

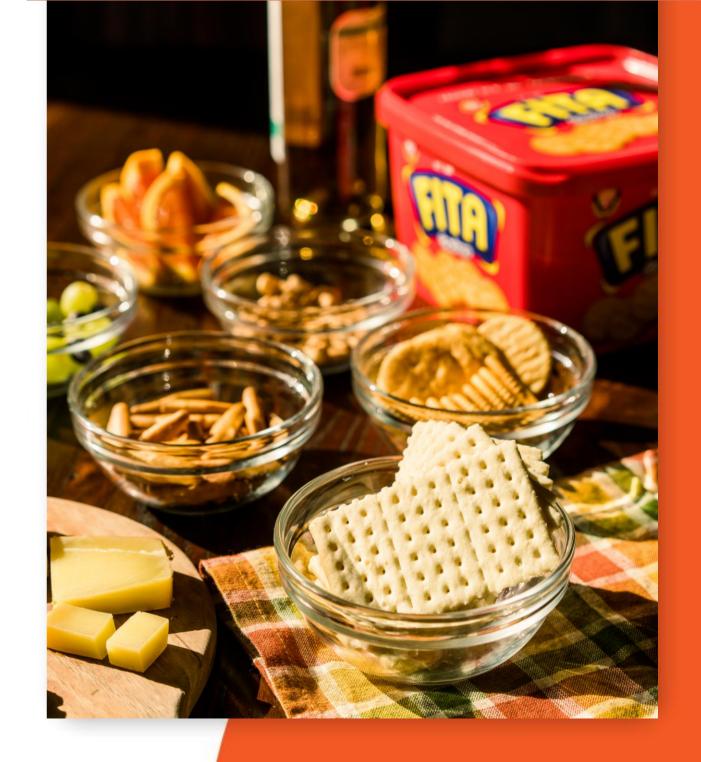
9M 2023 Earnings Presentation

November 8, 2023



Nine Months 2023 Financial Performance

Consolidated & APAC BFB



Consolidated revenue for Q3 grew +17.8% year-on-year on a comparable basis; further APAC BFB gross margin improvement and sustained breakeven EBITDA for Meat Alternative

PHP mn	Q3 2023	Reported Change YoY	Comparable ⁴ Change YoY	9M 2023	Reported Change YoY	Comparable ⁴ Change YoY
Net Sales	20,453	+15.4%	+17.8%	59,646	+8.7%	+10.5%
APAC BFB	16,850	+20.7%	+24.0%	48,950	+12.1%	+14.5%
Meat Alternative	3,603	-4.2%	-4.2%	10,696	-4.7%	-4.7%
Core Gross Profit	6,591	+21.2%	+30.0%	18,559	+1.9%	+7.3%
Core gross margin (%)	32.2%	+1.6ppts	+3.0ppts	31.1%	-2.1ppts	-0.9ppts
Core EBITDA ¹	3,557	+71.6%	+71.6%	10,020	+13.4%	+13.4%
Core EBITDA margin (%)	17.4%	+5.7ppts	+5.5ppts	16.8%	+0.7ppts	+0.4ppts
Core Net Income ²	2,186	+41.0%	+41.0%	5,699	+1.1%	+1.1%
Core net margin (%)	10.7%	+2.0ppts	+1.8ppts	9.6%	-0.7ppts	-0.9ppts
Core Net Income at Ownership ³	2,182	+41.1%	+41.1%	5,689	+1.1%	+1.1%
Core net margin at ownership (%)	10.7%	+2.0ppts	+1.8ppts	9.5%	-0.7ppts	-0.9ppts
Non-Core Items	122	N/M	N/M	100	N/M	N/M
Reported Net Income	2,308	+68.0%	+68.0%	5,799	+3.1%	+3.1%
Reported net margin (%)	11.3%	+3.5ppts	+3.4ppts	9.7%	-0.5ppts	-0.7ppts

- Record Q3 revenue driven by APAC BFB, supported by record Noodles volume and carryover pricing actions
- Comparable⁴ Q3 core
 gross margin improvement
 of +300 bps year-on-year
 and +150 bps quarter-onquarter due to price
 increases and easing
 commodity costs in APAC
 BFB, offset by the decline
 in Meat Alternative gross
 margin
- Growth in core net income given strong recovery in APAC BFB

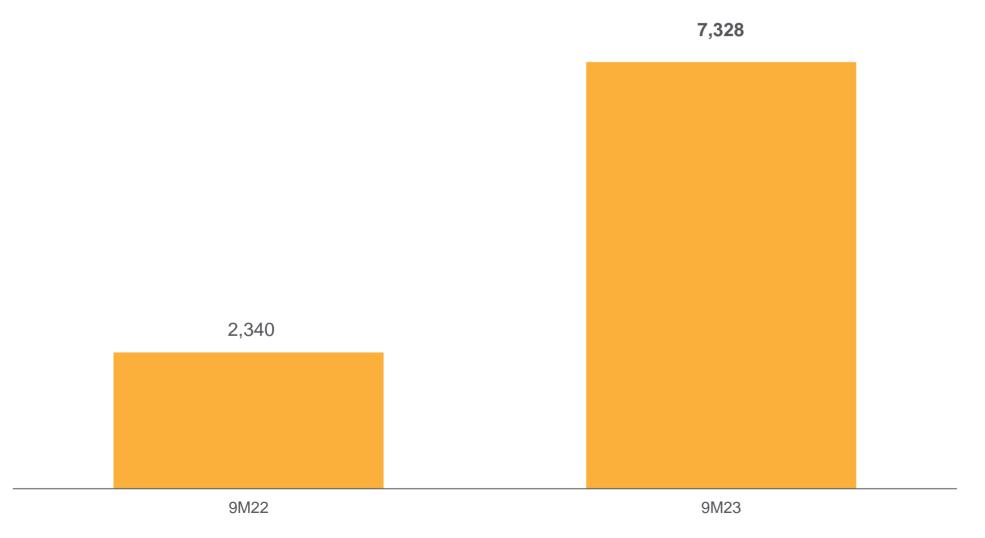
¹ Core EBITDA = EBITDA + loss on redemption + derivative loss + other non-recurring expenses less derivative gains

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

⁴ Comparable year-on-year growth reflects the reclassification related to PFRS15

Operating cash flow more than tripled to PHP 7 billion in 9M 2023 versus 9M 2022



- 9M23 operating cash flow reflects lower cost inventory due to lower prices for commodities
- 9M22 operating cash flow
 - Due to elevated commodity and energy prices, and higher stock levels in Meat Alternative inventories
 - Party due to the temporary slowdown of Noodles in Q3 2022



APAC BFB: Q3 growth driven by Noodles volume recovering to record high and strong growth in the Others category; comparable Q3 gross margin improved +520 bps YoY and +200 bps QoQ

PHP mn	Q3 2023	Reported Change YoY	Comparable ³ Change YoY	9M 2023	Reported Change YoY	Comparable ³ Change YoY
Net Sales	16,850	+20.7%	+24.0%	48,950	+12.1%	+14.5%
Core Gross Profit	5,765	+33.7%	+46.2%	15,925	+11.1%	+18.6%
Core gross margin (%)	34.2%	+3.3ppts	+5.2ppts	32.5%	-0.3ppts	+1.1ppts
Core EBITDA ¹	3,545	+73.4%	+73.3%	10,114	+20.9%	+20.9%
Core EBITDA margin (%)	21.0%	+6.4ppts	+6.0ppts	20.7%	+1.5ppts	+1.1ppts
Core Net Income ²	2,399	+40.1%	+40.1%	6,458	+11.1%	+11.1%
Core net margin (%)	14.2%	+2.0ppts	+1.7ppts	13.2%	-0.1ppts	-0.4ppts

- Comparable³ revenue growth of +24.0% in Q3 result of strong growth in Noodles and Other categories, with Noodles volume at a record high
 - Quarter-on-quarter, revenue grew +8.2%
- Comparable³ Q3 core gross margin improvement of +520 bps year-on-year and +200 bps quarter-on-quarter due to lower commodity costs
- Core net income growth due to increase in gross profit



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

³ Comparable year-on-year growth excludes catch up of PFRS15 where customer deductions and support are reclassified from operating expenses to contra-revenue

APAC BFB: Broad-based growth across all categories drive comparable Q3 top line up +24.0%

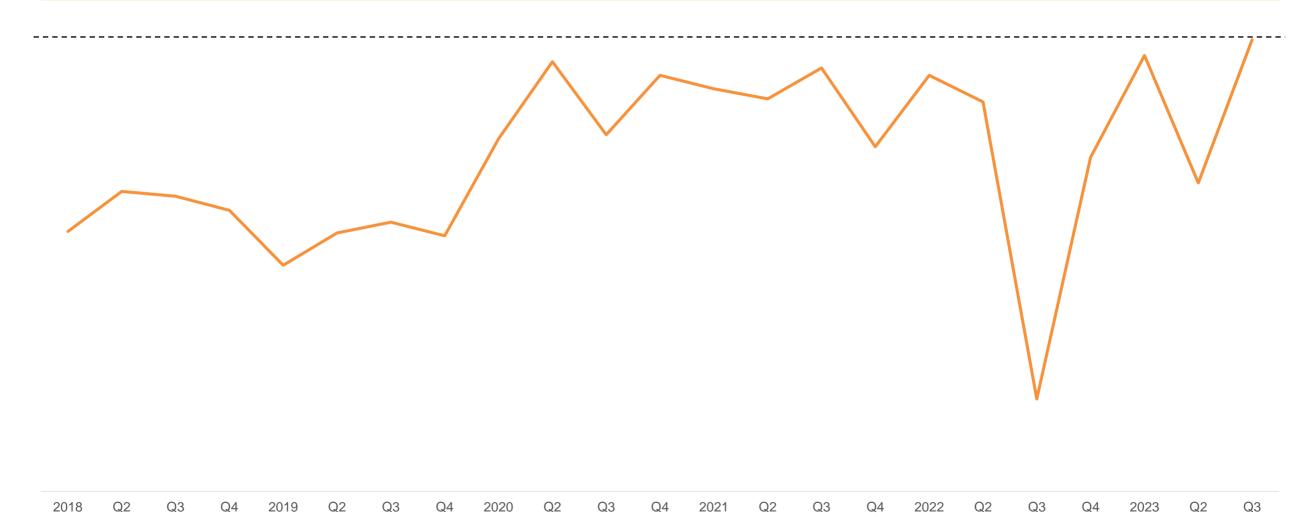
Revenue Growth Breakdown

	APAC BFB	Noodles	Biscuits	Others ¹
Q3 Year-on-Year Reported	+20.7%	+46.1%	+2.1%	+8.5%
Timing of PFRS 15 Adjustment	+3.3%	+5.6%	+2.0%	+2.3%
Q3 Year-on-Year Comparable	+24.0%	+51.7%	+4.1%	+10.9%
Net Price ²	+5.0%	+2.1%	+6.1%	+8.1%
Volume/Mix	+19.0%	+49.6%	-1.9%	+2.8%
9M Year-on-Year Reported	+12.1%	+13.9%	+8.7%	+13.8%
Timing of PFRS 15 Adjustment	+2.4%	+2.7%	+1.9%	+2.4%
9M Year-on-Year Comparable	+14.5%	+16.6%	+10.6%	+16.2%
Net Price ²	+6.6%	+5.6%	+7.3%	+8.8%
Volume/Mix	+7.8%	+11.0%	+3.3%	+7.5%



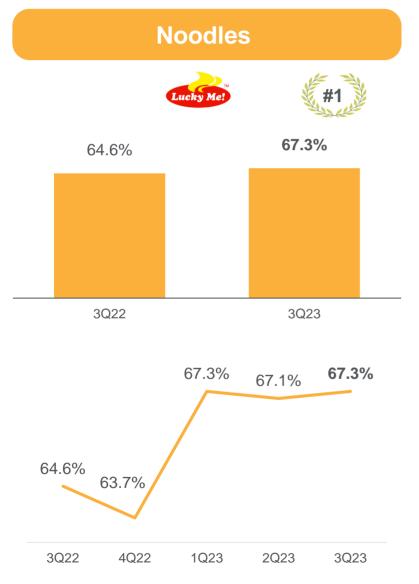
APAC BFB: Noodles volume at all-time high in Q3



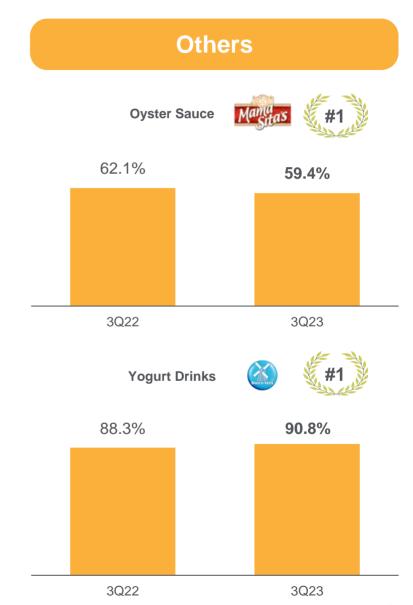




APAC BFB: Initiatives underway to strengthen share recovery in Noodles and address share challenges in Biscuits

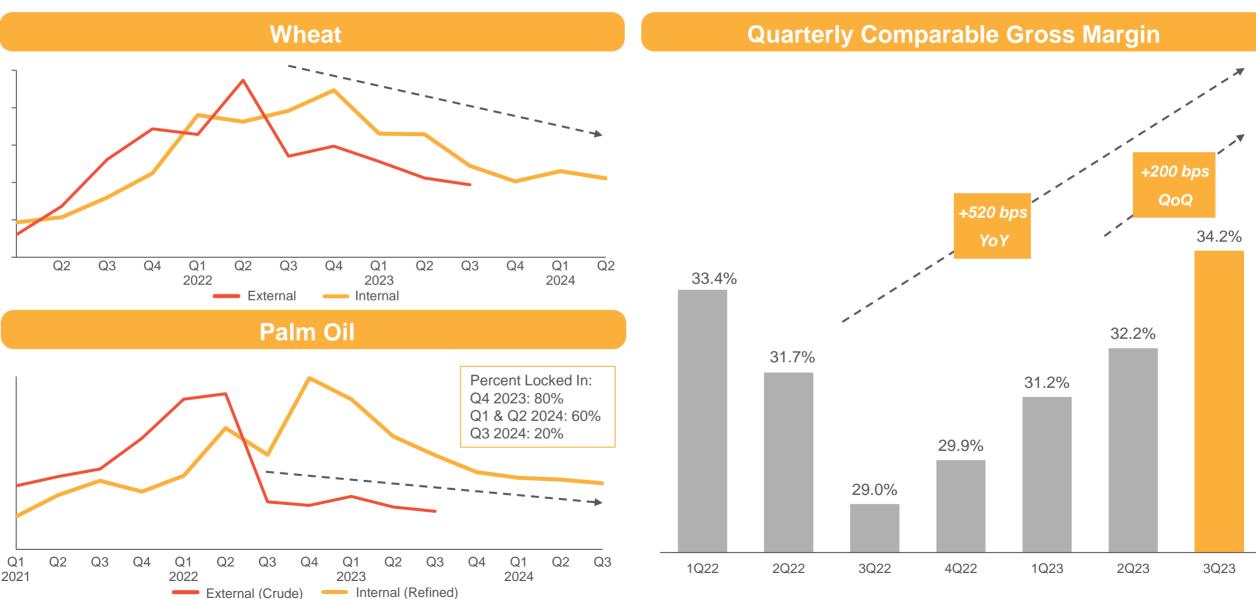








APAC BFB: Favorable commodity positions for 2H 2023 to support margin recovery for the rest of the year; wheat and palm oil partially secured until 2024 and 3024 respectively



Nine Months 2023 Financial Performance

Meat Alternative



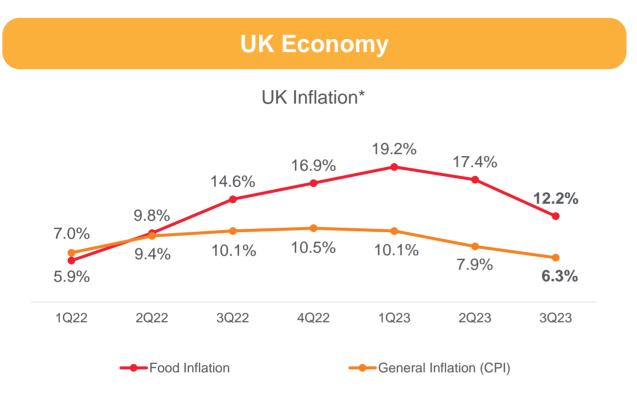
Meat Alternative: Continued progress in a challenging environment, with breakeven EBITDA driven by restructuring benefits and cost control; UK share gains sustained +1.3% year-on-year

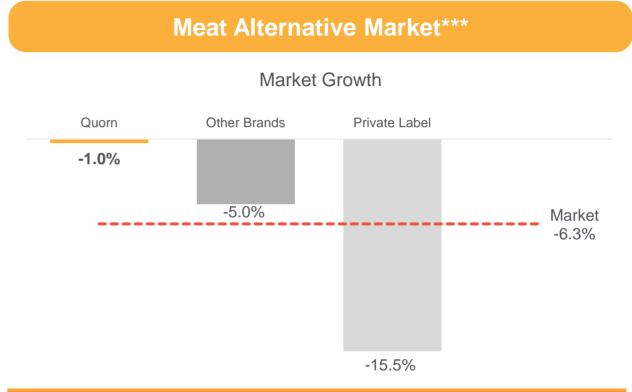
PHP mn	Q3 2023	Reported Change YoY	9M 2023	Reported Change YoY
Net Sales	3,603	-4.2%	10,696	-4.7%
Core gross Profit	826	-26.6%	2,634	-32.0%
Core gross margin (%)	22.9%	-7.0ppts	24.6%	-9.9ppts
Core EBITDA ¹	12	-57.0%	(94)	N/M
Core EBITDA margin (%)	0.3%	-0.4ppts	-0.9%	-5.1ppts
Core Net Income ²	(213)	N/M	(759)	N/M
Core net margin (%)	-5.9%	-1.6ppts	-7.1%	-5.5ppts

- Q3 reported sales declined by -4.2%, reflecting
 - Decreased sales volumes of -10.4%
 - Dip in sales on a constant currency basis by -9.5%
 - Price increases implemented in 2Q23
 - · Appreciation of GBP versus PHP
- Core gross margin of 22.9% down versus 3Q22's 29.9%, driven by
 - Volume decline through factory, impacting fixed cost recovery and throughput efficiency
 - Timing of provision for inventory obsolescence
 - Continued dilutive effect of price versus inflation
- Core EBITDA breakeven for the second consecutive quarter, reflecting restructuring benefits and cost control despite top line challenges



Meat Alternative: The UK market's challenges continue with Quorn Foods outperforming the competition





- UK inflation remains high with food inflation twice the rate of general inflation
- Interest rates of 5.25% are at a 15-year high and have further squeezed consumer spending, with average 2-year fixed mortgage now at 6.6%** (compared to 2.2% at the start of 2022)
- 48% of UK adults* report they are spending more than usual to get their food shopping

 Quorn sales have outperformed the market with -1.0% decline compared to the overall market at -6.3%



*Source: ONS

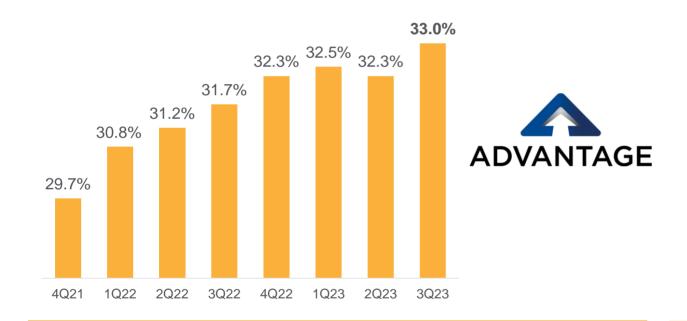
**Source: Moneyfacts (21 September 2023)

**Source: Circana 12 weeks data to 9 September 2023

Meat Alternative: Quorn Foods continues to strengthen its leadership position in the UK

UK Retail

Total Market Share*



Foodservice





- Quorn Foods' market share at 33.0%, +1.3% vs 3Q22
 - Chilled share at 31.7%, +0.6% vs 3Q22
 - Frozen share at 35.1%, +2.3% vs 3Q22
- #1 Meat-Free supplier in the Advantage Group survey, rated as excellent in all surveyed areas

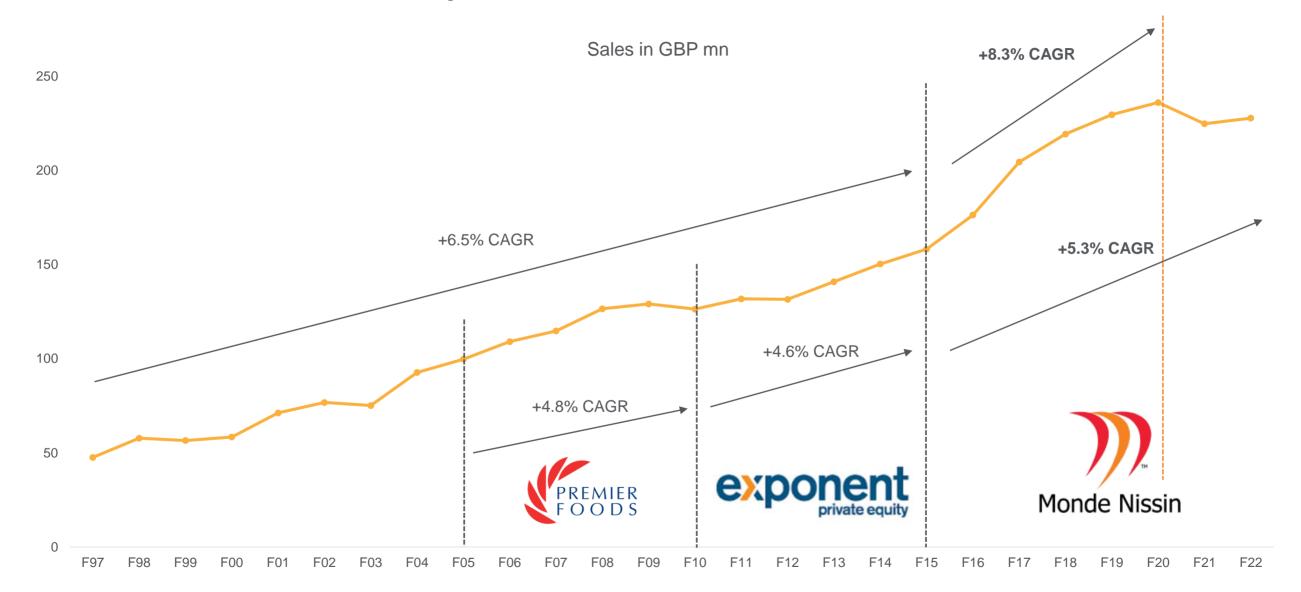
- Foodservice growth remains positive in Q3 at +1.3% in the face of economic and market challenges
- "QuornPro" branding launched across all Foodservice markets
- KFC Europe rollout plan remains on track and is currently present in 24 countries



Significant Risk Reduction Financial Support for the Meat Alternative Business



Quorn Foods has enjoyed long-term sales growth; the biggest acceleration has come under Monde Nissin's ownership





Maabaniaa

Mechanics	
Nature of Agreement	Cash top-up provided by MN SG, a family-owned entity, to Monde Nissin Singapore Pte. Ltd. (MNSPL) for any cumulative impairment in the investment of MNSPL into Monde Nissin (UK) Ltd. (MNUK) from January 1, 2023, to December 31, 2032, (the "Term") as the same may be adjusted by reversals of impairment losses under the relevant accounting standard ("Cash Top-Up Support"). The investment of MNSPL into MNUK takes the form of both investment and intercompany loan receivable. The current remaining Value in Use (VIU) of MNUK can be written down or up during the Term. A non-cash mark-to-market assessment will be done annually for interim periods. The financial support amount is capped by the British pound sterling (GBP) value of the "Restricted Shares" that serve as collateral.
Currency of Top-Up	GBP
Settlement Date of Top-Up	On or before June 30, 2033
Reckoning of Final Impairment Amount	December 31, 2032 Audited Financial Statement published on or before April 15, 2033
Collateral for Top-Up	2.156 billion MONDE shares ("Restricted Shares") owned by family shareholders (same controlling shareholders as MN SG) at net proceeds (net of transaction cost) on the theoretical sale of the Restricted Shares at the weighted average stock price as of the last five trading days on or prior to December 31, 2032, converted to GBP at the closing rate of the <i>Banko Sentral ng Pilipinas</i> for GBP/PHP as of the last trading day on or prior to December 31, 2032
Source of Fund for Top- Up	Existing cash of family shareholders and if necessary, net proceeds from sale of Restricted Shares
Conditions	 Top-up valid only if Monde Nissin Corporation directly or indirectly retains controlling interest in MNUK Sale of Quorn business or shares of MNUK to any related party will have to be approved by the Risk and Related Party Transaction Committee of MONDE, which is made up entirely of independent directors; provided, further that the same is subject to a floor price equivalent to the cumulative investment (<i>i.e.</i>, sum of both investment and intercompany loan receivable of MNSPL in MNUK as from January 1, 2023, to the sale date less (a) cumulative dividends paid by MNUK to MNSPL during the same period and (b) amounts of intercompany loan settled by MNUK during the same period) Sale of Quorn business or shares of MNUK to an independent third party will have to be approved by the Board. The independent third-party sale needs endorsement from the Risk and Related Party Transaction Committee if the sale price consideration is less than the net book value of the Quorn business/share, or if the sale price consideration is less than the top-up obligation receivable Minority sale of the Quorn business or share will result to a pro-rata reduction of the top-up obligation and Restricted Shares applied



prospectively







9M 2023 Earnings Presentation

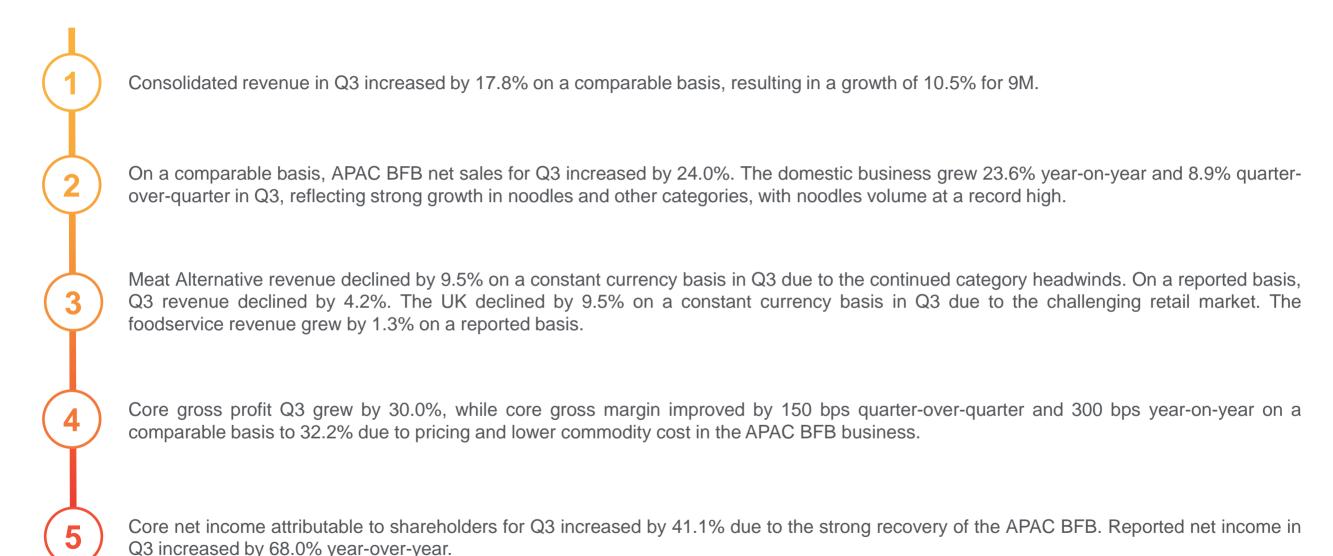
November 8, 2023



Appendix



Key takeaways





Consolidated P&L Summary

PHP mn	9M 2022	9M 2023	Reported Change YoY	Q3 2022	Q3 2023	Reported Change YoY
Revenue	54,897	59,646	+8.7%	17,725	20,453	+15.4%
Cost of Goods Sold	36,689	41,087	+12.0%	12,288	13,862	+12.8%
Gross Profit	18,208	18,559	+1.9%	5,437	6,591	+21.2%
Core Operating Expenses ¹	11,457	10,825	-5.5%	4,065	3,794	-6.7%
Core EBITDA ²	8,836	10,020	+13.4%	2,073	3,557	+71.6%
Core Net Income ³	5,636	5,699	+1.1%	1,550	2,186	+41.0%
Core Net Income at Ownership ⁴	5,627	5,689	+1.1%	1,546	2,182	+41.1%
Reported Income after Tax	5,626	5,799	+3.1%	1,374	2,308	+68.0%

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

⁴ Core net income at ownership = core net income – non-controlling interest

APAC BFB P&L Summary

PHP mn	9M 2022	9M 2023	Reported Change YoY	Q3 2022	Q3 2023	Reported Change YoY
Revenue	43,673	48,950	+12.1%	13,963	16,850	+20.7%
Cost of Goods Sold	29,336	33,025	+12.6%	9,652	11,085	+14.9%
Gross Profit	14,337	15,925	+11.1%	4,311	5,765	+33.7%
Core Operating Expenses ¹	7,518	7,458	-0.8%	2,782	2,728	-1.9%
Core EBITDA ²	8,364	10,114	+20.9%	2,045	3,545	+73.4%
Core Net Income ³	5,812	6,458	+11.1%	1,712	2,399	+40.1%



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 2022	9M 2023	Reported Change YoY	Q3 2022	Q3 2023	Reported Change YoY
Revenue	11,224	10,696	-4.7%	3,762	3,603	-4.2%
Cost of Goods Sold	7,353	8,062	+9.6%	2,636	2,777	+5.4%
Gross Profit	3,871	2,634	-32.0%	1,126	826	-26.6%
Core Operating Expenses ¹	3,939	3,367	-14.5%	1,283	1,066	-16.9%
Core EBITDA ²	472	(94)	N/M	28	12	-57.0%
Core Net Income ³	(176)	(759)	N/M	(162)	(213)	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

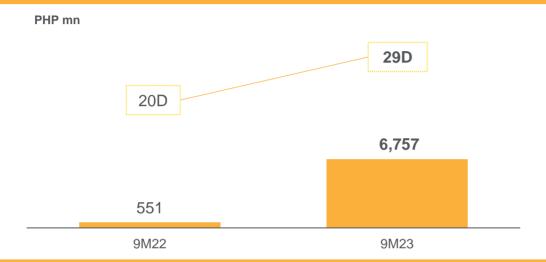
Cash Flow Summary

PHP mn	9M 2022	9M 2023
Income before Income Tax	7,411	7,519
Depreciation & Amortization	2,520	2,092
Finance Costs	298	465
Derivative Loss (Gain)	(1,307)	5_
Working Capital Adjustments	(5,006)	(979)_
Others	(25)	(394)
Net Cash Generated from Operations	3,891	8,708
Income Tax Paid & Interest Received	(1,550)	(1,380)
Net Cash Flows from Operating Activities	2,340	7,328
Additions to Property, Plant and Equipment	(3,340)	(1,951)_
Additions to Investments at FVTPL	(1,735)	(3,698)
Financial Assets at FVTPL – Non-Current	-	(929)
Proceeds from Termination of Investments at FVTPL	-	3,839
Additions to Intangibles	(69)	(55)
Others	204	17_
Net Cash Flows from Investing Activities	(4,940)	(2,777)
Loans – Net of Payment	335	(2,640)
Derivative Gain	921	(5)
Interest	(74)	(318)
Payment of Principal Portion of Lease Liabilities	(198)	(275)
Other Non-Current Liabilities	15	0
Net Cash Flows from Financing Activities	998	(3,238)
Net Increase (Decrease) in Cash and Cash Equivalents	(1,601)	1,313
Effect of Foreign Exchange Rate on Cash and Cash Equivalents	96	12
Cash and Cash Equivalents at End of Period	12,352	12,954
Free Cash Flow	551	6,757

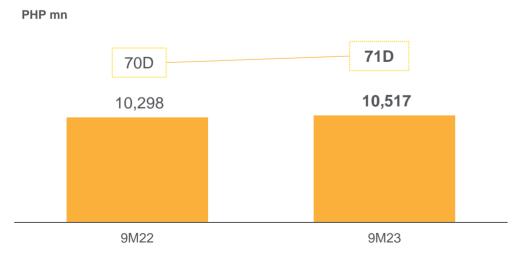


Free Cash Flow & Working Capital

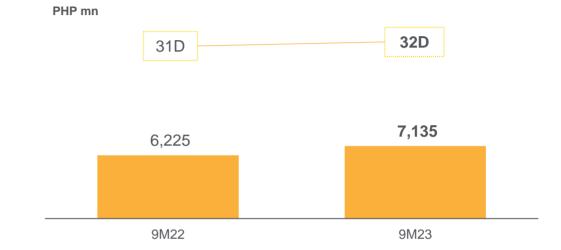
Free Cash Flow & Conversion Cycle Days



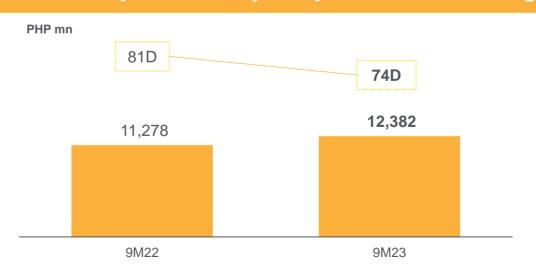
Inventory & Days Inventory Outstanding



Trade Receivables & Days Sales Outstanding



Accounts Payable¹ & Days Payables Outstanding





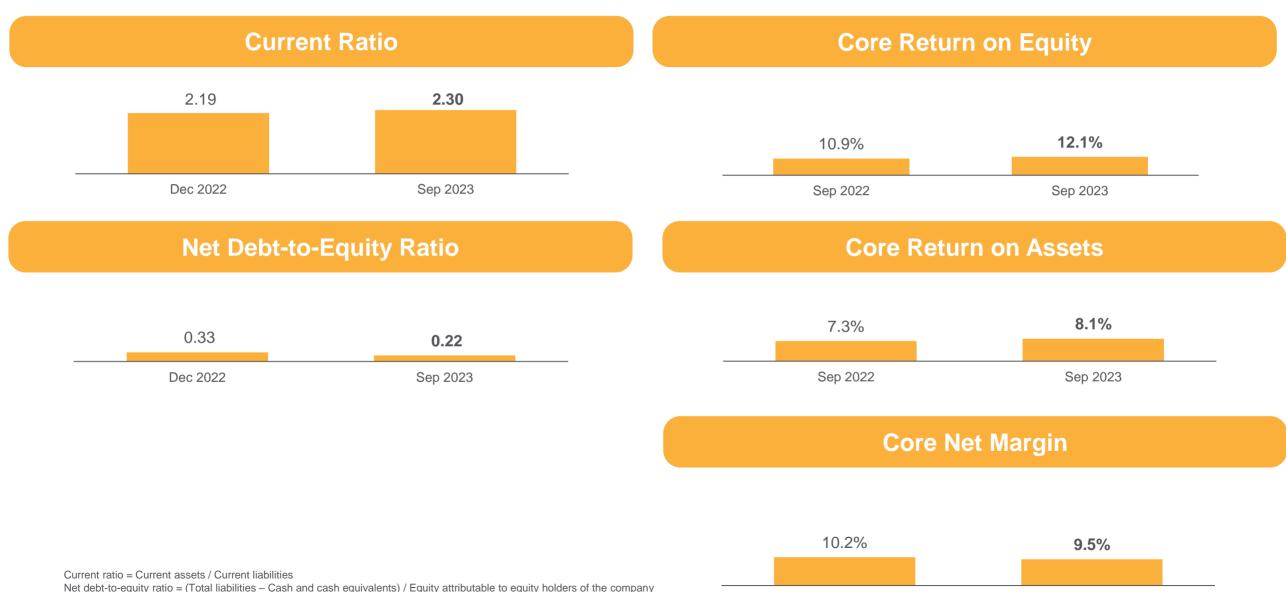
Balance Sheet Summary

PHP mn	FY 2022	9M 2023
Cash and Cash Equivalents	11,629	12,954
Trade and Other Receivables	6,800	7,135
Inventories	10,879	10,517
Others	3,025	2,859
Current Assets	32,333	33,465
Intangible Assets	14,483	14,837
Property, Plant and Equipment	30,864	31,083
Others	3,613	4,161
Non-Current Assets	48,960	50,081
Total Assets	81,292	83,546

PHP mn	FY 2022	9M 2023
Trade and Other Payables	11,323	10,470
Loans Payable - Current	270	1,177
Long-Term Loan	6,983	3,665
Others	10,445	10,212
Total Liabilities	29,021	25,524
Capital Stock & Additional Paid-In Capital	55,500	48,346
Retained Earnings	1,172	14,115
Others	(4,401)	(4,439)
Total Equity	52,271	58,022
Total Liabilities and Equity	81,292	83,546



Ratios Summary



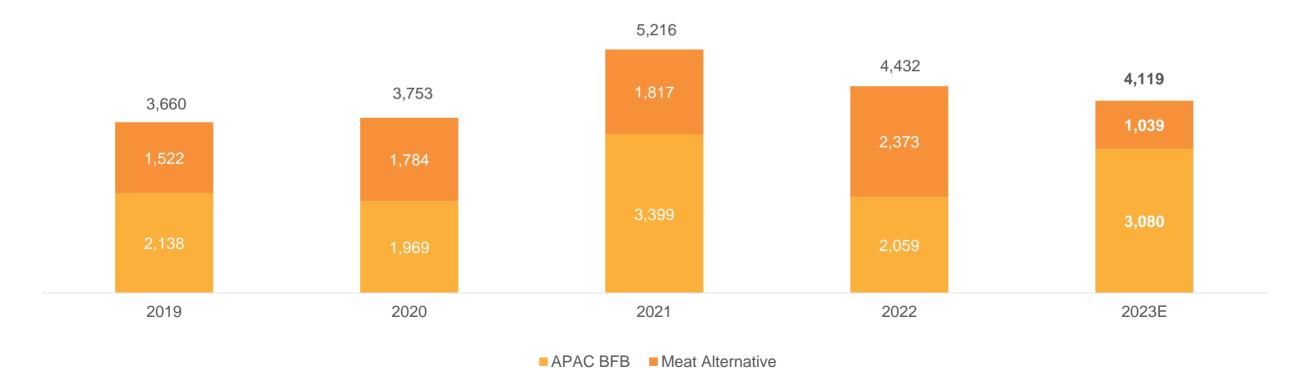
Sep 2022



Sep 2023

2023 CapEx plan to focus on building capacity and capability for APAC BFB

In PHP mn





Making Better Possible

PRODUCT

PLANET

PEOPLE

PARTNERSHIP

STRATEGIC PILLARS

Making Better Food Accessibility Possible

Monde Nissin develops healthier great-tasting, affordable, and more sustainable products.

Making Eco-efficiency Possible

Monde Nissin cares for the planet by managing its environmental footprint

Making Inclusivity Possible

Monde Nissin nurtures people by promoting better workplace practices, reaching out to communities, and creating livelihood opportunities.

Making Collective Action Possible

Monde Nissin forms partnerships to foster meaningful change.

PRIORITY UN SDGs

















17 PARTNERSHIPS FOR THE GOALS



NORTH STAR TARGETS

 Majority revenue share of better and healthier products by 2030.

- ▶ 50% reduction in the Scope 1 and Scope 2 GHG intensity of manufacturing operations by 2025.
- ▶ 50% reduction in the water intensity of manufacturing operations by 2025
- Zero waste-to-landfill from manufacturing operations by 2025
- ▶ 95% recycle-ready packaging by 2025
- 5,000 Independent Brand Experts and 25,000 sari-sari stores provided with livelihood opportunities, and financial credit (for sari-sari stores), 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.

OTHER UN SDGs SUPPORTED





















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