



Strauss Group Financial Results

Q4 and Full Year 2019 Earnings Presentation

March 25th, 2020



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GAAP to Non-GAAP Reconciliations

In addition to reporting financial results in accordance with generally accepted accounting principles (GAAP), the Company provides non-GAAP operating results which include the results of jointly controlled entities as if they were proportionately consolidated. Strauss Group has a number of jointly controlled companies: the Três Corações joint venture (3C) - Brazil (a company jointly held by Strauss Group (50%) and by the São Miguel Group (50%) in Brazil), Sabra Dipping Company (a 50%/50% JV with PepsiCo in the U.S. and Canada), Strauss Frito-Lay Ltd. (a 50%/50% JV with PepsiCo Frito-Lay in Israel) and PepsiCo Strauss Fresh Dips & Spreads International (a 50%/50% JV with PepsiCo outside the U.S. and Canada)(1).

In addition, non-GAAP figures exclude any share-based payments, mark to market of commodity hedging transactions as at end-of-period, other expenses or income and taxes referring to these adjustments.

Company Management believes that these measures provide investors with transparency by helping to illustrate the underlying financial and business trends relating to the Company's results of operations and financial position and comparability between current and prior periods. Management uses these measures to establish and monitor budgets and operational goals and to evaluate the performance of the Company. Please see the GAAP to non-GAAP reconciliation tables in the Company's MD&A Report for a full reconciliation of the Company's GAAP to non-GAAP results.

Coronavirus Update

- December 2019 saw the start of an unfolding event with global health, social and macroeconomic consequences in the form of the spread of the coronavirus disease, which has been declared a global pandemic, in most countries in the world.
- Following the outbreak, Israel and many countries have taken significant steps to delay the virus from spreading, including the imposition of restrictions on the movement of people and goods and the closure of borders.
- Following the Coronavirus Strauss Group has made certain adjustments to enable us to continue producing and delivering quality food and beverage products especially during these times of increased demand when people are spending more time at home.
- We have seen increased demand for our products since the beginning of the coronavirus crisis.
- Strauss Group is monitoring developments and is applying an extensive series of actions in all geographies where it is active in order to mitigate the risks, the main ones being the following:
 1. The safety and health of the Group's employees, managing employee wellbeing and their sense of safety and security.
 2. Deployment for optimization of the supply chain and the transportation of goods, equipment and raw materials, including the identification of alternatives for international shipping.
 3. Maximum maintenance of continuity in the production, logistics, distribution and sales environments to ensure the continued regular supply of products and services to the food chains and consumers, as well as a safe production environment and product quality.
 4. Creation of a digital work environment allowing for remote work wherever possible.
 5. Financial stability and flexibility and ensuring adequate liquidity in all geographies.

Coronavirus Update - continued

- In all the Group's countries of operations, regular routines have been adapted to allow for increased business flexibility and a response to the dynamic business environment, while complying fully with the instructions of the local authorities and paying rigorous attention to product quality and the health and safety of employees.
- To date, global shipping and land transportation have continued to operate while alternative solutions are being identified and critical raw materials are being supplied to the various manufacturing sites around the world. It is noted that some activities in the various geographies are based on local produce, a fact that makes it easier for the supply chain to function. To allow for optimal business continuity, the Group is preparing for the adjustment of inventory levels in its various operations.
- **Israel** – Most of the Company's manufacturing sites and the accompanying value chain, are defined as critical enterprises and are therefore expected to continue to operate regularly, even if a national emergency is declared.
- **Strauss Water**, after finding suitable alternatives, the supply chain is functioning regularly. Additionally, the service and sales call center is working, including increased space between reps in the centers, the option of working from home and the routing of calls via digital channels.
- **Coffee – Brazil and Eastern Europe** – To date the supply chain is working regularly and fully. The Group is positioned to deal with temporary shutdowns of the coffee plants through backup plans for the supply of coffee by other plants serving the Group, and in all countries, work routines have been adapted to the circumstances.

Coronavirus Update - continued

- **US** – For the time being, the supply chain is working regularly and fully. Work routines have been adapted to the circumstances. In the past few weeks demand has risen, and the Company is taking the necessary steps to adapt the supply chain to accommodate this increase.
- **China** – To date, the Company anticipates implications on the scale of demand of the Group's business in China through the Haier Strauss Water (HSW) joint venture in the first quarter of 2020. At the same time, China has witnessed a gradual return to routine in recent weeks. To the best of the Company's knowledge most of the joint venture's employees, subcontractors and suppliers have resumed operations and intend to make up the gaps in production and reduce to a minimum the impact on financial results further on in the year.
- To date, the coronavirus pandemic has no material impact on the Group's business position and the results of its operations, other than an immaterial effect on the volume of activity of the HSW joint venture in China in the first quarter of 2020.

Financial Highlights

Q4 2019

Q4'19 Sales: NIS 2114mm; growth: -1.6%

Q4'19 Organic growth excluding FX: 2.7%

Q4'19 gross margins: 39% (up 160 bps vs. Q4'18)

EBIT and EBIT margins: NIS 181mm (up 7.3%); 8.6% (up 70 bps vs. Q4'18)

Net income and net margins: NIS 101mm (up 14.9%); 4.8% (up 70 bps vs. Q4'18)

EPS: 0.87 (up 14.3% VS. Q4'18)

The group declared a dividend of NIS 180mm (NIS 1.55 per share) to be paid on Apr 14, 2020

YTD 2019

YTD 2019 Sales: NIS 8536mm; growth: -0.5%

YTD 2019 Organic growth excluding FX: 2.6%

YTD 2019 Gross margins: 39.6% (up 160 bps vs. YTD 2018)

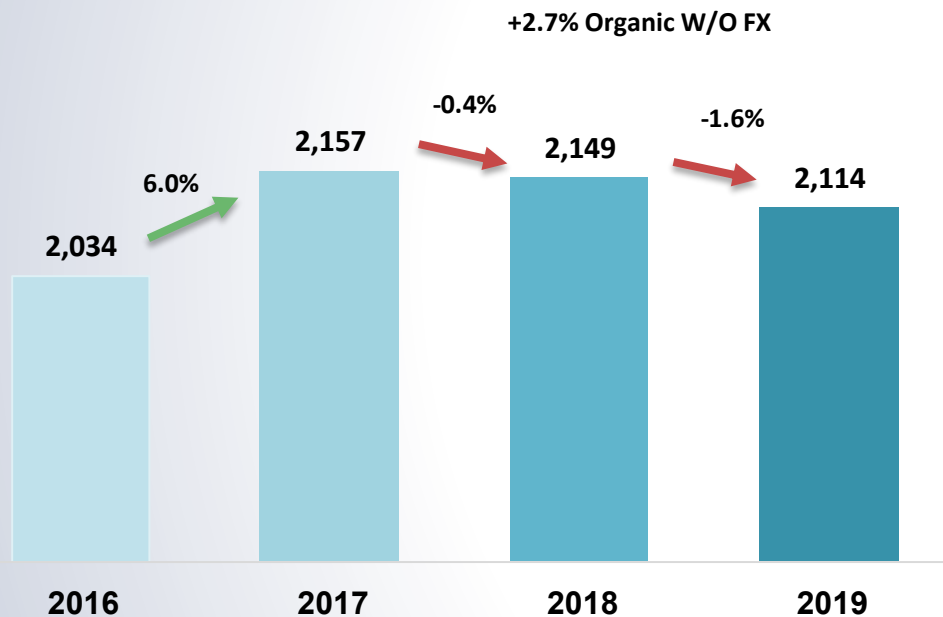
EBIT and EBIT margins: NIS 933mm (up 7.9%); 10.9% (up 80 bps vs. YTD 2018)

Net income and net margins: NIS 547mm (up 11.8%); 6.4% (up 70 bps vs. YTD 2018)

EPS: 4.73 (up 11.2% VS. YTD 2018)

2016-2019 Q4 | Strauss Group growth journey

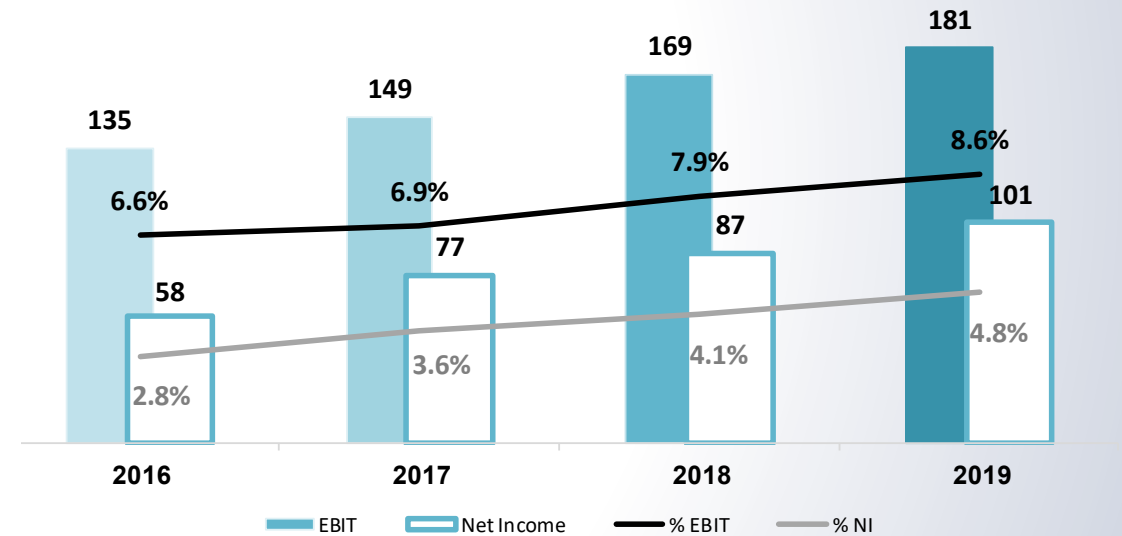
Net Sales



4.6% CAGR growth since 2016

Excluding FX

EBIT & Net Income



+7.6% CAGR EBIT increase since 2016

+14.9% CAGR Net Income increase since 2016

Quarter and Full Year Highlights

Strauss Israel

- Strauss Israel grew a stellar top line of 4.7% during Q4 2019, despite seasonal headwinds; once again surpassing the growth of the overall F&B during the quarter and full year 2019
- Overall food & bev. Market grew 2.3% and 1.5% in 2019 and in Q4, respectively, whilst Strauss grew 5.1% and 4.7% in 2019 and in Q4, respectively ⁽¹⁾
- Growth was evident in all business units despite the lower number of selling days in comparison to the previous quarter due to high holidays
- Growth was led by the Health & Wellness segment which grew 5.9% during Q4 2019; dairy products were the most significant contributors to growth
- Market share ticked up to 11.7% from 11.6% in the corresponding quarter
- Innovation, product mix and continued productivity and efficiency methods all contributed to outstanding performance
- EBIT margins expanded 30 bps to 9.7% during the quarter
- Food Reform implemented on 1.1.2020 with the vast majority of our products (bar confectionery) with no red labeling



(1) Source: Storennext

Strauss Coffee

- Strauss Coffee revenues declined by 0.8% in local currency during the quarter and by 8.4% in NIS as currency headwinds continue, once again led by the weakening of the BRL, as well as a seasonal weakness in Israel Coffee
- Whilst sales in 3C ⁽¹⁾ were flat in local currency during the quarter as well as through 2019 given green coffee pricing dynamics, profit margins continued to expand
- Coffee sales in CIS posted healthy growth rates of 8.3% in local currency, continuing the improvement trend whilst sales in Romania continue to struggle
- 3C ⁽¹⁾ market share in Brazil R&G value was 28.3% ⁽²⁾ for 2019, compared to 27.2% in 2018; gross profitability was up 280 bps to 29.3% and EBIT margins expanded 250 bps to 9.2%
- The Capsule business in Brazil continues to gain traction and grow sales and profits

(1) Note: Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C)

(2) Source: Nielsen



Quarter and Full Year Highlights

International Dips & Spreads

- The Int'l D&S business posted a 7.7% top line organic growth excluding FX
- Hummus market share in North America increased to 63.8% during the quarter, up from 62.5%
- Sabra EBIT was up 2.9% organically during the quarter, however, down 1.7% in NIS due to NIS strength vs. the USD
- Obela operating loss continued to shrink during the quarter
- Sabra continues to be a global market leader and the no. 1 producer of Hummus in North America



Strauss Water

- In Q4 Strauss Water continued the strong momentum of the previous quarters with sales up 7.7% on a continually growing customer installed base
- EBIT for the quarter was slightly eroded due to currency headwinds and a favorable tax rebate for HSW in the corresponding quarter; for 2019 EBIT (including Net Income from HSW) was up 15.2% to NIS75m from NIS65m
- Sales at HSW were up a strong 18.7% in local currency due to increased “high-selling” days such as Chinese Batcheler day among others and the beginning of Point of Entry product sales
- Sales of HSW ⁽¹⁾ (100%), water JV in China, were up 18.7% in local currency (9.9% in NIS) in Q4 2019 to NIS 170 m from NIS 154 ⁽²⁾ m in Q4 2018 and
- Annual sales grew by 12.4% in local currency to NIS 599 m from NIS 562 ⁽²⁾ m in YTD 2018 (6.5% in NIS)
- Net profits for 2019 at HSW were up 24.9% in local currency (18.1% in NIS) to 72m NIS up from 61m NIS last year and down during the quarter by 12.2% in local currency (4.8% in NIS) to NIS 20 m from 23 m, this decline is due to a one time tax benefit in Q4 2018



- (1) Note: HSW revenues are not included in Strauss water results; net income is added to Strauss water EBIT in Non GAAP management reports
- (2) Restated



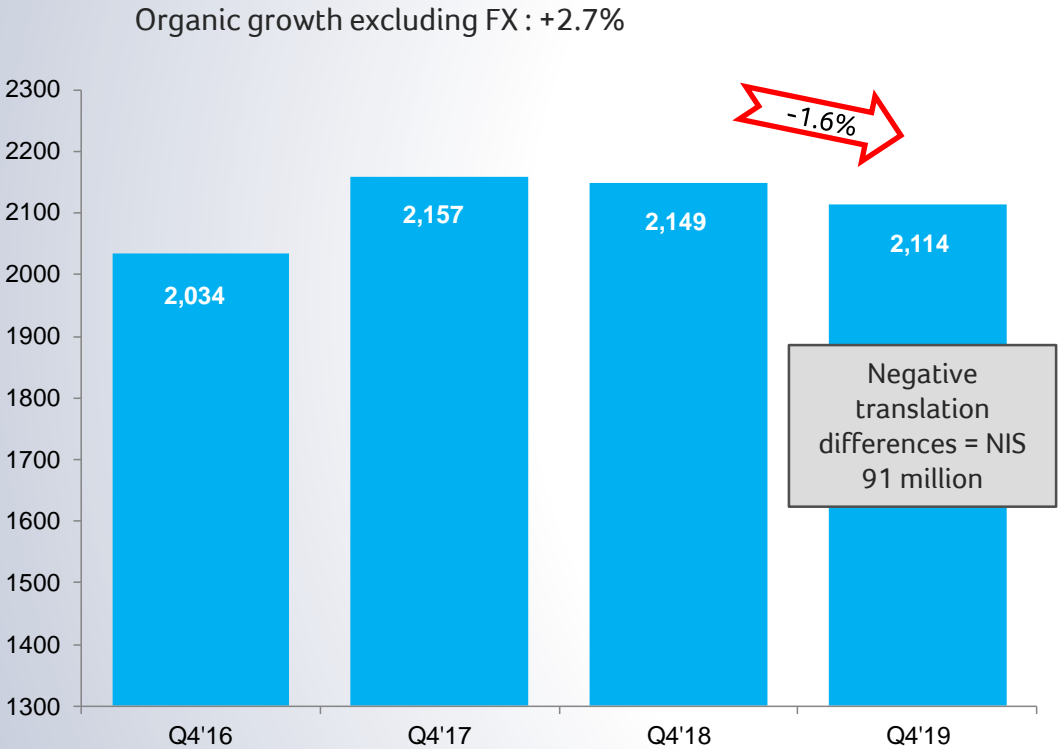


Q4 2019



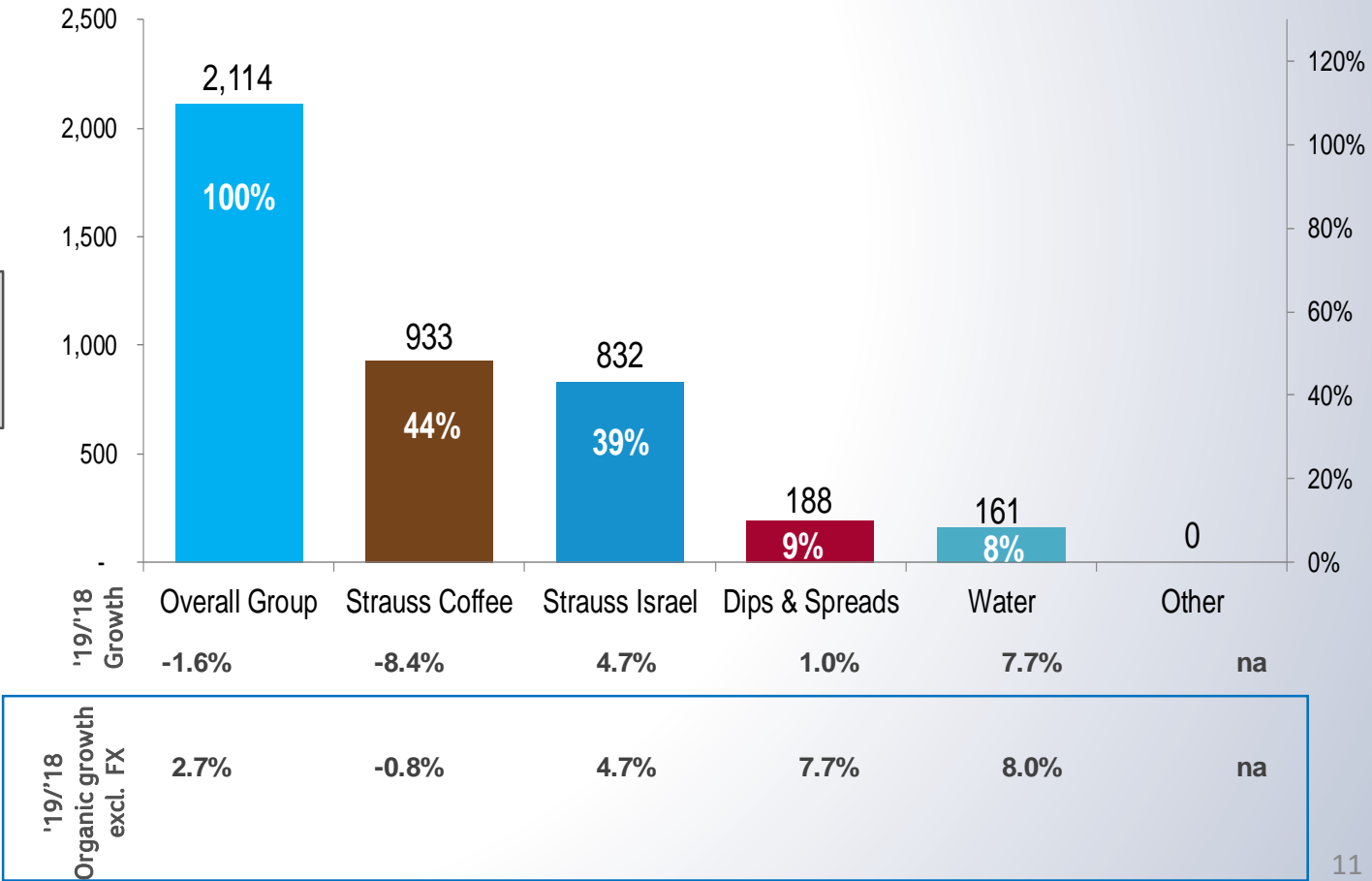
Sales

Q4 2019 Consolidated Sales NIS mm Non-GAAP



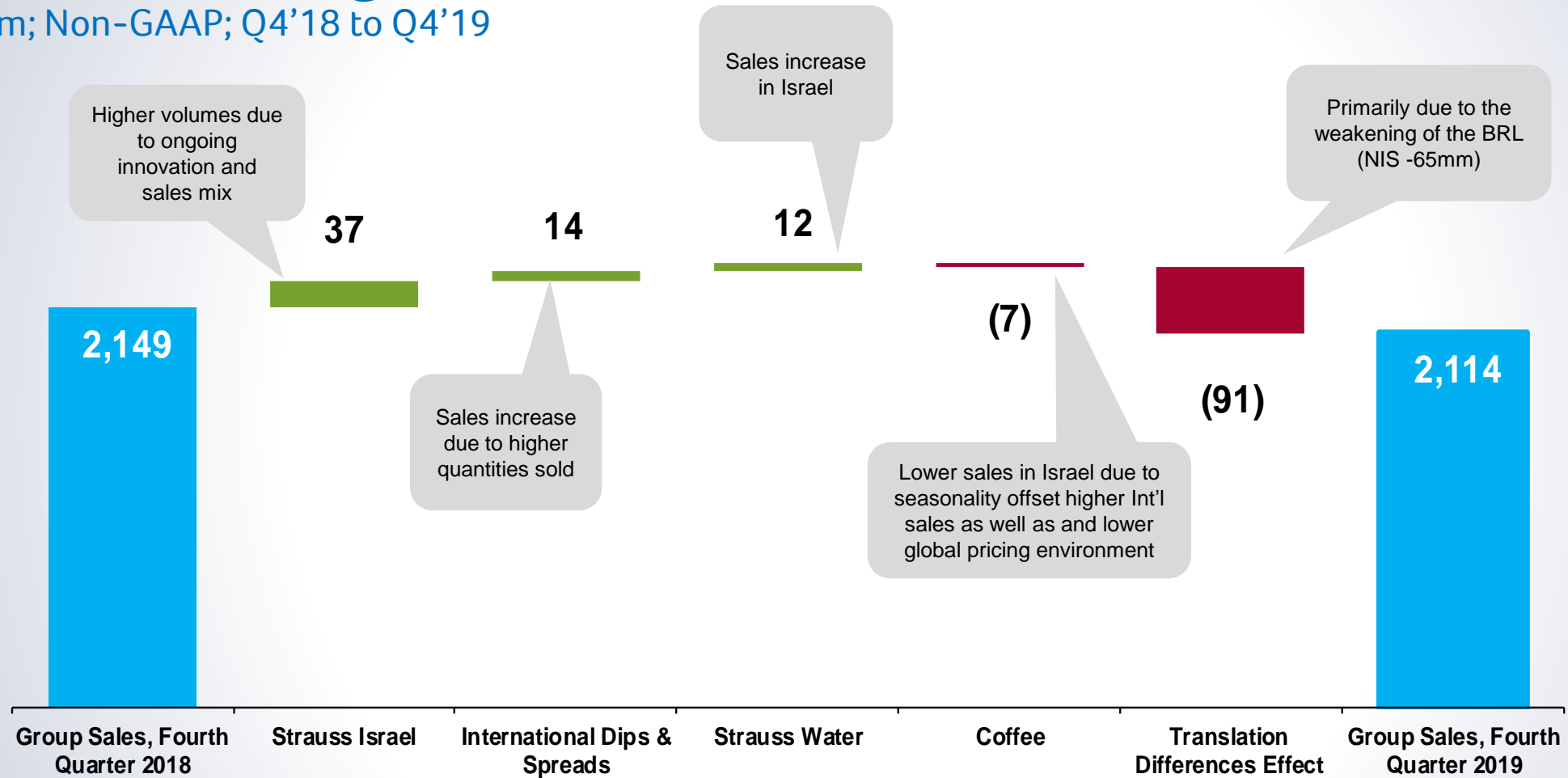
Q4 2019 Sales by Segment

NIS mm; Non-GAAP; % sales contribution



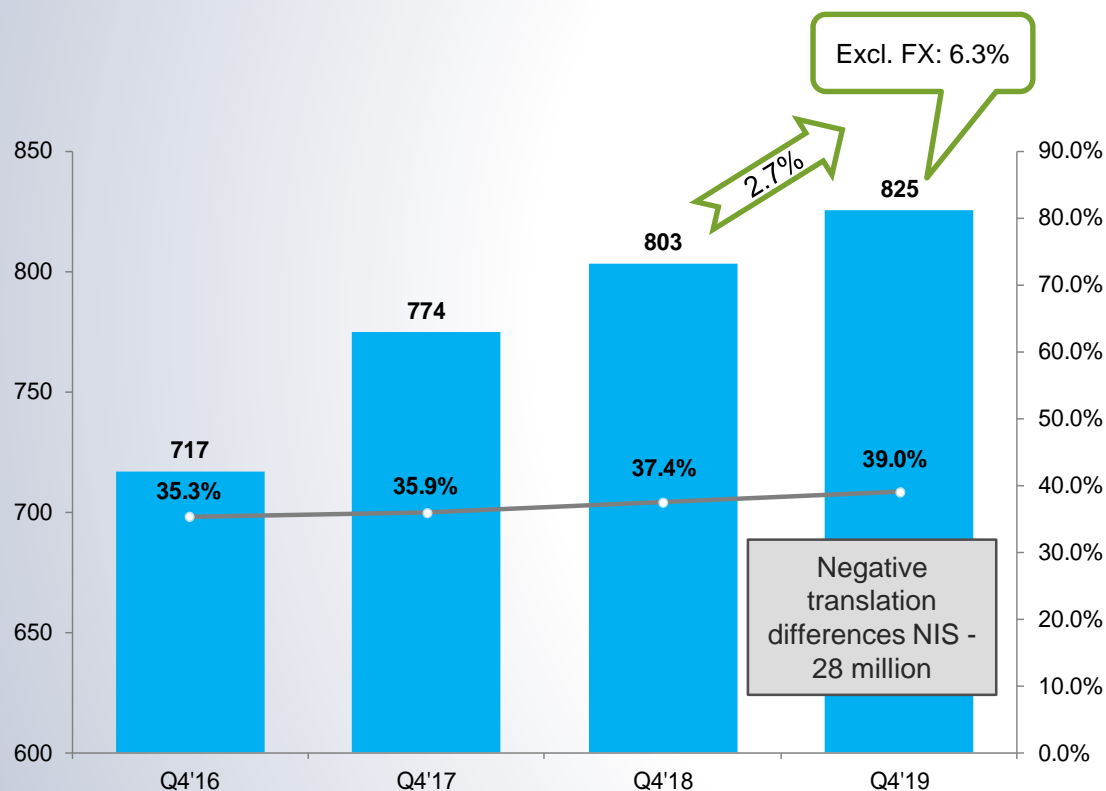
Q4 Sales Bridge

NIS mm; Non-GAAP; Q4'18 to Q4'19

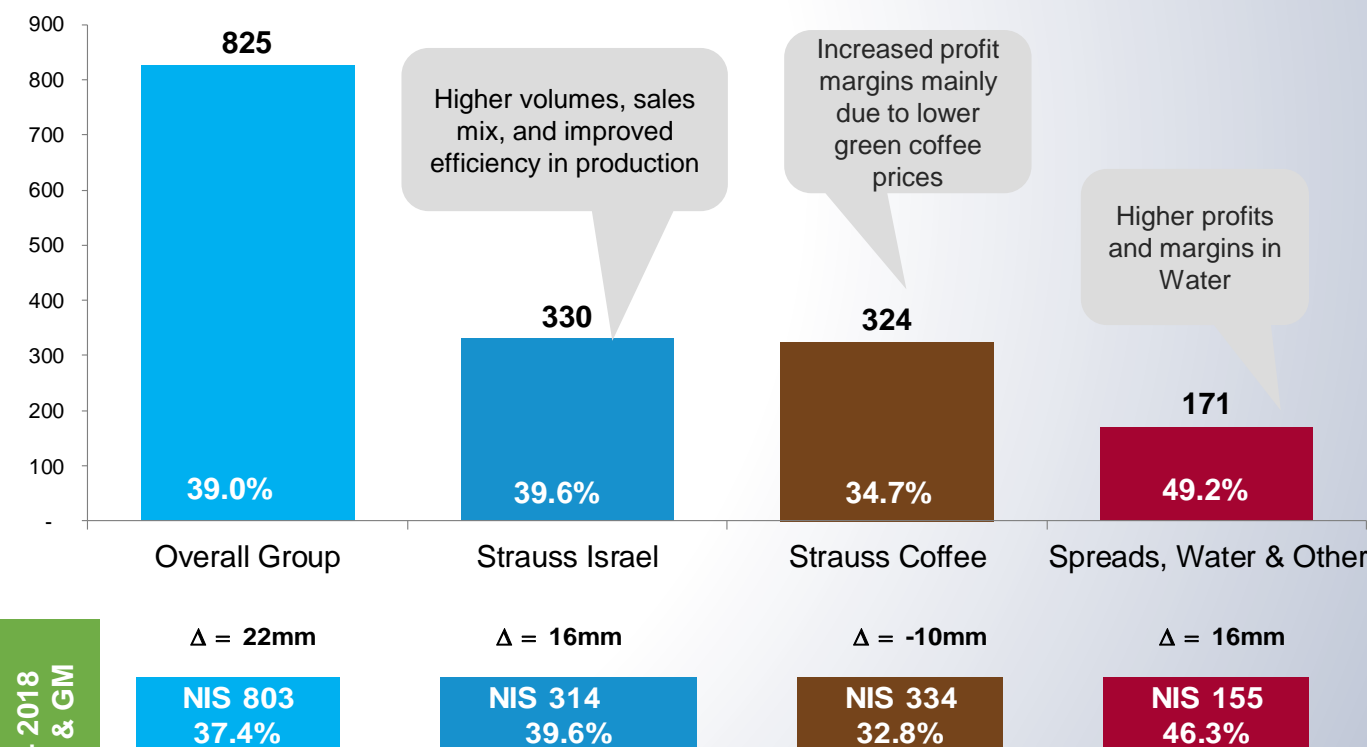


Gross Profit

Q4 Consolidated Gross Profit and Gross Margins
NIS mm; Non-GAAP



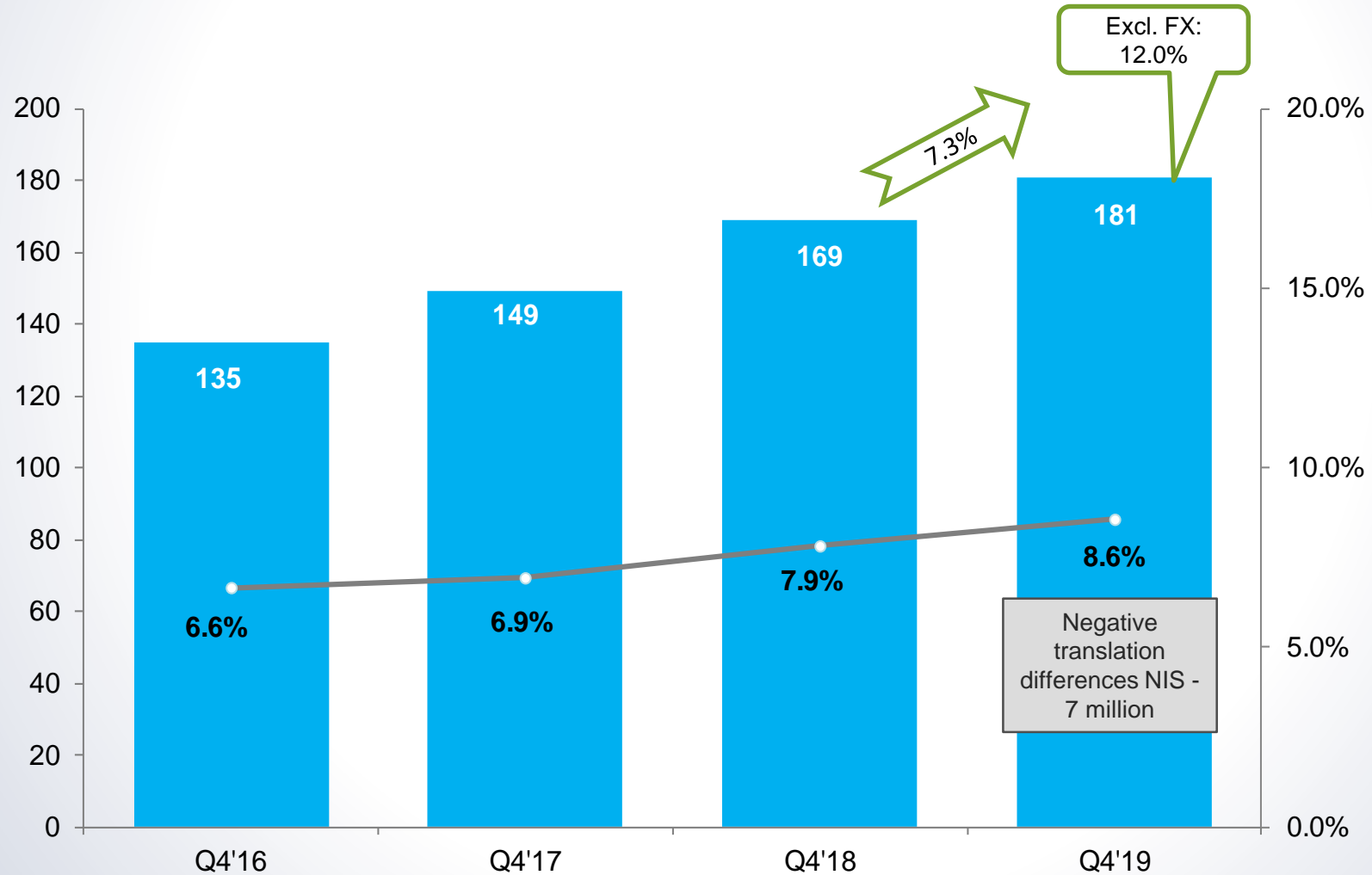
Q4 2019 Gross Profit and Gross Margins NIS mm;
Non-GAAP; % Margin



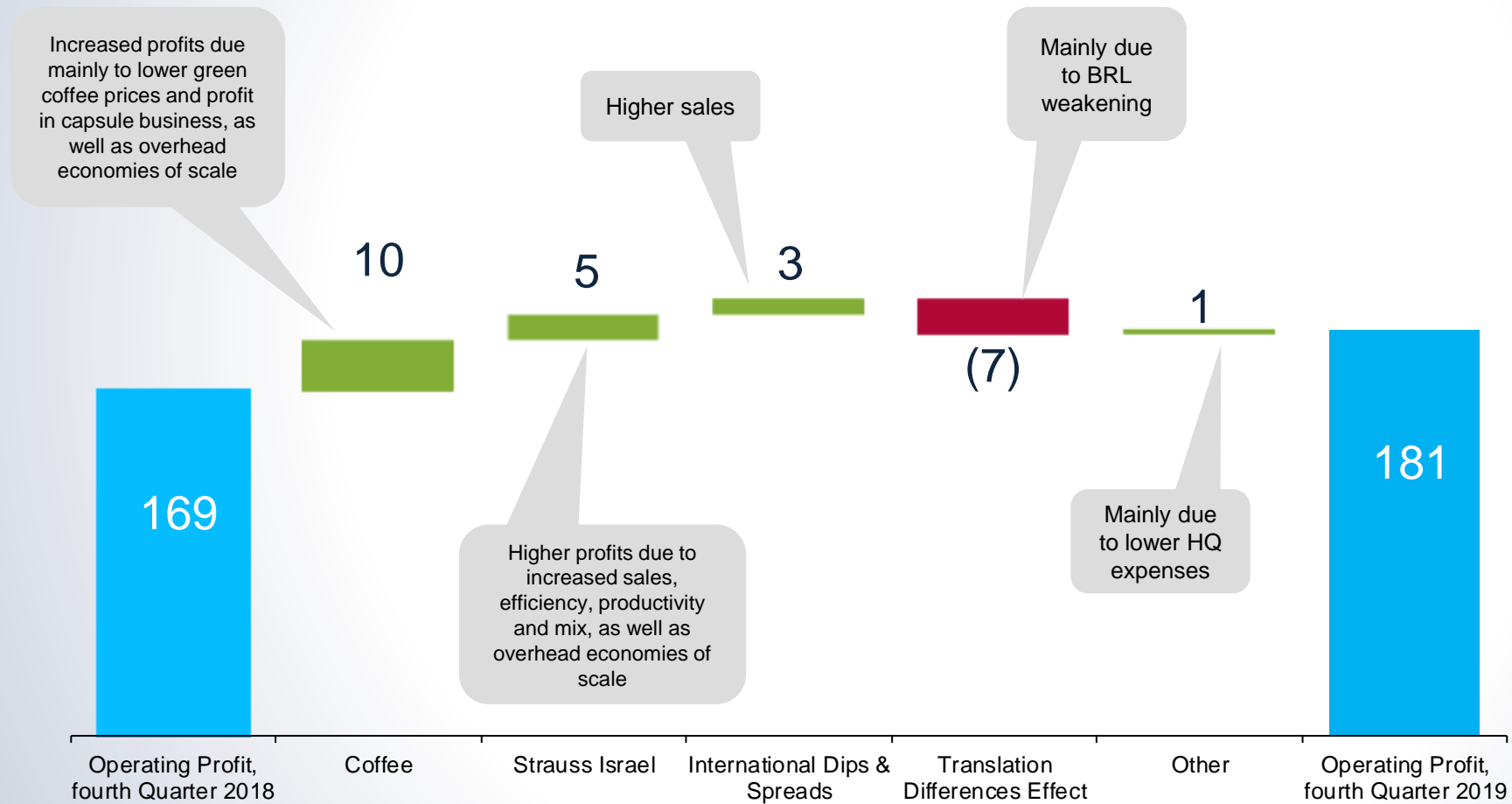
(1) Note: Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C)

EBIT

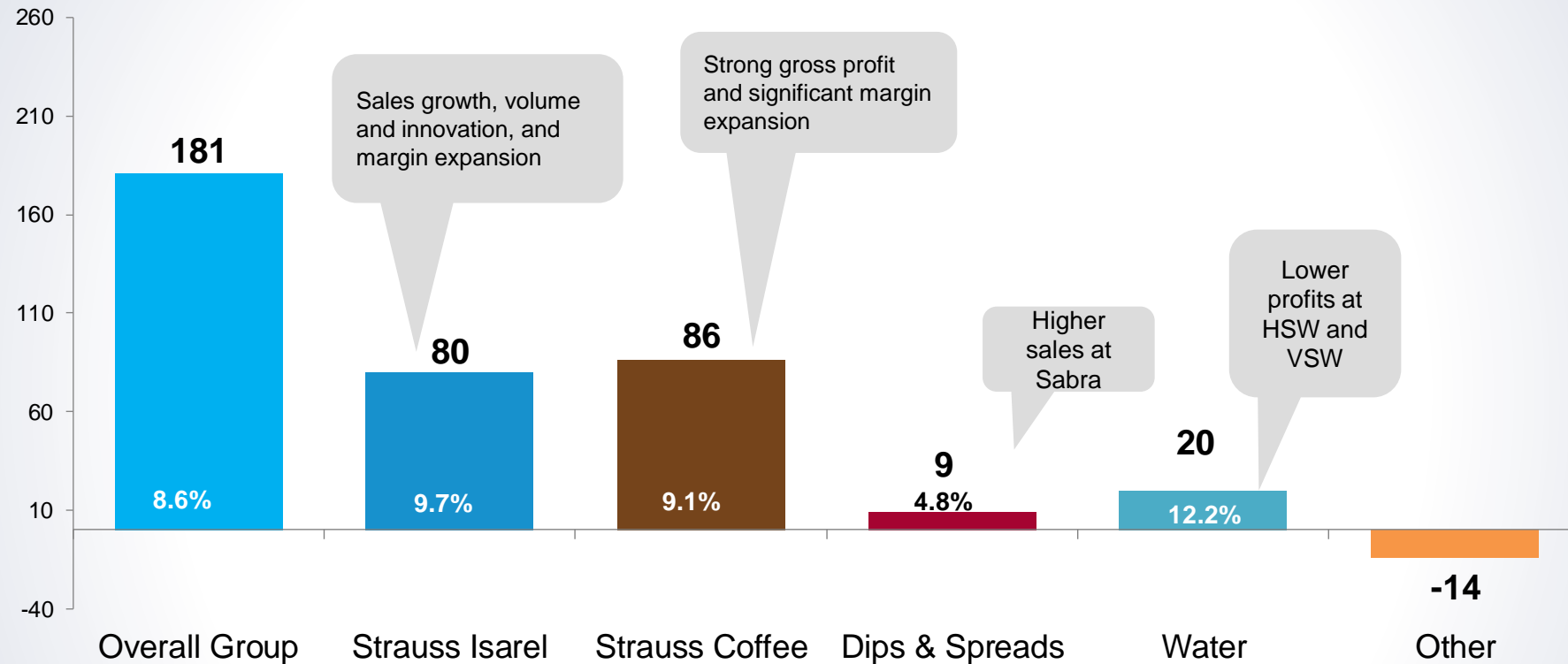
Q4 Consolidated EBIT and EBIT Margins
NIS mm; Non-GAAP



Q4 EBIT Bridge NIS mm; Non-GAAP; Q4'18 to Q4'19



Q4 2019 EBIT and EBIT Margins | NIS mm; Non-GAAP; % Margin



Q4'18
EBIT & EBIT %

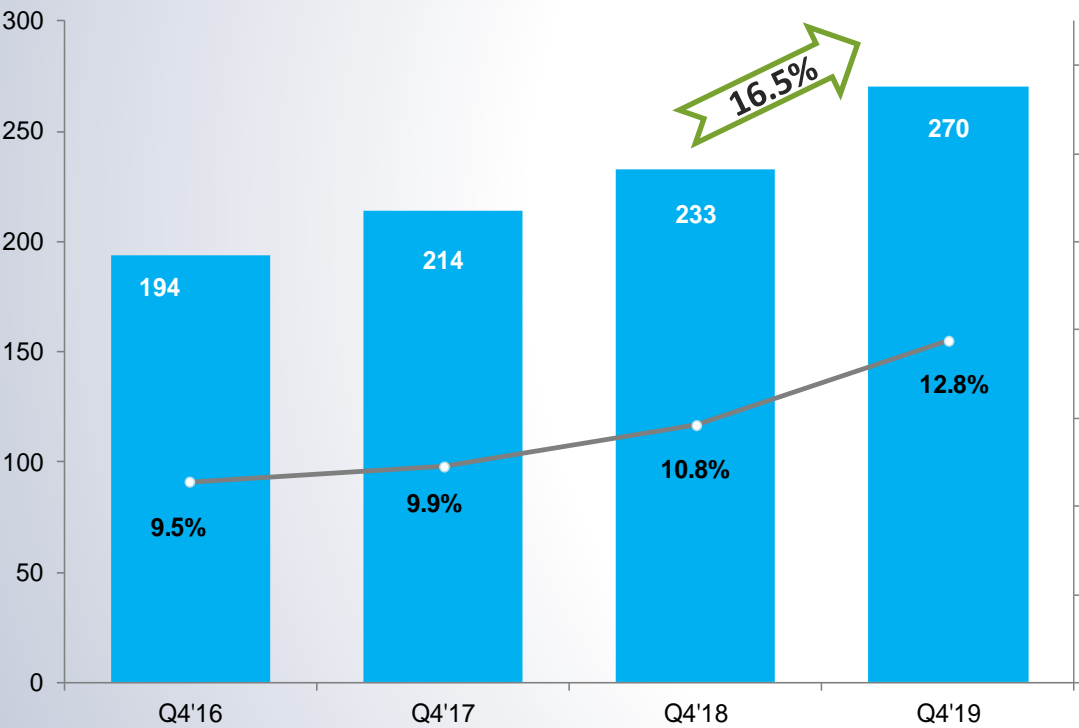
Δ = 12mm	Δ = 5mm	Δ = 5mm	Δ = 1mm	Δ = 0mm	Δ = 1mm
NIS 169 7.9%	NIS 75 9.4%	NIS 81 7.9%	NIS 8 4.1%	NIS 20 13.6%	NIS -15 NA

Notes:

- (1) Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C)
- (2) Water EBIT includes net profits from HSW
- (3) Excluding FX Strauss Coffee EBIT was up 9m NIS on Q4 2018

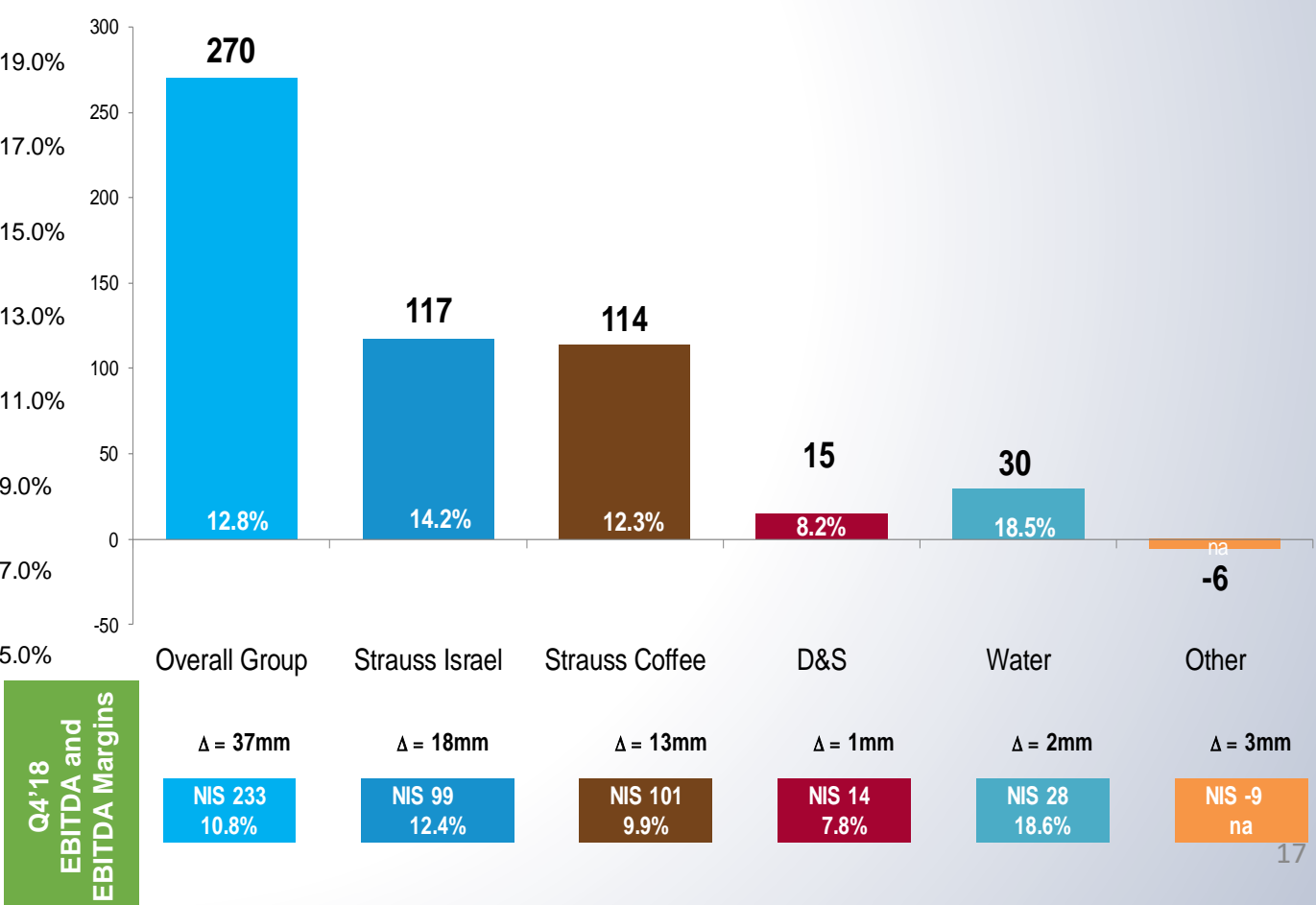
EBITDA

Q4 2019 Consolidated EBITDA and EBITDA Margins
NIS mm; Non-GAAP



* Note that Q4'19 includes additional NIS26 mm due to new IFRS16 rules; excluding this growth is 4.7%

Q4 2019 EBITDA and EBITDA Margins NIS mm; Non-GAAP; % Margin



Q4'18
EBITDA and
EBITDA Margins

Δ = 37mm	Δ = 18mm	Δ = 13mm	Δ = 1mm	Δ = 2mm	Δ = 3mm
NIS 233 10.8%	NIS 99 12.4%	NIS 101 9.9%	NIS 14 7.8%	NIS 28 18.6%	NIS -9 na

Três Corações Alimentos S.A. (Três Corações J.V.)

Q4 Snapshot | BRL mm for 100% ownership and including inter-company sales



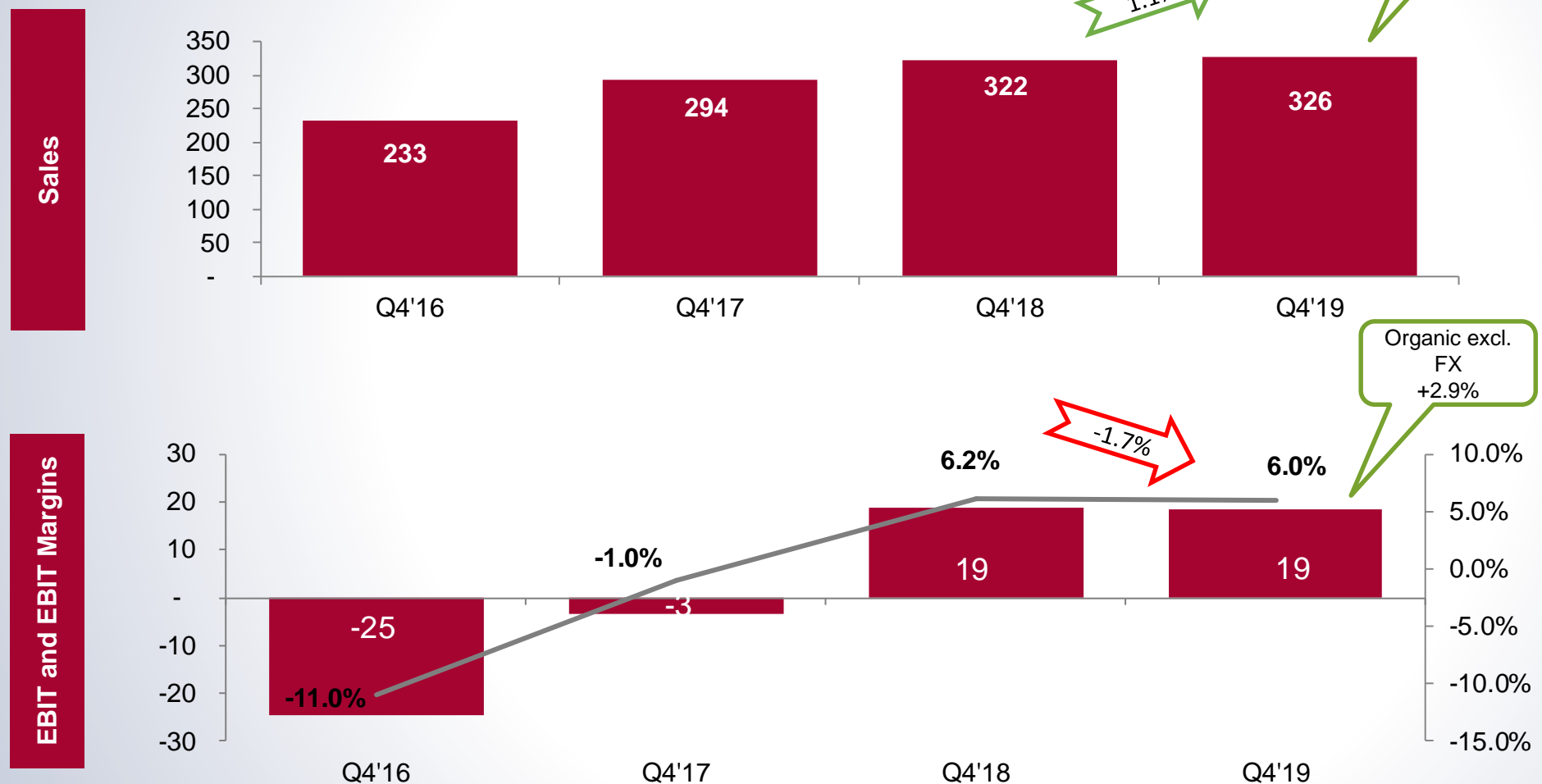
Note: Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C).

Source: Três Corações Alimentos S.A. Consolidated Interim Financial Statements as of December 31st, 2019.

(*) EBIT before Other Expenses/ Income.

Sabra Q4 Snapshot

NIS mm; Non-GAAP; for 100% share

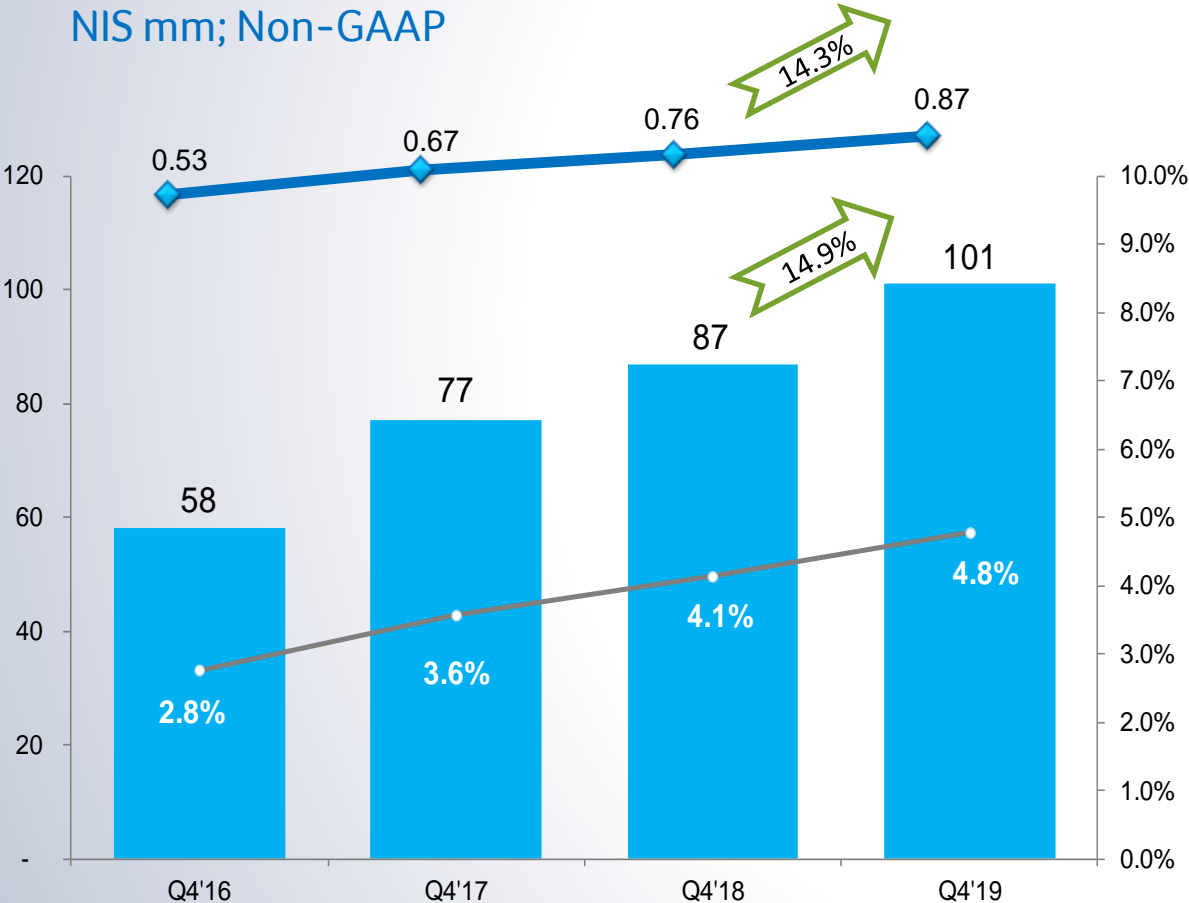


Note: Sabra Dipping Company ("Sabra") is a company jointly held by PepsiCo (50%) and Strauss Group (50%) .

Net Income

Q4 Net Profit (attributed to the Company's shareholders),
Net Margins and EPS

NIS mm; Non-GAAP



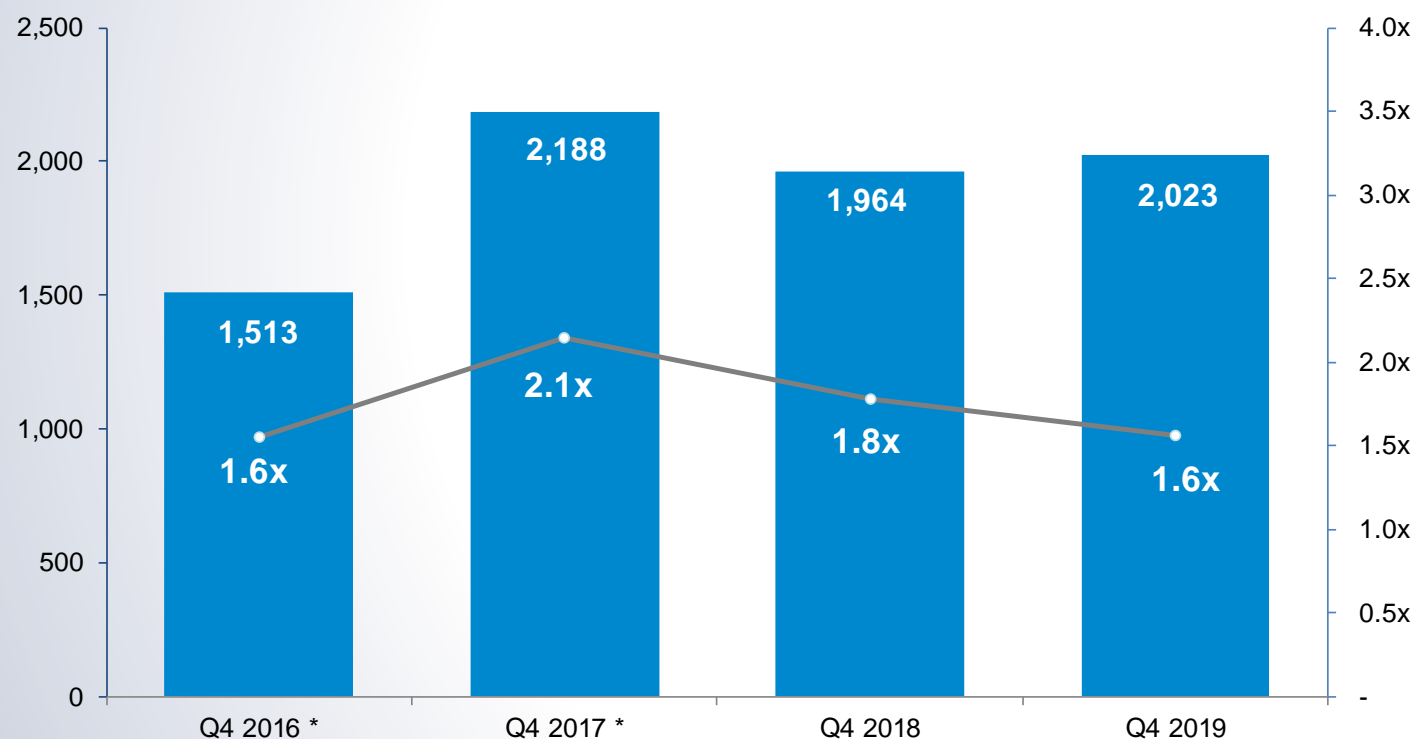
Q4 Net Profit (attributed to the Company's
shareholders) Bridge NIS mm;

Non-GAAP; Q4'18 to Q4'19



Net Debt and Net Debt /EBITDA (LTM)

Non-GAAP EBITDA, net debt includes partnerships; NIS mm



Note:

1. Net debt balance at end of quarter includes NIS 336 mm following implementation of IFRS 16
2. 1.6x in Q4 2019 reflects the adjusted LTM EBITDA following IFRS-16
3. During March Strauss secured additional credit lines totaling NIS 500 million

* Net Debt figures for Q4 2016 and 2017 were reclassified in Q4 2018; see note 2.6 in 2018 annual report

Q4 GAAP and Non-GAAP | Financial Highlights

NIS mm

	GAAP			Adjusted Non-GAAP		
	Q4 2019	Q4 2018	% Chg.	Q4 2019	Q4 2018	% Chg.
Sales	1,423	1,399	1.7%	2,114	2,149	(1.6%)
Gross Profit	591	566	4.4%	825	803	2.7%
<i>GP Margin</i>	41.5%	40.5%		39.0%	37.4%	
Operating Profit	183	167	9.4%	181	169	7.3%
<i>EBIT Margin</i>	12.8%	11.9%		8.6%	7.9%	
Net Profit (to SH)	109	86	26.5%	101	87	14.9%
<i>NP Margin</i>	7.7%	6.2%		4.8%	4.1%	
Operating Cash Flow	241	106		384	288	
Capex ⁽¹⁾	(85)	(71)		(114)	(100)	
Net debt	1,894	1,843		2,023	1,964	
Change in WC (CF)	103	(3)		182	120	

(1) Capex includes acquisitions of fixed assets and investment in intangible assets

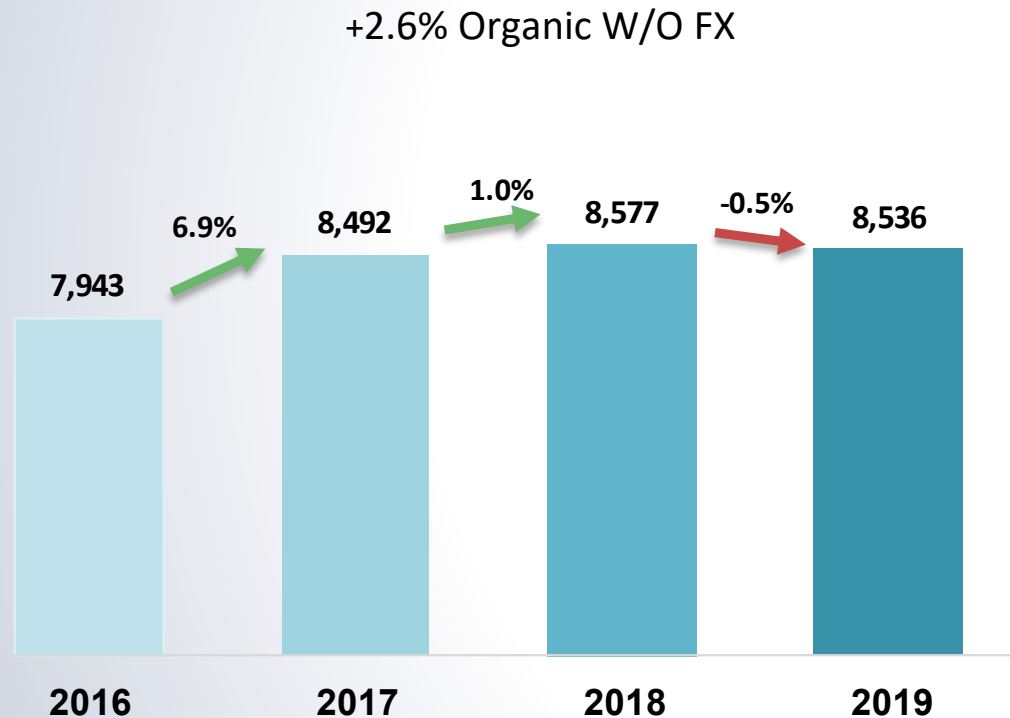


YTD 2019



Full Year 2016-2019 | Strauss Group growth journey

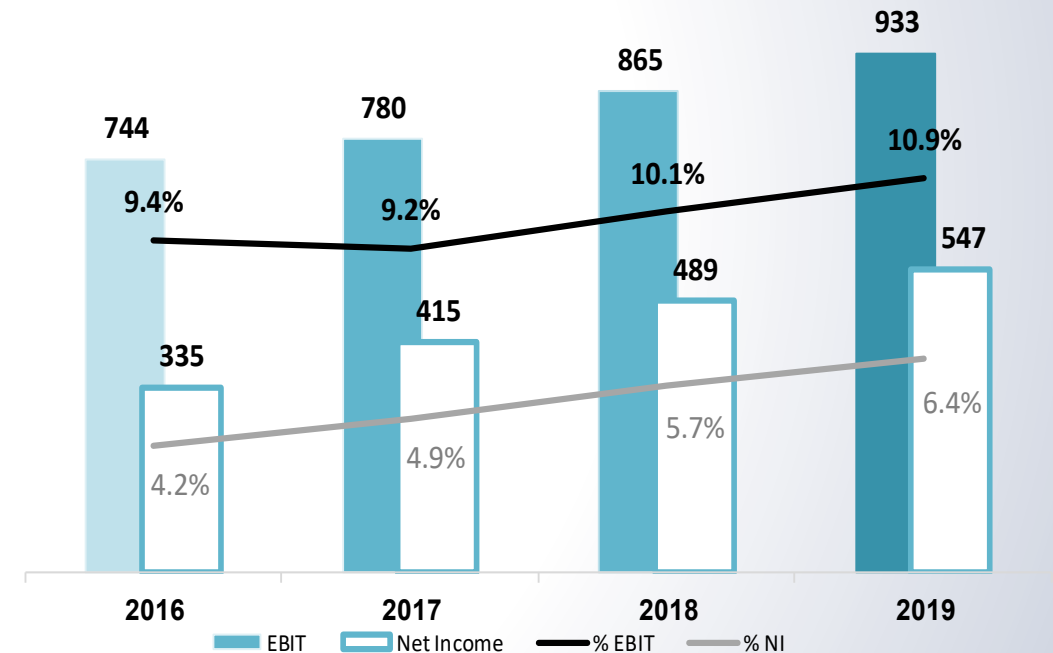
Net Sales



4.5% CAGR growth since 2016

Excluding FX

EBIT & Net Income



+7.6% CAGR EBIT increase since 2016

+14.9% CAGR Net Income increase since 2016

YTD GAAP and Non-GAAP Financial Highlights

NIS mm

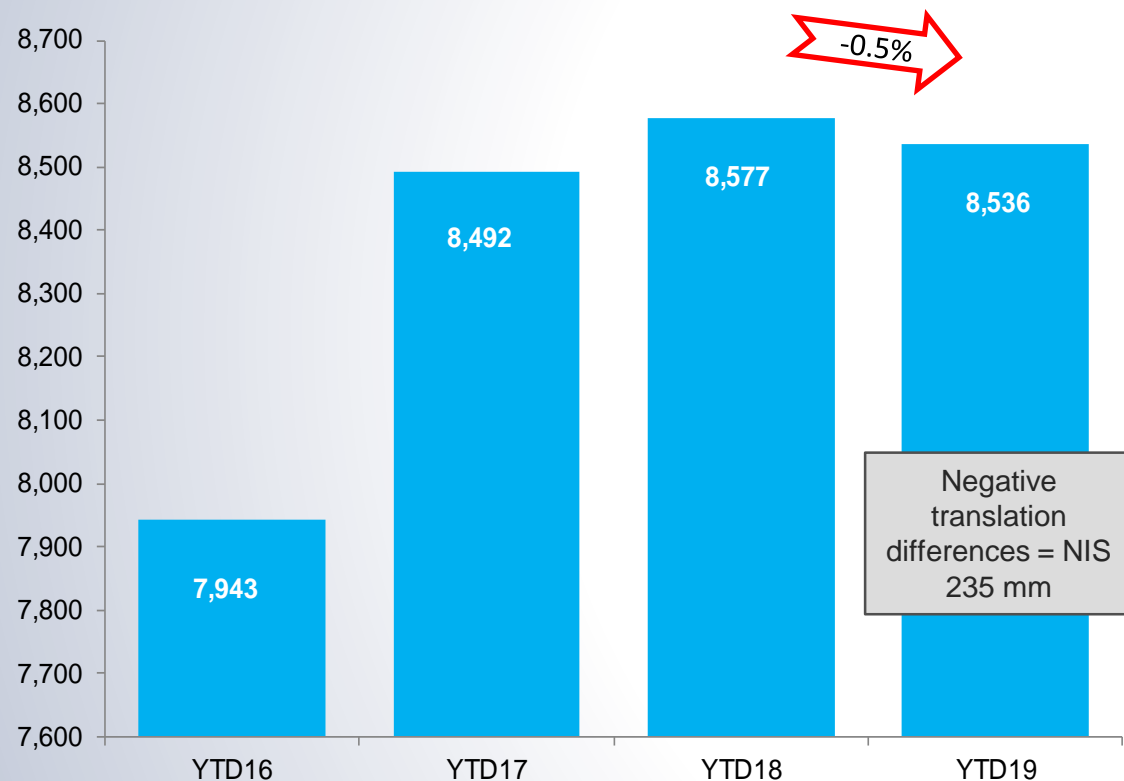
	GAAP			Adjusted Non-GAAP		
	YTD 2019	YTD 2018	% Chg.	YTD 2019	YTD 2018	% Chg.
Sales	5,695	5,604	1.6%	8,536	8,577	(0.5%)
Gross Profit	2,348	2,251	4.3%	3,379	3,261	3.6%
<i>GP Margin</i>	41.2%	40.2%		39.6%	38.0%	
Operating Profit	882	814	8.3%	933	865	7.9%
<i>EBIT Margin</i>	15.5%	14.5%		10.9%	10.1%	
Net Profit (to SH)	537	478	12.5%	547	489	11.8%
<i>NP Margin</i>	9.4%	8.5%		6.4%	5.7%	
Operating Cash Flow	672	502		930	783	
Capex ⁽¹⁾	(230)	(215)		(348)	(328)	
Net debt	1,894	1,843		2,023	1,964	
Change in WC (CF)	(57)	(50)		(133)	(61)	

(1) Capex includes acquisitions of fixed assets and investment in intangible assets

Sales

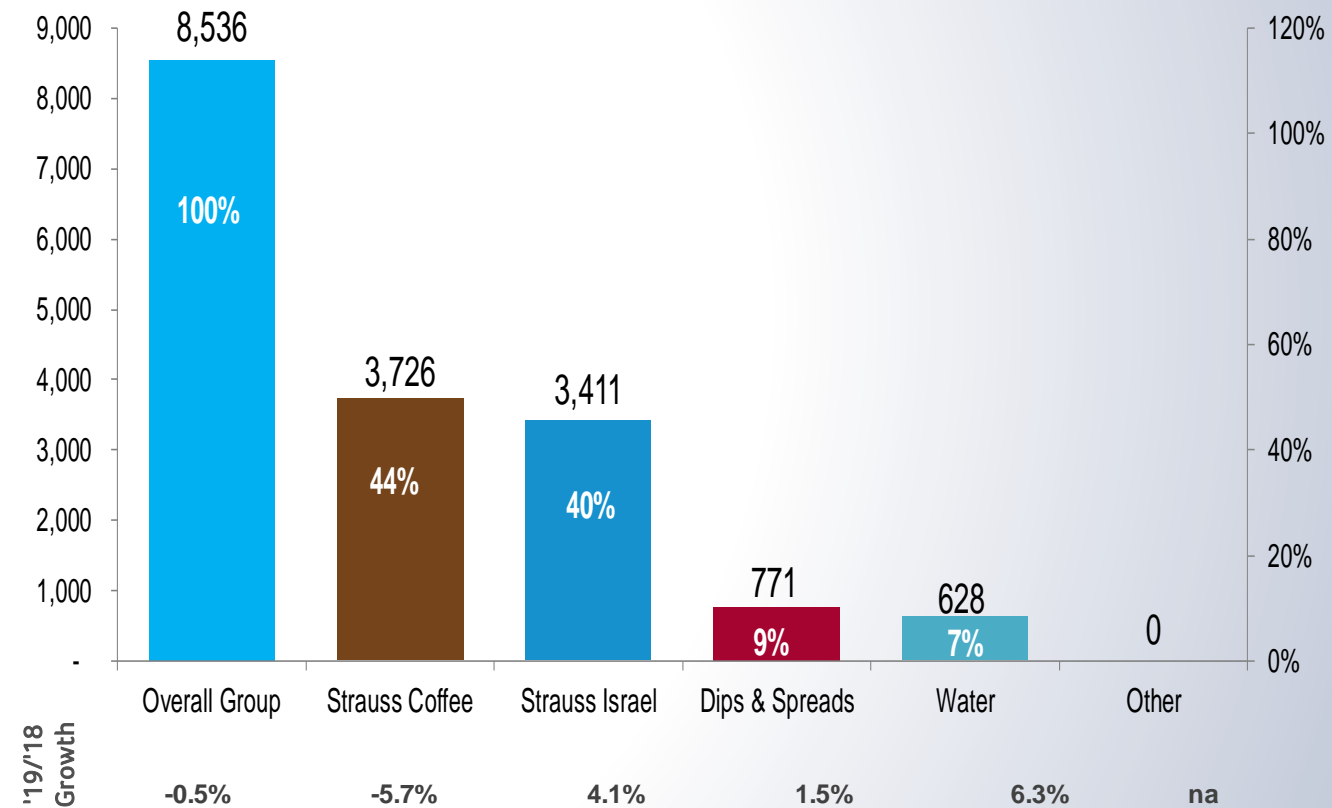
YTD 2019 Consolidated Sales NIS mm Non-GAAP

Organic growth excluding FX : +2.6%



YTD 2019 Sales by Segment

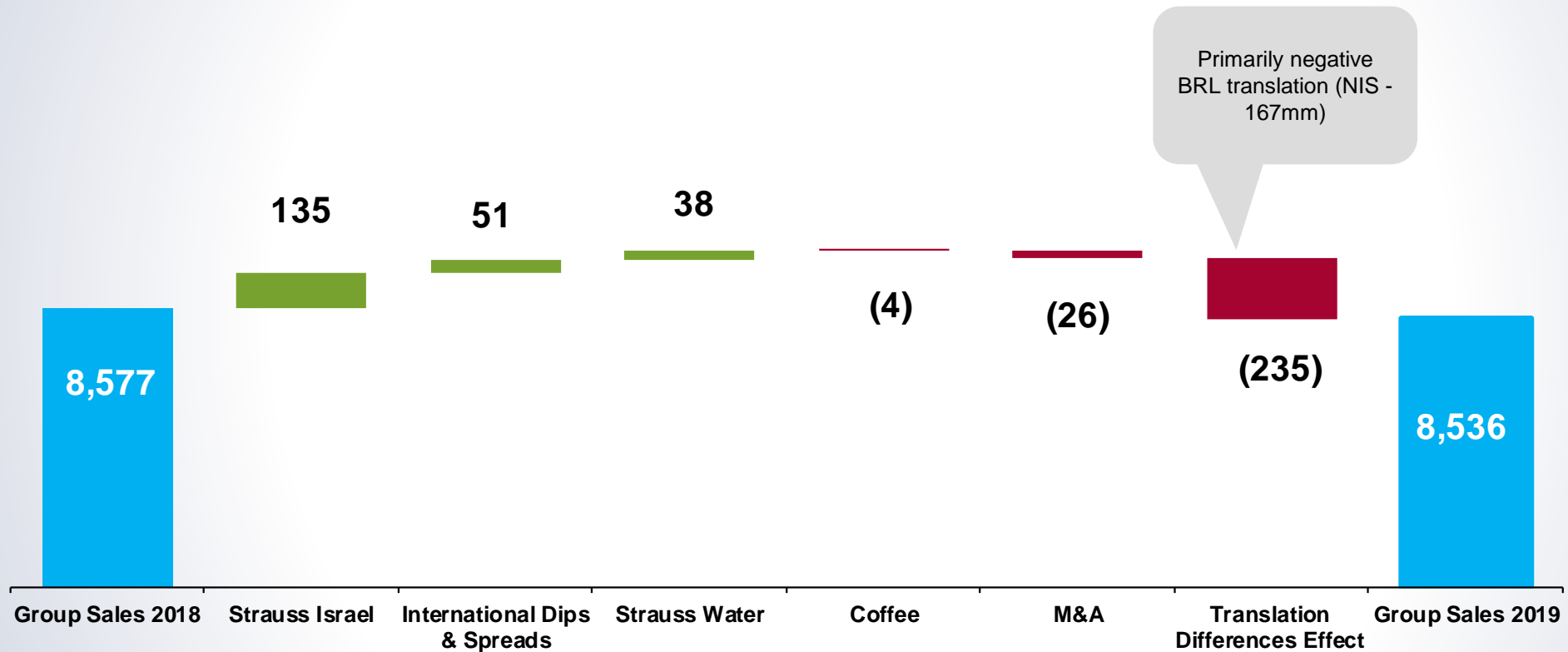
NIS mm; Non-GAAP; % sales contribution



'19/'18 Growth	-0.5%	-5.7%	4.1%	1.5%	6.3%	na
'19/'18 Organic growth excl. FX	2.6%	-0.1%	4.1%	7.0%	6.4%	na

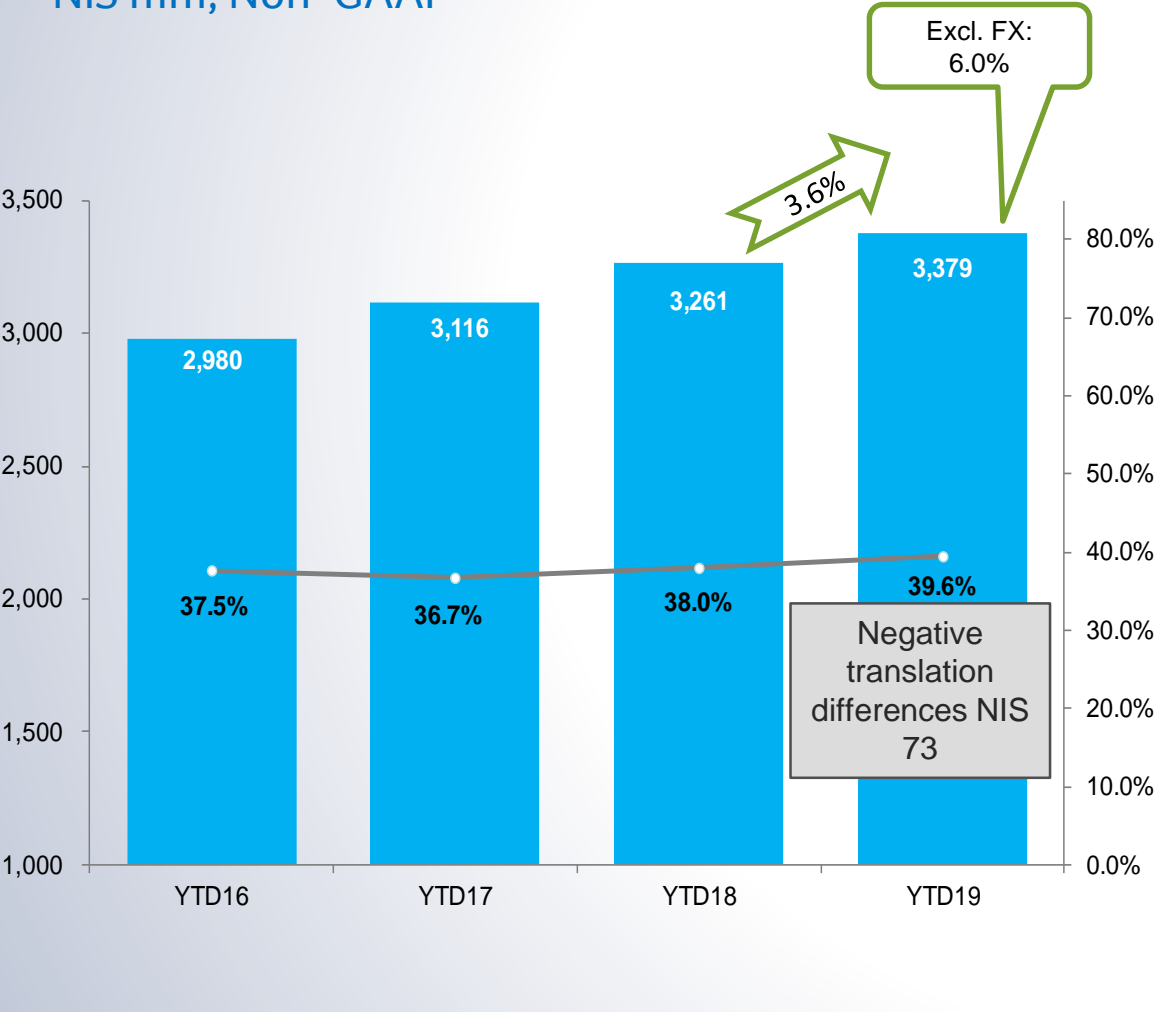
YTD Sales Bridge

NIS mm; Non-GAAP; YTD 2018 to YTD 2019

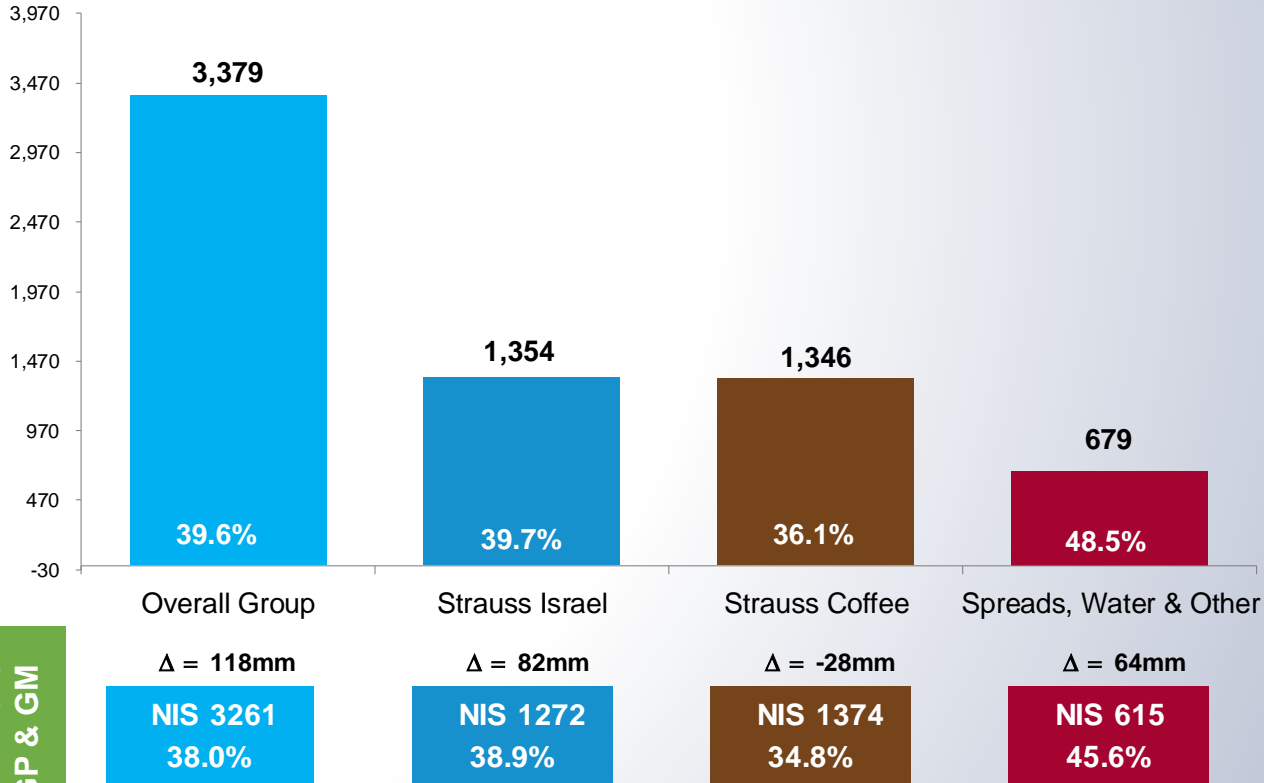


Gross Profit

YTD Consolidated Gross Profit and Gross Margins
NIS mm; Non-GAAP

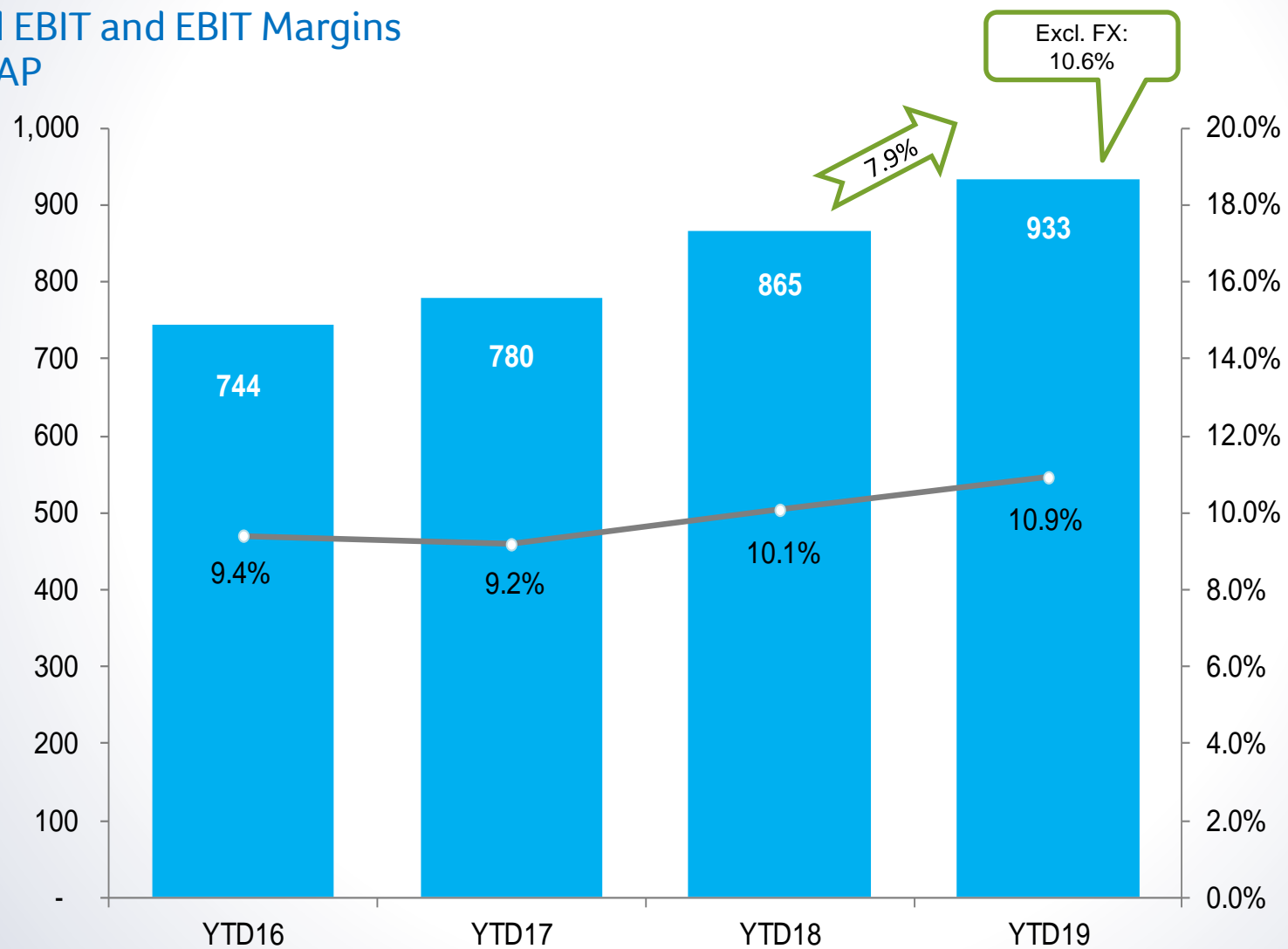


YTD 2019 Gross Profit and Gross Margins
NIS mm; Non-GAAP; % Margin

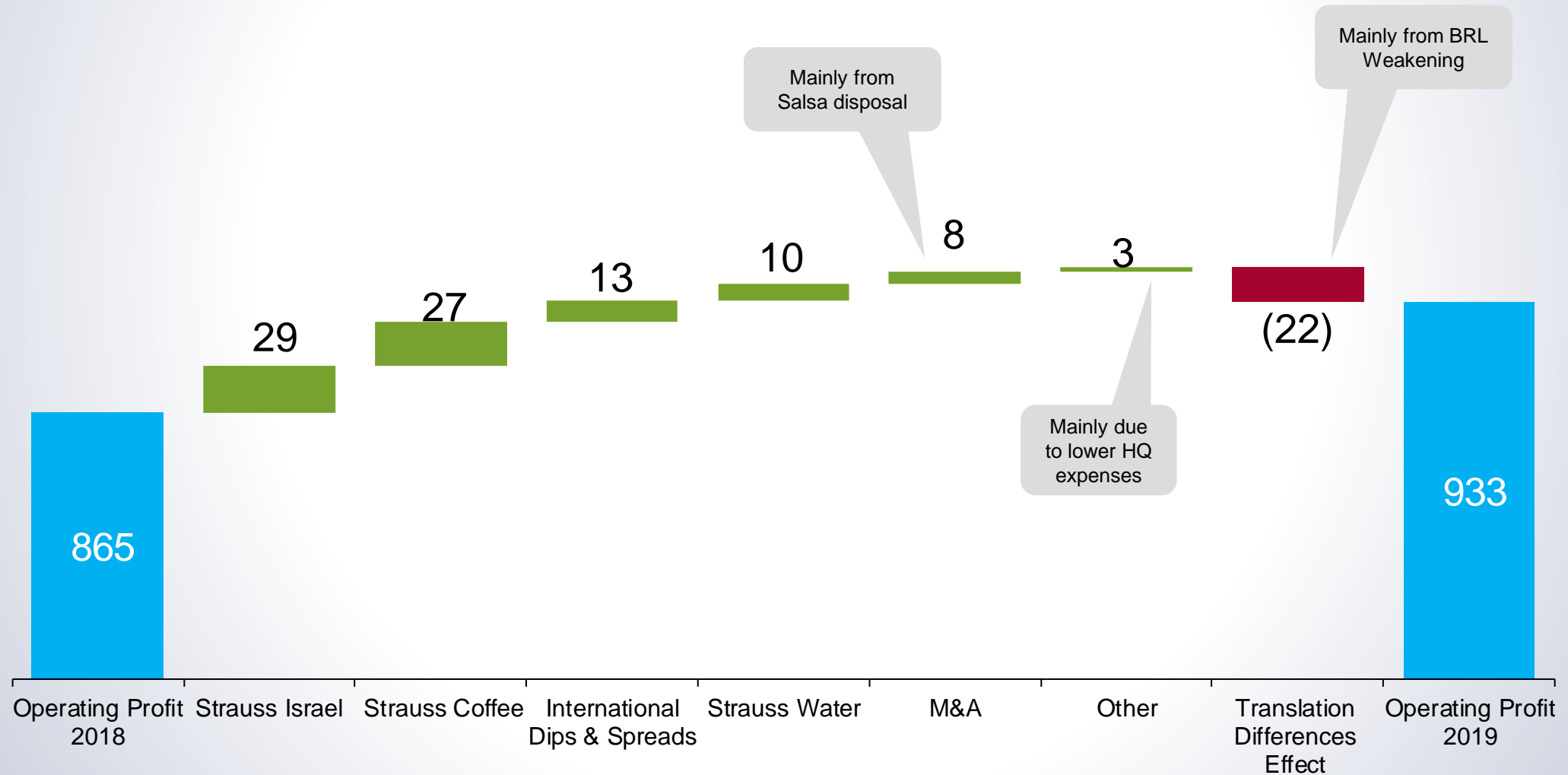


EBIT

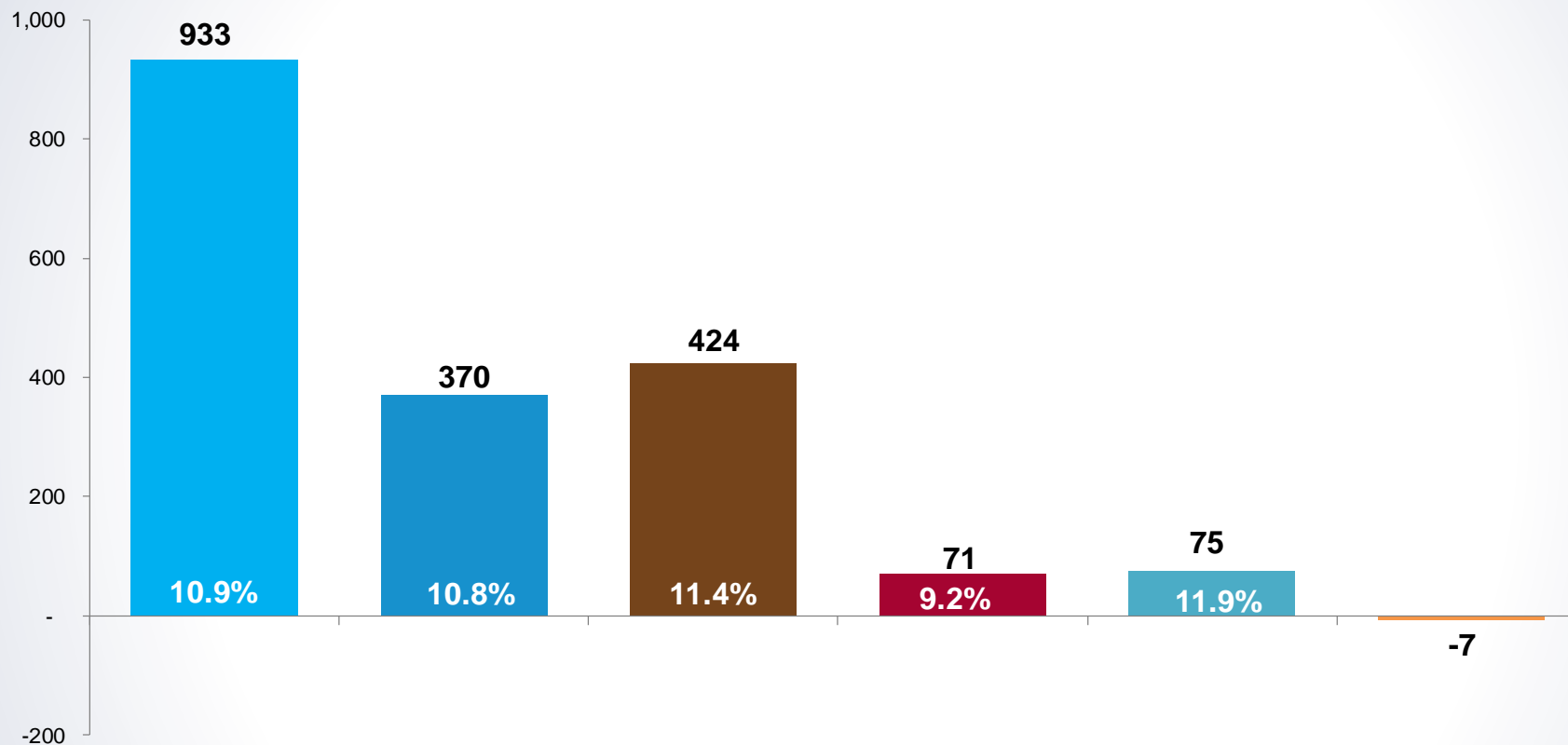
YTD Consolidated EBIT and EBIT Margins
NIS mm; Non-GAAP



YTD EBIT Bridge NIS mm; Non-GAAP; YTD 2018 to YTD 2019



YTD 2019 EBIT and EBIT Margins NIS mm; Non-GAAP; % Margin



YTD 2018
EBIT & EBIT %

Overall Group

$\Delta = 68\text{mm}$

NIS 865

10.1%

Strauss Isarel

$\Delta = 27\text{mm}$

NIS 343

10.5%

Strauss Coffee

$\Delta = 6\text{mm}$

NIS 418

10.6%

Dips & Spreads

$\Delta = 22\text{mm}$

NIS 49

6.5%

Water

$\Delta = 10\text{mm}$

NIS 65

11.0%

Other

$\Delta = 3\text{mm}$

NIS -10

NA

Notes

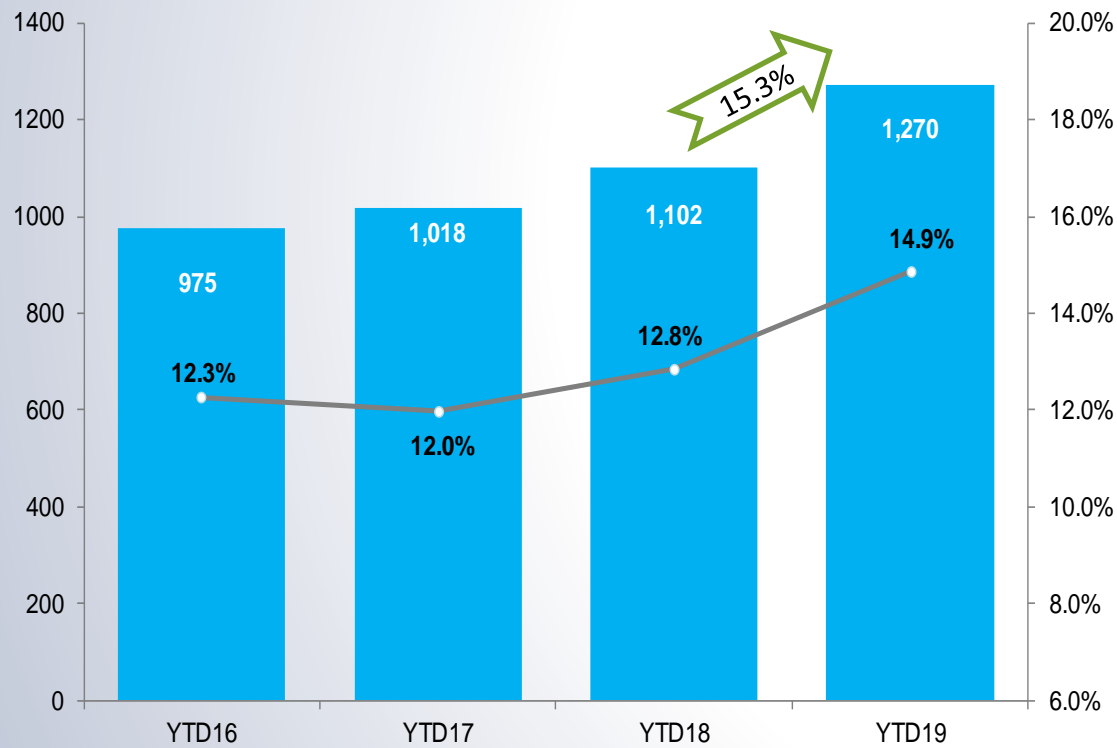
(1) Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C)

(2) Water EBIT includes net profits from HSW

(3) Excluding FX Strauss Coffee EBIT was up 28m NIS on full year 2018

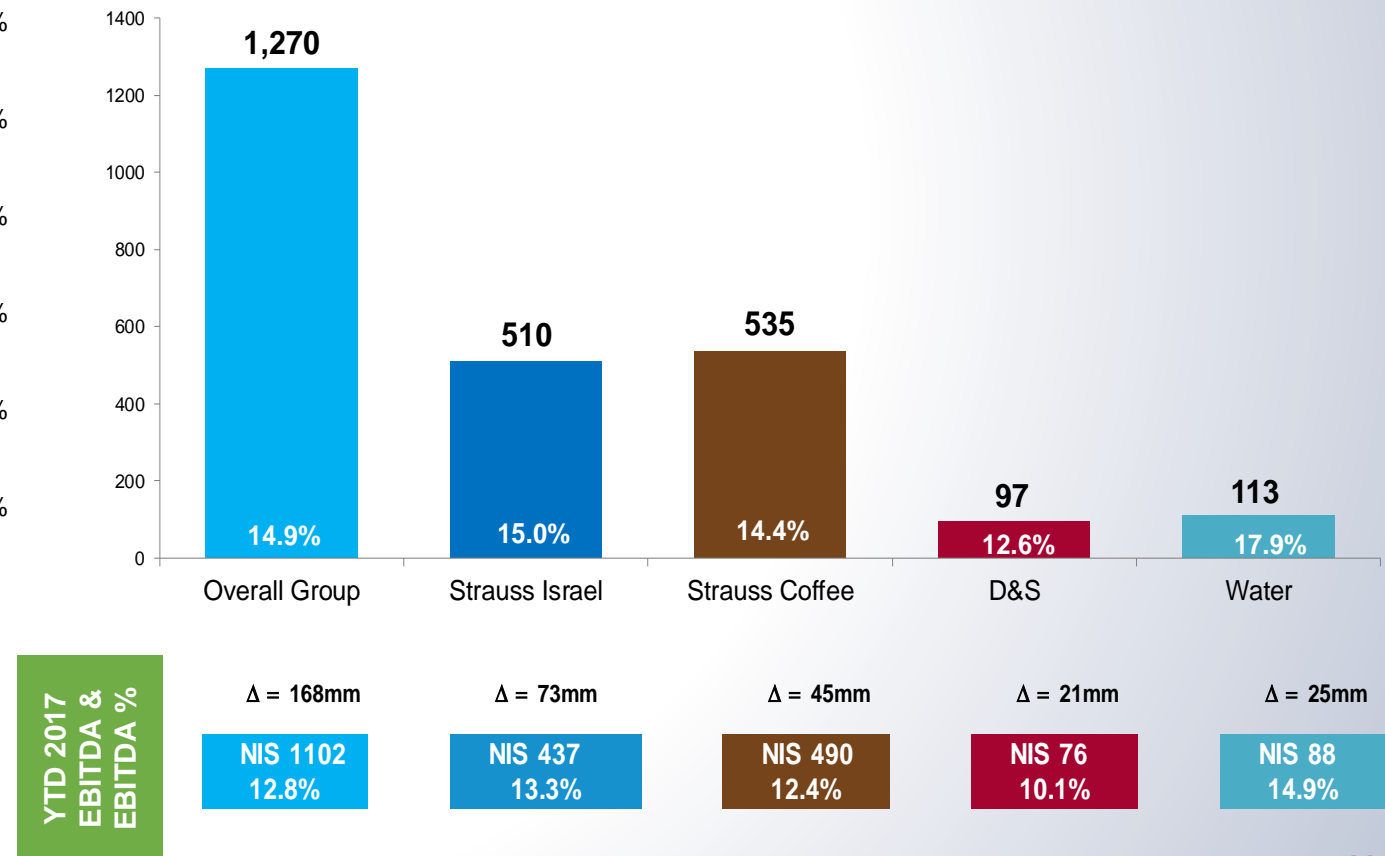
EBITDA

YTD 2019 Consolidated EBITDA and EBITDA Margins
NIS mm; Non-GAAP



* Note that YTD'19 includes additional NIS104 mm due to new IFRS16 rules; excluding this growth is 5.8%

YTD 2019 EBITDA and EBITDA Margins NIS mm;
Non-GAAP; % Margin



Três Corações Alimentos S.A. (Três Corações J.V.)

YTD Snapshot | BRL mm for 100% ownership and including inter-company sales



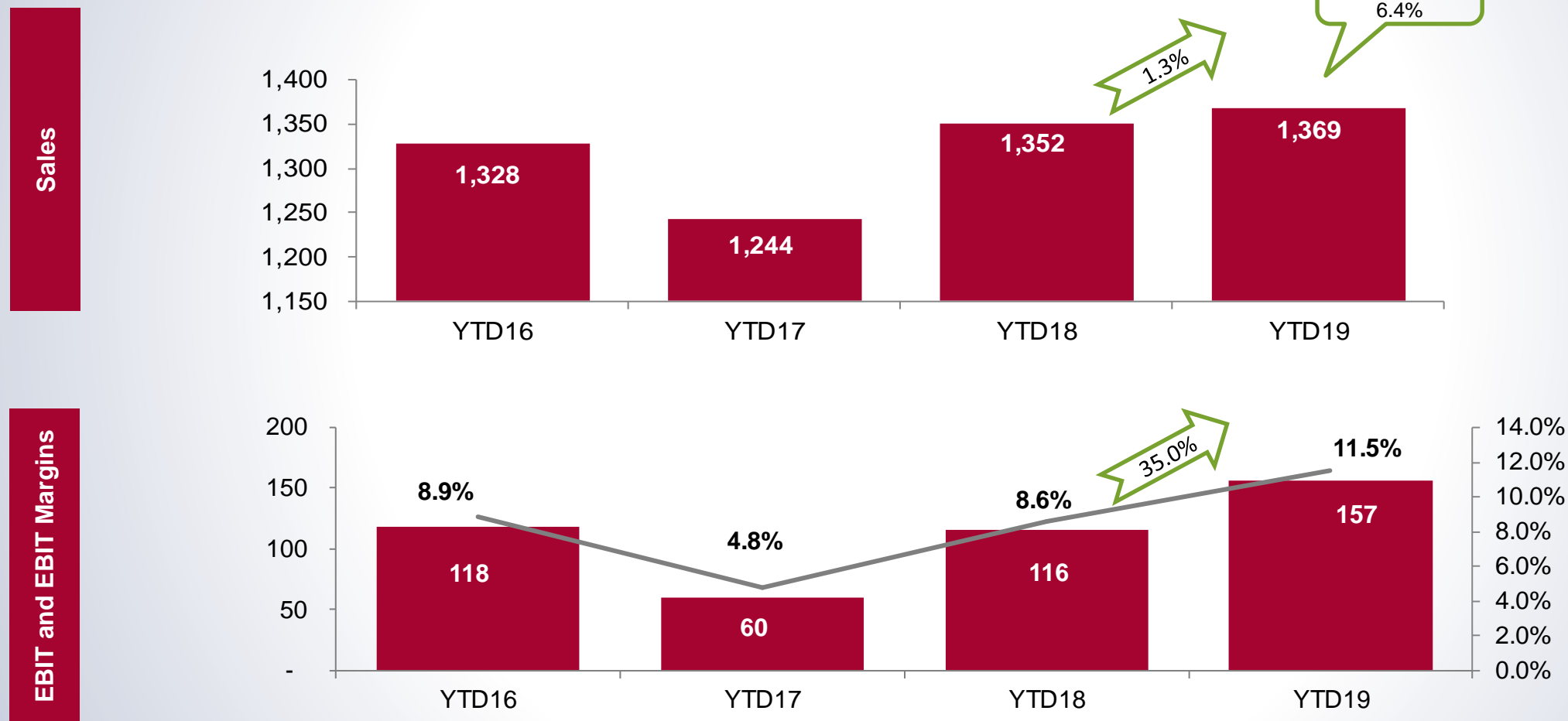
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Source: Três Corações Alimentos S.A. Consolidated Interim Financial Statements as of December 31st, 2019.

(1) EBIT before Other Expenses/ Income.

Sabra YTD Snapshot

NIS mm; Non-GAAP; for 100% share

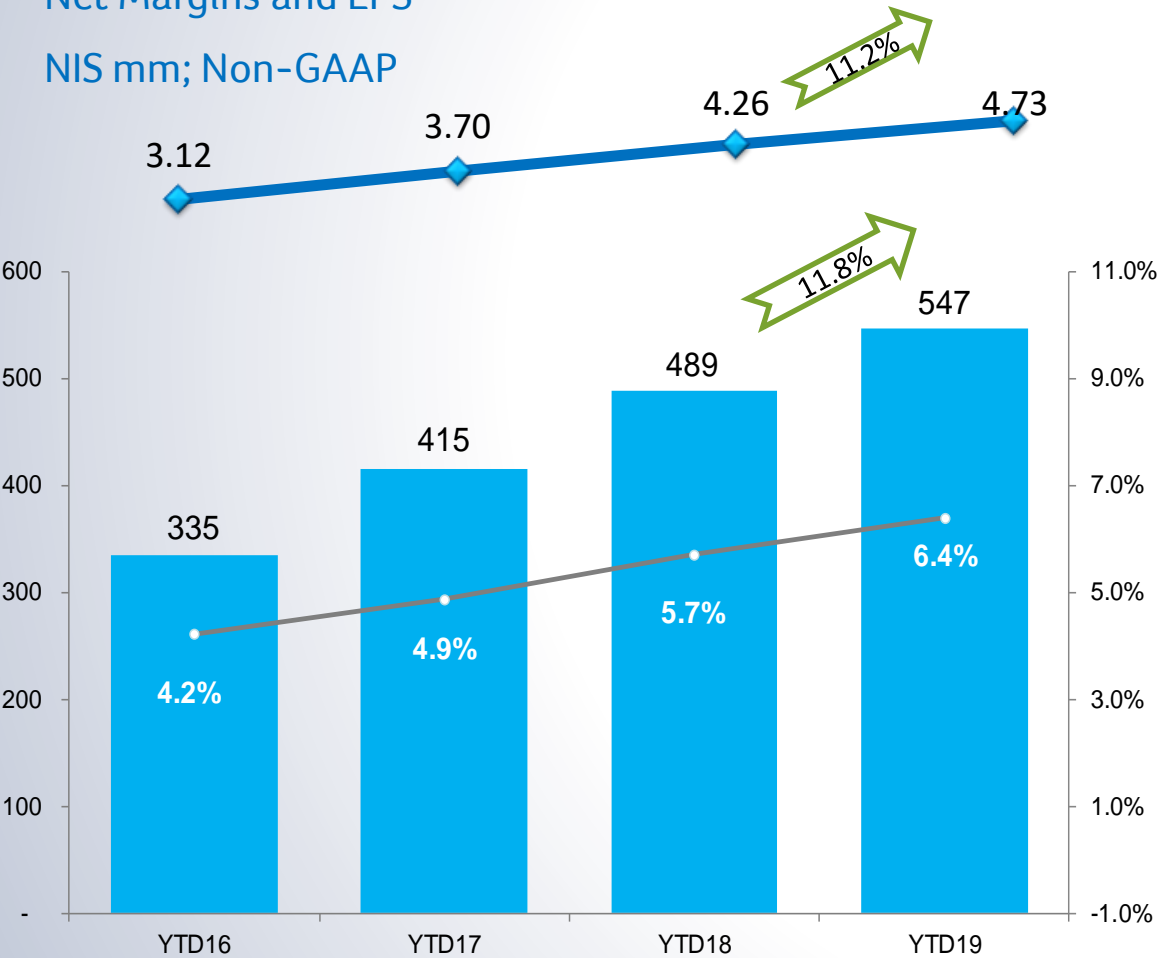


Note: Sabra Dipping Company ("Sabra") is a company jointly held by PepsiCo (50%) and Strauss Group (50%) .

Net Income

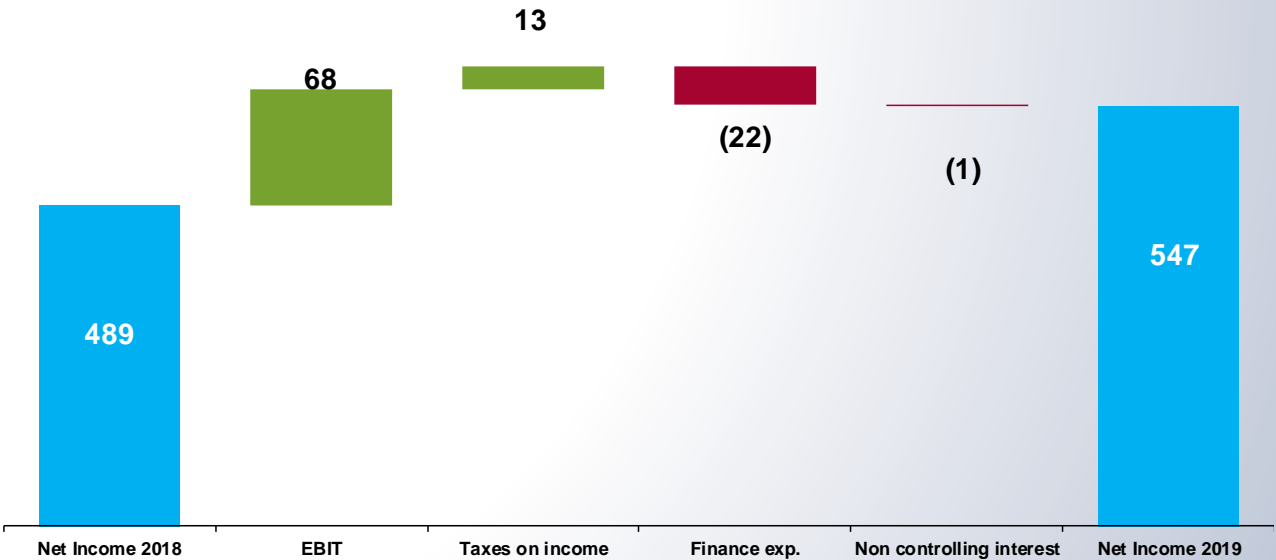
YTD Net Profit (attributed to the Company's shareholders),
Net Margins and EPS

NIS mm; Non-GAAP



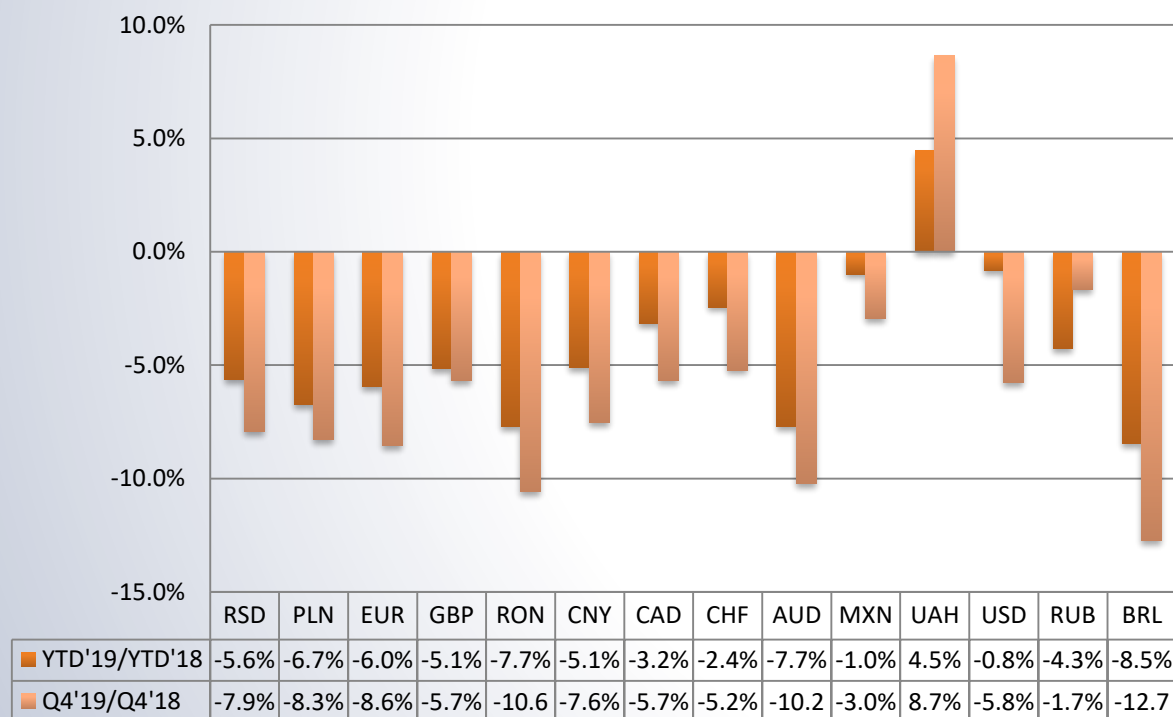
YTD Net Profit (attributed to the Company's shareholders)
Bridge NIS mm;

Non-GAAP; YTD 2018 to YTD 2019

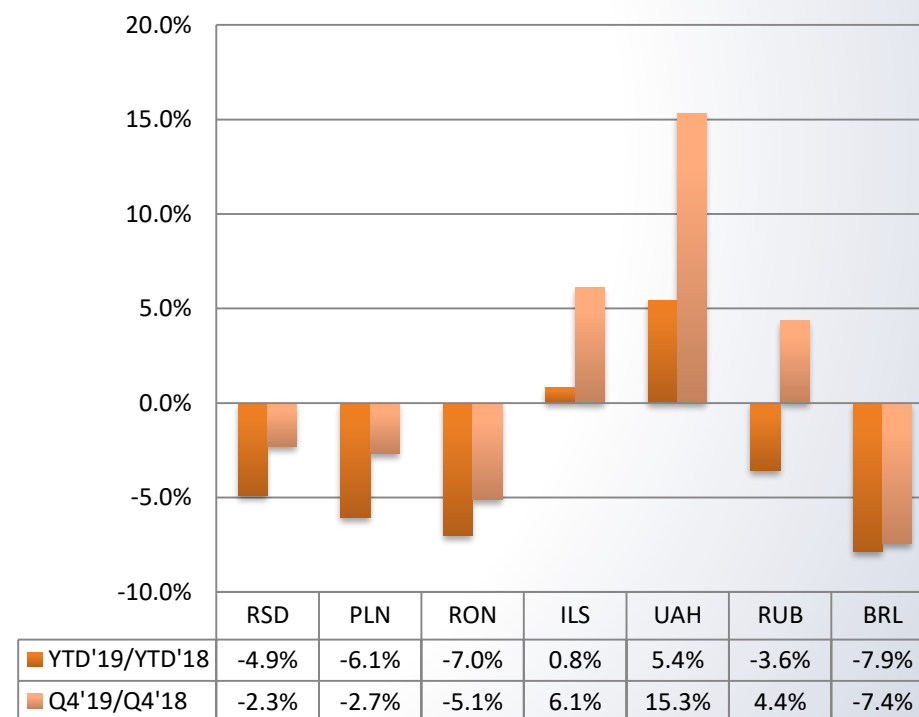


Currencies

Local Currencies vs. the NIS



Local Currencies vs. the USD



Strauss Israel

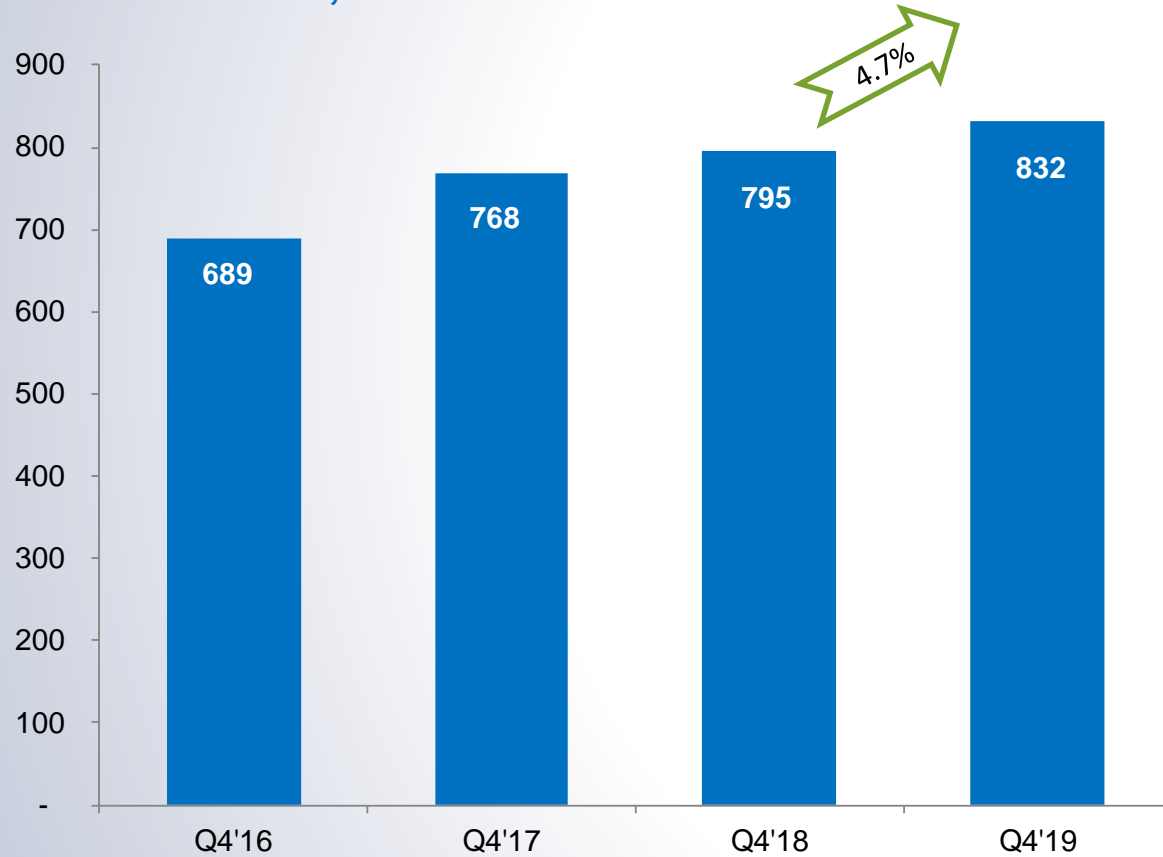
Strauss Israel Non-GAAP Financial Highlights Q4 and YTD 2019 NIS mm



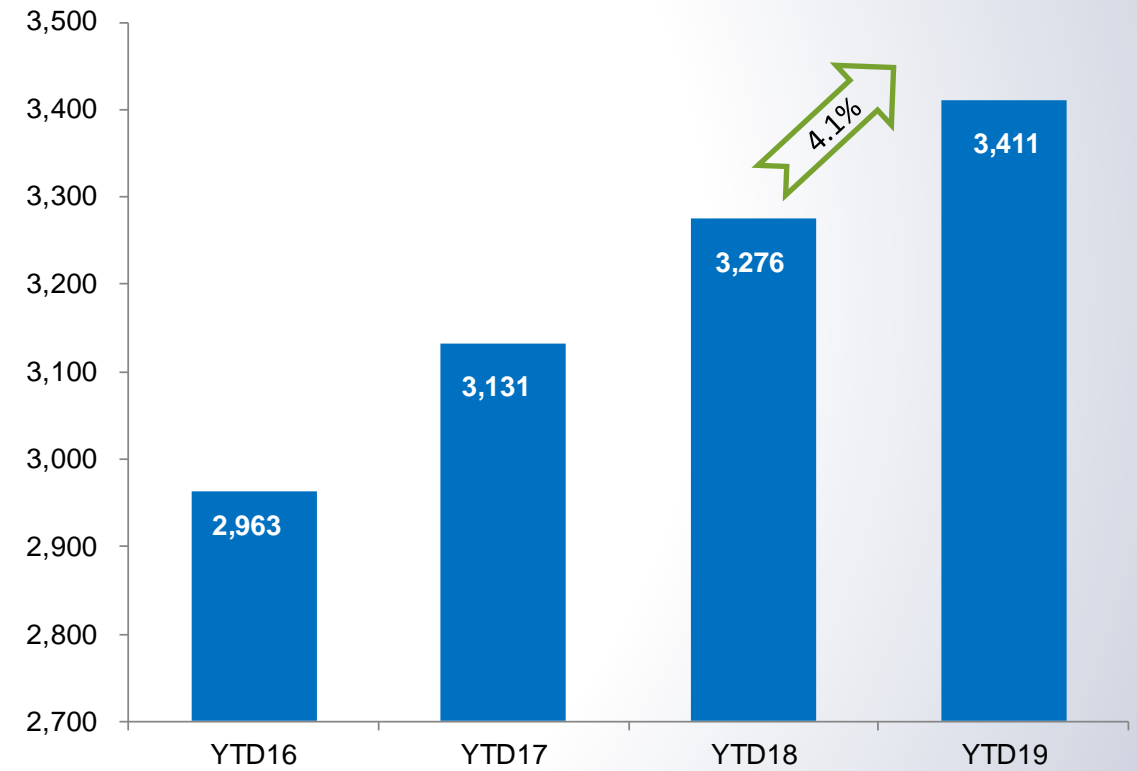
Strauss Israel (Non GAAP)						
	YTD 2019	YTD 2018	% Chg.	Q4 2019	Q4 2018	% Chg.
Revenue:						
H&W	2,277	2,177	4.6%	565	534	5.9%
F&I	1,134	1,099	3.2%	267	261	2.3%
Total Revenue	3,411	3,276	4.1%	832	795	4.7%
Total Gross Profit	1,354	1,272	6.4%	330	314	4.8%
<i>Gross Margins</i>	39.7%	38.9%	0.8%	39.6%	39.6%	0.0%
EBIT:						
H&W	251	229	9.4%	62	57	9.8%
<i>Margins</i>	11.0%	10.5%	0.5%	11.0%	10.6%	0.4%
F&I	119	114	4.8%	18	18	1.5%
<i>Margins</i>	10.5%	10.4%	0.1%	6.8%	6.9%	(0.1%)
Total EBIT	370	343	7.9%	80	75	7.8%
<i>Margins</i>	10.8%	10.5%	0.3%	9.7%	9.4%	0.3%
EBITDA:						
H&W	333	285	16.8%	85	71	20.3%
<i>Margins</i>	14.6%	13.1%	1.5%	15.1%	13.3%	1.8%
F&I	177	152	17.1%	32	28	16.9%
<i>Margins</i>	15.7%	13.8%	1.9%	12.3%	10.7%	1.6%
Total EBITDA	510	437	16.9%	117	99	19.4%
<i>Margins</i>	15.0%	13.3%	1.7%	14.2%	12.4%	1.8%

Strauss Israel

Q4 2019 Strauss Israel Sales
NIS mm; Non-GAAP

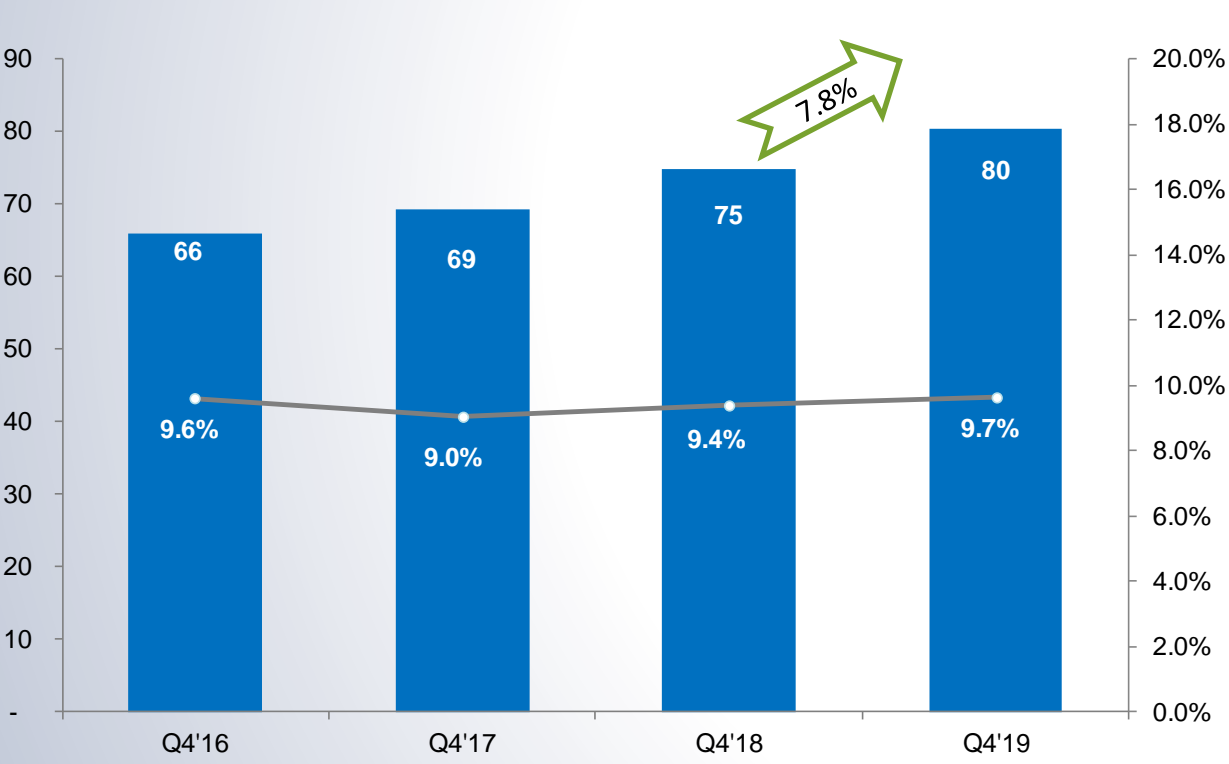


YTD 2019 Strauss Israel Sales
NIS mm; Non-GAAP

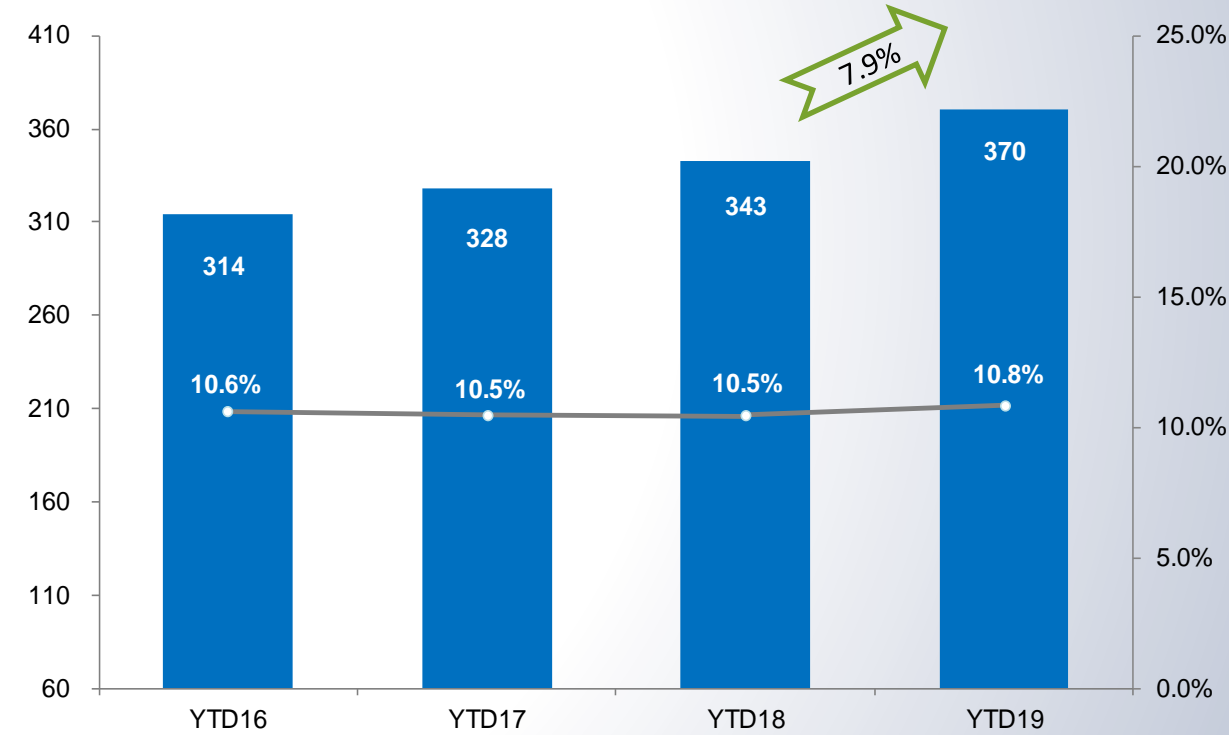


Strauss Israel

Q4 2019 Strauss Israel EBIT & EBIT Margins
NIS mm; Non-GAAP

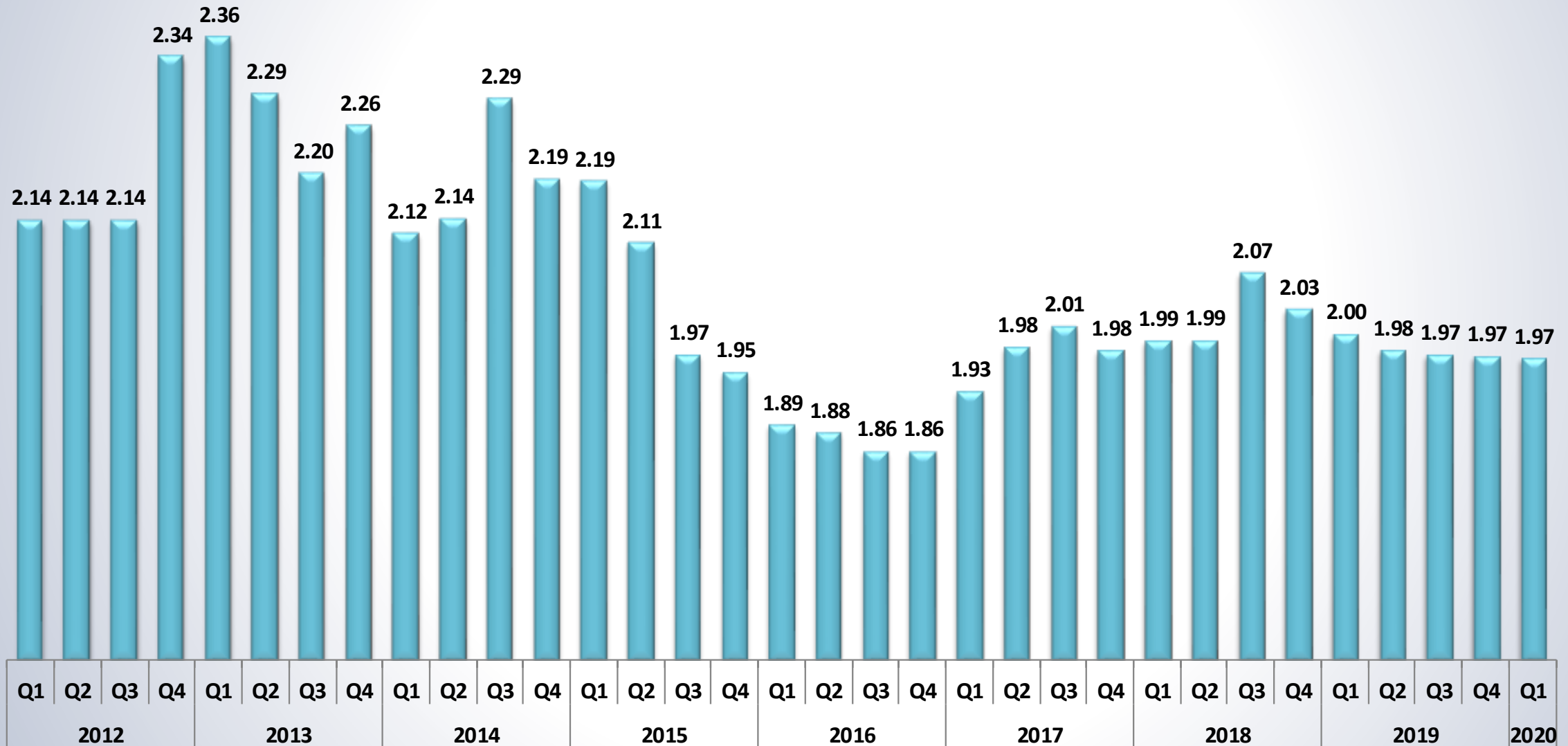


YTD 2019 Strauss Israel EBIT & EBIT Margins
NIS mm; Non-GAAP



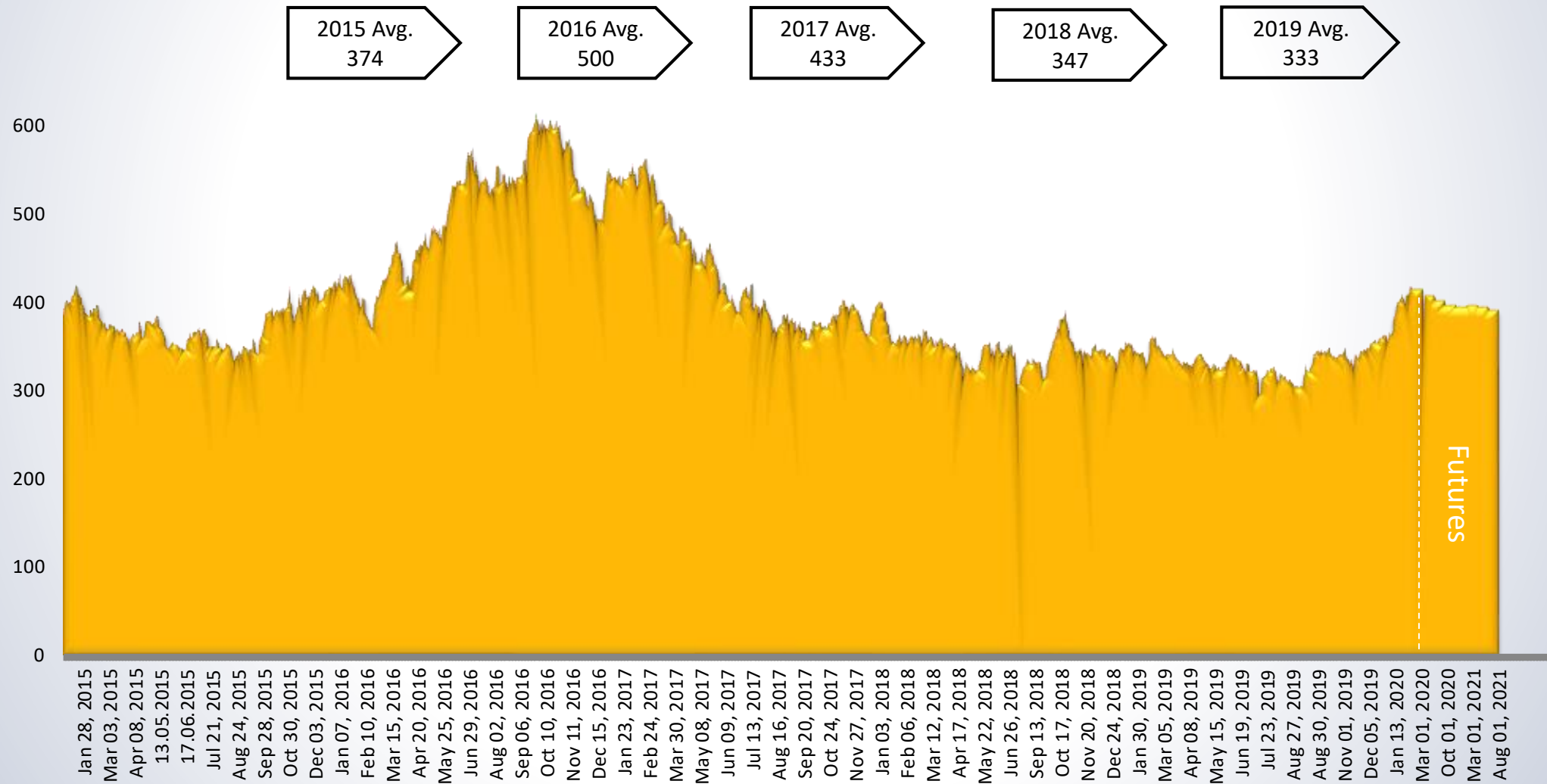
Target Milk Price (NIS per liter)

Prices exclude Strauss transportation costs



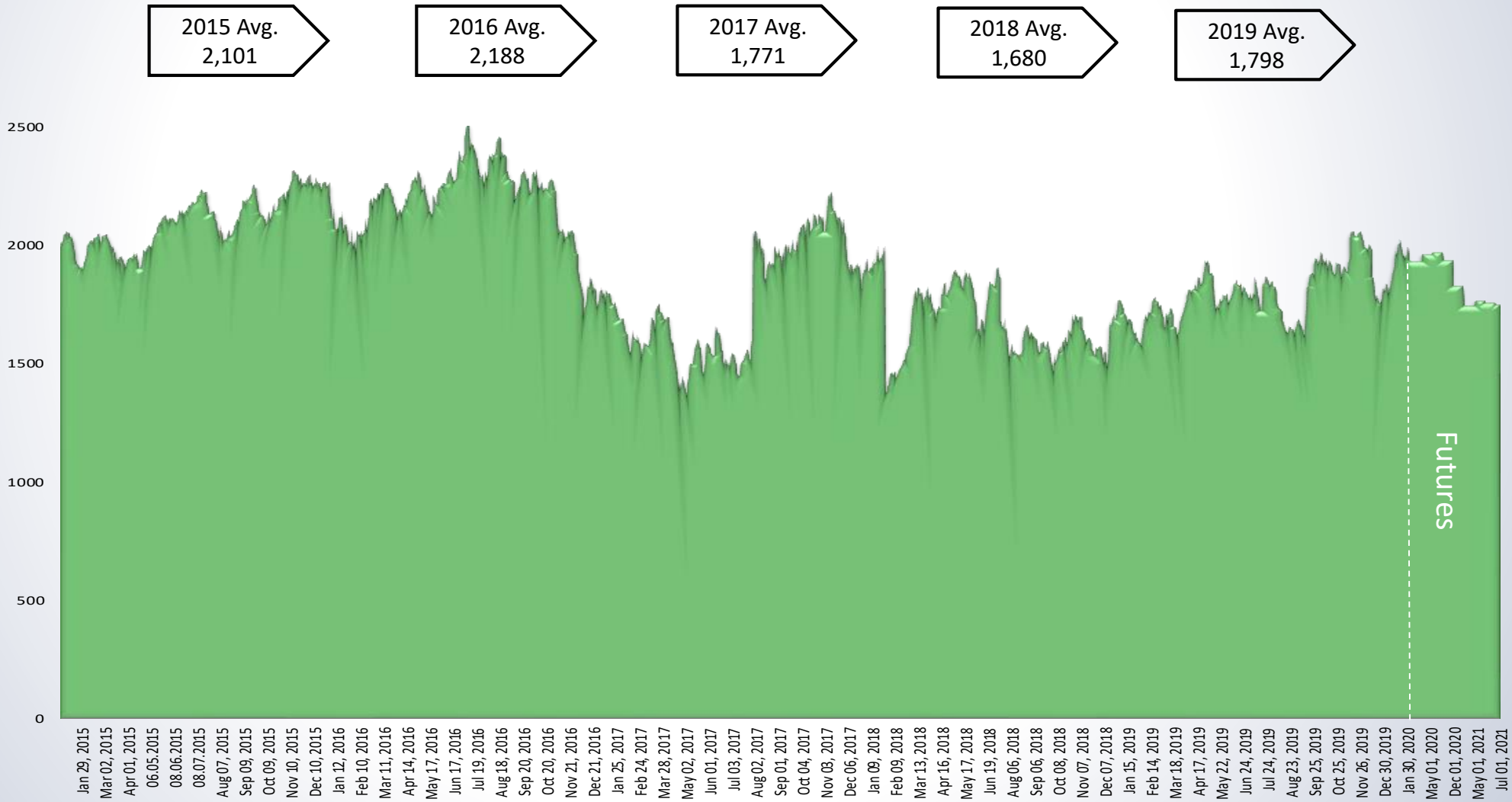
London Sugar Historical & Futures Prices 2015-2019

(\$\T)



London Cocoa Historical & Futures Prices 2015-2019

(GBP\T)



Strauss Coffee Non-GAAP Financial Highlights

Q4 and YTD 2019 NIS mm

Strauss Coffee (Non GAAP)						
	YTD 2019	YTD 2018	% Chg.	Q4 2019	Q4 2018	% Chg.
Revenue:						
Israel	754	737	2.2%	171	186	(8.4%)
International	2,972	3,214	(7.5%)	762	833	(8.4%)
Total Revenue	3,726	3,951	(5.7%)	933	1,019	(8.4%)
Total Gross Profit	1,346	1,374	(2.0%)	324	334	(3.0%)
<i>Gross Margins</i>	36.1%	34.8%	1.3%	34.7%	32.8%	1.9%
EBIT:						
Israel	143	119	20.6%	15	29	(47.3%)
<i>Margins</i>	19.0%	16.1%	2.9%	8.8%	15.2%	(6.4%)
International	281	299	(6.1%)	71	52	34.4%
<i>Margins</i>	9.4%	9.3%	0.0%	9.2%	6.3%	2.9%
Total EBIT	424	418	1.5%	86	81	5.7%
<i>Margins</i>	11.4%	10.6%	0.8%	9.1%	7.9%	1.1%
EBITDA:						
Israel	179	134	33.3%	25	34	(27.2%)
<i>Margins</i>	23.7%	18.2%	5.5%	14.3%	18.1%	(3.8%)
International	356	356	0.2%	89	67	34.1%
<i>Margins</i>	12.0%	11.1%	0.8%	11.8%	8.1%	3.8%
Total EBITDA	535	490	9.2%	114	101	13.6%
<i>Margins</i>	14.4%	12.4%	2.0%	12.3%	9.9%	2.3%

Strauss Coffee Non-GAAP Sales by Geography

Q4 and YTD 2019 NIS mm

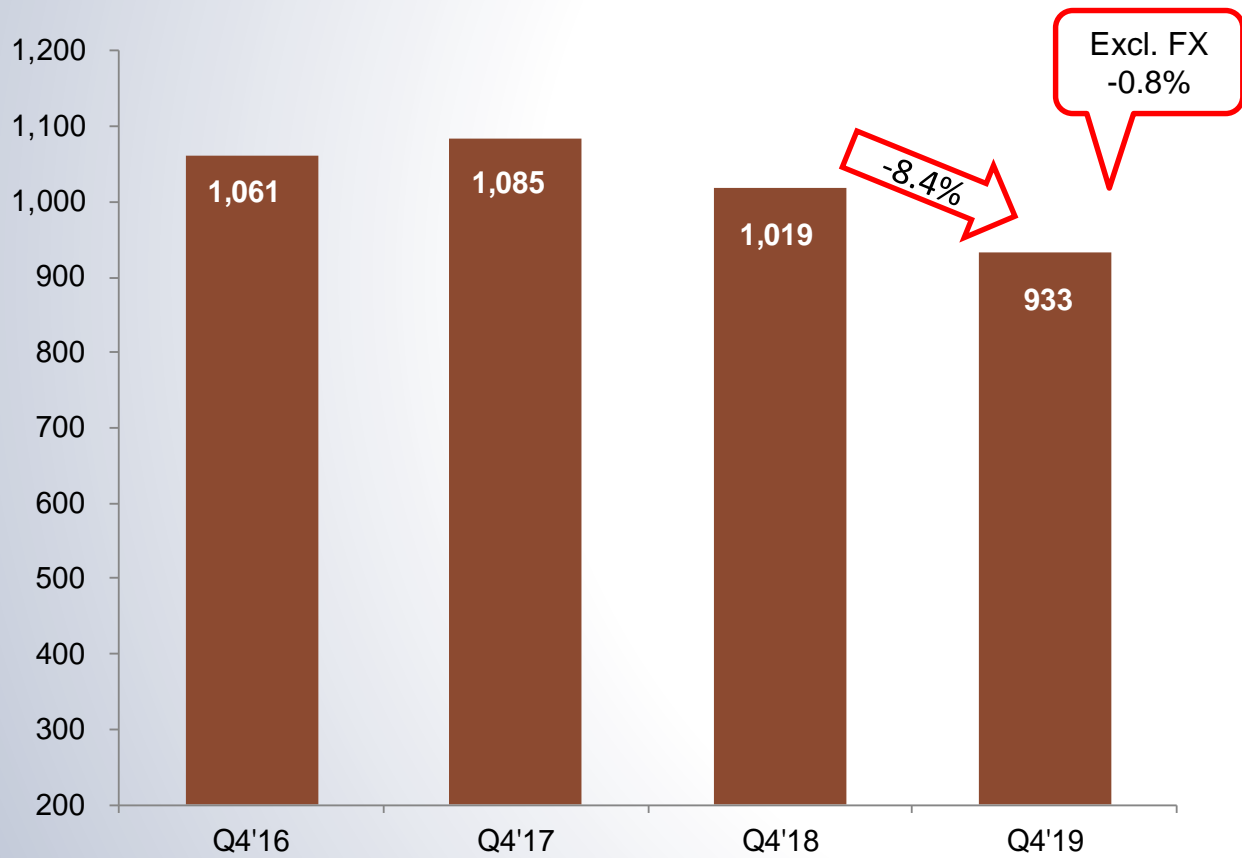
Strauss Coffee Sales								
	YTD 2019	YTD 2018	% Change		Q4 2019	Q4 2018	% Change	
			NIS	Local Currency			NIS	Local Currency
Israel	754	737	2.2%	2.2%	171	186	(8.4%)	(8.4%)
International:								
Três Corações Joint Venture (Brazil) (1)	1,793	1,963	(8.6%)	(0.1%)	437	504	(13.1%)	(0.3%)
CIS	579	574	0.9%	2.4%	165	150	10.1%	8.3%
Poland	279	305	(8.4%)	(1.7%)	72	77	(5.8%)	2.7%
Romania	183	221	(17.5%)	(10.4%)	48	58	(18.1%)	(8.5%)
Serbia	138	151	(8.6%)	(2.8%)	40	44	(9.2%)	(1.3%)
Total International	2,972	3,214	(7.5%)	(0.6%)	762	833	(8.4%)	1.1%
Total Coffee	3,726	3,951	(5.7%)	(0.1%)	933	1,019	(8.4%)	(0.8%)



Note: (1) Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C).
Source: Três Corações Alimentos S.A. Consolidated Interim Financial Statements as of December 31st, 2019.

Strauss Coffee

Q4 2019 Strauss Coffee Sales
NIS mm; Non-GAAP



YTD 2019 Strauss Coffee Sales
NIS mm; Non-GAAP

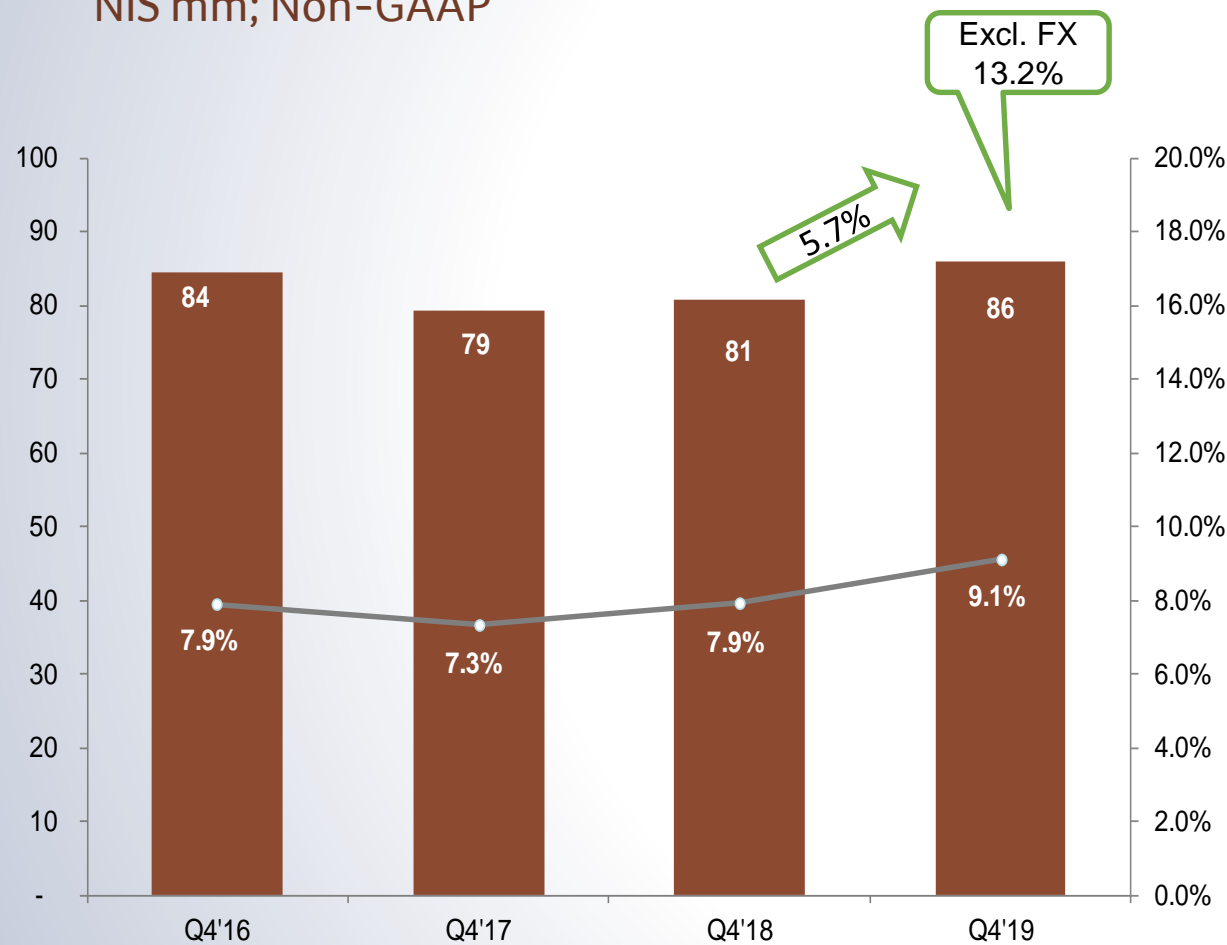


Note: Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C).

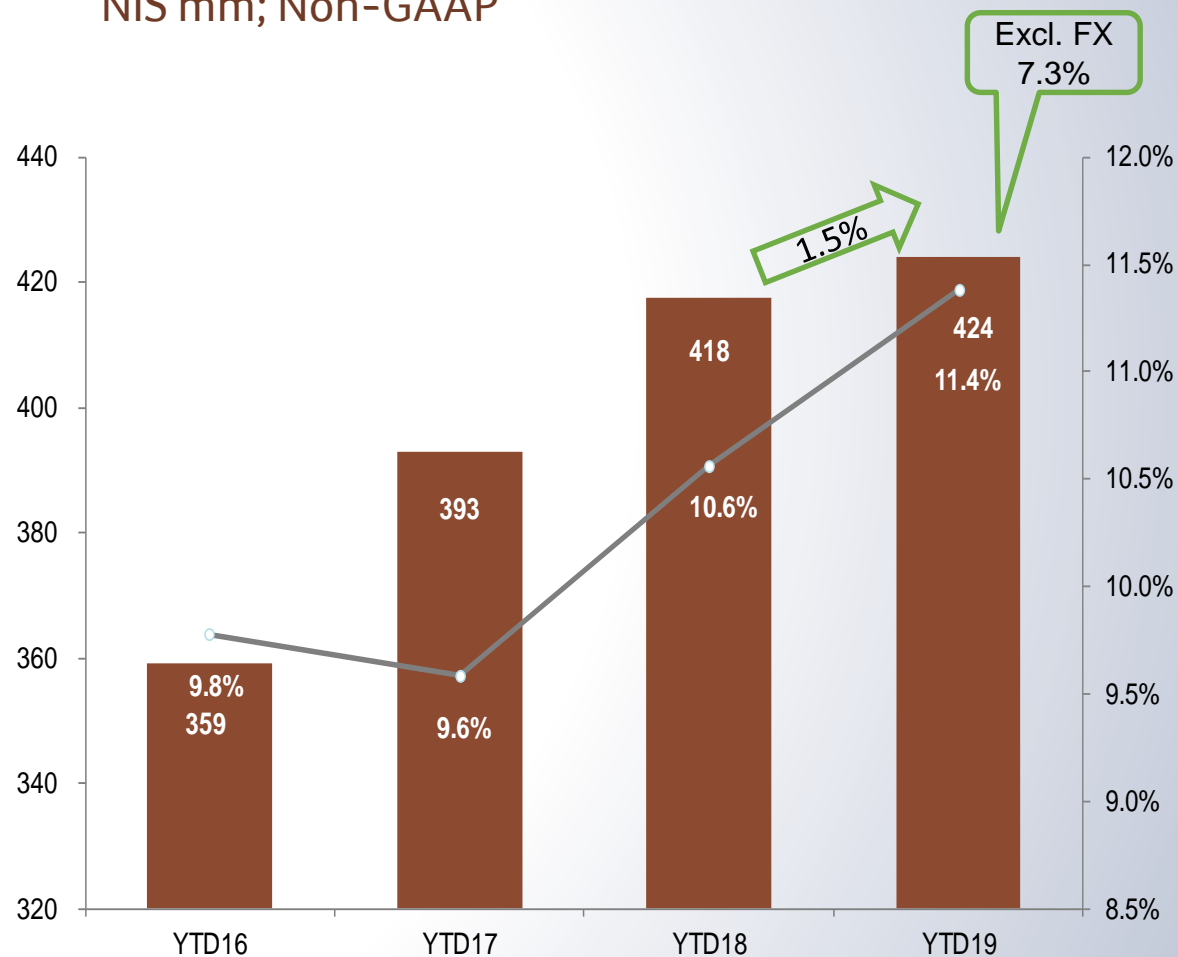


Strauss Coffee

Q4 2019 Strauss Coffee EBIT & EBIT Margins
NIS mm; Non-GAAP



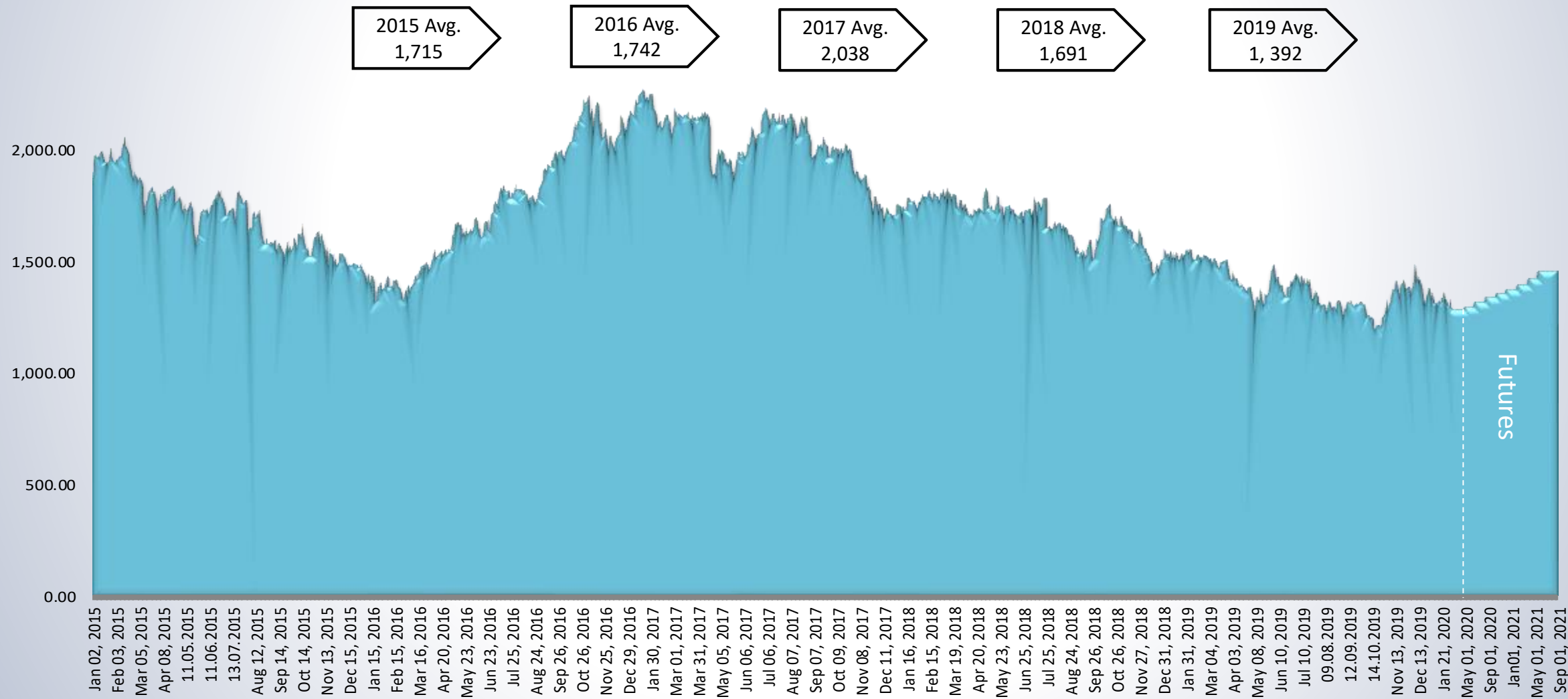
YTD 2019 Strauss Coffee EBIT & EBIT Margins
NIS mm; Non-GAAP



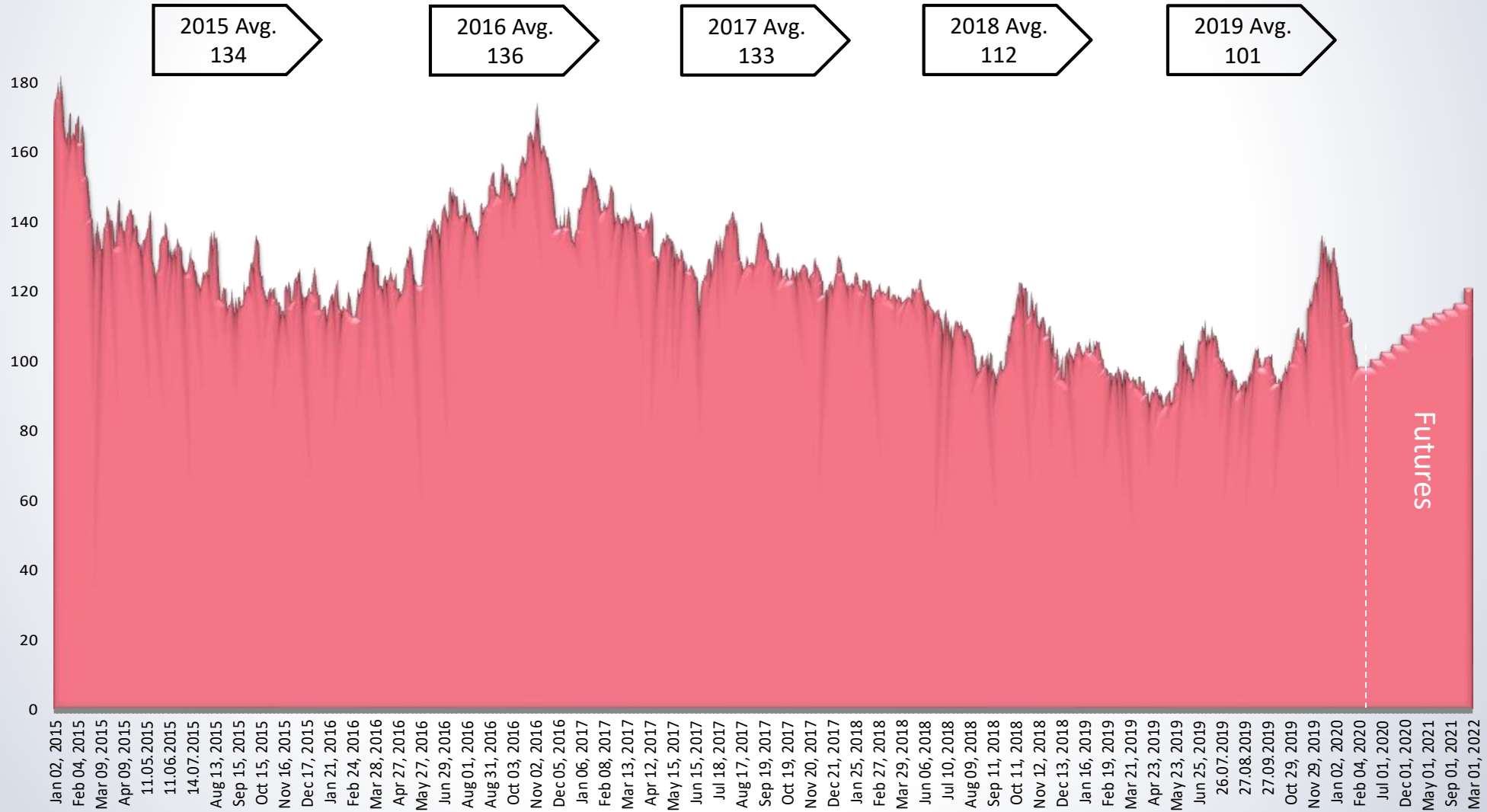
Note: Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C).



Robusta Historical & Futures Prices 2015-2019 (\$\T)



Arabica Historical & Futures Prices 2015-2019 (Cent\Lb)



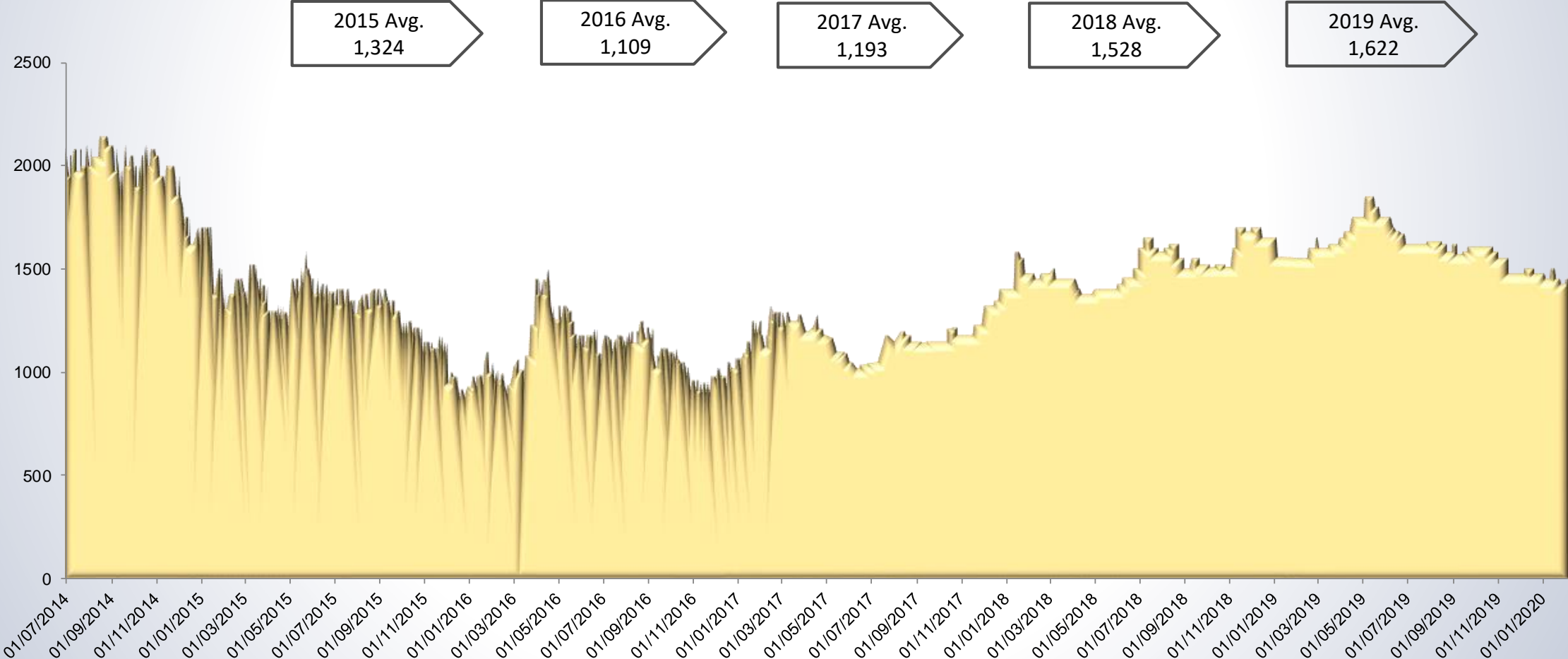
INTERNATIONAL DIPS & SPREADS

Strauss D&S Non-GAAP Financial Highlights
YTD and Q4 2019 NIS mm; 50% share

	Dips & Spreads (Non GAAP)					
	YTD 2019	YTD 2018	% Chg.	Q4 2019	Q4 2018	% Chg.
Revenue:						
Sabra (50%)	685	676	1.4%	163	161	1.1%
Obela (50%)	86	83	3.5%	25	25	0.4%
Total Revenue	771	759	1.5%	188	186	1.0%
EBIT:						
Sabra (50%)	79	58	35.7%	10	10	(1.7%)
Margins	11.5%	8.6%	2.9%	6.0%	6.2%	(0.2%)
Obela (50%)	(8)	(9)	NM	(1)	(2)	NM
Margins	NM	NM	NM	NM	NM	NM
Total EBIT	71	49	44.7%	9	8	16.9%
Margins	9.2%	6.5%	2.7%	4.8%	4.1%	0.7%
EBITDA:						
Total EBITDA	97	76	27.5%	15	14	6.3%
Margins	12.6%	10.1%	2.5%	8.2%	7.8%	0.4%

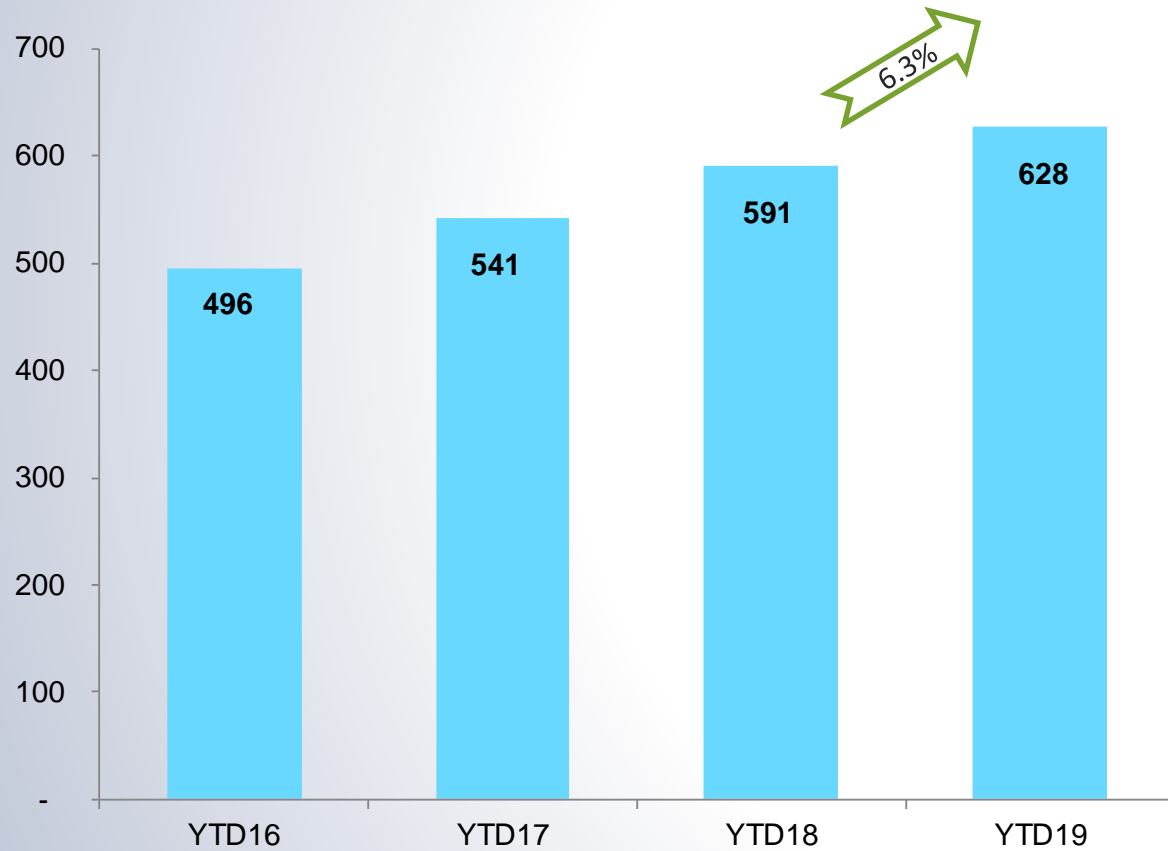
- Figures were rounded to NIS millions. Totals were calculated on the basis of the exact figures in NIS thousands.

HUMERA SESAME PRICES 2015-2019 (USD/METRIC TON)

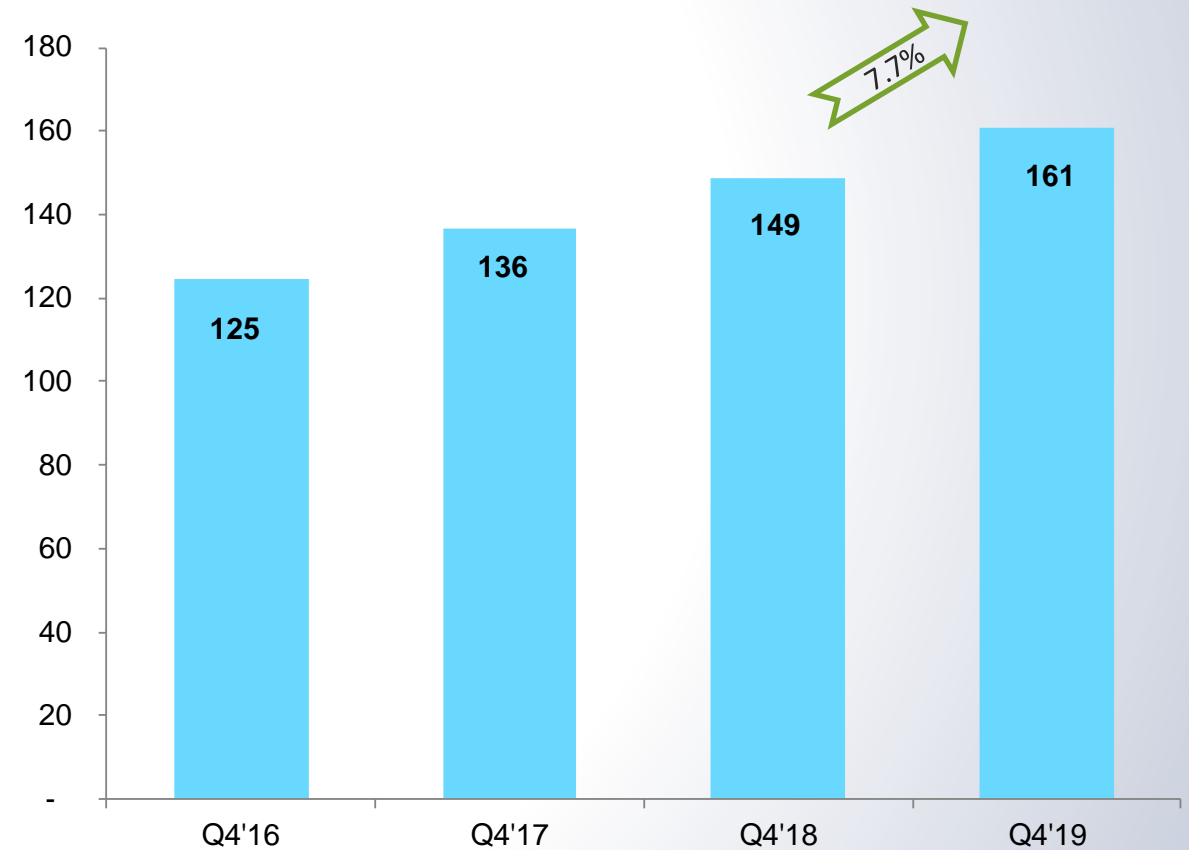


Strauss Water

YTD 2019 Strauss Water Non-GAAP Sales
NIS mm; Non-GAAP

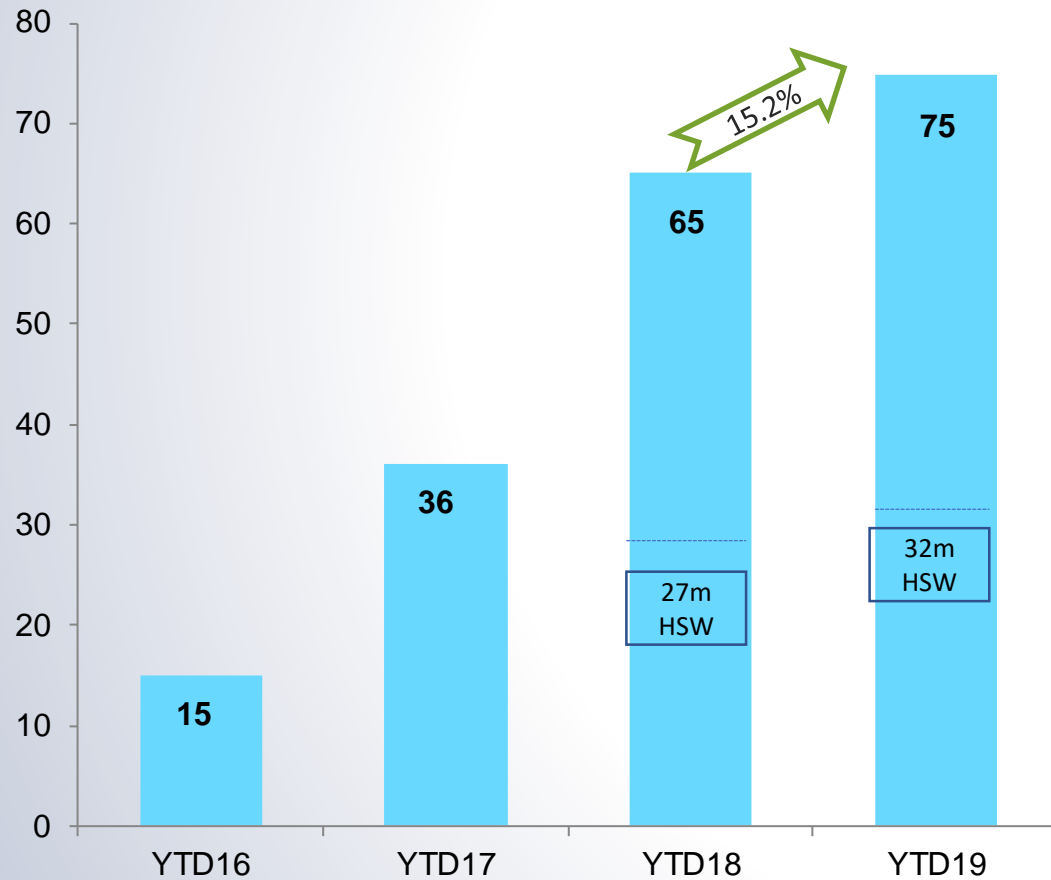


Q4 2019 Strauss Water Non-GAAP Sales
NIS mm; Non-GAAP

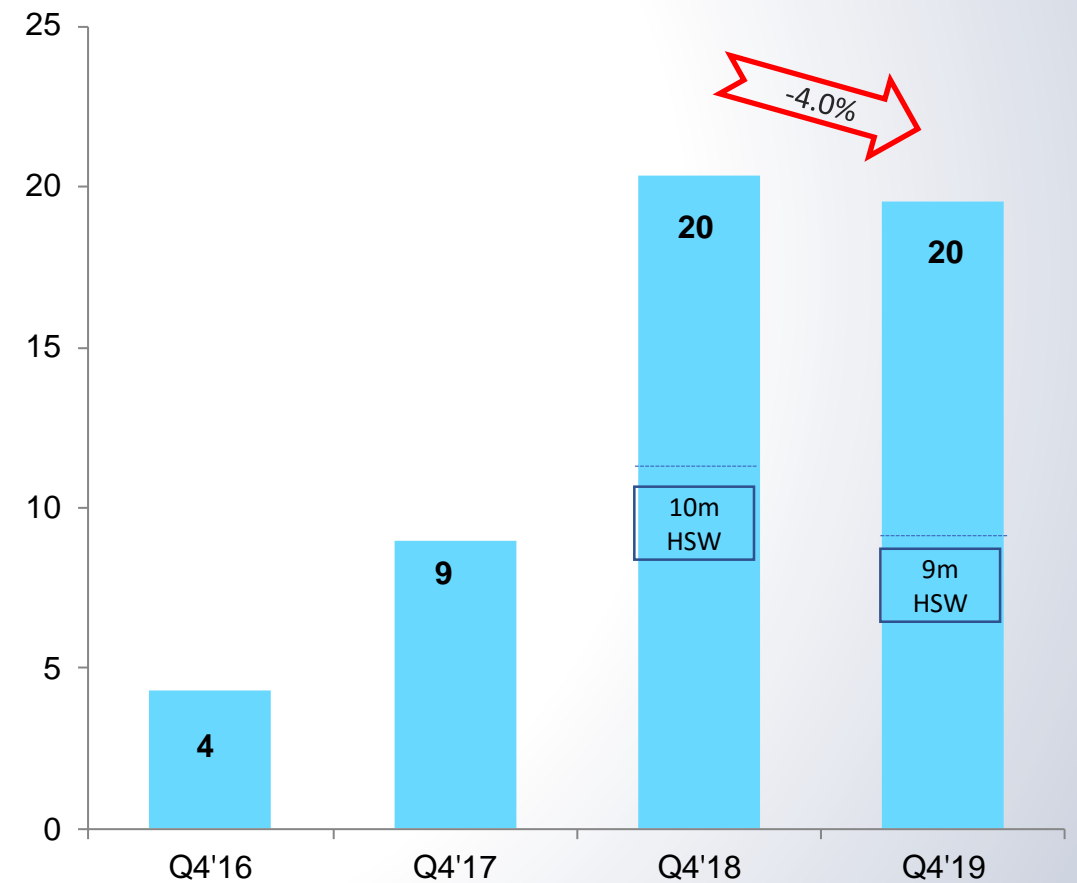


Strauss Water

YTD 2019 Strauss Water Non-GAAP EBIT
NIS mm; Non-GAAP



Q4 2019 Strauss Water Non-GAAP EBIT
NIS mm; Non-GAAP



Note: 1. Water EBIT includes net profits from HSW – YTD 18 – 27m NIS; YTD 19 – 32m NIS; Q4 18 – 10m NIS; Q4 19 – 9m NIS

IFRS-16 Impact on EBITDA

NIS, Non GAAP

	2019			Fourth Quarter 2019		
	Before the effect of IFRS 16	Effect of IFRS 16	After the effect of IFRS 16	Before the effect of IFRS 16	Effect of IFRS 16	After the effect of IFRS 16
Strauss Israel						
Health & Wellness	309	24	333	78	7	85
Fun & Indulgence	155	22	177	27	5	32
Strauss Coffee						
Israel Coffee	157	22	179	18	6	24
International Coffee	340	16	356	88	2	90
International Dips & Spreads	97	-	97	15	-	15
Strauss Water	98	15	113	26	4	30
Other	10	5	15	(8)	2	(6)

IFRS-16 Impact on Depreciation

NIS, Non GAAP

	2019			Fourth Quarter 2019		
	Under the previous policy	Change	Under IFRS 16	Before the effect of IFRS 16	Effect of IFRS 16	After the effect of IFRS 16
Strauss Israel						
Health & Wellness	60	22	82	17	6	23
Fun & Indulgence	38	20	58	9	5	14
Strauss Coffee						
Israel Coffee	15	21	36	3	6	9
International Coffee	61	14	75	15	4	19
International Dips & Spreads	25	1	26	5	1	6
Strauss Water	24	14	38	6	4	10
Other	18	4	22	7	1	8

Thank You

For further details please contact:

Daniella Finn| Investor Relations

Phone: + 972-3-675-2545

Daniella.finn@Strauss-Group.com

www.strauss-group.com

