



RESULTS 9M 2024





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# 1. Introduction

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- Both divisions delivered excellent results for the first nine months of the year, marking our strongest Q3 performance in the past three years.
- In Spain, the rice harvest has rebounded following three particularly challenging years, with Extremadura reaching 100% and Andalusia 70%. This recovery will allow us to better leverage our local installed capacity in 2025.
- The rice season is progressing well, with strong harvest volumes across all countries. However, in parts of the US and Italy, rainfall during harvest has impacted quality and subsequently industrial yields.
- Prices of Asian rice varieties are falling, but freight costs to Europe and North America remain high due to the ongoing conflict in the Red Sea. The time lag between the production and consumption of aromatic rice is another factor preventing these lower prices from reaching consumers.
- The fresh pasta business continues to show strong growth.
- The Garofalo business has performed extremely well.
- The sale of the dry warehouses in northern France was completed during Q3 for EUR23.5 million.



## 2.1.1 Rice 9M24

- The rice division experienced robust growth during the first nine months of the year.
- Looking at the raw materials markets, we anticipate an excellent long-grain rice harvest in Spain, though this will reduce the Group's competitive edge due to its strategic global position. The European Union's tariff policy for EBA countries has led farmers to push for safeguarding measures to protect local production. The US harvest arrived slightly ahead of schedule, which is resulting in some price decreases.
- Sales continue to rise across most of our markets. All Herba brands recorded growth, although this was not enough to fully counterbalance the increased costs of short-grain and parboiled rice in the previous campaign. The frozen goods group continues to deliver outstanding results, alongside the United Kingdom, India and Thailand businesses.
- The rice business in France performed particularly well, with an 8% increase in sales.
- Riviana posted healthy sales, particularly for the Mahatma and Carolina brands. Microwave products are also performing well globally, although growth in the US is slowing due to delays in the capacity expansion work in Memphis, which is also experiencing cost overruns from increased imports.
- Tilda sales are rising in all the countries where it operates, including the United Kingdom, Australia and the Middle East, etc. However, rising freight costs from India have prompted a shift towards bulk cargo shipping.



## 2.1.2 Rice 9M24

- Sales in the rice division increased to EUR1,837.5 million, thanks to higher volumes in most markets. In terms of CAGR 24/22, this figure is up by 3.5%.
- We continue to step up advertising investment to support new launches for all our brands. Advertising was therefore up 11.4% to EUR45.2 million.
- Ebitda-A grew 4% to EUR241.5 million; growing 6.4% in terms of CAGR 24/22. The exchange rate had almost no impact on this figure.
- Operating profit grew 5.3% to EUR185.0 million.

EUR Thous.	9M22	9M23	9M24	24/23	CAGR 24/22
<b>Sales</b>	1,714,060	1,828,907	1,837,455	0.5%	3.5%
<b>Advertising</b>	38,547	40,587	45,213	11.4%	8.3%
<b>Ebitda-A</b>	213,385	232,303	241,487	4.0%	6.4%
<b>Ebitda-A Margin</b>	12.4%	12.7%	13.1%	-	-
<b>Ebit-A</b>	163,880	182,380	188,738	3.5%	7.3%
<b>Operating Profit</b>	161,177	175,794	185,064	5.3%	7.2%



## 2.2.1 Pasta 9M24

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- Our global fresh pasta business continues to perform very well, achieving double-digit growth driven by the strength of our core products and the success of new product launches.
- The business has performed exceptionally well in France, bolstered by the successful launch of products such as Gnocchi Star, as well as weather conditions that encouraged greater pasta consumption, compared to the hotter summer of 2023.
- In Canada, Olivieri continues to outperform the market, supported by the expanded capacity of our gnocchi factory.
- Garofalo posted 16% growth worldwide, with strong performance in Italy, the US and the rest of Europe.
- While the price of durum wheat semolina is expected to fall, a potentially poor harvest in Belgium could lead to rising potato prices.
- Rising sales continue to drive strong results for the division.



## 2.2.2 Pasta 9M24

- Turnover grew 6.2% to EUR512.5 million, thanks to increased volumes.
- Advertising grew 12% to EUR27.6 million, driven by new product launches.
- The Division's Ebitda-A grew 27.2% to EUR79.4 million. The Ebitda-A margin grew by 2.6 p.p. The exchange rate had no impact on these results.
- Operating Profit grew 93.2% to EUR67.4 million.

EUR Thous.	9M22	9M23	9M24	24/23	CAGR 24/22
<b>Sales</b>	479,619	482,448	512,465	6.2%	3.4%
<b>Advertising</b>	19,795	24,656	27,604	12.0%	18.1%
<b>Ebitda-A</b>	41,278	62,427	79,379	27.2%	38.7%
<b>Ebitda-A Margin</b>	8.6%	12.9%	15.5%	-	-
<b>Ebit-A</b>	16,391	38,057	53,864	41.5%	81.3%
<b>Operating Profit</b>	-5,459	34,867	67,354	93.2%	



## 3.1 P&L 9M24

- The consolidated sales figure grew by 1.7% to EUR2,346.8 million, thanks to the strong performance of our brands.
- Ebitda-A grew by 8.3% to EUR308.0 million. The Ebitda-A margin grew to 13.1%, with improvements in both divisions. Currency had almost no impact on this result.
- Net Profit\* grew by 20.8% to EUR169.2 million.
- ROCE-A continues to improve, rising by 2.2 p.p. vs 9M23 and 5 p.p. vs 9M22.

EUR Thous.	9M22	9M23	9M24	24/23	CAGR 24/22
<b>Sales</b>	2,183,329	2,306,797	2,346,818	1.7%	3.7%
<b>Advertising</b>	58,079	64,728	72,671	12.3%	11.9%
<b>Ebitda-A</b>	244,896	284,366	308,023	8.3%	12.2%
<b>Ebitda-A Margin</b>	11.2%	12.3%	13.1%	-	-
<b>Ebit-A</b>	169,228	208,835	228,552	9.4%	16.2%
<b>Operating Profit</b>	145,438	204,076	239,831	17.5%	28.4%
<b>Pre-tax Profit</b>	126,708	202,213	246,071	21.7%	39.4%
<b>Net Profit*</b>	87,085	140,136	169,222	20.8%	39.4%
<b>ROCE-A %</b>	9.1	11.9	14.1	-	-

\*Net profit attributed to the parent company





## 3.2 Debt Performance

- We ended the first nine months of the year with Net Debt standing at EUR511.3 million, EUR59,0 million less than in December 2023. This figure includes the payment of annual dividends, which amounted to EUR114 million.
- Working capital fell by EUR30 million compared to year-end 2023, due to reduced stocks.
- We should note that the put options that we have with minority shareholders of certain businesses amount to EUR305 million, while debt recognised under IFRS 16 amounted to EUR56 million.
- Corporate income tax in 9M 2024 stood at EUR44.6 million.
- Capex investments during 9M amounted to a total of EUR100.7 million.

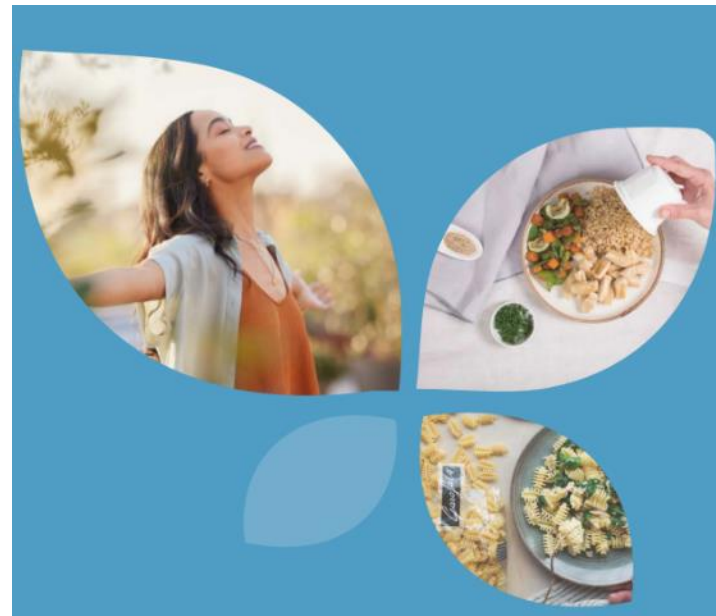
EUR Thous.	30 Sep 22	31 Dec 22	30 Sep 23	31 Dec 23	30 Sep 24	24/23	CAGR 24/22
<b>Net Debt</b>	712,008	762,635	588,217	570,404	511,380	-13.1%	-15.3%
<b>Average net debt</b>	652,920	645,809	707,358	831,747	530,755	-25.0%	-9.8%
<b>Equity</b>	2,239,017	2,164,438	2,229,075	2,185,159	2,220,105	-0.4%	-0.4%
<b>ND Leverage</b>	31.8%	35.2%	26.4%	26.1%	23.0%	-12.7%	-14.9%
<b>AND Leverage</b>	29.2%	29.8%	31.7%	38.1%	23.9%	-24.7%	-9.5%
<b>x Ebitda-A (ND)</b>		2.28		1.47			
<b>x Ebitda-A (AND)</b>		1.93		2.15			



## 4. Conclusion

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- The first nine months of 2024 close with Ebitda-A standing at EUR308.0 million, marking a double-digit increase in CAGR over the last three years.
- Both divisions are posting improved returns, with a notable turnaround in the pasta division.
- Rising freight costs from certain regions are likely to result in higher working capital at the end of the year, as we will need to revert to full-ship deliveries for rice supplies.
- We expect Ebitda-a to reach EUR402-407 million by year-end, which would represent an excellent outcome for the Group.



# 5. Corporate Calendar

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As part of Ebro's commitment to complete transparency, below we provide our Corporate Calendar for 2024:

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➤ 29 February	Presentation of YE 2023 Results	✓
➤ 2 April	Four-month payment of ordinary dividend (EURO.22/share)	✓
➤ 24 April	Presentation of Q1 2024 results	✓
➤ 28 June	Four-month payment of ordinary dividend (EURO.22/share)	✓
➤ 29 July	Presentation of H1 2024 results	✓
➤ 1 October	Four-month payment of ordinary dividend (EURO.22/share)	✓
➤ 30 October	Presentation of 9M24 results	✓

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## 6. Calculation of Alternative Performance Measures

According to the guidelines set by the European Securities and Markets Authority (ESMA), the following is a list of the indicators used in this report. These indicators are currently and consistently used by the Group to describe its business performance and their definitions have not been altered:

- EBITDA-A. Earnings before interest, taxes, depreciation and amortisation, excluding results considered as extraordinary or non-recurring (essentially profit earned from transactions relating to the Group's fixed assets, industrial restructuring costs, results from or provisions for lawsuits, etc.). EBITDA-A is calculated consistently with prior-year EBITDA-A.
- EBIT-A is calculated by subtracting the year's amortisations and depreciations from EBITDA-A. EBIT-A is calculated consistently with prior-year EBIT-A.

	<u>30/09/2022</u>	<u>30/09/2023</u>	<u>30/09/2024</u>	<u>2024 - 2023</u>
<b>EBITDA(A)</b>	<b>244.896</b>	<b>284.366</b>	<b>308.023</b>	<b>23.657</b>
Dotaciones para amortizaciones	(75.668)	(75.531)	(79.471)	(3.940)
<b>EBIT(A)</b>	<b>169.228</b>	<b>208.835</b>	<b>228.552</b>	<b>19.717</b>
Ingresos no recurrentes	917	2.631	17.781	15.150
Gastos no recurrentes	(24.707)	(7.390)	(6.502)	888
<b>RESULTADO OPERATIVO</b>	<b>145.438</b>	<b>204.076</b>	<b>239.831</b>	<b>35.755</b>

- CAPEX. Capital expenditure - payments for investment in production related fixed assets.
- Net Debt:

	<u>30/09/2022</u>	<u>30/09/2023</u>	<u>30/09/2024</u>
(+) Pasivos financieros no corrientes	549.878	539.380	164.257
(+) Otros pasivos financieros corrientes	391.052	405.137	823.855
(-) Préstamos a empresas asociadas	(1.122)	(1.122)	(1.122)
(-) Suma de fianzas a pagar	(676)	(676)	(85)
(-) Tesorería y otros activos líquidos	(229.562)	(354.296)	(474.221)
(-) Derivados – activo	(2.587)	(1.486)	(2.046)
(+) Derivados – pasivo	5.025	1.280	742
<b>TOTAL DEUDA NETA</b>	<b>712.008</b>	<b>588.217</b>	<b>511.380</b>

- (Average) Net Debt: Average net debt refers to the 13-month moving average based on previous net debt.
- (Average) Working Capital: 13-month moving average of the sum of inventories, trade receivables and provision of services, other receivables less trade payables and other current payables.
- Capital Employed (average). 13-month moving average of the sum of intangible assets, property, plant and equipment and working capital.
- ROCE-A: Ratio of the average profit/loss after depreciation/amortisation and before tax for the last 12-month period (excluding extraordinary and non-recurring items) divided by the average capital employed, as previously defined. ROCE-A is calculated consistently with prior-year ROCE.

## 7. Legal Disclaimer

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- This presentation contains our true understanding to date of estimates on the future growth in the different business lines and the global business, market share, financial results and other aspects of business activity and the positioning of the Company. All the data included in this report have been put together according to International Accounting Standards (IAS). The information included herein does not represent a guarantee of any future actions that maybe taken and it entails risks and uncertainty. The actual results may be materially different from the ones stated in our estimates as a result of various factors.
- Analysts and investors should not rely on these estimates, which only cover up to the date of this presentation. Ebro Foods does not assume any obligation to publicly report the results of any review of these estimates that may be carried out to reflect events and circumstances occurring after the date of this presentation – including but not limited to – changes in Ebro Foods business or its acquisitions strategy, or to reflect unforeseen events. We encourage analysts and investors to consult the Company’s Annual Report, as well as the documents filed with the Authorities and more specifically with the Spanish National Securities Markets Commission (CNMV).
- The main risks and uncertainties affecting the Group’s business are the same as those included in the Consolidated Annual Accounts and the Management Report for the year ending 31 December 2023, which is available at [www.ebrofoods.es](http://www.ebrofoods.es). We believe that there have been no significant changes during this financial year. The Group still has some exposure to the raw materials markets and to passing on changes in prices to its customers. Likewise, there is certain exposure to fluctuations in the exchange rate, especially the dollar, and changes in interest rates.