



Group Presentation

January 2026





We are a foodie business at heart

With a focus on meeting and exceeding our customer's needs



OUR PURPOSE

Making the right
choices never
tasted so good



OUR VISION

Bringing everyone
together to enjoy
quality food and
drinks



OUR MISSION

Proudly producing
authentic and affordable,
high quality store
cupboard essentials from
across the world

Princes Group at a glance



**#1 in the UK across
several categories**

A category captain across COB
and branded products



**24 production sites with
~30% untapped capacity**

A broad, well-invested platform with
significant capacity headroom



Facts and figures

- Revenue **£2.1 bn**
- Adj. EBITDA **£122m**
- Margin to reach **10%** by the
medium term
- Exp. Annual CAPEX 2% of sales



**>20 M&A transactions
over the last 35 years**

A proven success story built upon
M&A and integration capabilities



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+⁽¹⁾ 5



Benedetta Mastrolia
IR Director

7 7



Giuseppe Mastrolia
Chief Commercial Officer

10+ 10+

...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 14

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 **customer own label** and **branded products**, operating with a **well invested asset base** to an **impressive** and **diverse** customer base

Key:

x

Entry year into PG

x

Years of experience in the sector

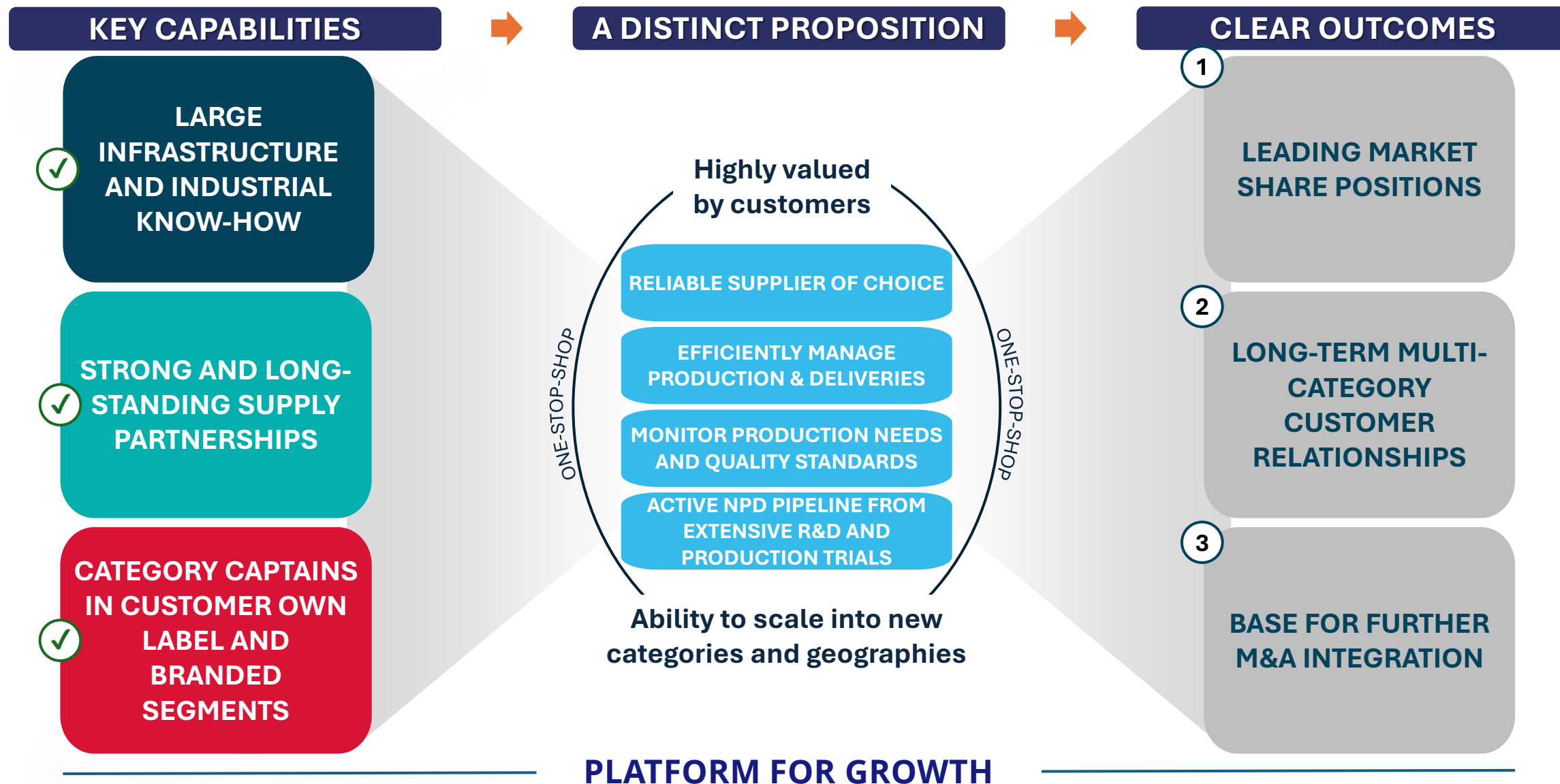


Member of BoD



Operating Board Member

Our unique proposition



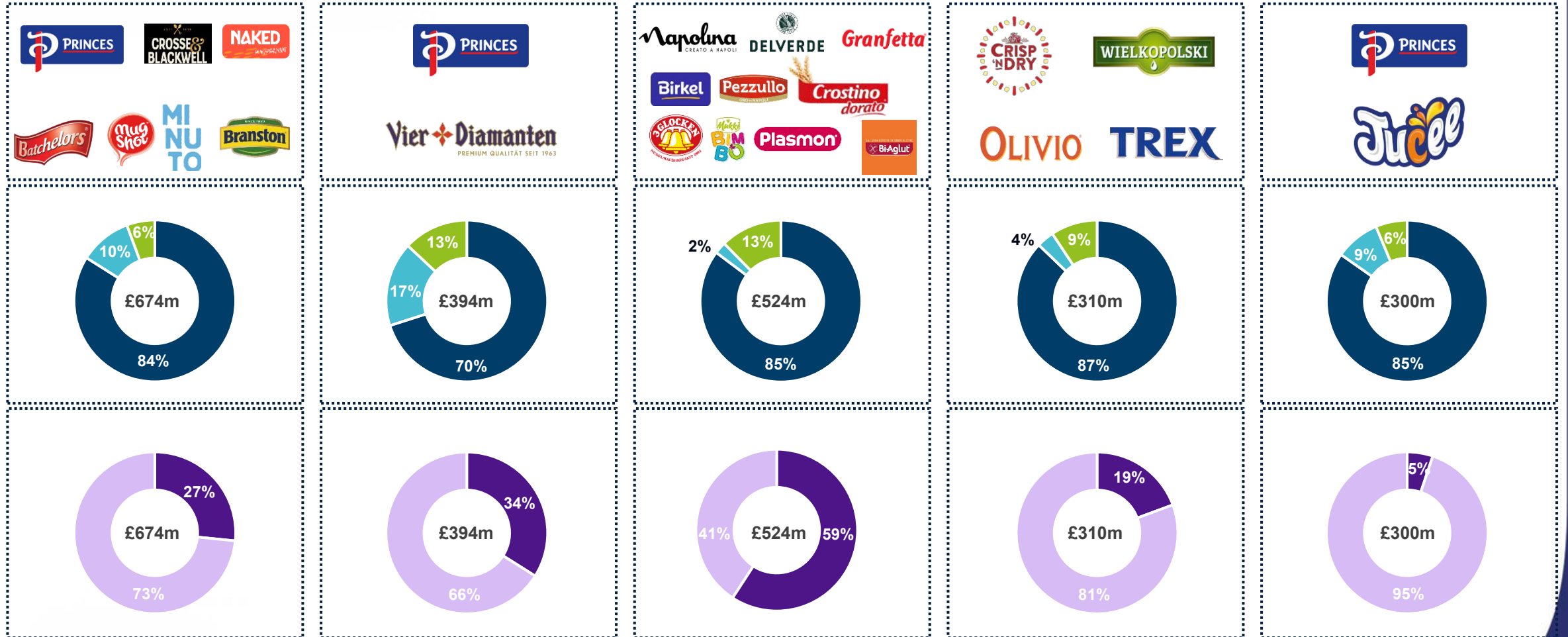
Highly diversified and balanced product portfolio



Selected brands

(1) Channel mix (FY24a)

(2) Branded/COB (FY24a)



% of total FY24a⁽¹⁾ sales: Large retailers (dark blue), Foodservice & normal trade (light blue), B2B partners (green), Branded products (dark purple), COB products (light purple)

Source: Company information | Notes: Products' pictures not exhaustive; (1) Y/E Dec '24 pro forma figures, including Plasmon; (2) Derived from pro forma figures Y/E Dec '24, including Plasmon

Industrial knowledge, scale and breadth of offering creates an impressive capability set

LEADER ACROSS PRODUCT CATEGORIES

												
Food	Branded	✓✓		✓✓			✓✓	✓✓		✓✓		✓✓
	COB	✓✓	✓✓							✓✓		✓
Italian	Branded	✓✓	✓	✓✓		✓✓	✓				✓✓	✓
	COB	✓✓	✓✓								✓	
Oils	Branded	✓✓		✓✓					✓✓			
	COB	✓✓		✓								
Fish	Branded	✓✓	✓									
	COB	✓✓	✓✓									
Drinks	Branded	✓			✓							
	COB	✓✓			✓✓							
Geographies		>60	>60	>65	>70	>100	>40	>3	>65	>100	>60	>10

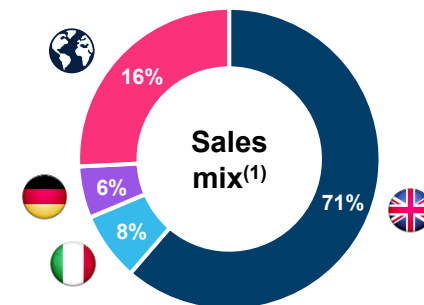
BROAD GEOGRAPHICAL REACH

>60

Countries that export products to

>8,000

Customers globally



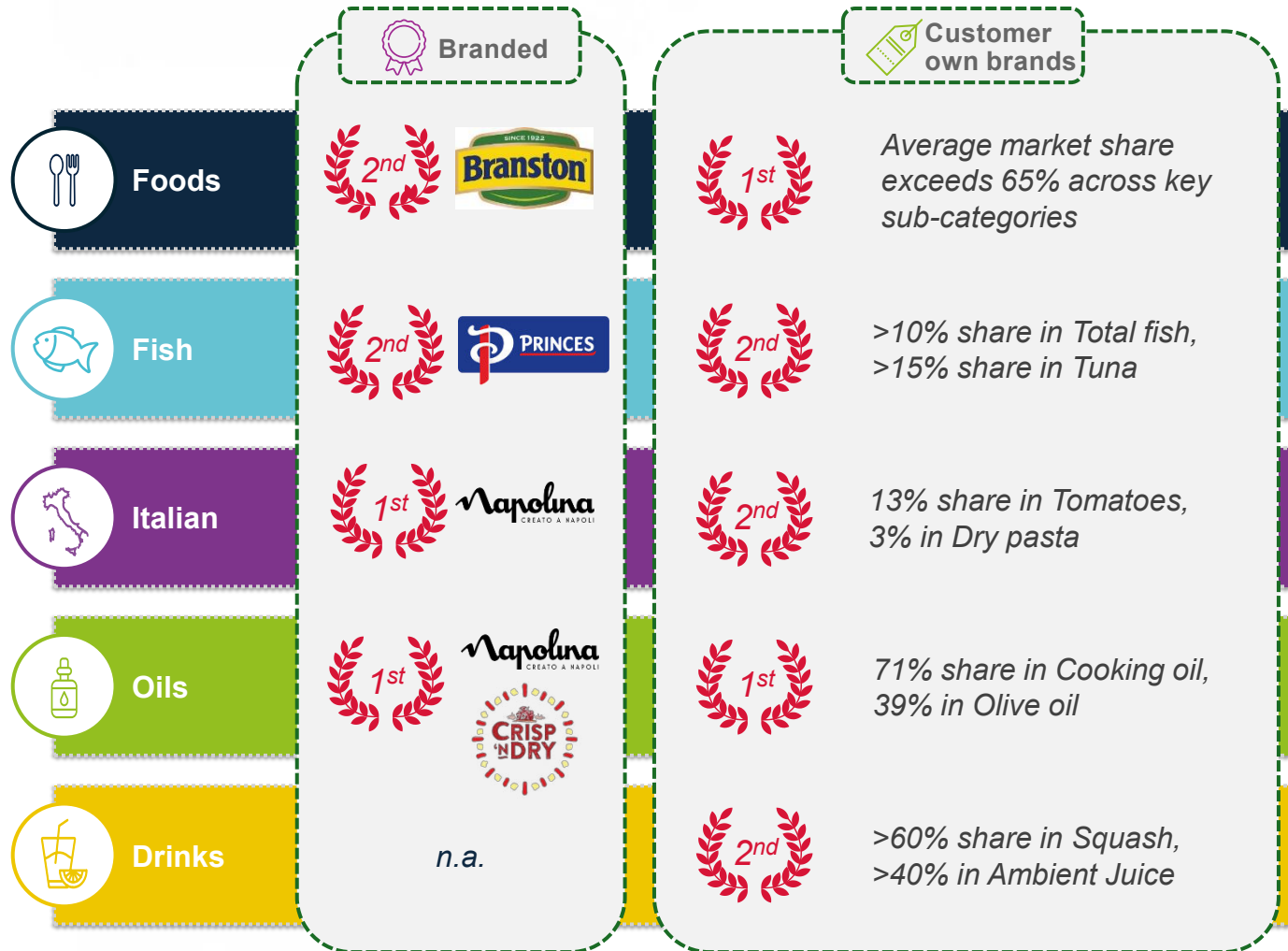
HIGHLY DIFFERENTIATED

- 1 DIVERSIFIED
- 2 GEOGRAPHICALLY BALANCED
- 3 BREADTH
- 4 SCALE
- 5 FLEXIBILITY

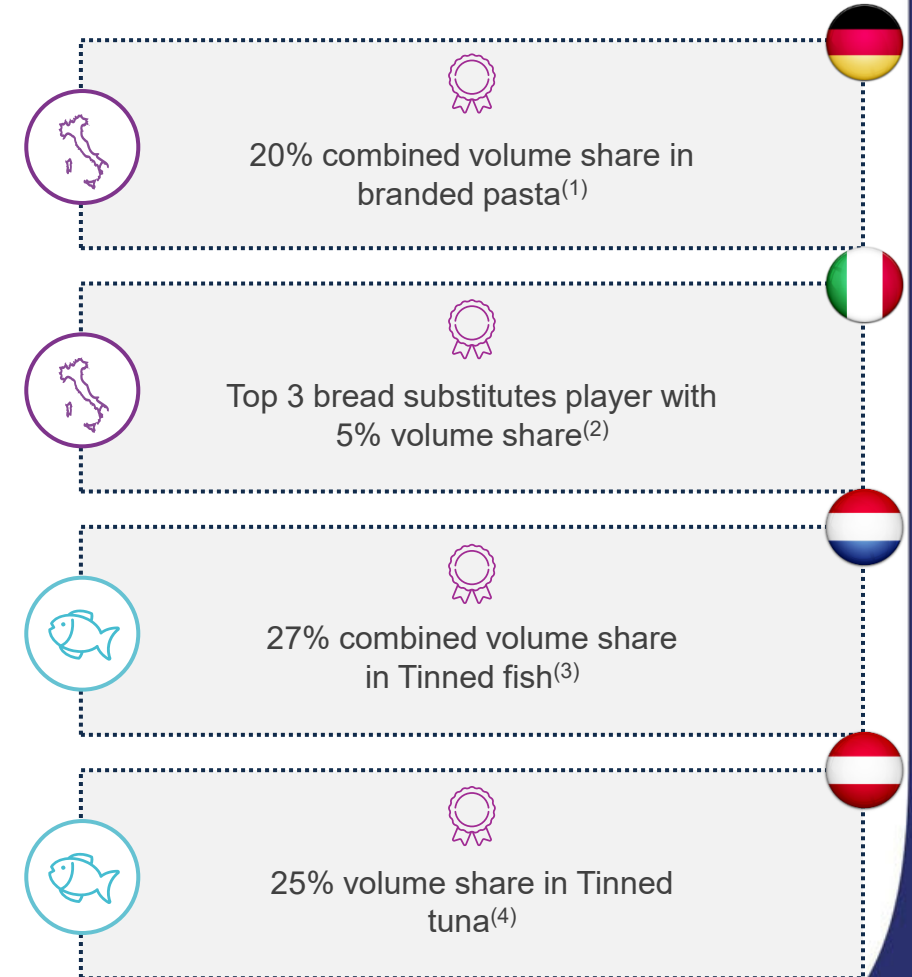
Leadership positions across categories and countries in both the cob and branded segment



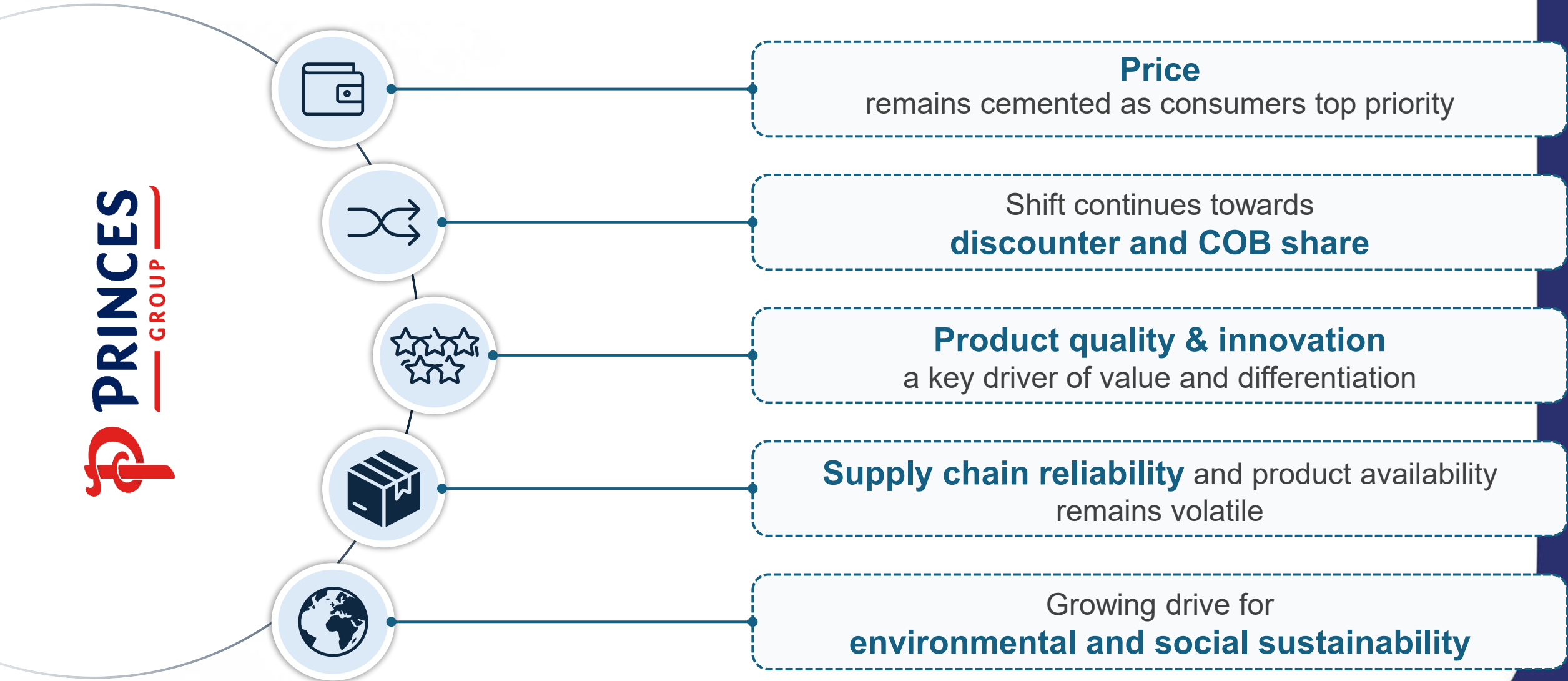
LEADING POSITIONS IN THE UK MARKET... ⁽⁵⁾



...AND IN OTHER EUROPEAN COUNTRIES



Well-positioned to capitalise on current market dynamics and customer priorities



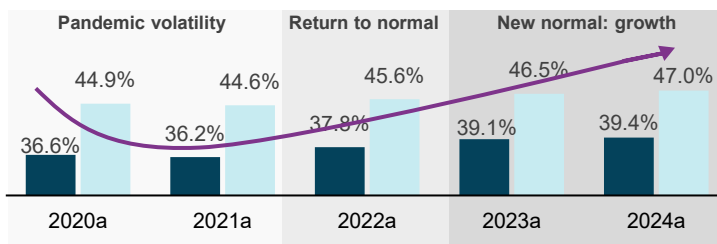
The rise of COB products – a highly attractive and complementary offering to branded products

PRINCES GROUP COMPETITIVE ADVANTAGE COMING FROM A LARGE COB PORTFOLIO WHICH IS GROWING IN PROFITABILITY

GROWING RELEVANCE OF COB

Intense inflation has fuelled growth back to pre-pandemic levels and this growth is still continuing even with ease inflation

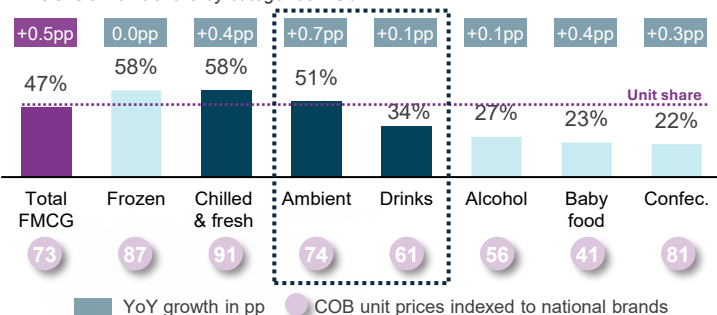
FMCG COB value and unit share trends EU6⁽¹⁾



■ % of COB products on total value ■ % of COB products on total unit

“Ambient” COB accounting for over half of all unit sales, growing ahead of the market at 0.7% and commanding a strong unit price for the category

FMCG COB unit share by categories EU6⁽¹⁾



■ YoY growth in pp ● COB unit prices indexed to national brands

COB (R)EVOLUTION

1

The shift in retailers' mindset



- COB no longer seen as low-cost alternatives
- Evolution from private label to COB: a premium, innovation-led offer
- Price is now a secondary factor, after:
 - Product quality
 - Innovation
 - Service

2

Princes Group's positioning in the new approach



Ideally positioned to partner with retailers given:

- Extensive and high-quality product portfolio
- Proven innovation capabilities
- Strong service levels
- Competitive (but not low) pricing model

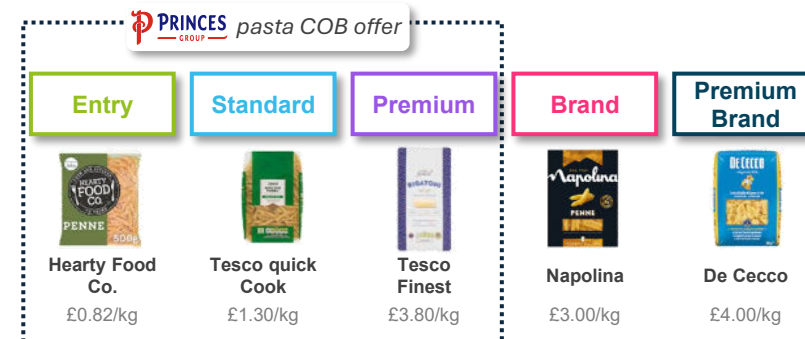
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Strategic implication



- Princes Group becoming a key strategic partner for leading retailers
- Princes COB products outperforming (in many cases) brands in both quality and perception

PRINCES GROUP IDEALLY POSITIONED

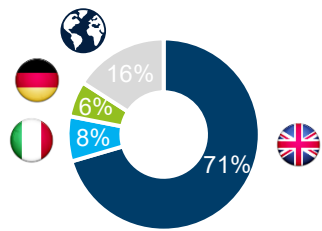


Diverse and large customer base

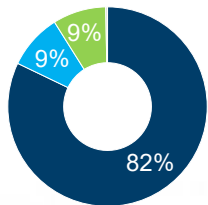
Customers overview

- >8,000 customers served through 5 channels
- Long term relationship established with key customers, thanks to wide offering and high-quality standards
- Key customers commonly purchasing both branded and COB products

Sales breakdown by geography (FY24a)⁽¹⁾



Sales breakdown by channel (FY24a)⁽¹⁾



■ Large retailers ■ B2B partners ■ Foodservice & normal trade

Selected customers in the UK and across key European markets

Large retailers	Grocers	
	Other retailers	
Industrial	Distributors	
	Foodservice	
Co-pack	Co-pack	
	Co-pack	
Co-pack	Co-pack	
	Co-pack	
Co-pack	Co-pack	
	Co-pack	

What makes Princes Group the preferred partner

KEY STRENGTHS OF OFFERING



Exceptional service, innovations and sustainable and ethical choices



AWARD WINNING SERVICE QUALITY RECOGNIZED BY TOP CUSTOMERS



Exceptional service through an operational excellence model, possible given well-invested manufacturing sites and partnership with suppliers throughout Europe and across the globe



Fast and responsive decision-making, based on an evolved culture of empowerment and customer obsession



Well managed inventory by warehousing seasonal products all year round

**OUTSTANDING SERVICE AWARD AT TESCO'S Q2
PACKAGED SUPPLIER CONFERENCE 2023**



HIGHLY EXPERIENCED INNOVATION TEAM AND CAPABILITY



Strong consumer insights to identify and validate growth platforms and initiatives



Retailer Specific ideation sessions to define new product concepts



Dedicated product development teams to ensure manufacturing feasibility



State-of-the-art innovation kitchen

**"TESCO BRAND DEVELOPMENT" AWARD 2025
FOR HOME BAKING KITS DEVELOPMENT**



COMMITTED TO ETHICAL SOURCING, SUSTAINABILITY AND PACKAGING REDUCTION



Human rights



Leading position on Italian tomato ethics



ETI and FNET members collaboration and learning



Climate change



Aspiration to allocate 25% capital budget for efficiency and environmental improvements



100% renewable electricity used at UK sites



Sustainable supply chains



Committed to zero deforestation (soy, beef and palm oil key focus areas)



100% Marine Stewardship Council tuna by end 2025



Food waste

(31%)

Absolute food waste reduction 2018-2025

(50%)

2030 food waste reduction target



Circular economy

97%

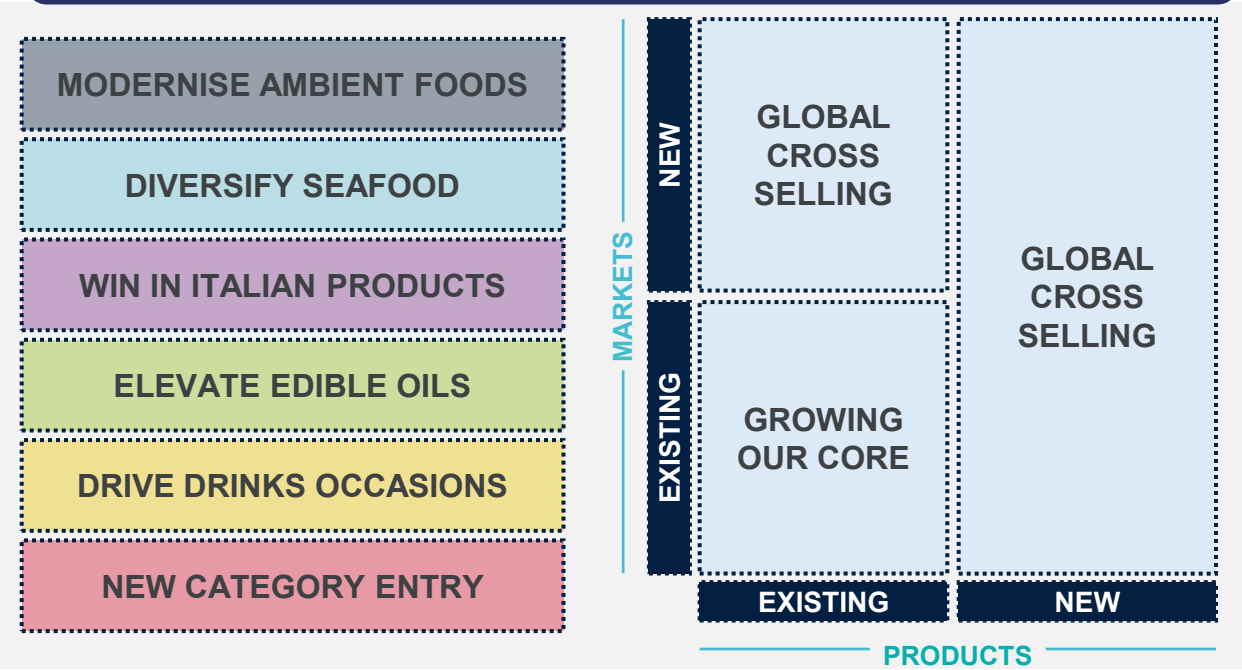
All consumer packaging 'widely recyclable' (target 100%)

33%

Avg. recycled content of plastic used in product packaging (target 40%)

A clear roadmap powering sustainable and profitable future growth

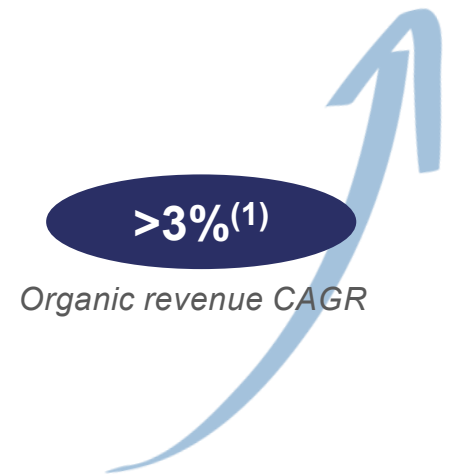
SYSTEMATIC GROWTH ACROSS CATEGORIES, FUELED BY EMERGING TRENDS AND EXISTING WHITE SPACE...



... BACKED BY A CLEAR RGM PLAYBOOK...



...UNDERPINNING FUTURE GROWTH



INTERNATIONAL EXPANSION

PRODUCT DEVELOPMENT

Unique portfolio and industrial know-how leveraging **Italian food heritage**, **portfolio mixing** and **different eating habits**

Fully vertically integrated from product idea to production

Strong **US growth potential** supported by **UK cultural ties** and **favourable duties**

Baby Food and **special products** with unique formulation capabilities; one of few **vertically integrated Tuna producers**

Strategically positioned for **full European coverage** with **advantages** in **Central, Mediterranean, and Nordic** regions

High spare capacity, enabling **volume growth without additional investment** and benefiting from **operating leverage**

Already identified white space across top 20 customers with even broader opportunities ahead

Customer	Food products	Ready meals	Fish	Italian	Pasta	Bakery products	Special products	Oils	Drinks	New categories
1	 	 	 	 				 	 	
2	 		 	 				 	 	
3	 		 	 				 	 	
4	 	 	 	 				 	 	
5	 	 	 	 				 	 	
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20										

 Branded

 COB (both retail and co-pack)

BU:  Foods

 Fish

 Italian

 Oils

 Drinks

 New categories



COMPELLING WHITE SPACE OPPORTUNITY

17 of top-20 customers purchase multiple product categories



INTEGRATED OFFERING

65% of top-20 customers buy both Branded and COB



PARTNER-OF-CHOICE

In own label products to help customers increase share across categories and markets



MULTI-YEAR CONTRACTS

Almost all own label UK business benefits from multi-year contracts

CROSS-SELLING BETWEEN BRANDS AND OWN LABEL ACROSS PRODUCTS TO BENEFIT CUSTOMERS' SHARE GAINS

Unlocking the Carrefour Italia synergy

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



Key Value drivers:



Private label priority

Replacing current third-party suppliers with Princes production.



Supply chain verticalisation

Removing intermediaries for margin improvement



Shelf space

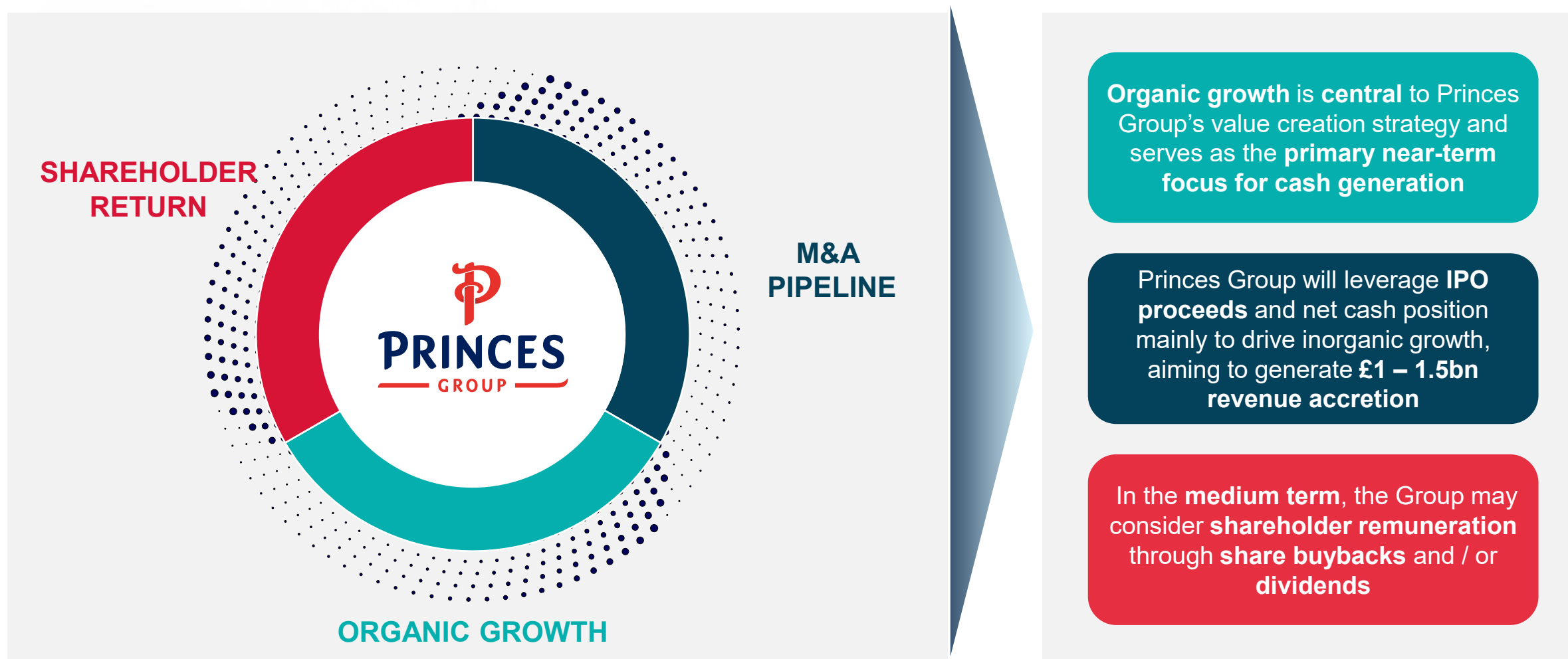
Guaranteed visibility for branded portfolio.



Capital Allocation

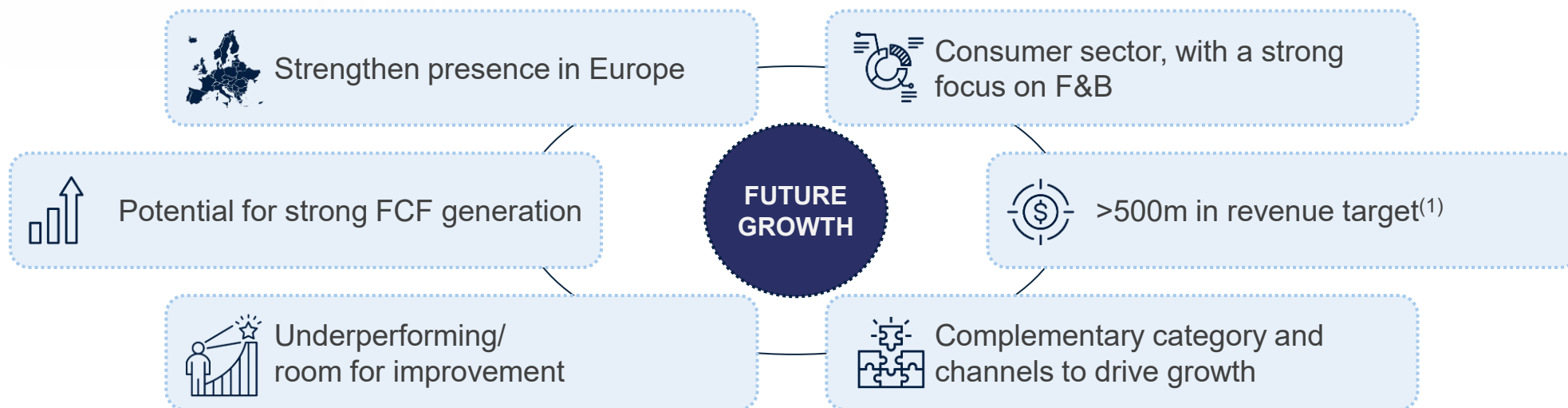


Capital allocation framework: supporting growth and future shareholder return



Disciplined M&A strategy designed to scale operations and deliver a European F&B consolidation platform

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

Focused consolidation roadmap with identified short- and long-term targets to drive strategic expansion

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

Italy's no 1 baby food brand now part of Princes Group

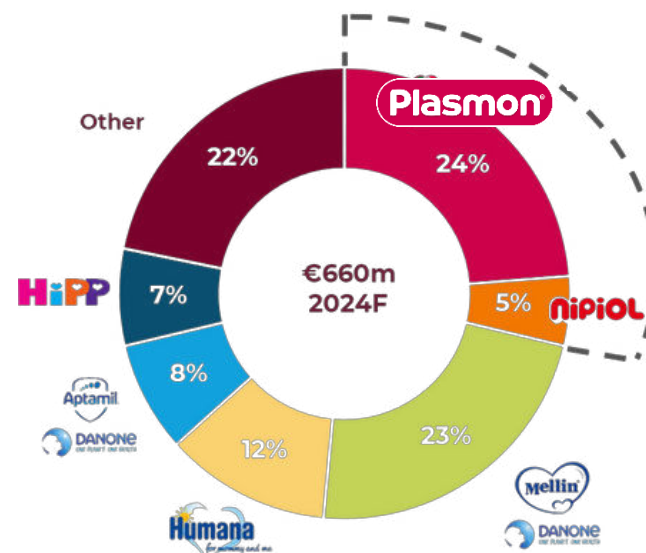
NewPrinces completed the acquisition of Plasmon on 31 December 2025. Contextually, all the business relating to Plasmon was leased to Princes Group under an operating asset lease.

With this deal, we take full control of the original Plasmon business structure, adding:

- a new boost to the business, thanks to access to direct formulation and R&D;
- new industrial know-how and new spare capacity in pouches and baby snacks to the NewPrinces portfolio.

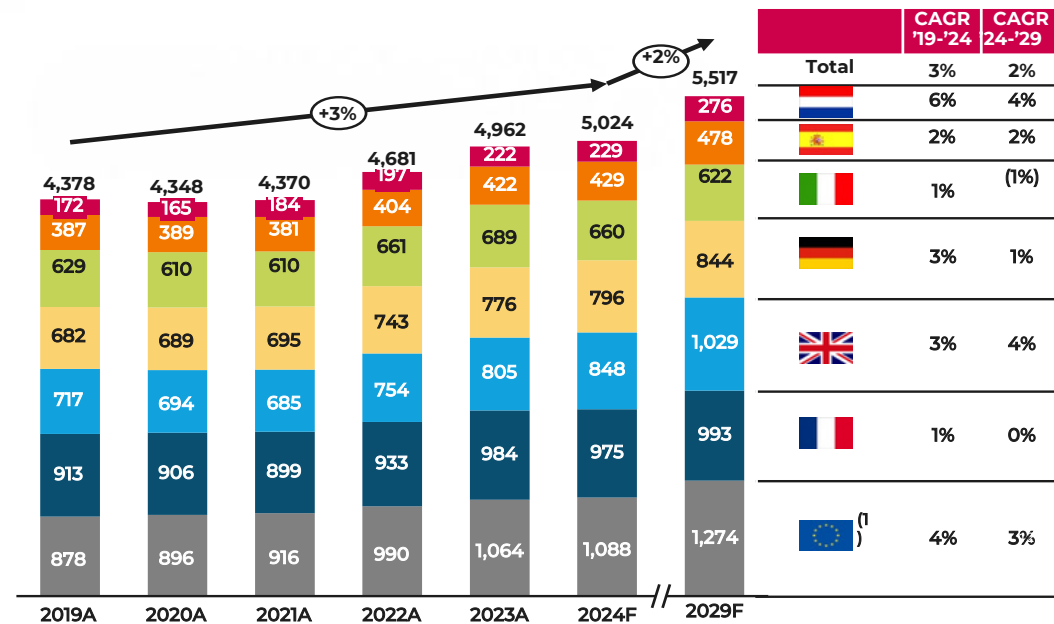


Baby Food Competitive Landscape Italy



A steadily growing market with interesting export opportunities

Western European Baby Food TAM (€bn)



The Baby Food market in Western Europe has grown steadily over the last few years, driven by the post-covid return to work, premiumisation of products and category expansion (e.g. biscuits)

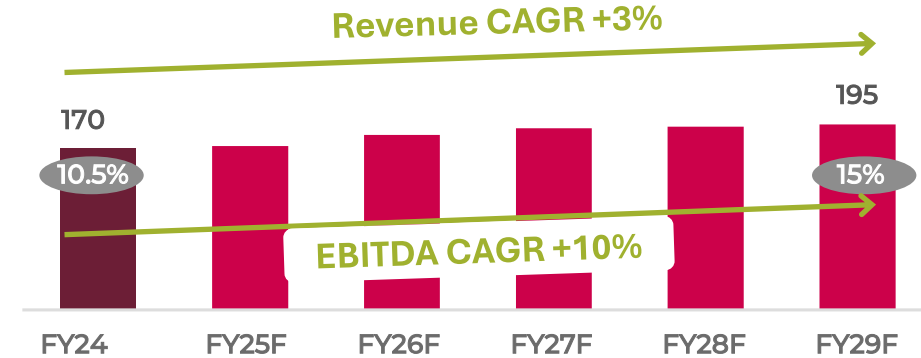
Despite the declining birth rate in Europe, the category has seen good momentum as parents remain relatively price insensitive and seek to purchase high quality foods for their babies and toddlers

A differentiated channel presence

Retailers	Specialists	Foodservice	Export
Strong and long term relationships with major grocery retailers, convenience stores and large discounters	Highly valuable route-to-market in fragmented Specialist channels	Strong presence in the foodservice channel, including canteens and kindergartens	Currently exporting products to other European geographies, and manufacturing products for the UK

We expect to outgrow the market

Net Sales (€m) and EBITDA margin %



Innovation pipeline - select case studies

Functional Post-Biotic Baby Food Range



Pouches and snacks



Supplements for the whole family



Organic range



Toddler ready meals



Despite general deflation headwinds faced by the topline, Princes continues to improve its profitability with a very high quality of earnings highlighted by the **123% cash conversion**.

On like for like basis*

On like for like basis*

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

Strong underlying cash flow generation driven by the continuous improvement in operational performance as well as disciplined CAPEX spending and further improvement of NWC

* Excluding non-recurring costs in 2024

Appendix



PRO FORMA (H1 TO 30 JUNE 2025)

FINANCIAL HIGHLIGHTS – NET ASSETS

£'000	H1 June 30 2025
Non-current assets	
Goodwill	33,718
Intangible assets	51,618
Property, plant and equipment	409,417
Right of use assets	74,803
Interests in associates	7,851
Deferred tax asset	2,117
Derivative financial instruments	-
Retirement benefit surplus	546
Total non-current assets	580,070
Current assets	
Inventories	379,636
Trade and other receivables	254,777
Income tax receivables	56
Cash and bank equivalents	300,239
Derivative financial instruments	26
Total current assets	934,734
Total Assets	1,514,804

£'000	H1 June 30 2025
Current liabilities	
Trade and other payables	(568,013)
Current tax liabilities	(4,165)
Lease liabilities	(22,213)
Borrowings	(5,519)
Credit facilities lines (pro-solute factor)	(193,909)
Derivative financial instruments	(121)
Deferred revenue	(96)
Total current liabilities	(794,036)
Non-current liabilities	
Borrowings	(1,694)
Retirement benefit obligations	(7,756)
Deferred tax liability	(30,863)
Deferred revenue	(1,641)
Lease liabilities	(60,946)
Long-term provisions	(1,054)
Total non-current liabilities	(103,954)
Total Liabilities	(897,990)
Net assets	616,814

COMMENTARY

1

Expansion in trade payables

- Trade payables increased by c. 50%
- Execution of strategy:** This highlights the strategy to extend supplier credit terms and improve the working capital effectiveness of the business

2

Utilisation of non-recourse factoring

- A form of non-recourse factoring where a company sells its receivables to a factor and transfers the credit risk entirely—meaning the factor handles collection, credit management while assuming the risk of debtor insolvency or non-payment
- This 'artificially' increases the current liabilities on the Balance Sheet. Whilst the factoring facility remains on the balance sheet, the liability sits with the factor Company

3

Stable non-current asset base

- Non-current assets remained stable, with only minor movements in PPE and intangible assets
- This aligns with the strategy of maintaining its long-term investment base without significant new capital expenditure

4

Strengthened liquidity position

- Cash and bank equivalents increased significantly (by nearly 100%)
- This is a clear demonstration of the strong cash generation of the business

PRINCES GROUP PLC (H1 TO 30 JUNE 2025)

STATEMENT OF FINANCIAL POSITION

Princes Group plc		
£'000	FY December 31 2024	H1 June 30 2025
Non-current assets		
Goodwill	33,718	33,718
Intangible assets	32,202	32,073
Property, plant and equipment	385,266	382,800
Right of use assets	47,930	72,609
Interests in associates	8,252	7,848
Deferred tax asset	1,559	1,698
Derivative financial instruments	-	-
Retirement benefit surplus	1,081	546
Total non-current assets	510,008	531,292
Current assets		
Inventories	342,183	370,268
Trade and other receivables	157,031	265,204
Income tax receivables	613	-
Cash and bank equivalents	241,610	370,121
Derivative financial instruments	1,306	26
Total current assets	742,743	1,005,619
Total Assets	1,252,751	1,536,911

Princes Group plc		
£'000	FY December 31 2024	H1 June 30 2025
Current liabilities		
Trade and other payables	(320,244)	(542,503)
Current tax liabilities	(45)	(3,837)
Lease liabilities	(10,110)	(23,558)
Borrowings	(63,636)	(67,008)
Credit facilities lines (pro-solute factor)	(195,595)	(193,090)
Derivative financial instruments	(2,902)	(121)
Deferred revenue	(96)	(96)
Total current liabilities	(592,628)	(830,213)
Non-current liabilities		
Borrowings	(349,654)	(352,567)
Retirement benefit obligations	(3,864)	(7,383)
Deferred tax liability	(22,302)	(23,228)
Deferred revenue	(1,477)	(1,641)
Lease liabilities	(41,025)	(58,325)
Long-term provisions	(1,021)	(1,054)
Total non-current liabilities	(419,343)	(444,198)
Total Liabilities	(1,011,971)	(1,274,411)
Net assets	240,780	262,500

Princes Group plc		
£'000	FY December 31 2024	H1 June 30 2025
Equity		
Share capital	7,000	7,000
Capital redemption reserve	5,400	5,400
Equity reserve	(5,665)	(6,974)
Hedging reserve	(1,197)	(72)
Translation reserve	(769)	1,876
Retained earnings	199,931	217,716
Total equity attributable to owners of the Company	204,700	224,946
Non-controlling interest	36,080	37,554
Total equity	240,780	262,500

PRINCES GROUP PLC (H1 TO 30 JUNE 2025)

STATEMENT OF CASHFLOW

NOTES TO THE STATEMENT OF CASHFLOW

£'000	Princes Group plc	
	Six months ended June 30	
	2024	2025
(Loss)/Profit for the year	(9,034)	18,048
Adjustments for:		
Share of profit of associates	(164)	(65)
Income tax income	(2,965)	6,181
Finance costs	15,354	14,733
Finance income	(331)	(15)
Exchange gains	3,817	233
Depreciation of PPE / right-of-use assets	27,554	30,087
Amortisation of intangible fixed assets	497	554
Impairment charges on PPE / right-of-use assets	-	-
Impairment charges on goodwill and intangibles	-	-
(Gain) / Loss on disposal of PPE	(470)	5,585
Net cash flows used in investing activities	34,258	75,341
Decrease / (increase) in inventories	51,628	(28,085)
Increase in receivables	(11,414)	(108,478)
(Increase) / decrease in payables	(984)	225,771
Cash generated by operations	73,488	164,549
Income taxes paid	(12,790)	(813)
Interest paid	(15,354)	(14,733)
Net cash from operating activities	45,344	149,003

STATEMENT OF CASHFLOW

£'000	Princes Group plc	
	Six months ended June 30	
	2024	2025
Net cash flows from operating activities	45,344	149,003
Cash flow from investing activities		
Cash receipt from joint ventures and associates	-	755
Purchase of other intangible assets	-	(425)
Purchase of property, plant and equipment	(11,028)	(14,903)
Sale of property plant and equipment	-	-
Net cash flows used in investing activities	(11,028)	(14,573)
Cash flow from finance activities		
Dividends paid	-	-
Dividend paid to non-controlling interest	-	-
Proceeds from loans and borrowings	4,681	3,782
Repayment of borrowings	(32,363)	-
Repayment of lease liabilities	(7,300)	(9,701)
Net cash flows (used in) / generated by finance activities	(34,982)	(5,919)
Net increase / (decrease) in cash and bank balances	(666)	128,511
Cash and bank equivalent at beginning of period	9,559	241,610
Cash and bank equivalent at end of period	8,893	370,121

Our manufacturing footprint

UK

10 factories
86 production lines



EUROPE⁽¹⁾

10 factories, 2 mills
100 production lines



MAURITIUS

2 factories
11 production lines



24 sites, 3 offices



Efficient, automated
manufacturing platform



Volume **expansion** possible
with no additional capex



Dedicated R&D team



Extensive certifications
portfolio

RECENT MANUFACTURING INVESTMENTS

Bradford (May 2025)

£14m investment
(of which Capri Sun
contributed £9.1m)



£5m
/yr. EBITDA benefit⁽³⁾

Mannheim (Q4 2023)

£16.9m⁽³⁾ investment



c.£3.4m
/yr⁽³⁾ cost savings

Ozzano Taro (H2 2023)

1 £0.5m/year⁽³⁾
investment



£5.9m^(3,5)
Alternative revenue /yr.

2 £4.7m⁽³⁾ investment

Max. £5.7m^(3,4)
Revenue Benefit

Long Sutton (Sept. 2021; Jun. 2023)

£79.0m investment

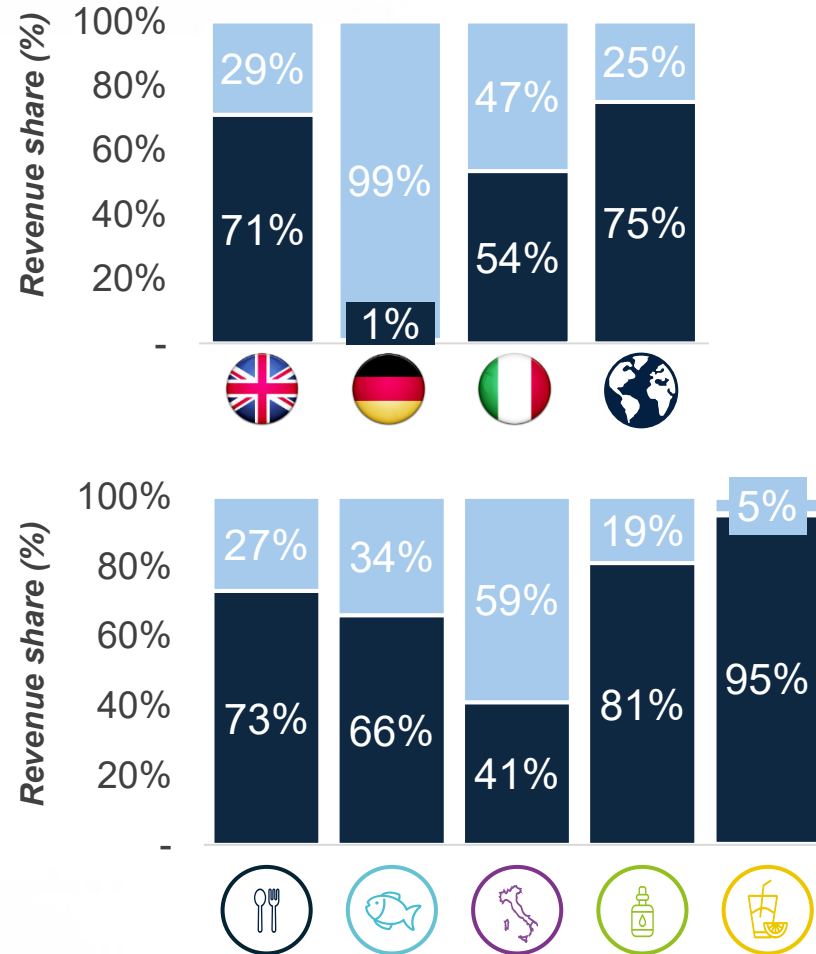


£0.3m (2021)
/yr. EBITDA benefit⁽²⁾

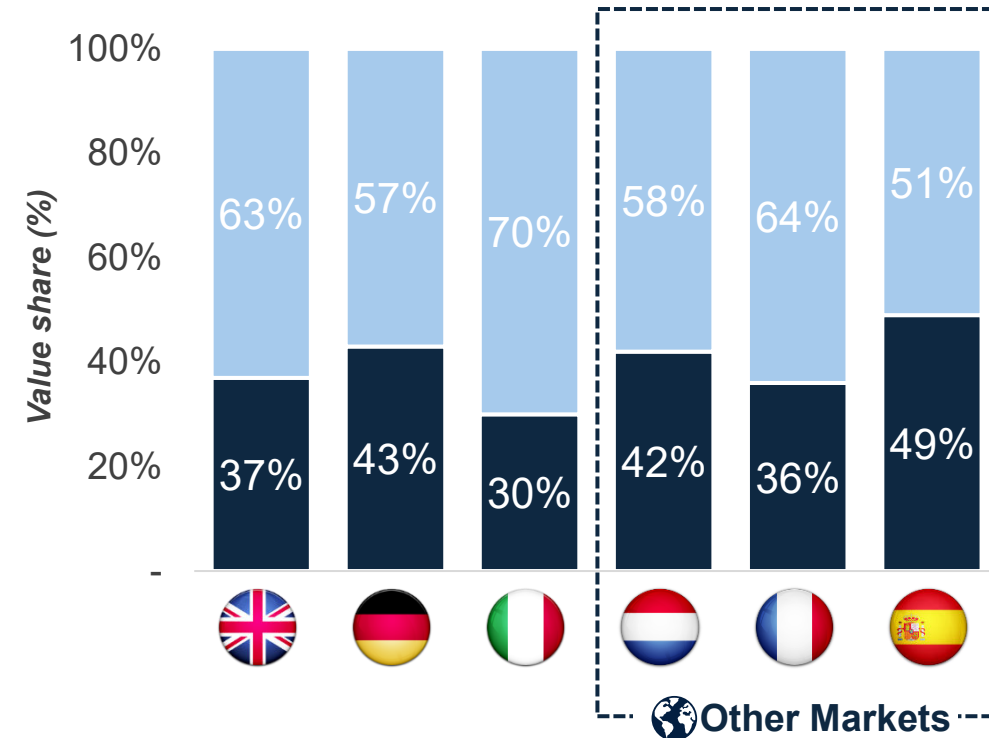
£6.3m (2023)
/yr. EBITDA benefit⁽²⁾

Princes Group's market opportunities: leverage the segment split to strengthen our market positions

Revenue split⁽¹⁾



Market split per country



Customer Own Brands



Branded