

# TRANSFORM TO WIN!

2024/25 RESULTS  
& OUTLOOK

September 2025





# Disclaimer

This document contains forward-looking statements about BONDUELLE. Although BONDUELLE believes these statements are based on reasonable assumptions, they involve numerous risks and uncertainties, and actual results may differ materially from those anticipated. For a more detailed description of these risks and uncertainties, please refer to BONDUELLE's annual report (Universal Registration Document, under the "Risk Factors" section, available at [www.bonduelle.com](http://www.bonduelle.com)).

Alternative performance indicators: The group presents performance indicators not defined by accounting standards in its financial communications. The main indicators are defined in the financial reports available at [www.bonduelle.com](http://www.bonduelle.com).

BONDUELLE undertakes no obligation to report an update or revision of these elements. This document does not constitute an offer to sell or a solicitation of an offer to buy BONDUELLE shares.



# AGENDA

1

**"TRANSFORM TO WIN"  
YEAR 1  
BONDUELLE ON TRACK**

2

**2024-2025 PERFORMANCE**

3

**OUTLOOK  
2025-2026**



# Building on a legacy in the service of a modern mission

“We **inspire** the  
transition toward **a more  
plant-rich diet** to  
contribute to **people's**  
well-being and **planet**  
health”



A committed  
family



Strong connections  
with our partners



Buoyant trends



# ...which resonates with promising trends

## HEALTH

### #3 BE A FORCE OF NATURE

**You don't need to be a carnivore for biceps.**

Muscles need protein, and legumes like chickpeas are packed with it



**B GROUPE  
BONDUELLE**  
La nature, notre futur

© Antoine Milla

## PLANET

### #6 SMALL BITE, BIG IMPACT

Going plant-rich could slash the food carbon footprint by up to 17%



**B GROUPE  
BONDUELLE**  
La nature, notre futur

© United Nations  
Source: WWF

## PURCHASING POWER

### #5 SAVE MONEY, EAT HAPPY

Going plant-rich can save you up to 34%, and you still get all the deliciousness!

**B GROUPE  
BONDUELLE**  
La nature, notre futur

© Antoine Milla  
Source: The Lancet



## LIFESTYLES

### #4 THAT'S A WRAP!

Skip the prep, keep the flavor! Ready-to-use veggies mean no peeling, no fuss. Just great meals, fast



**B GROUPE  
BONDUELLE**  
La nature, notre futur

© Antoine Milla

## PLEASURE

### #7 LOVE AT FIRST BITE

Veggies and legumes come in endless colors, shapes, and tastes. Each bite is a treat, and it all starts with love at first sight



**B GROUPE  
BONDUELLE**  
La nature, notre futur

© Antoine Milla

**B GROUPE  
BONDUELLE**  
La nature, notre futur



**“TRANSFORM TO WIN”  
YEAR 1  
BONDUELLE ON TRACK**

# TRANSFORM TO WIN!



We closed Year 1

**2024-2025**

**1**

**TRANSFORMATION**

**2**

**2025-2026**  
**REBOUND**

**3**

**2026-2027**  
**ACCELERATION**



# 5 strategic pillars

1

**PERFORMANCE**

2

**BRANDS & INNOVATIONS**

3

**KEY GEOGRAPHIES**

4

**OPERATIONS AND  
ORGANIZATIONS EFFICIENCY**

5

**POSITIVE IMPACT**



# 5 strategic pillars



**PERFORMANCE**



**BRANDS & INNOVATIONS**



**KEY GEOGRAPHIES**



**OPERATIONS AND  
ORGANIZATIONS EFFICIENCY**



**POSITIVE IMPACT**



# Bonduelle has already begun **its recovery**

Sales

**2,204 M€**

2,372 M€ in 23/24\*

Current operating  
income

**83.8 M€**

**+11.7%**  
(75.3M€ in 23/24)\*

Current operating  
margin

**3.8%**

**+60 bps**  
(3.2% in 23/24)\*



\*Last year reported data



# 5 strategic pillars



PERFORMANCE



**BRANDS & INNOVATIONS**



KEY GEOGRAPHIES



OPERATIONS AND  
ORGANIZATIONS EFFICIENCY



POSITIVE IMPACT

# In Europe, the Bonduelle brand is modernizing to stay close to its consumers



An event and digital activation



Cross-category actions to support consumer habits



New experiences to enjoy plant-rich food

 ... and builds on a **solid core market** and accelerating innovation



1.61€\*

2.94€\*

**Iconic products that stay within reach**



2.79€\*

2.99€\*

**Delicious, modern and accessible meal options**

\* Recommended retail price

 In the United States, the Bonduelle brand is making a remarkable entry



with a refreshed, expanded and distinctive range



 ... and is showing **promising first results** on its core market.



**+6%**

in rotations  
in just 15 weeks



leading to a return to sales growth  
in the U.S.

**+5%**



# 5 strategic pillars



PERFORMANCE



BRANDS & INNOVATIONS



**KEY GEOGRAPHIES**



OPERATIONS AND  
ORGANIZATIONS EFFICIENCY



POSITIVE IMPACT



# Tailored regional approaches are driving growth momentum



Preserve our  
profitability and win  
through  
differentiation



Sale of packaged salad  
completed



Acceleration of deli business



Differentiate and  
return to  
profitability in the  
world's largest food  
market



Optimize and  
enhance our  
activities in Eurasia  
and Mercosur



# 5 strategic pillars



PERFORMANCE



BRANDS & INNOVATIONS



KEY GEOGRAPHIES



**OPERATIONS AND  
ORGANIZATIONS EFFICIENCY**



POSITIVE IMPACT



**Bonduelle is reinventing its organization:** simpler, more agile, more efficient, and closer to consumers to better adapt to market realities – March 25

1

From a function-based organization to

**REGIONS**



Bonduelle Europe



Bonduelle Americas



Bonduelle Eurasia & Emerging Markets

2

Winning in every country with

**LOCAL TEAMS CLOSE TO CONSUMERS**



3

supported by shared expertise

**GLOBAL FUNCTIONS**  
Finance, RH, MKG, IT, Operations...





# Efficiency, productivity and digitalization driving transformation

**Accelerate our  
efficiency and  
productivity program**

**2.5% → 3%**  
of sales every year

**to support our growth and  
our profitability**



**Accelerate our digital  
transformation to fuel:**

- brand growth
- our productivity



**Helmi Bessaies**  
Chief Digital and IT  
Transformation Officer





# 5 strategic pillars



PERFORMANCE



BRANDS & INNOVATIONS



KEY GEOGRAPHIES



OPERATIONS AND  
ORGANIZATIONS EFFICIENCY



POSITIVE IMPACT

# 83%

of our operations are  
now B Corp certified.

Certified



Corporation



## Soon achieving our ambition

# 100% B CORP

### Already certified :



NEW

### By end 2025 :

Central  
Europe



Eurasia



HQ



A close-up photograph of a person's hands holding a large, dense bunch of fresh green beans. The person is wearing a black and white striped wristband on their right wrist and a blue and red braided rope bracelet on their left wrist. The background is a blurred field of green bean plants.

# 2024-2025 PERFORMANCE

A close-up photograph of a person's hands holding a large, vibrant bunch of fresh green beans. The person is wearing a blue and white striped wristband on their left wrist and a blue and red braided cord bracelet on their right wrist. The background is a lush green field of bean plants.

# 2024-2025 EXTRA-FINANCIAL PERFORMANCE



# Food: a powerful lever of impact

## CORE OF OUR BUSINESS MODEL

- Impacts health
- Works on robustness
- Guides our offer

#6

**SMALL BITE,  
BIG IMPACT**

Going plant-rich  
could slash  
**the food carbon  
footprint by  
up to 17%**



**B GROUPE  
BONDUELLE**  
*La nature, notre futur*

© Louise Carras  
Source: W

## TRANSFORMATIONAL

- For our partners
- For our consumers
- For our employees



# Bonduelle reimagines meals **for flexitarians**

## 99%

Objective  
100% in 2025

Our branded products are  
Nutri-Score A & B



## 93%

Objective  
100% in 2030

of our branded products are free  
from controversial additives



## 11,000

chefs trained in plant-rich  
cooking over the past 3 years



## 200

schools participating in the  
Vegetable Garden World Cup





# Bonduelle continues its **decarbonization** from field to fork

**-14%**

vs 19/20  
Objective -38%  
in 2035

reduction in absolute CO<sub>2</sub>  
emissions scope 1-2



**-45%**

vs 19/20  
Objectif -100%  
en 2030



reduction in the use of  
virgin fossil-based plastic

**59%**

Objective 80%  
in 2030

of our farmers engaged in  
regenerative agriculture

**73%**

of farmland equipped  
with precision irrigation  
systems

Objective 90%  
in 2030





# Bonduelle fosters an **engaged ecosystem** of employees and partners

**71%** *+11 pts vs Benchmark*

Engagement rate of our employees

**100%**

of Bonduelle sites are engaged in local initiatives

**89%** *vs 22% in 23/24*

of Bonduelle managers trained in Diversity & Inclusion

**97%**

of growers have signed the Commitment Charter





# 2024-2025 FINANCIAL PERFORMANCE

*In accordance with IFRS 5 accounting standards, the income statements relating to the packaged salad activity in France and Germany, whose planned disposal was announced on August 29, 2024 and effective from July 17, 2025 for activities in France and from March 31, 2025 for activities in Germany are gathered in the income statement of the reported financial statements under “net income from discontinued operations”.*

# 2024-2025 Financial performance

Bonduelle achieves the expected performance  
for the first year of its transformation plan

- Current operating income **growth** driven by the Non-Europe zone and the sale of salad activities in France and Germany
- **Positive** current operating cash flow and **improvement** in the debt leverage ratio
- **An effective disposal of packaged salad activities** in France and Germany which weighed on the consolidated net result
- A business **under pressure** in Europe:
  - Dumping of imported Chinese corn leads to overstocking and falling prices
  - But strong and resilient brands in France



# Our turnover is almost stable due to a drop in volumes

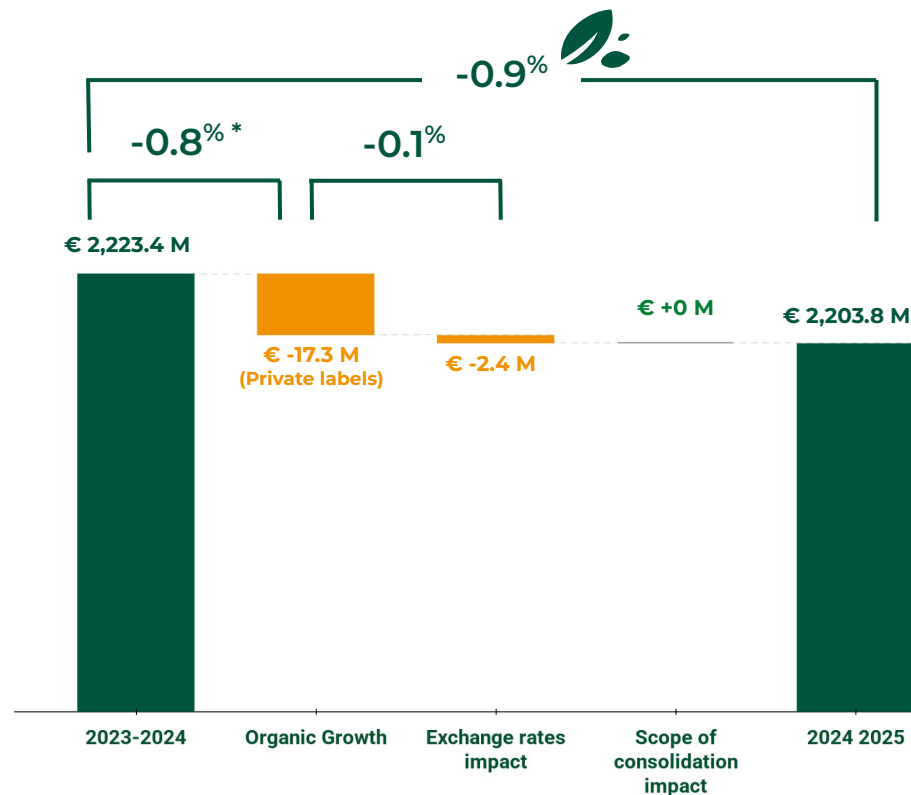
A variation of -0.8% \* fueled by:

- the impact of a decline in volumes in private labels in Europe (-8.7%)

despite:

- growth in business activity in Non-Europe zone: +4.9%\*

The impact of exchange rates is marginal: -0.1%



\* At constant exchange rates and scope

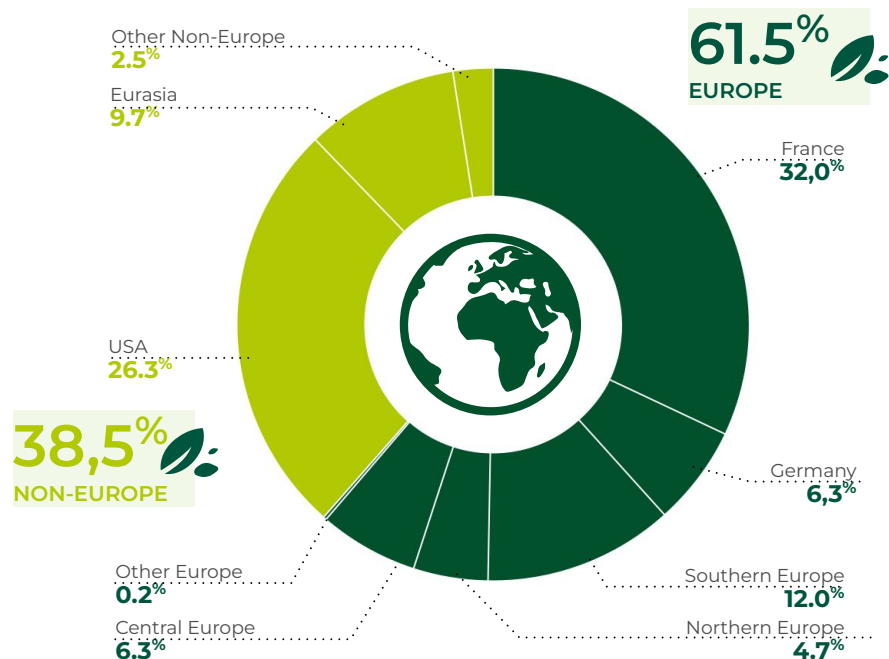
Data with IFRS 5 standard application



# Sales accelerate in the United States and Eurasia

## Geographical breakdown of sales

2024-2025



## 2024-2025 growth

At constant exchange rates and scope



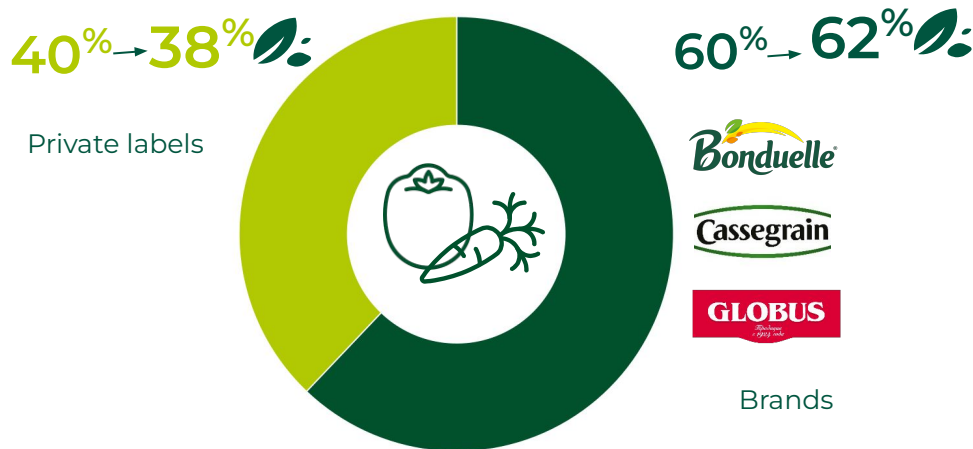
- Europe: a decline in business activity of -4.1% linked to sales of canned and frozen products under private labels (-13.2%)
- USA (+4.8%): return to growth after 4 years of decline in business activity
- Eurasia & Emerging markets (+5.5%): sustained momentum in branded activities mainly



# Our brands: a key factor in resilience

## Breakdown of sales by brands

2024-2025



## 2024-2025 growth

At constant exchange rates and scope



### Contrasting developments by geographic area of the group's brands:

- Brands represent almost  $\frac{2}{3}$  of the group's business activities
- Moderate decline in Europe (-1.7%) despite good performance in France (+1.6%)
- Significant growth in branded activities in Non-Europe zone (+4.1%)
- A food service business facing a decline in customer numbers

### Private labels in significant decline in Europe

- Price drops, Chinese imports and overstocks at distributors have limited volumes sold and impacted sales



# Business portfolio management improves current operating income

## Change in current operating income

|                                                                                                            | 23-24<br>reported<br>at current<br>exchange rates | 23-24<br>IFRS 5 restated<br>at current<br>exchange rates | 24-25<br>IFRS 5              |                               |                                       |
|------------------------------------------------------------------------------------------------------------|---------------------------------------------------|----------------------------------------------------------|------------------------------|-------------------------------|---------------------------------------|
|                                                                                                            |                                                   |                                                          | at current<br>exchange rates | at constant<br>exchange rates |                                       |
| Sales                     | € 2,371.8 M                                       | € 2,223.4 M                                              | € 2,203.8 M                  | € 2,206.2 M                   | -0.8% at constant<br>exchange rates   |
| Current operating income  | € 75.3 M                                          | € 83.4 M                                                 | € 83.8 M                     | € 83.5 M                      | +0.2% at constant<br>exchange rates   |
| % of sales                | 3.2%                                              | 3.7%                                                     | 3.8%                         | 3.8%                          | + 5 bps at constant<br>exchange rates |

- Sale of packaged salad activities improves current operating income
- Current operating income at constant scope reflecting our progress:
  - Brands resilience
  - Growth in industrial performance
  - Overhead costs under control
  - Reinvestment in marketing and support for branded activities
- The current operating margin, almost stable on a like-for-like basis, (3.8%) improved by 60 bps in reported figures



# 24-25 FY confirms the **return to profitability** in the Non-Europe zone

## Sales and current operating income by region

At constant exchange rates and scope

| EUROPE                   |             | NON-EUROPE               |           |
|--------------------------|-------------|--------------------------|-----------|
| 23-24                    | 24-25       | 23-24                    | 24-25     |
| Sales                    |             | Sales                    |           |
| € 1,409.8 M              | € 1,352.8 M | € 813.6 M                | € 853.4 M |
| Current operating income |             | Current operating income |           |
| € 87.9 M                 | € 77.2 M    | € (4.6) M                | € 6.3 M   |
| % of sales               |             | % of sales               |           |
| 6.2%                     | 5.7%        | -0.6%                    | 0.7%      |

### Europe:

- Lower prices in private labels and lower volumes are weighing on profitability
- Performance of prepared segment in France and Italy is improving

### Non-Europe:

- Bonduelle Americas' profitability recovery was confirmed over FY
- Current operating income in emerging countries improves



# Non-recurring items reflect a necessary adaptation to market conditions

## Non-recurring items

|                            |  | 23-24              | 24-25             |               |
|----------------------------|--|--------------------|-------------------|---------------|
| Sales                      |  | € 2,223.4 M        | € 2,203.8 M       | -0.9%         |
| Current operating income   |  | € 83.4 M           | € 83.8 M          | +0.5%         |
| <b>Non-recurring items</b> |  | <b>€ (139.7) M</b> | <b>€ (10.8) M</b> | <b>+92.3%</b> |
| Operating income           |  | € (56.4) M         | € 73.0 M          | +229.5%       |



- Evolution of the logistics model in the United States with an expected return on investment of less than 2 years
- Adaptation of group structures for greater agility and financial flexibility
- Sale of non-strategic assets (excluding packaged salad activities in France and Germany)



# A positive net income from continuing operations

## Change in net income

|                                                                                                                                       | 23-24                 | 24-25            |                                                                                             |
|---------------------------------------------------------------------------------------------------------------------------------------|-----------------------|------------------|---------------------------------------------------------------------------------------------|
| Sales                                                | € 2,223.4 M           | € 2,203.8 M      | -0.9%    |
| Current operating income                             | € 83.4 M              | € 83.8 M         | +0.5%    |
| Non-recurring items                                  | € (139.7) M           | € (108) M        | +92.3%   |
| Operating income                                     | € (56.4) M            | € 73.0 M         | +229.5%  |
| Net financial income                                 | € (34.0) M            | € (35.1) M       | -3.3%    |
| Tax expense                                          | € (21.3) M            | € (20.1) M       | +5.6%    |
| Equity method                                        | € 3.6 M               | € 2.0 M          | -44.7%   |
| Net income from continuing operations <br>% of sales | € (108.1) M<br>(4.9)% | € 19.7 M<br>0.9% | +118.2%  |

 Significant non-recurring items last year

 A slightly higher net financial income:

- increase in average outstanding debt
- negative exchange rates result
- lower cost of debt

 Tax expense and effective rate changing in line with the recovery of results in the USA

 Equity method accounts reflecting the share of Nortera's results (former North American canned and frozen business activities partially sold in 2022)



# A negative net income related to discontinued operations

## Change in net income

|                                         | 23-24       | 24-25       |           |
|-----------------------------------------|-------------|-------------|-----------|
| Sales                                   | € 2,223.4 M | € 2,203.8 M | -0.9% ▼   |
| Current operating income                | € 83.4 M    | € 83.8 M    | +0.5% ▲   |
| Non-recurring items                     | € (139.7) M | € (108) M   | +92.3% ▲  |
| Operating income                        | € (56.4) M  | € 73.0 M    | +229.5% ▲ |
| Net financial income                    | € (34.0) M  | € (35.1) M  | -3.3% ▼   |
| Tax expense                             | € (21.3) M  | € (20.1) M  | +5.6% ▲   |
| Equity method                           | € 3.6 M     | € 2.0 M     | -44.7% ▼  |
| Net income from continuing operations   | € (108.1) M | € 19.7 M    | +118.2% ▲ |
| % of sales                              | (4.9)%      | 0.9%        |           |
| Net income from discontinued operations | € (11.7) M  | € (31.2) M  |           |
| Net income of the consolidated group    | € (119.8) M | € (11.5) M  | +90.4% ▲  |
| % of sales                              | (5.4)%      | (0.5)%      |           |

The income from discontinued operations (€ -31.2 M) mainly includes the effects of the disposals of salad activities in France (in progress as of June 30, 2025) and in Germany (completed as of March 31, 2025) in accordance with IFRS 5 in the amount of:

- € -10 M in current operating income
- € -28.8 M in non-recurring items: provision for the Saint-Mihiel social plan, Genas voluntary departure plan and income of the sale of German activities
- € + 7.6 M: restatement in tax expense, net financial income and fees related to the sale of these activities

The income from the sale of the packaged salad activity in France will be recorded in FY 2025-2026

# A positive current operating cash flow

## Change in cash flow

|                                                                                                                       | 23-24             | 24-25            |              |
|-----------------------------------------------------------------------------------------------------------------------|-------------------|------------------|--------------|
| Sales                                | € 2,223.4 M       | € 2,203.8 M      | -0.9%        |
| Current operating income             | € 83.4 M          | € 83.8 M         | +0.5%        |
| % of sales                           | 3.7%              | 3.8%             | +5 bps       |
| Depreciation                         | € (77.3) M        | € (85.2) M       | +10.2%       |
| <b>REBITDA* </b>                     | <b>€ 160.7 M</b>  | <b>€ 169.0 M</b> | <b>+5.2%</b> |
| % of sales                           | 7.2%              | 7.7%             | +44 bps      |
| Investments in fixed assets          | € (79.8) M        | € (78.3) M       | -1.9%        |
| Δ Working Capital Requirement (WCR)  | € (115.4) M       | € (19.0) M       | +83.5%       |
| <b>Current operating cash flow </b>  | <b>€ (34.5) M</b> | <b>€ 71.7 M</b>  | <b>+ + +</b> |



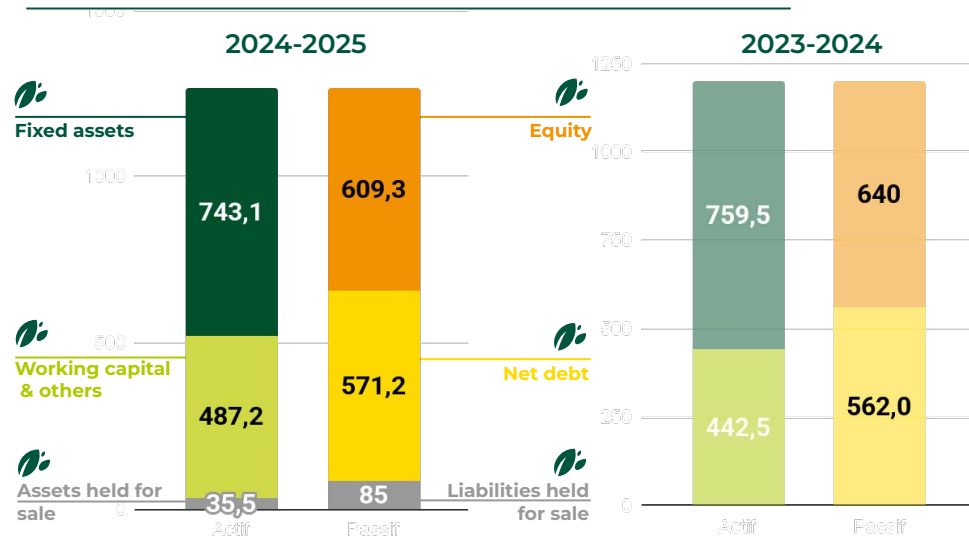
-  REBITDA growth (+5.2%)
-  Working capital requirements impacted by weak sales in private labels in Europe, despite the limitation of production programs

\* Recurring EBITDA including IFRS 16



# A financial structure that remains solid...

Simplified balance (in €M) - including IFRS 16 & 5



Gearing<sup>(1)</sup> 93.7%

Net debt / REBITDA<sup>(2)</sup> 3.38

ROCCE<sup>(3)</sup> 7.1%

87.8%

3.57

6.9%

- **Limited increase in debt** despite higher working capital requirements
- **Equity** is down due to the income of the period and currencies depreciations at the end of the period
- **Leverage ratio improved to 3.38 x REBITDA**

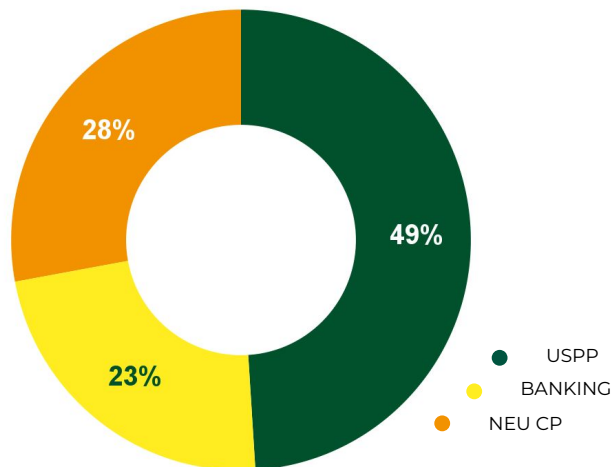
<sup>(1)</sup> Net debt / Equity - <sup>(2)</sup> Net debt / recurring EBITDA - <sup>(3)</sup> Current operating income before tax / Equity



# ... with a diversified debt profile and limited maturities

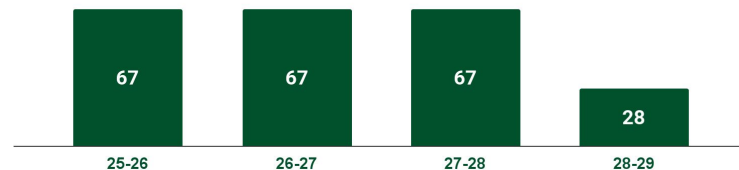
## Breakdown of debt

At June 30, 2025



## Debt amortization profile

Maturities in million euros <sup>(1)</sup>



|                                        |           |
|----------------------------------------|-----------|
| • Average cost                         | 3.81%     |
| • Average debt maturity <sup>(2)</sup> | 3.2 years |
| • Desintermediation rate               | 49%       |

<sup>(1)</sup>Excluding RCF

<sup>(2)</sup>Average maturity of available financing instruments

- A diversified and secured financing: maturity of the RCF of € 400 M extended to February 2030
- Limited debt amortization deadlines over the next 4 years
- Lower financing rate due to more favorable market conditions

# OUTLOOK 2025-2026

# TRANSFORM TO WIN!

2024-2025

1 TRANSFORMATION

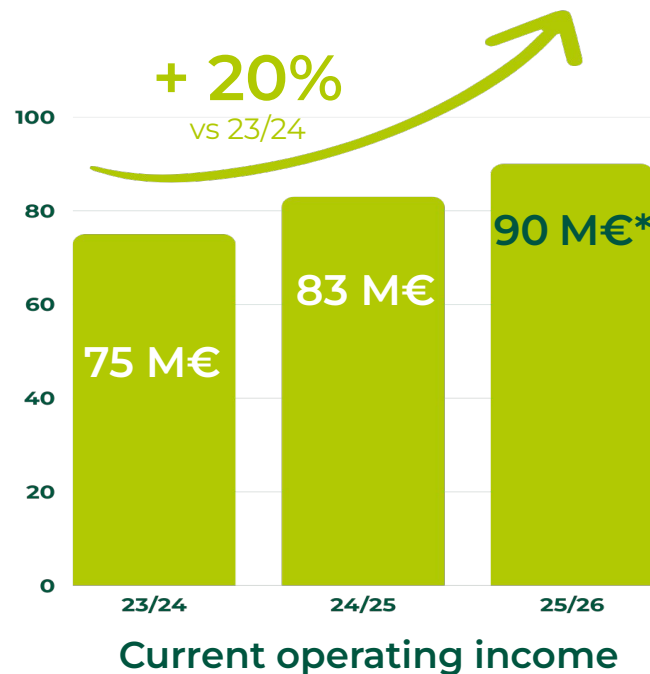
2025-2026

2 REBOUND

2026-2027

3 ACCELERATION

Bonduelle continues its  
ambitious momentum of  
progress in 25/26





In 2025/2026, the Bonduelle brand surprises with a revamped design and communication strategy



supported by new brand governance and leading design and communication partners



... accelerates innovation in all its markets as close as possible to new uses



## Family



3.99€\*

## "On the go"



2.99€\*

3.49€\*



## Well-being



5.99\$ to 7.99\$\*

## Friendliness



3.09€\*

\*Recommended retail price

# ... and continues its conquest of the American market



Projected growth in Bonduelle brand sales

> 6%



 ... with the goal of

**Recover freedom to grow as a successful  
and attractive B Corp company**

where **financial performance** is improved,  
**operational excellence** is the norm,  
our core range is **modernized** and **innovation** is accelerated

# TRANSFORM TO WIN!



More than ever,  
serving our mission

“We **inspire** the transition  
toward a more **plant-rich**  
**diet** to contribute to  
**people's** well-being and  
**planet** health”

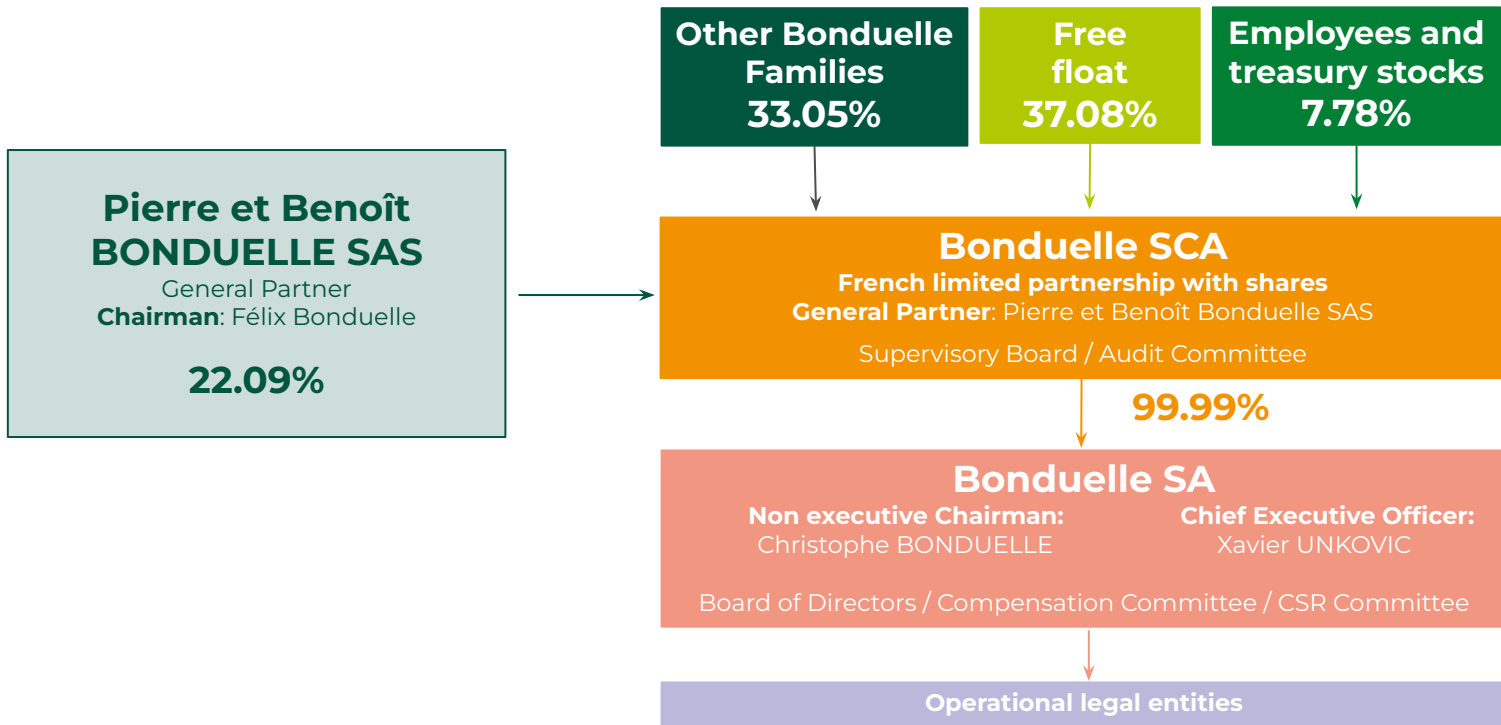


# Appendix



# Our Governance

As of July 1, 2025





# Our Governance

## Supervisory Board

**Ensures permanent control of company management on behalf of the Shareholders.**

**The Bonduelle Group complies with the Afep-Medef governance principles.**

1. Jean-Pierre Vannier (Chairman)
2. Corinne Wallaert (Vice-Chairwoman)
3. Laurent Bonduelle
4. Karine Charbonnier
5. Agathe Danjou
6. Rémi Duriez
7. Cécile Girerd-Jorry
8. Jean-Michel Thierry
9. Didier Cliqué (employee representative)



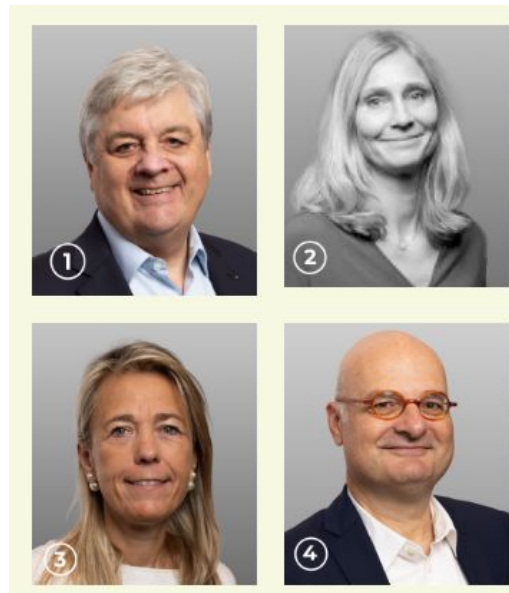


# Our Governance

## Audit Committee

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

1. Jean-Michel Thierry (Chairman)
2. Karine Charbonnier
3. Cécile Girerd-Jorry
4. Jean-Pierre Vannier





# Our Governance

## 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 (Chairman)
2. Ana-Maria Bonduelle
3. Benoît Bonduelle
4. Félix Bonduelle
5. Jean-Bernard Bonduelle
6. Louis Bonduelle
7. Philippe Carreau
8. Miriam Fedida
9. Guillaume Fichet
10. Pierre Pâris
11. Martine Pélier
12. Marie-Ange Verdickt





# Our Governance

## Compensation Committee

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

1. Marie-Ange Verdickt (Chairwoman)
2. Philippe Carreau
3. Florence Ferraton
4. Laurent Marembaud





# Our Governance

## CSR Committee

**Its aim is mainly to aid decision-making in terms of CSR strategy and business ethics, control its deployment and the achievement of the objectives set.**

1. Jean-Bernard Bonduelle (Chairman)
2. Tadeusz Bechta
3. Agathe Danjou
4. Guillaume Fichet





# Our Governance

## Global Executive Leadership Team

**The Global Executive Leadership Team (GELT) is composed of General Managers of business units, the Chief Human Resources Officer, the Chief Strategy, Brands and Impact Officer, the Chief Digital Transformation Officer, the Chief Operations Officer and the Chief Performance and Finance Officer.**

**The GELT is responsible for executing the strategy defined by the Board of Directors, and for ensuring that it is applied throughout the group.**

1. Xavier UNKOVIC - *Bonduelle Group CEO*
2. Cyrille AUGUSTE - *Bonduelle Europe CEO*
3. Céline BARRAL - *Chief Strategy, Brands and Impact Officer*
4. Bobby CHACKO - *Bonduelle Americas CEO*
5. Ekaterina ELISEEVA - *Bonduelle Eurasia and Emerging Markets CEO*
6. Marine HENIN - *Chief Human Resources Officer*
7. Mathias LEVOIR - *Chief Operations Officer*
8. Grégory SANSON - *Chief Performance and Finance Officer*





Thank you!



 [company/bonduelle](https://www.linkedin.com/company/bonduelle)

**B GROUPE  
BONDUELLE**  
*La nature, notre futur*

**B GROUPE  
BONDUELLE**  
*La nature, notre futur*

**Grégory SANSON**

Chief Performance and Finance Officer

[gregory.sanson@bonduelle.com](mailto:gregory.sanson@bonduelle.com)

Rue Nicolas Appert - BP 30173  
59653 Villeneuve d'Ascq cedex - France

