

Let's create a better future through plant-based food

Presentation of Bonduelle Group

March 2022



2021-2022 Half year financial results





Our Mission

How do we contribute to common good?



We believe that human well-being is intrinsically linked to the health of our planet.

We believe that plant-based food is the solution for both a preserved planet and healthy people!

We inspire the transition toward a plant-based diet, to contribute to people's well-being and planet health



TARGETS

Positive impact commitments









20% reduction in our greenhouse gas emissions by 2035

100% packaging designed to be recyclable or reusable



Bonduelle Foundation







Encouraging good food practices with the Louis







0 workplace accidents

100% of Bonduelle Group sites involved in local projects



100% B Corp FOR THE ENTIRE GROUP









Territories

Energy transition

20-year commitment to achieve a solar power supply



Signing of the Power Purchase Agreement (contracts signed directly with renewable energy producers) completed in Dec. 2021

Our internal "CSR Capex" award **supports investments with high sustainable value,** whose economic profitability will be effective over the long term.

Optimization of the use of **steam**from the biomass boiler at our
plant in Estrées-Mons -> saves 1,200
tons of carbon emissions per year.

Agro-ecological transition

To protect soil biodiversity, we joined the "Sol Vivant" collective with the Earthworm Foundation, which aims to **restore the natural fertility of soils** by promoting their biodiversity and combating climate change.



We have had an active participation in the collective in Nord-Picardie (France) since the end of 2021. **Our partner farmers are invited to work with the 200+ farms that will be supported.**



Consumers

Dietary transition

Second edition of calls for projects by the Louis Bonduelle Foundation combined with a crowdfunding campaign, to support actors that promote access to plant-based foods and are committed to the food transition.



5 winners per year in Russia, Europe and the USA.



Lunch Bowl, a complete meal initiative adapted to new consumer habits







Cassegrain, range of full meals, now available frozen









Farmers

Socio-economic transition

The Bonduelle Group associates its farming partners to a dedicated capital increase and invents the notion of "shareholder producer"



This initiative, carried out in 2021, concerned 1,200 farmers in France for a maximum amount of capital increase of less than or equal to \in 8 million.

Already 200 "shareholder producers".

Employees

Socio-economic transition



Fairness, diversity and inclusion:

Inclusive hiring in the Bonduelle Group's US plants. Gradual implementation since 2021



Inclusive hiring is about abandoning traditional hiring and selection processes to give anyone wanting to work the opportunity and support they need to thrive when joining our team.



Bonduelle publishes its first integrated report

A robust Extra-financial reporting



A compliant Extra-Financial Performance Report, with a clear and summarized presentation of the group's issues, policies and results



Involvement of management control in the verification process



Materiality matrix updated with external stakeholders

A strong CSR commitment



INSPIRE, the vision of a positive-impact company

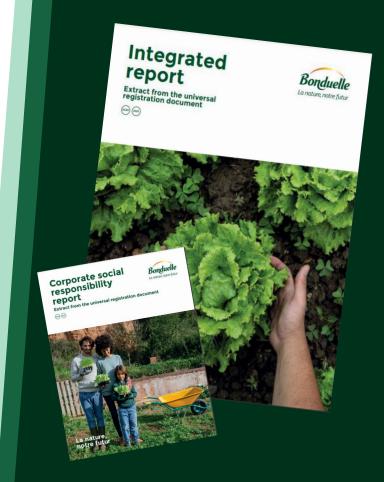


A "raison d'être" carried out as a mission for Bonduelle



Commitment to B Corp certification

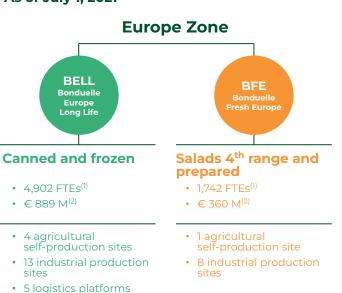


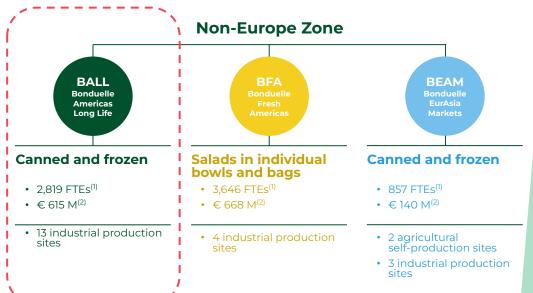




Group operational structure

As of July 1, 2021*





*Export, wild mushrooms and Brazil activities include 2 production sites directly managed by the group

(1) Full-time equivalent employees in 2020-2021

(2) Fiscal Year 2020-2021



Overview of Bonduelle's exposure to the Russia/Ukraine conflict



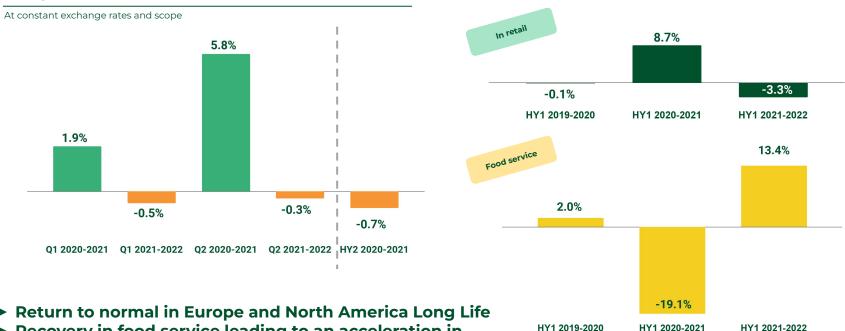
Main identified risks

- ► Human: employee safety
- ► Operational: import of raw materials and finished products into Russia
- ► Financial: currencies, financial flows (swift), credit risk
- ► IT: cybersecurity / information systems



Return to normal of activity

Change in revenue



- ► Return to normal in Europe and North America Long Life
- ► Recovery in food service leading to an acceleration in frozen



Background / Environment



► Inflation is present in all the links of the value chain



- Inflation in OECD countries at a 25-year high
- Increase in freight costs weighing heavy on logistical fluidity and costs (disorganization, time frames, prices, etc.)
- Inflation also linked to disruptions in the supply chain



 COVID / Omicron: a new variant delaying the end of the crisis



Labor supply: availability (the Great Resignation in the USA) / purchasing power

Ongoing increases in prices to absorb cost increases never seen before: volume effect?



Prix alimentaires : négociations explosives entre la grande distribution et les fournisseurs

La loi visant à garantir une juste rémunération des agriculteurs introduit de nouvelles contraintes dans les négociations annuelles entre distributeurs et fournisseurs de marques nationales. La tension, aggravée par le contexte inflationniste, fait craindre un bras de fer particulièrement long et dur. Alors que la question du pouvoir d'achat est au coeur des préoccupations des Français et de la campagne présidentielle, le dossier est explosif : Décryptage.

Les industriels craignent d'être pris en étau

La chasse aux promotions pour réduire la facture de l'alimentation

DÉCRYPTAGE

Les taux américains bondissent après un nouveau record d'inflation en janvier 👺

Publié le 10 févr. à 17:54 Mis à jour le 10 févr. à 20:14



des prix à la consommation américains en janvier. Le taux des bons du

Trésor à 10 ans a touché 2 % en séance pour la première fois depuis juillet 2019, entraînant le rendement des obligations d'Etat européennes dans son sillage.





Bonduelle Europe Long Life

Canned and frozen Europe

Retail activity stabilizing at high levels

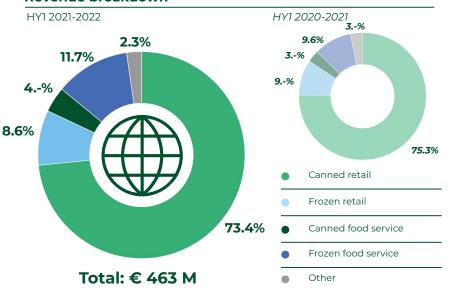
Acceleration of frozen activity, driven by a renewed momentum in food service

Brands as growth drivers

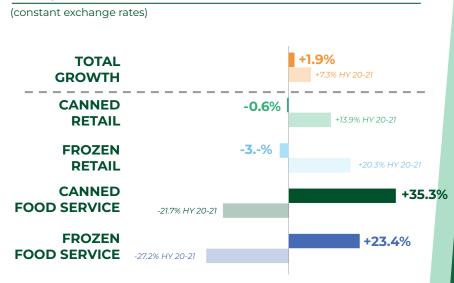
Bonduelle Europe Long Life



Revenue breakdown



Change in HY1 2021-2022 revenue



- ► The return to a normal situation in retail resulted in a slight decline in activity (with the exception of Cassegrain), on very high comparison bases (health restrictions last year)
- ▶ Food service: dynamic growth enabling partial offset of decline of past 2 years

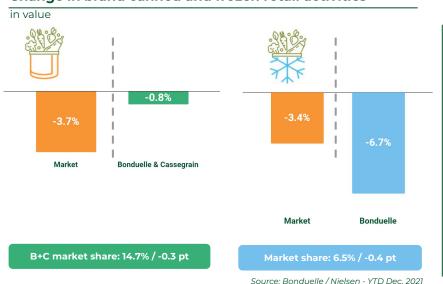


Bonduelle Europe Long Life



Disruptions at the start of the financial year weighing heavy on performance

Change in brand canned and frozen retail activities



Challenges in the second half of the year

- ► No product shortages expected in the second half of the year
- ▶ Price increases to absorb inflation
- ▶ Volume / price elasticity?

► In the first half of the year:

- Product shortages and reduction in promotions
- Frozen: shortages in supplies of certain ingredients



Bonduelle Europe Long Life - Innovations



Lunch Bowl: development in 13 countries - Nov. 2021-March 22 Cassegrain breaks into frozen section









Individual meals







Cooked vegetables to share







Mix of vegetables and grains - March 22 - France

Launch of vegetable patties - October 21





Cassegrain LEGUMES ALAMONICAL AND REPORT AND

Reactivation of the rabbit (pack and communication) - Recipe ideas through QR code

Greenology

Spain: a Michelin-starred ambassador for Greenology

Greenology ambassador, Sergio Bastard, from the Casona del Judío restaurant, has been awarded a Michelin star



Michelin-starred chef Christian Milone took customers on a culinary trip through the use of



vegetables, resulting in exceptional, elegant dishes!





Bonduelle Fresh Europe

Fresh and prepared Europe

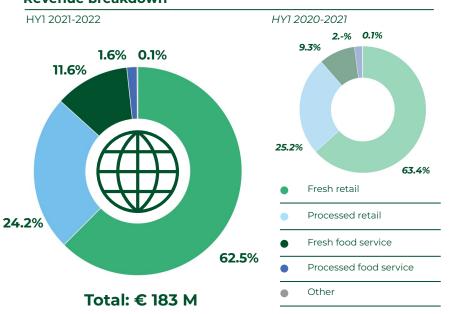
Fresh bagged salad: a business that's picking up with growth in the 3 markets served

Processed: business down due to a gloomy summer in France

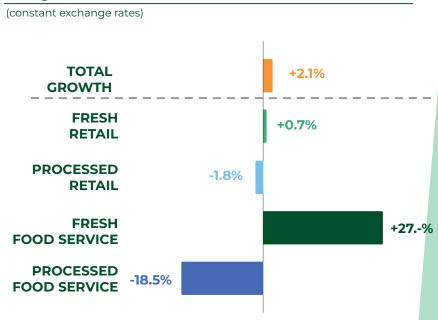
Bonduelle Fresh Europe



Revenue breakdown



Change in HY1 2021-2022 revenue

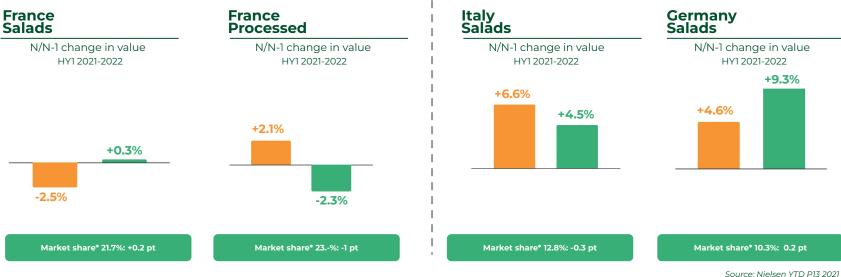


- ► Growth in salads in the 3 countries of operation but less favorable situation in the processed sector (gloomy summer in France)
- ▶ Acceleration in bagged salads and encouraging momentum in food service

Bonduelle Fresh Europe - retail

Recovery confirmed in bagged salads





- Bagged salads confirmed good performance in France, Italy and Germany
- **Demanding competitive environment in France**

Market Bonduelle



^{*} Brand market share

Bonduelle Fresh Europe - Innovations

Innovations: expansion of ranges and hydroponics



Processed - expansion and renovation of ranges

Salads - development of hydroponics in Germany

Product range renovations

2x more vegetables than the market average







Lettuces with roots

- Plastic-free packaging
- Optimized shelf life thanks to roots
- Launch March 2022







Innovative meal solutions - ethnic recipes

Bonduelle Hofsalat with aromatic herbs

- Availability throughout the year thanks to hydroponics
- 70% reduction in water consumption
- Launch January 2022







Bonduelle Fresh Americas

Fresh Americas

Significant price revaluation

Volumes under pressure

Bowls segment held up well

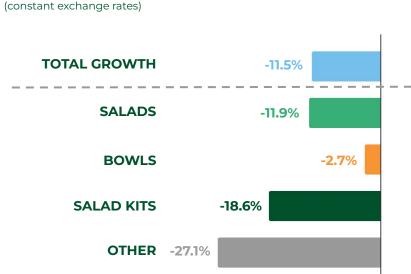
Bonduelle Fresh Americas



Breakdown of revenue by distribution channel

HY1 2021-2022 (constant exchange rates) HY1 2020-2021 80% 20% 79.9% 20.1% Retail Food service Total: USD 349 M

Change in HY1 2021-2022 revenue



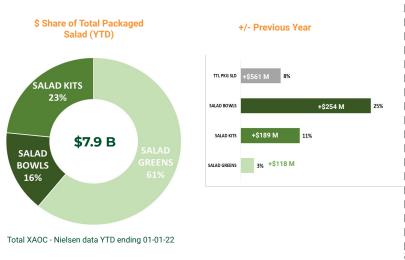
- **▶** Selectivity of customers served
- ▶ Profitability under pressure, as in HY2 20-21
- ► Effect of inflation continued into HY2

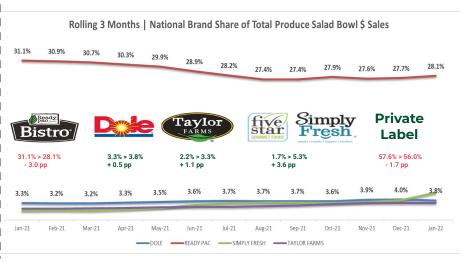


Bonduelle Fresh Americas

Bonduelle RESTANGEN € 297 M

Bonduelle, leader in a growing market





- ► Increased selectivity: quality / profitability
- ▶ The Bowls market continues to grow at a sustained pace
- Bistro® remains the undisputed leader for the brand (28.1% market share)



Bonduelle Fresh Americas

Tailored solutions to a demanding economic environment

A proactive recruitment policy



Monday, January 24th

700 Railroad Ave, Florence, NJ 08518 148 Riverview Park Rd, Jackson, GA 30233 4401 Foxdale Ave., Irwindale, CA 91706

10:00 am-3:00 pm

101 Arlington Blvd., Swedesboro, NJ 08085

- Medical, Dental, Vision and 401(k)
- · Paid Holidays & Time Off
- Tuition Reimbursement
- · Guaranteed Overtime
- · Shift Differential 2nd & 3rd Shifts

Come and join the Bonduelle family! jobs.bonduelle.com



Raw materials / ingredients / packaging / labor ⇒ triple approach:

- **Negotiation / changes in suppliers**
- Simplification of ranges
- **Price increase**



Source: internal infographic



Bonduelle

€ 297 M

Bonduelle Fresh Americas - Innovations

Bonduelle € 297 M

New Ready Pac Bistro packaging

A stronger visual identity for better perception on grocery store shelves













Bonduelle EurAsia Markets

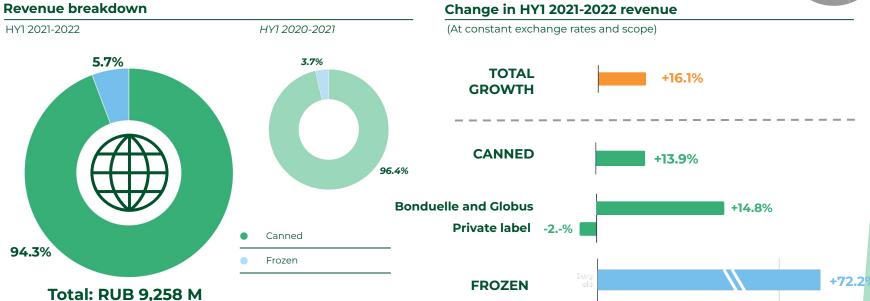
Canned and frozen EurAsia

Leadership in brand activities

Frozen: robust growth and value-creating innovations

Bonduelle EurAsia Markets



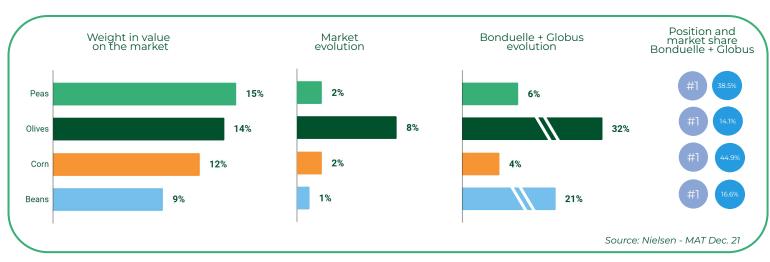


- ▶ Growth remains strong despite an unstable economic environment
- ► Remarkable performance both in canned and frozen



Bonduelle EurAsia Markets

Leadership in brand activities



- Bonduelle Radia hausell

 € 108 M
- Bonduelle
 MONOAOA
 TOPOUER
 Presid

 Bonduelle

 MONOAA
 KOKNYNA

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 KOROM

 BONDUELLE

 BONDUE

- Bonduelle now leader in the 4 main categories served
- ► Growth in peas and corn remains limited by product availability
- ► Growth generated by the diversification of ranges:
 - Bonduelle, leader in a segment that has become strategic: olives
 - Pulses: growth confirmed in a fast-developing category



Bonduelle EurAsia Markets - Innovations



Expansion of ranges / increase in market share / leadership in several chains

Globus: a core brand



Breakfast offer: encouraging references in new purchasing trend















Bonduelle Americas Long Life

Canned and frozen Americas

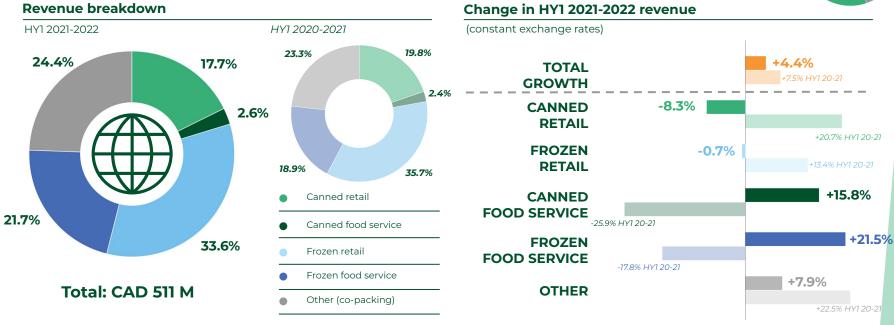
Activity going back to normal and driven by the recovery of food service

Continued investments to meet demand

Strategic review underway

Bonduelle Americas Long Life





- ► Solid growth driven by a return to normal of retail activity and robust recovery of food service, particularly in the frozen activity
- ► Growing profitability despite a particularly unfavorable crop season



Bonduelle Americas Long Life - Investments



Capacity: investment in cold storage - Strathroy

Competitiveness: investment in corn lines - Ste Martine





Replacement of manual cutting machines with automatic cutting machines

► Continued investments to improve competitiveness



Strategic review - Bonduelle Americas Long Life



Reminder of the challenges

- ► Bonduelle a strategy for sustainable, positive-impact growth
 - An ambition extended to plant-based food sector, emergence of new consumer expectations
 - Priority given to the development of brand activities
 - Development prospects (Private Label) at BALL requiring significant investments (capacity, storage)
 - Continued consolidation of the US market (canned + frozen)
- ▶ Reflection on the resources to allocate for Bonduelle Americas Long Life (BALL) development
 - Study on the different scenarios

Progress of work

- ▶ September November:
 - Preparation of the strategic review
 - Investor meetings and expressions of interest
- **▶** December Today:
 - Management presentation/due diligence
 - Study of non-binding offers
 - Discussions with a small number of potential investors
 - Several solutions under review
- ► Closing expected before the end of the 21-22 financial year







2021-2022 Half-Year Financial Results

Overall stability in sales in the first half of the year, different situations

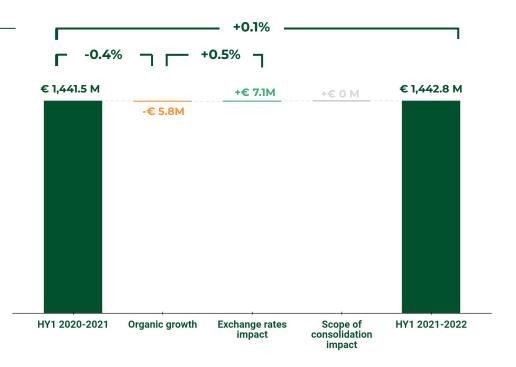
Declining profitability impacted by fresh processed activity in North America

A healthy financial situation

Business stability

Change in revenue

- ► Expected and confirmed stability in revenue in HY1
- ▶ Positive exchange rate effects (CAD) in Q2 which lead to additional growth in the first half of the year

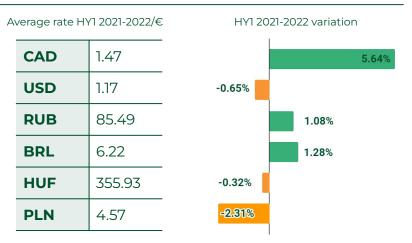




A volatile forex environment

Impact of currencies on revenue

Changes in currencies



Change in currency impact over 5 years



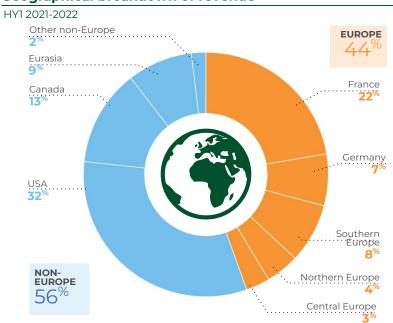
► Exchange rate fluctuations had a positive effect on the first half-year, despite significant volatility between Q1 and Q2



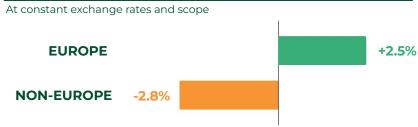
A Europe zone driving growth in the first half of the year

Changes in the business portfolio

Geographical breakdown of revenue



HY1 2021-2022 growth



► Europe:

- Return to normal in retail, acceleration in frozen.
- Return to growth for fresh and food service

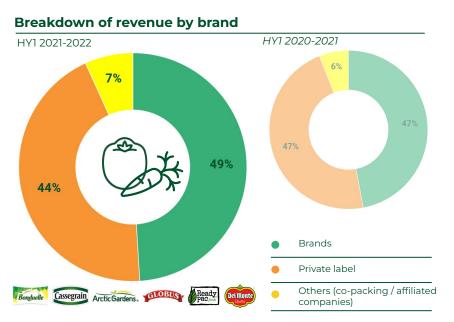
▶ Non-Europe:

- Decline in fresh in North America in connection with the recovery plan
- Positive trend in Long Life in North America thanks to the recovery of food service, which is boosting frozen sales
- Continued robust growth in the Russian and CIS brand portfolio and significant growth in frozen
- Development of Export activities

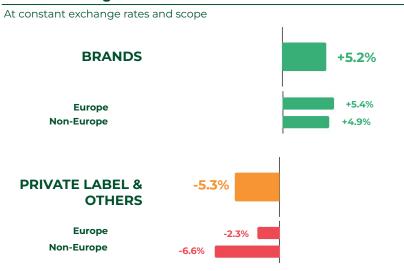


Strong growth in brands in the first half of the year

Changes in the business portfolio



HY1 2021-2022 growth

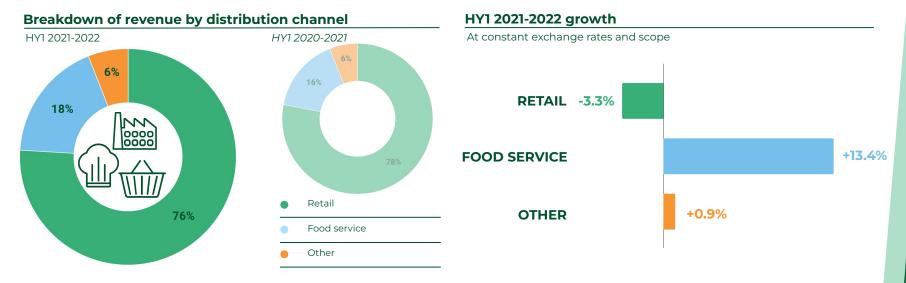


- ► Strong growth in brands, the core of the group's strategy
- ► Growth in both the Europe and Non-Europe zones



A diversified and resilient business mix

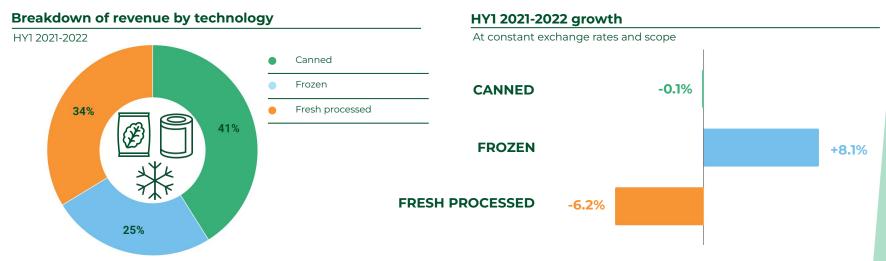
Food service returning to growth



- ► Robust growth in food service
- ► Logical withdrawal in retail in a context of a health situation returning to normal and high comparison bases

Activities with highly differentiated changes

Variations that reflect a return to normal level of activity



- ► Canned: overall stability in sales due to a high comparison base (2nd wave of Covid 19 and health restrictions in n-1)
- ► Frozen: encouraging recovery driven by the pickup in food service
- ▶ Fresh: growth in Europe masked by a decline in North America



Recurring operational profitability

BFA results weighing heavily on current operating margin

Change in recurring operational profitability

In € millions	HY1 2021-2022 reported	HY1 2020-2021 reported	Reported figures	▲ Like for like basis
Revenue	1,442.8	1,441.5	+ 0.1%	- 0.4%
Current operating income	46.5	56.3	- 17.4 %	- 18.8%
% of revenue	3.2%	3.9%	- 68 bp	- 72 bp

Like for like basis: at constant exchange rates and scope

- ► A difficult harvesting season that weighs on overall profitability
- ► Current operating margin down vs. n-1
- ▶ Satisfactory performances in the various business segments excluding BFA



Recurring operational profitability

BFA results weighing heavily on current operating margin

Revenue and recurring operational profitability by region

At constant exchange rates and scope

	HYI 20	121-2022	HYI 2020-2021		
In € millions	Europe	Non-Europe	Europe	Non-Europe	
Revenue	664.5	771.2	648	739.5	
Current operating income	37.7	7.9	35.1	21.2	
% of revenue	5.7%	1%	5.4%	2.7%	

► Europe:

Increase in profitability linked to the pickup in food service and innovations in retail

▶ Non-Europe:

- Increase in profitability in North America Long Life as well as in Russia and peripheral countries
- Fresh North America: poor performance in HY1, strong recovery expected in HY2



Operational profitability

Non-recurring items

In € millions	HY1 2021-2022	HY1 2020-2021	A
Revenue	1,442.8	1,441.5	+0.1%
Current operating income	46.5	56.3	-17.4%
Non-recurring items	(3)	(2.4)	
Operating result	43.5	54	-19.5%

▶ Reorganizations in North American Fresh BU, insurance deductible (factory claim) and M&A fees



Financial income and taxes

Financial result

in € millions	HY1 2021-2022	HY1 2020-2021
Debt cost	(7.6)	(8.9)
Currency result	(1.5)	0.2
Other components	(1.3)*	(1.2)*
Total	(10.4)	(9.9)

LIVI 2021 2022

* o/w IFRS 16 (1.2)

* o/w IFRS 16 (1.1)

LIV/I 2020 2021

▶ Improvement in the debt cost, negative foreign exchange result

In € millions

Corporate taxes

In € millions	HY1 2021-2022	HY1 2020-2021
Income tax	(8.5)	(12.1)
Effective tax rate	25.6%	27.5%

▶ Income tax: change in effective tax rate due to reduction in corporate tax in France



Net income

Change in net income

In € millions	HY1 2021-2022	HY1 2020-2021	A
Revenue	1,442.8	1,441.5	+0.1%
Current operating income	46.5	56.3	-17.4%
Non-recurring items	(3)	(2.4)	
Operating result	43.5	54	-19.5%
Financial result	(10.4)	(9.9)	+5.1%
Corporate taxes	(8.5)	(12.1)	-29.8%
Partnership consolidation (Equity method)	(0.6)	(O.1)	
Net result % of revenue	24 1.7%	31.9 2.2%	- 24.8 % -55 bp
REBITDA* excluding IFRS 16 % of revenue	100.1 6.9%	108.2 7.5%	- 7.5 % -57 bp

^{*} Recurring EBITDA

► A change in net income due to the decline in operating result



A solid financial structure

Simplified balance sheet (in €m)

HY1 2021-2022 excluding IFRS 16						
	ASSETS			LIABILITIES]	
Fixed as	ssets	1,081.9	Equity		767	
Working and oth	g capital ers	595	Net debt	Ç	909.9	
GEARIN	IG ⁽¹⁾	118.6%				

HY1 2020-2021 excluding IFRS 16					
	ASSETS		LIABILITI	ES	
Fixed as	ssets	1,013.2	Equity	676.4	
Working and oth	g capital iers	471.4	Net debt	808.2	
GEARIN	1G ⁽¹⁾	119.5%			

HY1 2021-2022 <u>including IFRS 16</u>							
	ASSETS			LIABILITIES			
Fixed as	sets	1,172.7	Equity	7	64.3		
Working and oth	g capital ers	594.8	Net debt	1,0	03.2		
GEARIN	IG ⁽¹⁾	131.3%					

HY1 2020-2021 including IFRS 16						
	ASSETS			LIABILITIES		
Fixed as	ssets	1,095.4	Equity	1	675.2	
Working and oth		470.5	Net de	ebt	890.7	
GEARIN	IG ⁽¹⁾	131.9%				

(1) Net financial debt/equity







Outlook 2021-2022

Revenue and recurring operating profitability

At constant exchange rates and scope

In € millions		1-2022 ch 2022			Reminder of objective for September 2021
Revenue	≈ 2,	± ± 3	2,7	779	≈ 2,860
Current operating margin/revenue	≈ 3.	6%	3.0	6 %	3.8% / 4%
By half-year	HY2	HYI	HY2	HYI	
Dy Hall year	4%	3.2 %	3.3 %	3.9 %	

- ► Revenue growth of 3% confirmed
- ► A recovery in North America's fresh activity, which will fuel the increase in the current operating margin in HY2
- ▶ Outlook dependent on the consequences of Russia/Ukraine conflict and thus difficult to quantify







in company/bonduelle





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As of 30/06/2021



Pierre et Benoit BONDUELLE SAS General Partner 32.30%



Other Bonduelle families 23.46%



Free float

38.37%



Employees and treasury stocks 5.87%

Bonduelle SCA

French limited partnership with shares Supervisory Board / Audit Committee

99.99%

Bonduelle SA

Non executive Chairman: Christophe BONDUELLE **Chief Executive Officer:**

Guillaume DEBROSSE

Board of Directors / Compensation Committee / Ethics Committee

Operational legal entities



The Supervisory Board

Ensures permanent control of company management on behalf of the Shareholders. The Bonduelle Group complies with the Afep-Medef governance principles.

- 1. Martin Ducroquet (Chairman)
- 2. Agathe Danjou
- 3. Laurent Bonduelle
- 4. Matthieu Duriez
- 5. Cécile Girerd-Jorry
- 6. Jean-Michel Thierry
- - - · · · · ·
- 7. Jean-Pierre Vannier
- 8. Corinne Wallaert
- 9. Didier Cliqué (employee representative)





The Audit Committee

By delegation of the Supervisory Board, this committee is responsible for supervising the financial matters.

- 1. Jean-Michel Thierry (Chairman)
- 2. Agathe Danjou
- 3. Martin Ducroquet
- 4. Cécile Girerd-Jorry
- 5. Jean-Pierre Vannier













The Board of Directors

Made up of Bonduelle family members and independent members, this Board is responsible for defining the company's strategy and investment policy.

- 1. Christophe Bonduelle (Président)
- 2. Ana-Maria Bonduelle
- 3. Benoît Bonduelle
- 4. François Bonduelle
- 5. Jean-Bernard Bonduelle
- 6. Marc Bonduelle
- 7. Marion Carrette
- 8. Pierre Deloffre
- 9. Miriam Fedida
- 10. Pierre Pâris
- 11. Martine Pélier
- 12. Marie-Ange Verdickt
- 13. Armand Biau (Employee representative)































The Compensation Committee

This committee is independent and recommends the compensation granted to Bonduelle family members working at Bonduelle. The committee also gives its opinion on the compensation of top managers.

- 1. Marie-Ange Verdickt (Chairwoman)
- 2. Pierre Deloffre
- 3. Florence Ferraton
- 4. Antoine Fiévet
- 5. Harry Touret













The Ethics committee

Its aim is to support the ethical principles implemented by Bonduelle. It also provides advice on ethical issues; its role is purely advisory.

- 1. Philippe Vasseur (Chairman)
- 2. Jean-Bernard Bonduelle
- 3. Isabelle Danjou
- 4. Tadeusz Bechta











The management organization



Chairman / Président



Guillaume Debrosse

COMEX (Executive Committee)

Andrea Montagna



Gianfranco D'Amico BFE



Cyrille Auguste BELL



Ekaterina Eliseeva BEAM



Daniel Vielfaure

BALL

Patrick Lesueur Prospective & Development



Grégory Sanson Finance, Digital transformation & Development



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