Universal Robina

Q2 CY2026 Unaudited Results Investor Briefing

August 6, 2026

4:00 PM

Contact Us

Universal Robina Corporation

Disclaimer

This presentation contains certain forward-looking statements with respect to the financial condition, results of operations and business of Universal Robina Corporation (URC) and plans and objectives of the management of URC. Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of URC to be materially different from any future results or performance expressed or implied by such forward looking statements. Such forward looking statements were based on numerous assumptions regarding URC's present and future business strategies and the political and economic environment in which URC will operate in the future.

H1 2026 RESULTS HIGHLIGHTS

Revenues +4%

Led by Branded Businesses +8%, Flour +13%*

Operating Profit Flat

Led by Branded Businesses +5%, Flour 2x*

Core Net Income to Parent +3%

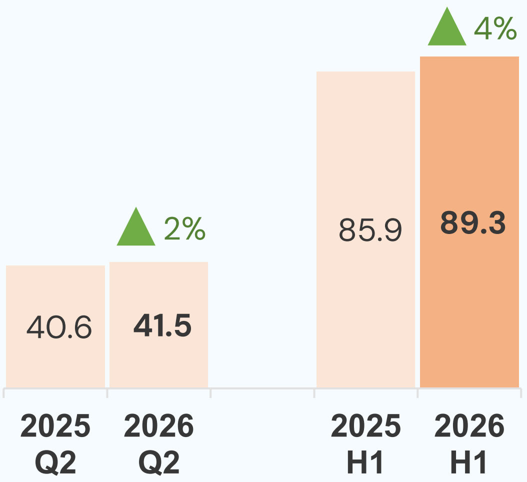
* Branded businesses include BCF PH, BCF International, and Animal Nutrition and Health

2026 KEY FOCUS AREAS

BCF Philippines	• Accelerate volume growth and market share • Improve segment profitability
BCF International	• Sustain growth and market share • Scale Munchy’s and build new legs
Animal Nutrition and Health	• Pet Food expansion, build and grow Cat
Commodities	• Focus on profit recovery and cash generation • Improve operational efficiency and profitability

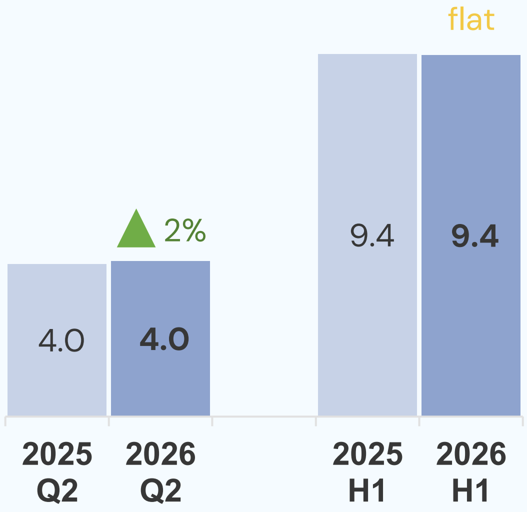
Q2 2026 FINANCIAL HIGHLIGHTS

SALES
In billion pesos



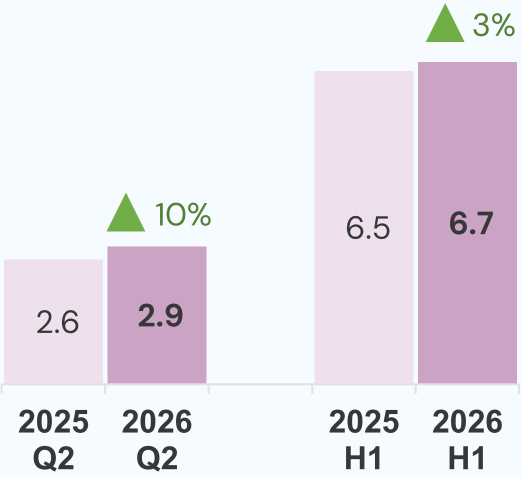
- Consolidated sales grew 2% to ₱41.5 billion, led by BCF Philippines and ANH.
- These gains offset weak SURE business.

EBIT
In billion pesos



- Consolidated EBIT grew 2%, supported by BCF and Flour.
- Growth was also moderated by near-term margin pressures in ANH and lower sugar prices.

CORE NET INCOME TO PARENT
In billion pesos

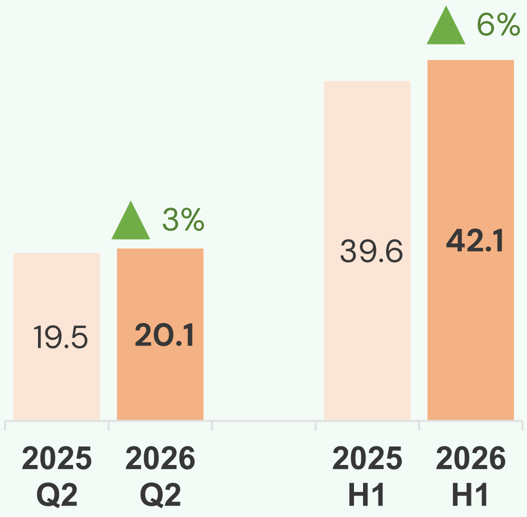


- Core net income attributable to parent rose 10% to ₱2.9 billion.
- Growth outpaced EBIT mainly due to better financing cost management.

BCF PHILIPPINES

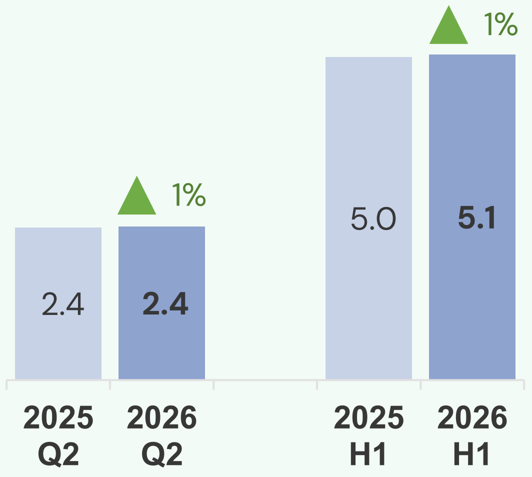
Resilient Growth with Better Profit Momentum

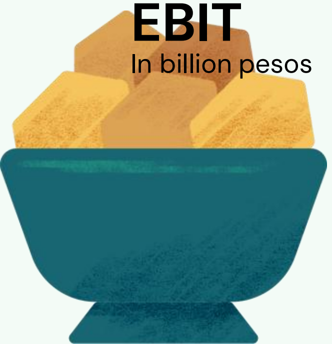
SALES
In billion pesos



- Sales rose 3% to ₱20.1 billion, led by Bakery and Powdered Beverages.
- Other categories were broadly flat as consumers adjusted to industry-wide price increases.

EBIT
In billion pesos





- EBIT grew 1% to ₱2.4 billion, extending positive earnings momentum despite heightened external cost pressures.
- Gross profit expanded on stronger Coffee economics, pricing actions, and a richer sales mix.
- Elevated crude oil prices drove higher freight and handling costs; however, mitigation initiatives helped offset the impact, underscoring the resilience of the business amid geopolitical uncertainties.
- A&P investments increased as planned to support brand health and future growth, moderating operating leverage in the quarter.

BCF PHILIPPINES – Category Market Share

7/7

categories growing faster than market

Snacks
Market Share
P3M YOY

RTD Tea*
Market Share
P3M YOY

Noodles
Market Share
P3M YOY

Candies
Market Share
P3M YOY

Biscuits
Market Share
P3M YOY

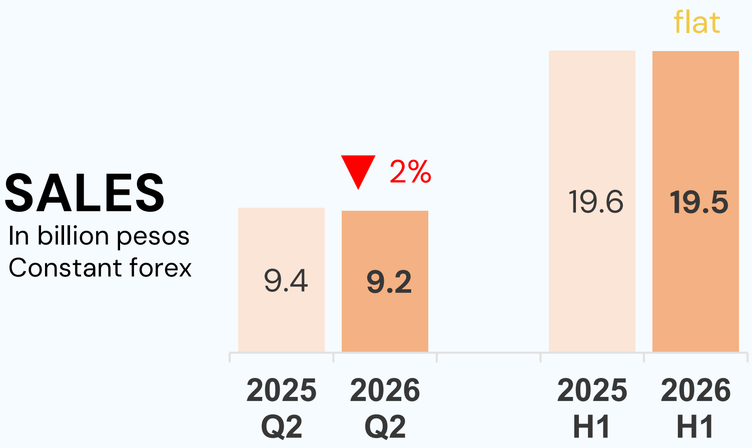
Coffee
Market Share
P3M YOY

Chocolates*
Market Share
P3M YOY

NOTE: P3M is based on Jun 2026, except Chocolates and RTD Tea (Dec 2025).

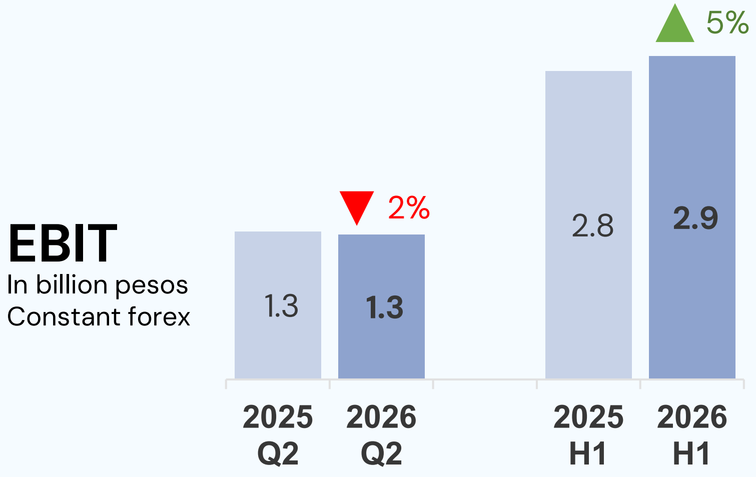
BCF INTERNATIONAL

Margin Stability amid Market Headwinds

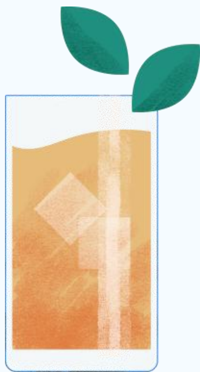


- Sales declined 2% in constant currency (+8% in PHP), as weakness in Thailand and Global Exports offset improving trends elsewhere
- Vietnam continued to recover, though Q2 growth was tempered by a higher base, as last year's tax reforms impact only began in May 2025

EBIT	2026 Q2	2026 H1
Margin	14.3%	15.0%
BPS vs SPLY	-1 bp	+75 bps



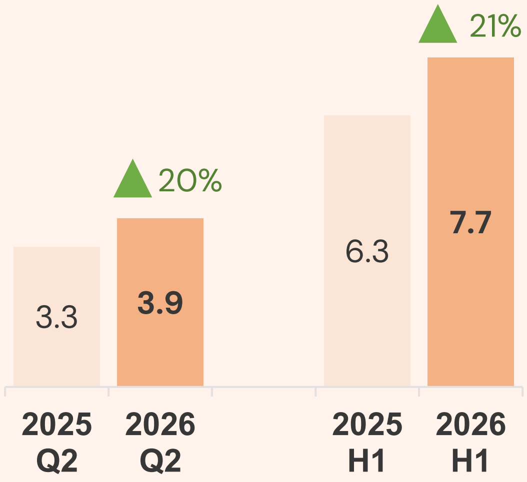
- EBIT declined 2% in constant currency (+7% in PHP), tracking topline
- Gross profit continued to improve despite raw-material inflation, underscoring brand resilience and disciplined margin management
- Q2 margin gains were partly offset by higher freight and handling costs and the timing of brand-supporting A&P investments
- Year-to-date EBIT margin expanded by 75 basis points, reflecting sustained improvement in the underlying earnings profile



ANIMAL NUTRITION AND HEALTH

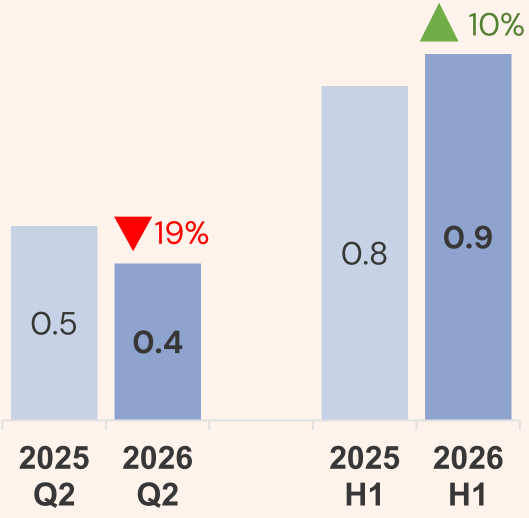
Investing in Recovery, Building Growth

SALES
In billion pesos



- Sales grew 20% to ₱3.9 billion, driven by sustained momentum in hog feeds and featherlines
- Pet food performance was mixed, with cat food sustaining high-double-digit growth, while dog food remained pressured by a contracting market and intensifying private-label competition

EBIT
In billion pesos

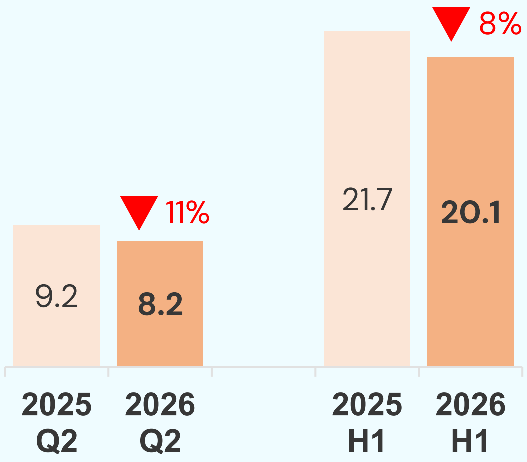


- EBIT declined 19% to ₱0.4 billion amid raw-material inflation
- The business temporarily absorbed higher input costs, as well as freight and handling, to support industry recovery and customer affordability

COMMODITIES

Navigating Sugar Volatility, Scaling Flour Growth

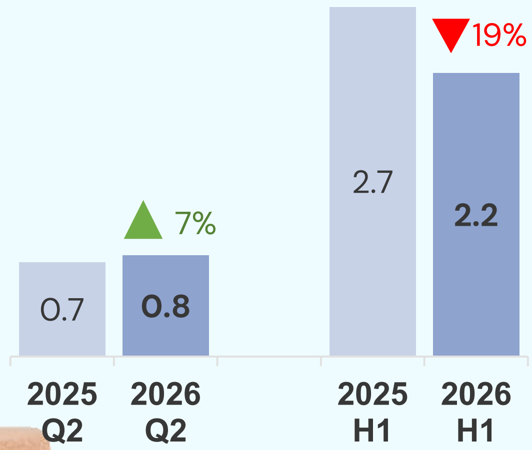
SALES
In billion pesos



- Commodities sales declined 11% to ₱8.2 billion, driven by lower Sugar volumes and softer raw and refined sugar prices
- Flour sales grew 8%, supported by additional capacity and improving efficiency as the Sariaya plant continued to ramp up

2026 Q2 Sales	vs LY
SURE	-15%
Flour	+8%

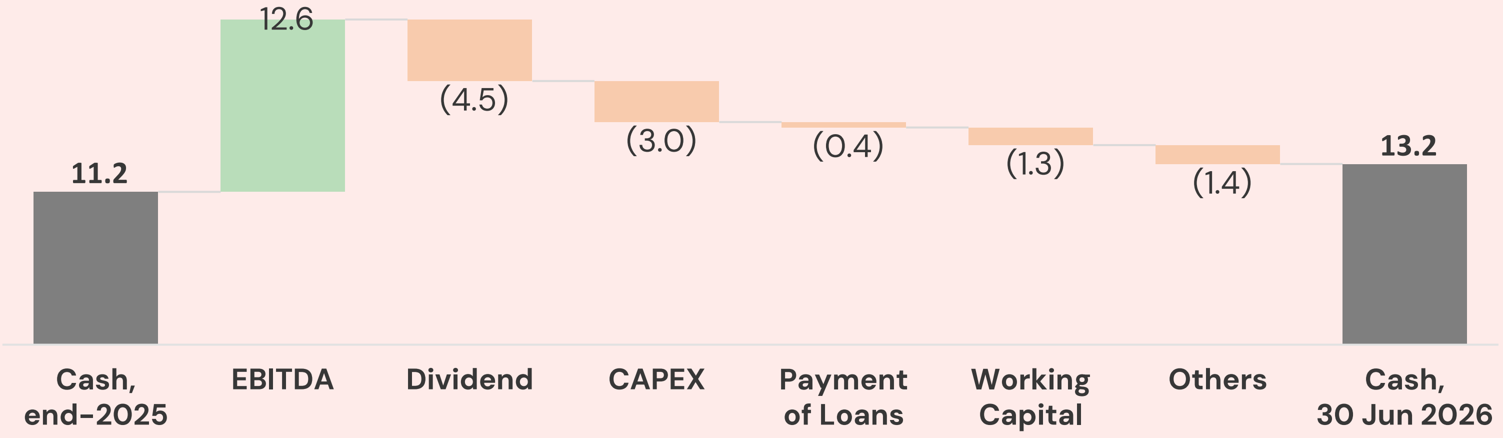
EBIT
In billion pesos



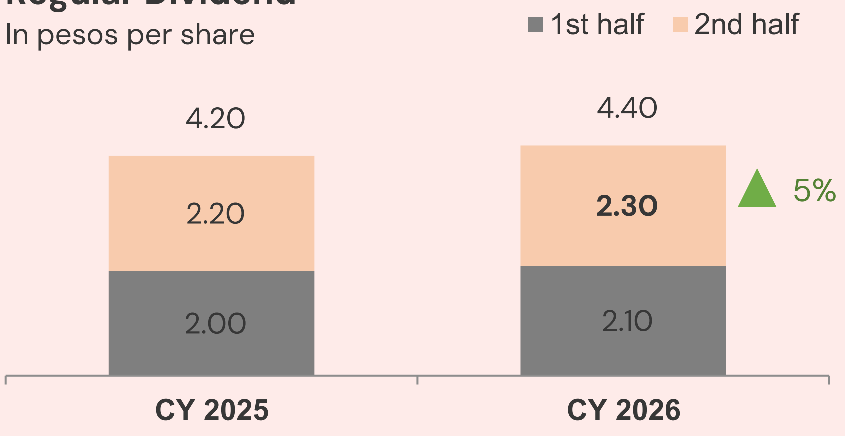
- EBIT increased 7% to ₱0.8 billion, despite the lower topline
- Flour earnings improved, reflecting higher capacity utilization and improving operating efficiency at Sariaya
- SURE earnings turned around from Q1 decline as we see improved Renewables and comparable sugar prices

CASH FLOW AND FINANCIAL RATIOS

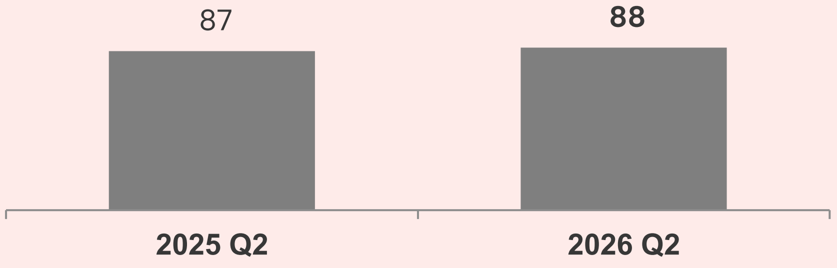
Cash Flow
In billion pesos



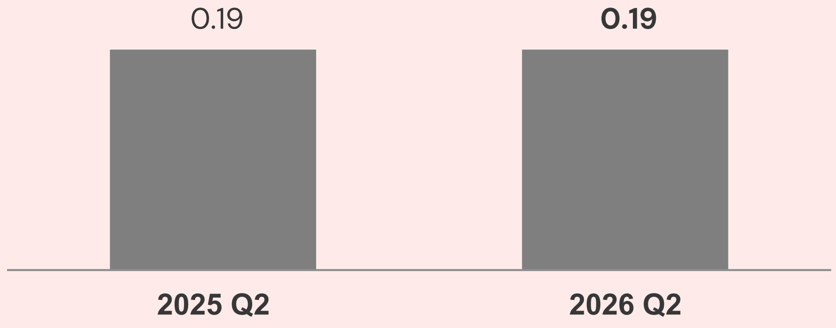
Regular Dividend
In pesos per share



Cash Conversion Cycle
In Days



Gearing Ratio
In Multiple



Executive Summary

- **URC delivered steady growth with Q2 +2% and H1 +4%**, despite the disruptions from the Middle East conflict.
- **Growth was led by our branded businesses in BCF Philippines and ANH**, supported by resilient core demand and brand investment.
- **Earnings quality continued to improve**, with BCF Philippines posting a second consecutive quarter of EBIT growth and Commodities benefiting from the significant increase in Flour and quarter-on-quarter improvement in Sugar.
- **Core net income attributable to parent grew faster at 10% to ₱2.9 billion in Q2**, aided by better financing cost management.
- **Financial discipline remains a key strength**, with strong operating cash flow, active working capital management, and low gearing providing flexibility to fund growth, return value to shareholders, and navigate ongoing geopolitical and macroeconomic risks.

2026 Outlook

Top-line	• Mid-single digit, volume-driven revenue growth in 2026 • Branded businesses expected to post high-single digit growth • Commodities revenue is expected to decline due to softer sugar prices
Operating Profit	• EBIT growth is expected to strengthen in 2H, outpacing topline growth, supported by easier comparables and improving Coffee profitability • Middle East conflict mitigation strategies are in place, with profit delivery dependent on consumer demand resilience and oil price volatility


JACK'n JILL
CLOUD 9
CLASSIC
CHOCOLATE BAR WITH
CARAMEL·NOUGAT·PEANUTS
MAXX
FRUITY
MENTHOL CANDY
HONEY LEMON
FLAVOR

Thank you!

Income Statement

(Php Millions)	2026 H1 (Unaudited)	2025 H1 (Unaudited)	YoY
NET SALES	**89,339**	**85,886**	**4%**
Cost of Sales	-64,559	-62,371	4%
GROSS PROFIT	**24,780**	**23,515**	**5%**
Operating Expense	-15,390	-14,094	9%
OPERATING INCOME	**9,390**	**9,422**	**0%**
Equity in net income of JVs	-20	-52	NA
Finance cost – net	-545	-625	NA
Market valuation gain/ (loss)	0	41	NA
Foreign exchange gain/ (loss) – net	217	339	-36%
Other revenues/expense	-103	-767	NA
INCOME BEFORE INCOME TAX	8,939	8,358	7%
Provision for Income Tax	-1,792	-1,649	9%
NET INCOME FROM CONTINUING OPERATION	7,147	6,710	7%
NET INCOME FROM DISCONTINUED OPERATION	55	-27	NA
NET INCOME	7,202	6,682	8%
Net income attributable to holders of the parent	6,910	6,275	10%
EBITDA	12,618	12,262	3%
CORE NET INCOME TO PARENT	6,679	6,492	3%

Balance Sheet

(Php Millions)	2026 H1 (Unaudited)	CY 2025 (Audited)
Cash & cash equivalents (including Financial assets at FVPL and FVOCI)	13,715	11,724
Other current assets	66,836	65,997
Property, plant, and equipment	71,804	70,605
Other noncurrent assets	34,498	34,723
TOTAL ASSETS	**186,853**	**183,049**
Current liabilities	53,046	52,458
Noncurrent liabilities	5,076	5,207
TOTAL LIABILITIES	**58,122**	**57,665**
Retained earnings	106,576	104,154
Other equity	22,155	21,230
TOTAL EQUITY	**128,731**	**125,384**

Divisional Financials (Continuing Operations)

(Php Millions)	SALES			EBIT			EBIT MARGIN		
	2026 H1	2025 H1	YoY	2026 H1	2025 H1	YoY	2026 H1	2025 H1	YoY
Branded Consumer Foods	61,576	57,813	7%	7,991	7,635	5%	13.0%	13.2%	(23)
Philippines	42,080	39,597	6%	5,060	5,021	1%	12.0%	12.7%	(66)
International	19,496	18,216	7%	2,931	2,614	12%	15.0%	14.3%	68
Animal Nutrition and Health	7,686	6,338	21%	854	779	10%	11.1%	12.3%	(118)
Commodities (net)	20,076	21,735	-8%	2,204	2,720	-19%	11.0%	12.5%	(154)
SURE	15,826	17,646	-10%	1,893	2,605	-27%	12.0%	14.8%	(280)
Flour	3,458	3,066	13%	324	164	98%	9.4%	5.3%	402
Others	792	1,023	-23%	-12	-49	NA	-1.5%	-4.8%	323
Corporate Expense				-1,659	-1,712	NA			
Total URC	89,339	85,886	4%	9,390	9,422	0%	10.5%	11.0%	(46)

Market Shares

Philippines

CATEGORY*	MARKET SHARE	#1	#2	#3
Snacks	32.0%	URC	25.7%	6.6%
Candies	25.0%	URC	16.3%	12.6%
Chocolates**	15.8%	URC	14.6%	9.3%
Biscuits***	13.9%	29.3%	26.8%	URC
Total Noodles	19.4%	68.4%	URC	3.2%
Cup Noodles	50.8%	URC	40.8%	2.1%
Pouch Noodles	12.7%	74.2%	URC	3.8%
RTD Tea (2025)	87.5%	URC	3.9%	2.8%
Coffee	16.7%	44.1%	29.4%	URC
Instant Coffee	26.1%	69.6%	URC	0.7%
Coffee Mixes	11.3%	45.8%	29.4%	URC

** Market share readings reflect updated coverage and retail universe of Nielsen from Q2 2026 along with some revised category scopes, and are not directly comparable with previous share readings*
*** excludes choco-enrobed wafers (e.g. Hello Wafers)*
**** excludes choco-enrobed biscuits (e.g. Cream-O Premium, Knots)*

Thailand

CATEGORY	MARKET SHARE	#1	#2	#3
Biscuits	14.8%	URC	11.7%	8.6%
Wafers	17.9%	23.5%	URC	7.5%

Vietnam

CATEGORY	MARKET SHARE	#1	#2	#3
RTD Tea	25.5%	31.5%	URC	19.3%

Malaysia

CATEGORY	MARKET SHARE	#1	#2	#3
Biscuits	27.1%	URC	16.9%	11.6%

Source: Nielsen, Value Shares; Kantar World Panel Value Shares (coffee)
Philippines: RTD Tea and Chocolates – Moving Annual Total (MAT) Dec 2025; Snacks, Candies, Biscuits, Noodles:, Coffee – MAT June 2026
Thailand: MAT June 2026
Vietnam: MAT June 2026
Malaysia: MAT June 2026


70
UR Universal Robina
Years of Flavor
Always UR Delightful Choice
TEAR HERE
JACK'n JILL
Piattos
JACK'n JILL
MAXX
HONEY LEMON
MENTHOL CANDY
CONTAINS NATURAL ANTIOXIDANTS
C2
COOL & CLEAN
CLASSIC GREEN TEA
BREWED & BOTTLED
335ML (11.33 FL OZ)
NISSIN CUP NOODLES
Seafood
Cream-O
Great Taste
WHITE
Tamang Timpla
munchy's
LEXUS
Chocolate Cream
choco coated outside
JACK'n JILL
Roller Coaster