Setting the Table for Shared Prosperity

CENTURY PACIFIC FOOD, INC.

CNPF 9M25 RESULTS PRESENTATION

06 NOVEMBER 2025

LATEST FINANCIAL PERFORMANCE

KEY TAKEAWAYS

CNPF DELIVERS 15% REVENUE AND PROFIT GROWTH IN 3Q25, LEADING TO 8% REVENUE AND 10% PROFIT GROWTH YTD

Accelerating Branded segment posted broad-based, volume-led growth

Recovering OEM segment as global trade environment improves, despite high prior year base

Gross margin compression mitigated by lower opex to sales

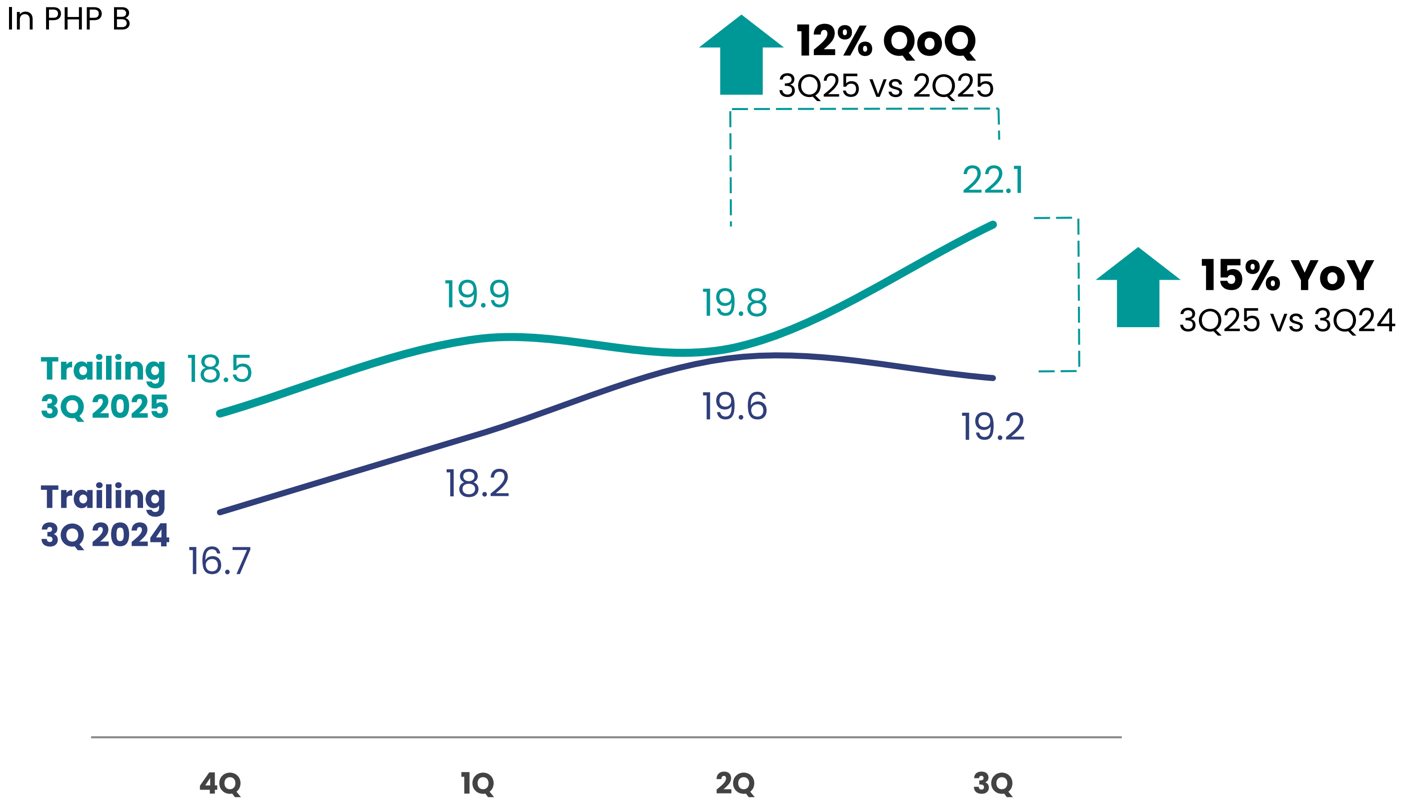
AFFIRMS FULL YEAR TOPLINE AND BOTTOMLINE OUTLOOK OF DOUBLE-DIGIT GROWTH

9M 2025 FINANCIAL RESULTS HIGHLIGHTS

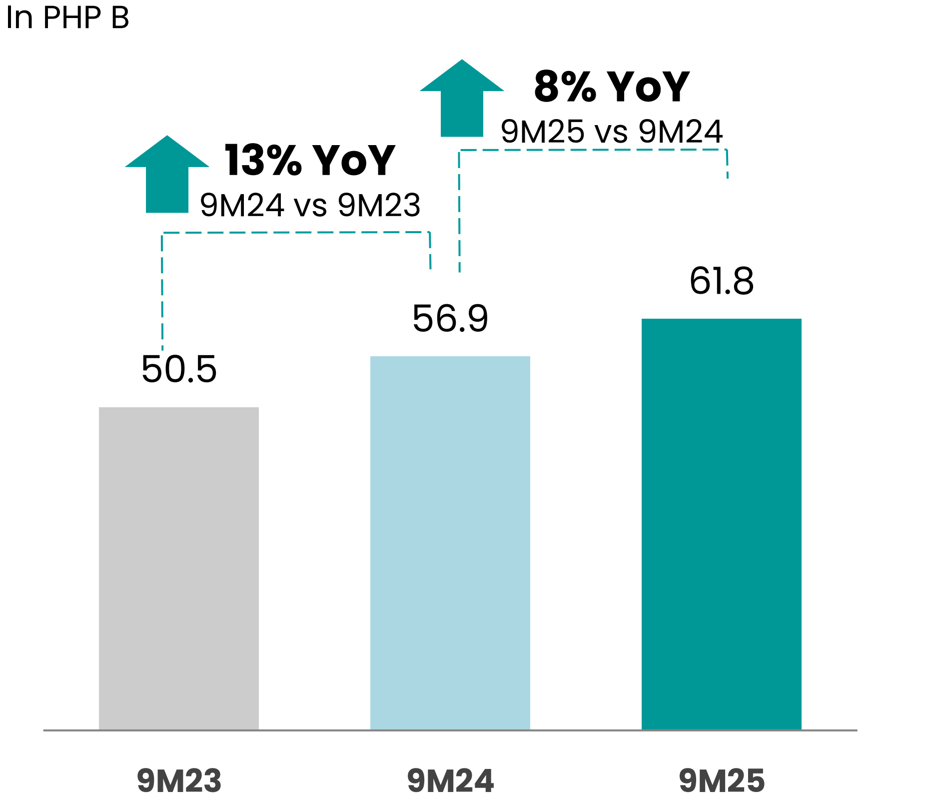
	TOTAL REVENUES	BRANDED REVENUES	OEM REVENUES	GROSS MARGIN	NET INCOME
3Q Growth year-on-year	+15% 22.1B	+18% 17.4B	+4% 4.7B	-260 bps 25.1%	+15% 1.9B
9M Growth year-on-year	+8% 61.8B	+12% 49.7B	-5% 12.1B	-110 bps 25.5%	+10% 5.8B

CNPF'S TOPLINE ACCELERATES IN 3Q, BRINGING 9M GROWTH TO 8% YoY

Quarterly Revenue Trend



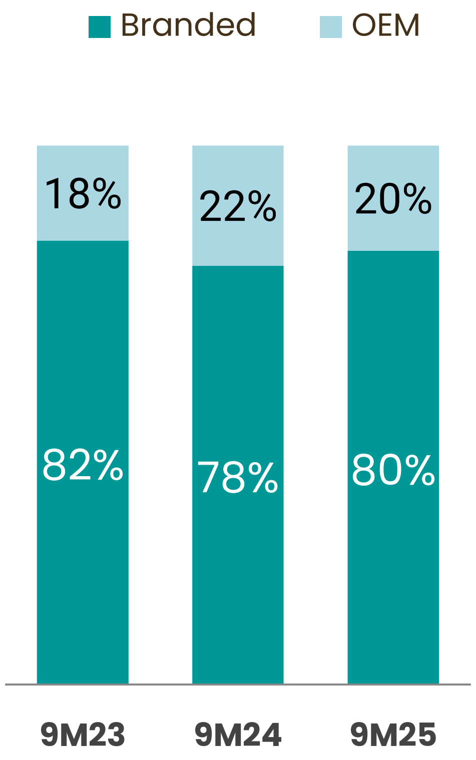
YoY Revenue Trend



CNPF grows topline 15% year-on-year in Q3 driven by 1. boosted Branded segment performance coming from broad-based, volume-led growth and 2. recovering OEM segment from improvements in global trade environment

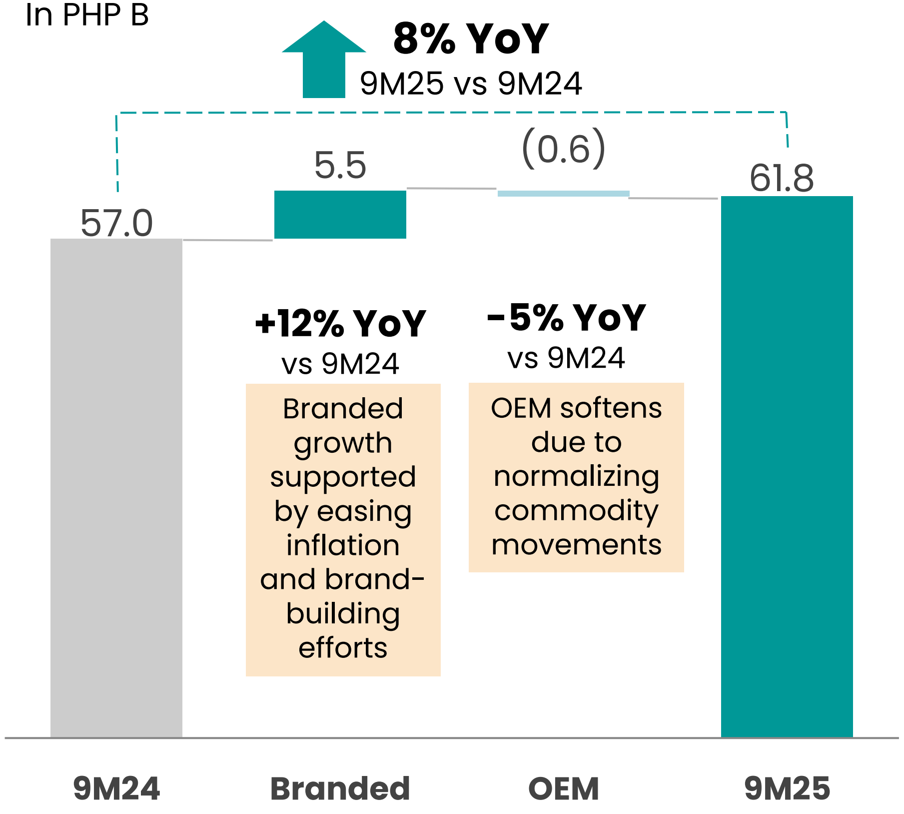
ALL-WEATHER, MULTI-CYCLE BUSINESS MODEL SUPPORTS SUSTAINED GROWTH PERFORMANCE

Revenue Breakdown

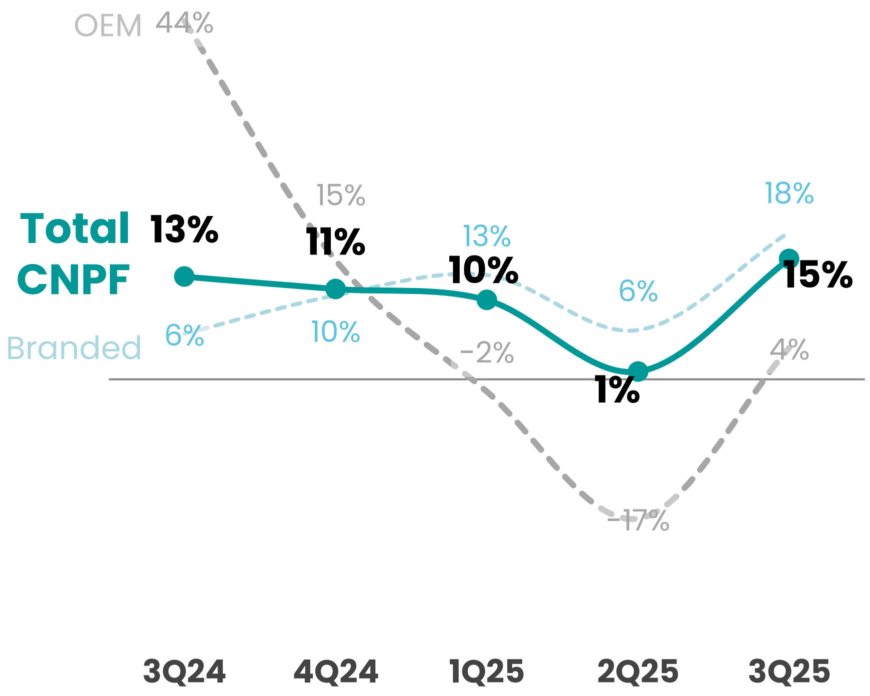


Revenue Growth Split

In PHP B



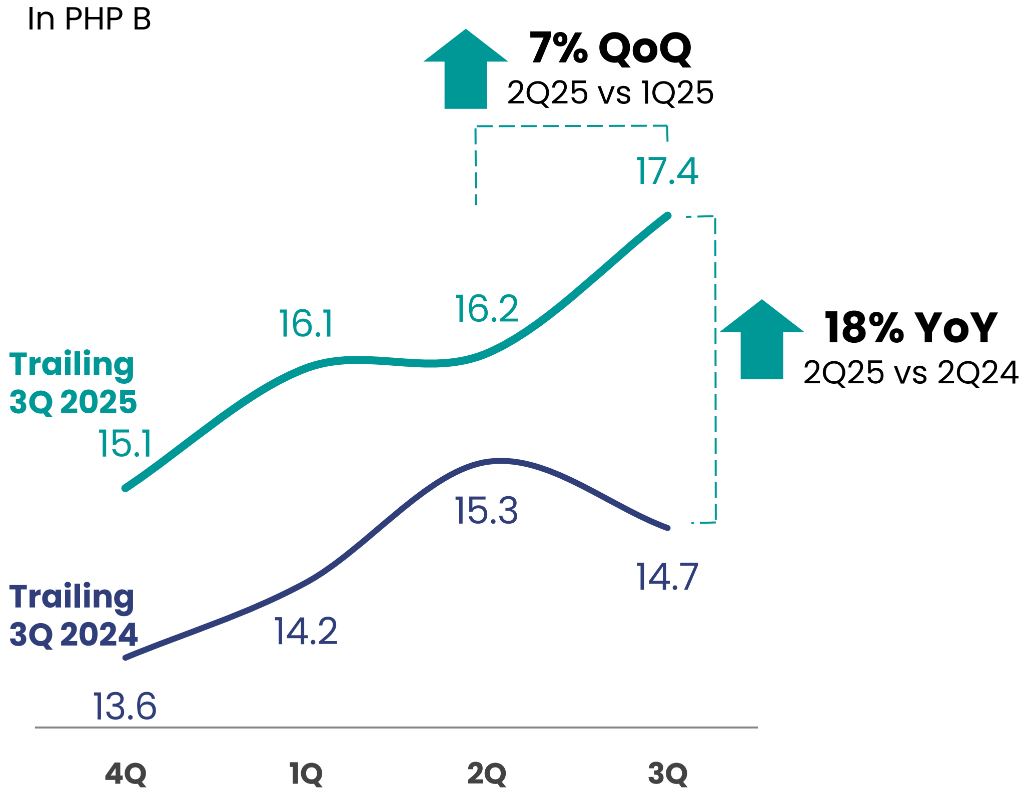
YoY Revenue Growth



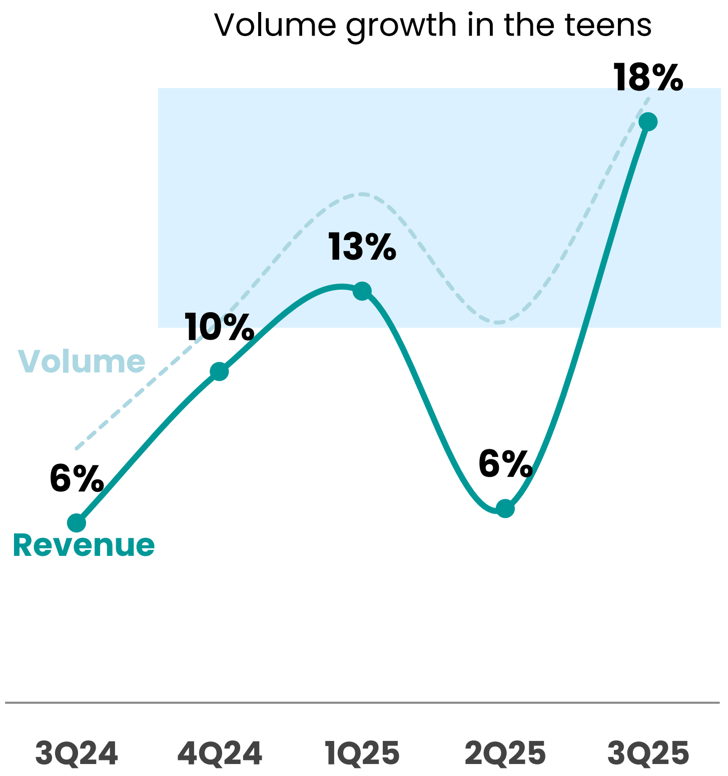
With ~80% of CNPF's topline coming from the Branded business, the year-to-date double-digit growth from this segment more than offsets the softness in OEM

ROBUST 3Q BRANDED SEGMENT PERFORMANCE UNDERPINNED BY HEALTHY, DOUBLE-DIGIT VOLUME GROWTH

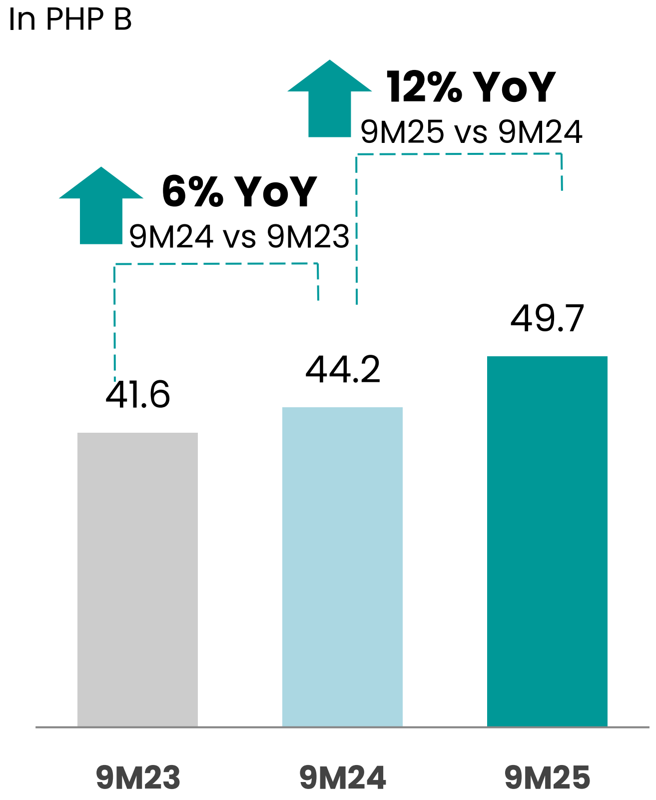
Branded Quarterly Revenue Trend



YoY Branded Revenue Growth



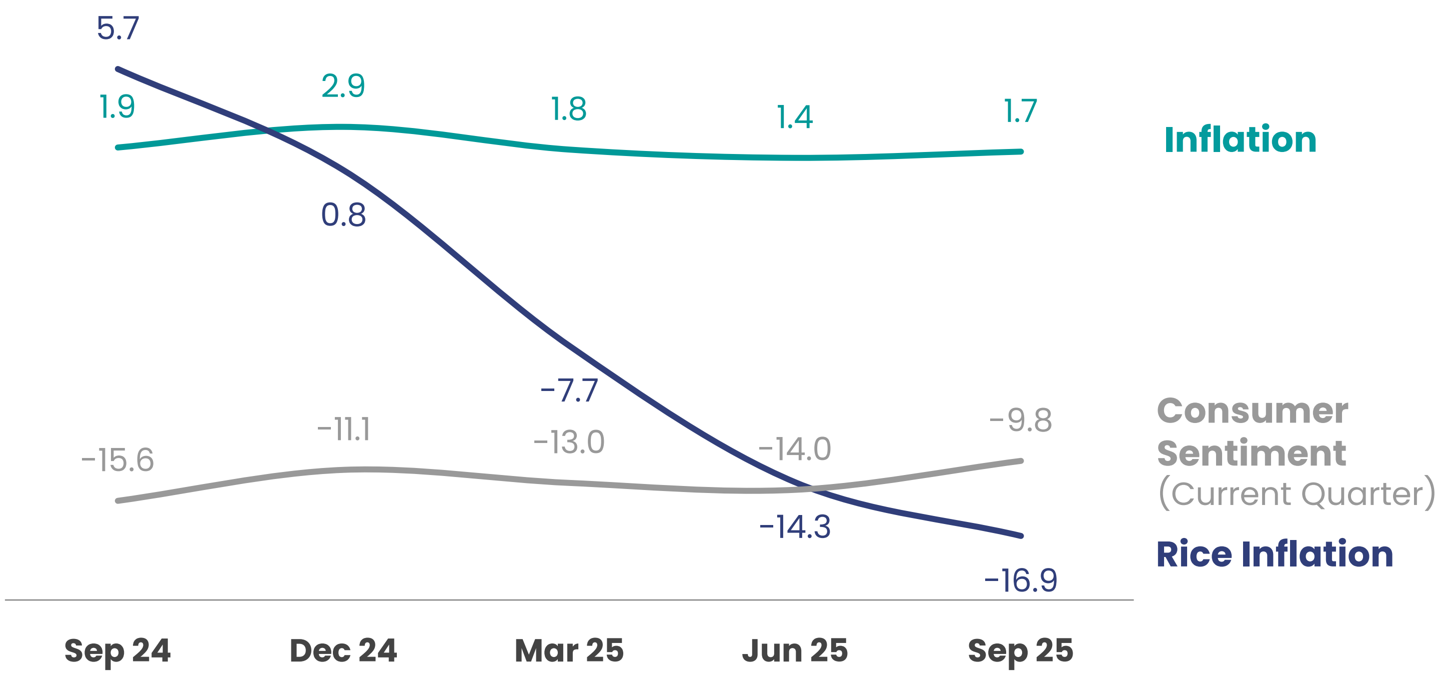
Branded YoY Revenue Trend



Branded revenues of P17.4M in 3Q brings YTD figure to P49.7B, **delivering volume-led growth due to 1. easing inflation, 2. continued relevance of Branded portfolio** to consumers, and **3. sustained brand-building initiatives and sales generating activities**

RESILIENT DOMESTIC BUSINESS PERFORMANCE INFLUENCED BY EASING INFLATION

Inflation remains low due to rice prices, with marginal improvements in consumer sentiment



Implication to CNPF portfolio

Rice deflation eases pressure from consumer wallets, supporting demand for proteins

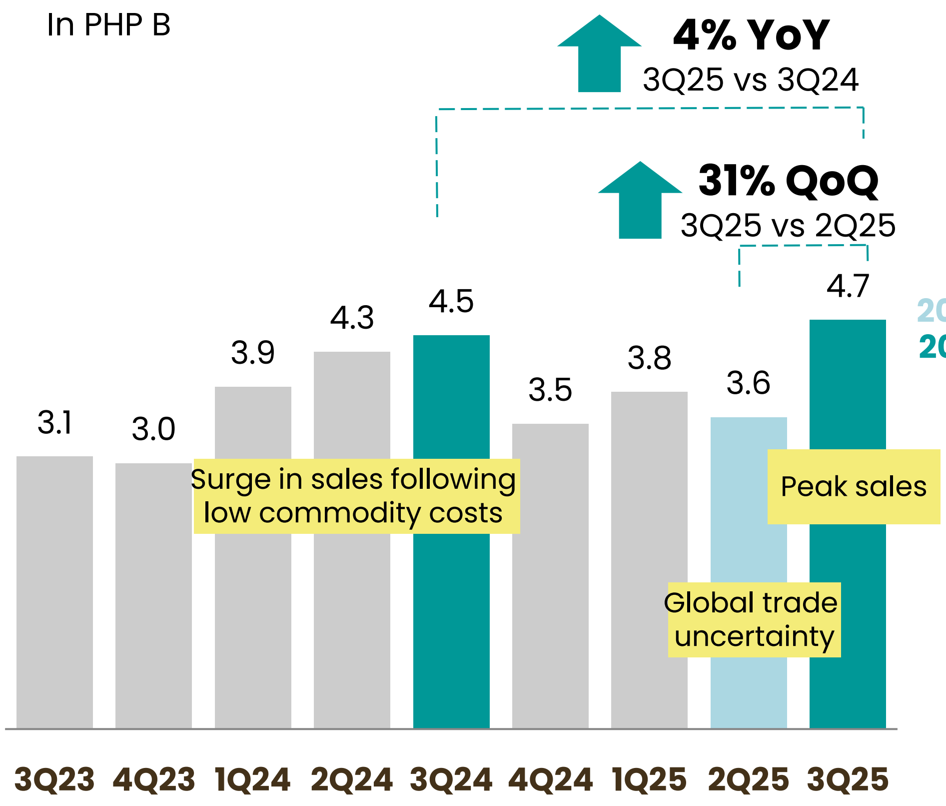
Households continuously seek value-for-money and accessible brands and products

Consumers remain prudent and opt for products with a clear perceived benefit in terms of taste, convenience, and nutrition

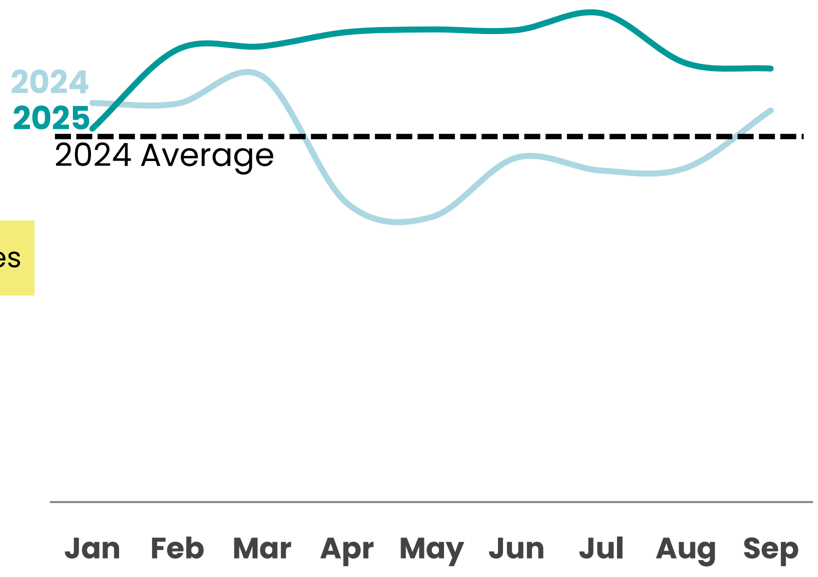
Source: Philippines Statistics Authority, Bangko Sentral ng Pilipinas

OEM RECOVERY IN 3Q AMID IMPROVING TRADE LANDSCAPE, EASING YEAR-TO-DATE SOFTNESS

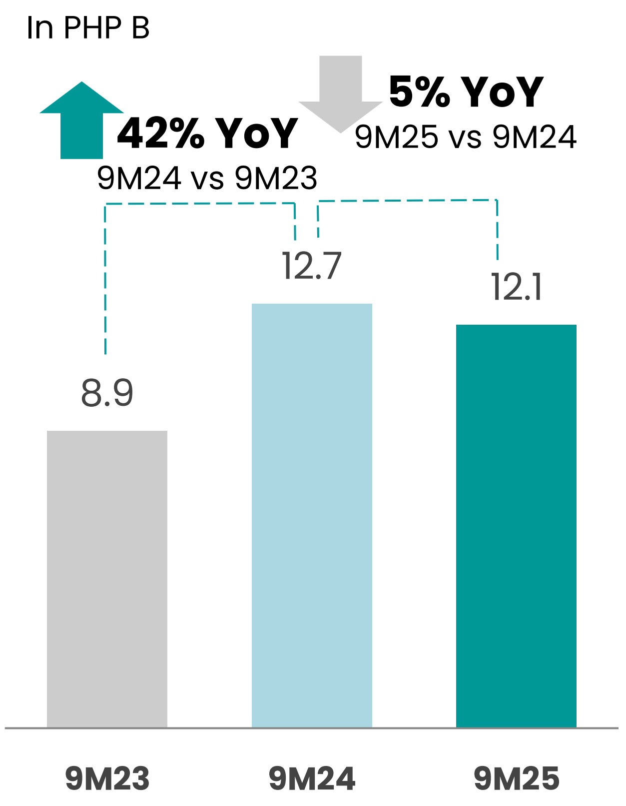
OEM Quarterly Revenue Trend



Skipjack Tuna Price Trend



OEM YoY Revenue Trend

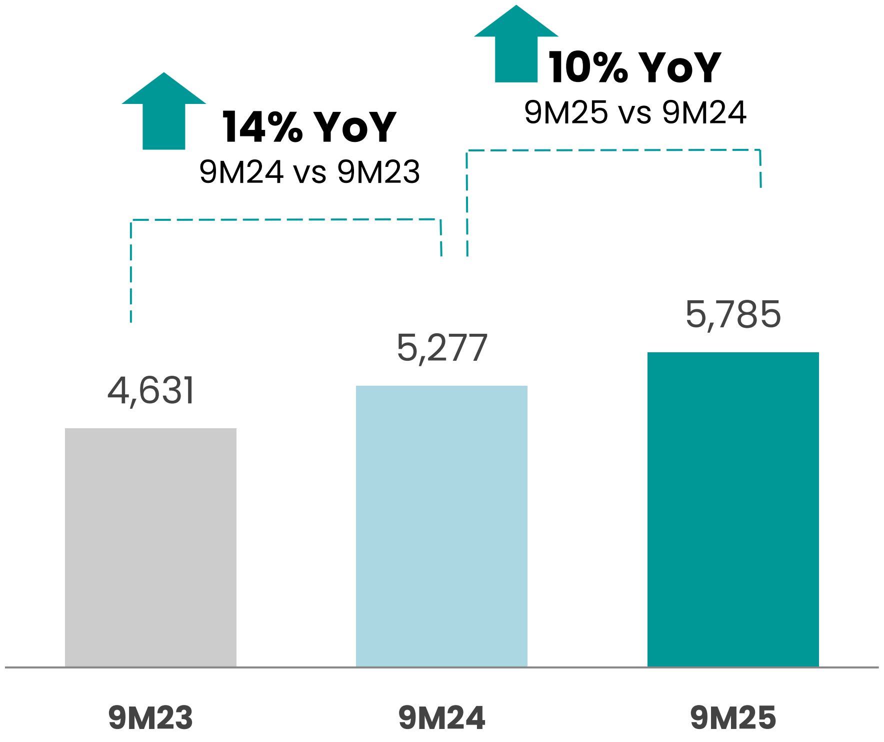


3Q OEM revenues of P4.7B bring YTD figure to P12.1B, as the **effect of normalizing tuna prices are partially offset by 1. upbeat coconut business** underpinned by robust global demand, secured by long-term contracts and supported by new capacity; and **2. improved visibility in export environment** following tariff announcements

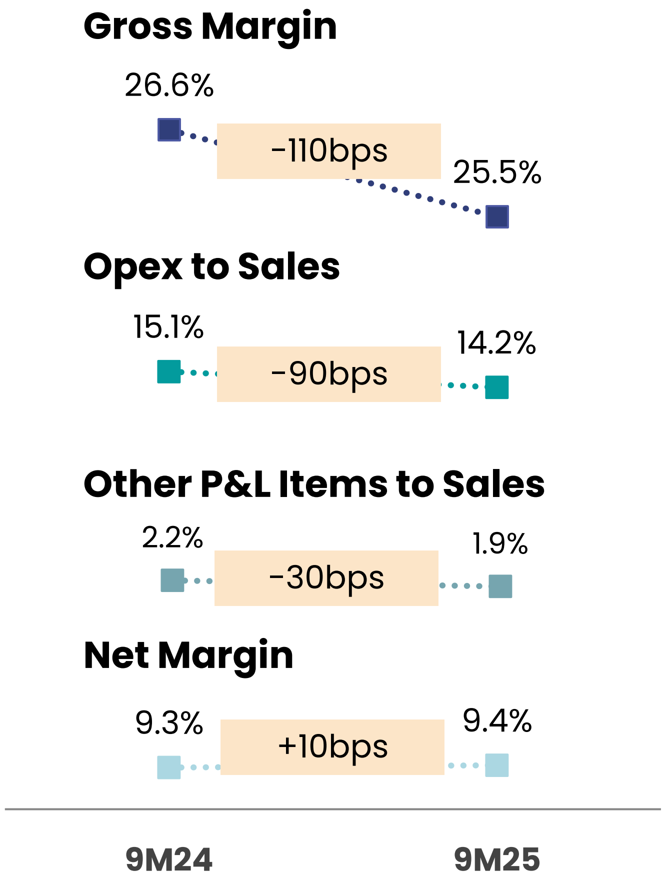
SUSTAINED PROFIT GROWTH AS DISCIPLINED SPENDING OFFSETS INCREASE IN INPUT COSTS

Positive Profit Growth Momentum

In PHP M



Margins Reflecting CNPF's Disciplined Approach to Spending



Gross margins soften YoY due to normalizing input costs versus favorable prior year base

Lower opex to sales YoY due to moderated discretionary spending

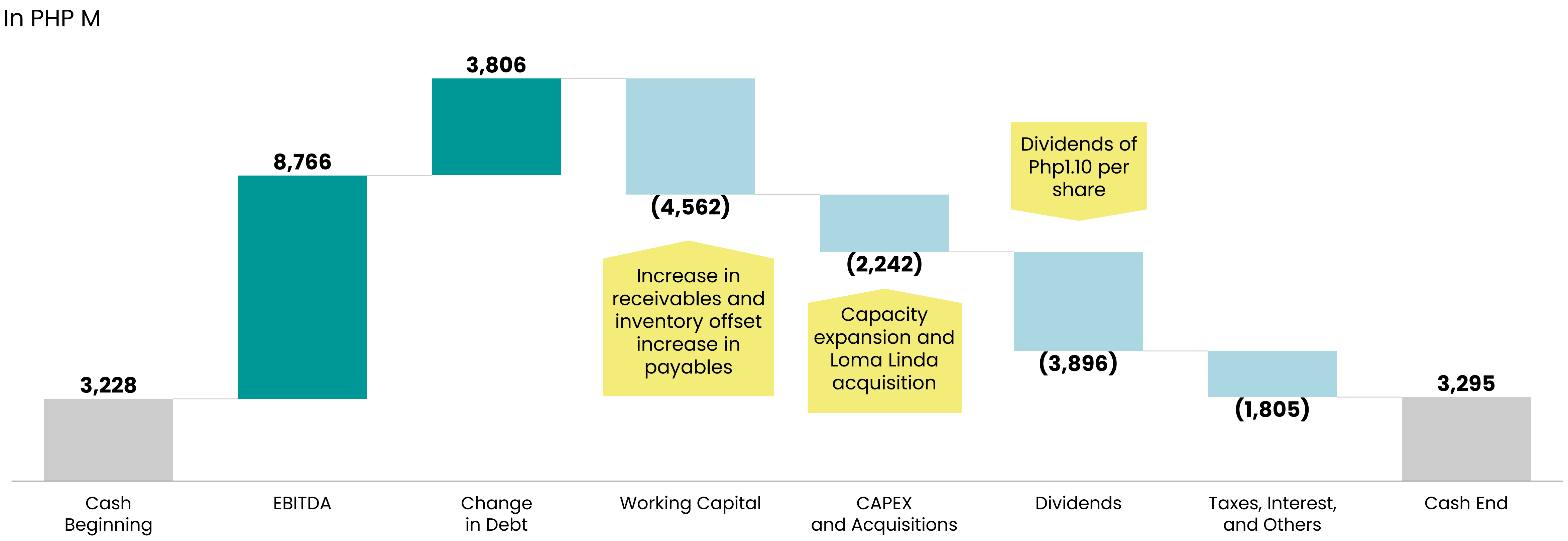
Higher income taxes YoY from mix impact offset by higher other income

Net margins slightly gain as operating margin and other P&L item movements flow through

Amidst a dynamic operating landscape, net income grew in lockstep with topline, leading to stable profit margins.

HEALTHY CASH POSITION AND CASH GENERATION FUND INVESTMENTS AND HIGHER DIVIDENDS

9M 2025 Cash Flows



CNPF ended 9M25 with a healthy cash position, with ample levels to support operations and upcoming growth plans.

BUSINESS HIGHLIGHTS & FY 2025 OUTLOOK

ADVANCING OUR STRATEGIC GROWTH PILLARS

REINFORCE THE CORE

SCALE THE GROWTH DRIVERS

FUTURE-PROOF THE BUSINESS

ENHANCE CAPABILITY

Continuously investing in capacity expansion, digital transformation, R&D, and talent management

PROSPER SUSTAINABLY

Creating value for all stakeholders through our 3P sustainability framework: protein delivery, planet preservation, and people development

REINFORCING OUR CORE BRANDS TO DRIVE DOUBLE DIGIT GROWTH

Leveraging multi-brand portfolio in Marine

Continued on-ground activations for Century Tuna

Refreshed communications with new endorsers for 555

#1 **81%*** **-230 bps** vs Dec '24 (MAT)

Focus on value leads Meat to growth

Price rollback and communications for Argentina Meat Loaf

#1 **53%*** **+50 bps** vs Dec '24 (MAT)

- Maximizing reach of Century Tuna's international endorser and introducing new celebrity endorsers for 555
- Supporting growth of loaves through price action and highlighting various product applications

**Sep '25 (MAT) Kantar Market Shares for Canned Tuna and Corned Meat*

SCALING GROWTH DRIVERS TO FURTHER BOOST BRANDED GROWTH

Accelerate topline performance in Milk

Promotions for Birch Tree Fortified

Invest in profitable niches such as Birch Tree Adult Boost

Seasonal communications with new endorsers for Angel

Support growth momentum of Coconut

Coco Mama growth supported by additional capacity

#2 **30%*** **+160 bps** vs Dec '24 (MAT)

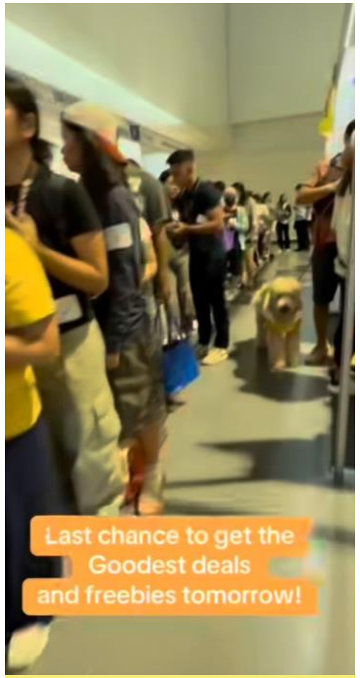
- Ramping up milk performance through advertising and promotions
- Highlighting branded coconut product attributes and increasing production coming from last year's capacity expansion

*Sep '25 (MAT) Neilsen Market Shares for Powdered Milk

CONTINUOUSLY SUPPORT NEW VERTICALS TO FUTURE PROOF THE BUSINESS

Sustain exponential growth in Pet Food

Investing in the brand and leveraging celebrity endorsers for Goodest to generate awareness and trial



Participation in various pet expos

Expand portfolio in Plant-Based

unMEAT

unMEAT Rice Bowls

Loma Linda

Loma Linda Acquisition

- Build on pet food's growth momentum by partnering with first celebrity endorsers for the Goodest brand and conducting brand activations
- Widen plant-based offerings through innovations in unMEAT and ensuring smooth transition of newly-acquired Loma Linda

ENHANCING CAPABILITIES TO REALIZE STRATEGIC GROWTH TARGETS

Acquisition of Third Coconut Processing Facility	Leveling Up Supply Chain Via Partnership with Blue Yonder
	

- Addressing growing coconut business via acquisition of a third plant in Tupi, South Cotabato, which should create **at least 800 quality manufacturing jobs**; **approximately USD45M to acquire and upgrade** the facility
- Commencing digital transformation process in the supply chain planning system by applying AI-driven solutions

PROSPERING SUSTAINABLY ALONGSIDE GROWTH AMBITIONS

Leveraging Our Brands to Create Shared Value Among our Stakeholders

+33% YoY
increase in average monthly collections

Century Tuna Saving our Seas
~5 MT of plastic waste collected monthly

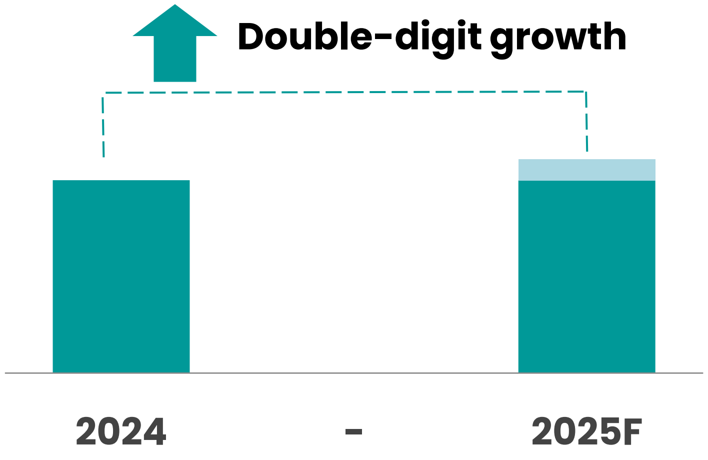
Renewed 1M Coconut Seedling Pledge
200k seedlings nurtured to date

Birch Tree Nutrition Mission
3M servings of milk provided to date

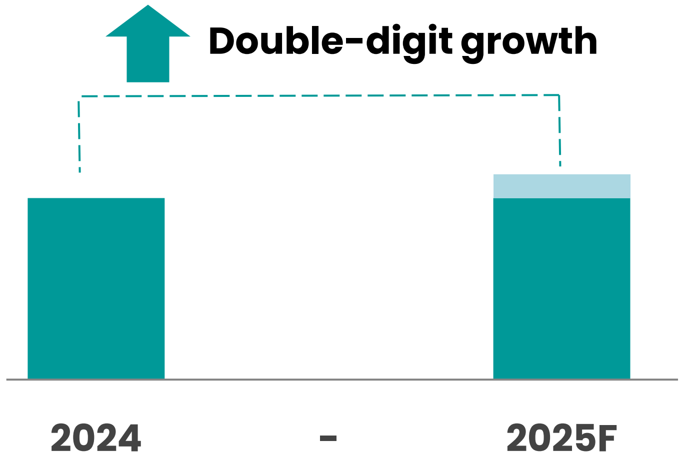
2025 OUTLOOK

2025 Outlook

Topline



Bottomline



2025 Growth Drivers

- Topline to be supported by continued resilience in branded amidst softness in OEM exports
- Bottomline outlook influenced by margin pressures from normalizing input costs mitigated by moderated opex spending
- Topline and bottomline growth to accelerate in 2H

2025 Capex Guidance

~ Php 4 Billion

2026 PRELIMINARY OUTLOOK

ALL-WEATHER PORTFOLIO TO DELIVER

10-15%

TOPLINE & BOTTOMLINE GROWTH

Sustained Branded momentum through continuous market development and innovation

Recovering OEM Exports and capacity expansions to support demand

Managed spending to grow bottom line in lockstep with topline

THANK YOU!

extel

2025 All-Asia Executive Team

Rest of Asia
(ex-Japan and China)

Most Honored Company

In Consumer Staples

3rd PLACE
- **Best CEO - Overall**
  Ted Po
- **Best CFO - Overall**
  Chad Manapat
- **Best IR program - Buy-side**

2nd PLACE
- **Best IRO - Buy-side**
  Dappy Tecson
- **Best IR Team - Buy-side**

1st PLACE
- **Overall ESG - Overall**

All-Philippines
(Overall)

2nd PLACE
- **Board of Directors**
- **IR Program**

1st PLACE
- **Best CEO**
  Ted Po
- **Best CFO**
  Chad Manapat
- **Best IRO**
  Dappy Tecson
- **Best IR team**
- **Overall ESG**

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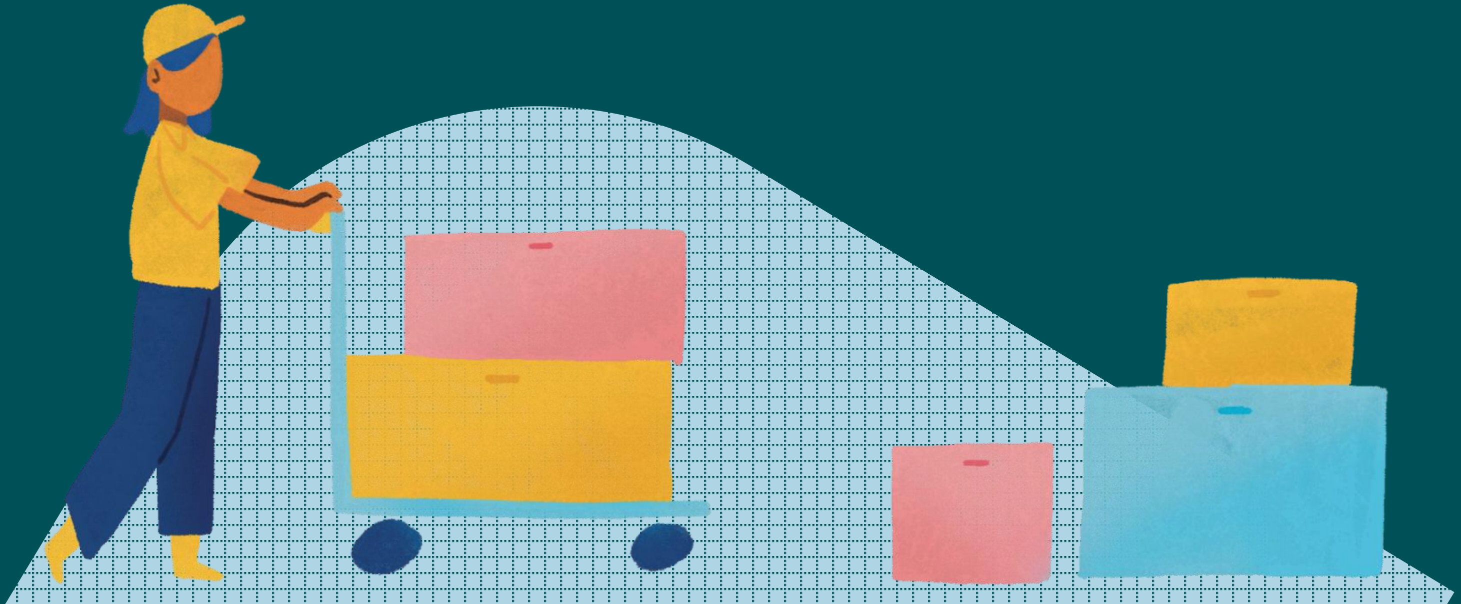
06 NOVEMBER 2025

ANNEX



OTHER FINANCIALS

9M 2025 SUMMARIZED P&L

In PHP Mill	9M 2024	9M 2025	Change YoY
Net Revenues	**56,948**	**61,787**	**8%**
Cost of Sales	41,791	46,051	10%
Gross Profit	**15,157**	**15,737**	**4%**
Operating Expenses	8,617	8,794	2%
Operating Income	**6,470**	**7,300**	**13%**
EBITDA	**7,840**	**8,766**	**12%**
Financing Cost	260	265	2%
Income before Tax	**6,210**	**7,035**	**13%**
Income Tax	933	1,250	34%
NET INCOME	**5,277**	**5,785**	**10%**
EARNINGS PER SHARE	**1.49**	**1.63**	**10%**
Margins (%)			
Gross Profit	26.6%	25.5%	-1.1 pps
Operating Expenses	15.1%	14.2%	-0.9 pps
Operating Income	11.4%	11.8%	+0.5 pps
EBITDA	13.8%	14.2%	+0.4 pps
Net Income	9.3%	9.4%	+0.1 pps

- Revenues grew 8% mainly driven by resilient growth in branded business
- Branded up 12%, driven by **double-digit volume growth**
- OEM down 5%, softening due to **normalization of tuna prices & global trade uncertainty**

- Gross margins soften YoY due **to higher input costs** versus the prior year
- Lower opex to sales YoY due to **disciplined discretionary spending**
- **Earnings growth at 10%,** broadly in line with topline

9M 2025 SUMMARIZED BALANCE SHEET

In PHP Mill	Dec 2024	Sep 2025
Cash	3,228	3,295
Receivables	10,718	13,954
Inventory	18,594	20,245
Current Assets	**35,985**	**44,624**
PPE	10,023	10,862
Non-Current Assets	**19,256**	**20,197**
TOTAL ASSETS	**55,241**	**64,822**

- **Cash conversion cycle** at 80 days, stable versus 84 days as of end-2024

In PHP Mill	Dec 2024	Sep 2025
Trade and Other Payables	13,787	17,517
Notes Payable - Current	224	4,046
Long-Term Loan	3,100	3,084
TOTAL LIABILITIES	**19,427**	**27,105**
Retained Earnings	27,270	29,158
TOTAL EQUITY	**35,814**	**37,716**
BVPS (PHP/share)	**10.11**	**10.65**

- Interest-bearing loans totaling PHP7.1 billion **all peso-denominated**
- Change in retained earnings driven by 9M 2025 consolidated **net income** of PHP5.8 billion net of dividends paid

9M 2025 SUMMARIZED CASH FLOW

In PHP Mill	9M 2024	9M 2025
Profit before Tax	6,210	7,035
Depreciation & Amortization	1,369	1,466
Working Capital Change	(2,030)	(4,562)
Income Tax	(933)	(1,250)
Others	257	279
OPERATING CASH FLOWS	**4,873**	**2,968**
Capital Expenditures and Acquisitions	(2,041)	(2,242)
INVESTING CASH FLOWS	**(2,039)**	**(2,235)**
Interest Paid	(260)	(265)
Change in Debt	(1,210)	3,806
Dividends and Others	(3,651)	(4,207)
FINANCING CASH FLOWS	**(5,121)**	**(666)**
NET CHANGE IN CASH	**(2,286)**	**67**
CASH, ENDING	**2,764**	**3,295**
FREE CASH FLOW	**2,832**	**725**

- Increase in working capital as **higher receivables and inventories offset higher trade and other payables**

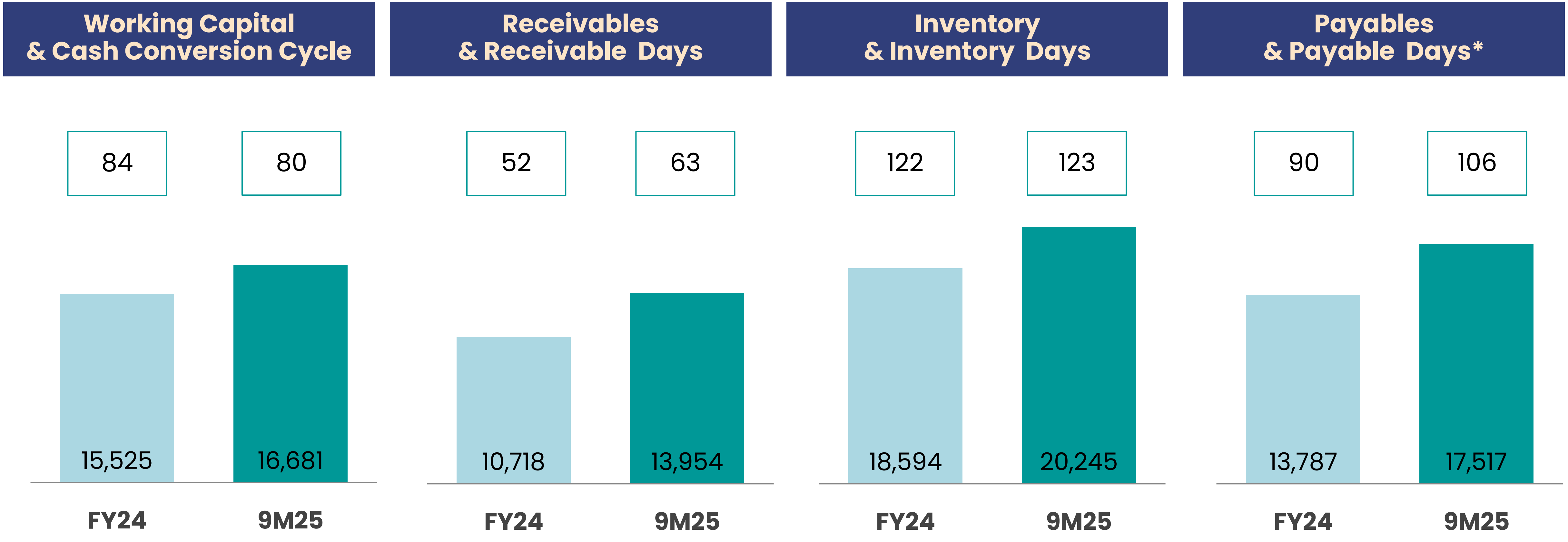
- Strong cash generation supported by **healthy profitability**

- Capital expenditures as of 9M 2025 include **carryover costs from 2024 acquisition of coconut facility, as well as acquisition of Loma Linda**

- **Dividends** paid in 1Q and 3Q 2025 totaling Php1.10 per share

*Working capital days

CCC STABLE VS YE 2024

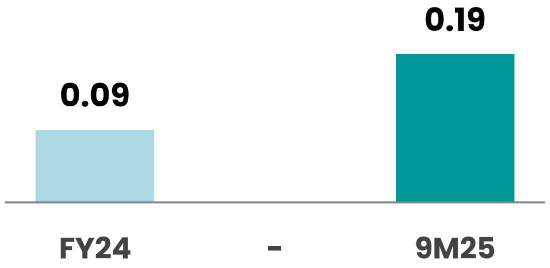


- Cash conversion cycle at 80 days as **increase in payable days offset the increase in receivable days**

Note: Cash conversion cycle computed based on period-end balances and trailing 12 month average daily sales / COGS

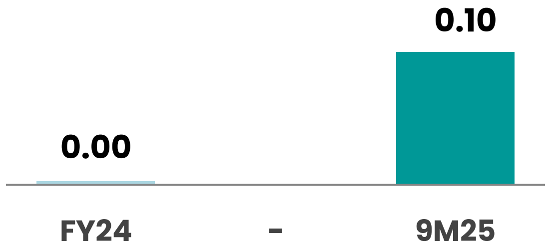
FINANCIAL RATIOS

Gearing (x)



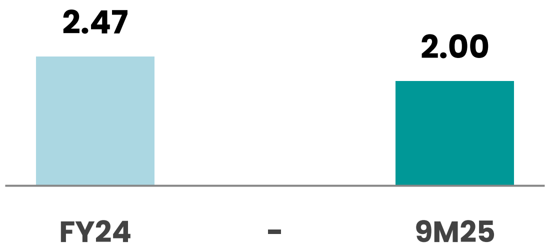
- Increase in gearing ratio due to **increase in short-term debt**, comfortable levels maintained

Net Gearing (x)



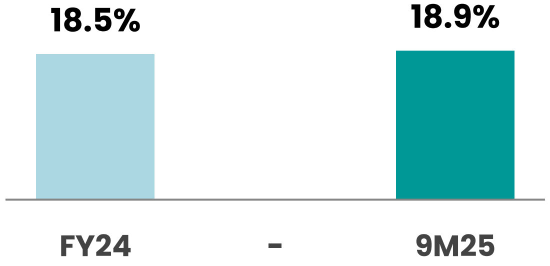
- Slightly higher net gearing ratio driven by **short-term debt**

Current Ratio (x)



- Current ratio decreased vs YE figure driven by higher accounts payable and short-term debt

Return on Equity



- **Attractive return ratios** with ROE in the high teens %

Notes: Gearing Ratio = (Interest-Bearing Liabilities) / Equity
Net Gearing = (Interest-Bearing Liabilities Less Cash) / Equity
Return on Equity uses trailing 12 months' earnings and average equity

CENTURY PACIFIC FOOD, INC.

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