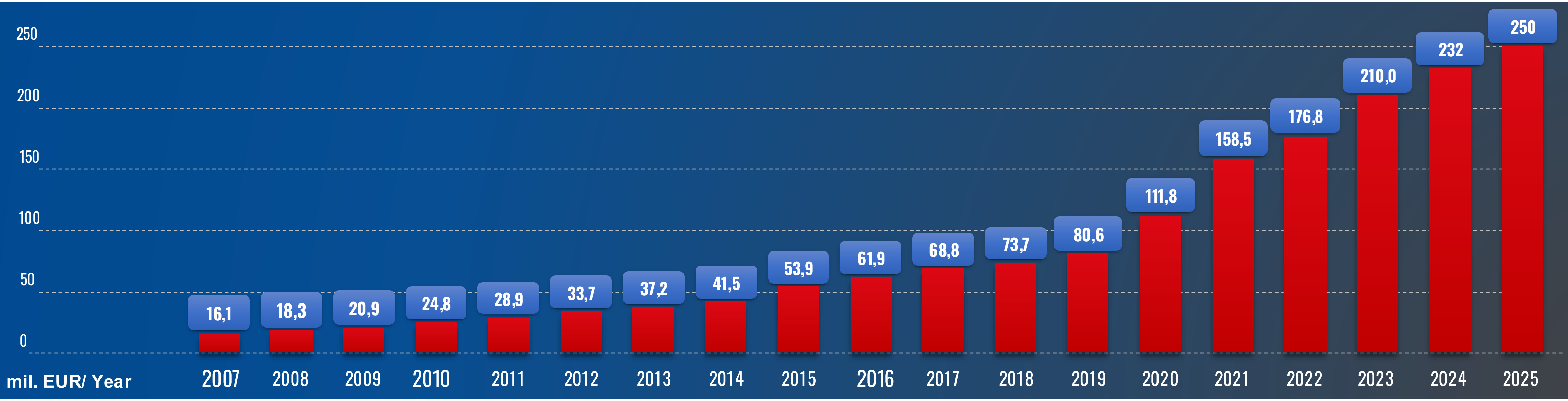
TOKIĆ Safety in motion BARTOG

Overview of Tokić Group business performance H1-2026

Sales revenue	Gross margin	EBITDA	Net profit	Operating cash flow
125,3m	**44,5m**	**9,4m**	**2,7m**	**6,5m**
H1 2025: 112,1m	H1 2025: 39,1m	H1 2025: 8,4m*	H1 2025: 2,5m	H1 2025: 1,7m
+11,8%	**+13,7%**	**+11,3%**	**+6,4%**	**+4,8m**
revenue growth	35,5% (+61 bps)	margin 7,4%	norm. +30,2%	improvement

Business growth through strategic investments & development

Expansion of sales network - investments in logistics - technology development - acquisitions



TOKIĆ Safety in motion BARTOG

Revenue Segmentation Overview H1 2026 vs H1 2025

BY MARKET	000 EUR	Δ '26/'25
Croatia	79.022	+13,8%
Slovenia	38.591	+11,2%
Third countries	5.898	-10,3%
Sales revenue	**123.511**	**+11,5%**

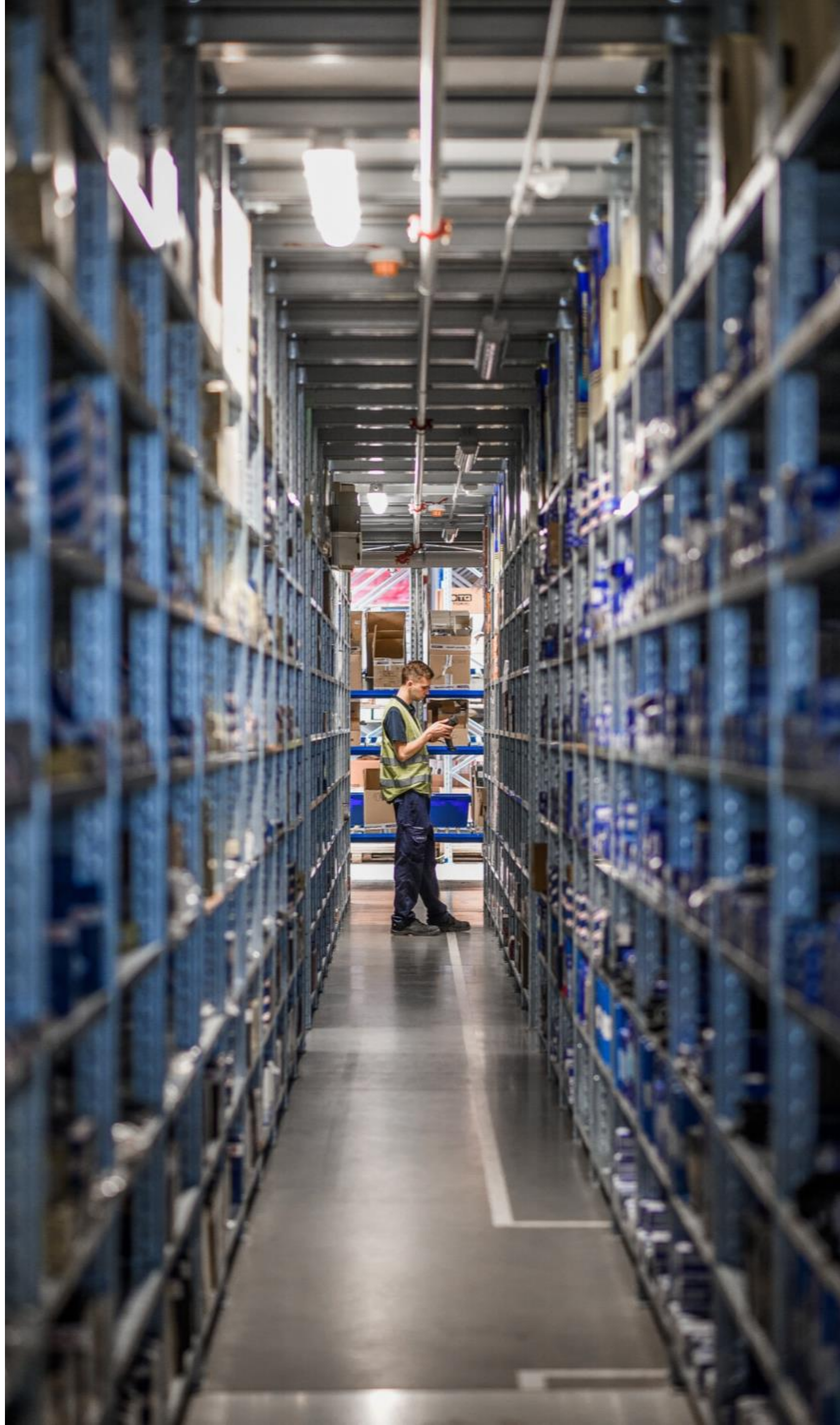
BY PRODUCT GROUP	000 EUR	Δ '26/'25
Spare Parts	99.119	+11,0%
Tyres	24.392	+13,9%
Sales revenue	**123.511**	**+11,5%**

BY SALES CHANNEL	000 EUR	Δ '26/'25
Retail	112.050	+14,1%
Wholesale	5.563	-7,1%
Exports	5.898	-10,3%
Sales revenue	**123.511**	**+11,5%**

Revenue Segmentation Overview H1 2026 vs H1 2025

BY PRODUCT PROGRAM	000 EUR	Δ '26/'25
Passenger vehicle	103.404	+10,3%
Commercial vehicle	13.126	+24,9%
Agricultural	2.498	-0,6%
Motorcycle	3.080	+15,3%
Industrial	1.148	+21,0%
Nautical	255	-19,5%
Sales revenue	**123.511**	**+11,5%**

SERVICES	000 EUR	Δ '26/'25
Revenue services	1.776	+31,3%



Profitability of the Group - gross margin is growing, operating costs follow

TOKIĆ GROUP			
IN EUR ‘000	1.-6. 2026.	1.-6. 2025.	2026/2025
Sales revenue	**125.286**	**112.085**	**11,8%**
Gross margin	44.465	39.099	13,7%
Gross margin (%)	35,5%	34.9%	61 bp
Total revenue	126.649	113.200	11,9%
Personnel expenses	(22.921)	(19.971)	14,8%
Other operating expenses	(13.535)	(11.820)	14,5%
EBITDA	**9.372**	**8.423**	**11,3%**
EBITDA margin (%)	7,4%	7,4%	-4 bp
Normalized EBITDA*	**9.372**	**8.415**	**11,4%**
Normalized EBITDA (%)	7,4%	7,4%	-3 bp
Depreciation and amortization	(5.296)	(4.337)	22,1%
Net finance result	(775)	(928)	-16,5%
Net profit	**2.673**	**2.512**	6,4%
Net profit margin (%)	2,1%	2,2%	-11 bp
Normalized net profit**	**2.673**	**2.052**	30,2%
Normalized net profit margin (%)	2,1%	1,8%	30 bp

- Strong growth of core business due to rising volumes, as well as investments in the sales network
- Retail growth and focus on procurement leads to higher gross margin, while OPEX follows business expansion

Group Balance Sheet - H1 2026

Assets

Total assets	-2%
2025	171,5
1H'26	168,0

Non-current assets	-1%
2025	41,0
1H'26	40,7

Current assets	-2%
2025	130,5
1H'26	127,3

Equity & Liabilities

Shareholders' equity	+2%
2025	52,8
1H'26	54,0

Non-current liabilities	-3%
2025	34,4
1H'26	33,4

Current liabilities	-4%
2025	84,2
1H'26	80,7

Liquidity & Debt

Cash	-59%
2025	18,8
1H'26	7,6

Net debt excl. leases	+2%
2025	26,8
1H'26	27,2

Net debt incl. leases	0%
2025	49,1
1H'26	49,0

Total assets declined 2%, as stable non-current assets were offset by lower current assets - inventories and trade receivables increased in line with business growth, more than offset by a lower cash balance following debt repayment.

Equity increased 2% on H1 net profit, while both non-current and current liabilities declined, as higher trade payables - in line with growing inventory and business activity - were more than offset by repayment of financial debt.

Gross debt (excl. cash and leases) was reduced by 23%, funded by operating cash generation and available liquidity used to repay short-term loans; net debt incl. leases remained essentially flat.

Solid H1 performance supported by strong business fundamentals

Consolidated revenue up 11.8% YoY , normalised EBITDA up 11.4% and normalised net profit up 30.2%, achieved alongside debt reduction and a healthy balance sheet

Cash flow and working capital H1 2026 vs H1 2025 - Seasonal Dynamics

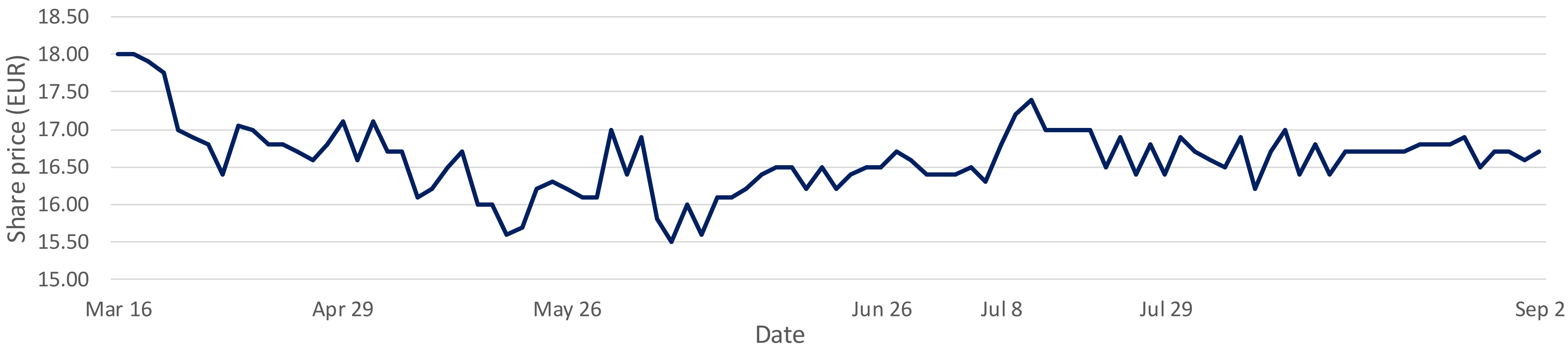
TOKIĆ GROUP			
IN EUR '000	1.-6. 2026.	1.-6. 2025.	2026/2025
Cash flow from operating activities	**6.509**	**1.675**	**289%**
Cash flow from investing activities	(2.292)	(2.775)	-17%
Cash flow from financing activities	(15.413)	(1.568)	883%
Net increase/(decrease) in cash	**(11.195)**	**(2.667)**	**320%**
Cash at the end of the period	**7.632**	**2.176**	**251%**

TOKIĆ GROUP			
IN EUR '000	30.06. 2026.	31.12.2025.	2026/2025
Inventories	84.255	75.951	11%
Trade receivables	27.144	23.951	13%
Trade payables	43.095	38.164	13%
Net working capital	**68.304**	**61.738**	**11%**
Days Inventory Outstanding	189	169	20
Days Sales Outstanding	39	35	4
Days Payable Outstanding	97	85	12

- The rise in operating cash flow reflects a more favourable working capital swing than in H1 2025, as well as rise in sales & profitability
- The financial cash flow predominantly reflects loan pay-offs

- The increase in working capital and inventories is the result of network expansion combined with organic growth and a significant seasonal effect.
- Increase in days outstanding reflects mid-year seasonality

Stock performance



Despite delivering solid H1 2026 results across revenue, profit and cash flow, TOKIĆ shares still trade well below our IPO price. With the new LDC, implemented ERP, acquisitions and branch expansion in motion - now is a great time to invest.

- Mar 16 - CROBEX index
- Apr 29 - Q1 results release with LDC notice

- May 26 - Buyback program
- Jun 26 - Dividend payout 1.5 m EUR

- Jul 8 - LDC agreement signed
- Jul 29 - H1 results release
- Sep 2 - Acquisition notice

Strategy Delivered.
Accelerating Growth Trough 2026

Aquisition	Sales & Network	Technology	Logistics
SAG Slo d.o.o.	**Expansion**	**New ERP**	**New LDC**
Expansion, export, commercial vehicles…	New stores, new suppliers, specialized fairs, educations…	Operational efficiency, scalability, traceability…	Regional impact, profitability, service level…

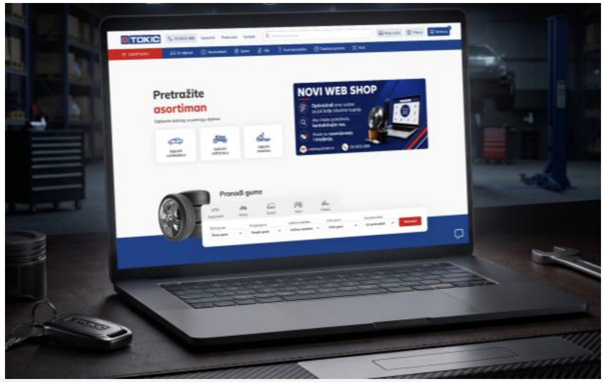
Regional Growth with Heavy-Duty Program Strengthening

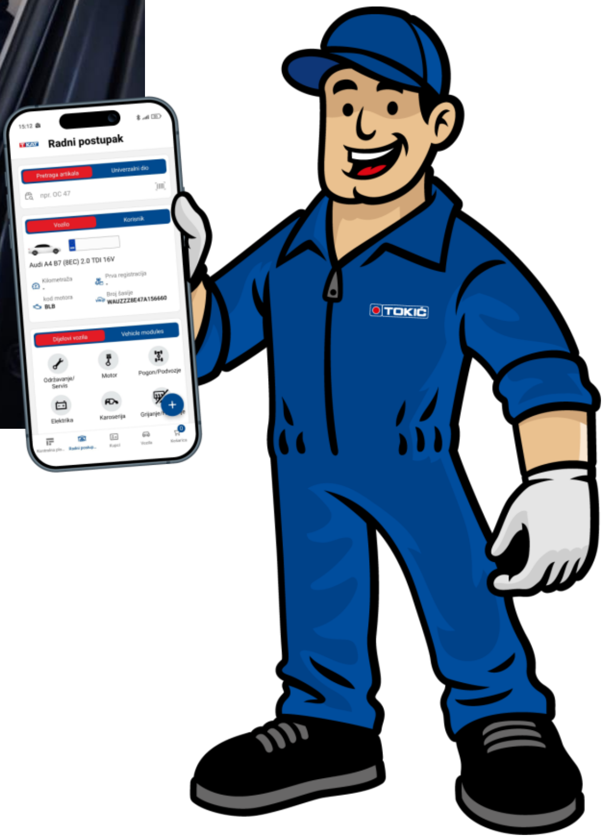
ACQUISITION
SAG SLO d.o.o – Matik

- ✓ Three locations – Ljubljana, Maribor and Koper
- ✓ €7.2 million revenue generated in 2025
- ✓ More than 55 years of industry experience (30 years in Slovenia)
- ✓ Established market position

- ✓ Signing of a binding agreement for the acquisition of Swiss Automotive Group (SAG) operations in Slovenia (Matik)
- ✓ Strengthening regional presence through local expertise

Building the Technology Foundation for Future Growth





TECHNOLOGY Rollout of the new ERP system

- ✓ Implemented new ERP system
- ✓ Leading in digitalization through new tools for customers:
  - new Tokić Webshop
  - New TKAT App for professional customers
  - Remote diagnostics service
  - Bartog loyalty App launched
- ✓ TEC to become European educational centre
- ✓ Further AI integration in service products, supply chain and business operations

New stores, suppliers, specialized fairs, education

SALES & NETWORK Expansion through market presence

- ✓ 4 new stores opened, and 6 relocations in 2026
- ✓ TOKIĆ is an ultimate partner in the fast-growing fleet-market
- ✓ Tools, equipment & diagnostic regional specialized Fairs
- ✓ Elevated Sales Capability Through Sales Force Training
- ✓ ACC - Leading workshop concepts
- ✓ New stores to realocate – Stupnik, Velika Gorica, Zelina and Zaprešić
- ✓ Best Buy Award 2026/2027

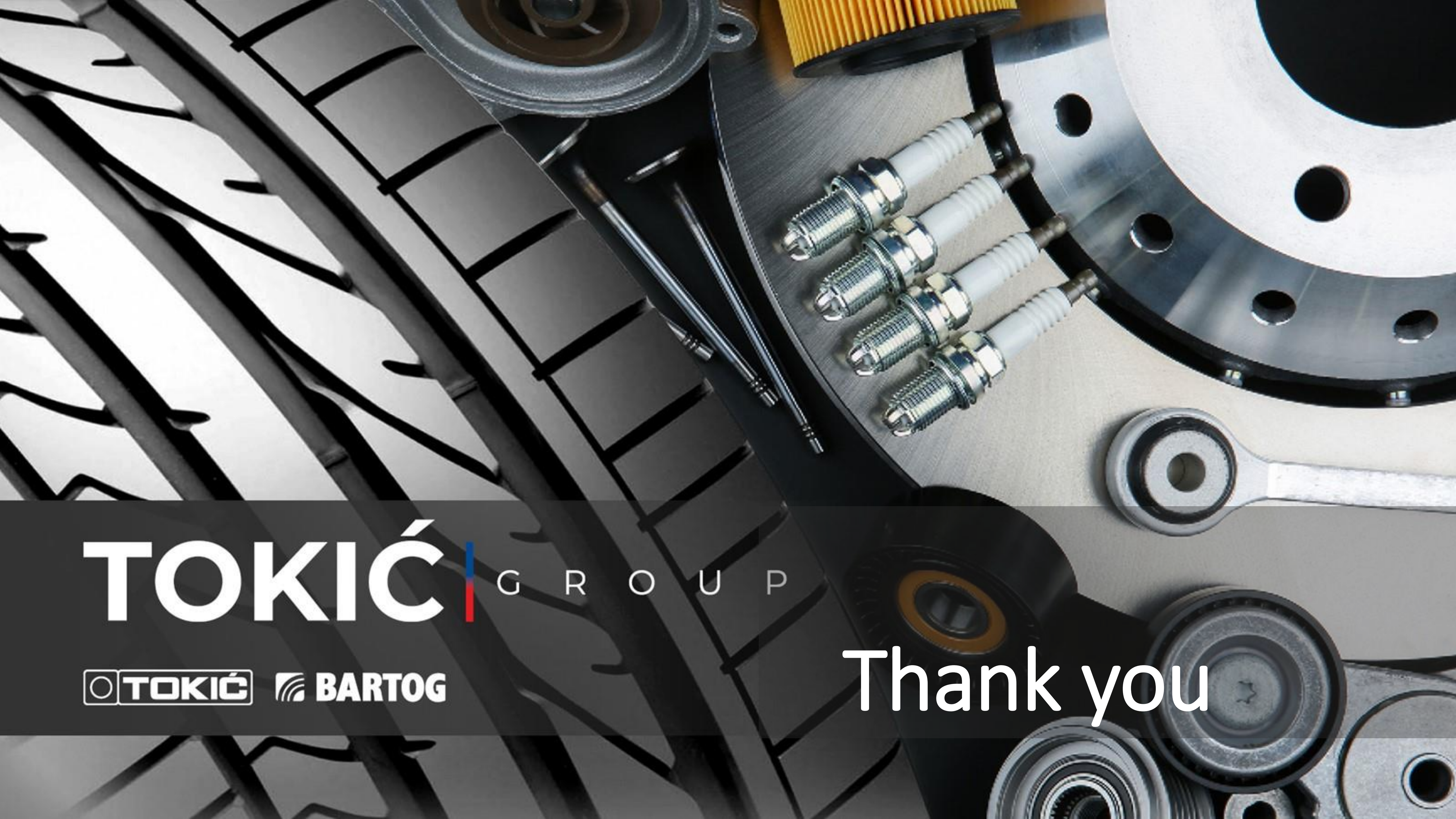
Unlocking New Growth, Expanding Strategic Partnerships

LOGISTICS
New Highly Automated LDC in Sv. Helena

- ✓ 40,000 m²
- ✓ 45 inbound and outbound loading docks
- ✓ Over 45.000 pallet locations
- ✓ SSI Schaeffler - Rackbot automatization & conveyer system
- ✓ BREEAM Excellent certification

- ✓ Site preparations underway
- ✓ Contracted automation system suppliers
- ✓ 15 mil. EUR investment

Questions & answers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Thank you