

# Half year results for 26 weeks ended 27 September 2025

13 November 2025







# Alex Whitehouse





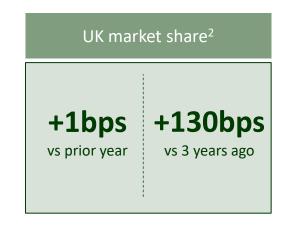
# **UK Branded revenue growth driving profit delivery**



On track to deliver full year Trading profit expectations; Adjusted PBT now to be slightly ahead

Branded revenue <sup>1</sup>
£453m
+1.9%





Profit delivery			
+0.4% Trading profit	<b>+2.2%</b> Adjusted PBT		





### Continued good strategic progress in H1



Grow the UK core

Infrastructure investment

Category expansion

International

5 Inorganic opportunities

H1 +2.0%<sup>1</sup>
Q2 +3.0%<sup>1</sup>

£23m

On track to invest c.£55m this year

+41%

SPICE Kipling

Kipling

MERCHANT GOURMET

MERCHANT GOURMET

Pay Leutils

UK Branded revenue growth

Sustained investment in efficiency and product innovation

Revenue growth from new categories

Strong in-market performance

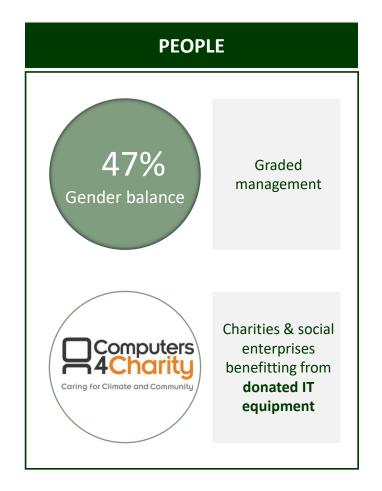
Merchant Gourmet acquisition

# **Update on the pillars of our Enriching Life Plan**









Making strong progress against our Enriching Life Plan 2030 targets



# **Duncan Leggett**CFO





# Progress against all financial metrics



1 Trading profit slightly ahead; up c.7% excluding H2 EPR¹ levy component

2 FY25/26 Adjusted Profit before tax now expected to be slightly higher

Leverage of 1.0x, Merchant Gourmet acquisition in H1

# Continued positive momentum in operating performance



Branded revenue	£453m   +1.9%	Strong Sweet Treats innovation, Grocery trend strengthened in Q2
Total revenue	£502m   +0.7%	Non-branded contract exit impacts expected to dissipate in H2
Divisional contribution	£107m   +1.7%	Sweet Treats volumes driving contribution growth, plus cost efficiencies
Trading profit	£71m   +0.4%	Underlying progress c.7% excluding EPR levy component relating to H2
Adjusted PBT	£62m   +2.2%	Lower net interest
Adjusted eps	5.4p   +1.1%	
Net debt	£207m	£14m lower than prior year, and after £46m Merchant Gourmet acquisition

# **Good margin progression in Grocery & Sweet Treats**



Strong Sweet Treats innovation programme driving Divisional contribution growth

	<u>£m</u>	FY25/26 H1	Change vs PY	
	Branded revenue	337	(0.5%)	Strong performance of acquired brands, new categories & premium, warmer Q1
Crocomi	Non-branded revenue	32	(9.0%)	Expected lower sales due to stuffing, salt and custard contract exits
Grocery	Total revenue	369	(1.3%)	
	Divisional contribution	93	(0.8%)	Marketing & innovation programme weighted to second half
	Divisional contribution %	25.1%	0.2ppt	

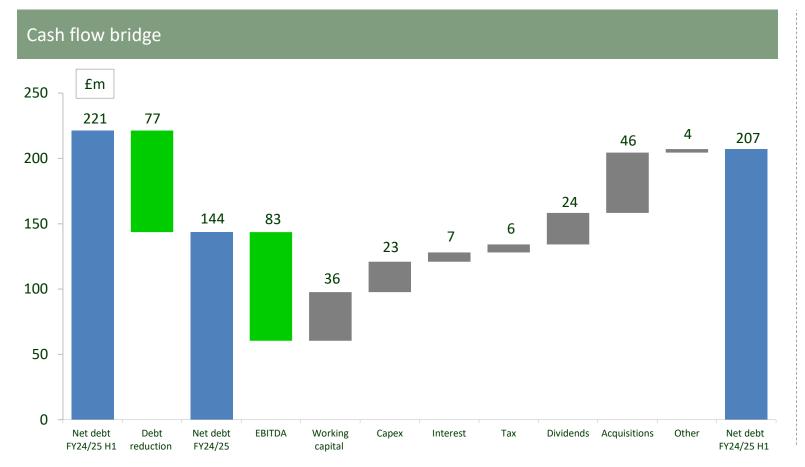
Sweet	Treats

<u>£m</u>	FY25/26 H1	Change vs PY	
Branded revenue	116	9.4%	New product development driving further strong growth & momentum
Non-branded revenue	17	(7.5%)	Contract exits on swiss rolls, slices and whirls
Total revenue	133	6.8%	
Divisional contribution	14	21.4%	Operational leverage benefits from innovation-led volume growth
Divisional contribution %	10.7%	1.3ppt	

### Net debt £14m lower after Merchant Gourmet acquisition



Now guiding to lower interest costs this year; Adjusted PBT now to be slightly ahead in FY26



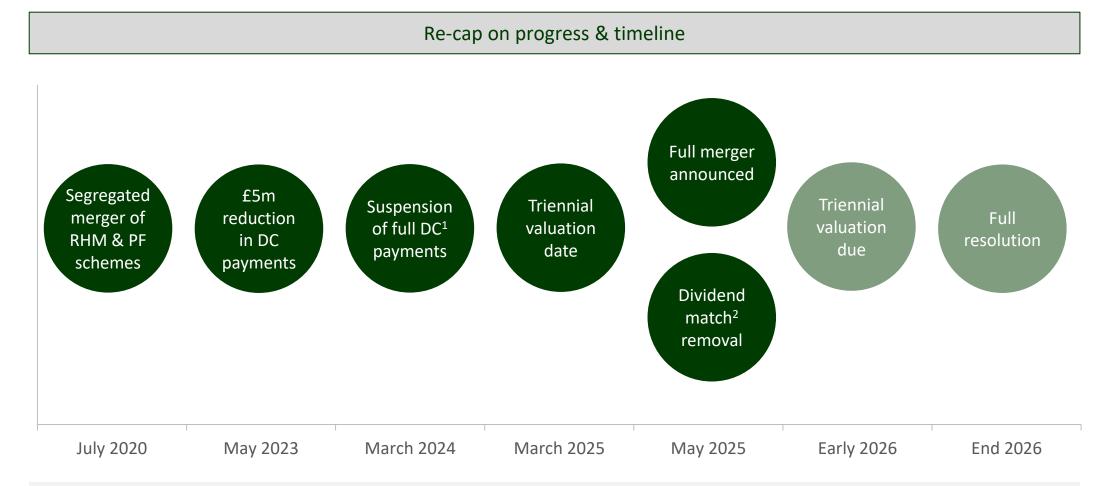
	FY25/26 guidance	£m
	Working capital	Small outflow
	Depreciation (incl. software amortis'n)	£28m
	Amortisation of brands	£20m
ĺ	Capital expenditure	c.£55m
_	Restructuring - cash	c.£5m
1	Interest – cash	£18-20m
	Interest – P&L	£20-22m
	Tax – cash	c.£10m
	Tax – notional P&L rate	25%
	Pension admin & PPF levy costs	£6-8m
	FY24/25 cash dividend	£24m
	EBT purchases	£8-10m

- Working capital outflow due to seasonal stock build in advance of Q3 and Merchant Gourmet acquisition
- Capex guidance slightly higher at c.£55m, due to investment in infrastructure to increase efficiency and provide platform for growth
- Interest slightly lower reflecting higher income receivable; expect to increase in medium-term once bond refinanced

#### Pensions: over £40m cash benefit delivered since merger



Full resolution expected by end of calendar 2026



- Following full merger, financial position of scheme now disclosed in overall terms
- Triennial valuation ongoing, results expected in early 2026

# Value creation through effective & disciplined capital allocation







- Strong pipeline of opportunities to enhance efficiencies through attractive payback projects
- Facilitates manufacturing of new product development

M&A



- All acquisitions to date have been selected very carefully and are performing strongly
- Continue to pursue branded assets which would benefit from application of the Group's Branded Growth Model

Dividends





- Expect to pay a progressive dividend
- To grow ahead of earnings

Pensions



- Deficit payments suspended
- Net surplus now reported on Balance sheet, IAS 19 liability removed
- Dividend match removed

£55m

investment this year

£46m

Merchant Gourmet acquisition in H1

62%

Dividend increase in FY24/25

# M&A remains a key component of our capital allocation framework



Branded assets

- We are focused on acquiring brands with strong potential
- The Spice Tailor, FUEL10K and Merchant Gourmet are all prime examples of this



Application of Branded Growth Model  Assets of most interest are where we believe we can add value by applying our proven branded growth model

Product innovation

Marketing investment

Retailer partnerships

Asset selection

- We are very particular as to assets we will review
- Continuous review of UK & International targets



Financial metrics

- Strong financial discipline, applying similar approach to recent acquisitions, focus on ROIC
- M&A may increase group's leverage for a short time





# Alex Whitehouse CEO





### Our strategy and purpose

#### Extending our brand building capabilities beyond our UK core





A strong and growing UK business provides the foundation for broader expansion



Invest in operational infrastructure behind NPD and to drive efficiencies, fueling brand investment



Leverage proven branded growth model in new categories



Build sustainable business units overseas applying and tailoring brand building model



Utilise brand building expertise across a wider portfolio to accelerate value creation

Guided by our purpose, 'Enriching Life Through Food', together with our ESG strategy

## Our branded growth model is at the core of what we do



1

#### Leading brand positions

- Our brands are leaders in their core categories
- High household penetration











3

#### Sustained marketing investment

- Marketing and advertising to build brands, maintain awareness and keep them contemporary
- · Create emotional connections through media





2

#### Insight driven new products

 Launch new products linked to key consumer trends, including premiumisation









4

#### Retailer partnerships

- Focused on driving mutual category growth
- Deliver outstanding instore execution

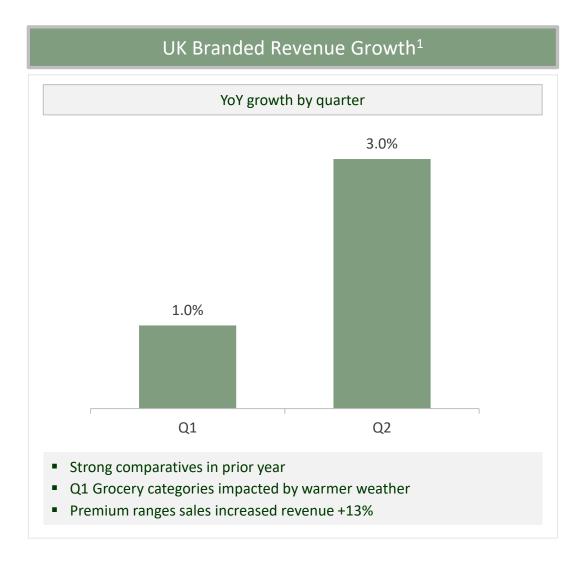


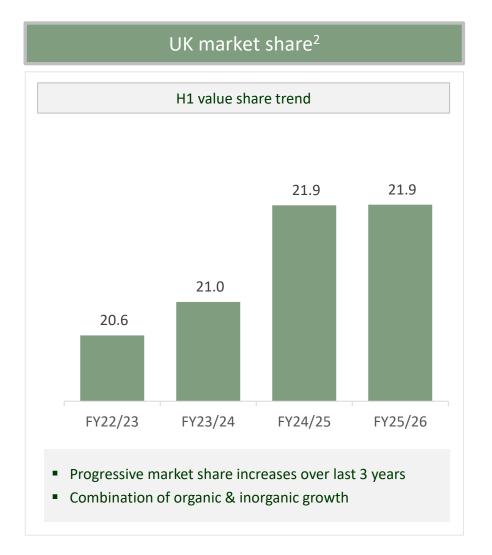


#### 1

# UK branded revenue trend demonstrates success of Branded Growth Model

Branded sales mix now reached 90%





1 – At constant currency, includes M&A; 2 - Source: Circana, w/e 27 September 2025



#### **Our Branded Growth Model in action**

New products aligned to consumer trends



#### Particularly strong pipeline of new product development

#### Consumer trends

Health & Nutrition



Convenience



Snacking & On the go



Premium & Indulgence



Packaging sustainability



#### New products in H1



























#### **Our Branded Growth Model in action**

Deploying an evolving blend of marketing strategies



TV advertising



- Mass-market
- Wide reach builds & maintains long-term brand equity

Out of home



- Used as part of a balanced media strategy
- Selected, specific locations
- Typically bus stops and supermarket approaches/entrances

Digital & Social Media





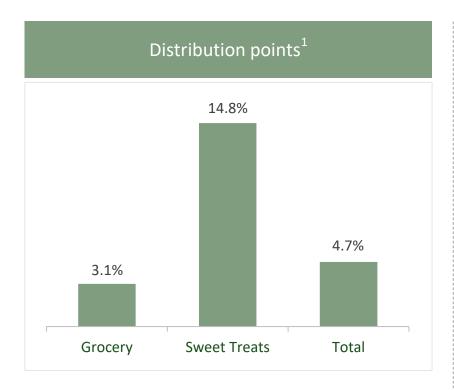
- Targeted engagement biased to 18-35 demographic
- Bringing younger consumers into our brands
- Facilitates support for smaller brands and specific NPD launches

#### 1

# Further distribution gains & promotional activity

Supported by strong retailer relationships





- Exceptional Sweet Treats distribution gains reflect strength of innovation launched in market, such as Birthday cake Tarts & Breakfast Bakes
- Quick Meals Snacks & Soups benefitted from launch of FUEL10K soups & noodle pots

#### Impactful Gondola End activity









#### Outdoor sampling

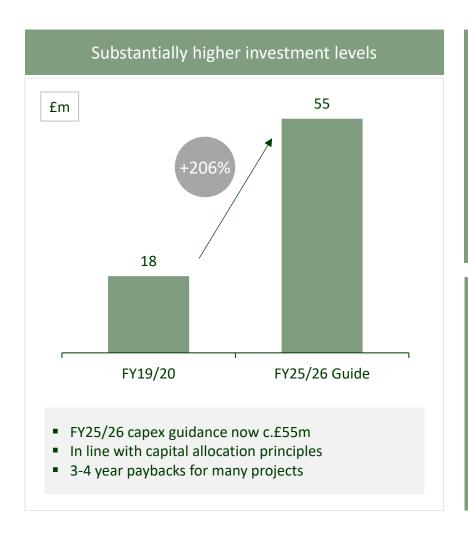


 Outdoor sampling events promoting Loyd Grossman & Cape Herb & Spice

1 - Source: Circana, 26 w/e 27 September 2025

# Deep pipeline of attractive payback capital projects











- New 4 pack format kit on pie lines
- Delivering product innovation at new price point

Cost reduction





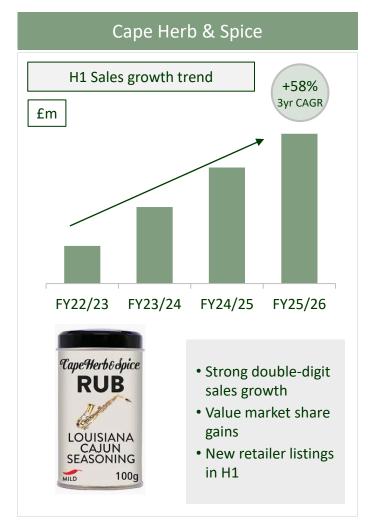


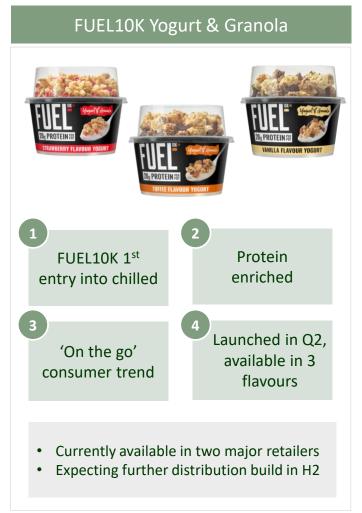
 Enhancing the cooling process in cake manufacturing to increase efficiency

# New category sales up +41%



#### Ambrosia Porridge H1 Sales growth trend +65% 3yr CAGR £m FY24/25 FY22/23 FY23/24 FY25/26 ambrosio ambrosio Ambrosio to eat Porridge ambrosio ambrosio • Also launched a FUEL10K version of ready to eat Porridge







## International: Strong strategic progress

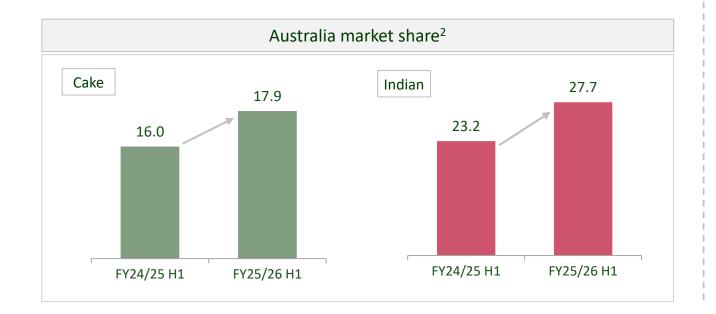


H1 revenue<sup>1</sup> down (0.4%); retailers reduced stock buffer levels in Australian market

Australia & New Zealand



- **+17%** in-market retail sales<sup>2</sup> growth not reflected in Turnover
- Mr Kipling household penetration increased to 20.5% reflecting strong market performance
- Launch of **Sharwood's** 2-step curry kits
- The Spice Tailor TV advertising throughout the period
- Continued application of the Branded Growth Model



North America



- Q2 double-digit revenue growth
- Launching Mini Apple Pies in USA
- New packaging for Mr Kipling slices, accentuating 'Britishness'
- Canada: Continued good momentum for Mr Kipling & The Spice Tailor











- Europe: Expanding distribution of Sharwood's and The Spice Tailor
- Additional in market dedicated resource now in place
- Launch of FUEL10K
- Expanding Cadbury flake cake in Middle East

1 – Constant currency rates; 2 - Source: Circana, 7 September 2025

### 5 The Spice Tailor & FUEL10K benefiting from Branded Growth Model





#### Performance



Revenue



New product development



**Brand** investment



**UK** Social media and **Australia** mainstream TV campaigns

#### Performance

New product development





Revenue



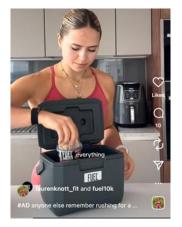


Ready to eat Porridge



Yogurt & Granola pots







# Acquisition of Merchant Gourmet presents high growth opportunities

Great tasting, convenient, premium, healthy products with a loyal consumer base



MERCHANT GOURMET



fibre
healthy
premium
convenience
whole foods



000



Strong double-digit sales growth & market leading positions<sup>1</sup>

Strong consumer trend alignment

Proven ability to expand into new categories

Exceptionally high consumer repeat rates

Complementary to existing portfolio

- Revenues of c.£28m² with strong double-digit growth over last two years
- High single digit EV/EBITDA multiple, post synergies
- Acquired for £46m³ and no deferred consideration

#### 5

# **Opportunity to leverage our Branded Growth Model**



As we have done with The Spice Tailor & FUEL10K



### Further progress expected in H2



1 UK branded core

Strong innovation plans













2 Infrastructure investment

#### Growth



Cake re-platforming: substantially enhances product flexibility

Efficiency – Energy benefit



Worksop boilers upgrade

New categories

#### FUEL10K



Further distribution build of Yogurt & Granola pots



Launch and build of ready to eat Porridge pots

4 International

#### ANZ



- The Spice Tailor: Launch of big packs
- Cake: retailer stock buffer levels impact to dissipate in H2

#### North America & Europe



• USA further listings of The Spice Tailor



 Mr Kipling Apple Pies distribution expansion



 Europe: Continue to build The Spice Tailor
 Sharwood's distrib'n + FUEL10K

Exploring further inorganic opportunities where we can add value through leveraging branded growth model

# Good progress so far this year & looking forward to the second half PREMIER FOODS



	UK Branded revenue growth despite warmer weather
Summary	Particularly strong Sweet Treats performance led by innovation programme
Summary	Further capital investment with attractive returns
	The Spice Tailor & FUEL10K continues to grow strongly plus the Merchant Gourmet acquisition
	Revenue growth to step up in H2, through a combination of volume and price/mix
Outlook	2 — Strong product innovation pipeline
Outlook	Start to deliver benefits of Merchant Gourmet acquisition
	On track to deliver on Trading profit expectations for this year; Adjusted PBT now slightly ahead



Q&A







# Appendix





#### **Cautionary statement**



This presentation may contain "forward-looking statements" that are based on estimates and assumptions and are subject to risks and uncertainties. Forward-looking statements are all statements other than statements of historical fact or statements in the present tense, and can be identified by words such as "targets", "aspires", "aspires", "believes", "estimates", "anticipates", "expects", "intends", "hopes", "may", "would", "should", "could", "will", "plans", "predicts" and "potential", as well as the negatives of these terms and other words of similar meaning. Any forward-looking statements in this presentation are made based upon Premier Foods' estimates, expectations and beliefs concerning future events affecting the Group and subject to a number of known and unknown risks and uncertainties. Such forward-looking statements are based on numerous assumptions regarding the Premier Foods Group's present and future business strategies and the environment in which it will operate, which may prove not to be accurate. Premier Foods cautions that these forward-looking statements are not guarantees and that actual results could differ materially from those expressed or implied in these forward-looking statements. Undue reliance should, therefore, not be placed on such forward-looking statements. Any forward-looking statements contained in this presentation apply only as at the date of this presentation and are not intended to give any assurance as to future results. Premier Foods will update this presentation as required by applicable law, including the Prospectus Rules, the Listing Rules, the Disclosure and Transparency Rules, London Stock Exchange and any other applicable law or regulations, but otherwise expressly disclaims any obligation or undertaking to update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

#### **Definitions**



- The period 'FY25/26 H1' refers to the 26 weeks ended 27 September 2025, unless where otherwise stated. The period 'FY24/25 H1' refers to the 26 weeks ended 28 September 2024, unless where otherwise stated.
- Trading profit is defined as Profit/(loss) before tax before net finance costs, amortisation of brand assets, non-trading items (items requiring separate disclosure by virtue of their nature in order that users of the financial statements obtain a clear and consistent view of the Group's underlying trading performance), fair value movements on foreign exchange and other derivative contracts and net interest on pensions and administration expenses and past service costs.
- Adjusted profit before tax is defined as Trading profit less net regular interest. Net regular interest is defined as net finance cost after excluding write-off of financing costs, early redemption fees, other finance income and other interest payable. Adjusted earnings per share is defined as Adjusted profit before tax less a notional tax charge of 25% divided by the weighted average of the number of shares of 872.6 million (26 weeks ended 28 September 2024: 863.3 million).

# Why invest in Premier Foods?



1 Portfolio of category leading brands

- Market leaders in the UK in our five main categories
- 89% of UK households buy our brands
- Strong positions in Australia & Ireland







#### 2 Proven branded growth model

- Strong track record of delivering branded revenue growth applying brand investment, innovation and retailer partnerships
- 8.8%

  3yr UK branded growth<sup>1</sup>

3 Strong margin profile

- Sector leading margins comparable with large-cap peers
- Branded growth model strategy delivers consistent value creation

18.6% FY24/25 EBITDA margin

Continued supply chain investment

- Pipeline of further automation projects
- Expect to steadily build capital investment over medium term



5 Highly cash generative

- FY24/25 Net debt/EBITDA 0.7x
- Fixed rate October 2026 bonds coupon @ 3.5%
- Strong FCF conversion

0.7x Lowest ever leverage in FY24/25 6 Pension obligations solution

- Full merger of schemes underpins plans for full resolution by 2026
- Dividend match now removed

Dividend Match removed

We are guided by our purpose, 'Enriching Life Through Food', together with our ESG strategy

# **Statutory vs Headline Revenue**



		Quarter 2			Half year		
£m		Statutory	Headline	Headline @ constant currency	Statutory	Headline	Headline @ constant currency
Grocery	Branded revenue	178.7	178.7	178.8	337.1	337.1	337.5
	Non-branded revenue	15.9	15.9	15.9	31.9	31.9	31.9
	Total revenue	194.6	194.6	194.7	369.0	369.0	369.4
Sweet Treats	Branded revenue	57.8	57.8	57.8	115.6	115.6	115.6
	Non-branded revenue	10.0	10.0	10.0	17.5	17.5	17.5
	Total revenue	67.8	67.8	67.8	133.1	133.1	133.1
Group	Branded revenue	236.5	236.5	236.6	452.7	452.7	453.1
	Non-branded revenue	25.9	25.9	25.9	49.4	49.4	49.4
	Total revenue	262.4	262.4	262.5	502.1	502.1	502.5

# Adjusted earnings per share



FY25/26 H1	FY24/25 H1
71	70
(8)	(9)
63	61
(16)	(15)
47	46
872.6	863.3
5.4p	5.3p
	71 (8) 63 (16) 47

#### Interest and taxation



# \_Interest

£m	FY25/26 H1	FY24/25 H1	Change
Senior secured notes interest	6	6	-
Bank debt interest	1	2	1
	7	8	1
Amortisation of debt issuance costs	1	1	-
Net regular interest	8	9	1

Bridging facility agreed which provides flexibility of funding beyond maturity of October 2026
 Fixed rate bond

#### Taxation

- Tax charge of £17m, due to operating activities charge at UK corporation tax rate of 25%
- Notional corporation tax rate of 25%
- Cash tax paid £6m in H1
- Group retains brought forward losses, available to offset against future tax liabilities
- Following suspension of pension deficit contributions, which were allowable for tax, cash tax expected to be c.£10m in FY25/26

#### **Pensions**



Accounting valuation	27 September 2025	29 March 2025	Change
Assets	3,098	3,213	(114)
Liabilities	(2,526)	(2,564)	38
Surplus/(Deficit)	572	649	(76)
Discount rate	5.85%	5.75%	

•	Liabilities	decreased	bv:	£38m	to £2	.526n
-	Liabilities	aecreasea	DV :	£38M	to ±2	.,526

- Asset values £114m lower at £3,098m
- Assets reduced due to reduction in private equity, global property and other illiquid assets; discount rate increased by 10bps to 5.75%

Valuation methodology comparisons (£m)							
Methodology	Timing	Surplus/(Deficit)					
1. Accounting	27 September 2025	572					
2. Technical/Actuarial	31 March 2022	297					
3. Buyout	31 March 2022	Deficit reducing					

## **Summarised balance sheet**



£m	27 September 2025	29 March 2025
Property, plant & equipment	213	204
Intangibles / Goodwill	1,012	974
Deferred tax asset	17	17
Retirement benefit assets	572	649
Non-current Assets	1,814	1,844
Working Capital - Stock	147	102
- Debtors	119	115
- Creditors	(277)	(260)
Total Working Capital	(11)	(43)
Net debt		
Gross borrowings	(334)	(336)
Cash	127	192
Total Net debt	(207)	(144)
Retirement benefit obligations		-
Other net liabilities	(203)	(215)
Net Assets	1,393	1,442
Share capital & premium	90	90
Reserves	1,303	1,352
Total equity	1,393	1,442