

We will win this fight,
because kindness is infectious.

#TheFilipinoCan



Company Overview

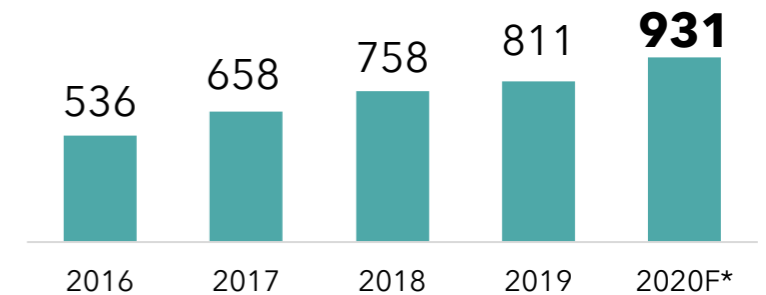


SNAPSHOT

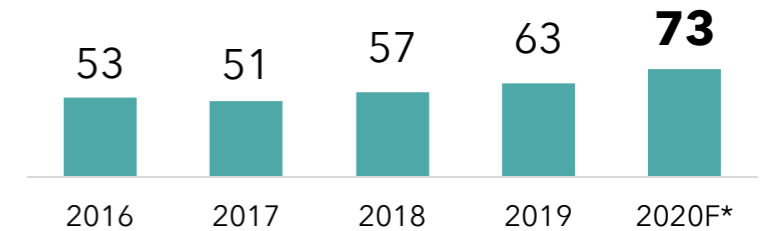
- **Century Pacific Food, Inc.** is one of the largest branded food companies in the Philippines. It is primarily engaged in the manufacturing, marketing, and distribution of processed marine, meat, milk, and coconut products.
- The Company's own brands hold market-leading positions locally and are growing their presence abroad. Further, the Company also operates as one of the Philippines' leading providers of private label tuna and coconut products for export overseas.
- Vision: To be a sustainable and responsible global company of entrepreneurs that nourishes and delights its customers with healthier food and beverages through manufacturing excellence, nutrition expertise, trusted brands and passionate people.
- **Production Facilities:** 6 manufacturing facilities across the Philippines strategically located adjacent to supply sources (Tuna and Coconut in General Santos City, Meat in Laguna City, Dairy in Taguig City, and Sardines in Cavite and Zamboanga City)
- **Key Management:** Christopher T. Po - Executive Chairman, Teodoro T. Po - President & CEO, Gregory H. Banzon - Executive Vice President & COO, Edwin C. Africa - Senior Vice President & General Manager, Oscar A. Pobre - Vice President & CFO

FULL-YEAR FINANCIALS

Revenues (In USD Mill)

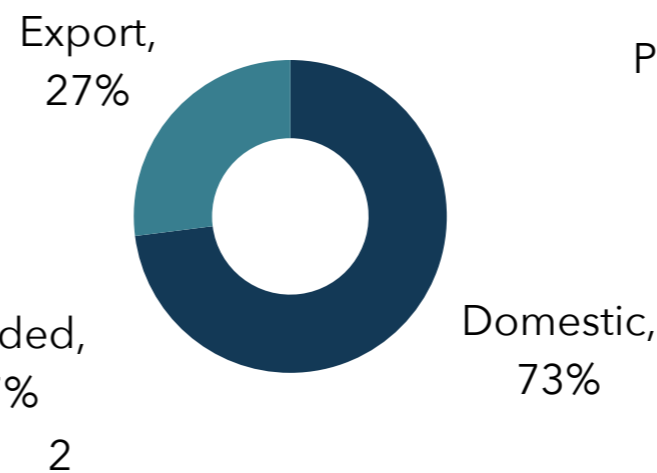
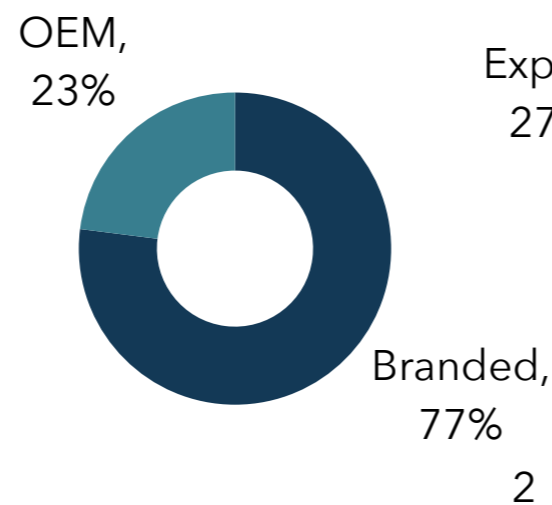
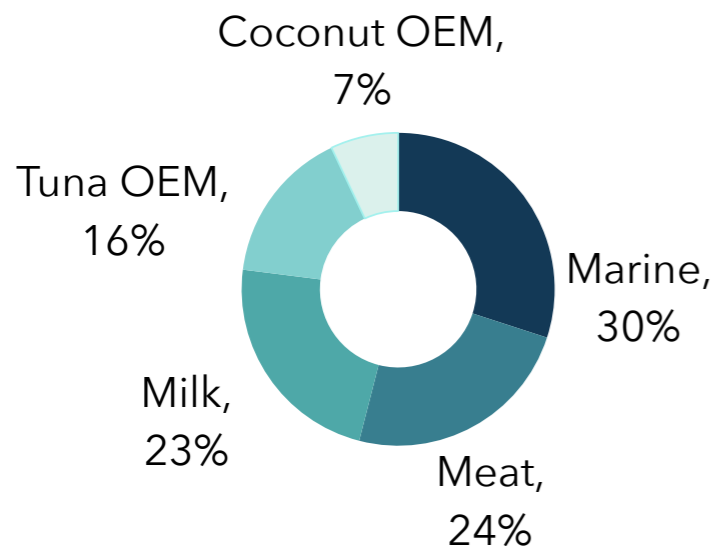


Net Income (In USD Mill)

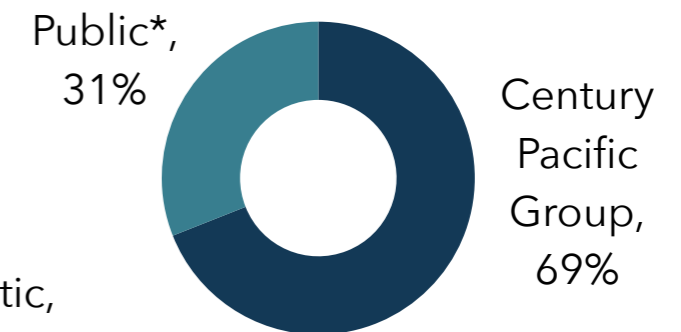


*Consensus of active brokers

2019 REVENUE BREAKDOWN



OWNERSHIP STRUCTURE



*Includes GIC's 7% ownership

The Big Picture

CNPF is well-positioned to take advantage of rising consumer demand



MAJORITY STILL LOW TO MIDDLE CLASS IN THE PHILIPPINES

Distribution of Families and Income

SE CLASS	% Share of Families	% Share of Income	Annual Income in PHP	Annual Income in USD
AB	1	9	1,857,000	36,880
C	9	26	603,000	11,976
D	60	56	191,000	3,793
E	30	9	62,000	1,231
Total	100	100	206,000	4,091

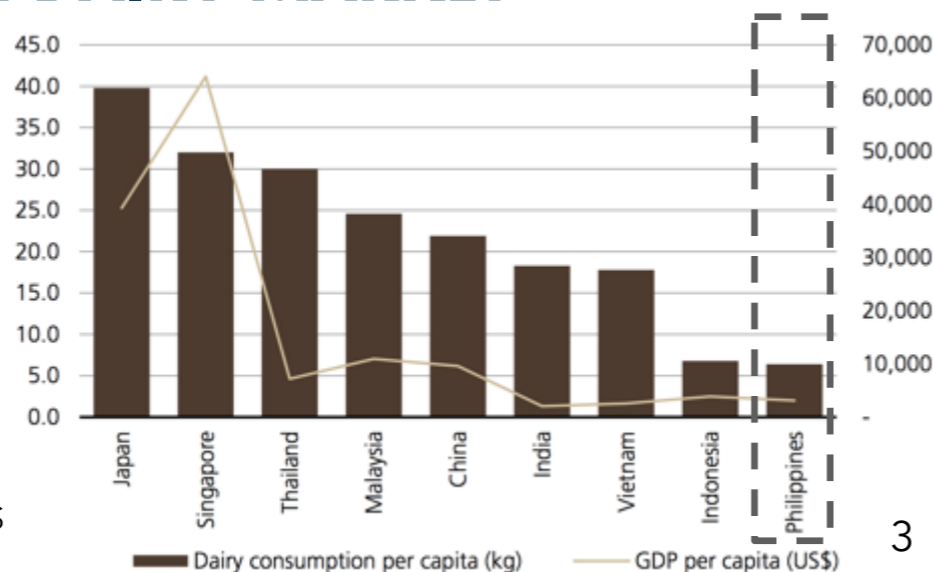
Represents a typical Filipino family size of 3 to 5 pax

Source: BPI Securities Social Weather System Survey, 2016

OPPORTUNITIES IN THE PHILIPPINE DAIRY MARKET

Dairy Annual Consumption per Capita in 2018

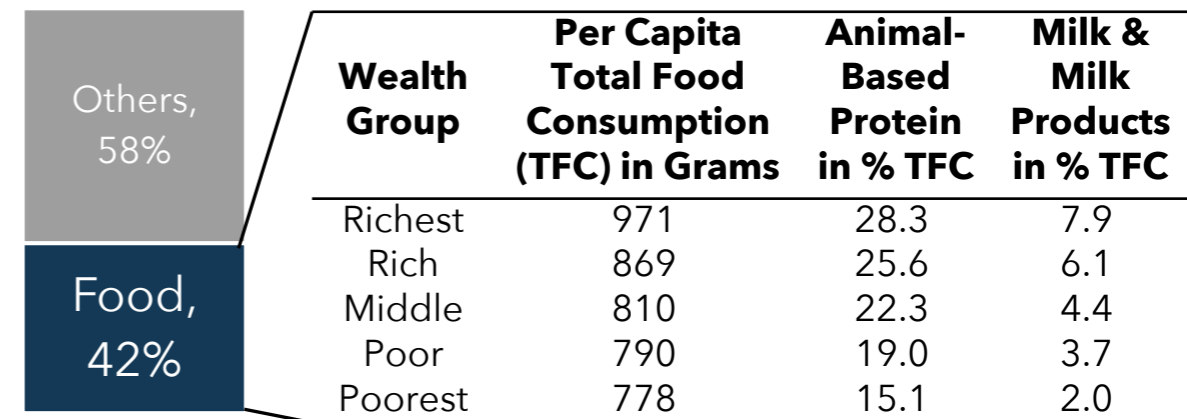
High potential for consumption to grow



Source: Euromonitor, UBS

FOOD ACCOUNTING FOR BULK OF FAMILY EXPENDITURE

Breakdown of Family Expenditures

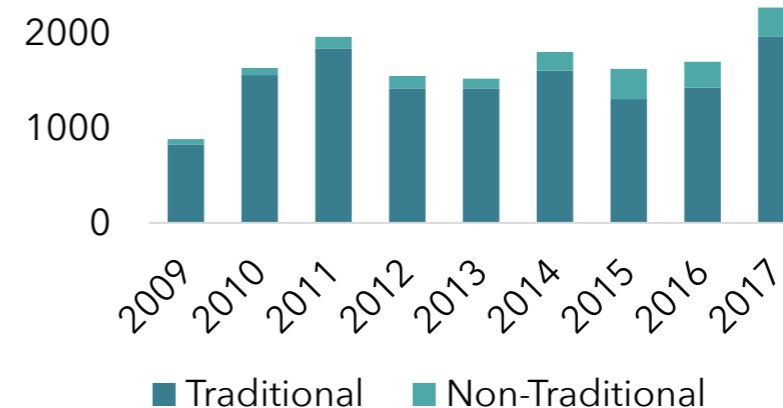


Percentage going to food much larger for lower income families, and protein intake grows as wealth increases

Source: Philippine Statistics Authority Family Income and Expenditure Survey, 2016
Food and Nutrition Research Institute Dietary Survey, 2015

GLOBAL DEMAND FOR PHILIPPINE COCONUT EXPORTS

Philippine Coconut Export Value (In FOB USD Mill)



Riding the wave of global health and wellness

Source: PCA, PSA, UCAP

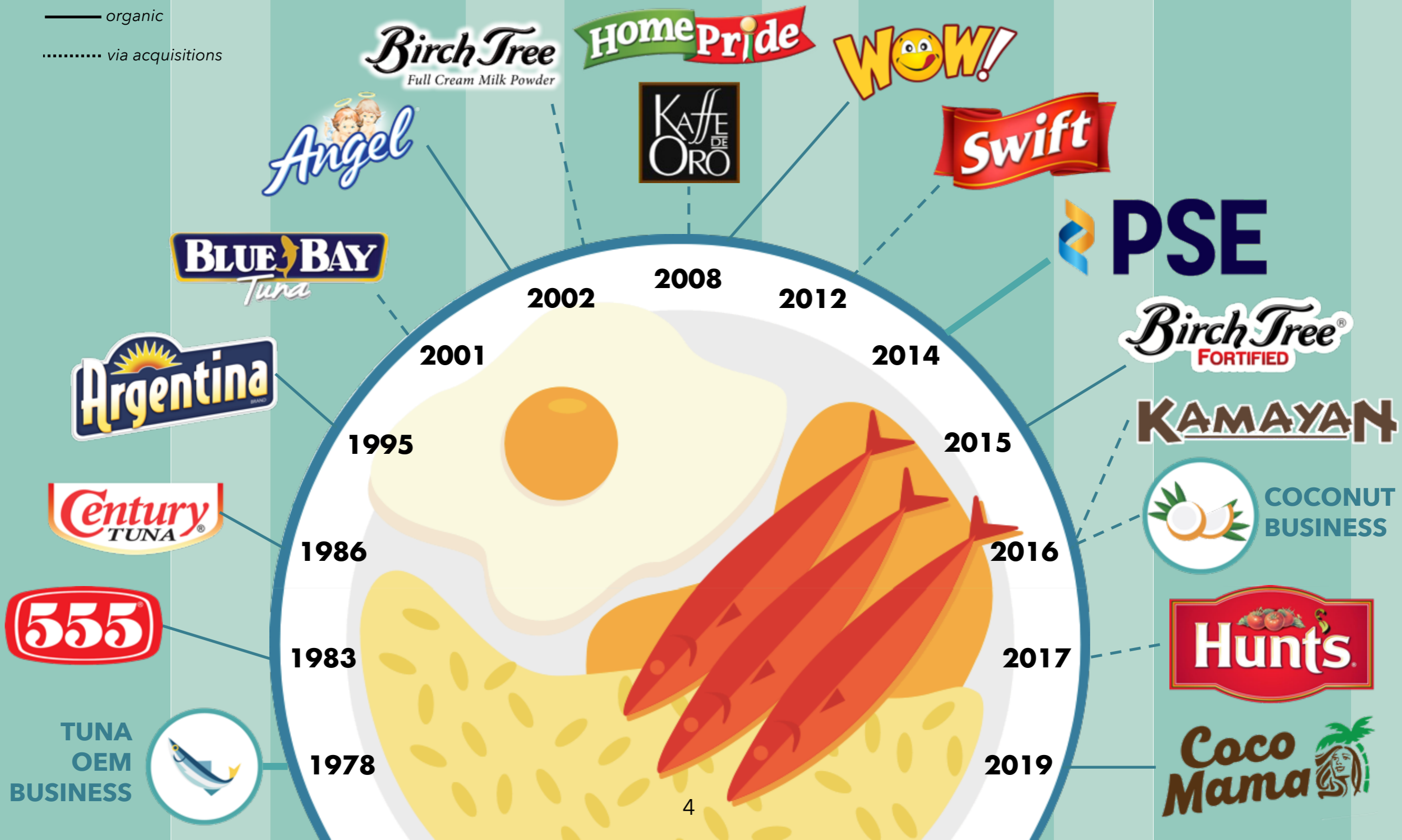
Company Milestones

Proven track record in brand building



—— organic

..... via acquisitions



Company Milestones

Recognized for excellence



Marketing Company of the Year
Agora Awards
2011



Asia Marketing Federation
Asia's Marketing Company of the Year
Asia Marketing Federation
2016



Philippines' Best Managed Small Cap Company
Asia Money
2016



Philippines' Best Mid Cap Company
Finance Asia
2017-2018



1000 High-Growth Companies Asia Pacific
Financial Times
2018



Outstanding Achievement in Export Marketing
Agora Awards
2018



Family Business Award Country & ASEAN Winner
ASEAN Business Awards
2018



Best in Sector Consumer Staples Finalist
IR Magazine Awards South East Asia
2018



Asian Export Awardee Processed Food Large Corporate Category
The Asian Export Awards
2018



Century Tuna Brand of the Year Philippine Seafood Category
World Branding Awards
2019



Best in Country Philippines Finalist
IR Magazine Awards South East Asia
2019



500 High-Growth Companies Asia Pacific
Financial Times
2020



INVESTMENT HIGHLIGHTS



Investment Highlights



1

Market Leadership

- Dominates the canned fish and canned meat categories locally* with a growing presence in milk
- Company's brands are the brands of choice for Filipino consumers

2

Multiple Brands and Products

- A broad product portfolio catering to different tastes and needs to capture a larger share of consumers' wallet and stomach
- Diversification of risk and input price exposures

3

Strong Focus on Marketing and Innovation

- Innovative marketing campaigns to create must-have and aspirational brands
- Strong R&D process to launch products and improve profitability

4

Extensive Market Penetration and Distribution

- Products available in 950,000 points of sale locally*
- A growing network of food service and international accounts

5

Trusted Partner for International Customers

- Long-standing relationships with large international private label customers, initially just for tuna but now also for various coconut products
- One of the Philippines' largest exporter of tuna and various coconut products

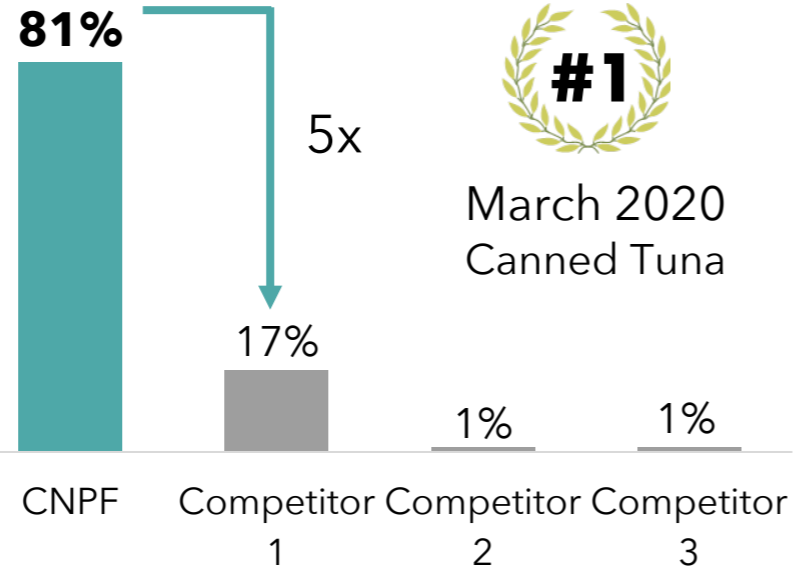
1

Dominant Market Leadership in Ambient Food in the Philippines



PRIMARY DRIVER OF CANNED TUNA CONSUMPTION DOMESTICALLY

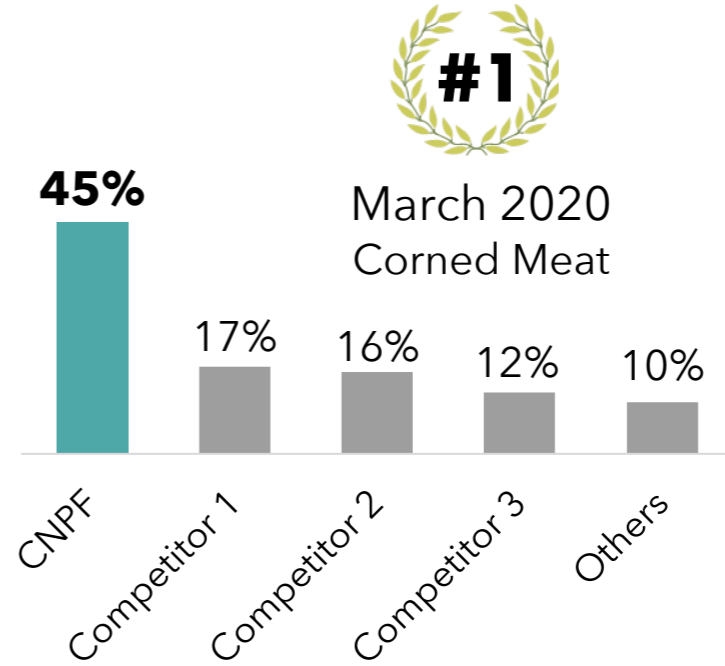
Flagship brand "Century Tuna" is now a champion for health and wellness



Source: Nielsen

MARKET LEADER IN CORNED MEAT

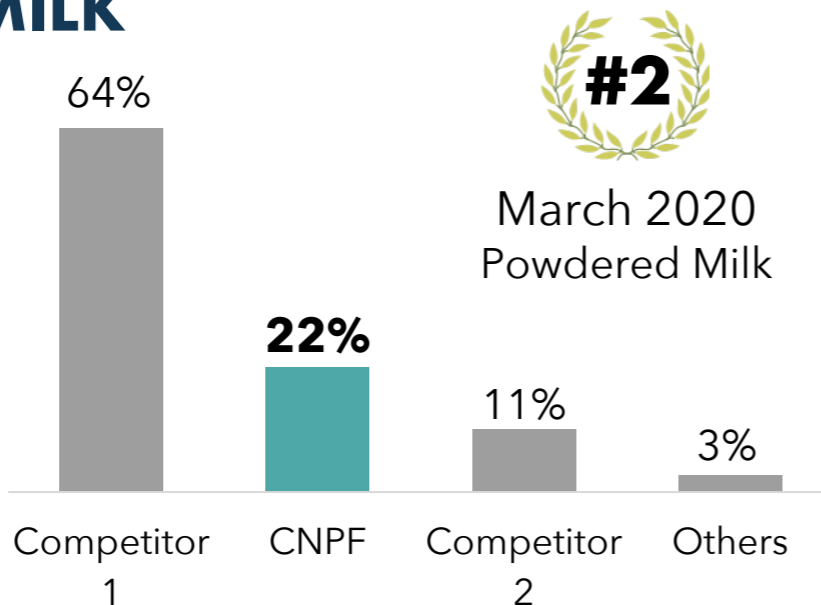
Flagship brand "Argentina" is still the go-to name in terms of affordable yet quality meat products



Source: Nielsen

MARKET SHARE GAINS IN POWDERED MILK

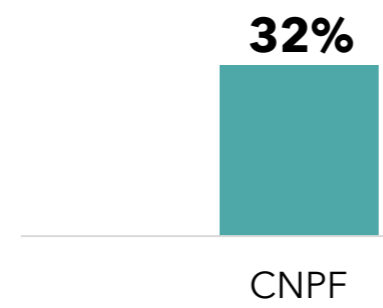
Heritage brand "Birch Tree" is utilized as a platform to expand and grow



Source: Nielsen

AMONG THE LEADING EXPORTERS OF TUNA AND COCONUT OEM

#1 July 2019 Tuna OEM



December 2018 Coconut Water Exports



Source: Bureau of Customs

2

Multiple Brands and Products Catering to All Consumers

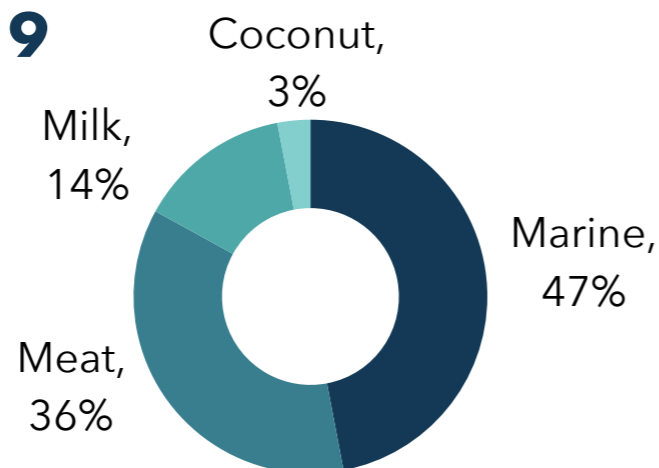


Diverse product portfolio catering to a broad customer base and different customer tastes and needs

Positioning	Value for Money	Mass Market	Affordable Premium
Marine	Lucky 7, FRESCA TUNA	555, BLUE BAY Tuna, KAMAYAN	Century TUNA, Century QUALITY
Meat	Lucky 7, WOW!	555, Shanghai Luncheon Meat, Argentina, Hunts, Swift	
Milk	Home Pride, KAFFE DE ORO	Angel, Birch Tree FORTIFIED	Birch Tree Full Cream Milk Powder

COMPANY PORTFOLIO AS OF END 2019

219 SKUs



SIGNIFICANT BENEFITS OF A MULTI-BRAND, MULTI-PRODUCT PORTFOLIO

- Catering to a broad customer base through multiple brands and capturing a larger share of the consumers' wallet and stomach through multiple segments and products
- Increased bargaining power with suppliers and distributors
- Diversification of risk and facilitate brand consolidation play

3

Strong Focus on R&D-Driven Innovation and Marketing



INNOVATIVE MARKETING CAMPAIGNS



Enhancing brand recognition through active and targeted marketing and promotional campaigns

- Continuous launching of new products and improvements in profitability made possible through intensive R&D
- Promotions capitalize on healthier lifestyles
- Intuitive and appealing ad campaigns employ celebrity endorsers to create must-have and aspirational brands

4 Extensive Market Penetration and Distribution Network



132k

Total Philippine Outlets Serviced by CNPF

950k

Total Philippine Outlets CNPF Products are Available in

Source: Nielsen

Availability Equivalent to **82%** of All Points of Sale in the Philippines

14

Offshore Toll Manufacturers for CNPF Products

65

Countries CNPF Products are Available in

GLOBAL SALES AND DISTRIBUTION NETWORK



AVAILABILITY OF BRANDED PRODUCTS



5

Trusted Partner for Customers Around the World



Works closely with long-standing international partners to produce private label products for sale in international markets

TUNA OEM CERTIFICATIONS



COCONUT OEM CERTIFICATIONS



FORECASTED INDUSTRY GROWTH OF COCONUT PRODUCTS*

Coconut Milk/Cream	Coconut Water	Desiccated Coconut	Virgin Coconut Oil
15-20%	12-20%	9%	8-12%

*2019-2023

**Source: Trade Press, University of Asia & the Pacific

Our Experienced and Dedicated Management Team



Highly experienced professionals in their respective areas of expertise; governance mantra of recruiting the best home-grown or external talent

BOARD COMPOSITION



4 Committees

- Audit Committee
- Board Risk Oversight Committee
- Corporate Governance Committee
- Related Party Transactions Committee

CHRISTOPHER PO
Executive Chairman

- 9 years of experience as Management Consultant at McKinsey, Managing Director at Guggenheim Partners, and Corporate Planning Head at JG Summit

TEODORO PO
President & CEO

- 27 years of experience in running various business units of Century Group; Designed, built, and managed several factories of the group

GREGORY BANZON
EVP & COO

- 22 years of experience in various general management, marketing, and sales roles including VP - Marketing of Johnson & Johnson ASEAN, Country General Manager of Johnson & Johnson Indonesia, and General Manager at RFM

EDWIN AFRICA
SVP - GM Meat

- 22 years of experience in general and brand management roles in the Philippines, Taiwan, Thailand, Singapore, Malaysia, and China
- Procter & Gamble from 1991 to 2001, Nippon Paint from 2001 to 2004, and Pepsico from 2005-2012

OSCAR POBRE
VP & CFO

- 23 years managing the corporate finance, treasury, accounting, and controllership at Century Group of Companies
- 17 years of experience in finance functions at RFM, Cosmos, Dole, and Meralco

CEZAR CRUZ
VP - GM Sardines

- 29 years of experience in various technical, operations, and business development roles at San Miguel and RFM
- President of the Sardine Association of the Philippines

RONALD AGONCILLO
VP - GM Milk & Mixes

- 19 years of experience in various national sales management, engineering, and logistics roles at Unilever Philippines and Indonesia, 3M, Shell, Cadbury, and San Miguel

NOEL TEMPONGKO
VP - GM Coconut

- 27 years of experience in various general management roles in fast-moving consumer goods companies including San Miguel Yamamura Packaging Corp and The Purefoods-Hormel Company Inc.

TEDDY KHO
VP - GM Tuna OEM Exports

- 21 years of experience in various management, operations, and technical roles including President and General Manager of San Miguel Foods Vietnam and Plant Manager of San Miguel Hoecheong

WILHELMINO NICOLASORA
VP - Domestic Sales

- 9 years of experience in sales management roles at Unilever Philippines, PepsiCo International, and Kimberly-Clark Philippines and Thailand

Strategic Priorities



1

Reinforce current businesses and brands to deliver quality and value-for-money products that generate attractive returns through responsible sourcing and operational excellence

2

Strengthen the organization that attracts, nurtures, and retains passionate and high performing corporate entrepreneurs and teams who live balanced lives

3

Pioneer the development of healthier and tastier food and beverages that consumers love and trust through latest credible nutrition science and effective branding

4

Scale up the business across the globe by creating consumer and customer connections and experiences in a more profitable and sustainable way across the value chain



LATEST FINANCIAL PERFORMANCE



Q1 2020 Financial Results Highlights



TOTAL REVENUE GROWTH

+24%
1Q

BRANDED REVENUE GROWTH

+31%
1Q

GROSS PROFIT GROWTH

+43%
1Q

OPERATING INCOME GROWTH

+30%
1Q

EBITDA GROWTH

+27%
1Q

NET INCOME GROWTH

+31%
1Q

Q1 2020 Summarized P&L



In PHP Mill	Q1 2019	Q1 2020	Change YoY
Net Revenues	9,744	12,110	24%
Cost of Sales	7,564	8,992	19%
Gross Profit	2,180	3,118	43%
Operating Expenses	1,172	1,710	46%
Operating Income	1,116	1,448	30%
EBITDA	1,323	1,686	27%
Financing Cost - Net	91	77	-16%
Income before Tax	1,025	1,372	34%
Income Tax	232	334	44%
Net Income	793	1,038	31%
Earnings per Share	0.22	0.29	31%
Margins (%)			
Gross Profit	22.4%	25.7%	+3.3 pps
Operating Expenses	12.0%	14.1%	+2.1 pps
Operating Income	11.4%	12.0%	+0.6 pps
EBITDA	13.6%	13.9%	+0.3 pps
Net Income	8.1%	8.6%	+0.5 pps

- Revenue growth driven by **BRANDED OUTPERFORMANCE**
- Significant increase in branded sales due to **HEIGHTENED DEMAND DURING COVID-19 ECQ***

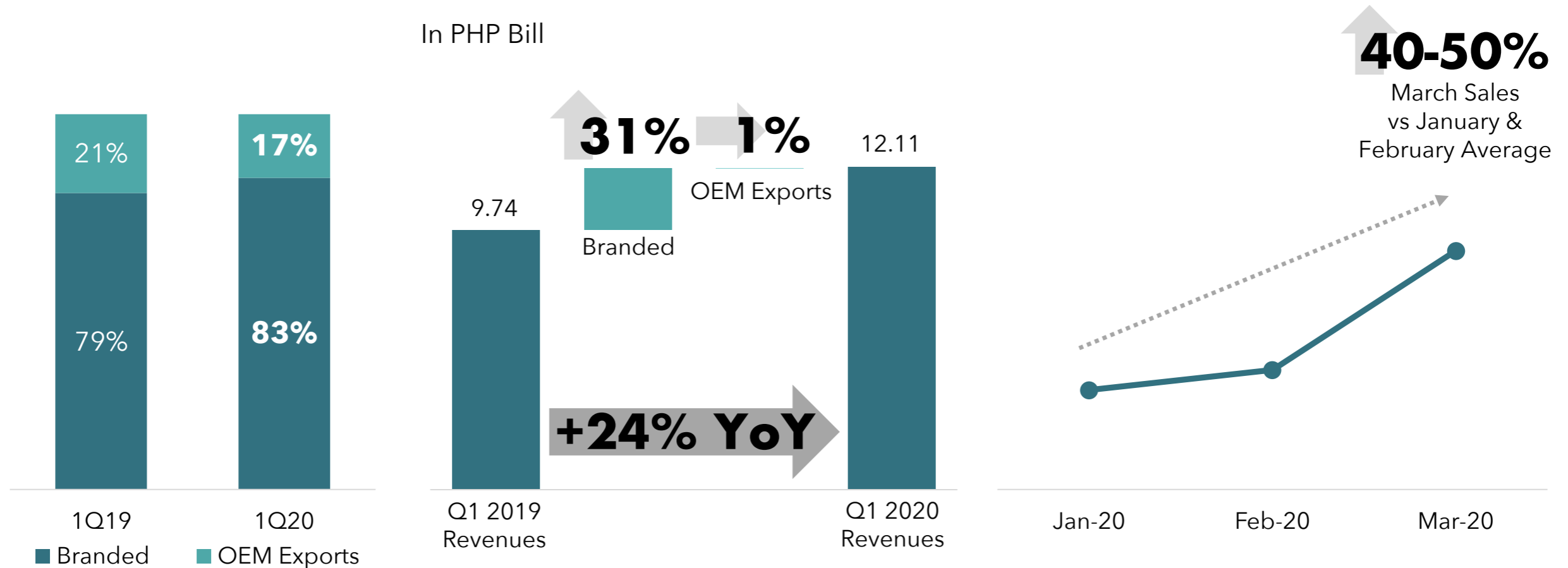
- Favorable inventory hedges and subdued costs improve gross profit but **ONE-OFF COVID-19 COSTS** drive operating expense higher
- Lower financing cost driven by **PARTIAL REPAYMENT OF DEBT**

- Net income growth **ACCELERATES TO +31%**, exceeding normal target of 10-15%

Branded Growth Accelerates to +31%; March Sales Surge Amidst ECQ Pantry-Stocking



Revenue Breakdown | Q1 Revenue Growth Split | Q1 Branded Revenue Trend

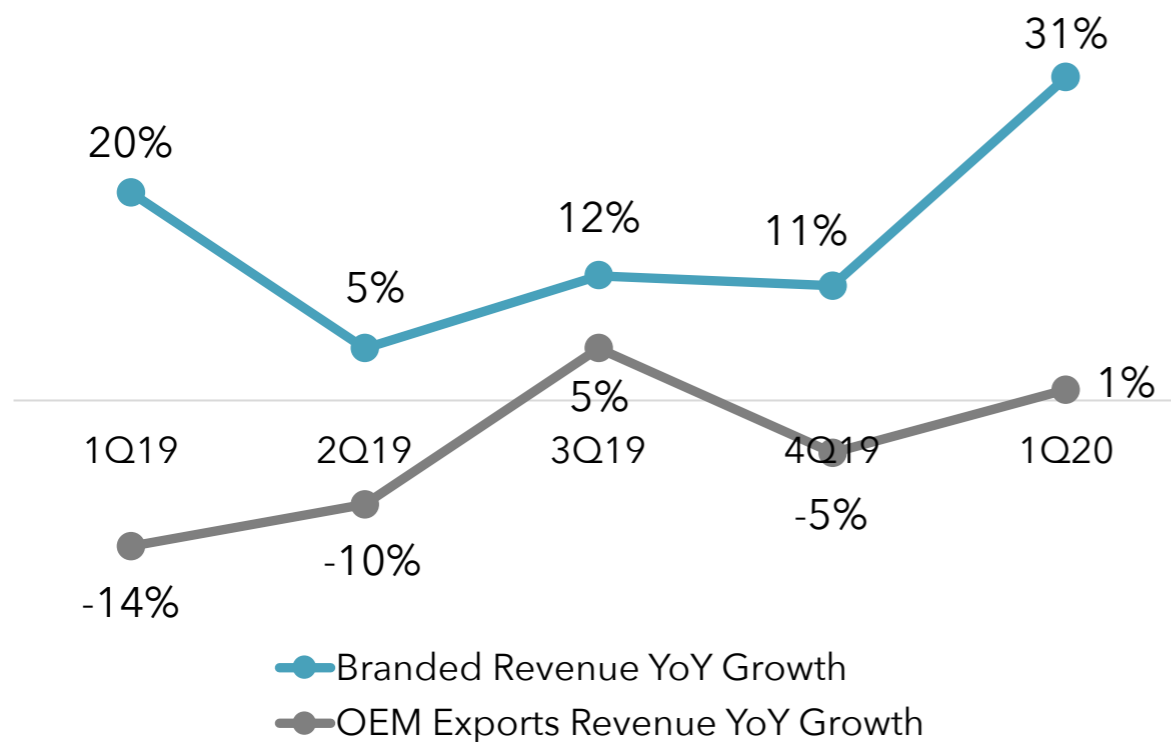


- **VOLUME-DRIVEN** revenue increase across all three branded units - Marine, Meat, and Milk
- ECQ demand spike in March benefitting **SHELF-STABLE FOOD PRODUCTS CONSUMED AT HOME** particularly tuna, sardines, and canned meat
- Flat OEM exports sales due to **SUBDUED PASS-ON COMMODITY PRICES AND CAPACITY PRIORITIZATION**

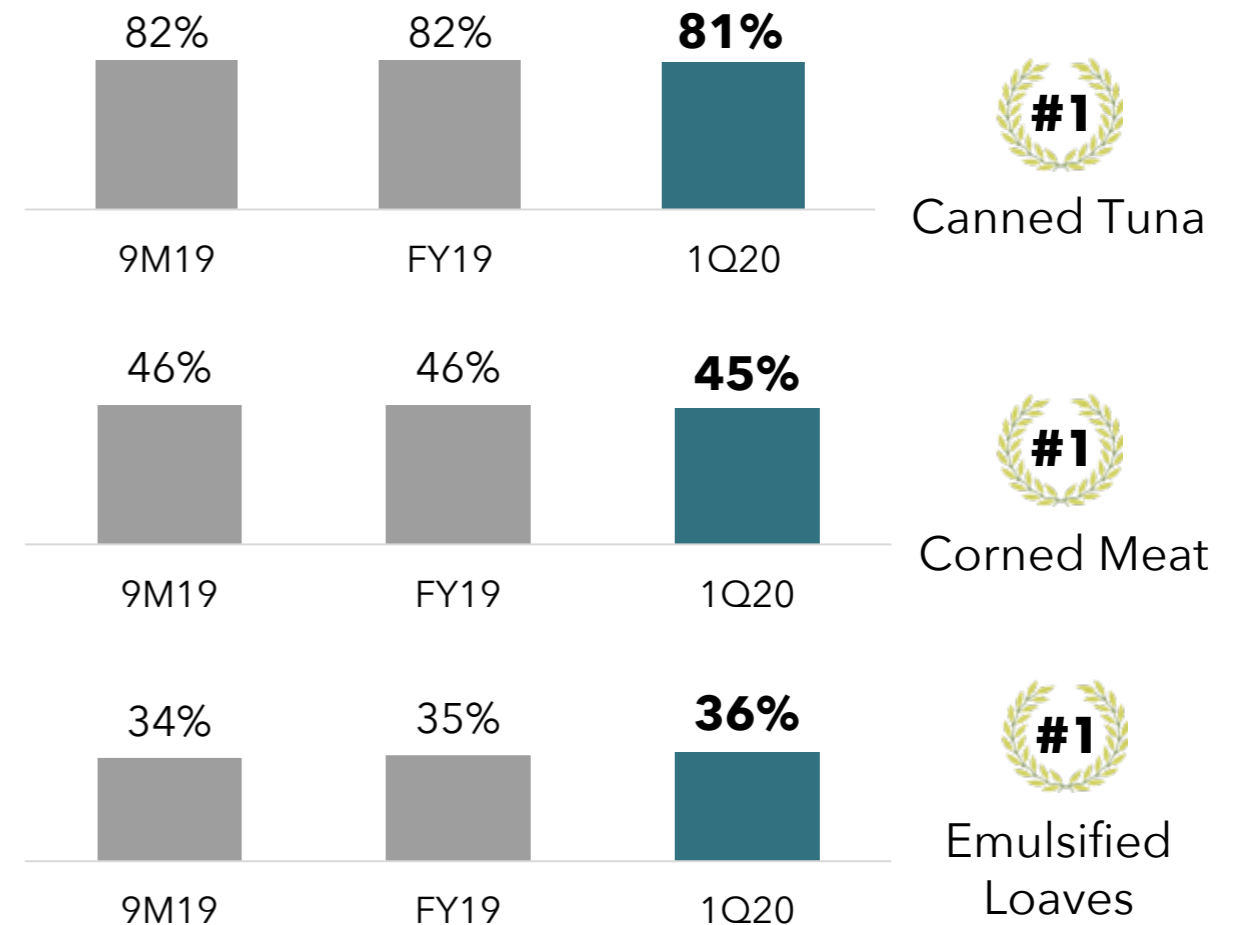
Branded Continues to Outperform; Sustains Healthy Double-Digit Growth Even Pre-COVID-19



Revenue Growth Trend



Market Shares*



- **MARINE AND MEAT** revert back to double-digit growth in January and February, even before the COVID-19 impact
- Market leadership in core categories maintained given **STRONG BRAND RECOGNITION AND EXTENSIVE DISTRIBUTION**; Familiar and trusted brands expected to benefit during the ECQ

Milk Maintains Strong Challenger Position; Sales Uplift for Product Innovations During ECQ



Powdered Milk Market Share Trend



New Product Developments

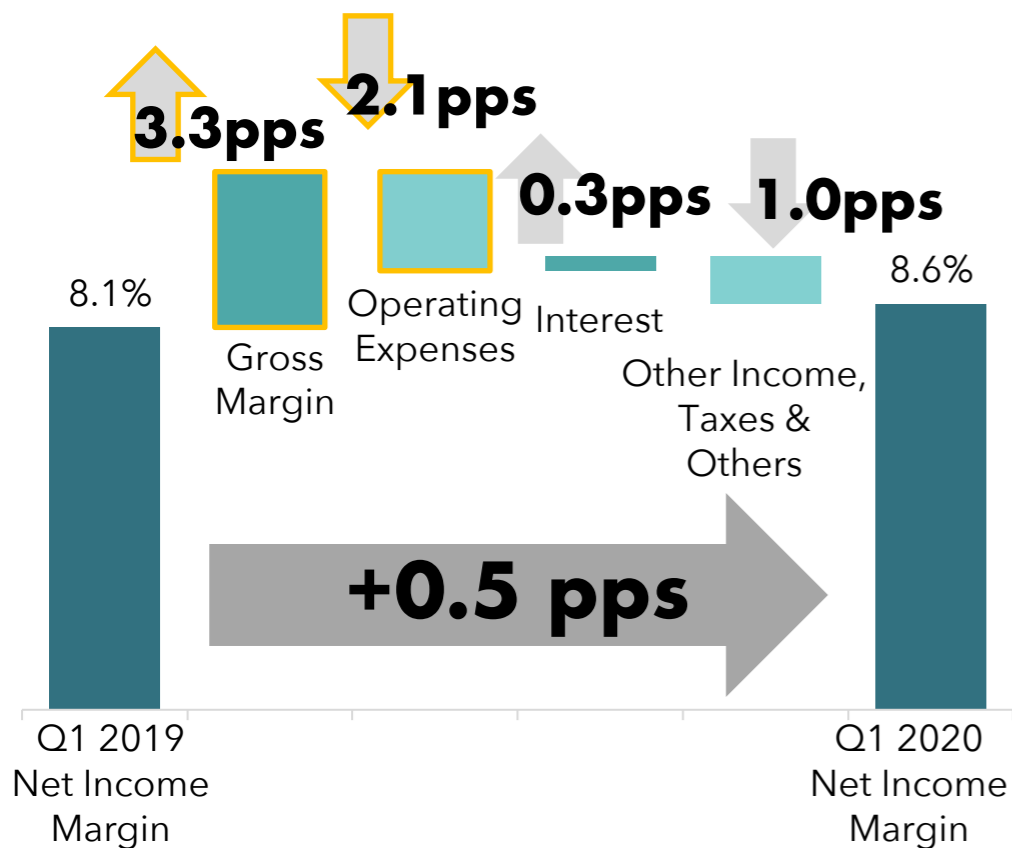


- **POWDERED MILK SUSTAINS STRONG GROWTH** before and during ECQ
- New product innovations also seeing **UPTICK IN DEMAND** - choco milk leveraging on Birch Tree momentum and Coco Mama benefitting from increased trial amidst lockdown

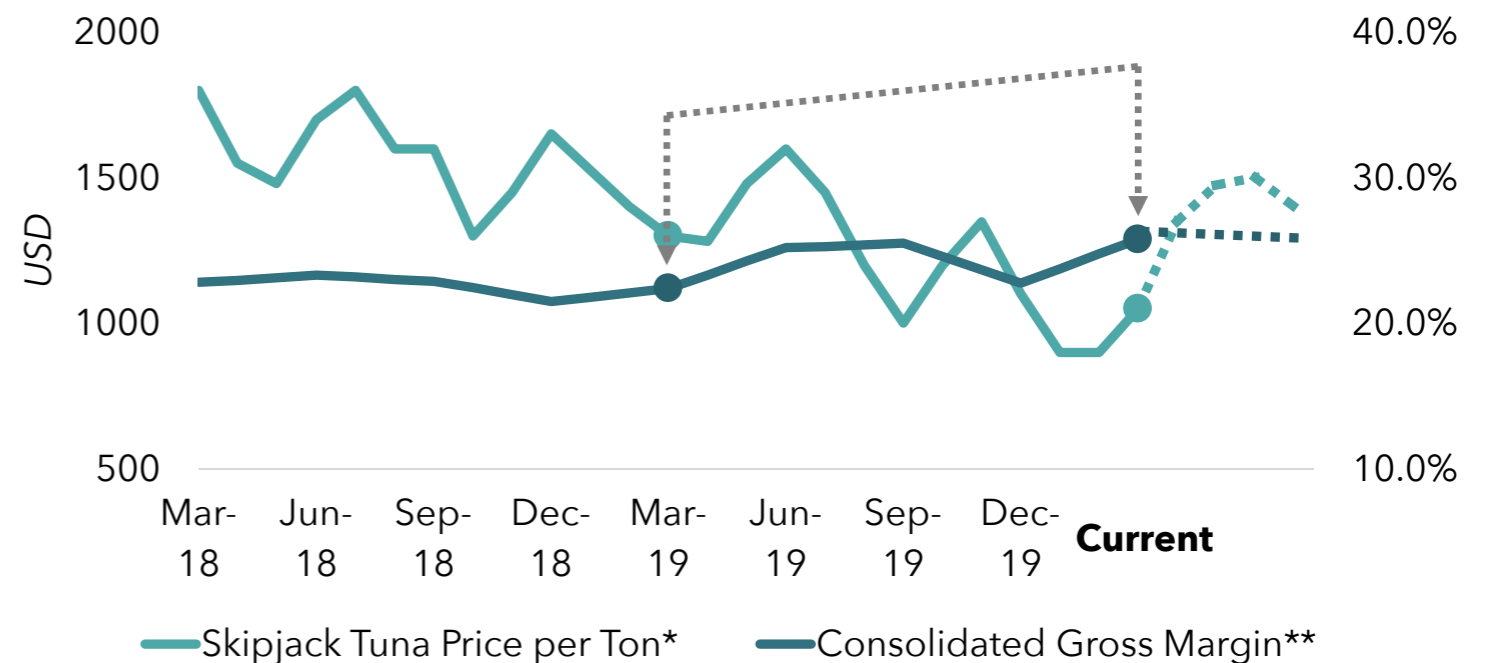
Favorable Input Costs and Hedging Strategies Drive Profit Margin Higher



1Q20 Net Income Margin Bridge



Consolidated Gross Margins versus Skipjack Tuna Prices monthly with 3-month delay



- **SUBDUED INPUT PRICES AND INVENTORY HEDGES** drive increase in gross margin YoY
- Partial repayment of interest-bearing debt result in **LOWER INTEREST COST**
- **NET INCOME MARGIN IMPROVES** despite higher OpEx from one-off COVID-19 costs

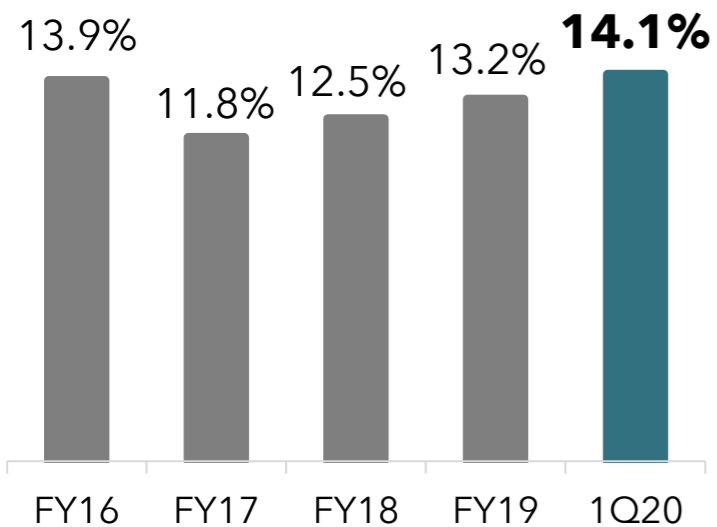
*Source: http://investor.thaiunion.com/raw_material.html

**Source: CNPF

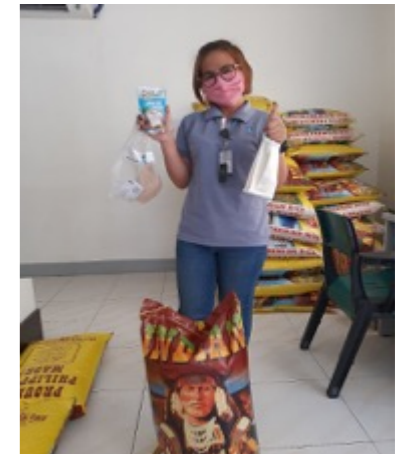
Increase in Operating Expenses Primarily from One-Off COVID-19 Costs, As Well As Brand Investments in Early Q1



Operating Expenses as % of Sales*



COVID-19 Expenses



- One-off COVID-19 costs mainly from stricter **HEALTH AND SAFETY PROTOCOLS, AS WELL AS EMPLOYEE SUPPORT AND FINANCIAL ASSISTANCE**

Increase in Operating Expenses Primarily from One-Off COVID-19 Costs, As Well As Brand Investments in Early Q1

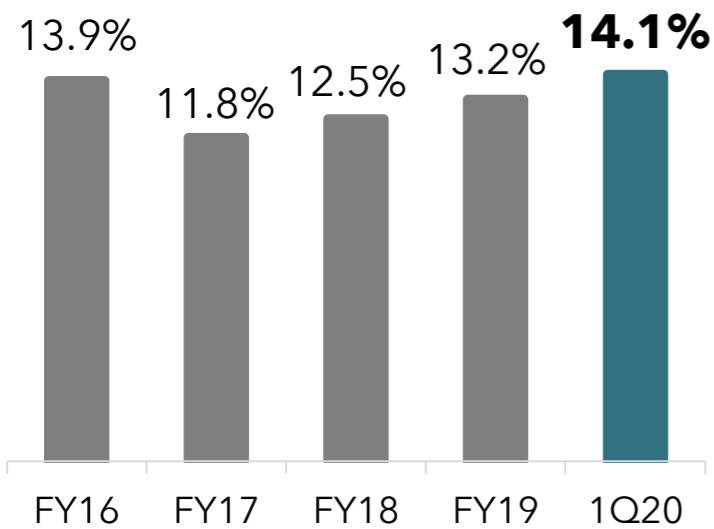


Operating Expenses
as % of Sales*

Early Q1 Marketing Campaigns

Biennial Century Tuna
Superbod Event

New Product
Launched in 2019



- **BRAND-BUILDING INVESTMENTS** continued for core products and new products pre-COVID-19 demand spike

Higher Margins Year-on-Year Across Gross, Operating, and Net Income Levels

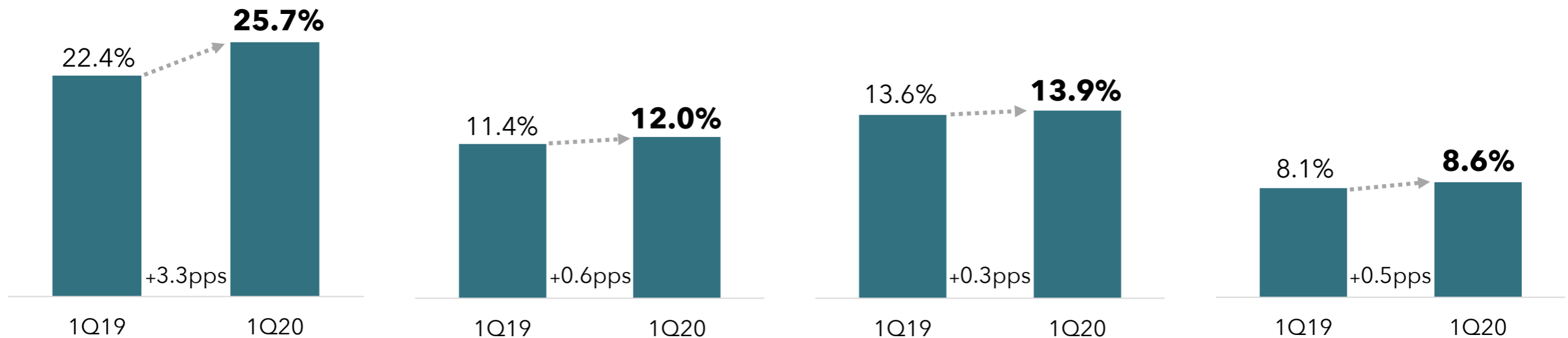


Gross Margin

Operating Margin

EBITDA Margin

Net Margin



- Improvement in gross margin driven by **SUBDUED INPUT PRICES AND INVENTORY HEDGES**
- Moderate increase in operating margin due to **JUMP IN OPERATING EXPENSES** from one-off COVID-19 costs and early brand investments
- **DECLINE IN FINANCING COSTS** brings net margin higher year-on-year

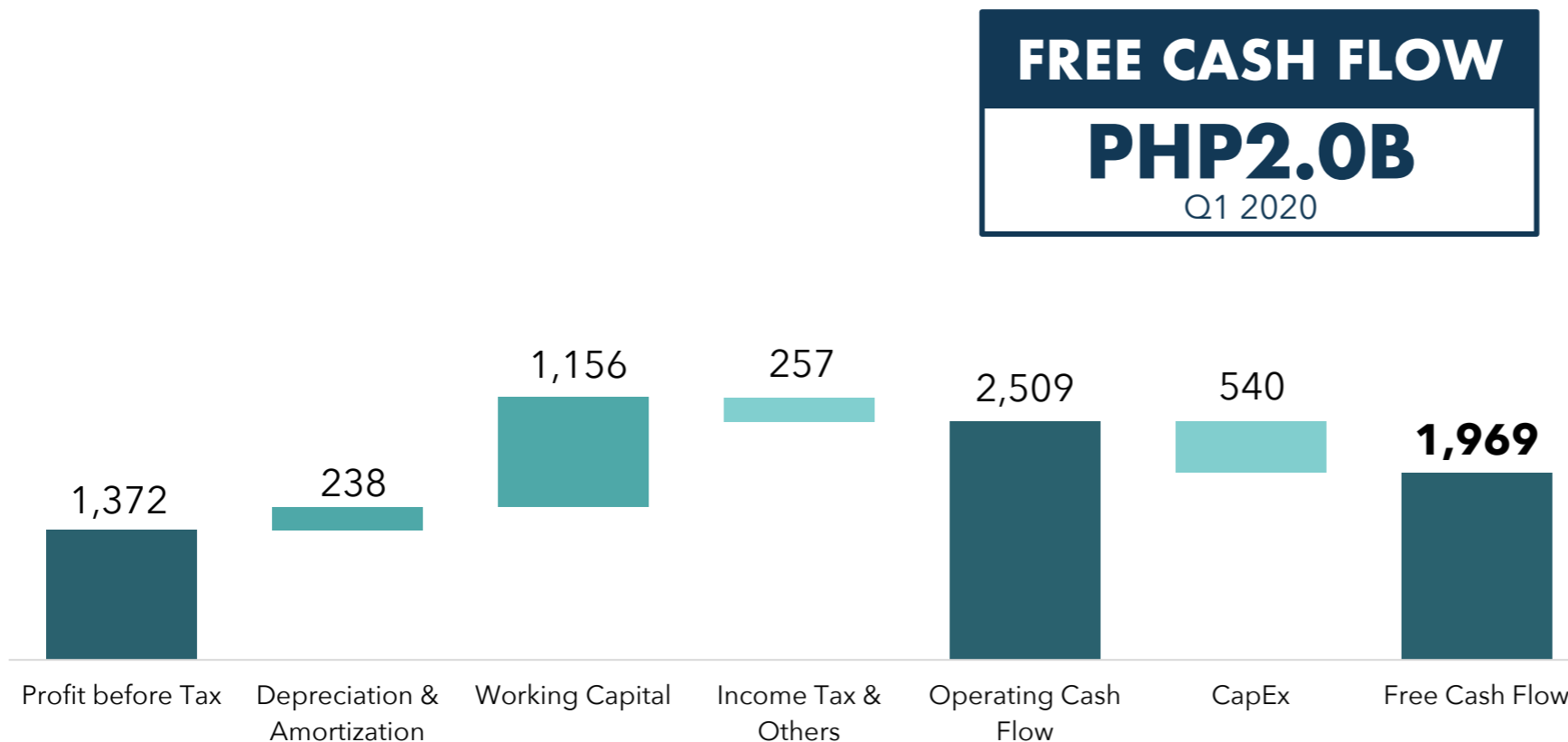
Positive Operating and Free Cash Flows; Excess Cash Used for Debt Repayment



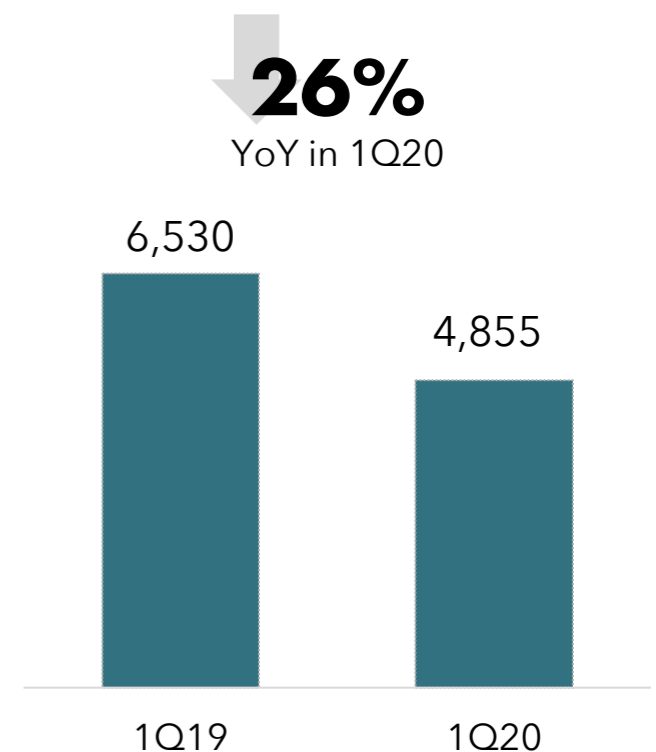
Free Cash Flow Bridge

Interest-Bearing Debt

In PHP Mill



In PHP Mill



- Healthy free cash flow generation due to **LOWER INVENTORY LEVELS**
- **PARTIAL REPAYMENT OF SHORT-TERM DEBT** to bring down interest expense
- **c.PHP1.5 BILLION 2020 CAPEX** program remains unchanged



COVID-19 UPDATE & LATEST OUTLOOK



Situation Remains Dynamic Though Upside Likely Relative to 10-15% Target



COVID-19 Update

TOP LINE

- Heightened demand primarily in canned food during ECQ due to the nature of products
- Higher than usual sales continues through April, albeit at a more tempered pace relative to March
- Demand post-ECQ remains uncertain, though replenishment of trade inventory levels expected even if consumer demand may soften

BOTTOM LINE

- May largely follow top line
- Aiming for high teens growth

Continuing to Operate and Supply Products Amidst Government-Implemented Community Quarantine



COVID-19 Update

Our production, distribution, and warehouse facilities, alongside other critical functions, are **OPERATIONAL AROUND THE CLOCK**.



Tagged as an **ESSENTIAL INDUSTRY**, along with our suppliers and trade distributors



Maintaining a decent **CUSTOMER SERVICE LEVEL** amidst an uptick in demand



Ensuring our products are **READILY AVAILABLE** together with the Department of Trade and Industry and the Inter Agency Task Force

The **HEALTH, SAFETY, AND FINANCIAL PROTECTION** of our workforce remain paramount.



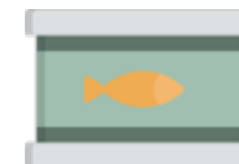
Stricter security and safety protocols across all worksites



Free transportation, accommodation, and meals as needed



Advanced release of payroll and pro-rated 13th month pay



Distributed free canned products and vitamins

Positioned to Benefit from the Emergence of New Consumer Trends



Consumer Trends

Cooking at Home

Century Pacific Food, Inc.
May 3 at 10:00 AM · 🌐

One of the most-searched merienda recipe this ECQ period. Everybody's favorite, Coco Mama Ginataang Bilo-Bilo #WeekendDelights #CenturyCares

Ingredients:
Glutinous Rice Balls:
1 ½ cups glutinous rice powder... See More

YOUTUBE.COM
Ginataang Bilo-Bilo Recipe with Coco Mama Fresh Gata
Easygoing-nang gumawa ng Ginataang Bilo-Bilo with Coco Mama...

Century Pacific Food, Inc.
April 26 at 10:00 AM · 🌐

Don't let the heat lock down your craving for something cool and sweet - Angel Milk homemade ice cream on sticks #WeekendDelights #CenturyCares #loveAngelMilk

Ingredients:
3 pieces medium sized ripe mango, diced and pureed using a blender
2-370 ml Angel All Purpose Creamer, chilled overnight... See More

Health & Safety

Non-Traditional Channels

Value for Money



Joining the Nation in Its Fight Against COVID-19



Employee & Community Outreach

Served
126
HOSPITALS
AND FACILITIES
with
157,590
SNACKS



Serving
VARIOUS
COMMUNITIES
with
1 MILLION
ASSORTED FOOD
PACKS

Ensuring enough affordable products are available to those who need them most

Providing our employees with care and financial aid, especially to our frontliners who ensure that our products are always available

Earmarking financial support to employees, communities, and various institutions

Increased Efforts in Addressing the Needs of a Wider Group of Stakeholders



Corporate Communications





OTHER FINANCIALS



Q1 2020 Summarized Cash Flow



In PHP Mill	Q1 2019	Q1 2020
Profit before Tax	1,025	1,372
Depreciation & Amortization	207	238
Working Capital Change	(1,635)	1,156
Income Tax	(232)	(334)
Others	76	77
OPERATING CASH FLOWS	(559)	2,509
Additions to PPE	(309)	(540)
INVESTING CASH FLOWS	(309)	(540)
Interest Paid	(91)	(77)
Change in Debt	217	(665)
FINANCING CASH FLOWS	126	(794)
NET CHANGE IN CASH	(742)	1,175
CASH, ENDING	935	2,782
FREE CASH FLOW	(868)	1,969

- Decline driven by **LOWER INVENTORY** due to significant jump in sales

- Revert to **POSITIVE OPERATING CASH FLOW**

- CapEx program continues in spite of COVID-19; some expansion programs **ACCELERATED**

- Decline in interest cost due to **DECREASE IN DEBT LEVEL**

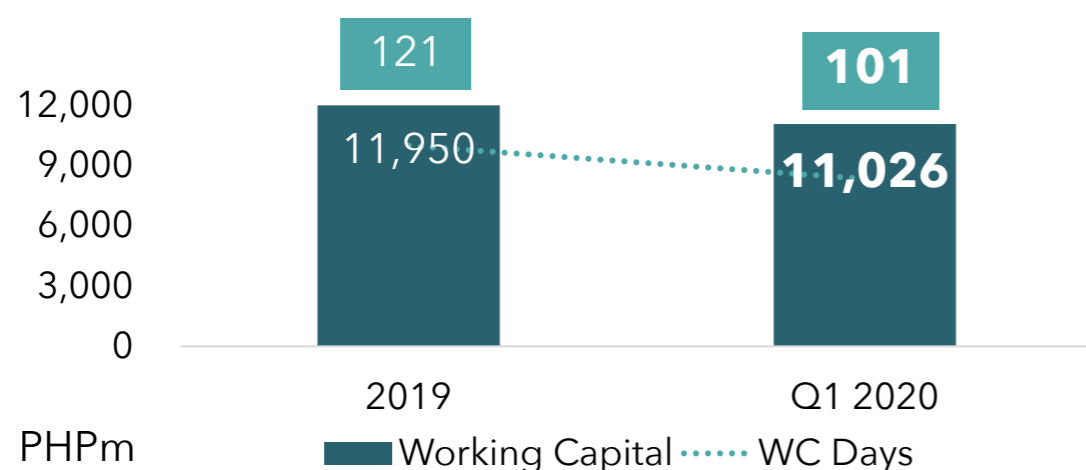
- Decrease in PHP-denominated debt year-to-date due to **CONTINUED REPAYMENTS**

Working Capital Details

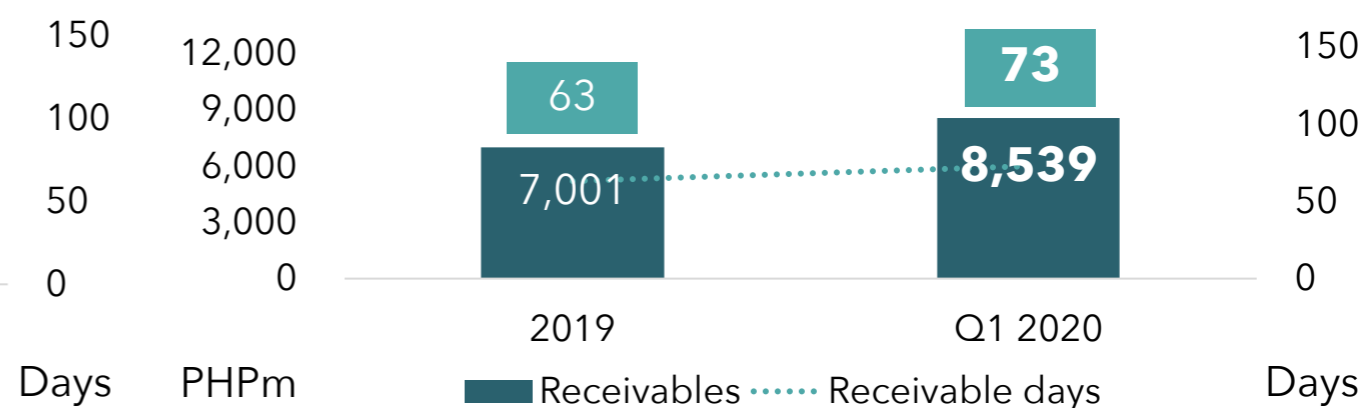


- Lower inventory level driven by **DEMAND SURGE IN MARCH AMIDST PANTRY-STOCKING**
- Longer receivable days of 73 **OFFSET** by stretch in payable days to 92
- **STRICT MONITORING OF RECEIVABLES** amidst current economic conditions

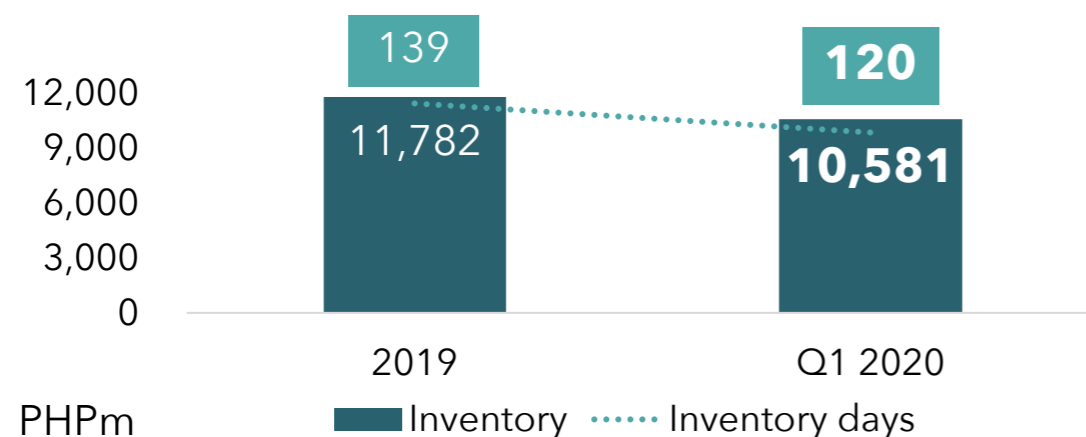
WORKING CAPITAL



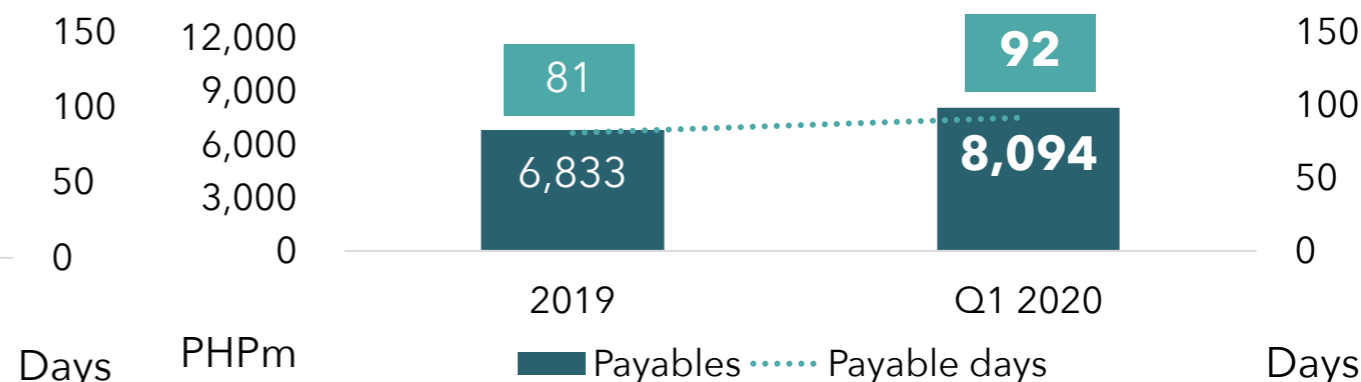
RECEIVABLES



INVENTORY



PAYABLES



Q1 2020 Summarized Balance Sheet



In PHP Mill	2019	Q1 2020	In PHP Mill	2019	Q1 2020
Cash	1,608	2,782	Trade and Other Payables	6,833	8,094
Receivables	7,001	8,539	Notes Payable - Current	2,434	1,799
Inventory	11,782	10,581	Long-Term Loan	3,087	3,057
Current Assets	21,515	23,066	TOTAL LIABILITIES	13,434	14,352
PPE	6,415	6,773	Retained Earnings	10,611	11,649
Non-Current Assets	11,074	11,478	TOTAL EQUITY	19,154	20,193
TOTAL ASSETS	32,589	34,544	BVPS (PHP/share)	5.41	5.70

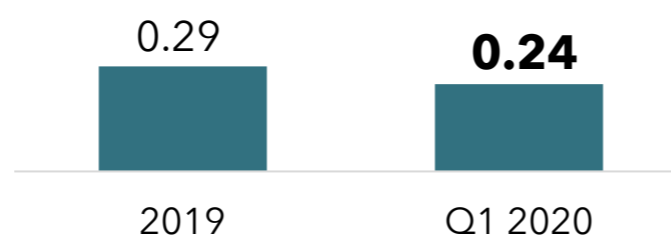
- Improvement in **CASH CONVERSION CYCLE** to 101 days versus 121 days as of end-2019
- Decline in **INVENTORY** due to surge in demand amidst COVID-19 ECQ

- Loans totaling PHP4.9 billion **ALL PESO-DENOMINATED**
- Q1 2020 consolidated **NET INCOME** of PHP1.0 billion

Financial Ratios

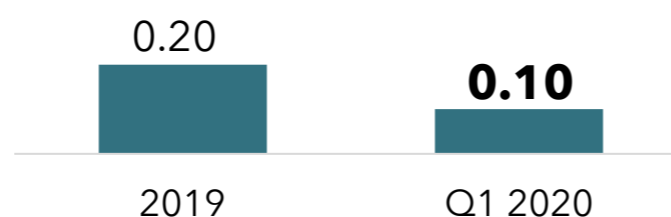


Gearing (x)



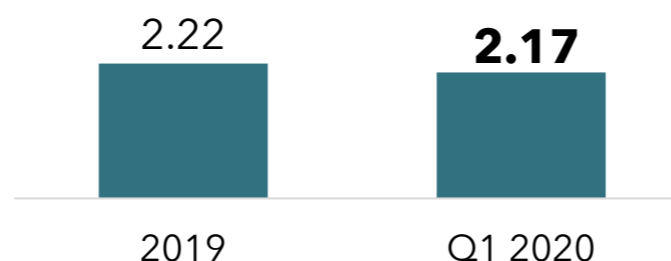
- **COMFORTABLE LEVEL** of gearing ratios maintained

Net Gearing (x)



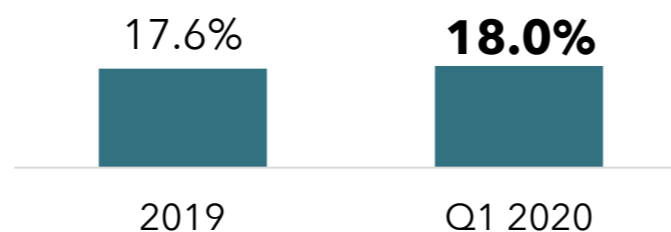
- **DECREASE IN PESO-DENOMINATED DEBT** led to lower leverage ratios

Current Ratio (x)



- Improvement in current ratio implies **HEALTHY LIQUIDITY**

Return on Equity

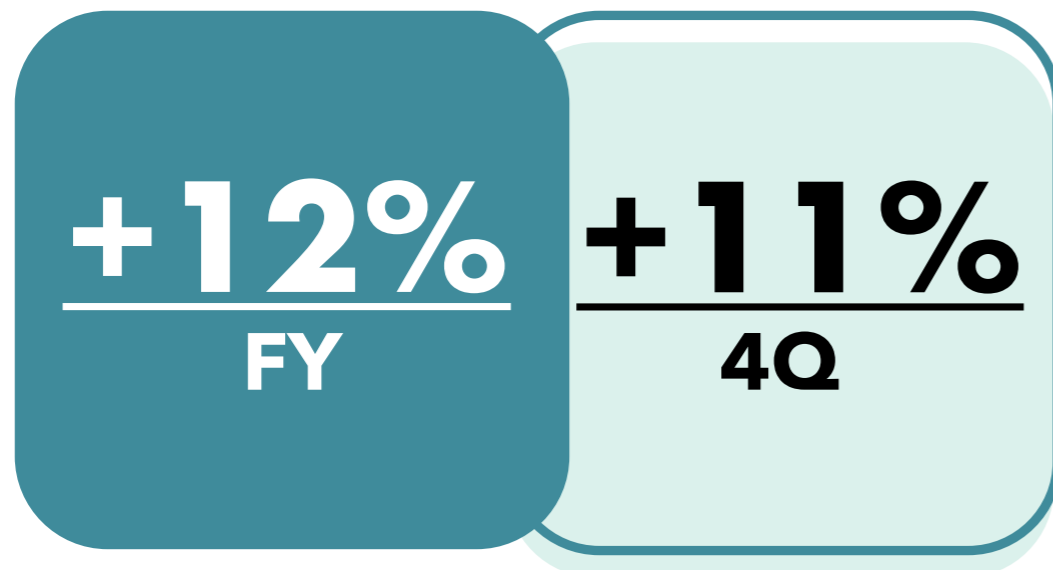


- **ATTRACTIVE RETURN RATIOS** with ROE in the high teens

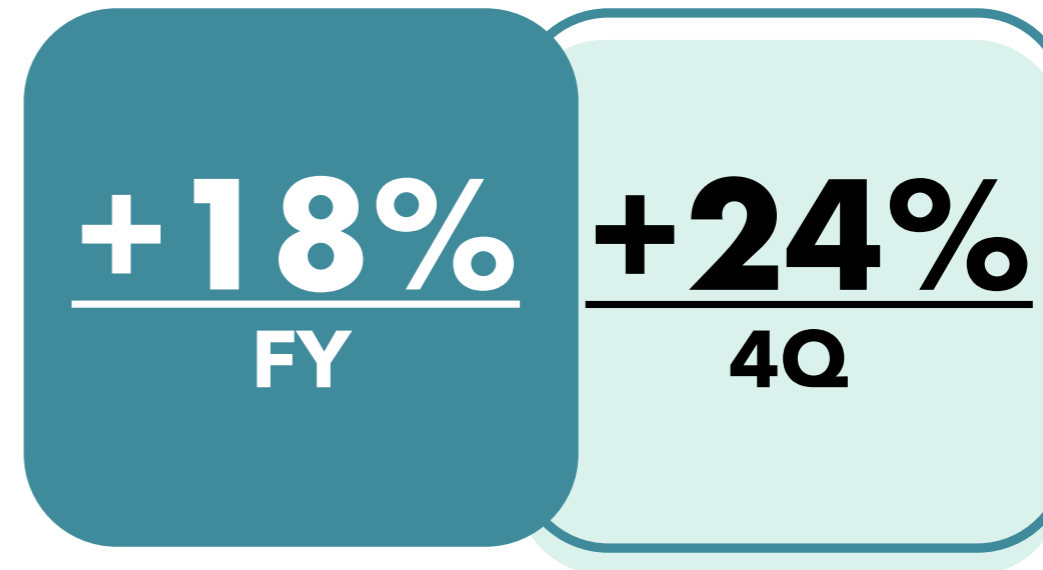
FY 2019 Audited Financial Results Highlights



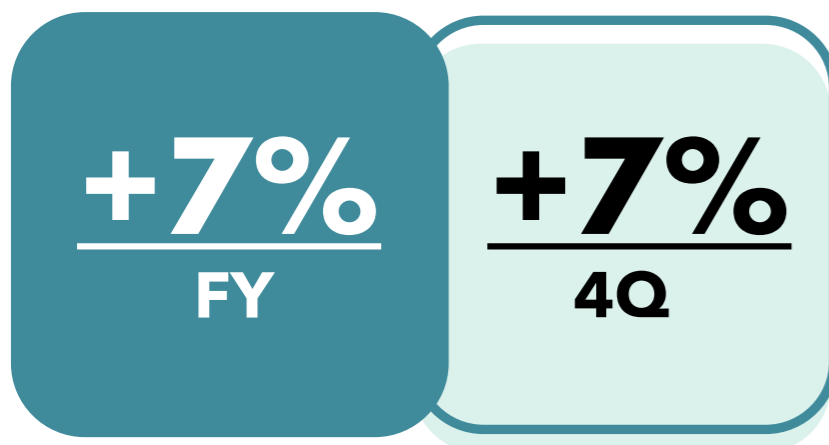
BRANDED REVENUE GROWTH



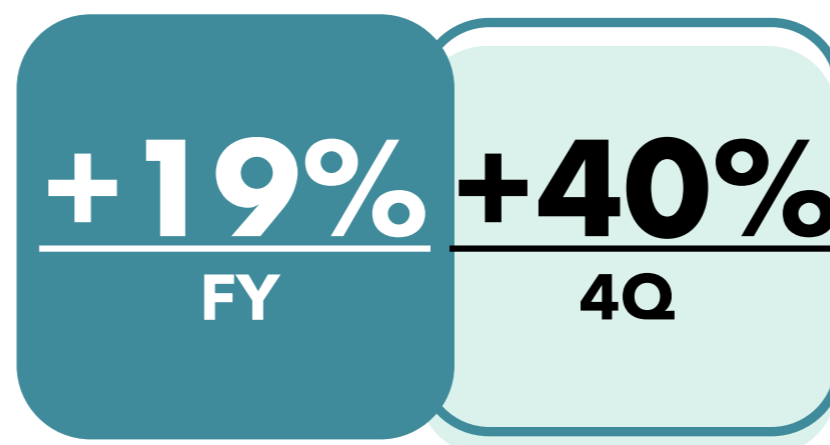
EBITDA GROWTH



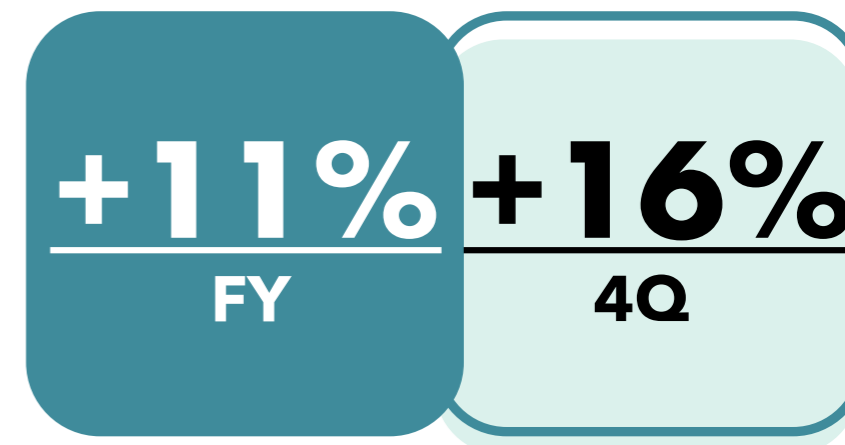
TOTAL REVENUE GROWTH



GROSS PROFIT GROWTH



NET INCOME GROWTH



FY 2019 Summarized Audited P&L



In PHP Mill	FY 2018	FY 2019	Change YoY
Net Revenues	37,885	40,560	7%
Cost of Sales	29,738	30,836	4%
Gross Profit	8,148	9,724	19%
Operating Expenses	4,721	5,333	13%
Operating Income	3,799	4,408	16%
EBITDA	4,526	5,340	18%
Financing Cost - Net	197	369	88%
Income before Tax	3,602	4,039	12%
Income Tax	768	890	16%
Net Income	2,834	3,149	11%
Earnings per Share	0.80	0.89	11%
Margins (%)			
Gross Profit	21.5%	24.0%	+2.5 pps
Operating Expenses	12.5%	13.1%	+0.6 pps
Operating Income	10.0%	10.9%	+0.9 pps
EBITDA	11.9%	13.2%	+1.3 pps
Net Income	7.5%	7.8%	+0.3 pps

- Revenue growth driven by **DOUBLE-DIGIT INCREASE IN BRANDED SALES**
- **LOWER COMMODITY PRICES** result in decline in OEM export sales, but improve overall profitability

- Gross profit improvement due to **FAVORABLE INPUT COSTS**
- Expansion in gross margin allowed for **INVESTMENTS IN BRANDS AND NEW PRODUCTS**
- Increase in financing cost to support **INVENTORY HEDGE**

- Consolidated net income **HITS FULL-YEAR TARGET OF DOUBLE-DIGIT GROWTH AT +11%**



STOCK & INVESTOR RELATIONS HIGHLIGHTS



Stock Highlights



MARKET CAPITALIZATION

\$0.8B

December 2015

\$1.0B

May 2020

AVERAGE DAILY VALUE TRADED

\$0.2M

2015

\$0.3M

Last Three Months

STOCK PRICE PERFORMANCE

(BLOOMBERG TICKER: CNPF PM)

PHP/SHARE



	CNPF	Philippine Consumer Average
PER	13.9x	18.4x
PBV	2.3x	2.7x
ROE	17.7%	13.6%
Operating Margin*	12.5%	10.4%
Net Income Margin*	7.9%	6.8%

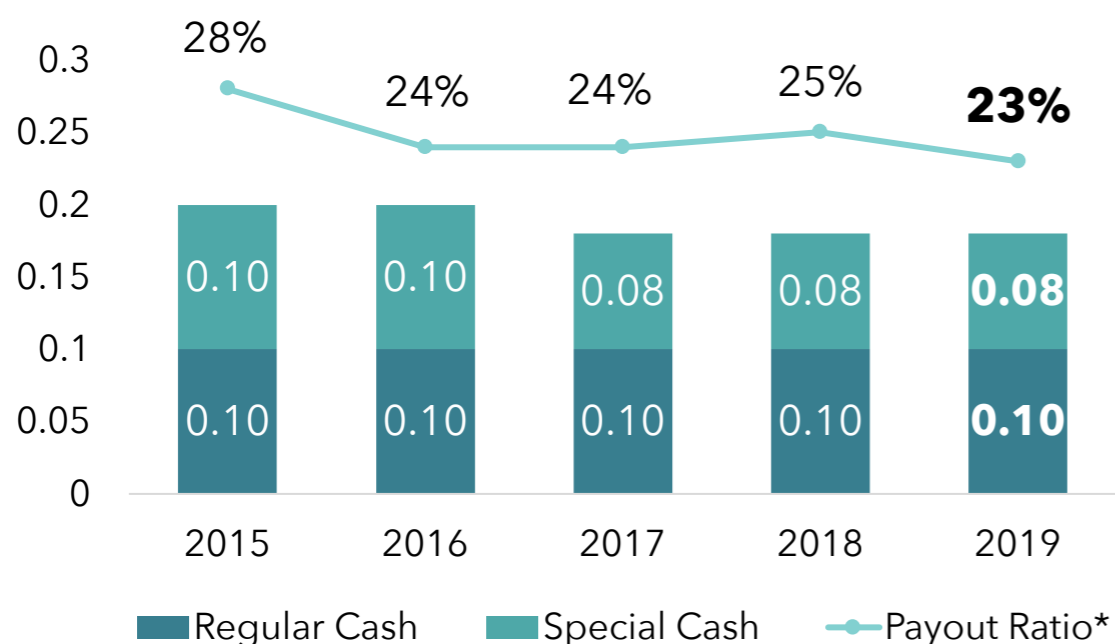
Source: BPI Securities 2020 Estimates as of 8 May 2020

*Bloomberg, trailing 12 months

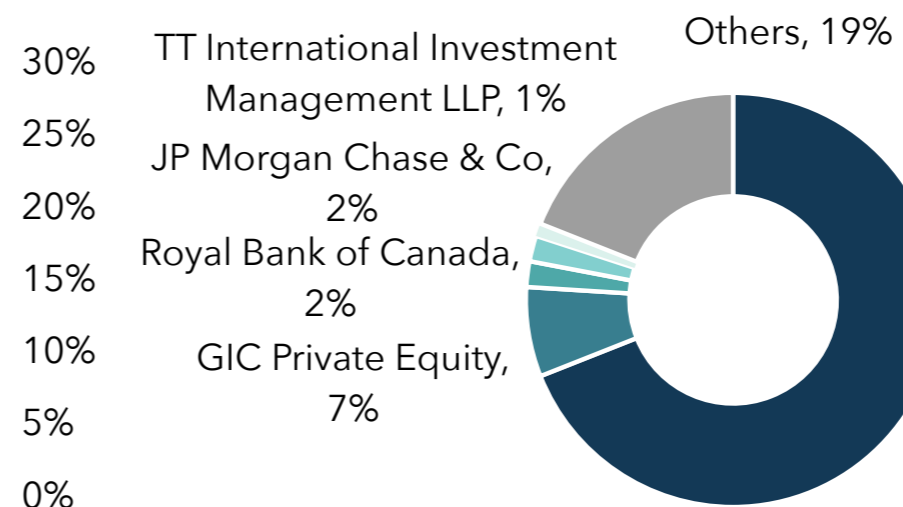
Stock Highlights



DIVIDEND HISTORY



SHAREHOLDERS**



Free Float Level: 31%
Foreign Ownership Limit: 100%

	Declaration Date	Record Date	Payment Date
2015	June 30	July 30	August 25
2016	June 15	July 15	August 10
2017	June 30	July 28	August 23
2018	July 3	July 17	August 8
2019	July 1	July 31	August 16
50% Stock Dividend	3 June 2016	15 July 2016	10 August 2016

*Of previous year's net income
**Source: Bloomberg, May 2020

Investor Relations Highlights



Current Price

PHP14.30

52-Week Range

PHP9.53 -16.00

YTD Average Turnover

USD0.2 Million

Market Capitalization

PHP50.65 Billion
USD1.00 Billion

Free Float

31%

YTD Absolute Performance

-5.8%

YTD Relative to Index

+21.9%

YTD Relative to Sector

+8.4%

3-Month Absolute Performance

-5.3%

3-Month Relative to Index

+19.4%

3-Month Relative to Sector

+9.1%

SELL-SIDE ACTIVE COVERAGE* **

Institution	Analyst	Latest Call
BDO Nomura	Diane Go	BUY
BPI Jefferies	Miguel Sevidal	BUY
CLSA	Joyce Ramos	BUY
COL Financial	Justin Cheng	BUY
Credit Suisse	Hazel Tanedo	OUTPERFORM
First Metro DBS	Mark Angeles	BUY
Macquarie	Karisa Magpayo	OUTPERFORM
Maybank ATRKE	Fredrick De Guzman	BUY
PNB	Alvin Arogo	OUTPERFORM
Regina Capital	Pia Magalong	BUY
Regis	Carissa Mangubat	BUY



*As of 8 May 2020

**At least one research report published in the past 12 months as of 8 May 2020

Investor Relations Highlights



Award winner
South East Asia 2019

Best Annual Report (Small Cap)
IR Magazine Awards
South East Asia
2019

CNPF's 2018 Glossy Annual Report can be found on the Company's corporate website.

Investor Relations > Investor Presentations & Reports

<https://tinyurl.com/CNPF-Annual-Report-2018>

Investor Relations Highlights



Investor Conferences

Macquarie Asia Consumer Conference

May 11 (Virtual)

Citi Pan Asia Regional Conference

May 19 (Virtual)

Nomura Investment Forum Asia

June 3 (Virtual)

Earnings Release

Annual Stockholders Meeting

June 30 (Virtual)

2Q20 Earnings Release

August 5

3Q20 Earnings Release

November 4

**Schedule updated as of 8 May 2020*

Award Highlights



Stock & Investor Relations Milestones



**Initial Public Offering
Best Deal in the Philippines**
Asset Publishing & Research Ltd.
2014



Philippine Small Cap Index
MSCI
2016



**Small Cap & All Cap Indices
Asia Pacific**
FTSE
2017



**Philippines' Third Best
at Investor Relations**
Finance Asia
2018



**Philippines' Third Best
Investor Relations Professional**
Institutional Investor
2018



**Certificate for Excellence
in Investor Relations**
*IR Magazine Awards
South East Asia*
2018



**Best Overall Investor
Relations (Small Cap), Best
Investor Relations Officer
Finalist (Small-Mid Cap)**
*IR Magazine Awards
South East Asia*
2019



SUSTAINABILITY HIGHLIGHTS



First GRI-Compliant Sustainability Report

Sustainability Framework

Available for download here:

<https://tinyurl.com/CNPF-Annual-Report-2018>

PROTEIN DELIVERY

Nutrition

Accessibility

Food Quality & Safety

PURCHASES assessment

- Supplier credibility
- Raw materials traceability

PLANET preservation

- Natural resource efficiency
- Environmental impact management

PEOPLE development

- Diversity & inclusion
- Professional & personal growth
- Workplace safety

GOOD GOVERNANCE

- Long-term financial goals now coupled with **ENTERPRISE-WIDE INITIATIVE TO MONITOR AND MEASURE ENVIRONMENTAL, SOCIAL, AND GOVERNANCE METRICS**

First GRI-Compliant Sustainability Report

2018 Sustainability Highlights

PROTEIN DELIVERY

63M

kg of protein distributed to the market

78%

availability in all points of sale in the Philippines

5

international food quality standards followed

PURCHASES assessment

100%

compliance to Applicable International Seafood Sustainability Foundation Conservation Measures

100%

traceability of Fish, Milk, and Coconut back to fishing grounds and farms

PLANET preservation

3%

improvement in energy intensity

5%

improvement in water intensity

EQUAL

GHG intensity despite growing operations

PEOPLE development

12,290

total jobs supported

75%

increase in investment for employee training

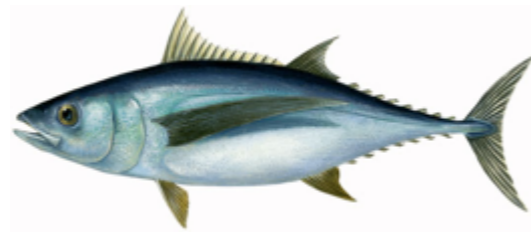
Sustainability Highlights



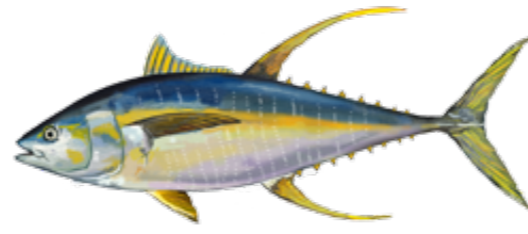
There are **different species of tuna.**



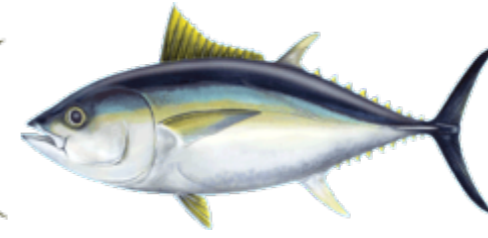
Bluefin



Albacore



Yellowfin

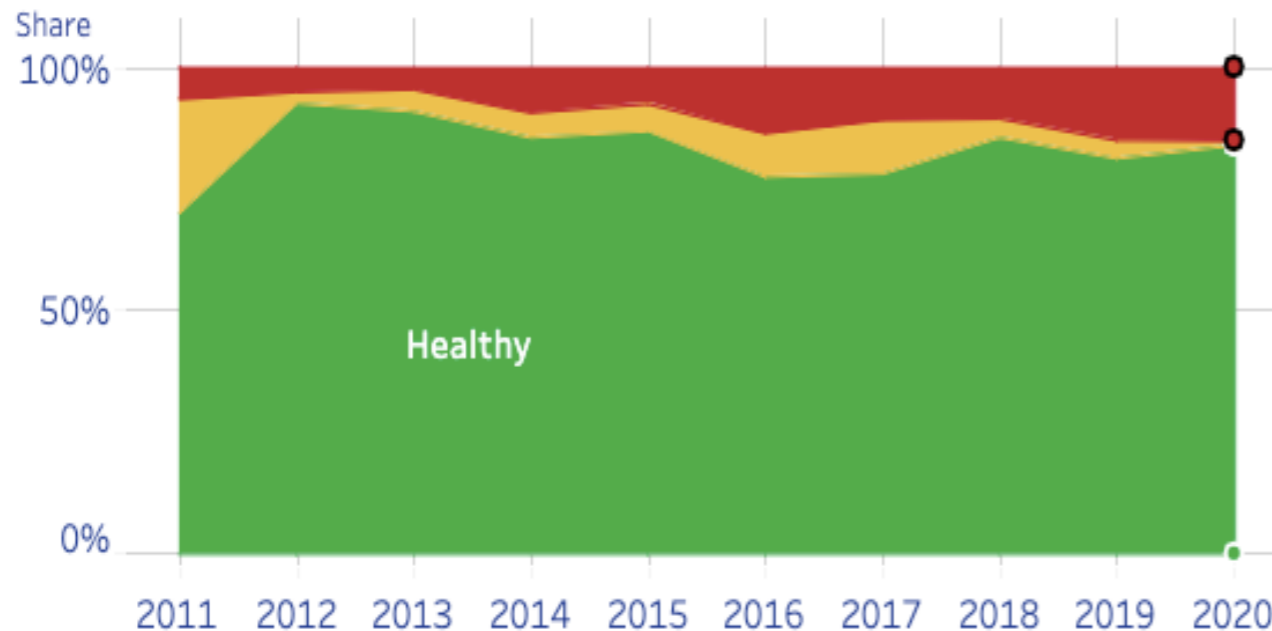


Bigeye



Skipjack

84% of worldwide tuna stocks are in healthy states.



We use skipjack tuna from the Western Pacific Ocean where stock is 100% healthy.



ABUNDANT and can reproduce year-round in tropical and subtropical waters



FAR FROM BEING OVERFISHED even in the future



BEING MEASURED to limit catching of non-skipjack species

Source: ISSF "Status of the World Fisheries for Tuna" and "Status of the Stocks," May 2020

Sustainability Highlights



Century Pacific remains a committed member of global initiatives that address sustainability issues, particularly those involving tuna supply.

In particular, its on-going membership in the **International Seafood Sustainability Foundation (ISSF)**, through wholly-owned subsidiary General Tuna Corporation, requires strict compliance to all ISSF conservation measures. ISSF engages MRAG Americas to conduct an audit of this performance against conservation measures and commitments in force in 2015. MRAG's latest 2019 audit showed General Tuna Corporation as **fully compliant** with all measures.

Available for download here:

<https://tinyurl.com/ISSF-Audit-Report-2019>

FULLY COMPLIANT WITH 21 OF 21 APPLICABLE ISSF CONSERVATION MEASURES

- 1) Tuna Regional Fisheries Management Organizations (RFMO) Authorized Vessel Record
- 2) RFMO Participation
- 3) Product Traceability
- 4) Quarterly Data Submission to RFMO
- 5) Shark-Finching Policy
- 6) Prohibition of Transactions with Shark-Finching Vessels
- 7) Prohibition of Transactions with Companies without a Public Policy Prohibiting Shark Finning
- 8) Large-scale Pelagic Driftnets Prohibition
- 9) Full Retention of Tunas
- 10) Skippers Best Practices
- 11) Transactions with Vessels that Use Only Non-Entangling Fish Aggregating Devices (FADs)
- 12) Unique Vessel Identifiers (UVI)- International Maritime Organization (IMO)
- 13) Purse Seine Unique Vessel Identifiers
- 14) Observer Coverage
- 15) Transshipments
- 16) Illegal, Unreported and Unregulated (IUU) Fishing
- 17) IUU Product Response
- 18) Transaction Ban for Large-Scale Purse-Seine Vessels not Actively Fishing for Tuna as of December 31, 2012
- 19) Purchases from Purse Seine Vessels in Fleets with Other Vessels Not in Compliance with ISSF Conservation Measures 6.1 and 6.2(a)
- 20) Registration of Controlled Vessels
- 21) Purchases from Proactive Vessel Register (PVR) Vessels

Sustainability Highlights



Balancing business with environmental and social impact



ENVIRONMENTAL

- VP for Tuna OEM Exports Teddy Kho part of **ISSF GLOBAL BOARD OF TRUSTEES**
- **CONSERVATION EFFORTS** recognized by WWF
- In partnership with multiple institutions for **AQUATIC RESOURCE MANAGEMENT AND MORE SUSTAINABLE FISHING**

SOCIAL

- Established CPG-RSPo Foundation, Inc. committed to **CORPORATE SOCIAL RESPONSIBILITY PROGRAMS**
- Partnered with KidZania in raising the youth's awareness on **MARINE SUSTAINABILITY**



Sustainability Highlights



Balancing business with environmental and social impact



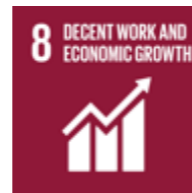
**PROTEIN
Delivery**



**PURCHASES
Assessment**



**PLANET
Preservation**



**PEOPLE
Development**



**Good
GOVERNANCE**



**Philippines' Best ESG
Mid-Cap Company
*Capital Finance
International*
2020**

- Organized various programs involving both **EMPLOYEES AND COMMUNITIES**
- Initiatives provide **FINANCIAL SUPPORT, JOB OPPORTUNITIES, SKILLS EDUCATION, AND DISASTER RELIEF**

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Any reference herein to "the Company" shall mean, collectively, Century Pacific Food, Inc. and its subsidiaries.



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