



FY 2025 Preliminary Results

31 March 2026



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Presenting team



Simon Harrison
Chief Executive Officer

30+

5



Fabio Fazzari
Chief Financial Officer

15+

6



Benedetta Mastrolia
IR Director

7

7

● Years of experience

● Years at Princes Group

Our investment case



1 Market Leadership

65% avg. market share

Strong positions in staple, high-frequency categories create significant barriers to entry and make Princes a first-call partner for major retailers.



2 Dual Business Model

Branded + COB

Unique integration of branded and customer-own-brand manufacturing captures consumer spend across premium and value segments while driving industrial cost competitiveness.



3 Scalable European Platform

30% spare capacity

Vertically integrated, multi-site manufacturing with significant headroom enables organic growth without immediate additional capex.



4 High Cash Conversion

>85% FCF conversion

Disciplined working capital management delivered >85% free cash flow conversion in FY2025, providing strength to reinvest and fund future growth.



5 Proven M&A Track Record

20+ acquisitions

Management has completed over 20 acquisitions with a strictly selective approach focused on strategic fit, category consolidation and long-term value creation.



6 Management & Family Ownership

Family-owned discipline

Experienced leadership with direct family shareholder involvement eliminates principal-agent conflict and fosters rigorous financial discipline and long-term focus.

Operational highlights

1



IPO on London Stock Exchange

Enhanced corporate standing and M&A firepower

2



Princes Group Integration

£15m of the targeted £30m synergies delivered, with further opportunities identified

3



Strong Customer Relationships

New contract wins with major UK and German retailers and discounters

4



Plasmon Acquisition

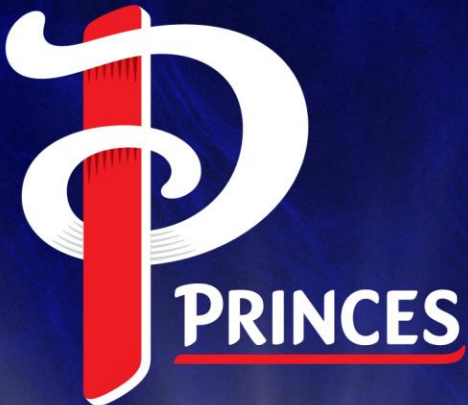
New baby food capabilities, industrial know-how and spare capacity in pouches and snacks

5



Carrefour Italy Opportunity

Significant commercial opportunity (£400m) following NewPrinces acquisition



FY 2025 Results highlights*

£1.9bn



Revenue

-6% YoY: Deflation and portfolio rationalisation impact

+22.3%



Adj. EBITDA Growth

Adj. EBITDA to £149.5 vs £122.3m; EBITDA margin +181 bps to 7.8%

+330%



EBIT Growth

EBIT £75m vs £17.4m.
Strong operational leverage driving earnings

+525%



Net Profit Growth

Net profit £58m vs £9.3m.
Bottom-line improvement across all segments

£128.5m



Underlying FCF

86% FCF conversion; strong cash generation

£394m



Net Cash Position

Excl. IFRS 16; £311m incl. IFRS 16

*Pro forma figures in line with IPO perimeter, including Germany and France from 1 January



Financial Performance

Fabio Fazzari, CFO



£ m	Pro Forma FY 2025
Revenues	1,919.3
Adj. EBITDA	149.6
<i>Adj. EBITDA margin 7.8%</i>	
Underlying FCF	128.0
Cash Conversion	86%

+22.3% Adj. EBITDA growth YoY

Significant EBITDA margin improvement driven by enhanced procurement terms, tighter management, supply chain optimisation, operational efficiencies, and reduction in waste and stock losses.

+181 bps Adj. EBITDA Margin growth

Despite 4Q being impacted by the weakest level of the year for sterling against EUR and USD, Princes delivered EBITDA in line with expectations.

86% Cash Conversion

Strong underlying cash flow generation driven by continued improvement in operational performance, disciplined CAPEX spending, and Net Working Capital improvement

P&L: Strong Earnings Delivery Across All Margins

Profit & Loss (Pro Forma, £ m)	FY 2025	FY 2024
Revenue	1,919.3	2,053.5
Cost of sales of goods	-1,531.2	-1,715.2
Gross operating profit/(loss)	388.2	338.4
Gross margin	20.2%	16.5%
Adjusted EBITDA	149.5	122.3
Adj. EBITDA margin	7.8%	6%
Depreciation & Amortisation	-70.6	-84.1
Exceptional Items	-3.9	-20.8
EBIT	75.0	17.4
EBIT margin	4.1%	1.9%
Finance income	17.4	1.7
Financial expenses	-15.3	-5.9
Profit/(loss) before taxes	77.1	13.3
Income taxes	-19.1	-4.0
Net profit/(loss)	58.0	9.3

£1.9bn Revenue



Revenue -6% YoY, driven by portfolio optimization and deflationary pressures, reflected in COGS trend of +10% YoY.

+372bps Gross Margin growth YoY

Gross margin expanded despite significant GBP weakness in Q4, underscoring strong pricing discipline.

+224 bps EBIT Margin growth YoY



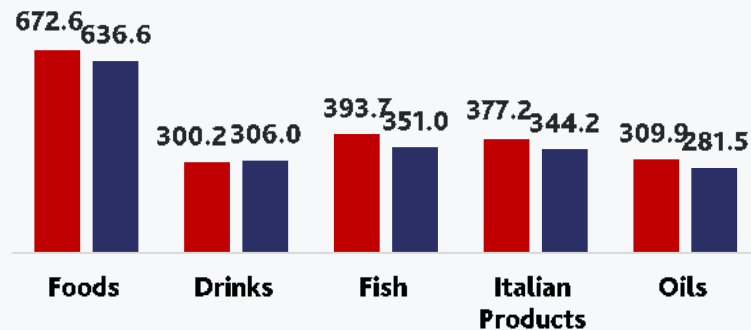
£17.8m Financial income

benefited from pre-IPO capitalisation of the shareholder loan and substantial cash reserves.

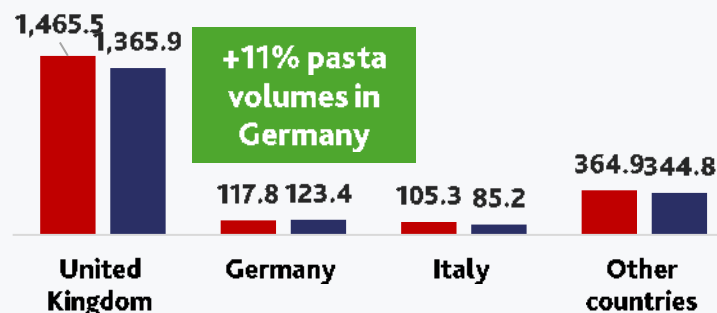
+525% Net Income growth YoY

Divisional performance

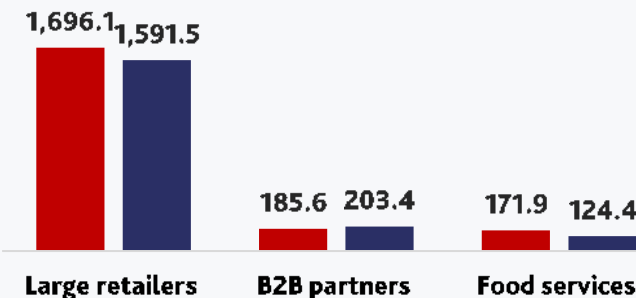
Revenue by business unit (£m)



Revenue by geography (£m)

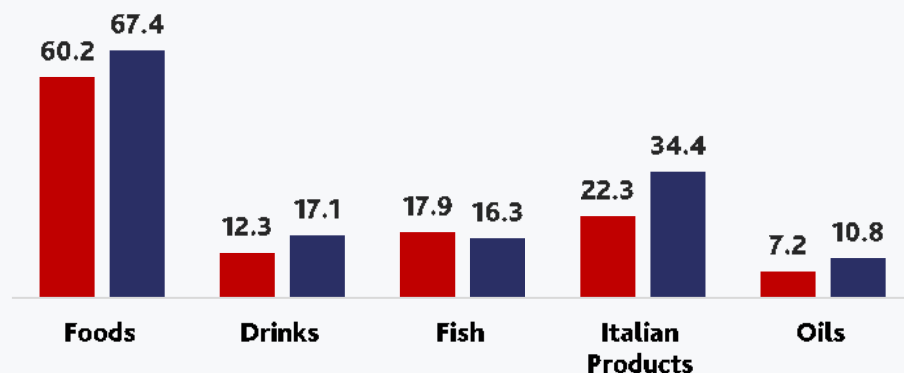


Revenue by business channel (£m)



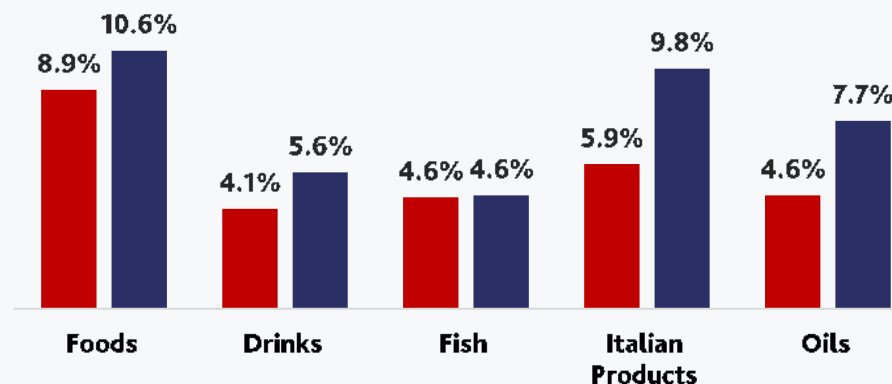
Adj. EBITDA grew in most divisions...

Adj. EBITDA by business unit (£m)



...with a material profitability improvement

Adj. EBITDA Margin



■ FY 2024 ■ FY 2025

Balance sheet analysis

Balance Sheet (£m)	FY 2025	FY 2024
Total Non Current Assets	693.1	579.6
of which Property, plant & Equipment	495.5	385.3
Inventories	403.8	342.2
Trade receivables	178.4	130.3
Trade payables	-432.0	-282.8
Net Working Capital	150.2	189.8
<i>as % of revenues</i>	<i>7.8%</i>	<i>9.2%</i>
Cash & cash like Items	584.7	243.3
Non-current financial liabilities	-110.7	-349.7
Current financial liabilities	-79.4	-261.0
Net Cash (Debt) position	394.6	-367.3
IFRS 16 - lease liabilities	-83.6	-51.1
Net Cash (Debt) position inc. lease liabilities	311.1	-418.4
Share capital	24.5	7.0
Reserves	990.2	241.2
Net profit/(loss)	58.0	-7.5
Total Shareholder Equity	1,072.7	240.8

£693m

Asset Base

PP&E to £495m, reinforced by recent real estate investments

-140bps

NWC as % of Revenue

Net Working Capital improved to 7.8% vs 9.2% of revenues in FY 2024

£585m

Cash Available

Up 140% from £243m in FY 2024, providing significant financial flexibility

£1,073m

Shareholder Equity

Equity surpasses £1bn, up 4.5x from £241m in FY 2024

Cashflow statement / FCF

Cash Flow Generation	FY 2025 (Pro Forma) *
EBITDA Adjusted	149.5
IFRS 16 Leasing	-21.7
Net Financial Items	6.6
Minorities	-1.4
Tax	-4.0
Underlying Cash Flow From Operations	129.0
Change in Net Working Capital	41.1
Underlying CAPEX (*)	-42.0
Underlying FCF (Pro Forma)	128.0
Underlying FCF Conversion	86%

86%

FCF Conversion

Strong cash conversion; good earnings quality drove Q4 cash generation

~2%

CAPEX / Sales

CAPEX on target at ~2% of sales; real estate investments treated separately

93 DPO

Notable Payables Improvement

Avg. credit period increased significantly since acquisition, boosting working capital

March 2024

36

Dec 2024

60

June 2025

63

Dec 2025

93

(*) Underlying CAPEX excludes t£82 m of Real Estate Investments

Pro Forma figures include Princes France, Newlat GMBH and Symington's on a 12-month basis.

Capital allocation

In the **medium term**, we may consider **shareholder remuneration** through **share buybacks** and / or **dividends**

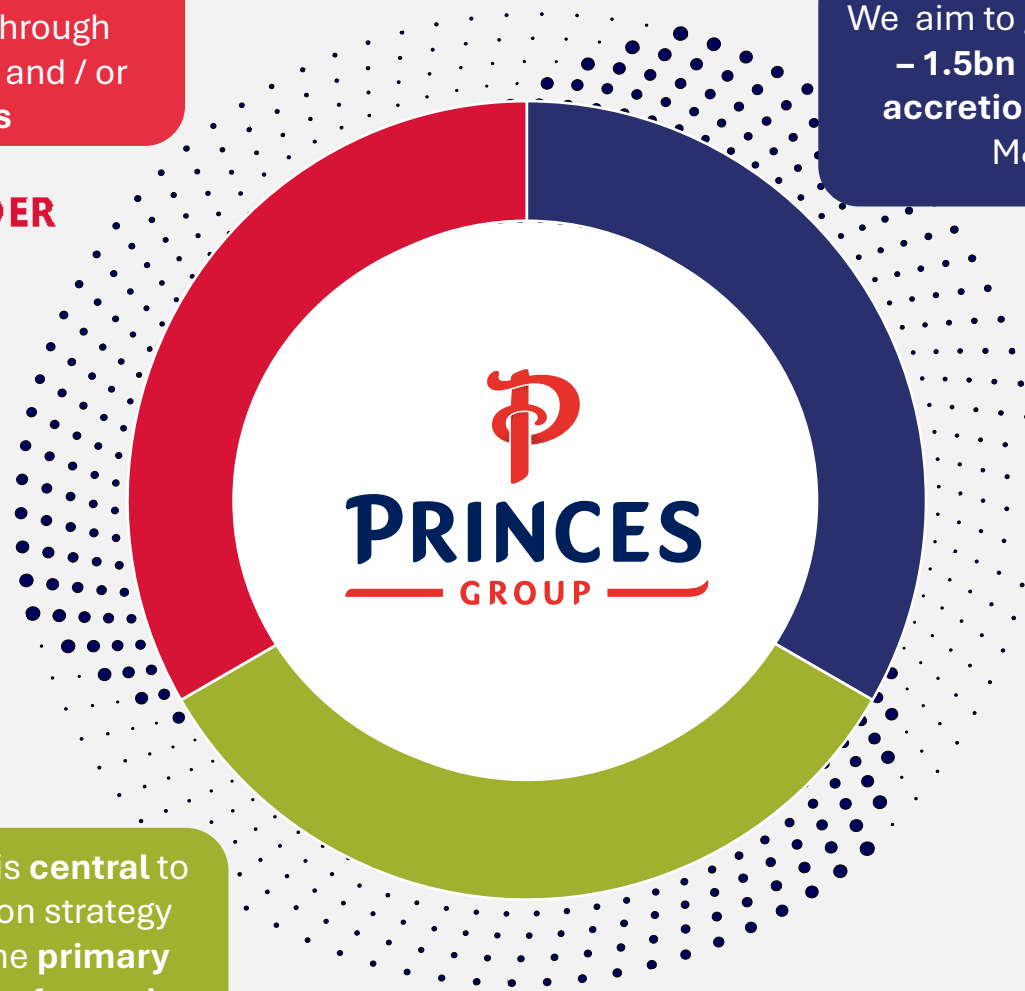
**SHAREHOLDER
RETURN**

We aim to generate **£1 – 1.5bn revenue accretion** through **M&A**

**M&A
PIPELINE**

Organic growth is **central** to our value creation strategy and serves as the **primary near-term focus** for cash generation

ORGANIC GROWTH

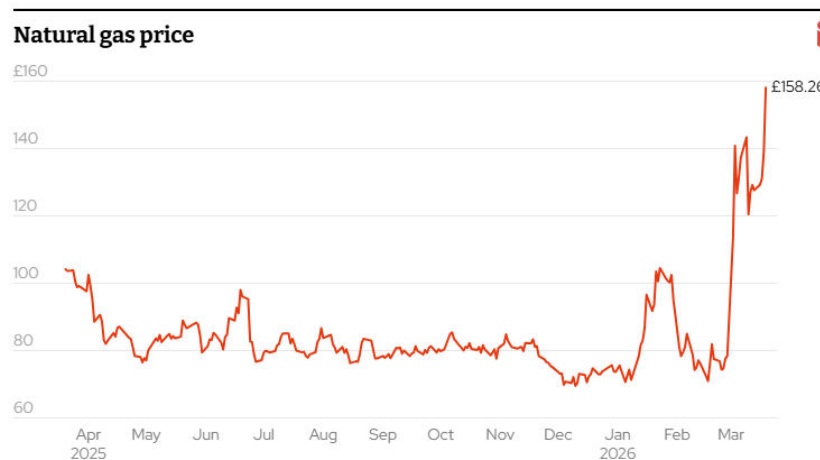


Gas & Electricity: 70% covered in 2026



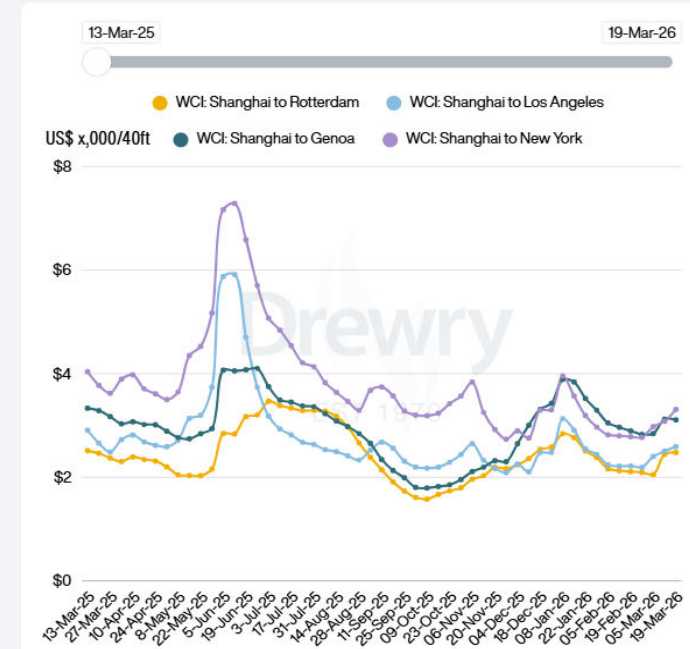
Key Impacts:

- Fuel & sea freight costs rising
- Plastics & raw materials pressured by oil prices
- Higher energy costs across factories, packaging & transport
- Pass through mechanics to mitigate inflationary trend will be activated as appropriate



Source: Investing.com

WCI Trade Routes from Shanghai (US\$/40ft)



Hauliers:

- Fuel prices **up 15%**; fuel surcharges being implemented and price increases signalled to retailers

Sea Freight:

- Spot rates rising again after a period of decline, driven by higher oil prices
- Major carriers imposing emergency fuel surcharges

Mid-term guidance unchanged

The underlying business trend is in line with market expectations with some portfolio optimisation effects still impacting the top line in H1. Profitability improvement is continuing in line with expected trajectory.

Despite the current uncertainty related to the macro-economic conditions, we remain aligned with market expectations and confirm our medium term guidance:

Revenue Target



£3bn+

Revenue to surpass £3 billion

EBITDA Margin

+300 bps

Increase by 300 bps from 2024

FCF Conversion

> 60%

Underlying FCF conversion rate

Strategy and Operational Update

Simon Harrison, CEO



Our strategy is based on 4 core pillars

1



Strategic Inorganic Growth

Expand scale through disciplined M&A, targeting complementary European businesses to create synergies and accelerate long-term value creation.

2



Commercial Value Creation

Grow market share through brand investment, product innovation and commercial excellence across categories where Princes Group has the right to lead.

3



Margin progression

Maximise efficiency through structurally lower costs, operating leverage, synergy activation, supply chain optimisation.

4



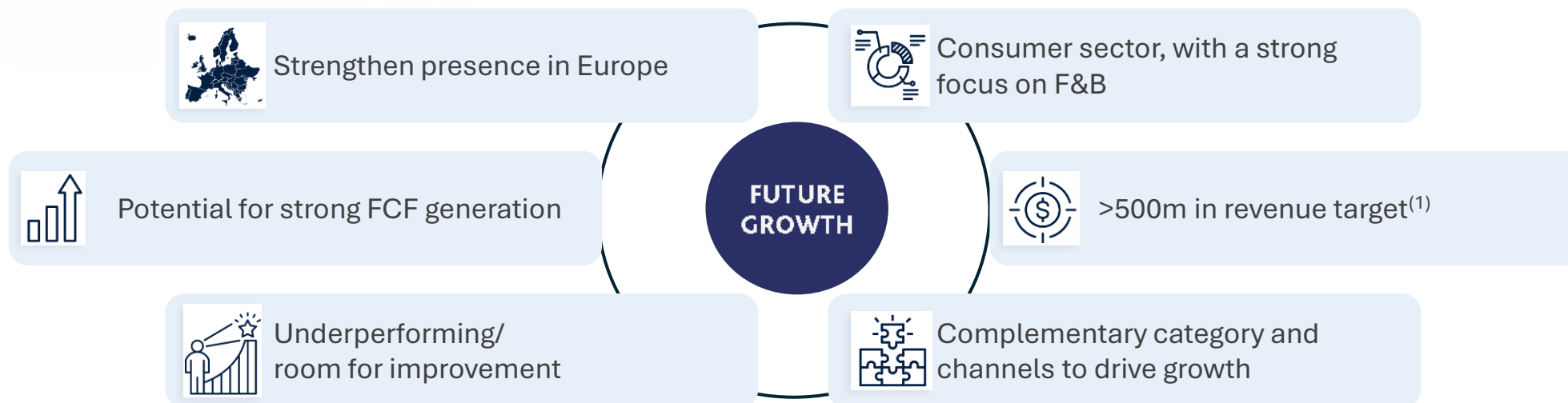
Sustainability & Ethics

Protect people and planet by embedding sustainability and ethical responsibility into every aspect of how we operate.

Deep dive into our M&A Strategy



M&A STRATEGY AND CRITERIA



F&B consolidation platform in Europe

UNDER-PERFORMING TARGETS

To exploit full potential

NON-CORE ASSETS

From MNCs with turnaround potential

SYNERGY TARGETS

Strong improved FCF

“PLUG & PLAY” TARGETS

Easy to be integrated

TARGETS WITH A SUSTAINABLE IMPACT

Combined capital structure

Plasmon: a strategic addition to Princes Group



Deal terms

NewPrinces acquired Plasmon for €124m. Leased to Princes Group for €3m fixed rent + 1.5% of revenue as a variable fee

Financials

- €170 million revenue
- €17 million EBITDA

>420 SKUs

Comprehensive product range across branded baby food segments



Latina Production Facility



c.49k tons capacity **c.24k** tons produced **c.51%** spare capacity

Well-invested facility near Rome with significant room to maximise utilisation



#1 Italian Baby Food Market Position

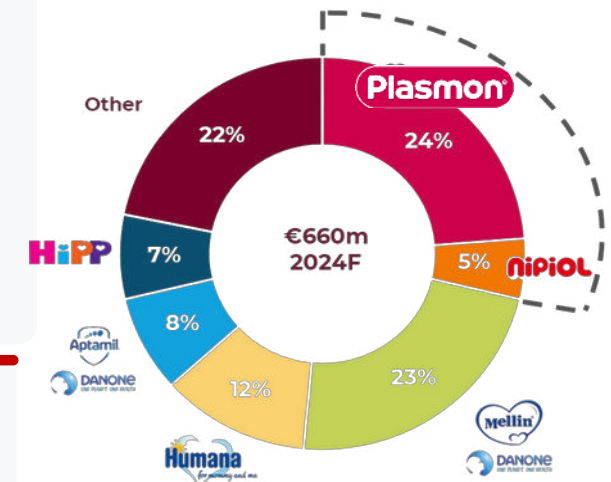


c.30% market share

- Branded player in a €660m market (2024)
- Omnichannel presence: Retailers, Specialists, Foodservice, Export
- Significant presence in specialised nutrition segments via BiAgut and Aprotin brands

1.8bn

Biscuits produced per year at state-of-the-art Latina facility



Why is Plasmon an attractive opportunity?



1 Sizeable Market

Western European baby food market worth c. **€5bn** with overall EU growth at **3% CAGR**. UK and Netherlands leading growth at **4% over next three years**

2 Manufacturing Scale & Flexibility

c. 49k tons installed production capacity with **51% spare capacity** available for growth. **c. 450 SKUs** across pouches, snacks and baby food categories

3 Strong market share

Differentiated channel presence across **retailers** (mass market grocery), **specialist channels** (pharmacies, baby stores) and *food service*.

4 Innovation & R&D Pipeline

Direct access to formulation and **R&D**. Group synergies enable **rapid test-and-scale**. Targeting **new consumption occasions**, e.g. baby ready meals, pancakes, porridge and soups

5 Clear Margin Expansion Path

EBITDA margin target of **15%** in the medium term through **insourcing** of baby formula, gluten free and low protein production (Ozzano Taro) and NPD across Consett, Ozzano and Latina

6 Significant Export Upside

Currently sold almost exclusively in Italy. Princes export network spans **60+ countries** with key target markets: UK, Germany and Netherlands.



~30%

Cost savings
through
production
insourcing

Seamlessly integrated into
Princes Group with no loss
of customers

Santa Vittoria Plant (Diageo acquisition)



Near-term opportunity: NewPrinces acquisition of Diageo plant Santa Vittoria (now Princes Ready to Drink) to be transferred to Princes Group once IT integration is completed (expected by year-end) via operating lease – subject to committee approval

Innovation & NPD Focus

Strong innovation and product development focus with Princes Group and Princes RTD teams:

- Leveraging capability to enter new drinks categories and occasions incl. **Energy, Aperitivo and Liqueurs**
- Exciting new brand development launching in **Carrefour Italia – April and May 2026**

Spartan Energy 250ml



Terrazza Dei Limoni 70cl





SHORT-TERM

 **Target A** Player in a new category
Expected revenue: c.£500m

 **Target B** Ambient foods player
Expected revenue: c.£500m

 **Target C** Ambient foods player
Expected revenue: c.£250m

 **Target D** Leading fish producer
Expected revenue: c.€100m

 **Target E** Ambient foods player
Expected revenue: c.£500m

LONG-TERM

>25 targets identified in various sectors
and expansion areas

Well spread diversification targeted across activities:

	Category	Format	Channel	Geography
 Foods	✓	✓	✓	✓
 Fish	✓	✓	✓	✓
 Italian	✓	✓		✓
 Oils			✓	✓
 Drinks	✓	✓	✓	

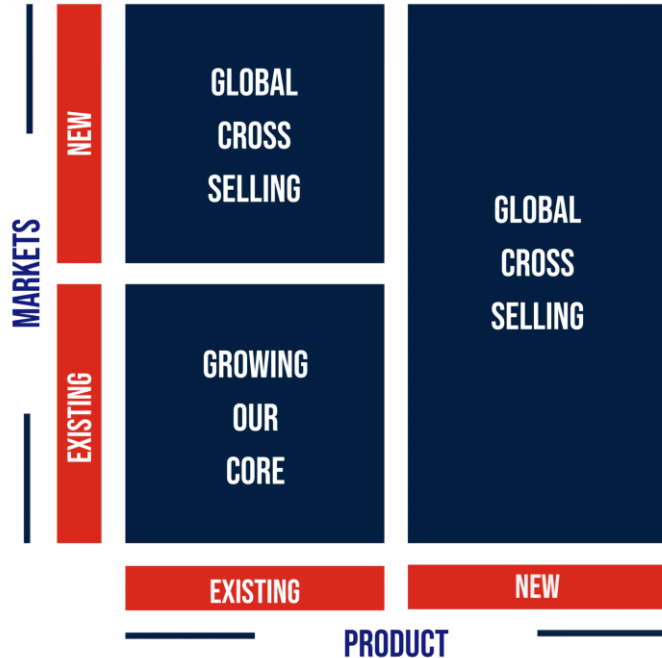
Focused on expanding and strengthening our food
manufacturing business

Driving strategic consolidation with a medium-term target of £1–1.5bn incremental revenue through M&A

Deep dive into our Organic Growth strategy



Cross-selling

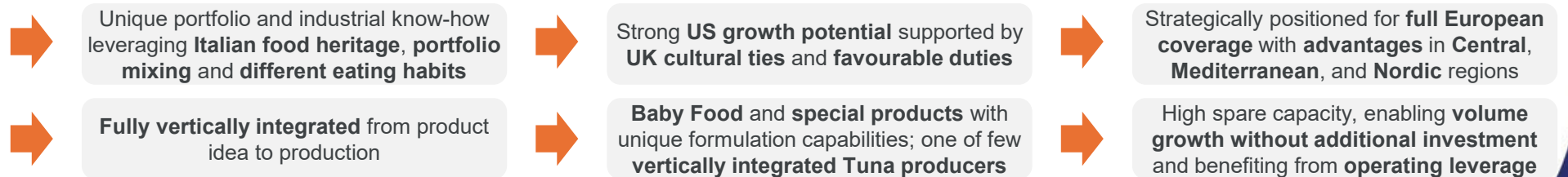


NPD: We focus on six major verticals



INTERNATIONAL EXPANSION

PRODUCT DEVELOPMENT



Driving momentum with targeted NPD launches and brand campaigns



Napolina
CREATO A NAPOLI

+16%
value growth

- Double-digit growth across every sub-category
- Launched Flavoured Oils range - >£1m turnover in one year
- New launches: polpa, black beans, flavour boosters



Branston
SINCE 1922

50%
trade up intent

- Family-sized «crowd pleaser» can – 50% trade up intent
- Small & Mighty triple pack for discreet shoppers
- New canned pasta range: 3 SKU range covering 75% of category volume

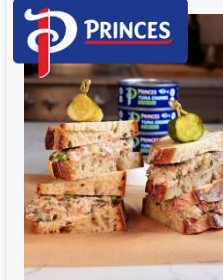


£4.5m
incremental sales

+2%
growth in drinks

Precision VOD
Campaign: 15m reach, 48% conversion
+900k new shoppers acquired over 2 years

Expanded B2B and COB partnerships in drinks with key retailers and brands



Princes Jack Mackerel transitioned into MSC certification

CROSSE & BLACKWELL

Expanded into mixed bean, chilli, tomato & red pepper

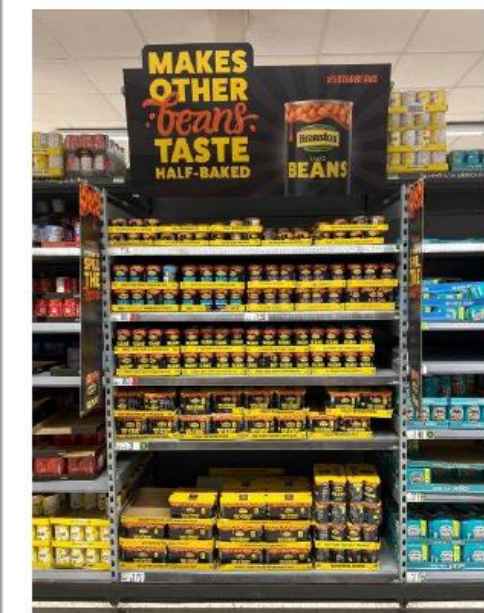
NAKED



36 million consumers annually

Naked ultimate range into Italian & Mexican cuisine

Supporting our brands through brilliant activation



New contract wins in the UK



Product development and Innovation

New COB contracts secured through innovation, new capability and great customer collaboration

- ▶ Clean recipe development
- ▶ Sustainable Packaging
- ▶ Packaging differentiation
- ▶ Flavour development
- ▶ Licensing and events



Leveraging UK Manufacturing base

Continuing to utilise our extensive UK food manufacturing footprint to build longer term relationships with our core customers

- ▶ Multi year COB contracts secured with major UK retail customers
- ▶ Joint Recipe development in UK sites
- ▶ UKM strategy to highlight the benefits of UK manufacturing



Global sourcing expertise

Expanding our business through leveraging our broader group manufacturing base and global strategic supplier partners

- ▶ Multi Ocean Tuna sourcing strategy
- ▶ Sustainably sourced Mackerel and Sardines
- ▶ Sustainably and ethically sourced tomatoes

Notable customer recognition in 2025



TESCO

Received the '**Tesco Brand Development**' award for Symington's work on Tesco COB Home Baking kits

M&S
— FOOD —



Tom Kerridge filmed in our fields in our growers' field for the **M&S Tom Cooks Italian** series that will be aired next summer


ocado



Princes awarded at the **Ocado** annual supplier briefing **M&S Supplier of the Year** for the speed in which we switched on direct deliveries to Ocado depots following the M&S cyber-incident

 **Unitas**
The UK's Largest Wholesale Buying Group

Grocery Supplier of the Year



Princes Foods

Unitas Supplier of the Year
Demonstrating increase focus in wholesale channel

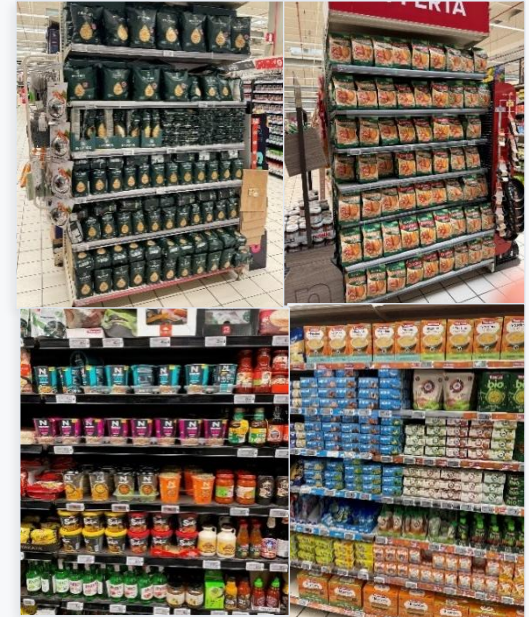
Carrefour Italia commercial opportunity



Parent company acquisition (Dec '25) secures direct route-to-market for Princes Group.



Princes products given prominent shelf space at Carrefour Italy



Key Value drivers:



Private Label

Opportunity for Princes to supply a wide range of COB products



Supply Chain Verticalisation

Removing intermediaries for margin improvement



Shelf Space

Guaranteed visibility for branded portfolio.



PRICE AND PRESSURES

INSTANTLY EASY

Quick hassle-free meal solutions that fit into busy lifestyles.

LITTLE LUXURIES

Premium treats and indulgences as a form of escapism and enjoyment.

COMFORT REINVENTED

Comforting classics that satisfy both nostalgia and culinary adventure.

POWERFUL PANTRY

A renewed focus on 'pantry stocking' sees diversification in ambient.

HEALTH AND WELLBEING

BOOSTED BENEFIT

Reformulations that boost nutritional benefits at every occasion.

SIMPLY NATURAL

Clean label food and drink with simple, transparent ingredients lists.

SUSTAINED ENERGY

Functional choices that enhance alertness and maintain energy.

BALANCED MIND

Products supporting emotional wellbeing and reducing anxiety.

HUMAN EXPERIENCES

SENSORY OVERLOAD

Adventurous products bursting with bold flavours, textures and vibrancy.

GLOBAL FLAVOUR

Exploring diverse cuisines and ingredients from around the world.

MOMENTS OF JOY

The desire for novel and memorable shared dining experiences.

VIRTUAL COMMUNITY

Shared culinary experiences online can foster a sense of community.

PLANET ACTION

THE WAR ON WASTE

Reducing waste through manufacturing and in-home use.

TOTAL TRANSPARENCY

Offering transparency of the supply chain to build trust with consumers.

ETHICAL PURCHASING

Consumers are seeking brands aligning with ethical and social values.

FOOD OF THE FUTURE

New processes and ingredients that address industry challenges.



Margin optimisation strategy and upside



CORE PILLARS OF EFFICIENCY



Operational & Plant Excellence

Comprehensive plant efficiency plan to streamline processes and significantly reduce operational complexity across all manufacturing sites.



Cost & Service Rationalisation

Full-scale review of utilities, services and facility costs to structurally lower the cost base without compromising quality or service standards.



Asset Maximisation

Boost operating leverage through strategic insourcing (e.g. pasta, baby food and ready meals) to fully utilise spare manufacturing capacity.



Supply Chain & Procurement Agility

Optimise procurement processes and reduce inventory levels to free up working capital and enhance overall liquidity position.

UPGRADED SYNERGY TARGETS

£42m – £45m

TOTAL TARGETED FINANCIAL UPSIDE



£30m

Initial Synergies identified

£15 m of the initial £30m targeted synergies were delivered in 2025



£7m – £10m

Plant Efficiencies

through operational streamlining



£5m

Procurement Optimisation

via contract renegotiation & supplier sourcing

Incremental opportunities to the initial £30m identified

01 Synergy Delivery

£15m annual synergies delivered

Ahead of plan with further opportunities identified across the Group.

03 European Integration

2 markets Germany and France

Full integration of German and French operations targeted by year-end.

02 Plasmon Integration

Complete ERP migration

integrated into Princes ERP system since January 2025;
New commercial strategy implemented.

04 Real Estate Investments

~11% annual yield

£82 m investment for Royal Liver Building and Cross Green facility
Cost savings and rental income generating a high yield of c. 11%.



Environmental Stewardship



MSC UK Seafood Brand of the Year

- Princes awarded for the second consecutive year

100% MSC-Certified Tuna

- Achieved for all Princes tuna in the UK & Netherlands – delivered ahead of schedule in the Dutch market

Switch to Sustainable Mackerel

- Transitioned to MSC-certified Jack Mackerel from South America to protect NE Atlantic stock
- Active membership in NAPA (North Atlantic Pelagic Advocacy group)



People & Community Impact



Recognised as an Inclusive Employer of Choice

Community Partnerships

- GroceryAid Gold award for second consecutive year
- Continued Diversity & Inclusion in Grocery (DIG) partnership
- Partnered with One Million Mentors to support students



NHS Blood Donation

- Blood donations at Royal Liver Building, 23 new donors in 2025

Napolina x ASDA Breast Cancer Awareness

- Limited edition rigatoni for CoppaFeel! & Breast Cancer Now, 10% of sales donated



UKM: Proudly made in the UK



79%

of consumers are more likely to purchase a product when the UKM label is present.

British provenance outweighs environmental messaging as a purchase driver.

Launched in 2025, UKM is a strategic identity project celebrating our extensive British industrial footprint – deepening connection with the domestic consumer and championing national food security, regional employment, and UK supply chain resilience.



~3,000

UK Employees

Stable, skilled roles across our ten UK manufacturing sites embedded in local communities.



10

UK Manufacturing Sites

Diverse portfolio across beverages, ready meals, soups and oils now all carrying the UKM mark.



£590m+

Annual UK Business Spend

Significant economic contribution through annual spend with UK-based suppliers and businesses.



49%

Perceive as Better Quality

49% of consumers associate products made in the UK with being better quality



Q&A



Appendix

Princes Group's leadership team

An experienced and entrepreneurial driven board of directors



Angelo Mastrolia
Executive Chairman

30+

21



Simon Harrison
Chief Executive Officer

30+

4



Fabio Fazzari
Chief Financial Officer

15+

5



Giuseppe Mastrolia
Chief Commercial Officer

10+

10+



Benedetta Mastrolia
IR Director

7

7

...supported by a strong management team with International exposure in large corporates



Barry McDonnell
Chief Operations Officer

18

5



Ian Rooney
Chief Supply Chain Officer

20

4



Neil Bohannon
Chief Procurement Officer

29

29



Joe Dent
Chief People Officer

26

19



Andrew Hargraves
Group Commercial Director

21

21



Victoria Howard
Finance Director Commercial

17

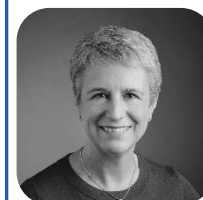
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Independent board members



David Gosnell
Deputy Chair

25+



Linda Main
Chair of Audit Committee

20+



Louise George
Chair of Remuneration committee

20+

An **entrepreneurial, international** platform in the **food & beverage** sector that has grown through **M&A, integration** and **value creation** to become a **category captain** across **own label** and **branded products**, with a **well invested asset base** and **diverse customer base**

Statutory income statement

	Unaudited Year ended 31 December 2025	Unaudited Nine-month period ended 31 December 2024
	£'000	£'000
Revenue from contracts with customers	1,871,531	1,275,223
Cost of sales	(1,490,928)	(1,057,622)
Gross profit	380,603	217,601
Distribution costs	(97,716)	(63,795)
Administrative expenses	(208,672)	(135,532)
Other income	1,691	-
Share of results of associates	121	97
Operating profit	76,027	18,371
Finance income	17,263	40
Finance costs	(37,889)	(24,190)
Profit / (loss) before income tax	55,401	(5,779)
Income tax expense	(18,253)	(2,475)
Profit / (loss) for the year / period	37,148	(8,254)

Bridge from statutory to pro forma income statement

(£'000)	Princes Group statutory	Newlat GmbH	Princes France	I/C Eliminations	Pro Forma
	For the year ended 31 December 2025				
Revenue from contracts with customers	1,871,531	76,413	13,426	-42,050	1,919,319
Cost of sales of goods	(1,490,928)	(65,931)	(16,375)	42,050	(1,531,184)
Gross operating profit/(loss)	380,603	10,482	(2,949)		388,136
Sales and Distribution costs	(97,716)	(6,429)	(46)		(104,191)
Administrative expenses	(208,669)	(1,841)	(33)		(210,544)
Other revenues and income	1,691	235	172		2,099
Other operating costs	0	(373)	(220)		-593
Share of results of associates and joint ventures	121	0	0		121
Operating profit/(loss)	76,029	2,075	(3,077)		75,027
Finance income	15,058	1,273	1,035		17,365
Financial expenses	(35,684)	(937)	(21)	21,296	(15,346)
Profit/(loss) before taxes	55,402	2,410	(2,063)	21,296	77,046
Income taxes	(18,253)	(833)	0		(19,086)
Net profit/(loss)	37,149	1,577	(2,063)	21,296	57,960

Get in Touch



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Upcoming Events

1–2 April Post-Results Roadshow, London

7–17 April Post-Results Roadshow, Virtual

