

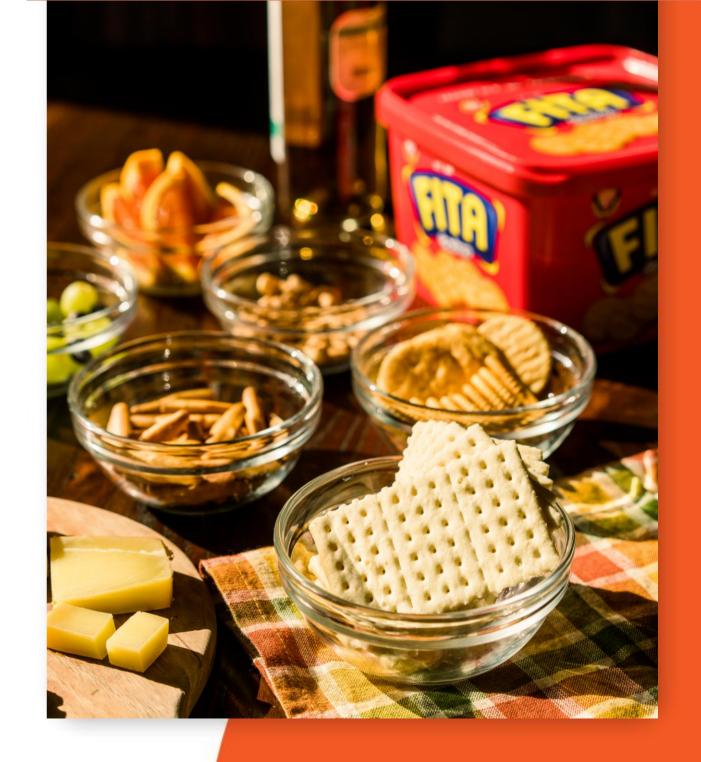
9M 2022 Earnings Presentation

November 9, 2022



Nine Months 2022 Financial Performance

Consolidated & APAC BFB



Consolidated revenue grew +6.7% year-to-date despite tempered Q3 performance; core net margin at ownership impacted by inflationary environment and strategic investments

PHP mn	Q3 2022	Reported Change YoY	9M 2022	Reported Change YoY
Net Sales	17,725	+0.2%	54,897	+6.7%
APAC BFB	13,963	-0.8%	43,673	+8.3%
Meat Alternative	3,762	+4.2%	11,224	+0.8%
Core Gross Profit	5,437	-22.0%	18,208	-7.1%
Core gross margin (%)	30.7%	-8.8ppts	33.2%	-4.9ppts
Core EBITDA ¹	2,073	-49.0%	8,836	-21.7%
Core EBITDA margin (%)	11.7%	-11.3ppts	16.1%	-5.8ppts
Core Net Income ²	1,550	-45.9%	5,636	-22.2%
Core net margin (%)	8.7%	-7.5ppts	10.3%	-3.8ppts
Core Net Income at Ownership ³	1,546	-46.0%	5,627	-20.9%
Core net margin at ownership (%)	8.7%	-7.5ppts	10.3%	-3.6ppts
Non-Core Items	(176)	-596.9%	(10)	N/M
Reported Net Income	1,374	-51.7%	5,626	+141.8%
Reported net margin (%)	7.8%	-8.3ppts	10.3%	+5.7ppts
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- Third quarter revenue growth was flat given softness in Noodles despite strong growth in Biscuits and Other categories
- Decrease in core gross margin due to elevated raw material and energy costs partially mitigated by responsible price increases
- Core net margin at ownership decline given increased logistical costs, investments in organizational resources, and A&P investments, partially offset by effective US dollar hedge
- Reported net income grew 141.8% to Php 5.6 bn due to a low 2021 base given nonrecurring expenses; 2022 non-recurring items due to derivative gains from cross currency offset by several non-recurring expenses, resulting in a non-recurring net loss of Php 10.0 mn

¹ Core EBITDA = EBITDA + loss on redemption + derivative loss + other non-recurring expenses less derivative gains

² Core net income = gross profit – operating expenses – core forex – core interest expense – tax

³ Core net income at ownership = core net income – non-controlling interest

Reported net income figures include one-off items

PHP mn	9M 2021	9M 2022	Reported Change YoY
Core Net Income ¹	7,246	5,636	-22.2%
Other Income (Expense)	484	(275)	N/M
Foreign exchange gain (loss) – net	157	(148)	N/M
Share in net earnings (losses) from associates and joint ventures	25	18	-28.0%
Gain on sale of PPE	2	4	+100.0%
Miscellaneous income	199	66	-66.8%
Impairment (loss) / reversal	101	(215)	N/M
Finance Income (Expense)	(5,147)	1,262	N/M
Interest expense ²	(1,390)	(126)	N/M
Interest income	80	81	+1.3%
Loss on redemption of convertible note	(1,579)	-	N/M
Derivative gains (loss) – net ³	(2,258)	1,307	N/M
Other non-recurring expenses	(655)	(1,024)	-56.3%
IPO-related expenses	(655)	-	N/M
Change in estimated useful life of Quorn PPE	-	(523)	N/M
Restructuring costs in Quorn UK	-	(252)	N/M
APAC BFB global strategic alignment initiatives	-	(249)	N/M
Income tax provision ⁴	399	27	N/M
Reported Net Income	2,327	5,626	+141.8%

- 2021 key non-core expenses:
 - Interest expense a combination of bank loans and accretion of variable interest expense related to convertible note
 - Loss on redemption and derivative loss related to convertible note
- 2021 income tax provision includes benefits from non-core expenses, partly offset mainly by deferred tax liability adjustment in the UK due to an increase in tax rate from 19% to 25% by April 2023
- 2022 key non-core items:
 - Derivative gains from the unwinding of cross-currency swap offset by:
 - Change in the useful life in Quorn fermenter assets due to production cost rationalization
 - Restructuring in the UK to improve efficiency and address short-term profitability
 - Global strategic alignment initiatives
 - Asset impairment in APAC BFB

¹ Core net income = gross profit – operating expenses – core forex – core interest expense – tax

² Interest expense includes bank loans, accretion of interest related to the Arran convertible note, and lease liabilities

³ 2021 derivative loss related to the Arran convertible note; 2022 derivative gains pertain to the unwinding of cross-currency swap

⁴ Income tax effect of Other Income (Expense), non-recurring Finance Income (Expense), one-off credit due to the impact of CREATE act partly offset by a one-off increase due to deferred tax liability adjustment in MNUK

APAC BFB: Resilient sales performance due to +9.2% year-to-date growth in the Domestic business

PHP mn	Q3 2022	Reported Change YoY	9M 2022	Reported Change YoY
Net Sales	13,963	-0.8%	43,673	+8.3%
Core Gross Profit	4,311	-19.6%	14,337	-3.8%
Core gross margin (%)	30.9%	-7.2ppts	32.8%	-4.2ppts
Core EBITDA ¹	2,045	-41.6%	8,364	-14.9%
Core EBITDA margin (%)	14.7%	-10.2ppts	19.2%	-5.2ppts
Core Net Income ²	1,712	-32.3%	5,812	-10.2%
Core net margin (%)	12.3%	-5.7ppts	13.3%	-2.8ppts

- Pricing across all segments and volume increase in Biscuits and Others categories drive revenue growth for the first nine months
- Flat third quarter revenue as strong growth in Biscuits and Other categories was offset by temporary decline in Noodles
- Responsible price increases partially mitigated inflationary commodity costs
- Core EBITDA decline mainly due to gross profit decline, investments in brand building, and increased logistics costs



¹ Core EBITDA = EBITDA + loss on redemption + derivative loss + other non-recurring expenses less derivative gains ² Core net income = gross profit – core operating expenses – core forex – core interest expense – tax

APAC BFB: Q3 and YTD stable year-on-year due to price increases

Revenue Growth Breakdown

	APAC BFB	Noodles	Biscuits	Others ²
Q3	-0.8%	-23.9%	18.7%	31.8%
Price ¹	7.3%	8.5%	7.4%	3.4%
Volume/Mix	-8.1%	-32.4%	11.3%	28.4%

YTD	8.3%	-1.9%	15.4%	26.0%
Price ¹	7.2%	8.0%	6.5%	6.3%
Volume/Mix	1.1%	-9.9%	8.9%	19.7%

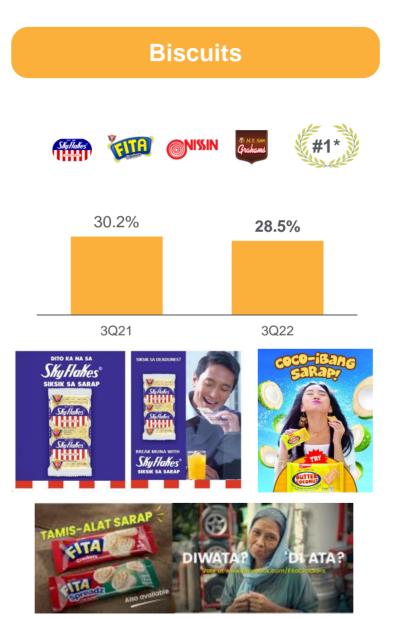
² Including Beverage, Packaged Cakes, Culinary, Bread and Pollard & Scrap

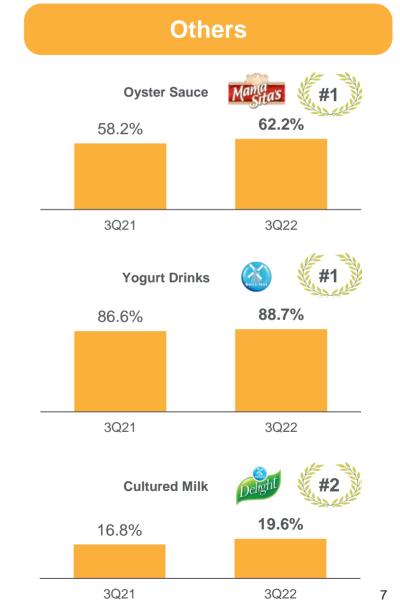


¹ including effect of forex of +0.6 pts and +0.4 pts, Q3 and YTD respectively at total APAC BFB

APAC BFB: Initiatives in place to support and strengthen market positions across categories



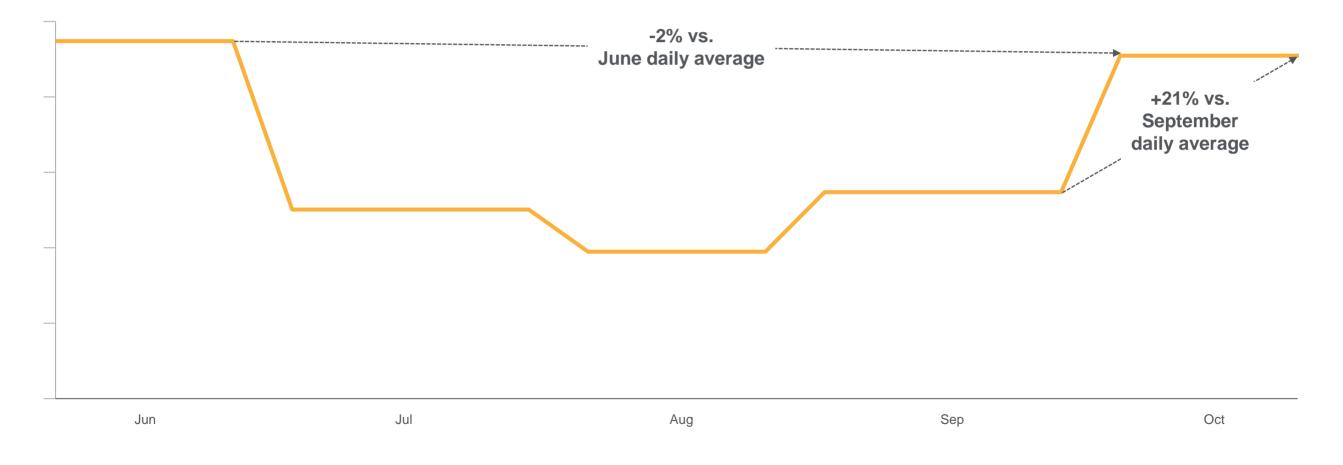






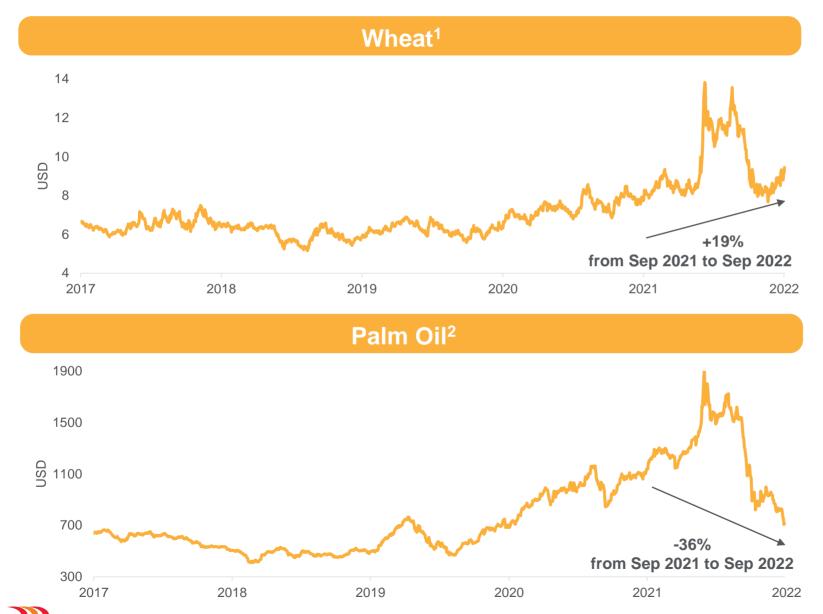
APAC BFB: Strong recovery of Noodles in October; October average daily sales volumes up 21% versus September and almost at par with June daily average

Noodles Average Daily Sales Volume in KG





APAC BFB: Commodity pressures tapered, margin recovery for the long term



- Wheat secured until part of 2Q23, crude palm oil until 2Q23
- Impact of falling commodity prices to be reflected in 1Q23 for wheat and 2Q23 for crude palm oil

¹ Source: Bloomberg Wheat Subindex (Bloomberg), 1-year as of 30 September 2022

² Peninsular Malaysian Palm Oil Board Crude Palm Oil FOB Spot Price, 1-year as of 30 September 2022

Nine Months 2022 Financial Performance

Meat Alternative



Meat Alternative: Sales growth in Q3 from strong foodservice performance; retail ahead through pricing and UK share gains

PHP mn	Q3 2022	Reported Change YoY	9M 2022	Reported Change YoY
Net Sales	3,762	+4.2%	11,224	+0.8%
Core gross Profit	1,126	-30.2%	3,871	-17.4%
Core gross margin (%)	29.9%	-14.8ppts	34.5%	-7.6ppts
Core EBITDA ¹	28	-95.0%	472	-67.3%
Core EBITDA margin (%)	0.7%	-14.7ppts	4.2%	-8.8ppts
Core Net Income ²	(162)	N/M	(176)	N/M
Core net margin (%)	-4.3%	-13.7ppts	-1.6%	-8.5ppts

- Q3 sales grew by +7.1% on a constant currency basis
 - UK increased by 8.0% at constant currency through price increases and share gains, despite the overall market remaining in decline
 - US lapping distribution points lost in 2H21 in a challenging market
 - Continued strong reported growth of 44.0% across Foodservice and QSR
- Core gross margin declined to 29.9% in Q3 due to increased unit production cost from lower volume through manufacturing plants, and dilutive effect of price versus inflation
- Core EBITDA behind 3Q21 due to lower gross profit, increased investment in the US, and onetime cost-of-living payment to staff
- Excluding the US business
 - Net sales growth of 5.6% to Php 3.5 bn in Q3 and 1.9% to Php 10.3 bn in 9M
 - On a constant currency basis, net sales grew 9.9% in Q3 and 3.1% in 9M
 - Core EBITDA decline of 76.7% to Php 150 mn in Q3 and 39.4% to Php 1.0 bn in 9M



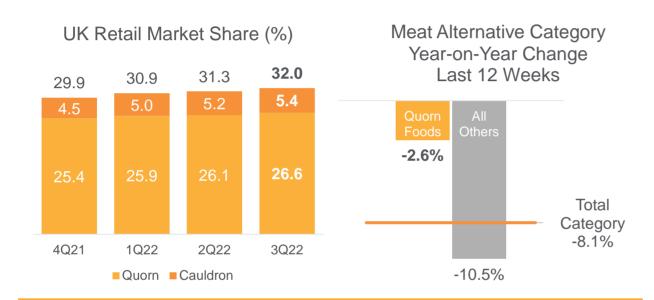
Meat Alternative: Continued focus on delivering profitable business; solid progress in H2 but 3rd wave of inflation is rolling in

	Focus for 2H	Progress
Price	 2nd price increase for the UK delivered in May/June Further increases in the US and other sectors 	 UK customer listings and distribution points maintained despite higher retail selling price US and other sectors delivered late in Q3
Consumer Offering	 Launch new Deli range with selected marketing Focus marketing on Deli and value messaging Value bags 	Good progress in Deli UK launch with regard to distribution, rate of sale, and attracting new consumers
Distribution & Market Share	 Continue to build in the UK versus backdrop of static retailer space Recover US points of distribution versus reset in 2021 	 UK retail share increased to 32% US landscape remains challenging despite gains in points of distribution
Foodservice & QSR	Further KFC launches and limited time offeringsBuild on Sodexo relationship	Another record sales in Q3
Cost Control	 Continue tight controls introduced in 1H Supply chain efficiency initiatives Further efficiency improvements under review 	 Non-core charge of Php 0.8 bn taken in Q3 to resize manufacturing footprint and restructure the organization
Service	 Maintain appropriate stock levels through uncertainty Continue to protect supply of key ingredients with new suppliers (e.g. glucose) and alternate ingredients (oil) 	Stock levels in all markets maintained to support business resilience and service levels, and to mitigate supply risk



Meat Alternative: UK retail share increasing despite a challenging environment; new product launch delivering ahead of expectations

UK (Total) Retail Market



- Quorn Foods share is growing through both its brands and is up
 2.1ppts since the start of the year
- Share growth has been driven largely by gains in both share of space and distribution growth, driving an incremental 18,500 points equivalent to a 13% increase across customers
- This was achieved against a backdrop of delivering 2 price increases during 2022
- The overall category remains in decline but Quorn Foods brands are performing better than the competition

UK New Deli Product



- In the first 5 weeks of launch:
 - New Deli rate of sales at 8 is ahead of all other recent competitive launches
 - Sales incrementality is high with 24% of sales being through new Quorn shoppers switching from private label and Richmond

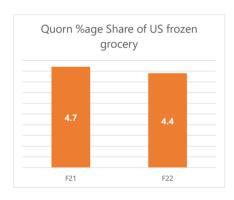


Meat Alternative: US performance reflects challenging market conditions, with Quorn sales down 15% year-to-date

Category



 In decline by 3% in value and 11% in volume



Distribution



- Recovered 12k of the distribution points lost in 2021
- Includes
 - Upgrade to Walmart points of distribution swapping in T1 stores for Rural stores
 - Albertsons +4k

Distribution Points (000s)



Awareness



- Aided brand awareness rose for target ages (25-55)
- Unaided brand awareness is +4% to 8%



In-Store

- Repeat Rates are strong in Kroger at 45%
 - #2 to MSF
- Sampling: strong close out rate at 31% year-to-date



Foodservice

- Overall foodservice is slow as most operators are taking a "wait and see" approach to plant-based meat
- Alamo draft house listing closed out

Quorn rolls out foodservice partnerships with Alamo Drafthouse, David Burke restaurants

Menu items include 'A.C. Artificial Chicken Sandwich,' Plant-Based 'Chiqen' Parmesa By Industry News







Meat Alternative: Another record quarter for Foodservice/QSR in the face of cost-of-living squeeze

Foodservice



- Additional 27 universities stocking Quorn products (164 new menu listings)
- Slug & Lettuce, Classic Inns & City Taverns now featuring Vegan Buttermilk Burger
- UK contract catering (Compass, Sodexo, etc) biggest Q3 ever at +48% versus previous year
- Carbono Cero now live in the UK, Netherlands, and Sweden; core range available in the US, Germany, and Finland

QSR

KFC Launches Quorn Based 'Colonel Veggie' in France





- KFC
 - Fillet limited time offer in France performed above expectations and will become a permanent listing from December 2022
 - To date, strong food performance is leading to 100% conversion rate of limited time offers into permanent listings
- All other European markets continue to perform well and all are permanent listings; total 17 markets now selling Quorn menu items









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Appendix



Key takeaways



Consolidated revenue for 9M grew 6.7% despite softness in Q3 revenues.



APAC BFB: Net sales for 9M increased by 8.3%, mainly driven by price increases in all categories and volume growth in biscuits and other categories. The domestic business grew 9.2% for 9M; while it declined by 0.7% in Q3 as the strong growth in biscuits and other categories was offset by the temporary decline in noodles. International revenue declined by 4.1% for 9M, while it decreased by 2.5% in Q3 due to a temporary slowdown as measures to ensure global compliance were strengthened.



Meat Alternative: Revenue increased on a constant currency basis by 1.0% for 9M and by 7.1% in Q3 due to price increases, strong volume growth in foodservice, and share recovery in the UK retail business. On a reported basis, revenue for 9M was flat and increased by 4.2% in Q3. While retail sales remain challenged, Quorn UK and ROW posted constant currency growth of 8.0% and 21.4% in Q3, respectively. The foodservice business continued its strong momentum, which grew 44.0% in Q3 on a reported basis.



Core gross profit for 9M declined by 7.1%, while core gross margin for 9M declined by 490 bps to 33.2% due to elevated raw material and energy costs partly due to the impact of commodity lock-ins entered earlier in the year, partially mitigated by fair price increases.



Core net income at ownership for 9M declined by 20.9%, primarily driven by a decline in gross profit, increased logistical costs, investments in organizational resources, and A&P investments, partially cushioned by effective US dollar hedge. Reported net income grew 141.8% due to a low base in 2021 given non-recurring expenses. Non-recurring items this year were mainly due to derivative gains from the unwinding of cross-currency swap, offset by non-recurring expenses.



Consolidated P&L Summary

PHP mn	9M 2021	9M 2022	Reported Change YoY	Q3 2021	Q3 2022	Reported Change YoY
Revenue	51,448	54,897	+6.7%	17,689	17,725	+0.2%
Cost of Goods Sold	31,851	36,689	+15.2%	10,716	12,288	+14.7%
Core Gross Profit	19,597	18,208	-7.1%	6,973	5,437	-22.0%
Core Operating Expenses ¹	10,389	11,457	+10.3%	3,653	4,065	+11.3%
Core EBITDA ²	11,278	8,836	-21.7%	4,061	2,073	-49.0%
Core Net Income ³	7,246	5,636	-22.2%	2,867	1,550	-45.9%
Core Net Income at Ownership ⁴	7,116	5,627	-20.9%	2,862	1,546	-46.0%
Reported Income after Tax	2,327	5,626	+141.8%	2,842	1,374	-51.7%

¹ Core operating expenses = selling, general, and administrative expenses – non-recurring expenses ² Core EBITDA = EBITDA + loss on redemption + derivative loss + other non-recurring expenses less derivative gains

³ Core net income = gross profit – operating expenses – core forex – core interest expense – tax

APAC BFB P&L Summary

PHP mn	9M 2021	9M 2022	Reported Change YoY	Q3 2021	Q3 2022	Reported Change YoY
Revenue	40,316	43,673	+8.3%	14,077	13,963	-0.8%
Cost of Goods Sold	25,407	29,336	+15.5%	8,718	9,652	+10.7%
Core Gross Profit	14,909	14,337	-3.8%	5,359	4,311	-19.6%
Core Operating Expenses ¹	6,662	7,518	+12.9%	2,448	2,782	+13.7%
Core EBITDA ²	9,833	8,364	-14.9%	3,502	2,045	-41.6%
Core Net Income ³	6,475	5,812	-10.2%	2,527	1,712	-32.3%

¹ Core operating expenses = selling, general, and administrative expenses – non-recurring expenses ² Core EBITDA = EBITDA + loss on redemption + derivative loss + other non-recurring expenses less derivative gains

³ Core net income = gross profit – core operating expenses – core forex – core interest expense – tax

Meat Alternative P&L Summary

PHP mn	9M 2021	9M 2022	Reported Change YoY	Q3 2021	Q3 2022	Reported Change YoY
Revenue	11,132	11,224	+0.8%	3,612	3,762	+4.2%
Cost of Goods Sold	6,444	7,353	+14.1%	1,998	2,636	+31.9%
Core Gross Profit	4,688	3,871	-17.4%	1,614	1,126	-30.2%
Core Operating Expenses ¹	3,727	3,939	+5.7%	1,205	1,283	+6.5%
Core EBITDA ²	1,445	472	-67.3%	559	28	-95.0%
Core Net Income ³	771	(176)	N/M	340	(162)	N/M

¹ Core operating expenses = selling, general, and administrative expenses – non-recurring expenses ² Core EBITDA = EBITDA - non-recurring expenses

³ Core net income = gross profit – core operating expenses – core forex – core interest expense – tax

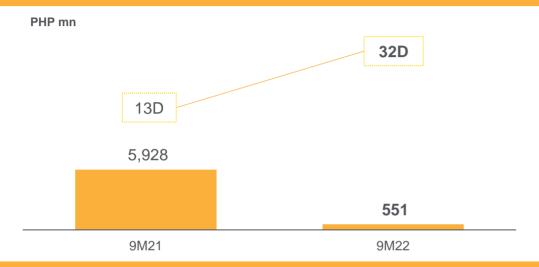
Cash Flow Summary

PHP mn	9M 2021	9M 2022
Income before Income Tax	4,071	7,411
Depreciation & Amortization	1,844	2,520
Interest Expense	1,441	298
Derivative Loss (Gain)	2,258	(1,307)
Loss on Convertible Note Redemption	1,579	
Working Capital Adjustments	(1,214)	(5,116)
Others	(491)	85
Net Cash Generated from Operations	9,488	3,891
Income Tax Paid & Interest Received	(565)	(1,550)
Net Cash Flows from Operating Activities	8,923	2,340
Additions to Property, Plant and Equipment	(3,560)	(3,340)
Additions to Investments at FVTPL	(6,400)	(1,735)
Proceeds from Termination of Investments at FVTPL	4,508	
Acquisition of non-controlling interest of MCI	(1,823)	-
Other Non-Current Assets	(506)	221
Others	(80)	(86)
Net Cash Flows from Investing Activities	(7,861)	(4,940)
Loans – Net of Payment	(17,161)	335
Convertible Note	(13,432)	-
Interest	(1,341)	(74)
Derivative Gain		921
Issuance of capital stock – Net of Transaction Cost	48,931	-
Dividends Paid	(1,511)	-
Others	(281)	(184)
Net Cash Flows from Investing Activities	15,205	998
Net Increase (Decrease) in Cash and Cash Equivalents	16,267	(1,601)
Effect of Foreign Exchange Rate on Cash and Cash Equivalents	233	96
Cash and Cash Equivalents at End of Period	23,592	12,352
Free Cash Flow	5,928	551

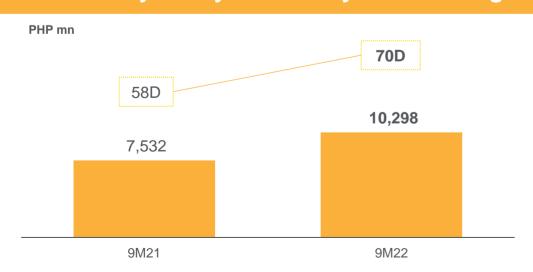


Free Cash Flow & Working Capital

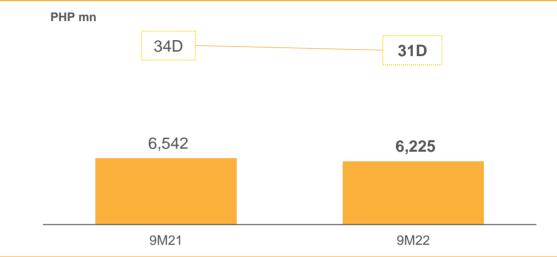
Free Cash Flow & Conversion Cycle Days



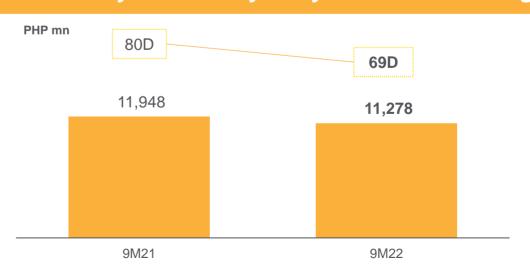
Inventory & Days Inventory Outstanding



Trade Receivables & Days Sales Outstanding



Accounts Payable¹ & Days Payables Outstanding





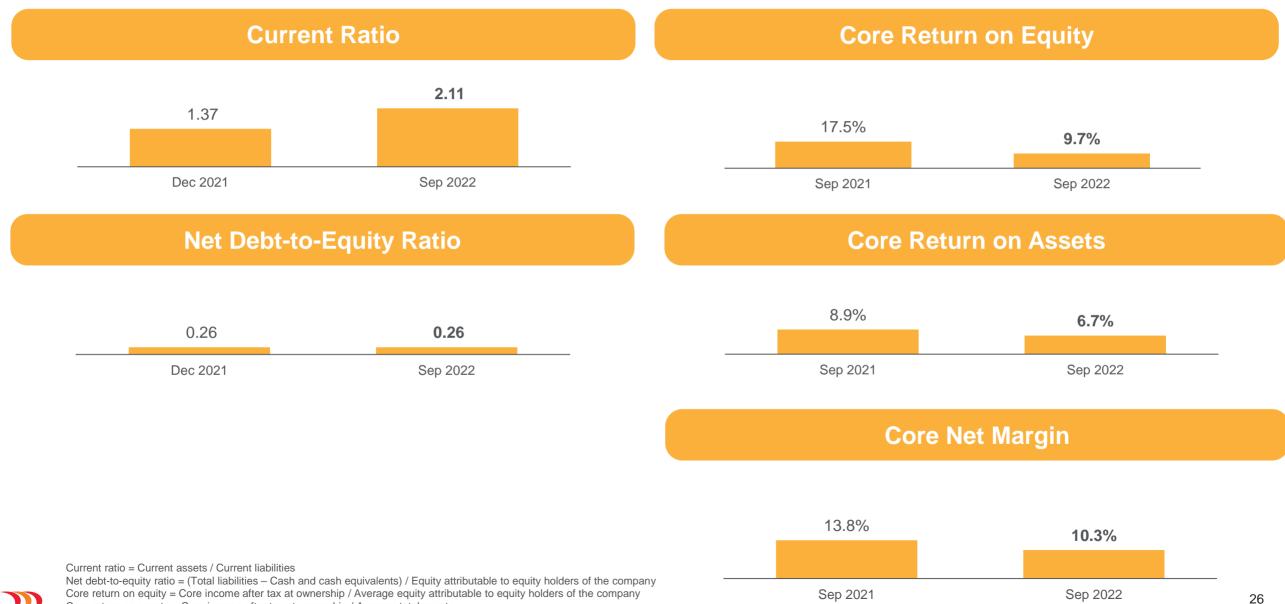
Balance Sheet Summary

PHP mn	FY 2021	9M 2022
Cash and Cash Equivalents	13,857	12,352
Trade and Other Receivables	6,249	6,225
Inventories	8,572	10,298
Others	1,935	3,090
Current Assets	30,613	31,965
Intangible Assets	35,647	34,132
Property, Plant and Equipment	29,952	30,260
Others	3,646	3,671
Non-Current Assets	69,245	68,063
Total Assets	99,858	100,028

PHP mn	FY 2021	9M 2022
Trade and Other Payables	11,156	9,367
Loans Payable - Current	6,999	267
Long-Term Loan	-	6,779
Others	13,287	14,011
Total Liabilities	31,442	30,424
Capital Stock & Additional Paid-In Capital	55,500	55,500
Retained Earnings	16,708	19,809
Others	(3,792)	(5,705)
Total Equity	68,416	69,604
Total Liabilities and Equity	99,858	100,028



Ratios Summary





Making Better Possible

Product Planet People Planet

Making Better
Food Accessibility
Possible

Making Eco-Efficiency Possible Making Inclusivity
Possible

Making Collective
Action Possible

Strategic Pillars

We develop
healthier, greattasting, affordable,
and more sustainable
products

We care for the planet by managing our environmental footprint

We nurture people by promoting better workplace practices, reaching out to communities, and creating livelihood opportunities

We form partnerships to foster change

North Star Targets Majority revenue share of better and healthier products by 2030

- Zero waste-to- landfill from all our manufacturing operations by 2025
- 95% recycle-ready
 plastic packaging by 2025
- 50% plastic recovery and diversion by 2025
- 50% reduction in the GHG intensity of our manufacturing operations by 2025
- __% reduction in the water intensity of our manufacturing operations by 2025

- 5,000 brand experts and
 25,000 sari-sari stores provided
 With livelihood opportunities
 and financial credit respectively
 by 2030
- Diverse workforce all enjoying access to social safeguards and dialogue, and Competency development by 2025

 100% of employees observing that sustainability is embraced in the way people act and decide in the company by
 2030



Making Better Possible

Product

Planet

People

Planet

Making Better Food Accessibility

Possible

Making Eco-Efficiency Possible Making Inclusivity
Possible

Making Collective
Action Possible

Strategic Pillars

We develop
healthier, greattasting, affordable,
and more sustainable
products

We care for the planet by managing our environmental footprint

We nurture people by promoting better workplace practices, reaching out to communities, and creating livelihood opportunities

We form partnerships to foster change

Priority
UN SDGs

SDG 2.1: Zero Hunger SDG 12.5:

Responsible

Consumption & Production

SDG 13.2:

Climate Action

SDG 8.3:

Decent Work &

Economic Growth

SDG 17: Partnerships for Goals

Other UN SDGs Supported

SDG 1.4, 3.8, 5.5, 6.3, 9.4, 10.2, 14.1, 16.5







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investor.relations@mondenissin.com

+63 2 7759 7519 / +63 2 7759 7577

https://mondenissin.com/ https://edge.pse.com.ph/





Santa Rosa City, Laguna, Philippines