

Setting the Table for Shared Prosperity



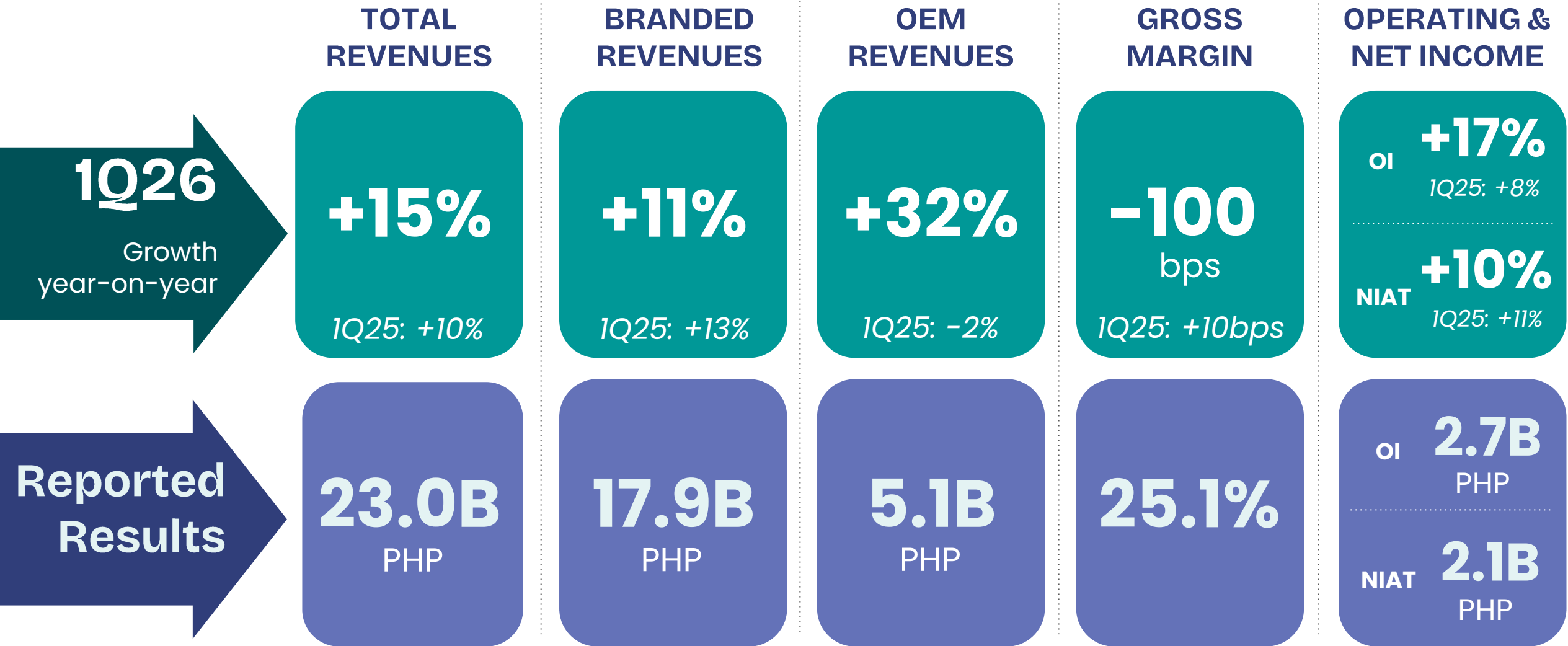
CNPF 1Q26 RESULTS PRESENTATION
07 MAY 2026



LATEST FINANCIAL PERFORMANCE



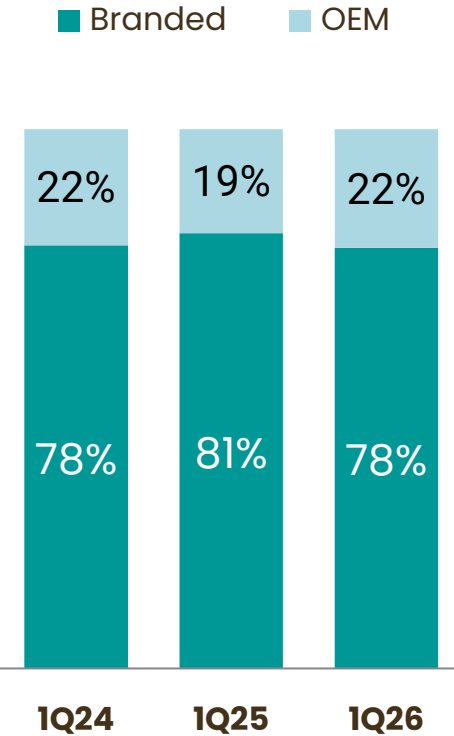
1Q 2026 FINANCIAL RESULTS HIGHLIGHTS
CNPF'S RESILIENT VOLUME GROWTH
CUSHIONS COST HEADWINDS



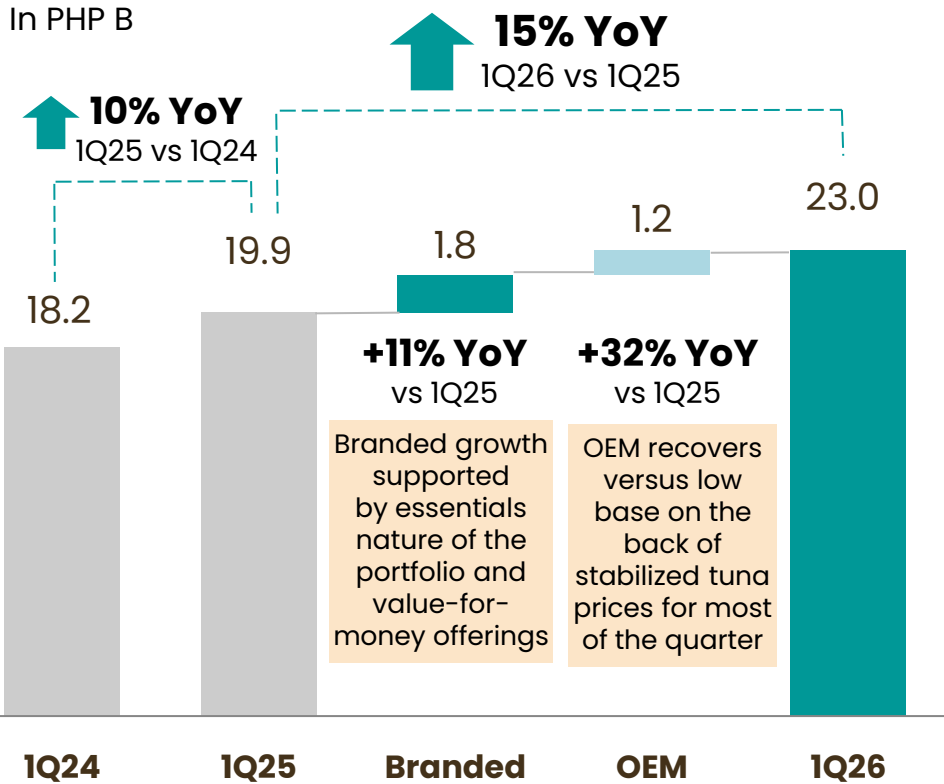
HEALTHY TOPLINE GROWTH IN 1Q26 DELIVERED BY CONSISTENT BRANDED AND OEM RECOVERY



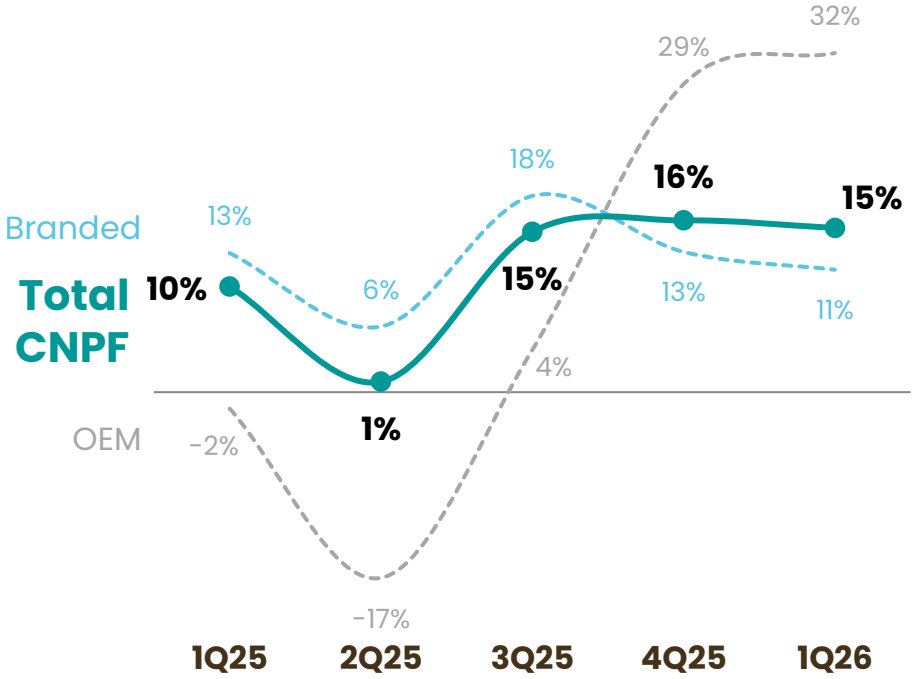
Revenue Breakdown



Revenue Growth Split



YoY Quarterly Revenue Growth Trend



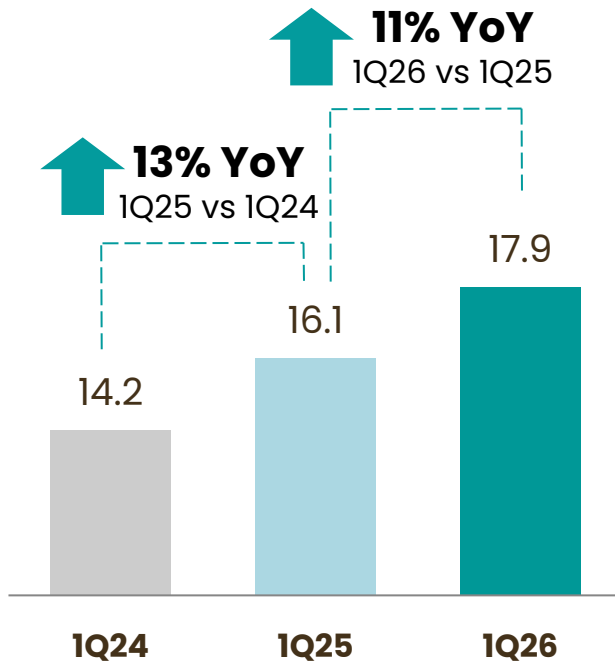
- All-weather, multi-cycle portfolio allows CNPF to sustain growth momentum such that the business is able to deliver decent results in good times while in challenging times, the portfolio tends to outperform.

STEADY, VOLUME-LED BRANDED PERFORMANCE SUPPORTED BY LEADING TRUSTED BRANDS IN AFFORDABLE STAPLES



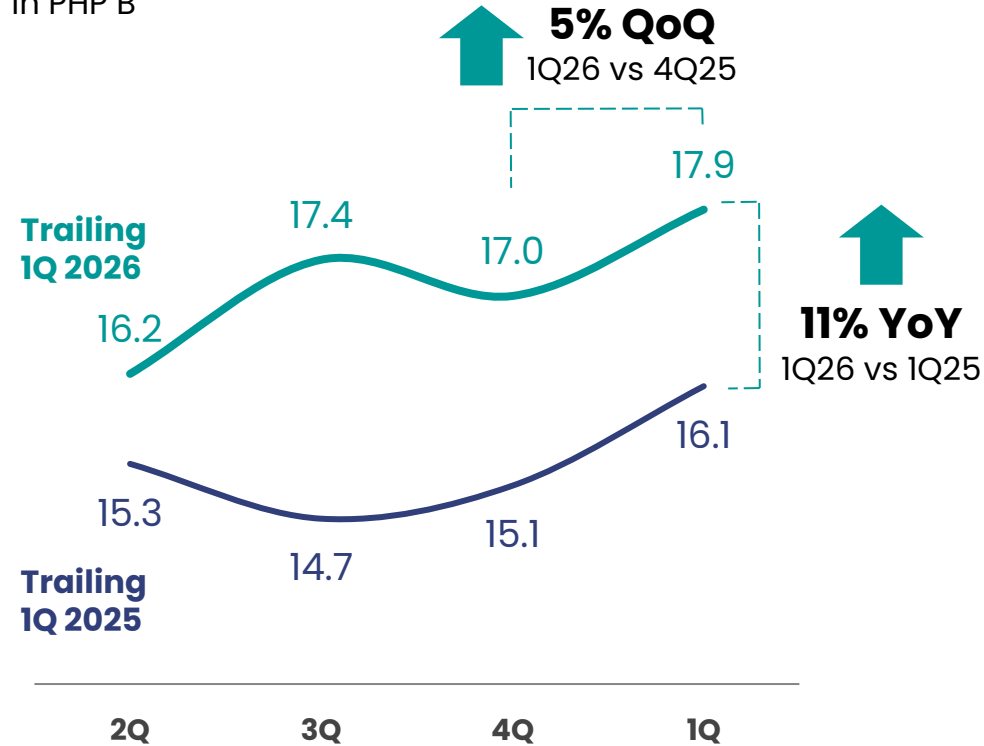
Branded YoY Revenue Trend

In PHP B



Branded Quarterly Revenue Trend

In PHP B



Sustained Market Positions

Canned Tuna



Corned Meat



Powdered Milk



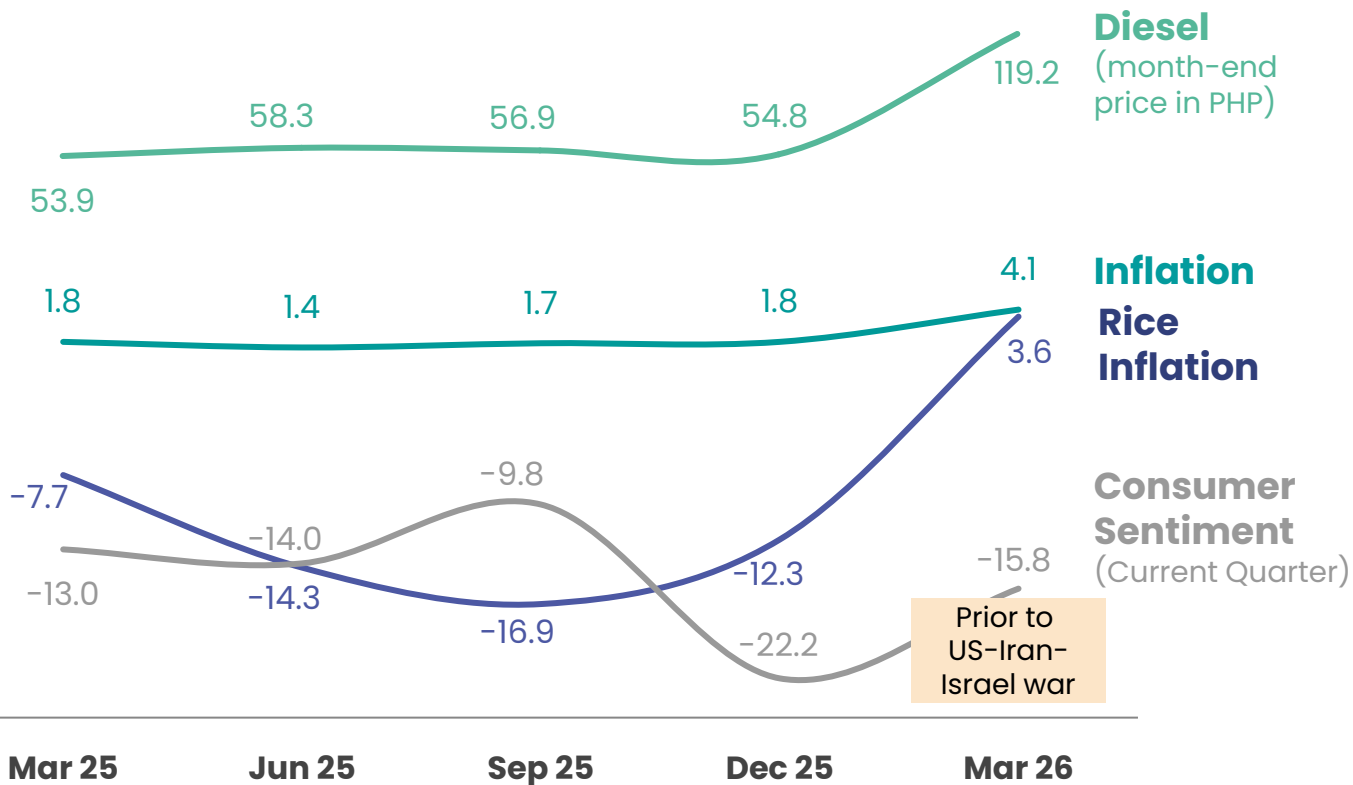
*Kantar MAT, **Nielsen MAT

- Branded delivers volume-led growth for 1Q26 driven by Milk & Other Emerging segments.
- Sequential market shares demonstrate improvement across categories.

COMPLEX LANDSCAPE PUSHES CONSUMERS TO SEEK VALUE-FOR-MONEY ESSENTIALS



Macroeconomic headwinds entering 2026 as geopolitical tensions escalate



Filipino consumers exercise increasing discernment in household spending



WORTH THE SPEND*

Consumers turn to convenient, value-for-money offerings and brands they can rely on



AFFORDABLE BASICS*

Budgets channelled towards everyday staples within their spending capacity



HOMECOOKED MEALS

Limited disposable income leading to pull back on discretionary spending such as dining out

*Source: Nielsen IQ

PRIORITIZED DEMAND-GENERATING ACTIVITIES AND INNOVATIONS TO SUPPORT VALUE-SEEKING CONSUMERS



Affordable price points



Argentina Meat Loaf's Happy Bente



Fresca Tuna's Sobra Na 'To



Angel's Creamy-sulit kaya nauulit

New plays in key subsegments



Blue Bay's entry into corned tuna



Argentina's affordable premium luncheon meat

Convenient offerings



Century Tuna Superbowl Rice Meal



Coco Mama offering shelf-stable coconut cream

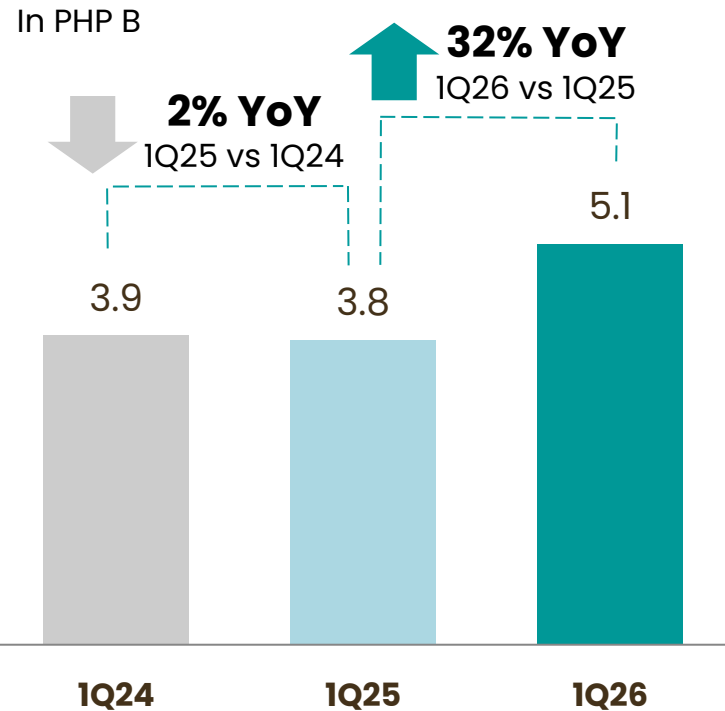


Hunt's on-ground activation targeting younger generation

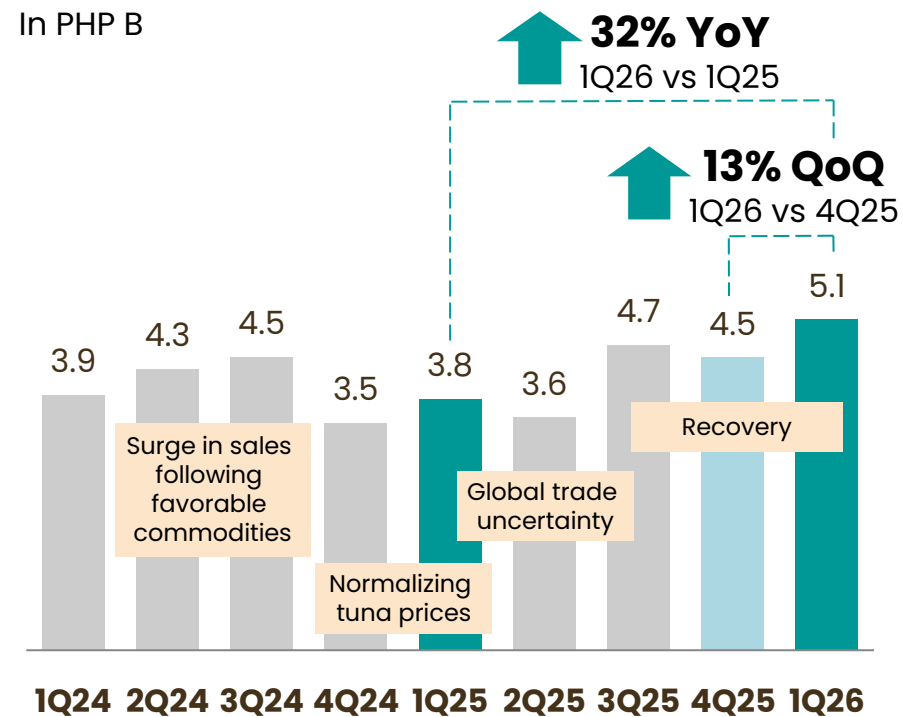
OEM SUSTAINS RECOVERY FROM A CHALLENGING 2025, GROWING 32% IN 1Q26 VERSUS LOW BASE



OEM YoY Revenue Trend

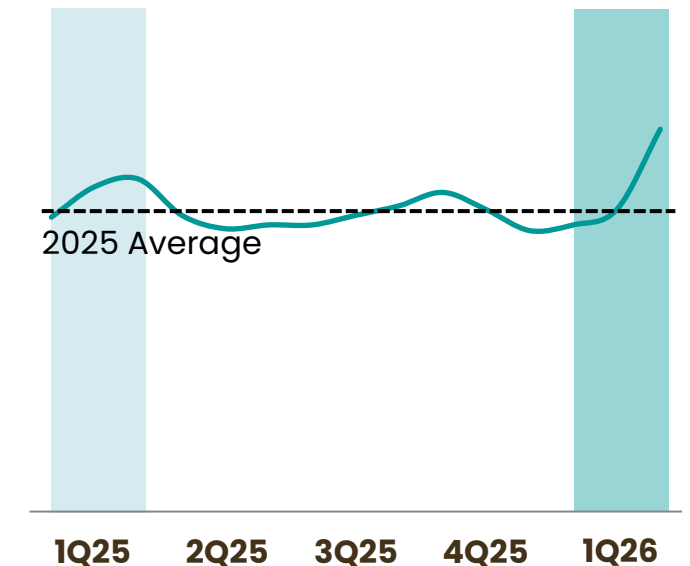


OEM Quarterly Revenue Trend



Skipjack Tuna Price Trend

Source: Monthly Frozen (Whole) Skipjack Tuna (Bangkok Landings, WPO)

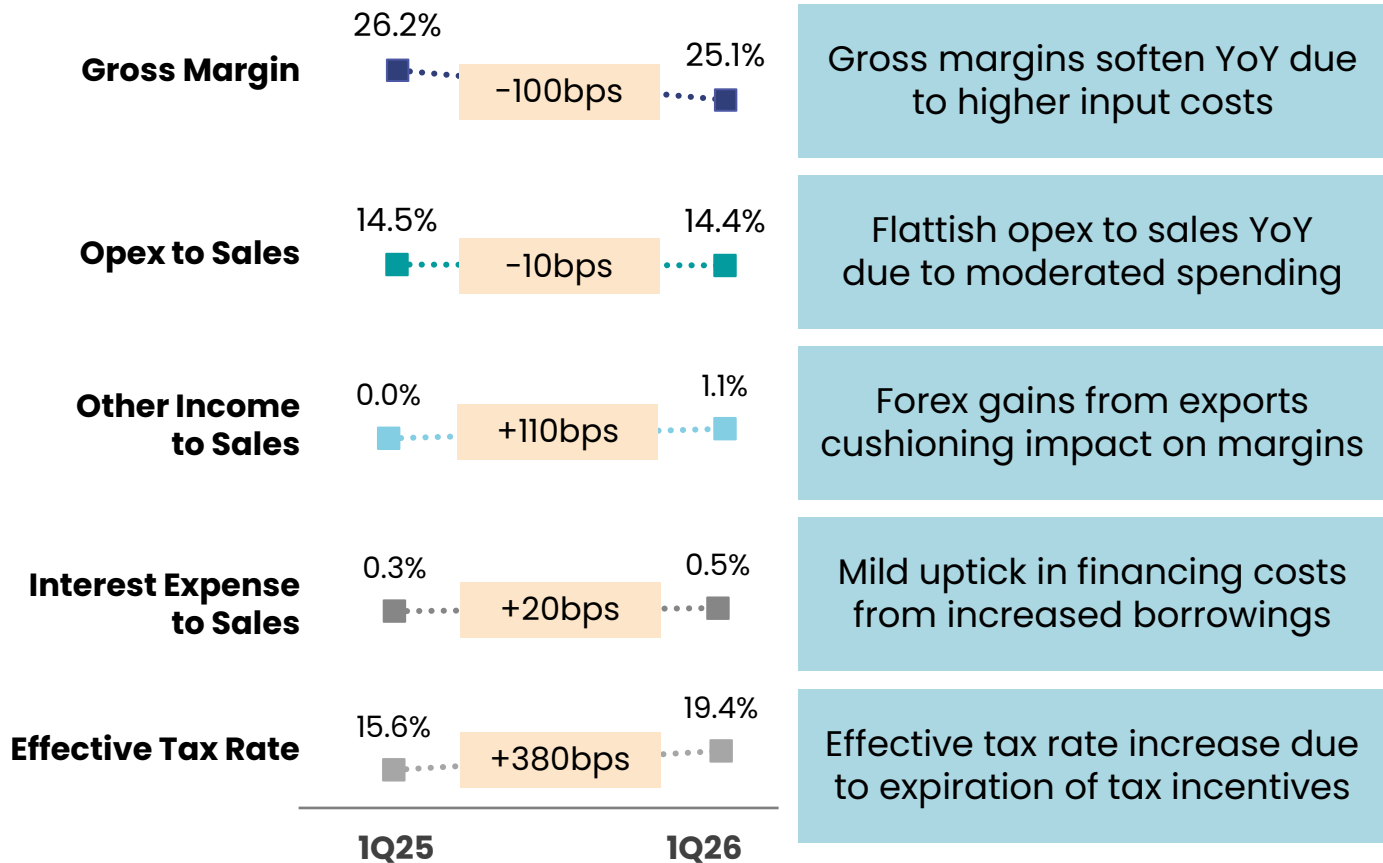


- OEM Exports continues to recover in 1Q26 from a low comparative base, driven by strong global demand for health and wellness products, backed by capacity expansion, stabilizing tuna prices (prior to the spike in March due to geopolitical tensions in the Middle East), and uplift from forex.

CONSISTENT PROFIT GROWTH AMID HIGHER COST ENVIRONMENT



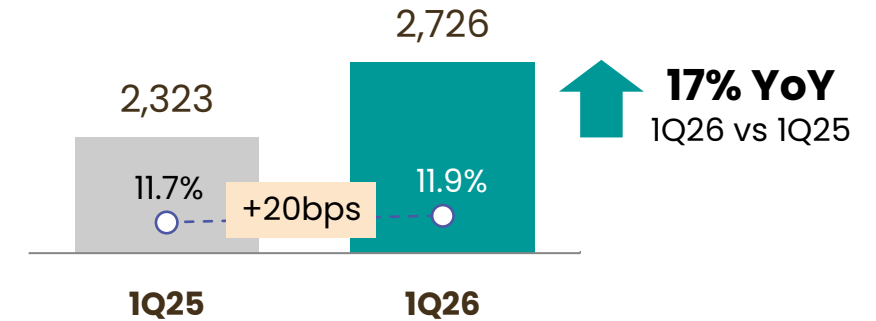
Margin pressure mitigated by favorable forex and lower opex to sales



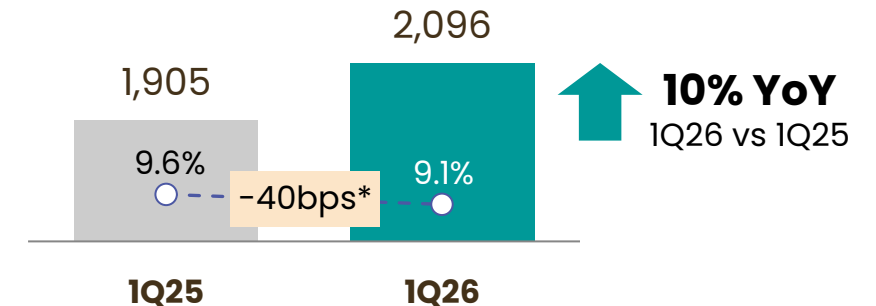
1Q26 Profitability Metrics

In PHP B

Operating Income & Op Margin



Net Income & Net Margin



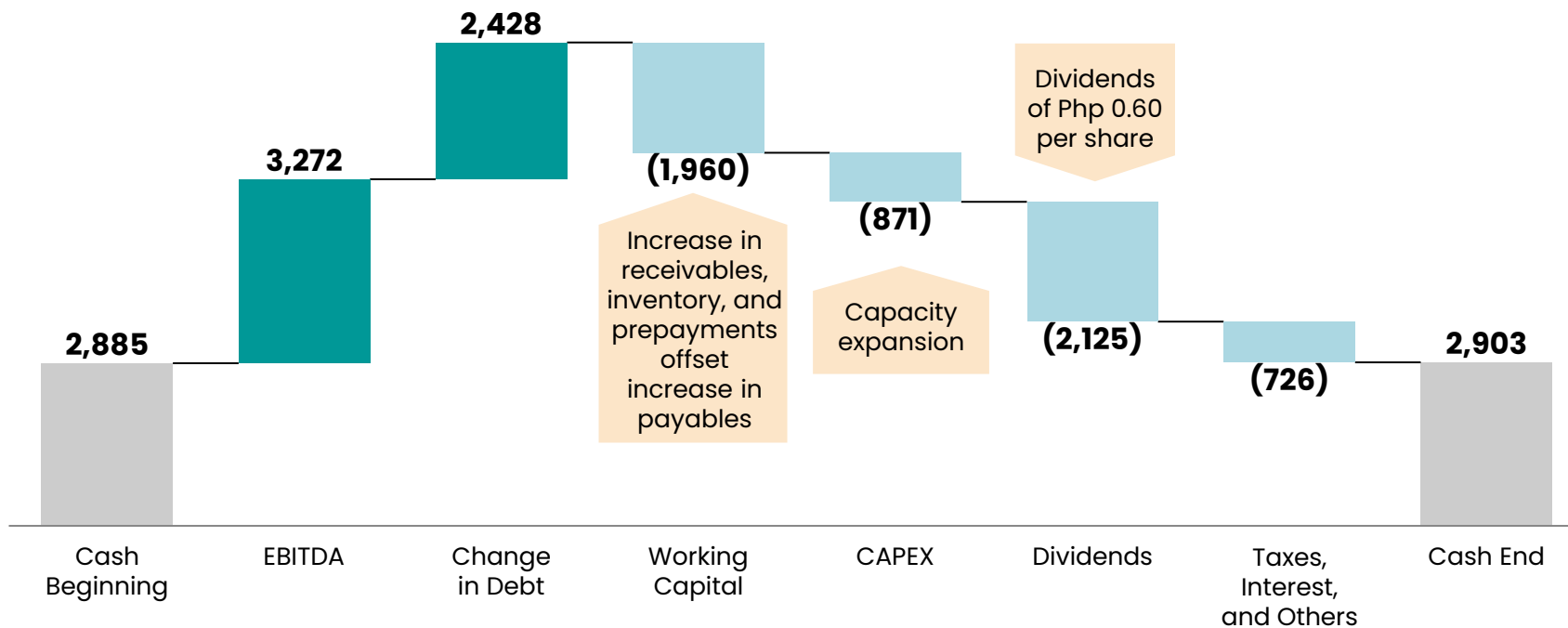
- CNPF delivers healthy operating growth in the face of margin pressure
- Notwithstanding higher interest and effective tax rate, NIAT growth lands in the double-digit territory

HEALTHY CASH POSITION AND STRONG BALANCE SHEET SUPPORT OPERATIONS AND UPCOMING GROWTH PLANS



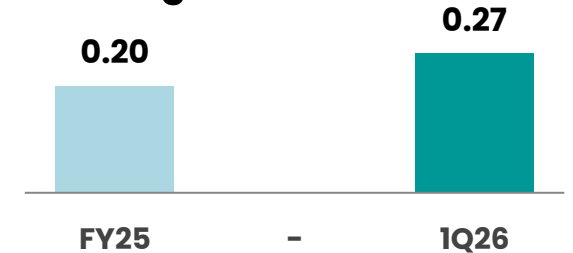
1Q 2026 Cash Flows

In PHP M

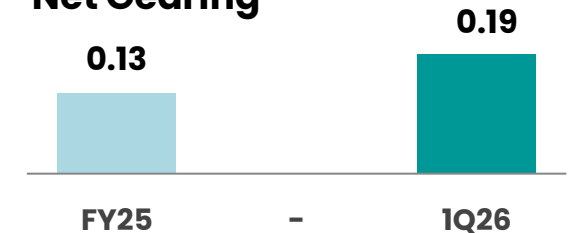


Leverage Ratios

Gearing



Net Gearing



- Healthy operating performance and borrowings fund working capital and capacity expansion
- Dividends at 30% payout, increasing to Php0.60 per share
- Despite slight uptick in leverage, overall debt levels remain manageable

FY 2026 OUTLOOK



PROLONGED GEOPOLITICAL CRISIS CREATES UNCERTAINTY IN OPERATING LANDSCAPE



Hormuz tensions drive oil price and supply volatility

POLITICS • IRAN

Battle for Hormuz begins as U.S. military fights off Iranian attacks while seeking to break regime's grip on ship traffic through strait

By Jason Ma
Weekend Editor
May 4, 2026, 1:28 PM ET
Updated May 4, 2026, 4:12 PM ET



guided-missile destroyer USS Rafael Peralta (DDG 115) patrols the Arabian Sea during a maritime blockade against ships entering or exiting Iranian ports and coastal areas, April 15, 2026.
U.S. NAVY

Source: Fortune (04 May 2026)

Key risks to CNPF



Higher cost of key commodities, particularly marine in the near-term



Disruptions in operations & logistics from higher fuel costs and energy supply uncertainty



Net exposure to USD from imported raw materials



Decline in consumer sentiment & spending power may impact demand in domestic retail

- CNPF's role in delivering affordable nutrition becomes imperative as macroeconomic volatility arising from US-Israel-Iran conflict calls for nationwide food security
- CNPF is proactively taking measures to navigate and prepare across various scenarios

PROACTIVELY NAVIGATING RISKS AND IMPLEMENTING PLANS TO ENSURE CONTINUOUS OPERATIONS



Mitigating actions based on contingency scenarios



Securing Food Supply

- Maintaining ample inventory covers
- Pooling alternative suppliers across key materials
- Ensuring continuous distribution & plant operations
- Optimizing routes & securing fuel supply



Managing Inflationary Impacts

- Focused spending and slashing discretionary costs
- Hedging net forex exposure
- Strategic pricing program being implemented



Protecting Our People

- Ensuring critical workforce stability
- Providing employee support (e.g. WFH arrangements, transportation aid as needed)



Supporting Consumers with More Value

- Ensuring everyday essentials remain accessible
- Providing relevant options across price tiers
- Innovating convenient, healthier, value-for-money offerings

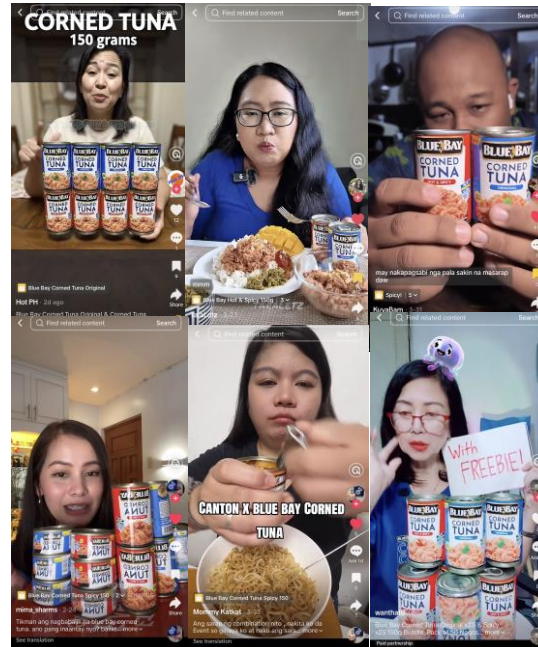
SUPPORTING CONSUMERS WITH MORE VALUE: MARINE'S ENTRY IN CORNED TUNA



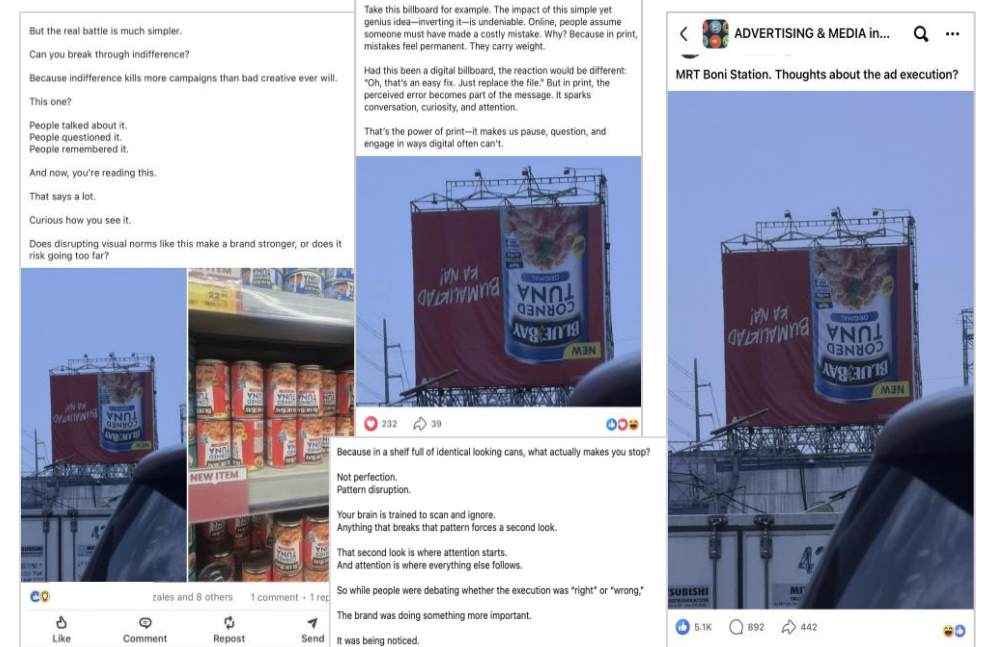
Blue Bay's low-cost, high-impact integrated marketing communication boosts brand relevance in value subsegment



Blue Bay Corned Tuna's *Bumaliktaad Ka Na!* Campaign



Tiktok launch echoed by affiliates



Disruptive marketing spurs viral, organic discussions on social media

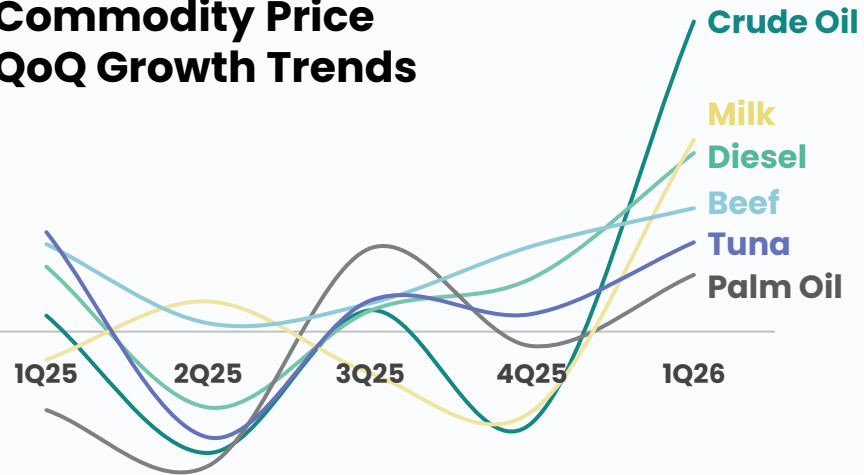
2026 PRELIMINARY OUTLOOK



US-Iran tensions exacerbating input costs

Aspire to deliver double-digit growth as we balance affordability, cost pressures, and bottomline in the face of uncertainty

Commodity Price QoQ Growth Trends



Topline

- Resilient business model to help sustain double-digit growth momentum
- Continuous demand for everyday essentials & value for money goods
- Plans to deliver a combination of volume- and price-led growth

Bottomline

- Proactively mitigating impacts of ME crisis with a multi-scenario framework and push-button plans
- Price increase program to be implemented to cushion the impact of rising input and distribution costs
- Export business to serve as a natural hedge against forex exposure
- Effective tax rate increase due to expiration of tax incentives

CAPEX Guidance

~Php8-9B

Internally generated cash flow, strong balance sheet, and moderate increase in debt to fund capacity expansion to fuel long-term growth

Due to the prolonged uncertainty from the ME crisis, this preliminary outlook may be subject to variability. CNPF will continuously provide as much clarity in our guidance as we navigate the situation.

Setting the Table for Shared Prosperity



CENTURY
PACIFIC
FOOD, INC.

CNPF 1Q26 RESULTS PRESENTATION
07 MAY 2026



ANNEX: OTHER FINANCIALS



1Q 2026 SUMMARIZED P&L



In PHP Mill	1Q 2025	1Q 2026	Δ YoY
Net Revenues	19,936	22,984	15%
Cost of Sales	14,719	17,210	17%
Gross Profit	5,217	5,774	11%
Operating Expenses	2,898	3,309	14%
Operating Income	2,323	2,726	17%
EBITDA	2,792	3,272	17%
Financing Cost	67	126	89%
Income before Tax	2,256	2,600	15%
Income Tax	351	504	44%
NET INCOME	1,905	2,096	10%
EARNINGS PER SHARE	0.54	0.59	10%
Margins (%)			
Gross Profit	26.2%	25.1%	-1.0 pps
Operating Expenses	14.5%	14.4%	-0.1 pps
Operating Income	11.7%	11.9%	+0.2 pps
EBITDA	14.0%	14.2%	+0.2 pps
Net Income	9.6%	9.1%	-0.4 pps

- Revenues grew 15% mainly driven by resilient growth in branded business and recovery in OEM
- Branded up 11%, **volume growth-led growth** due to resilient demand for value for money goods
- OEM up 32%, posting recovery from **low base in prior year**

- Gross margins soften YoY due **to higher input costs** versus the comparable period
- Opex to sales posted modest 10bps improvement on **disciplined spending**
- **Operating income up 17%**, with GM compression mitigated by favorable forex and lower opex to sales
- **NIAT growth at 10%**, trailing behind topline due to higher interest and taxes

1Q 2026 SUMMARIZED BALANCE SHEET



In PHP Mill	Dec 2025	Mar 2026
Cash	2,885	2,903
Receivables	13,378	15,047
Inventory	21,252	21,543
Current Assets	43,032	46,519
PPE	12,387	12,802
Non-Current Assets	21,944	22,384
TOTAL ASSETS	64,976	68,903

- **Cash conversion cycle** at 87 days, broadly in line with 90 days as of end-2025

In PHP Mill	Dec 2025	Mar 2026
Trade and Other Payables	15,934	17,416
Short-Term Borrowings	4,831	7,259
Long-Term Borrowings	3,076	3,076
TOTAL LIABILITIES	25,986	29,959
Retained Earnings	30,443	30,413
TOTAL EQUITY	38,989	38,944
BVPS (PHP/share)	11.01	10.99

- Interest-bearing loans totaling PHP10.3 billion **all peso-denominated.**
- Increase in short-term borrowings used to fund working capital requirements
- Change in retained earnings driven by 1Q 2026 consolidated **net income** of PHP2.1 billion net of dividends paid

1Q 2026 SUMMARIZED CASH FLOW



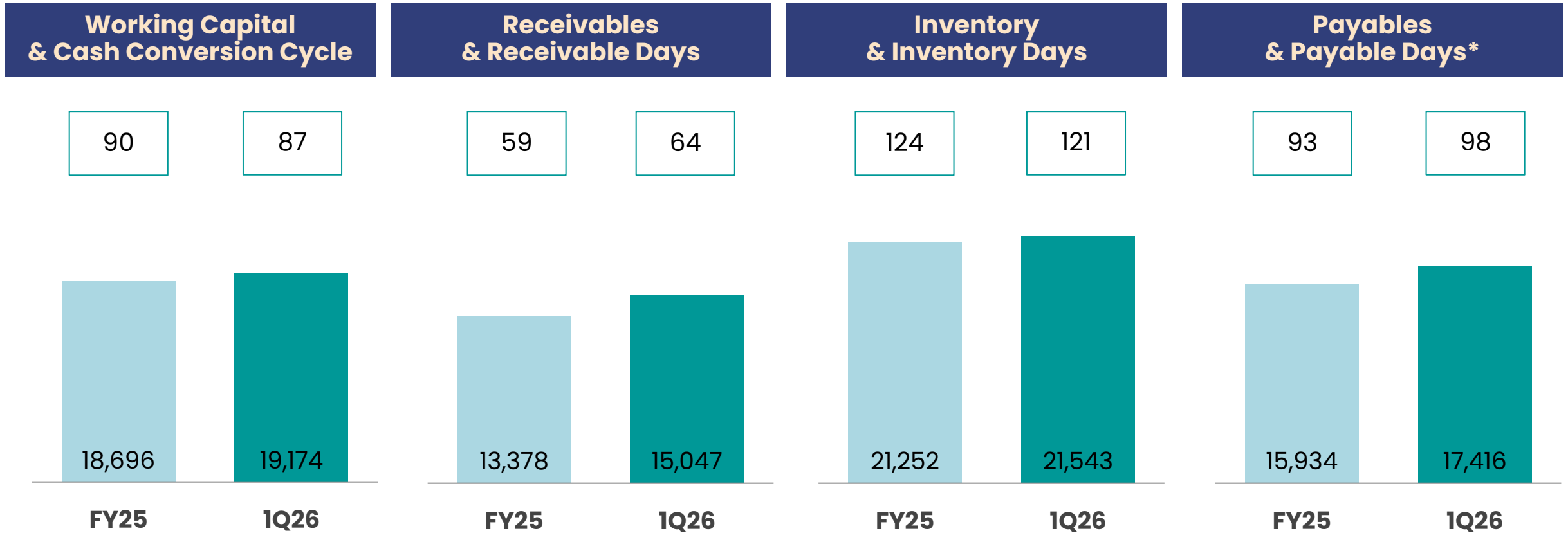
In PHP Mill	1Q 2025	1Q 2026
Profit before Tax	2,256	2,600
Depreciation & Amortization	469	546
Working Capital Change	(697)	(1,960)
Income Tax	(351)	(504)
Others	70	110
OPERATING CASH FLOWS	1,747	792
Capital Expenditures and Acquisitions	(697)	(871)
INVESTING CASH FLOWS	(696)	(853)
Interest Paid	(67)	(126)
Change in Debt	700	2,428
Dividends and Others	(2,044)	(2,223)
FINANCING CASH FLOWS	(1,410)	79
NET CHANGE IN CASH	(359)	18
CASH, ENDING	2,868	3,246
FREE CASH FLOW	1,050	(79)

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

- Healthy cash generation supported by **steady profitability**

- **Dividends** paid in 1Q 2026 at Php0.60 per share

CCC STABLE VS YE 2025



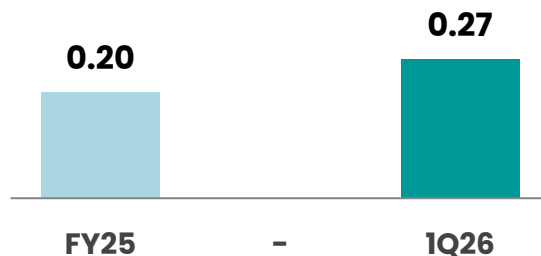
• Cash conversion cycle at 87 days as **increase in payable days offset increase in receivable days**, with inventory days broadly the same

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

FINANCIAL RATIOS

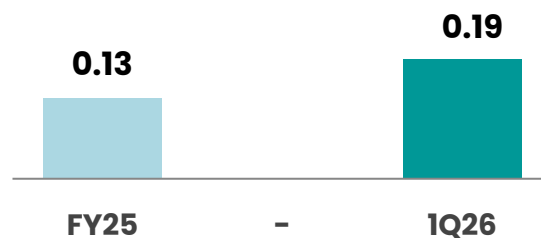


Gearing (x)



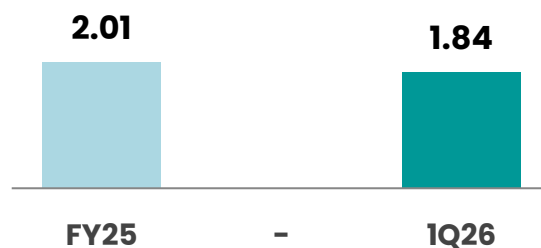
- Increase in gearing ratio due to **increase in short-term borrowings**, comfortable levels maintained

Net Gearing (x)



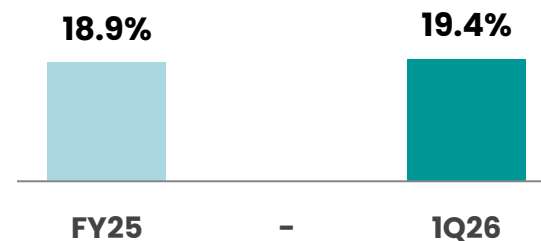
- Slightly higher net gearing ratio driven by **short-term borrowings**

Current Ratio (x)



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

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





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