

# Nomad Foods

THIRD QUARTER 2025

# Earnings Results November 6, 2025

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These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements, including: (i) the Company's ability to effectively mitigate factors that negatively impact its supply of raw materials, including as a result of the conflict in Ukraine; and the Company's ability to maintain the health and safety of its workforce; (iv) the Company's ability to successfully implement its strategies) or strategic initiatives and recognize the anticipated benefits of such strategic initiatives; (v) the Company's ability to accurately forecast the brands' performance; (vi) the Company's ability to effectively compete in its markets, including the ability to capture a greater share of the frozen food market;
(vii) changes in consumer preferences, such as meat substitutes, and the Company's failure to anticipate and respond to such changes or to successfully develop and renovate products; (viii) the impact of weather conditions on the Company's not be effectively on the company's products; (vi) fluctuations in the availability of products; (vi) fluctuations in the availability of products; (vi) fluctuations in the availability to protect its brand names and trademarks; (xiii) the Company's ability to protect its brand names and trademarks; (xiii) the Company's public filings and any other public disclosures by the Company.

Given these risks and uncertainties, prospective investors are cautioned not to place undue reliance on forward-looking statements. Other than in accordance with its legal or regulatory obligations, the Company is not under any obligation and the Company and its affiliates expressly disclaim any intention, obligation or undertaking to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. This Presentation or that there has been no change in the business or affairs of the Company since the date of this Presentation or that the information contained herein is correct as at any time subsequent to its date. No statement in this Presentation is intended as a profit forecast or estimate.

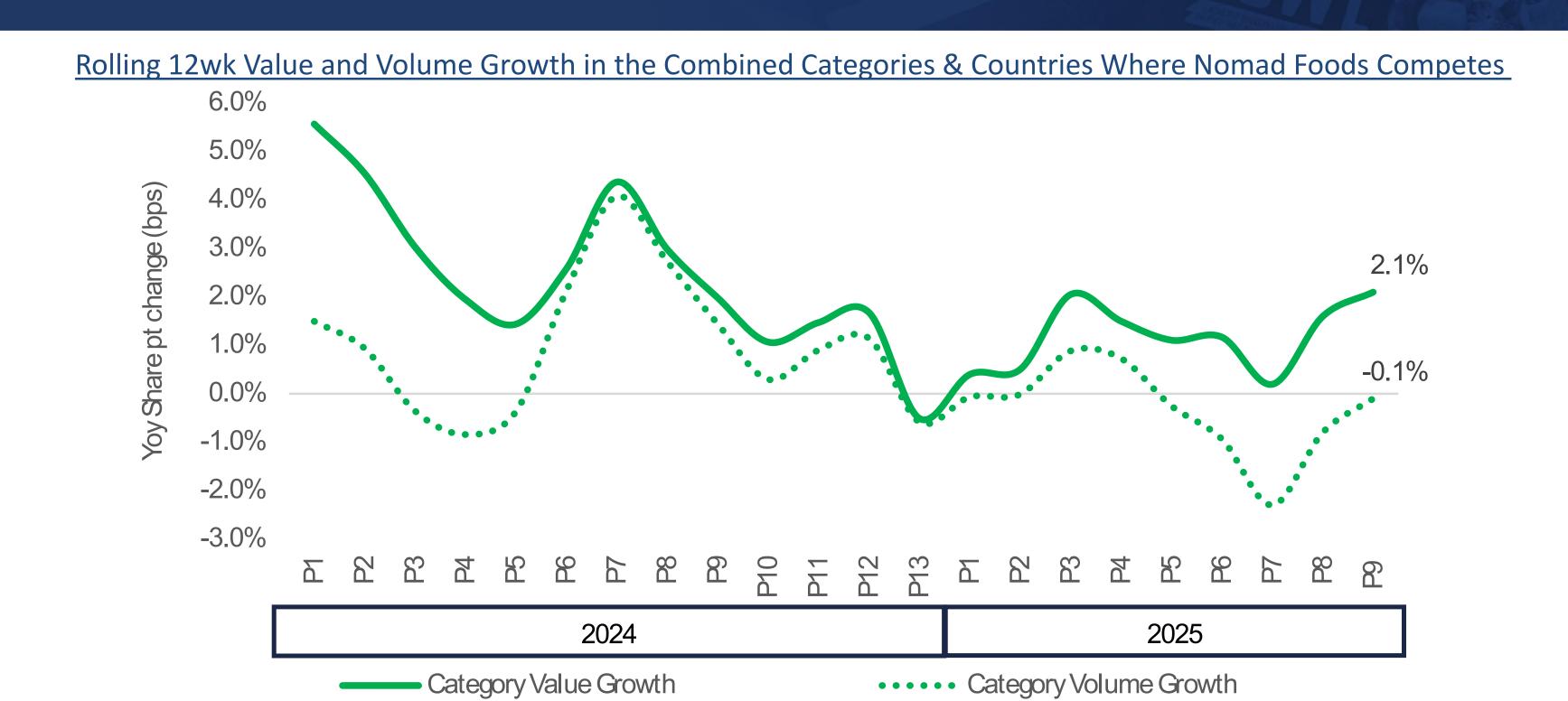
Unless otherwise indicated, market and competitive position data in this Presentation has been published by Nielsen or Euromonitor. Given this data has been obtained from industry publications and surveys or studies conducted by third-party sources, there are limitations with respect to the availability, accuracy, completeness and comparability of such data. The Company has not independently verified such data, can provide no assurance of its accuracy or completeness and is not under any obligation to update, complete, revise or keep current the information contained in this Presentation. Certain statements in this document regarding the market and competitive position data are based on the internal analyses of the Company, which involves certain assumptions or estimates are accurate.

This Presentation includes certain additional key performance indicators which are considered non-IFRS financial measures including, but not limited to, organic revenue growth, Adjusted EPS growth and EPS

## **Third Quarter Highlights**

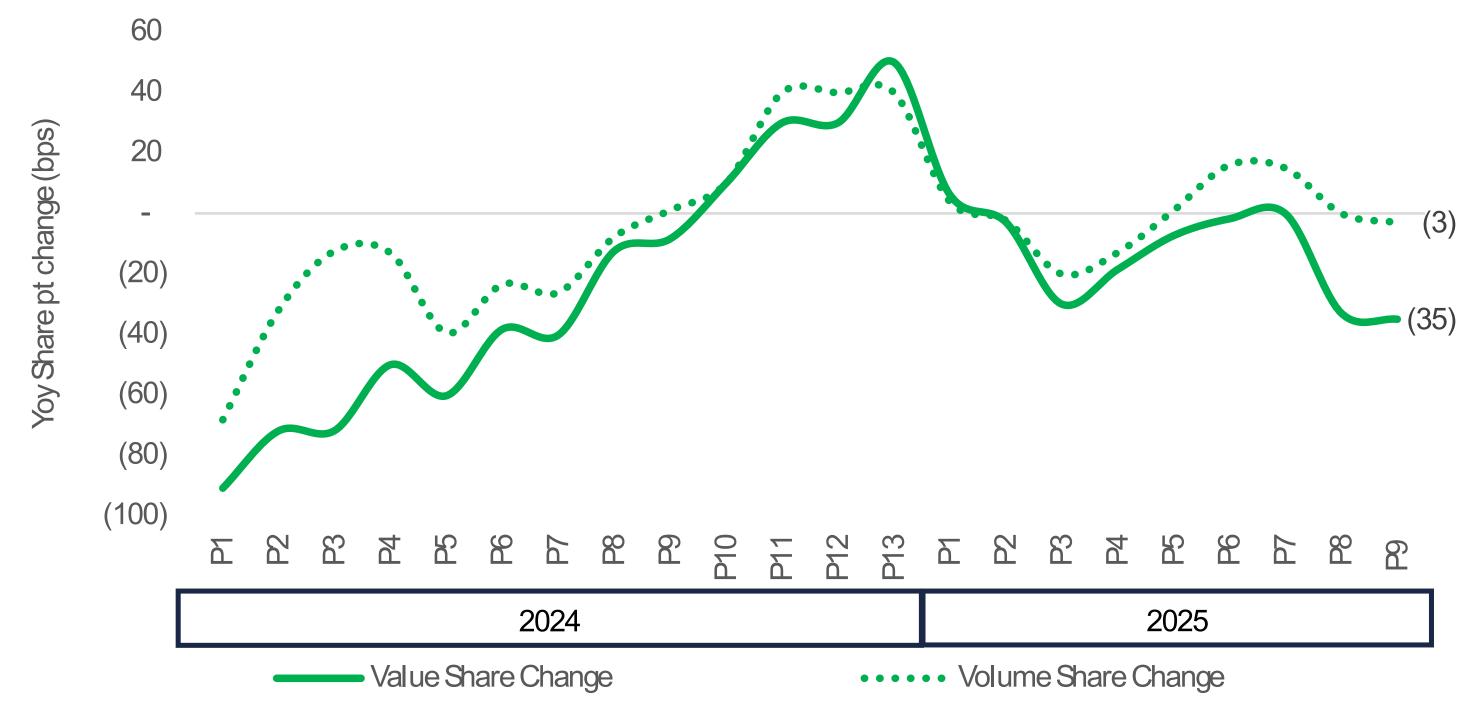
- Organic growth contracted 1.6% on a -0.5% volume decline. Trends sequentially improved through the quarter and net sales returned to low-single-digit growth by quarter-end.
- Category sales growth accelerated through the quarter and returned to 2%+ value growth.
- Adjusted gross margin contracted -420 bps YoY as Nomad experienced higher COGS inflation while recently announced price increases to the trade have yet to take effect.
- Adjusted EBITDA declined 14% YoY and Adjusted EPS fell 11%.
- The company returned cash to shareholders in the form of share repurchases (€151 million YTD through 3Q-end) and dividend payments (€70 million YTD); collectively up 100% YoY.
- Management expects to deliver full year 2025 results near the low-end of its organic revenue,
   Adjusted EBITDA & Adjusted EPS ranges.

# Category Value Growth Remains Healthy; Volume and Value Growth Accelerated From Summer Weather Driven Lull

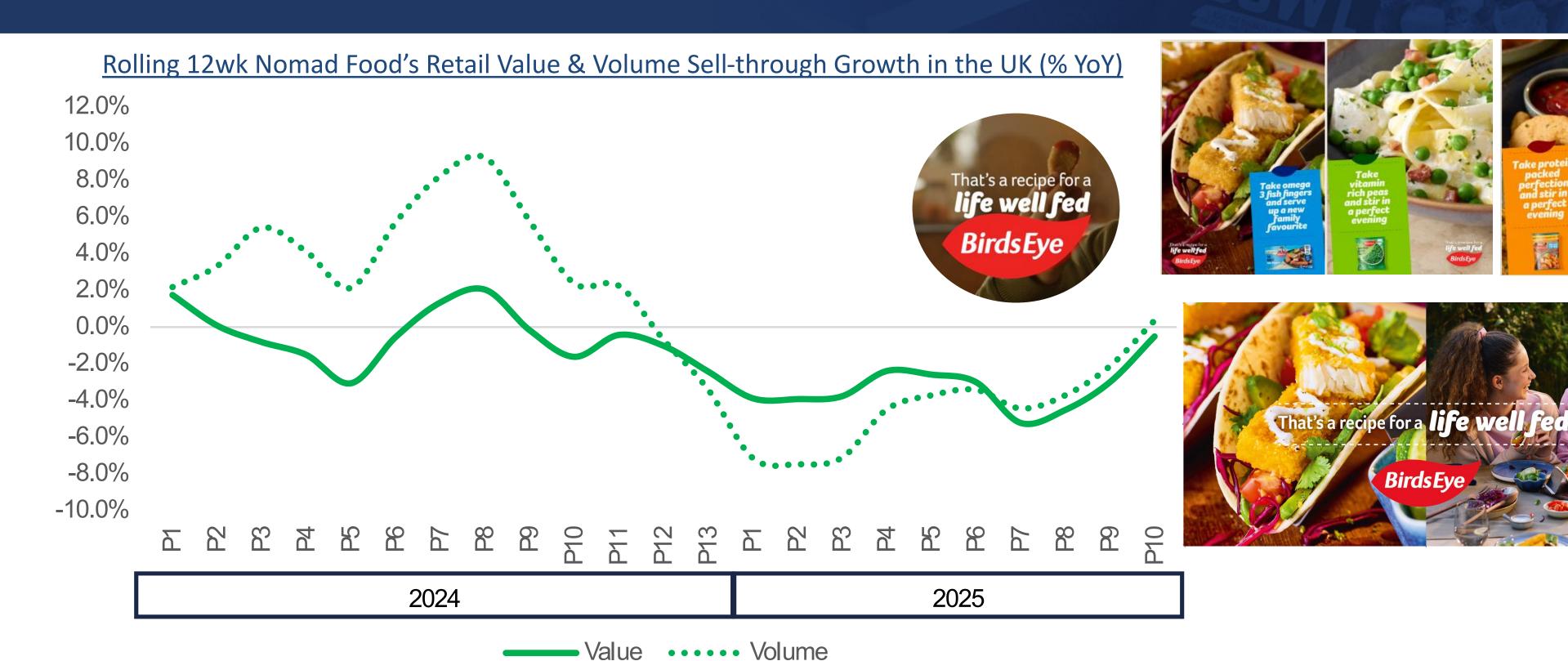


### Market Share Remains Relatively Firm

#### Rolling 12wk Nomad Food's YoY bps Share Change in the Combined Categories & Countries Where Nomad Foods Competes



# Reinvigorating Our Must-Win-Battles; Progress in the UK



# **Fueling Our Growth Platforms; Strong Momentum**





# Third Quarter 2025 Key Financial Metrics

**Total Revenue** 

€752m

-(1.6)% organic\*\* Adjusted

Gross Margin\*\*

28.1%

-420 bps YoY

Adjusted EBITDA\*\*

€143m

Adjusted

EPS\*\*

€0.49

\$0.56\*

<sup>\*</sup>Q3 25 Adjusted EPS converted to USD, the currency in which Nomad Foods shares trade, for illustrative purposes and based on USD/EUR FX rate of 1.15 as of September 30, 2025

# **Third Quarter 2025 Key Operating Highlights**

(in €m other than EPS)	3Q 2025	3Q 2024	YoY Change
Revenue	€752	€770	(2.2)%
Organic revenue growth/(decline)*			(1.6)%
Adjusted gross profit*	212	248	(15)%
Adjusted gross margin*	28.1%	32.3%	(420) bp
Adjusted operating expense*	(94)	(107)	(12)%
Depreciation & amortization#	25	25	1%
Adjusted EBITDA*	€143	€166	(14)%
Adjusted EBITDA margin*	19.0%	21.6%	(260) bp
Adjusted profit for the period*	72	89	(20)%
Adjusted EPS*	€0.49	€0.55	(11)%

<sup>\*</sup> Represents a non-IFRS measure. Please see Appendix for a reconciliation of these non-IFRS measures to their directly comparable measures

<sup>#</sup> Excludes €4.2 million of accelerated depreciation related to assets impacted by the planned closure of a factory in Sweden which is excluded from Adjusted gross profit.

# 2025 YTD Free Cash Flow Highlights

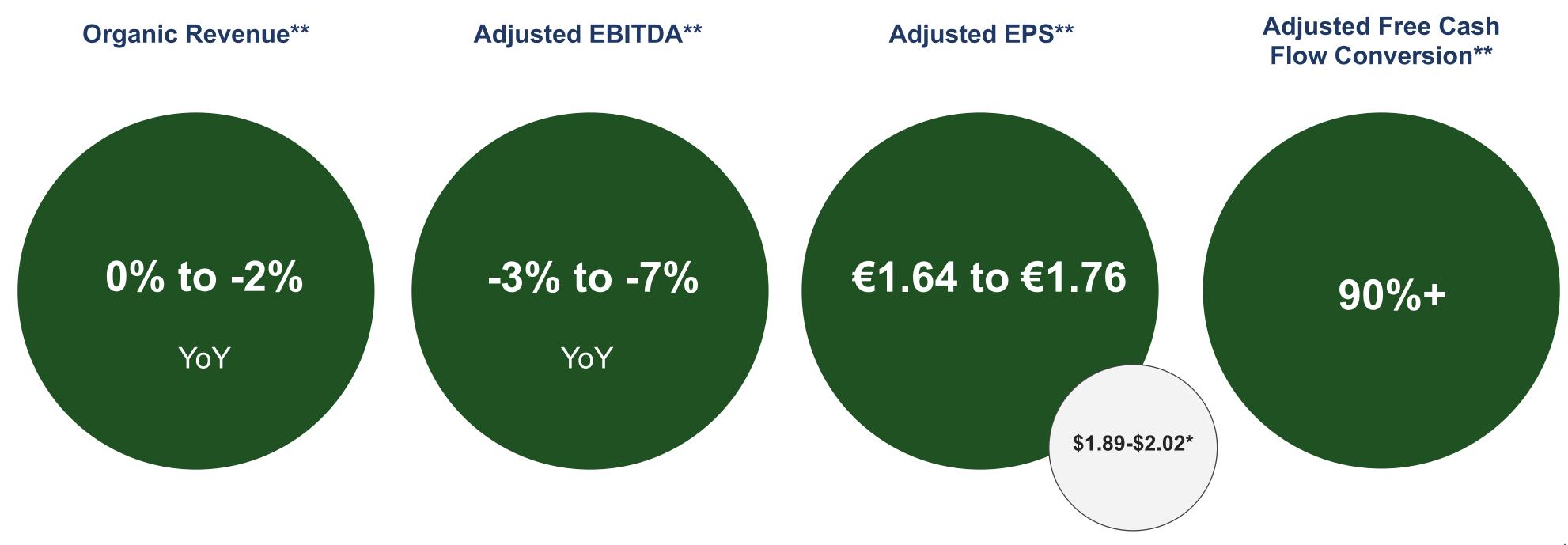
(in €m)	9 months ended September 30, 2025	9 months ended September 30, 2024
Adjusted EBITDA*	€392	€428
Change in working capital	(112)	(132)
Capital expenditures <sup>1</sup>	(60)	(56)
Cash taxes	(55)	(29)
Cash interest & other <sup>2</sup>	(99)	(106)
Adjusted free cash flow*	€66	€105
Adjusted profit for the period*	€186	€222
Adjusted free cash flow as % adjusted profit for the period	35%	47%

<sup>\*</sup> Represents a non-IFRS measure. Please see Appendix for a reconciliation of these non-IFRS measures to their directly comparable measures.

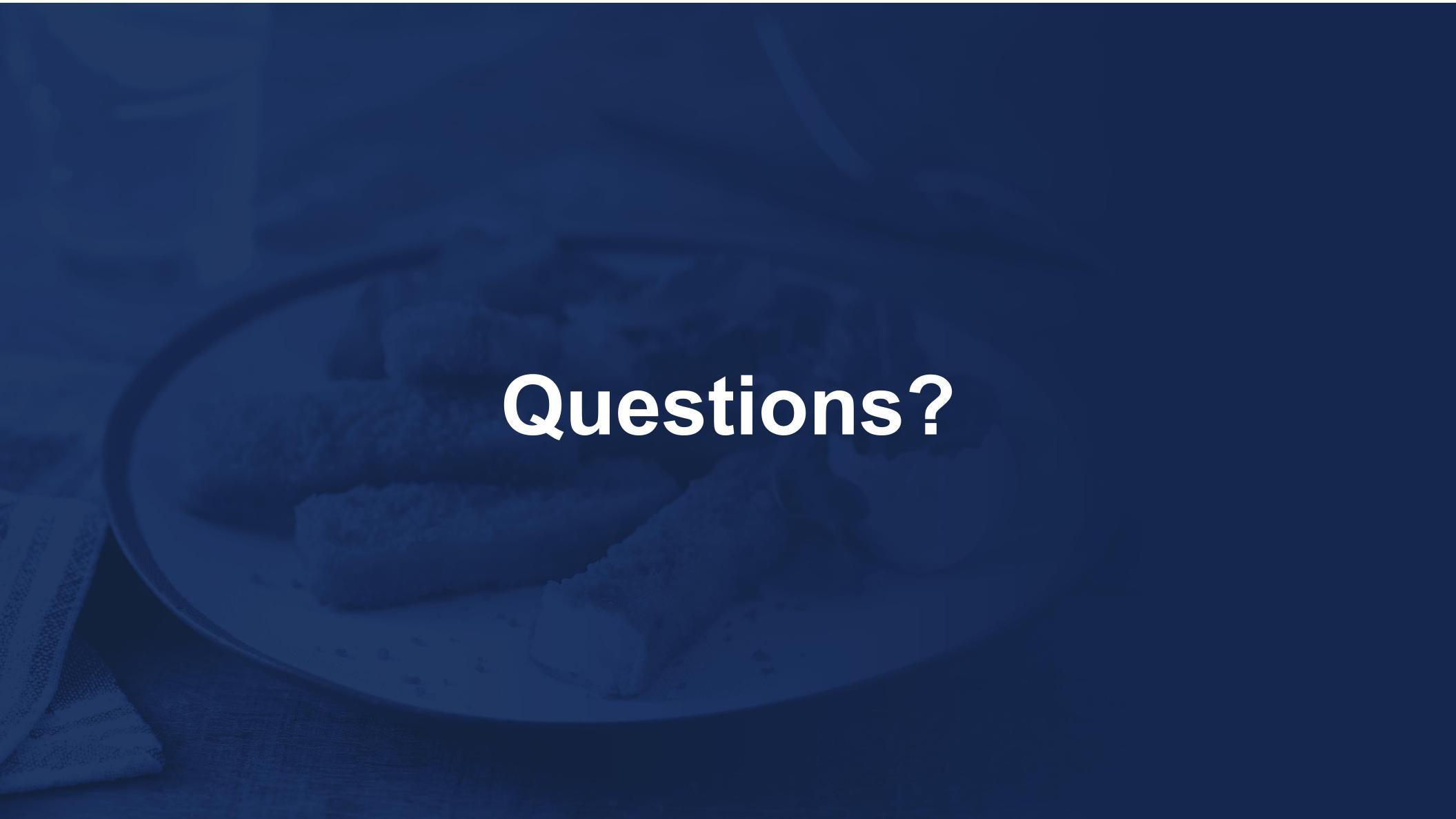
<sup>&</sup>lt;sup>1</sup> Calculated as the sum of purchases of property, plant & equipment and intangible non-current assets.

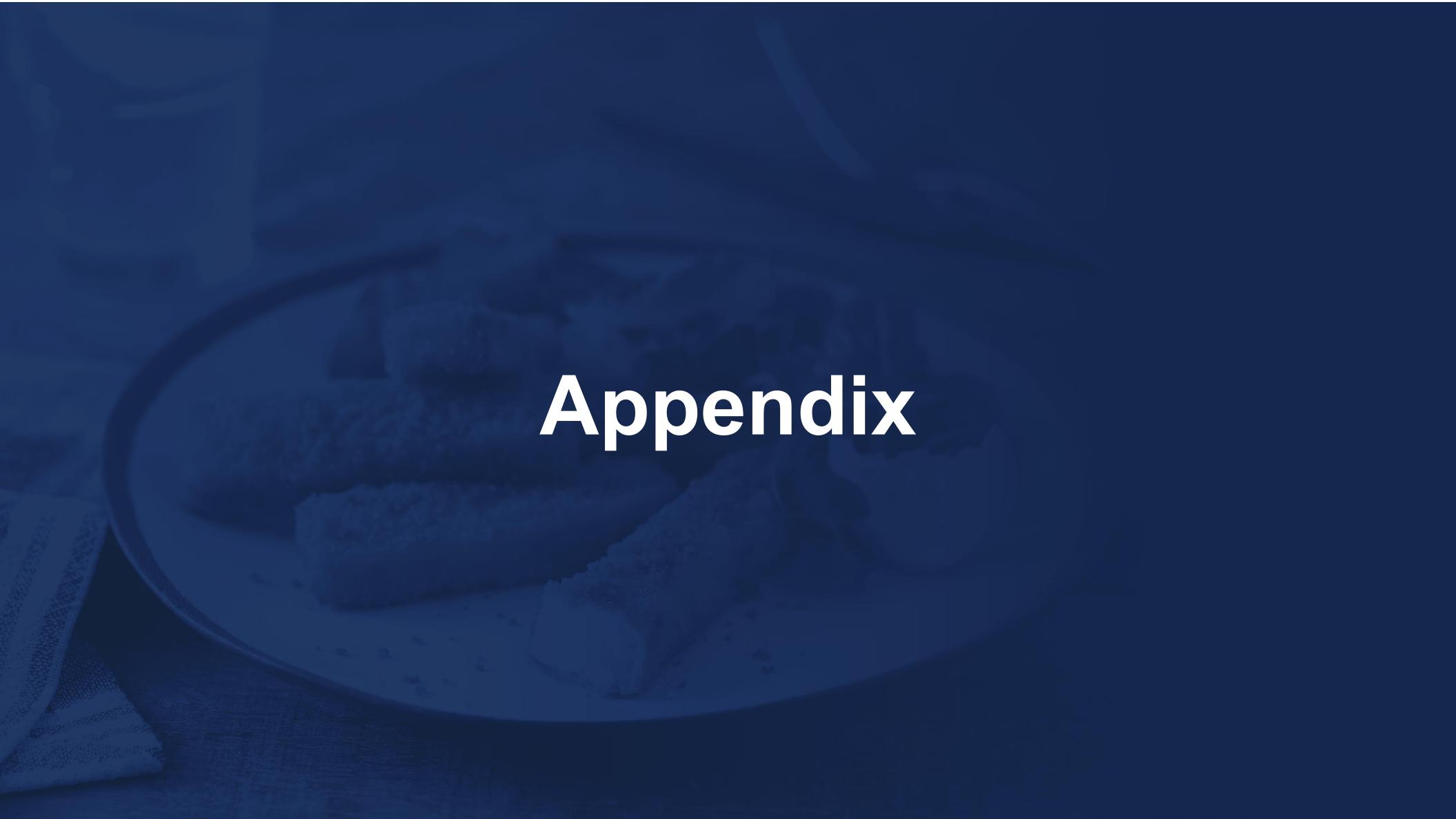
<sup>&</sup>lt;sup>2</sup> Calculated as the sum of net interest paid, proceeds/payments on settlement of derivatives and lease liability payments.

# Guiding to the Low-End of Existing 2025 Ranges



<sup>11</sup> 





#### Contents

The following tables have been included to allow users to reconcile Non-IFRS financial measures as well as Adjusted financial information included within this presentation to reported IFRS financial measures.

- 1. Definitions of Non-IFRS financial measures referred to in this presentation.
- 2. Reconciliation of Non-IFRS financial measures.

#### 1. Definitions of Non-IFRS financial measures referred to in this presentation

Non-IFRS financial measures should not be considered as substitutes for, or superior to, measures of financial performance prepared in accordance with IFRS. They are limited in value because they exclude charges that have a material effect on the Company's reported results and, therefore, should not be relied upon as the sole financial measures to evaluate the Company's financial results. The non-IFRS financial measures are meant to supplement, and to be viewed in conjunction with, IFRS financial measures. Investors are encouraged to review the reconciliation of these non-IFRS financial measures to their most directly comparable IFRS financial measures as provided in the tables accompanying this document.

Adjusted EBITDA – EBITDA is profit or loss for the period before taxation, net financing costs, depreciation and amortization. Adjusted EBITDA is EBITDA adjusted to exclude, when they occur, the impacts of exited markets, acquisition purchase price adjustments and exceptional items to the extent included in our financial statements such as restructuring charges, goodwill and intangible asset impairment charges, other unusual or non-recurring items, as well as additional items that management deems to be exceptional and appropriate for adjustment. In addition, we exclude other adjustments such as the impact of share based payment expenses and related employer payroll taxes, and non-operating M&A related costs, because we do not believe they are indicative of our normal operating costs, can vary significantly in amount and frequency, and are unrelated to our underlying operating performance. The Company believes Adjusted EBITDA provides important comparability of underlying operating results, allowing investors and management to assess operating performance on a consistent basis.

Adjusted Profit for the period is defined as profit for the period excluding, when they occur, the impacts of exited markets, acquisition purchase price adjustments and exceptional items such as restructuring charges, goodwill and intangible asset impairment charges, net financing income/(cost) on amendment of terms of debt, interest cost on tax relating to legacy tax audits, foreign exchange translation gains/(losses), foreign exchange gains/(losses) on derivatives, as well as certain other items considered unusual or non-recurring in nature. In addition, we exclude other adjustments such as the impact of share based payment expenses and related employer payroll taxes, and non-operating M&A related costs, because we do not believe they are indicative of our normal operating costs, can vary significantly in amount and frequency, and are unrelated to our underlying operating performance. The Company believes Adjusted Profit for the period provides important comparability of underlying operating results, allowing investors and management to assess operating performance on a consistent basis.

Adjusted EPS - Adjusted EPS is defined as diluted earnings per share excluding, when they occur, the impacts of exited markets, acquisition purchase price adjustments and exceptional items such as restructuring charges, goodwill and intangible asset impairment charges, net financing income/(cost) on amendment of terms of debt, interest cost on tax relating to legacy tax audits, foreign exchange translation gains/(losses), foreign exchange gains/(losses) on derivatives, as well as certain other items considered unusual or non-recurring in nature. In addition, we exclude other adjustments such as the impact of share based payment expenses and related employer payroll taxes, and non-operating M&A related costs, because we do not believe they are indicative of our normal operating costs, can vary significantly in amount and frequency, and are unrelated to our underlying operating performance. The Company believes Adjusted EPS provides important comparability of underlying operating results, allowing investors and management to assess operating performance on a consistent basis.

Adjusted Financial Information – Adjusted financial information presented in this presentation reflects the historical reported financial statements of Nomad Foods, adjusted for share based payment charges including employer payroll taxes, exceptional items (as described above) and non-cash foreign currency translation charges/gain.

Organic Revenue Growth/(Decline) – Organic revenue growth/(decline) is an adjusted measurement of our operating results. This comparison of current and prior period performance takes into consideration only those activities that were in effect during both time periods. Organic revenue reflects reported revenue adjusted for currency translation and non-comparable trading items such as expansion, acquisitions, disposals, closures, trading day impacts or any other event that artificially impact the comparability of our results.

Adjusted Gross Profit and adjusted gross margin exclude accelerated depreciation associated with restructuring programs within cost of goods sold.

Adjusted Free Cash Flow – Adjusted free cash flow is the amount of cash generated from operating activities less cash flows (i) related to exceptional items (as described above), (ii) non-operating M&A related costs and (iii) working capital movements on employer taxes associated with share based payment awards, plus (i) capital expenditure (on property, plant and equipment and intangible assets), (ii) net interest paid, (iii) proceeds/(payments) on settlement of derivatives where hedge accounting is not applied and (iv) payments of lease liabilities. Adjusted free cash flow reflects cash flows that could be used for payment of dividends, repayment of debt or to fund acquisitions or other strategic objectives.

#### Reconciliation from reported to organic revenue growth/(decline)

The following table is a reconciliation of reported revenue growth to Organic Revenue Growth for the three and nine month periods ended September 30, 2025.

#### Year on Year Growth - September 30, 2025 compared to September 30, 2024

	Three Months Ended September 30, 2025	Nine Months Ended September 30, 2025
	YoY Change	YoY Change
Reported Revenue Growth	(2.2)%	(2.0)%
Of which:		
- Organic Revenue Growth	(1.6)%	(2.1)%
- Translational FX (a)	(0.6)%	0.1%
Total	(2.2)%	(2.0)%

a. Translational FX is calculated by translating data of the current and comparative periods using a budget foreign exchange rate that is set once a year as part of the Company's internal annual forecast process.

Adjusted Statement of Profit or Loss (unaudited)
Three Months Ended September 30, 2025

€ in millions, except per share data	As reported for the three months ended September 30, 2025	Adjustments		As adjusted for the three months ended September 30, 2025
Revenue	752.4	<u>—</u>		752.4
Cost of sales	(545.0)	4.2	(a)	(540.8)
Gross profit	207.4	4.2	_	211.6
Other operating expenses	(96.9)	2.6	(b)	(94.3)
Exceptional items	(16.9)	16.9	_ (c)	
Operating profit	93.6	23.7		117.3
Finance income	6.6	(4.9)		1.7
Finance costs	(29.8)			(29.8)
Net financing costs	(23.2)	(4.9)	(d)	(28.1)
Profit before tax	70.4	18.8		89.2
Taxation	(12.8)	(4.6)	_ (e)	(17.4)
Profit for the period	57.6	14.2	_	71.8
Weighted average shares outstanding in millions - basic	147.7			147.7
Basic earnings per share	0.39			0.49
Weighted average shares outstanding in millions - diluted	147.9			147.9
Diluted earnings per share	0.39			0.49

a. Represents elimination of €4.2 million of accelerated depreciation related to assets impacted by the planned closure of a factory in Sweden as part of the Company's multi-year supply chain network optimization program.

b. Represents share based payment charge including employer payroll taxes of €2.3 million and non-operating M&A transaction costs of €0.3 million.

c. Represents exceptional items which management believes are non-recurring and do not have a continuing impact. See Note 5, Exceptional items, within 'Exhibit 99.2 - Condensed Consolidated Interim Financial Statements' for a detailed list of exceptional items.

d. Represents elimination of €4.9 million of foreign exchange translation gains.

e. Represents tax impact of the above at the applicable tax rate for each adjustment, determined by the nature of the item and the jurisdiction in which it arises.

Adjusted Statement of Profit or Loss (unaudited)
Three Months Ended September 30, 2024

€ in millions, except per share data	As reported for the three months ended September 30, 2024	Adjustments		As adjusted for the three months ended September 30, 2024
Revenue	769.6	_		769.6
Cost of sales	(521.4)	_		(521.4)
Gross profit	248.2	_	<del></del>	248.2
Other operating expenses	(111.5)	4.5	(a)	(107.0)
Exceptional items	(14.3)	14.3	(b)	_
Operating profit	122.4	18.8	_	141.2
Finance income	1.8	_		1.8
Finance costs	(37.2)	5.1		(32.1)
Net financing costs	(35.4)	5.1	_ (c)	(30.3)
Profit before tax	87.0	23.9	_	110.9
Taxation	(16.7)	(4.9)	(d)	(21.6)
Profit for the period	70.3	19.0	_	89.3
Weighted average shares outstanding in millions - basic	161.4			161.4
Basic earnings per share	0.44			0.55
Weighted average shares outstanding in millions - diluted	161.5			161.5
Diluted earnings per share	0.44			0.55

a. Represents share based payment charge including employer payroll taxes of €4.2 million and non-operating M&A transaction costs of €0.3 million.

b. Represents exceptional items which management believes are non-recurring and do not have a continuing impact. See Note 5, Exceptional items, within 'Exhibit 99.2 - Condensed Consolidated Interim Financial Statements' for a detailed list of exceptional items.

c. Elimination of €5.1 million of foreign exchange translation losses.

d. Represents tax impact of the above at the applicable tax rate for each adjustment, determined by the nature of the item and the jurisdiction in which it arises.

#### Adjusted Statement of Profit or Loss (unaudited) Nine Months Ended September 30, 2025

€ in millions, except per share data	As reported for the nine months ended September 30, 2025	Adjustments		As adjusted for the nine months ended September 30, 2025
Revenue	2,259.4	_		2,259.4
Cost of sales	(1,634.1)	5.6	(a)	(1,628.5)
Gross profit	625.3	5.6		630.9
Other operating expenses	(321.5)	8.4	(b)	(313.1)
Exceptional items	(48.9)	48.9	(c)	
Operating profit	254.9	62.9	_	317.8
Finance income	17.1	(12.7)		4.4
Finance costs	(91.3)	_		(91.3)
Net financing costs	(74.2)	(12.7)	_ (d)	(86.9)
Profit before tax	180.7	50.2	_	230.9
Taxation	(33.3)	(11.8)	(e)	(45.1)
Profit for the period	147.4	38.4	_	185.8
Weighted average shares outstanding in millions - basic	151.5			151.5
Basic earnings per share	0.97			1.23
Weighted average shares outstanding in millions - diluted	151.8			151.8
Diluted earnings per share	0.97			1.22

a. Represents elimination of €5.6 million of incremental depreciation related to assets impacted by the planned closure of a factory in Sweden as part of the Company's multi-year supply chain network optimization program.

b. Represents share based payment charge including employer payroll taxes of €7.6 million and non-operating M&A transaction costs of €0.8 million.

c. Represents exceptional items which management believes are non-recurring and do not have a continuing impact. See Note 5, Exceptional items, within 'Exhibit 99.2 - Condensed Consolidated Interim Financial Statements' for a detailed list of exceptional items.

d. Represents elimination of €12.7 million of foreign exchange translation gains.

e. Represents tax impact of the above at the applicable tax rate for each adjustment, determined by the nature of the item and the jurisdiction in which it arises.

Adjusted Statement of Profit or Loss (unaudited)
Nine Months Ended September 30, 2024

€ in millions, except per share data	As reported for the nine months ended September 30, 2024	Adjustments		As adjusted for the nine months ended September 30, 2024
Revenue	2,306.4	_		2,306.4
Cost of sales	(1,614.5)	_		(1,614.5)
Gross profit	691.9	_	_	691.9
Other operating expenses	(346.2)	10.9	(a)	(335.3)
Exceptional items	(50.2)	50.2	(b)	
Operating profit	295.5	61.1	_	356.6
Finance income	25.7	(20.1)		5.6
Finance costs	(104.6)	17.8		(86.8)
Net financing costs	(78.9)	(2.3)	(c)	(81.2)
Profit before tax	216.6	58.8		275.4
Taxation	(40.9)	(12.8)	(d)	(53.7)
Profit for the period	175.7	46.0	_	221.7
Weighted average shares outstanding in millions - basic	162.5			162.5
Basic earnings per share	1.08			1.36
Weighted average shares outstanding in millions - diluted	162.7			162.7
Diluted earnings per share	1.08			1.36

- a. Represents share based payment expense including employer payroll taxes of €10.0 million and non-operating M&A transaction costs of €0.9 million.
- b. Exceptional items which management believes are non-recurring and do not have a continuing impact. See Note 5, Exceptional items, within 'Exhibit 99.2 Condensed Consolidated Interim Financial Statements' for a detailed list of exceptional items.
- c. Represents elimination of €14.4 million of net gains on repricing of debt, a one-time €5.7 million gain from the reversal of an impairment of a short-term investment which was made with surplus cash as part of our cash management activities, €17.4 million of foreign exchange translation losses and €0.4 million of losses on derivatives.
- d. Represents tax impact of the above at the applicable tax rate for each adjustment, determined by the nature of the item and the jurisdiction in which it arises.

Reconciliation of Profit for the period to Adjusted EBITDA (unaudited)

	Three mor	Three months ended		ths ended
€ in millions	September 30, 2025	September 30, 2024	September 30, 2025	September 30, 2024
Profit for the period	57.6	70.3	147.4	175.7
Taxation	12.8	16.7	33.3	40.9
Net financing costs	23.2	35.4	74.2	78.9
Depreciation & amortization	29.6	25.1	79.9	71.4
Exceptional items (a)	16.9	14.3	48.9	50.2
Other add-backs (b)	2.6	4.5	8.4	10.9
Adjusted EBITDA	142.7	166.3	392.1	428.0
Revenue	752.4	769.6	2,259.4	2,306.4
Adjusted EBITDA margin (c)	19.0%	21.6%	17.4%	18.6%

- a. Adjustment to add back exceptional items. See Note 5, Exceptional items, within 'Exhibit 99.2 Condensed Consolidated Interim Financial Statements' for a detailed list of exceptional items.
- b. Represents the elimination of share-based payment charges including employer payroll taxes for the three month period to September 30, 2025 of €2.3 million (2024: €4.2 million) and €7.6 million for the nine months ended September 30, 2025 (2024: €10.0 million), as well as the elimination of non-operating M&A transaction costs for the three month period to September 30, 2025 of €0.3 million (2024: €0.3 million) and €0.8 million for the nine months ended September 30, 2025 (2024: €0.9 million). We exclude these costs because we do not believe they are indicative of our normal operating costs, can vary significantly in amount and frequency, and are unrelated to our underlying operating performance.
- c. Adjusted EBITDA margin is calculated by dividing Adjusted EBITDA by Revenue.

Reconciliation of reported net cash flows from operating activities to Adjusted free cash flow for the nine months ended September 30, 2025 and the nine months ended September 30, 2024.

	Nine months ended	Nine months ended
(in €m)	<b>September 30, 2025</b>	<b>September 30, 2024</b>
Net Cash Flows From Operating Activities	174.2	208.9
Add back:		
Cash flows relating to exceptional items (a)	48.4	55.6
Employer taxes related to share based payments (b)	0.9	1.5
Non-operating M&A costs (c)	0.8	0.9
Deduct:		
Capital expenditure (d)	(59.6)	(55.9)
Net interest paid	(73.4)	(83.7)
Payment of lease liabilities (e)	(25.7)	(22.7)
Adjusted free cash flow	65.6	104.6

a. Adjustment to add back cash flows related to exceptional items which are not considered to be indicative of our ongoing operating cash flows.

b. Adjustment to add back working capital movements related to employer taxes related to share based payments which are not considered to be indicative of our ongoing operating cash flows.

c. Adjustment to add back cash flows related to non-operating M&A costs which are not considered to be indicative of our ongoing operating cash flows.

d. Defined as the sum of property, plant and equipment and intangible assets purchased in the year, which are considered part of the underlying business cash flows.

e. These lease liabilities are included in Net Cash Flows from Financing Activities. We believe these payments are part of the underlying business cash flows and should be reflected in Adjusted free cash flow.