



# Strauss Group Financial Results

Q2 2024 Earnings Presentation | August 29<sup>th</sup>, 2024



# Disclaimer

# GAAP to Non-GAAP Reconciliations



This presentation does not constitute an offering to purchase or sell securities of Strauss Group Ltd. (the "Company") or an offer for the receipt of such offerings. The presentation's sole purpose is to provide information. The information provided in the presentation concerning the analysis of the Company's activity is only an extract, and in order to receive a complete picture of the Company's activity and the risks it faces, one should review the Company's reports to the Israel Securities Authority and the Tel Aviv Stock Exchange.

The presentation may contain forward-looking statements as defined in the Israeli Securities Law, 5728-1968. All forward-looking statements in this presentation are made based on the Company's current expectations, evaluations and forecasts, and actual results may differ materially from those anticipated, in whole or in part, as a result of different factors including, but not limited to, changes in market conditions and in the competitive and business environment, regulatory changes, currency fluctuations or the occurrence of one or more of the Company's risk factors. In addition, forward-looking forecasts and evaluations are based on information in the Company's possession while preparing the presentation. The Company does not undertake any obligation to update forward-looking forecasts and evaluations made herein to reflect events and/or circumstances that may occur after this presentation was prepared.

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).

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.





# Shai Babad

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Group CEO



# CONTINUING OUR COMMITMENT TO SUPPORT THE ISRAELI ECO-SYSTEM



Launch of the farmers' fund



Employee ambassadors' program



Annual volunteer day



Lapidot leadership program  
for orthodox women



Donating products to our soldiers



Tapuchips and our farmers

# WE ARE BUILDING STRONG INFRASTRUCTURE IN FULL ALIGNMENT WITH OUR 2024 FOCUS AREAS & STRATEGY



Strauss Israel  
value growth  
& snacking

Investments on core -  
capex & marketing

Confectionery  
continuous  
improvement

Leveraging our  
go to market  
strategy

China DD% growth &  
investing in a new  
factory

IB growth in water  
Israel with work on  
product offering

Portfolio  
optimization

Productivity push

HEALTH & CAPABILITIES – EXECUTION CULTURE, CHANGE MANAGEMENT

# YET, WE STILL HAVE CHALLENGES TO ADDRESS: INFLATION, MARKET SHARE AND UNDERPERFORMING BUSINESSES

**1**

INCREASE IN  
RAW MATERIAL  
COSTS AND  
DERIVATIVES



**2**

BRAZIL WEAKER  
RESULTS DUE TO  
HIGH GREEN  
COFFEE PRICES



**3**

WAR IN GAZA



**4**

SABRA STILL  
CHALLENGING





## OUR Q2 PERFORMANCE

### Net Sales

**2,754m**  
Net Sales

**+6.0%**  
Organic Growth

**4.9%**  
Sales vs 23'

### Gross profit

**841m**  
Gross

**30.5%**  
Gross Margin

**0.4%**  
Gross vs 23'

### EBIT

**151m**  
EBIT

**5.5%**  
EBIT Margin

**-10.3%**  
EBIT vs 23'

### Net profit

**83m**  
Net Profit

**3.0%**  
Net Margin

**-2.4%**  
Net vs 23'





## OUR H1 PERFORMANCE

### Net Sales

**5,343m**

Net Sales

**+2.7%**

Organic Growth

**3.2%**

Sales vs 23'

### Gross profit

**1,715m**

Gross

**32.1%**

Gross Margin

**2.3%**

Gross vs 23'

### EBIT

**355m**

EBIT

**6.7%**

EBIT Margin

**-6.0%**

EBIT vs 23'

### Net profit

**242m**

Net Profit

**4.5%**

Net Margin

**10.6%**

Net vs 23'





# Strauss Israel – Revenue growth momentum continues

## Highlights

- Fun & Indulgence recovery continues with a 25% growth
- Coffee sales rise ~11% aided by increased sales due to high holiday shift
- Market share increased to 12% up from 11.8% for the first half of 2024



## Performance by division

Values in NIS millions



	Health & Wellness	Fun & Indulgence	Coffee Israel
<b>Sales</b> vs 2023	<b>754m</b> 754m	<b>271m</b> 217m	<b>187m</b> 169m
<b>EBIT</b> vs 2023	<b>92m</b> 77m	<b>-12m</b> 0m	<b>19m</b> 14m
<b>%EBIT</b> Vs 2023	<b>12.1%</b> 10.2%	<b>-4.1%</b> -0.3%	<b>10.1%</b> 8.2%

## Financial performance

Values in NIS millions

### Net sales

+6.3%

1,140 1,212

Q2 2023 Q2 2024

### Operating Income

+9.5%

91 99

Q2 2023 Q2 2024

### Operating margin

7.9% 8.2%

Q2 2023 Q2 2024

# WE ARE PUSHING OUR CONSUMER CENTRICITY EFFORTS



## Top brands index \*

We continue to nurture our core brands, and 4 of the top 10 brands in Israel are from the Strauss Group



## Marketing initiatives

We have launched several significant campaigns in all our core business units, including a Milky & Golda ice cream cooperation



## Coffee International – Revenues grow 5% led by Brazil and Poland

### Highlights

- Revenues in Brazil were up 11% during the quarter
- Poland posted yet another strong set of quarterly results with revenues up 10% in local currency



### Global Coffee



### Financial performance

Values in NIS millions

#### Net sales

1,148      1,205  
Q2 2023      Q2 2024

+5.0%

#### Operating Income

77      61  
Q2 2023      Q2 2024

-20.8%

#### Operating margin

6.7%      5.1%  
Q2 2023      Q2 2024



# Strauss water – Continued growth and profit momentum



## Highlights

### China

- Stellar sales growth of 14.4%
- Net income up 11.6%

### Israel\*\*

- Sales rise 3% on higher installed base
- EBIT up 5.3%



## Performance by division

Values in NIS millions



Sales VS 2023	210M	230M*
	204M	204M

EBIT/Net*** VS 2023	25m	26m*
	24m	24m

% EBIT Vs 2023	12.0%
	11.8%

## Financial performance

Values in NIS millions

### Net sales



### Operating Income



### Operating margin



\* HSW 100% Of total shares

\*\* Israel including UK and ROW; Israel EBIT includes net income from HSW proportion

\*\*\* EBIT for Strauss Water; Net for HSW



WHERE WE WANT TO GO

## UPDATED STRATEGY – DOUBLE DOWN ON THE CORE

**STRONGER  
HOME BASE**



**BRAZIL COFFEE  
& BEYOND**



**INTERNATIONAL  
WATER PLAYER**



**FUTURE READY & RESILIENT**



# Ariel Chetrit

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Group CFO



# Q2 Highlights – Strauss Group



- Strauss Group Net sales growth is 4.9% (+6.0% organic excluding FX effect). Growth is led by Israel F&B following the confectionery strong recovery, price increases in Coffee international and a solid performance of Strauss Water
- NIS strengthened against major currencies during the quarter mainly against the BRL and the RUB, negatively impacting sales by NIS -27 million
- During the quarter Strauss Group continued to face significant input inflation, especially in Cocoa +237% and green coffee (both Robusta +56% and Arabica +19%)



# Q2 Highlights



## Strauss Israel

- Strauss Israel net sales increased by 6.3% following Confectionery market share recovery, Dairy strong performance driven by pricing
- H&W segment was flat due to the reclassification of the Energy category. Excluding this change, H&W sales are up 2.8%. H&W performance during the quarter was driven by Dairy, Yad Mordechai and Fresh Food segments
- H&W EBIT increased to 12.1% vs Q2'23 of 10.2% mainly due to price increase
- F&I Sales grew by 24.8% mainly due to Confectionery continuous recovery but EBIT is down to -4.1% vs Q2'23 of -0.3% mainly due to Cocoa commodities negative effect (-27M)
- Coffee Israel Sales are 10.7% higher which is mainly driven by the seasonality effect of the Passover holiday (early April in 2023 vs late April in 2024)
- Strauss Israel market share in the second quarter was 11.7% (same as in Q2'23)

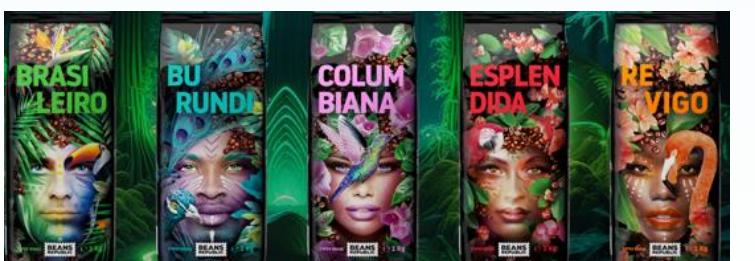


# Q2 Highlights



## Coffee International

- Coffee international sales were up 7.8% in local currency during the second quarter led by Brazil and Russia due to pricing change as result of continued green coffee cost inflation, and higher sales in Poland
- Sales in Brazil are up by 11.1% in local currency to BRL 1,178 million mainly due to pricing changes following green coffee cost inflation
- R&G market share in Brazil declined to 33.3% from 33.5% last year
- Russia & Ukraine posted sales growth of 14.7% in local currency due to pricing effect and higher volume Poland sales grew by 5.8% mainly due to higher volumes and pricing
- Brazil EBIT grew 5.6% to 56m BRL
- European EBIT was negatively impacted by higher green coffee prices



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

# Q2 Highlights



## Strauss Water

- Sales grew 2.9% in the second quarter mainly due to the higher installed base and appliances sold
- Haier Strauss Water (HSW) sales grew 14.4% in local currency to reach 448m ¥ (100% share), mainly due to better mix



# Financial Highlights | Reported Non GAAP



## Q2 2024

**Q2'24 Sales: NIS 2,754mm**  
**Sales growth: 4.9%, Organic Sales growth: 6.0%**

**Q2'24 Gross margin 30.5% (-140 bps down vs. Q2'23)**

**EBIT and EBIT margins:**  
**NIS 151mm (down -10.3%); 5.5% (-100 bps down vs. Q2'23)**

**Net income and Net margins:**  
**NIS 83mm (down -2.4%); 3.0% (-20 bps down vs. Q2'23)**

## YTD 2024

**YTD'24 Sales: NIS 5,343mm**  
**Sales growth: 3.2%, Organic Sales growth: 2.7%**

**YTD'24 Gross margin 32.1% (-30 bps down vs. YTD'23)**

**EBIT and EBIT margins:**  
**NIS 355mm (down -6.0%); 6.7% (-60 bps down vs. YTD'23)**

**Net income and Net margins:**  
**NIS 242mm (up 10.6%); 4.5% (30 bps up vs. YTD'23)**



# Q2 2024

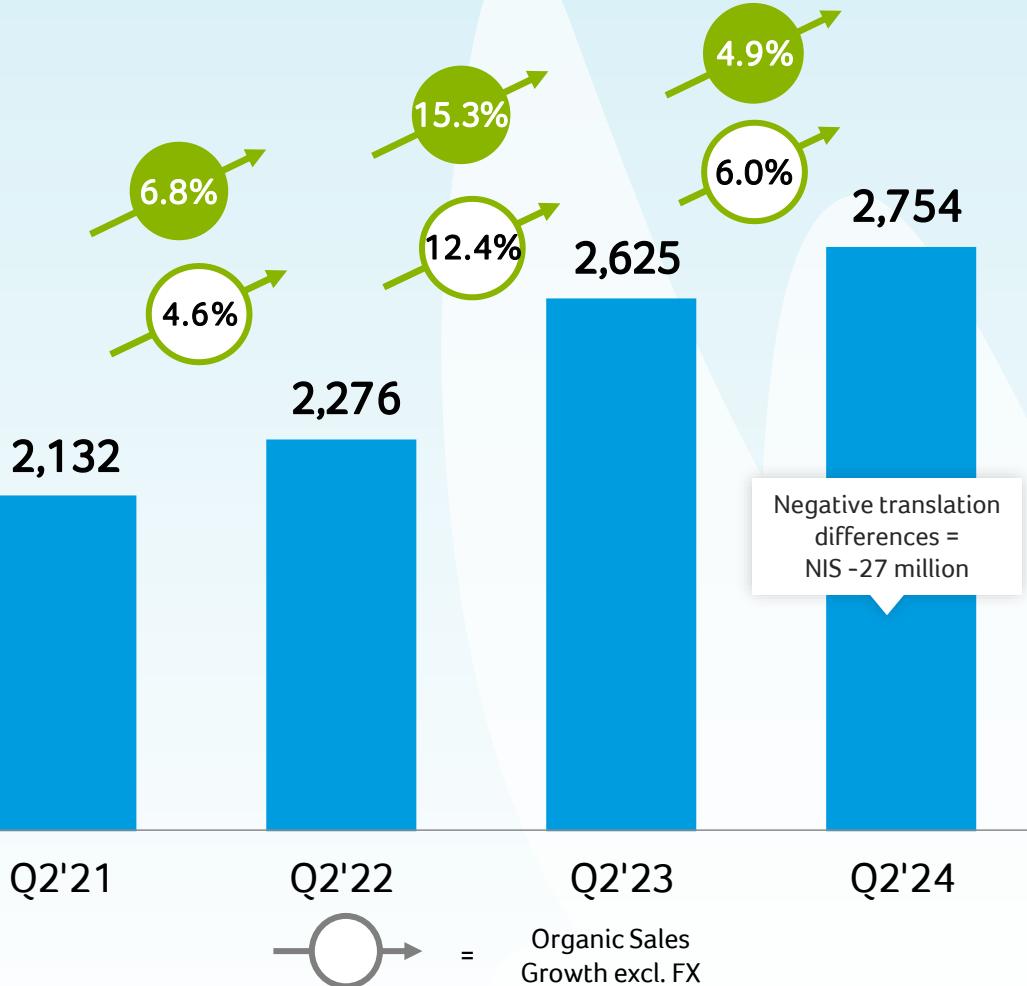
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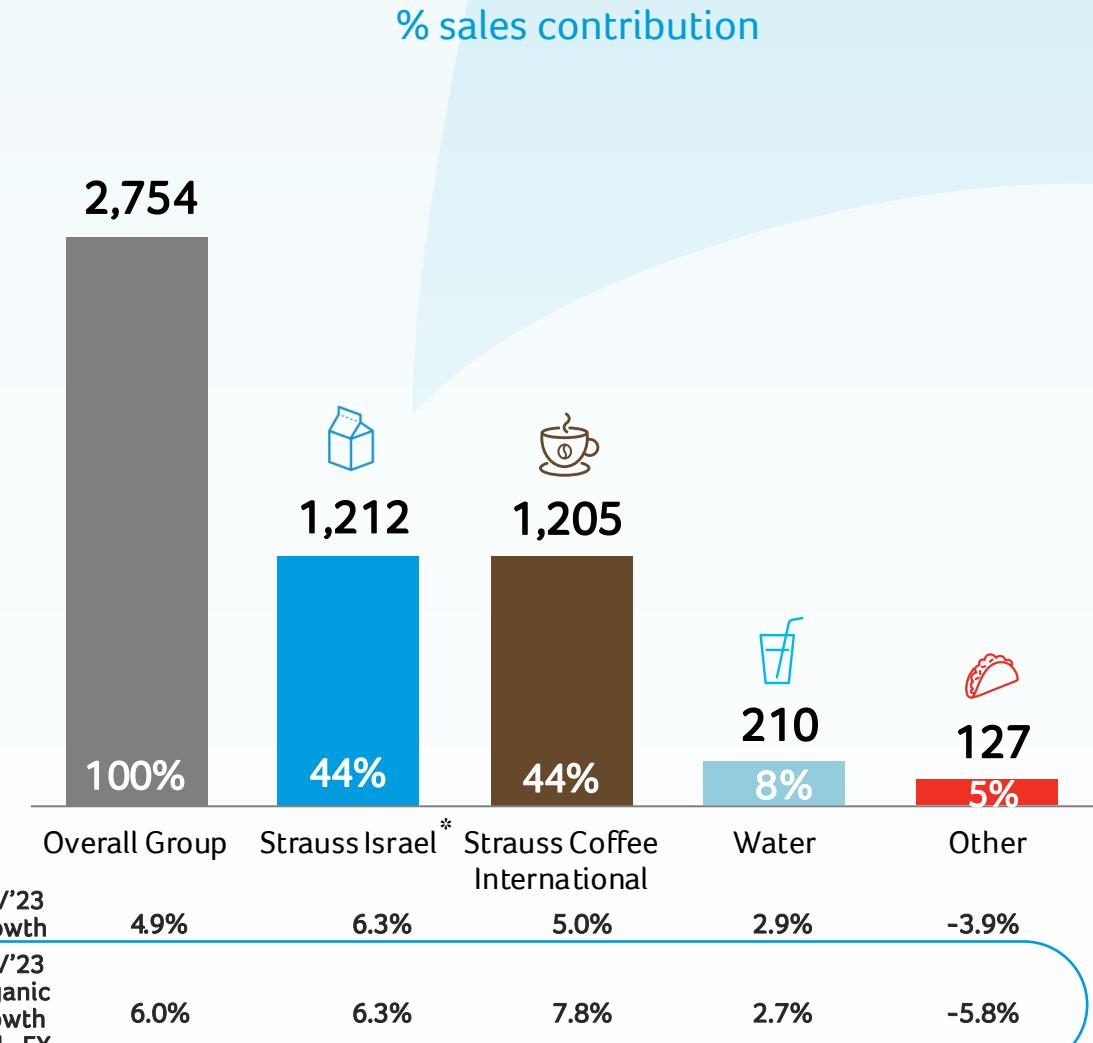
# Sales | NIS mm; Non-GAAP



## Q2 2024 Sales

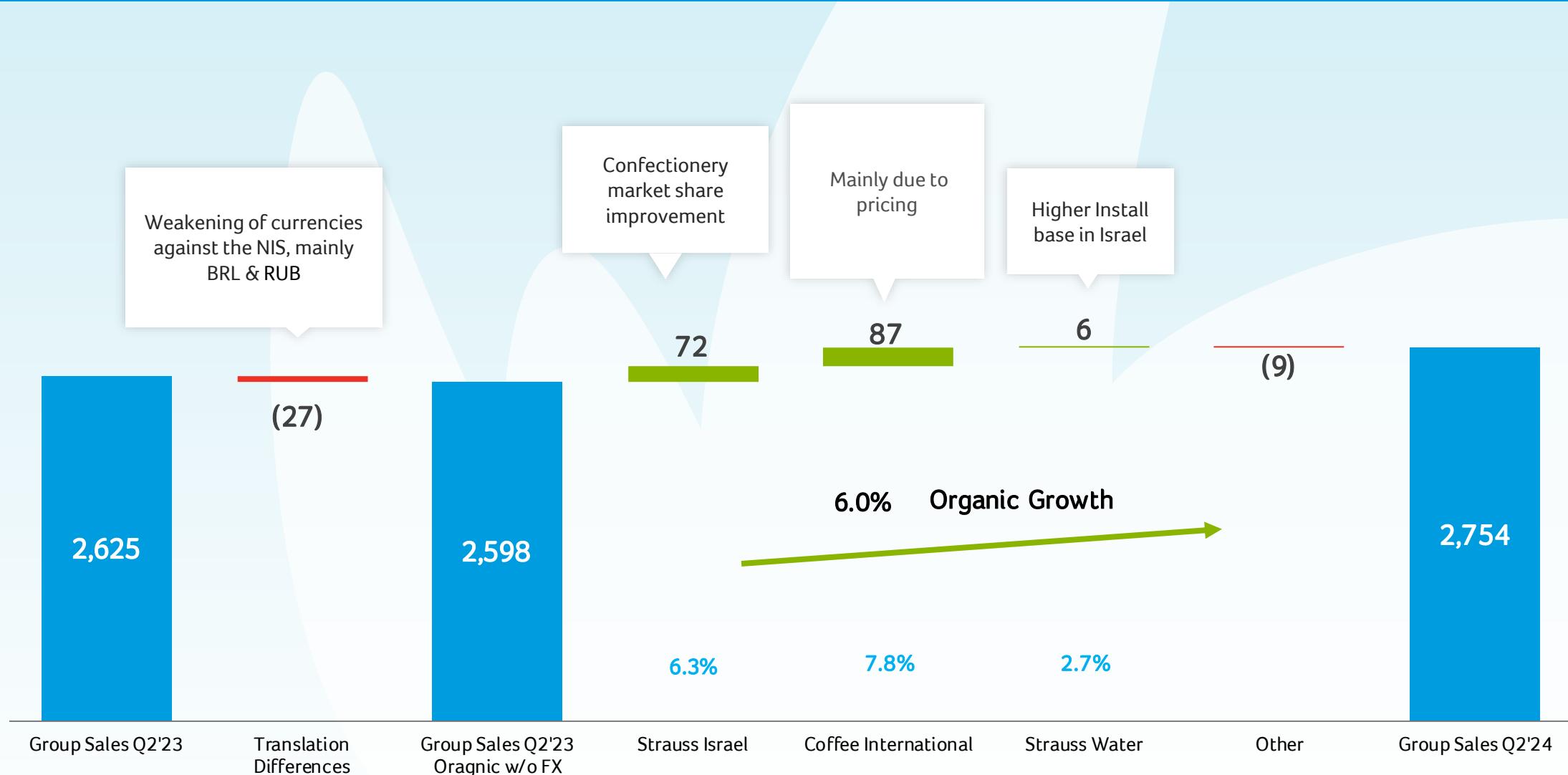


## Q2 2024 Sales by Segments



# Q2 Sales Bridge

NIS mm; Non-GAAP; Q2'23 to Q2' 24

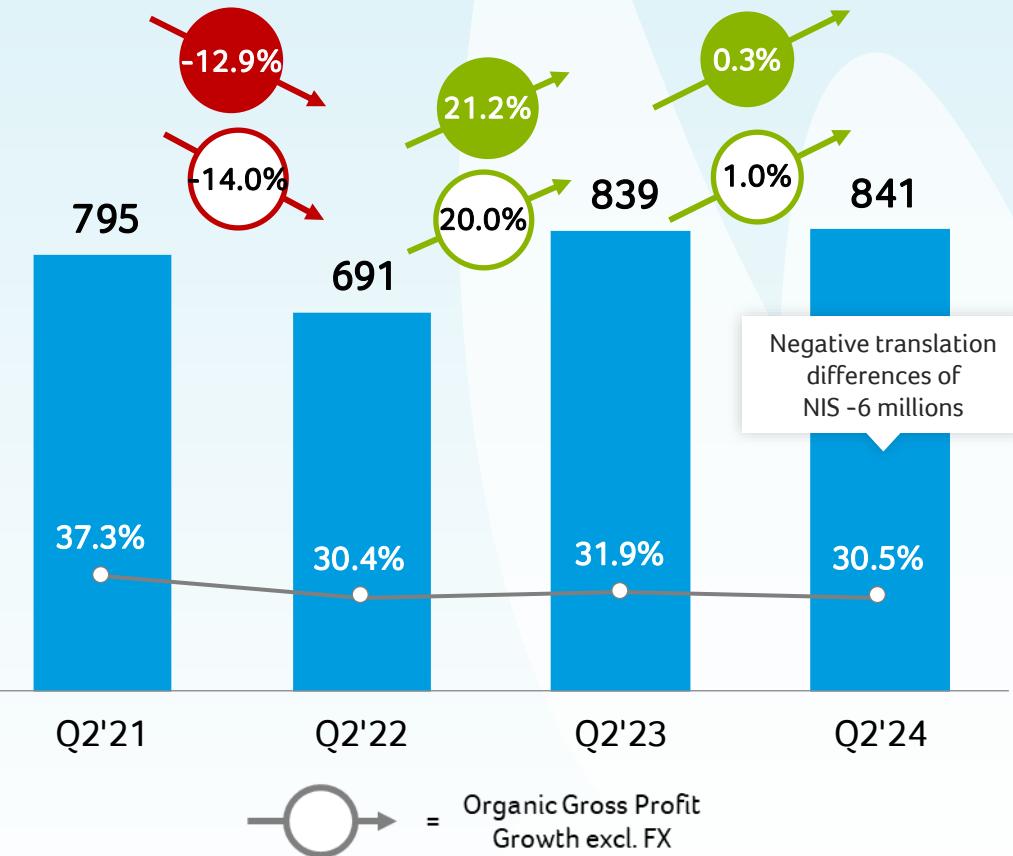


# Gross Profit

NIS mm; Non-GAAP

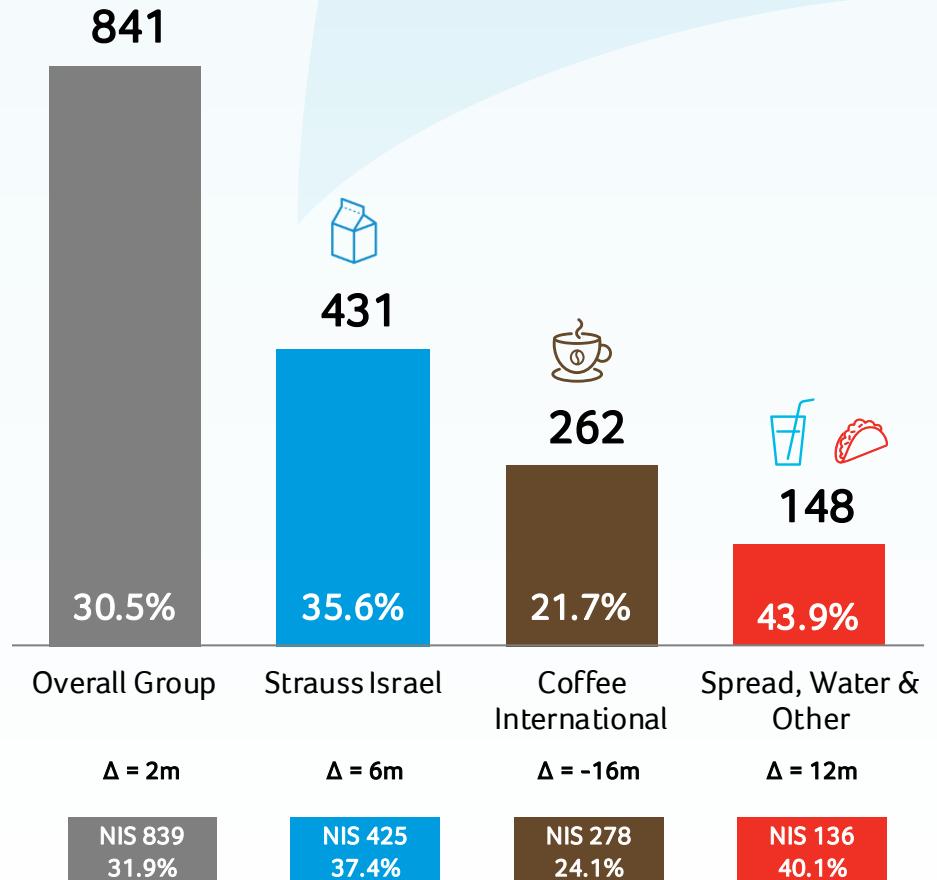


## Q2 2024 Gross Profit and Gross Margins



## Q2 2024 Gross Profit by Segments

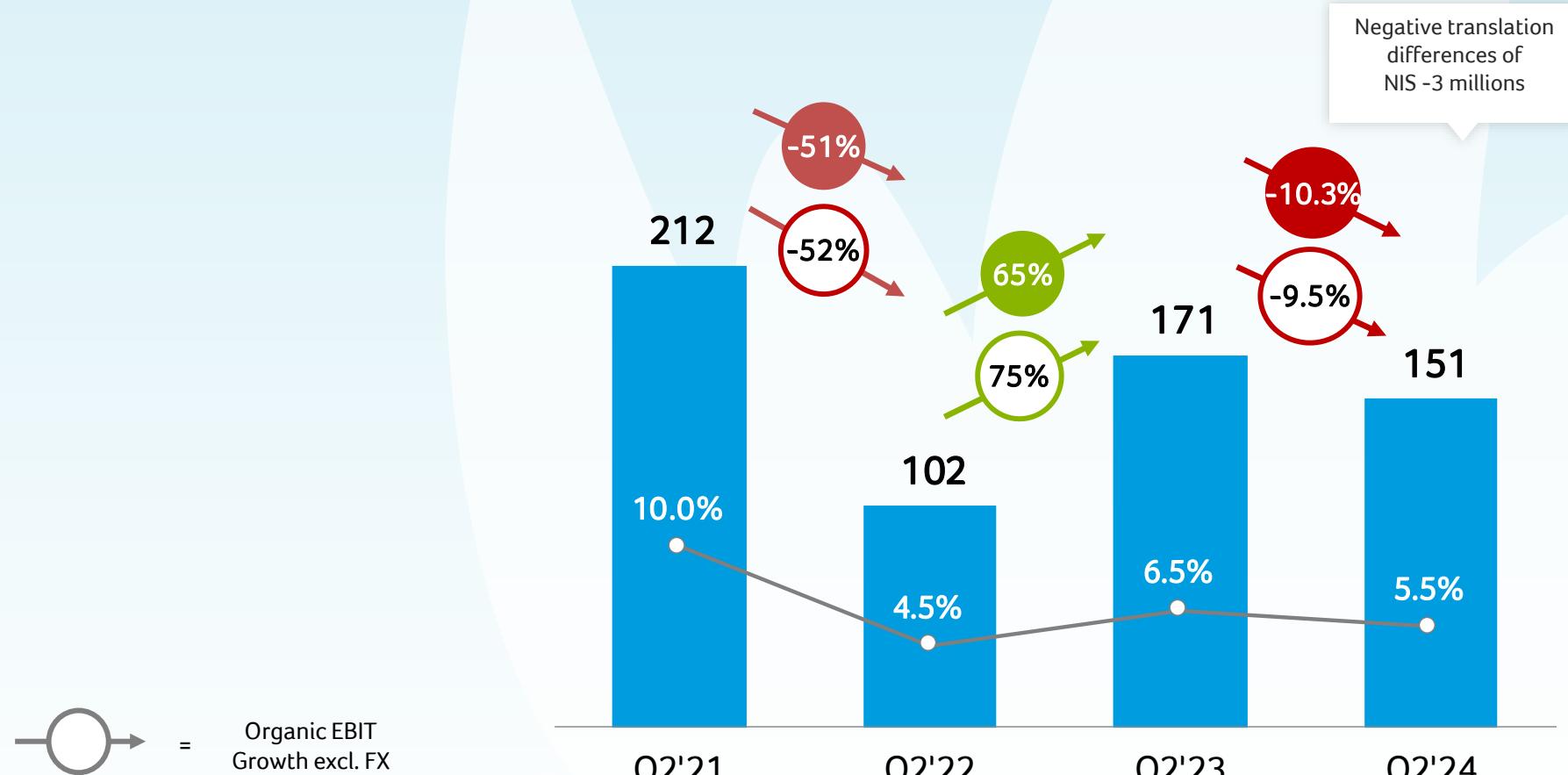
NIS mm; Non-GAAP; % Margin



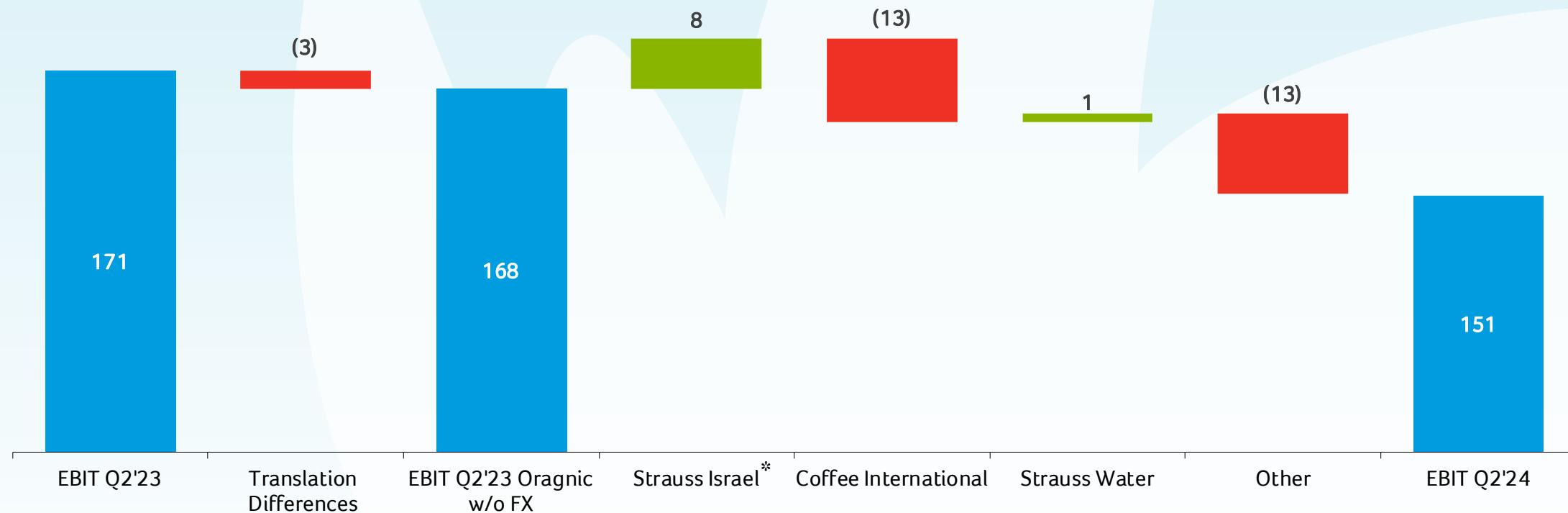
# EBIT and EBIT Margins | NIS mm; Non-GAAP



Q2 2024



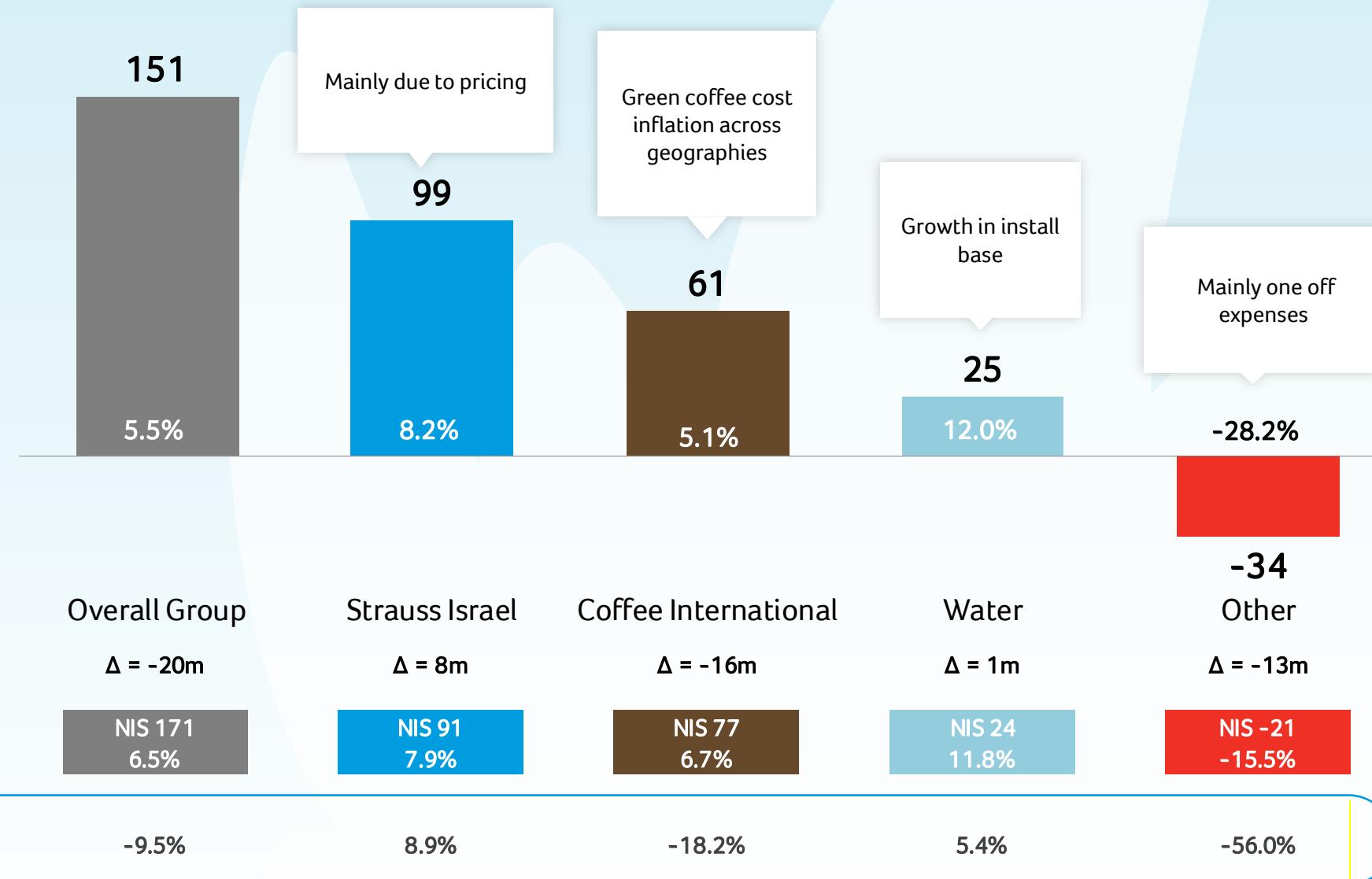
# Q2 EBIT Bridge | NIS mm; Non-GAAP; Q2'23 to Q2'24



\* Strauss Israel includes all results of Coffee Israel including HQ costs allocations

# Q2 2024 EBIT and EBIT Margins

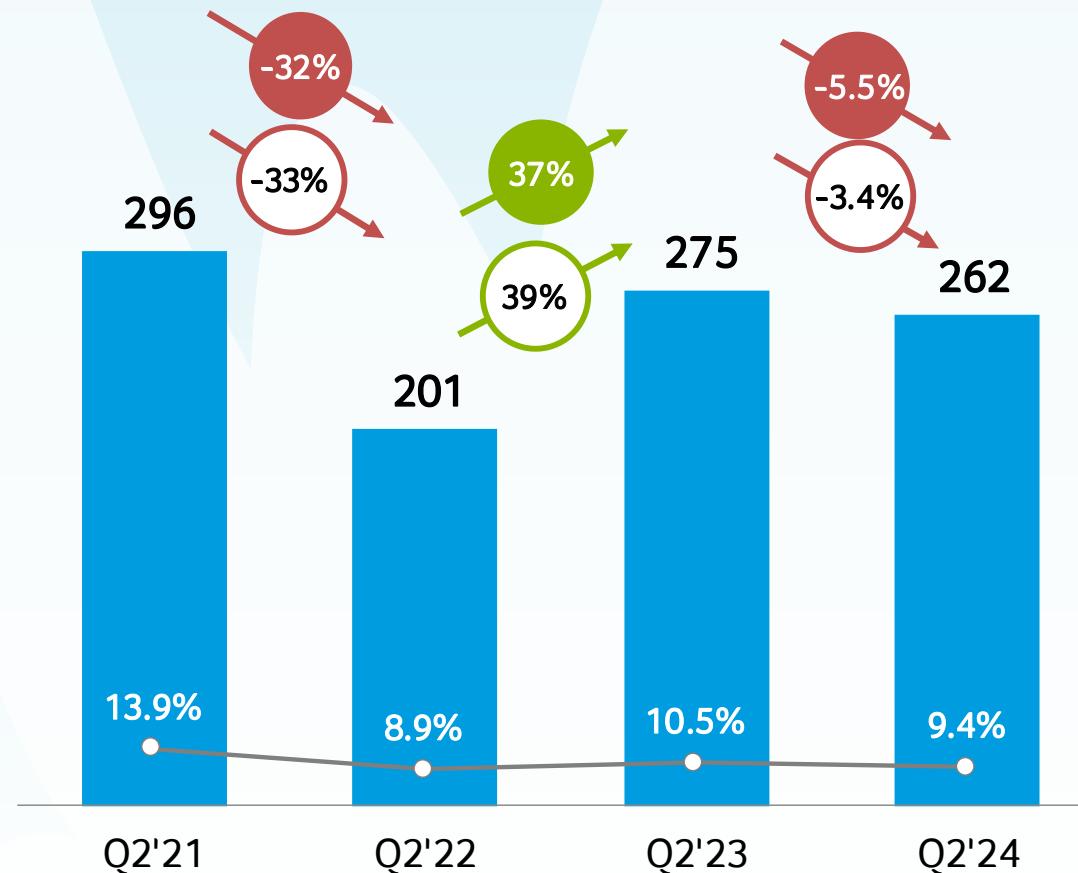
NIS mm; Non-GAAP; % Margin



# EBITDA and EBITDA margins | NIS mm; Non-GAAP



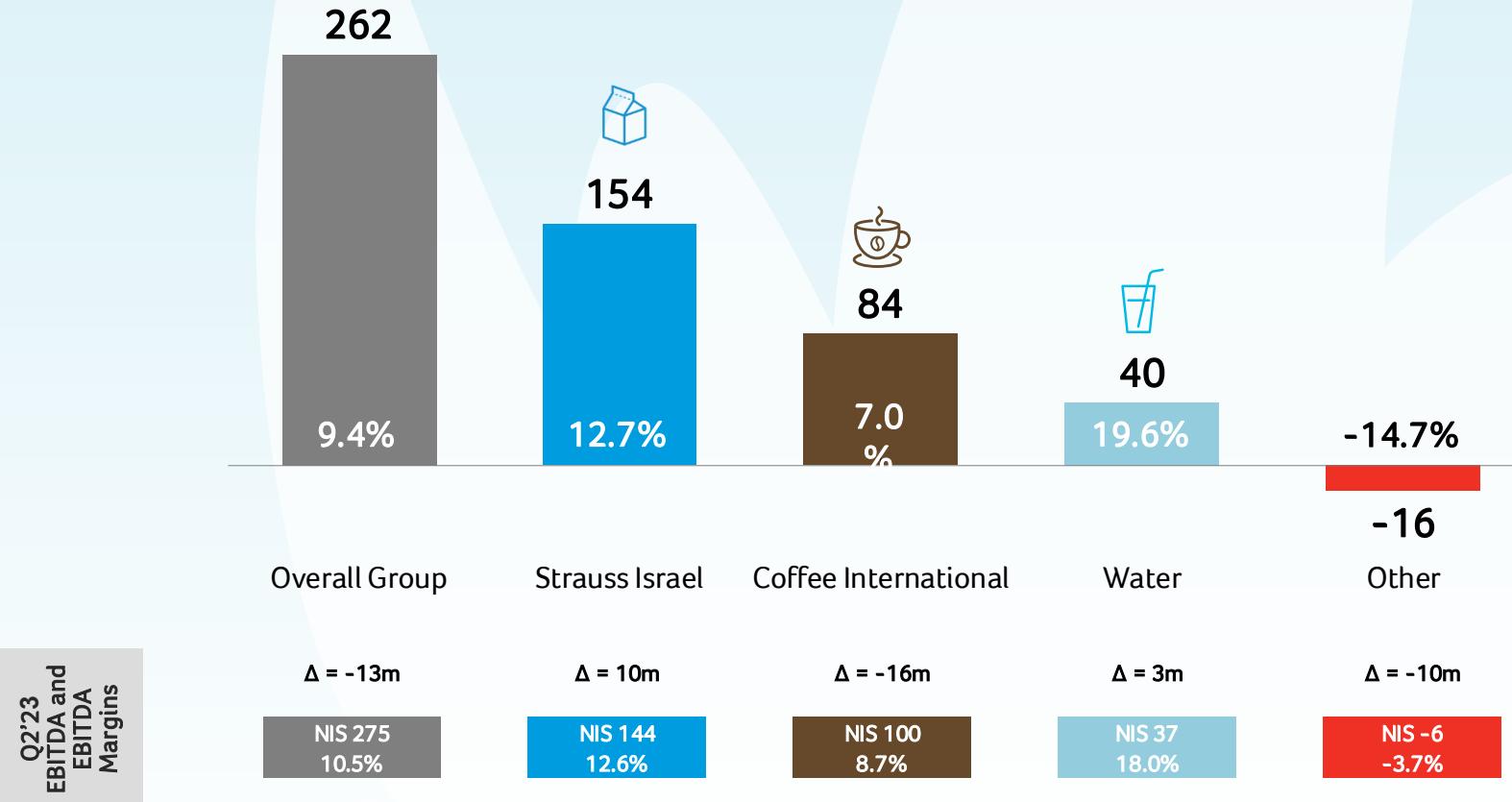
Q2 2024



# EBITDA and EBITDA margins | NIS mm; Non-GAAP



Q2 2024

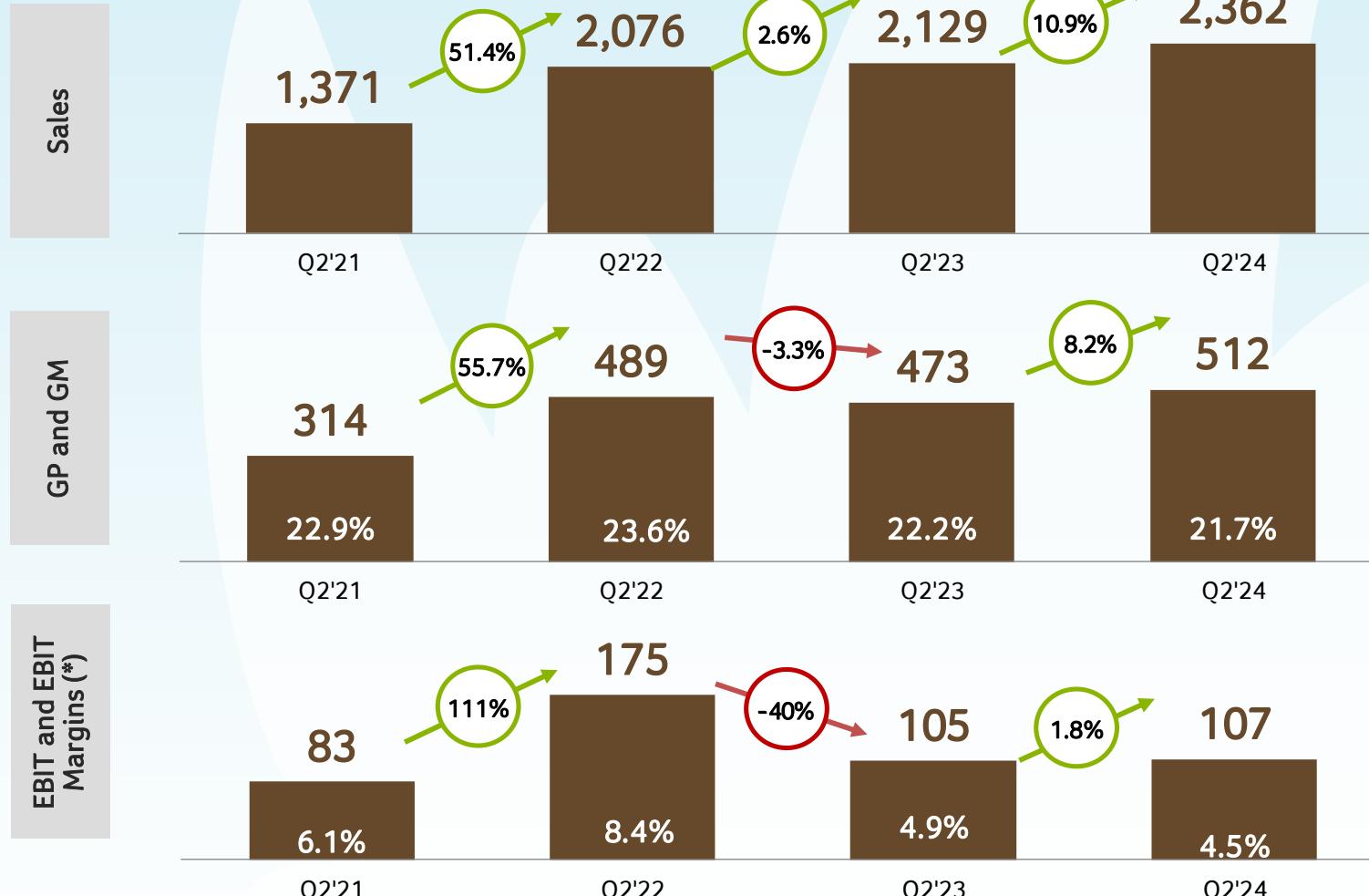




# Três Corações Alimentos S.A. (Três Corações J.V.)

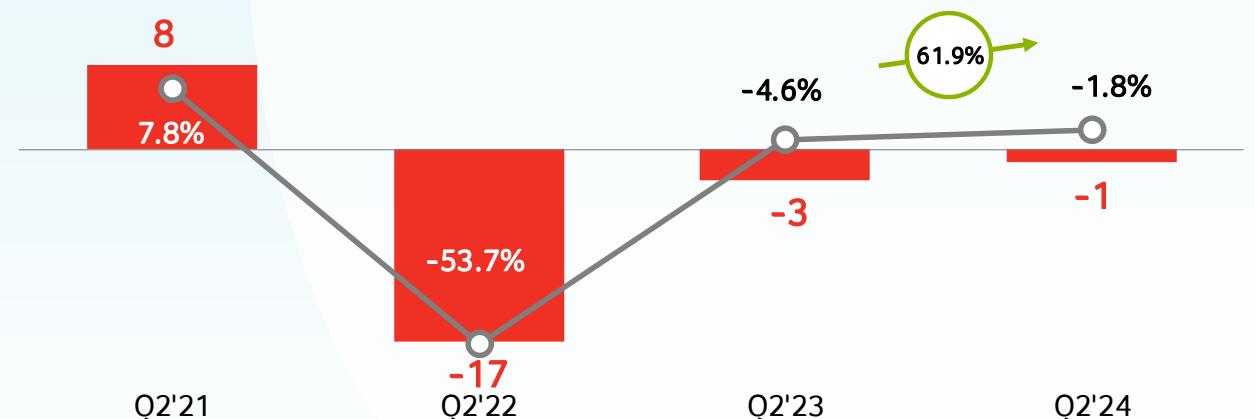
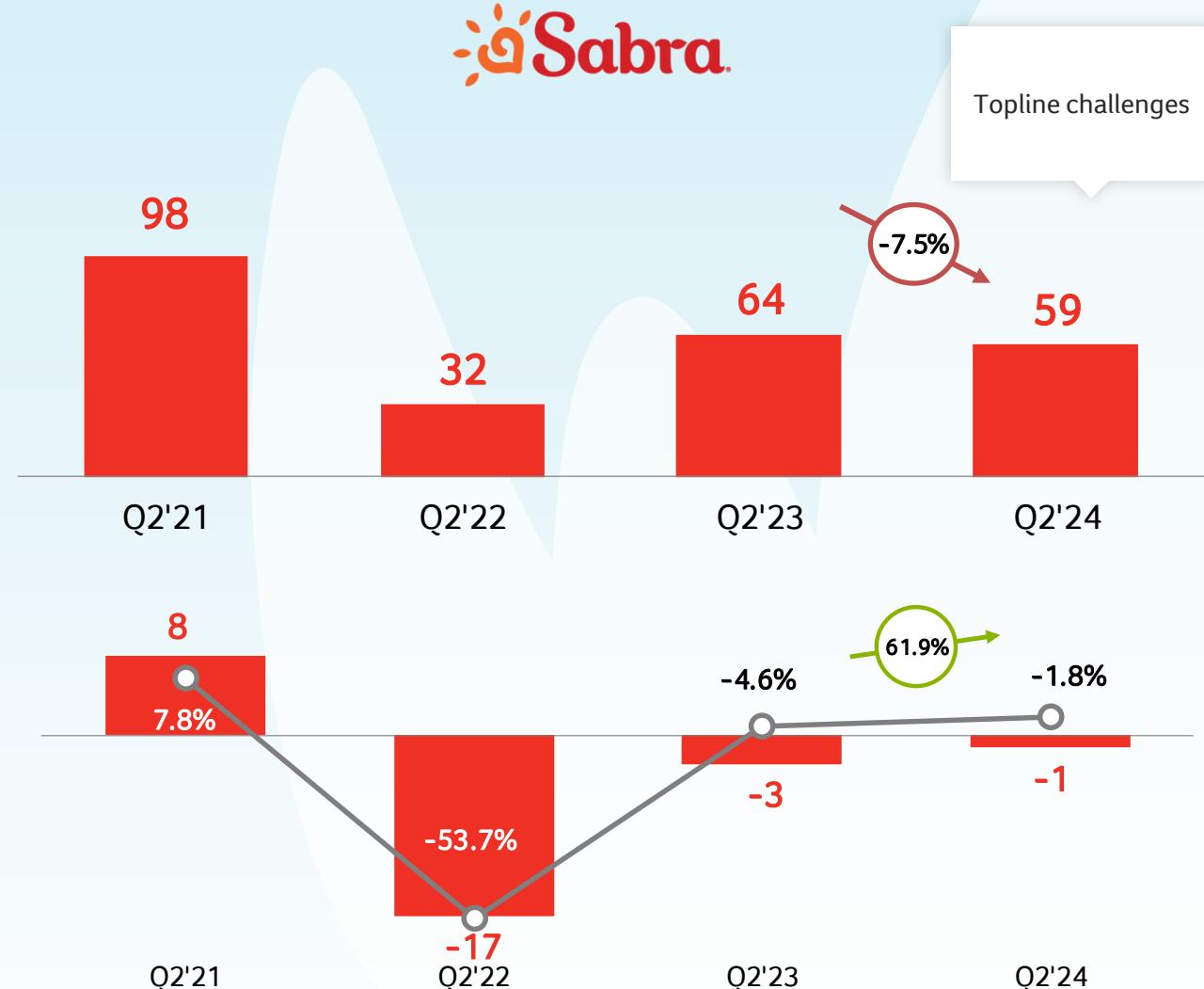
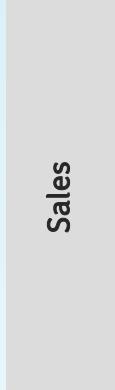


Q2 Snapshot | BRL mm for 100% ownership and including inter-company sales





# Sabra Q2 Snapshot | \$ mm; Non-GAAP; for 100% share

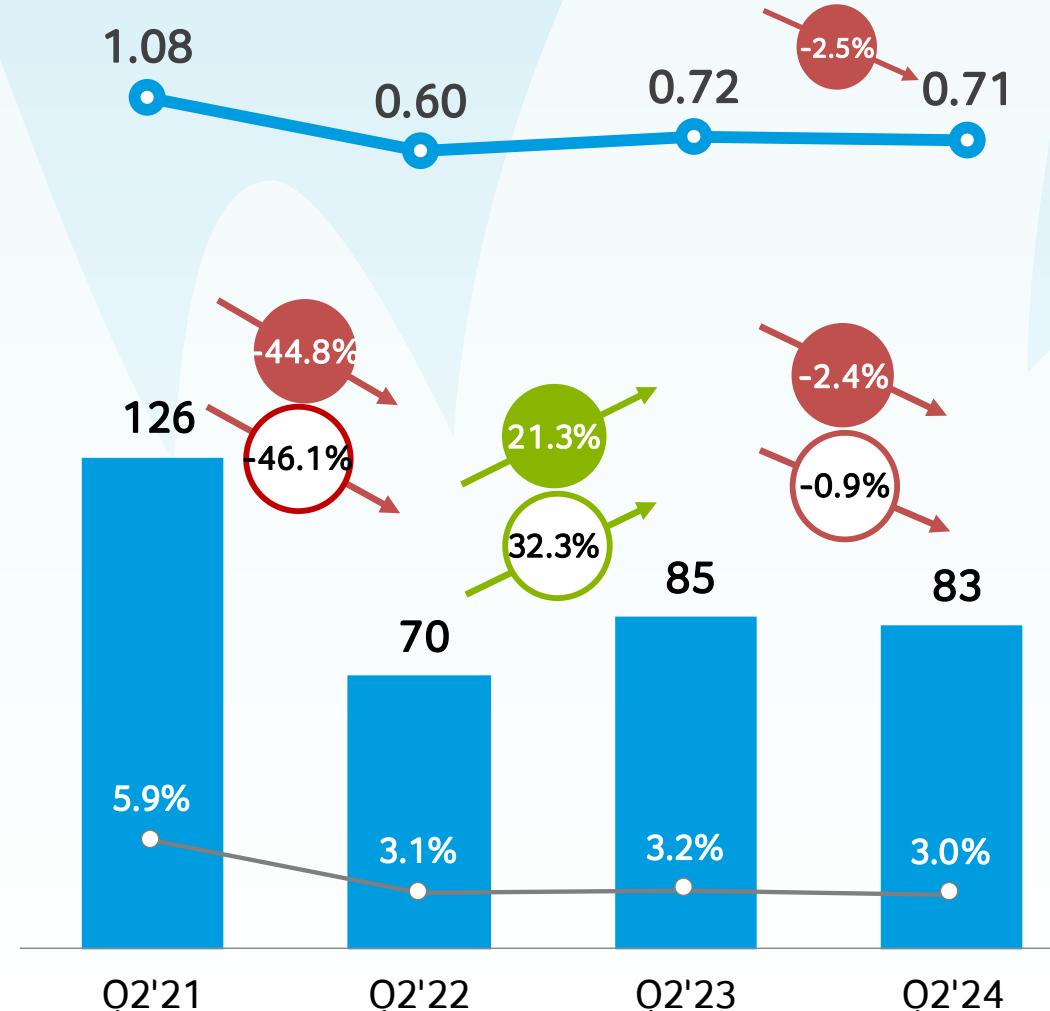


# Net Income

NIS mm; Non-GAAP (attributed to the Company's shareholders)



## Q2 Net Income, Net Margin and EPS

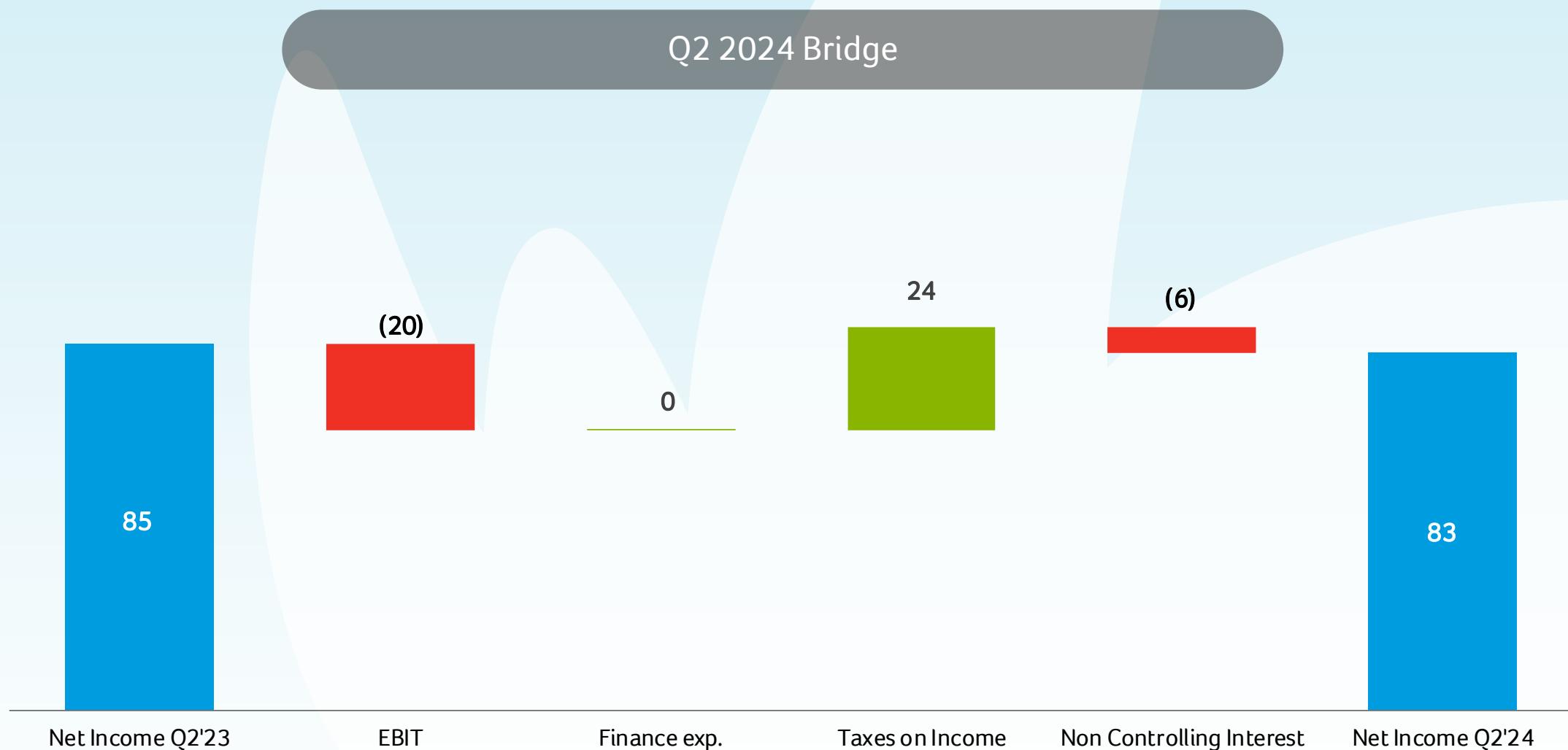


# Net Income

NIS mm; Non-GAAP (attributed to the Company's shareholders)

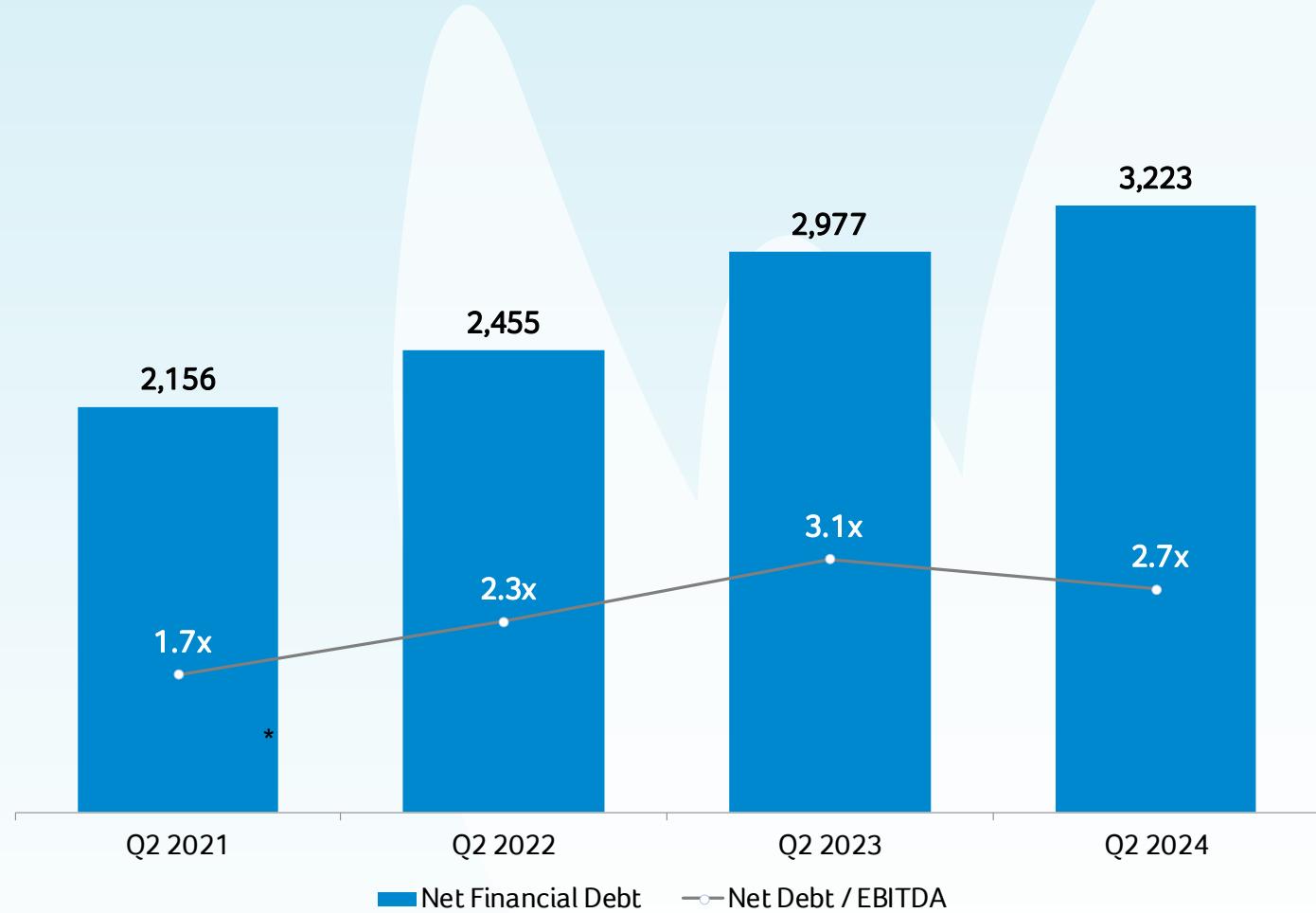


Q2 2024 Bridge



# Net Debt and Net Debt / EBITDA (LTM)

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



# Q2 GAAP and Non-GAAP | Financial Highlights, NIS mm



	GAAP			Adjusted Non-GAAP		
	Q2 2024	Q2 2023	% Chg.	Q2 2024	Q2 2023	% Chg.
<b>Sales</b>	1,701	1,631	4.3%	2,754	2,625	4.9%
<b>Gross Profit</b>	583	587	(0.6%)	841	839	0.4%
<i>GP Margin</i>	34.3%	36.0%		30.5%	31.9%	
<b>Operating Profit</b>	151	159	(4.9%)	151	171	(10.3%)
<i>EBIT Margin</i>	8.9%	9.7%		5.5%	6.5%	
<b>Net Profit (to SH)</b>	82	73	13.4%	83	85	(2.4%)
<i>NP Margin</i>	4.8%	4.4%		3.0%	3.2%	
<b>Operating Cash Flow</b>	134	59		14	61	
<b>Capex<sup>(1)</sup></b>	(109)	(101)		(138)	(127)	
<b>Net debt</b>	2,641	2,431		3,223	2,977	
<b>Change in WC (CF)</b>	(5)	(84)		(181)	(129)	





# YTD 2024

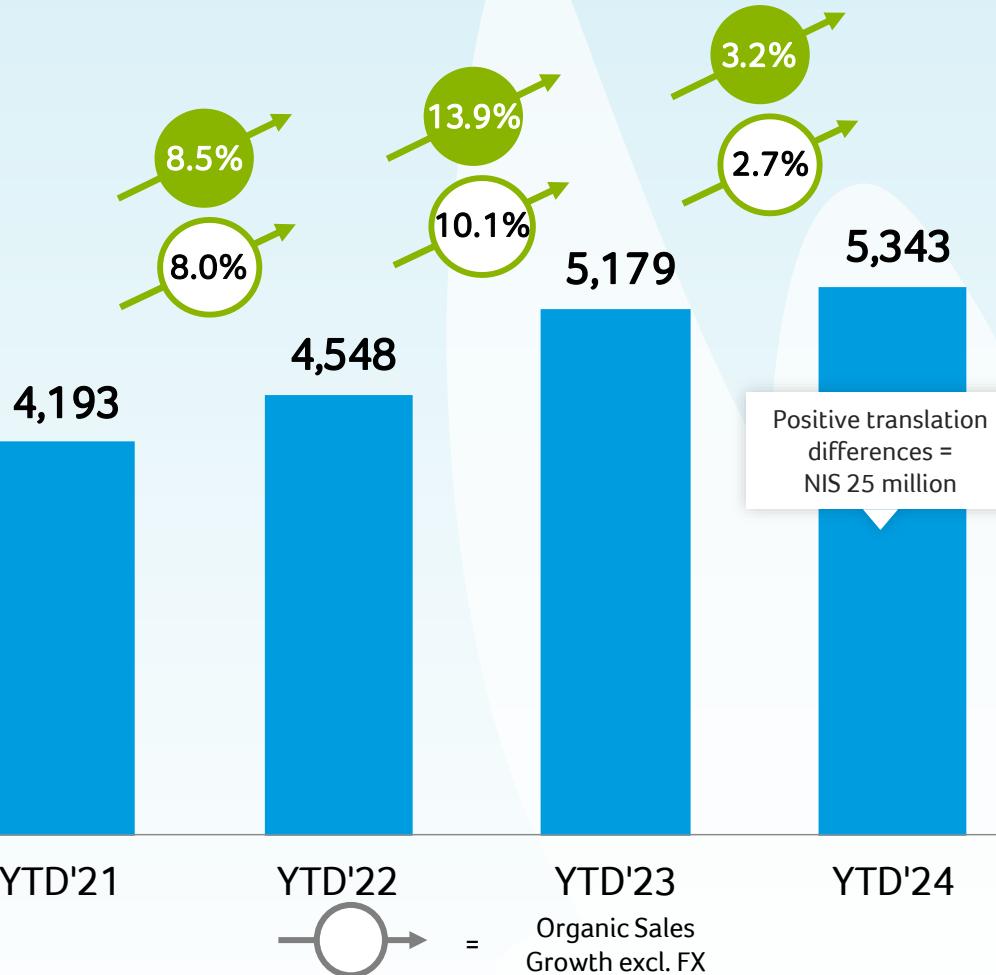
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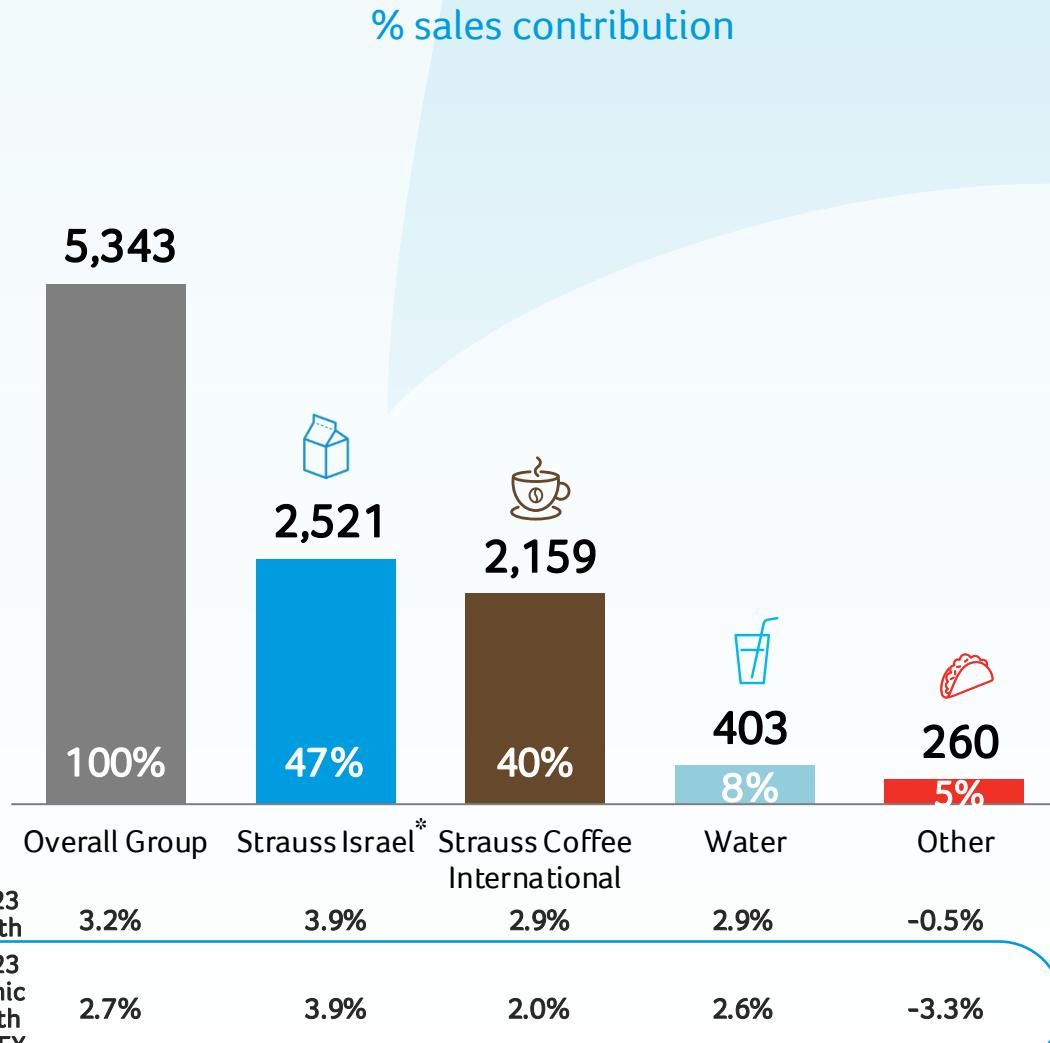
# Sales | NIS mm; Non-GAAP



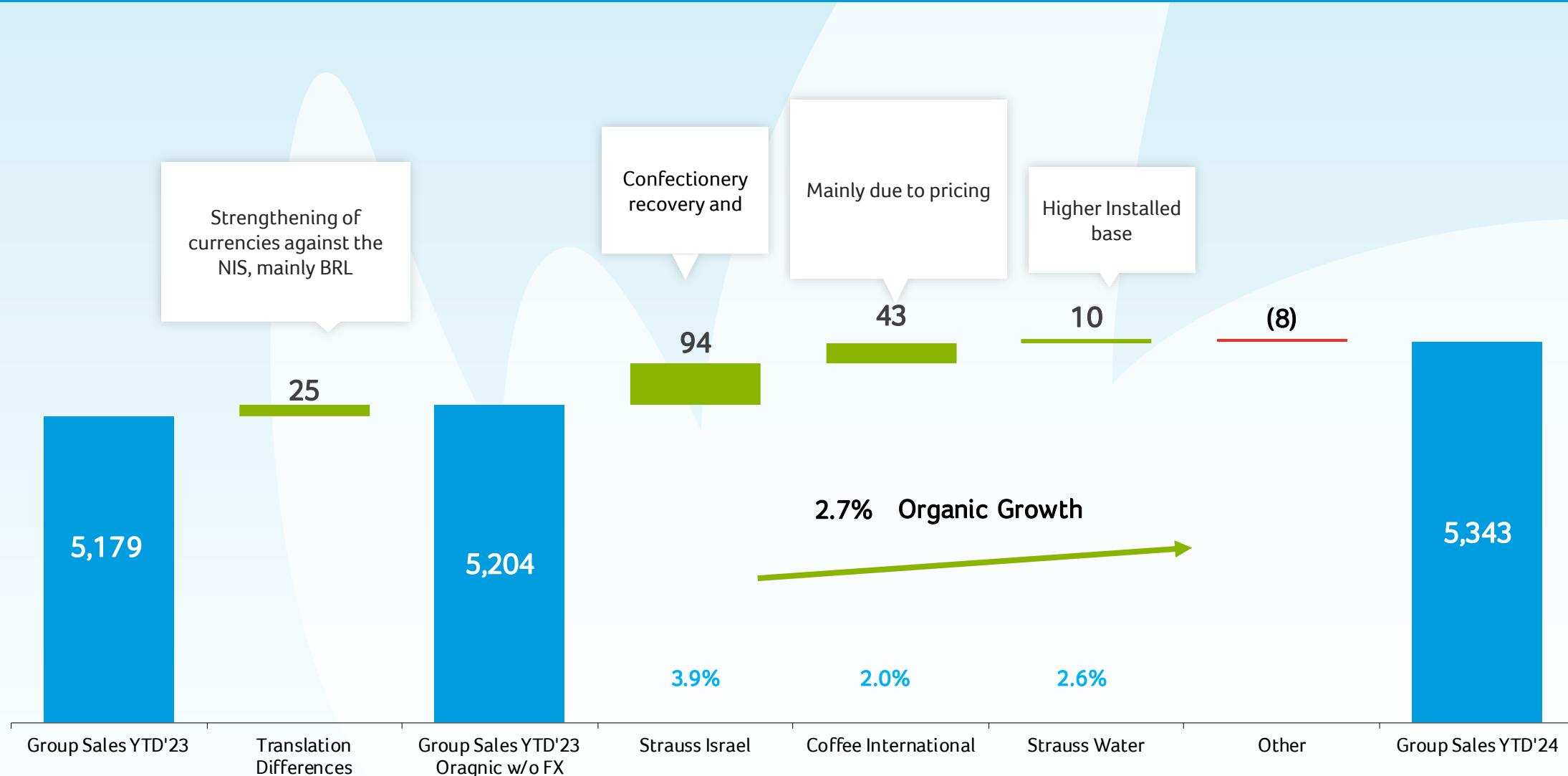
## YTD 2024 Sales



## YTD 2024 Sales by Segments



# YTD Sales Bridge | NIS mm; Non-GAAP; YTD'23 to YTD' 24

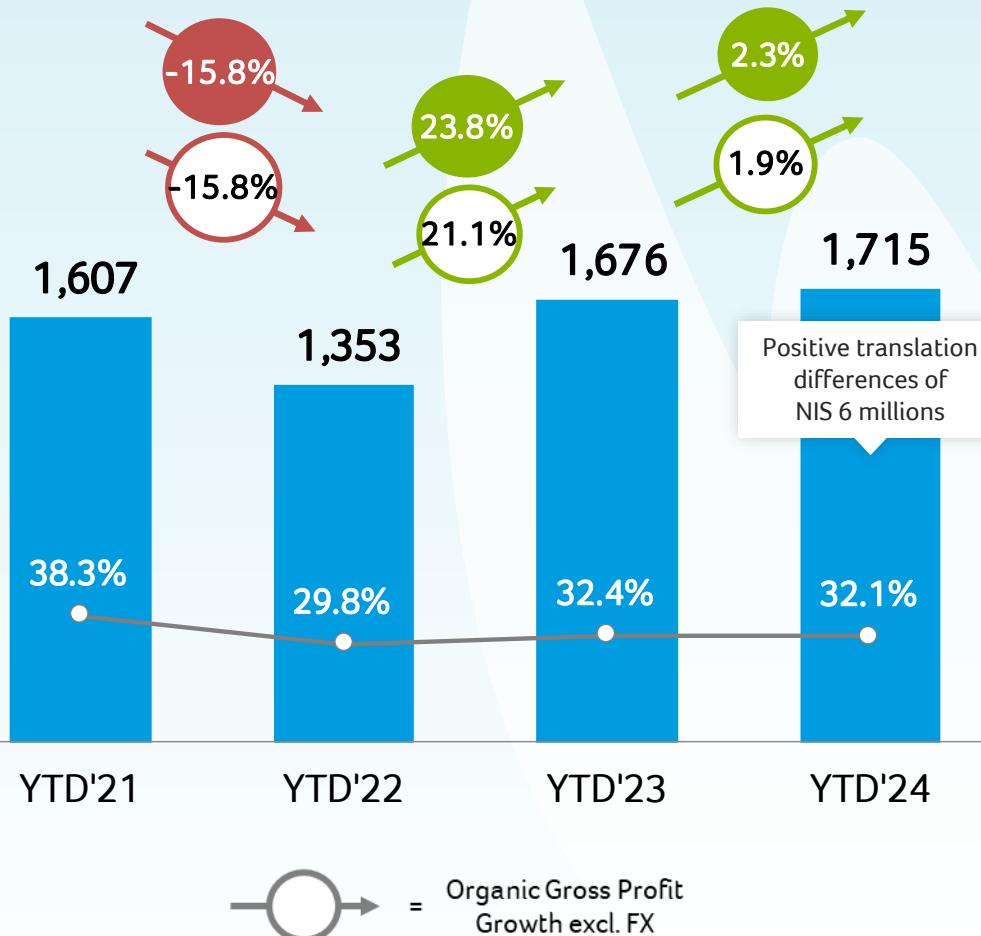


# Gross Profit

NIS mm; Non-GAAP

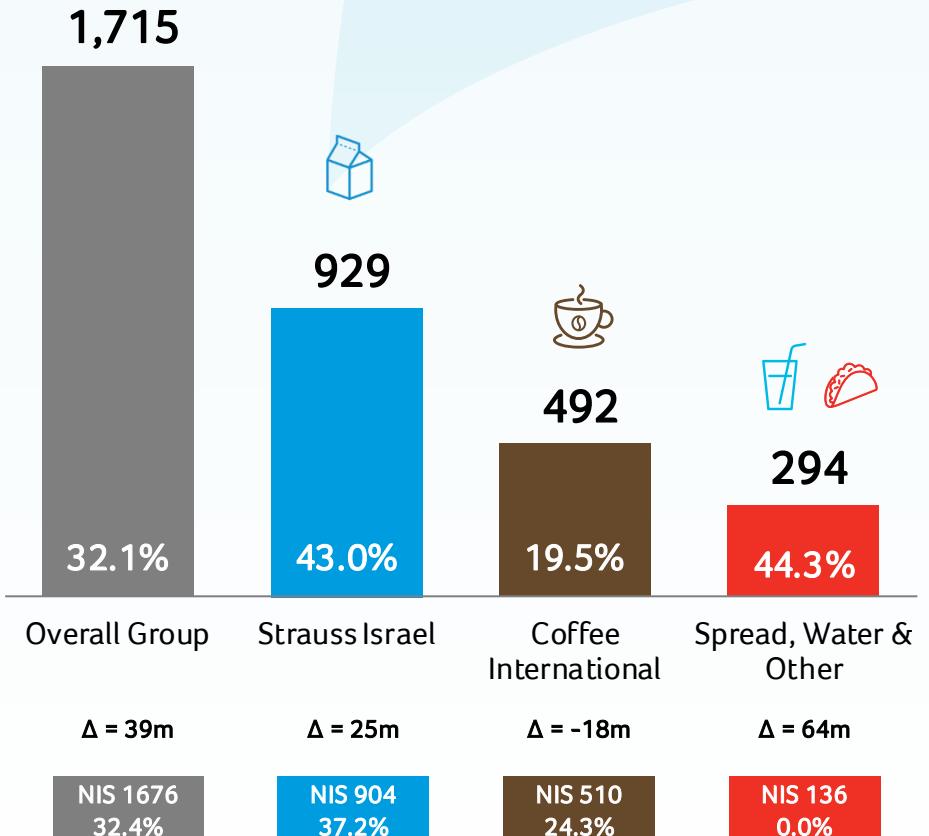


## YTD 2024 Gross Profit and Gross Margins



## YTD 2024 Gross Profit by Segments

NIS mm; Non-GAAP; % Margin

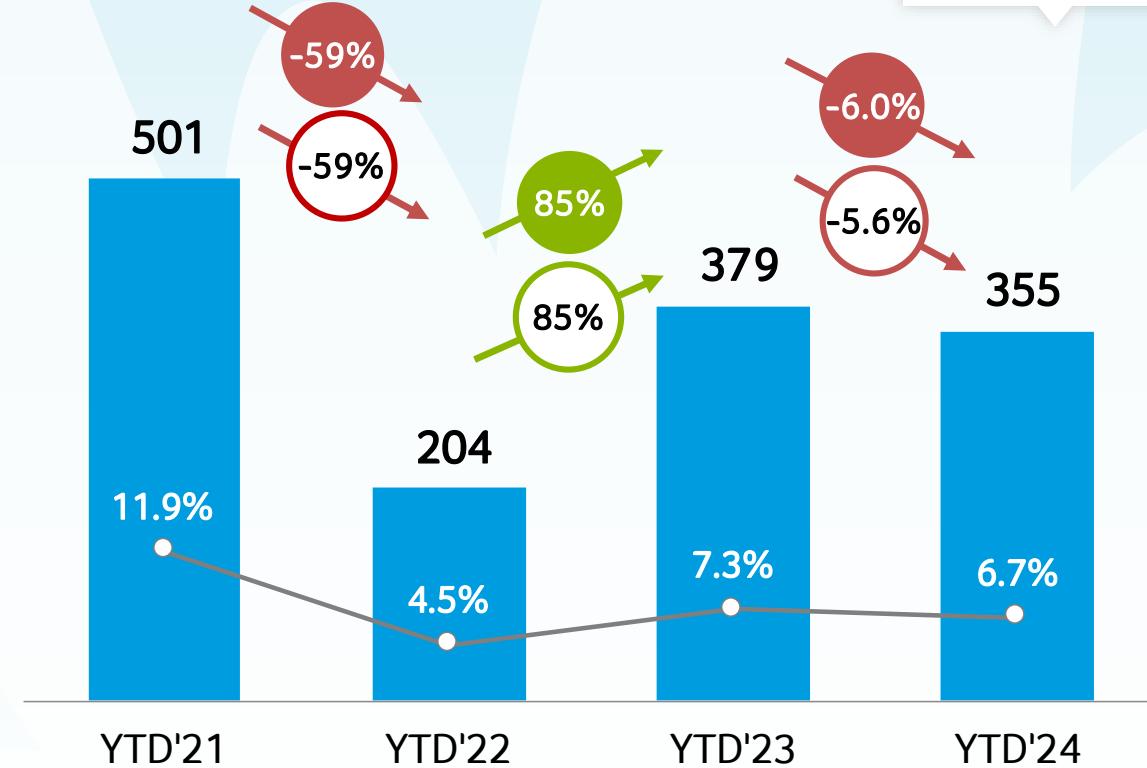


# EBIT and EBIT Margins | NIS mm; Non-GAAP



YTD 2024

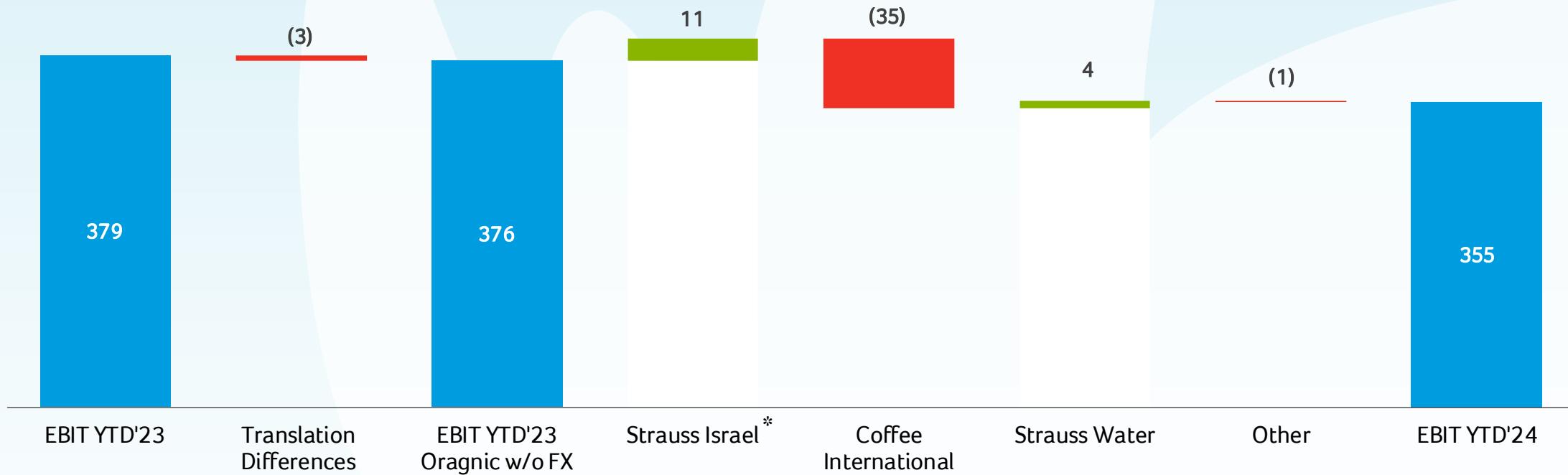
Negative translation  
differences of  
NIS -3 millions



= Organic EBIT  
Growth excl. FX

# YTD EBIT Bridge

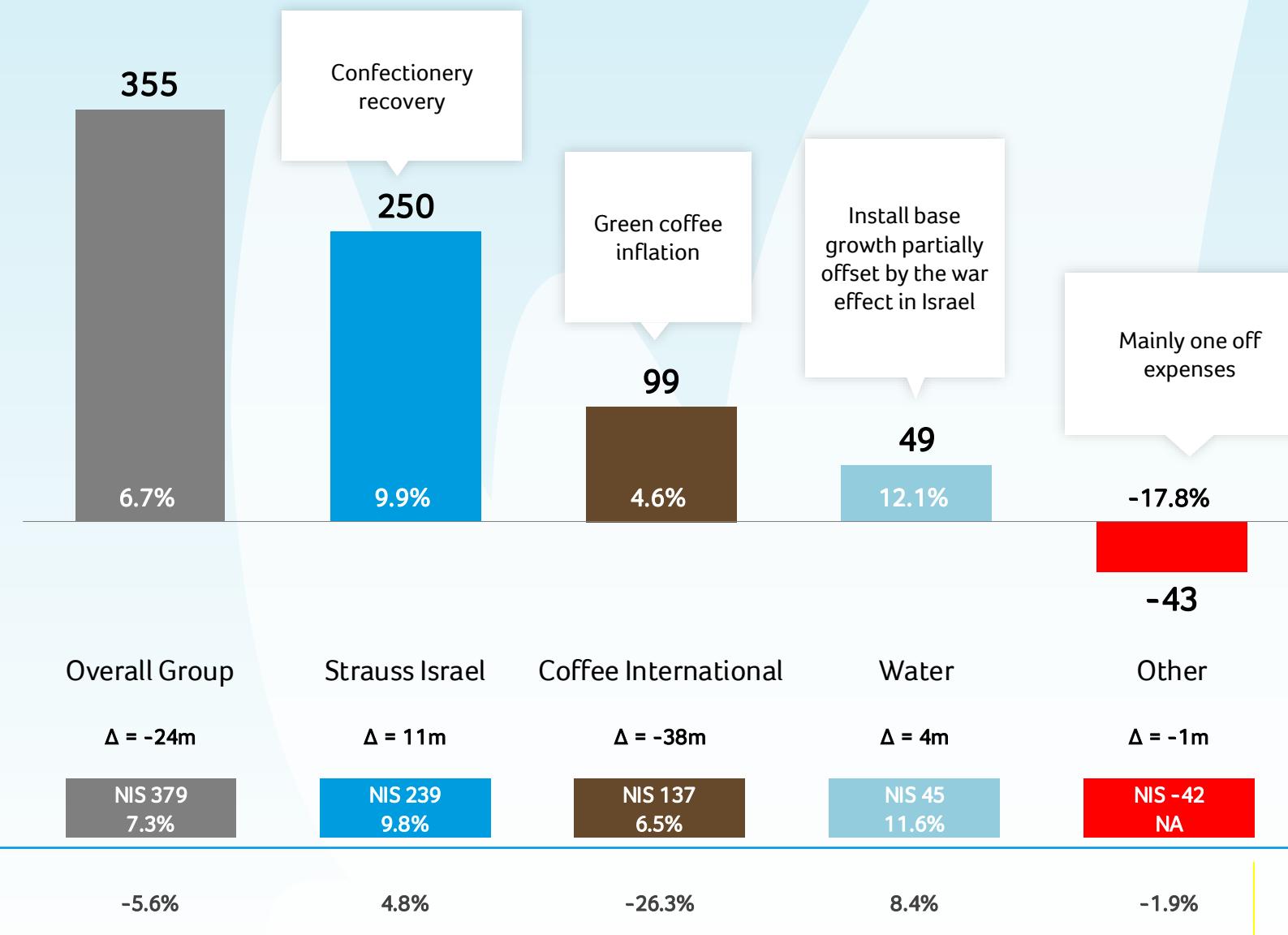
NIS mm; Non-GAAP; YTD'23 to YTD'24



\* Strauss Israel includes all results of Coffee Israel including HQ costs allocations

# YTD 2024 EBIT and EBIT Margins

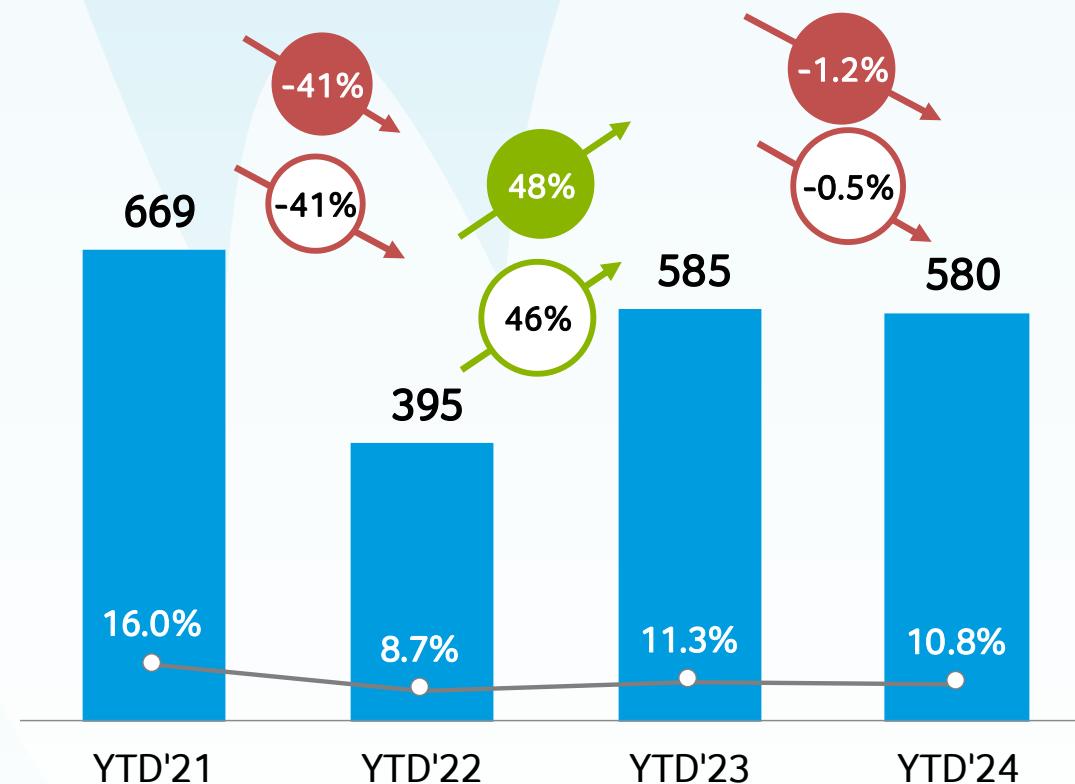
NIS mm; Non-GAAP; % Margin



# EBITDA and EBITDA margins | NIS mm; Non-GAAP



YTD 2024

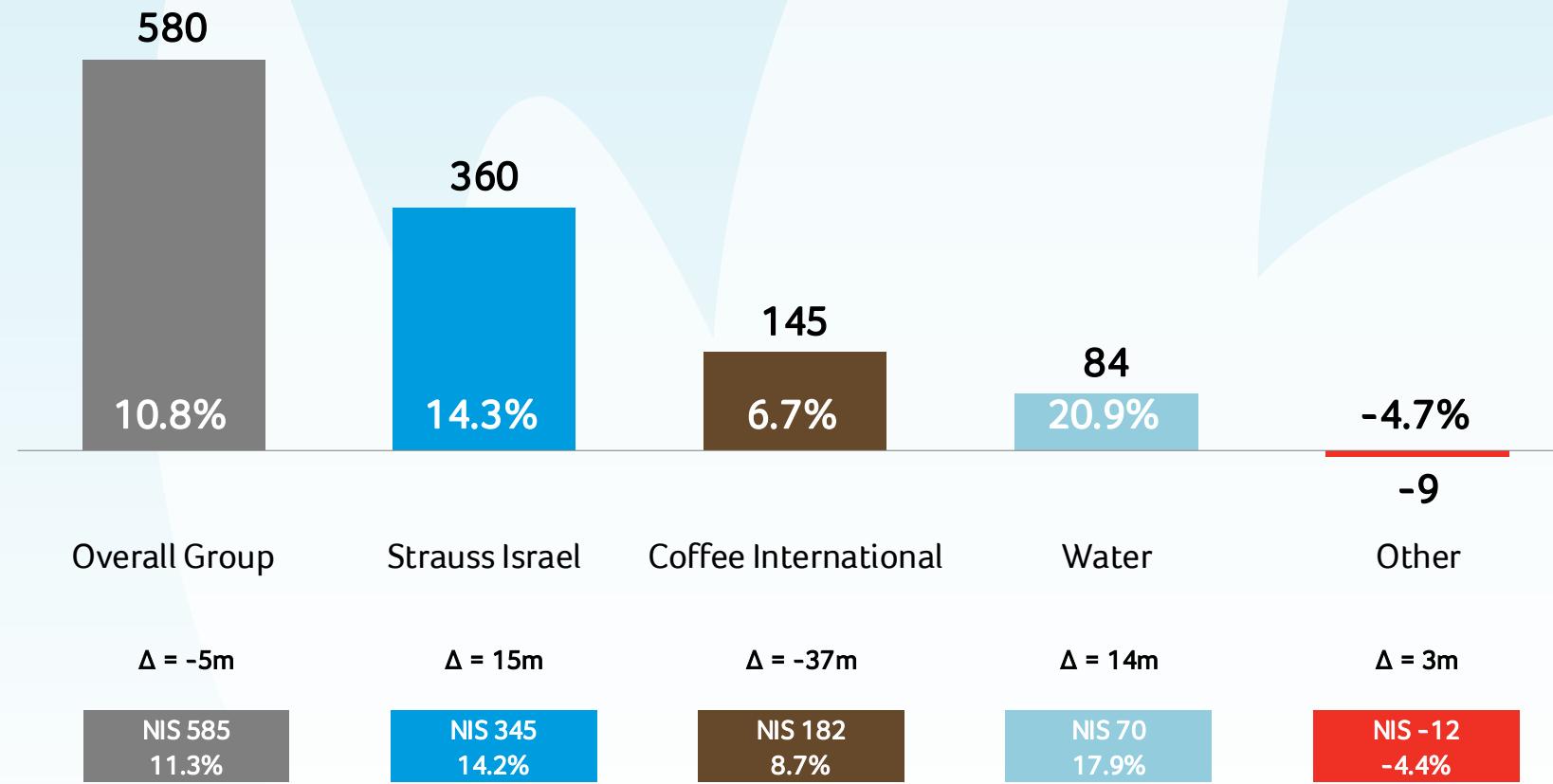


→ = EBITDA Growth excl. FX

# EBITDA and EBITDA margins | NIS mm; Non-GAAP



YTD 2024



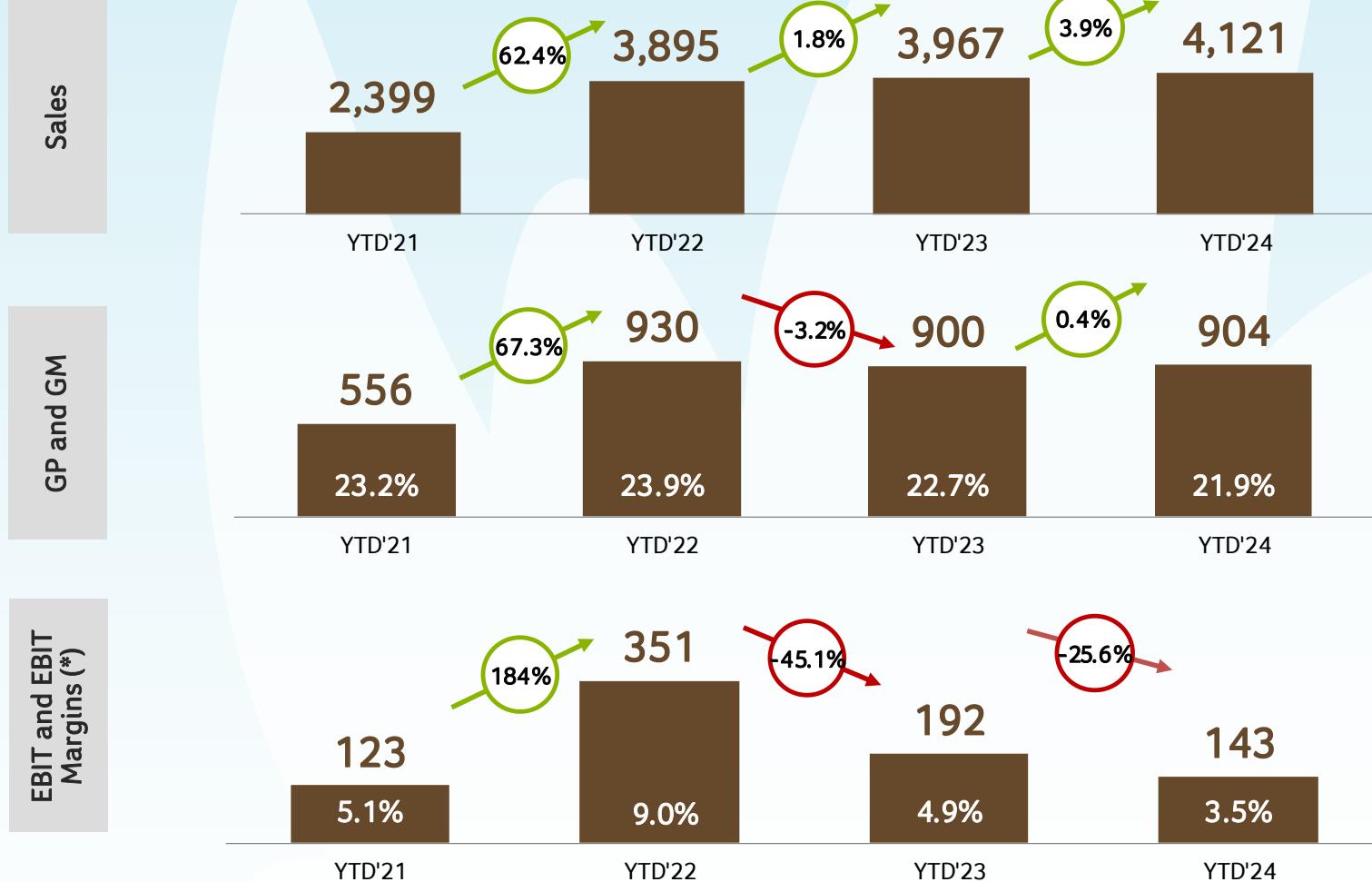
YTD'23  
EBITDA and  
EBITDA  
Margins



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



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



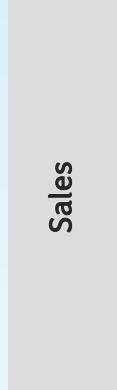
Note: Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C).

Source: Três Corações Alimentos S.A. Consolidated Interim Financial Statements as of June 30<sup>th</sup>, 2024.

(\*) EBIT before Other Expenses/ Income.



# Sabra YTD Snapshot | \$ mm; Non-GAAP; for 100% share



Topline challenges  
due to aggressive  
activity of  
competitors

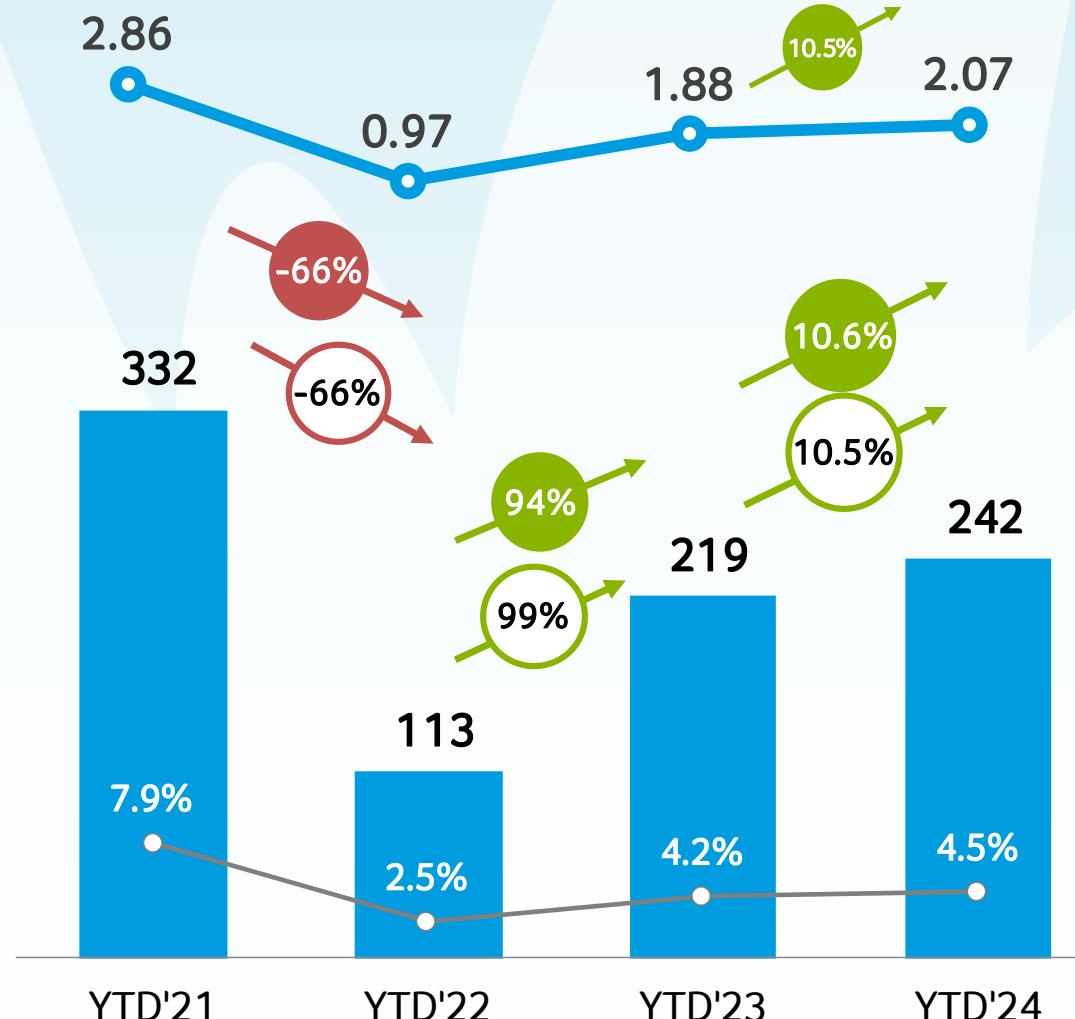


# Net Income

NIS mm; Non-GAAP (attributed to the Company's shareholders)

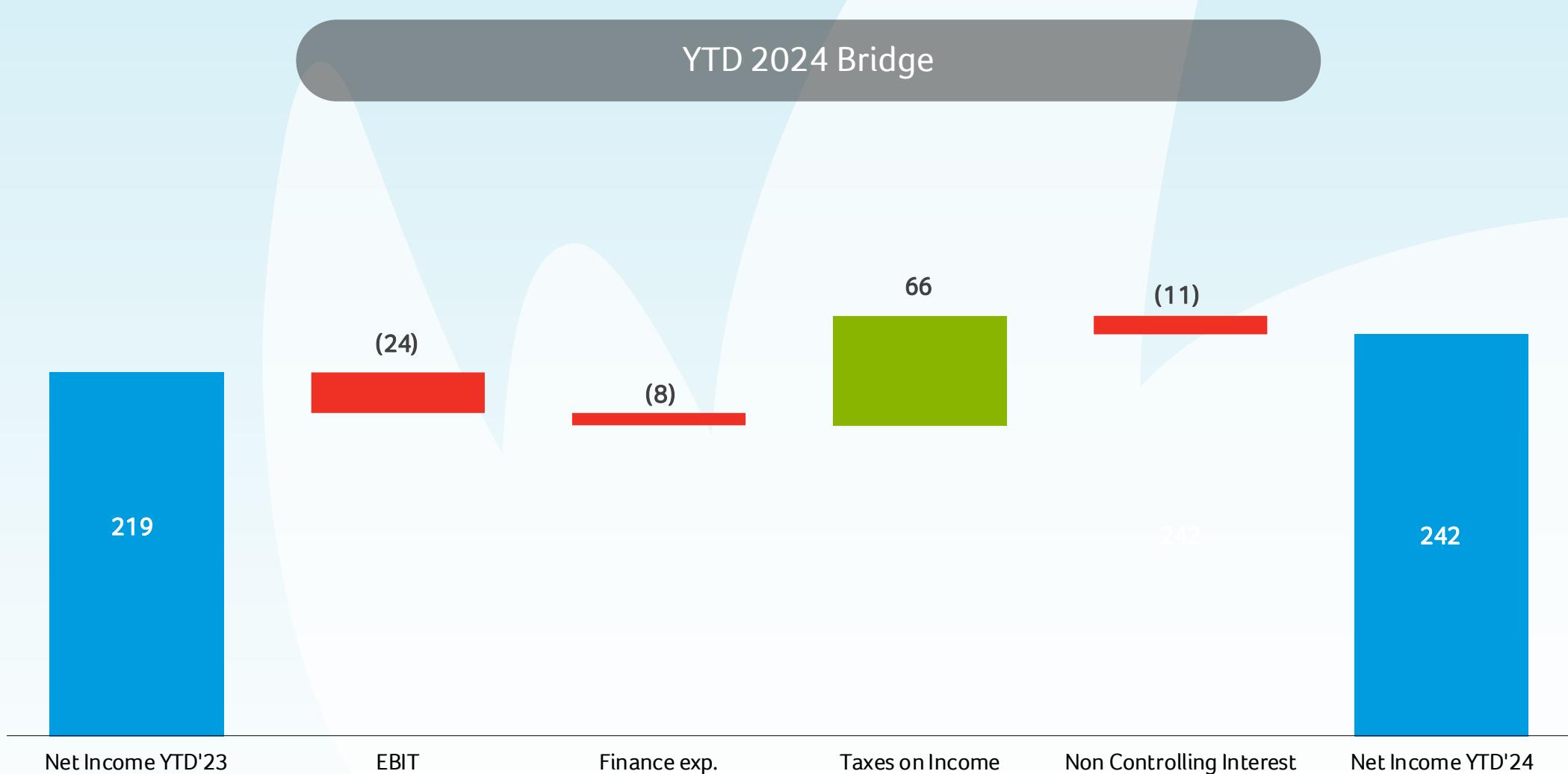


YTD Net Income, Net Margin and EPS



# Net Income

NIS mm; Non-GAAP (attributed to the Company's shareholders)



# YTD GAAP and Non-GAAP | Financial Highlights, NIS mm



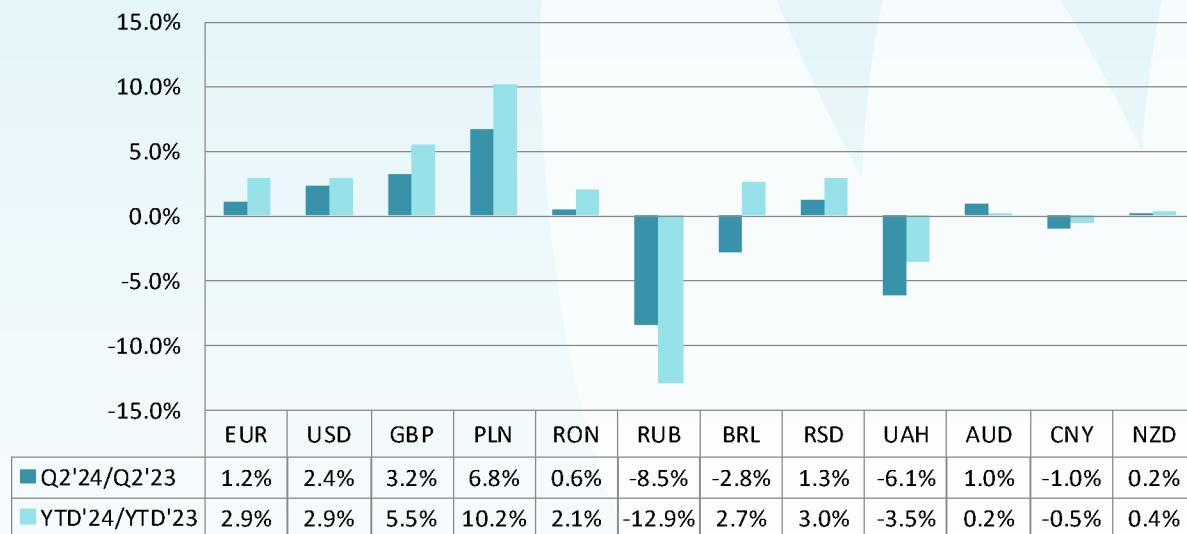
	GAAP			Adjusted Non-GAAP		
	YTD 2024	YTD 2023	% Chg.	YTD 2024	YTD 2023	% Chg.
<b>Sales</b>	3,427	3,344	2.5%	5,343	5,179	3.2%
<b>Gross Profit</b>	1,148	1,247	(7.9%)	1,715	1,676	2.3%
<i>GP Margin</i>	33.5%	37.3%		32.1%	32.4%	
<b>Operating Profit</b>	268	405	(33.9%)	355	379	(6.0%)
<i>EBIT Margin</i>	7.8%	12.1%		6.7%	7.3%	
<b>Net Profit (to SH)</b>	133	304	(56.3%)	242	219	10.6%
<i>NP Margin</i>	3.9%	9.1%		4.5%	4.2%	
<b>Operating Cash Flow</b>	159	4		(101)	(165)	
<b>Capex <sup>(1)</sup></b>	(246)	(207)		(305)	(252)	
<b>Net debt</b>	2,641	2,431		3,223	2,977	
<b>Change in WC (CF)</b>	(98)	(350)		(463)	(618)	



# Currencies

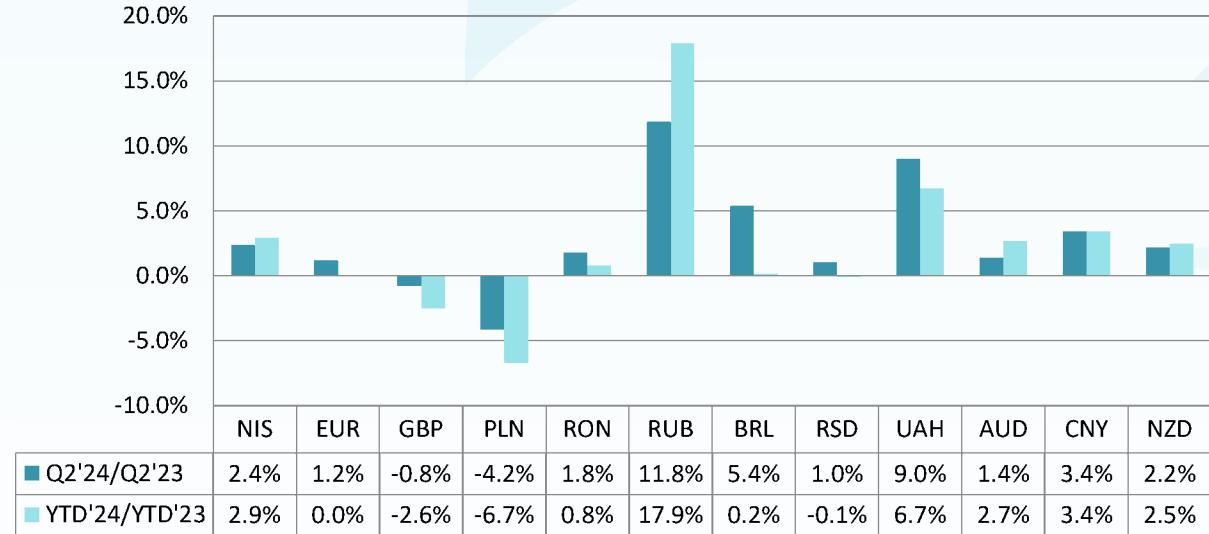
## Local Currencies vs. the NIS

**Change in average exchange rate (1 local currency = x NIS)**



## Local Currencies vs. the USD

**Change in average exchange rate (1 local currency = x USD)**



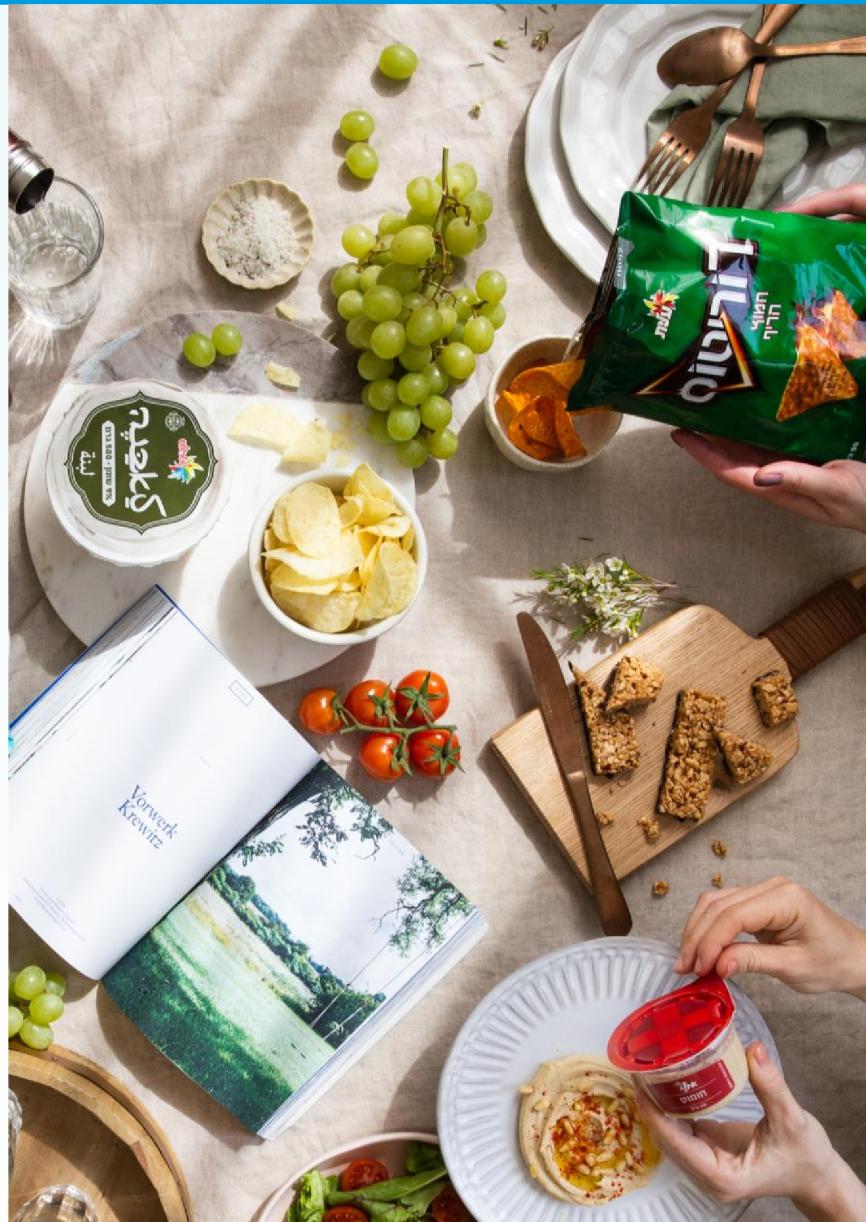


# Strauss Israel | Non-GAAP Financial Highlights

## Q2 and YTD 2024 NIS mm



Strauss Israel (Non GAAP)						
	Q2 2024	Q2 2023	% Chg.	YTD 2024	YTD 2023	% Chg.
<b>Revenue:</b>						
H&W	754	754	0.0%	1,485	1,497	(0.8%)
F&I	271	217	24.8%	632	523	20.9%
Coffee Israel	187	169	10.7%	404	407	(0.7%)
<b>Total Revenue</b>	<b>1,212</b>	<b>1,140</b>	<b>6.3%</b>	<b>2,521</b>	<b>2,427</b>	<b>3.9%</b>
<b>Total Gross Profit</b>	<b>431</b>	<b>425</b>	<b>1.3%</b>	<b>929</b>	<b>904</b>	<b>2.8%</b>
<i>Gross Margins</i>	<i>35.6%</i>	<i>37.4%</i>	<i>(1.7%)</i>	<i>36.9%</i>	<i>37.2%</i>	<i>(0.4%)</i>
<b>EBIT:</b>						
H&W	92	77	18.4%	166	162	2.3%
<i>Margins</i>	<i>12.1%</i>	<i>10.2%</i>	<i>1.9%</i>	<i>11.2%</i>	<i>10.8%</i>	<i>0.3%</i>
F&I	(12)	--	(1686.9%)	30	24	28.5%
<i>Margins</i>	<i>(4.1%)</i>	<i>(0.3%)</i>	<i>(3.8%)</i>	<i>4.8%</i>	<i>4.5%</i>	<i>0.3%</i>
Coffee Israel	19	14	35.5%	54	53	2.9%
<i>Margins</i>	<i>10.1%</i>	<i>8.2%</i>	<i>1.8%</i>	<i>13.4%</i>	<i>12.9%</i>	<i>0.5%</i>
<b>Total EBIT</b>	<b>99</b>	<b>91</b>	<b>9.5%</b>	<b>250</b>	<b>239</b>	<b>5.1%</b>
<i>Margins</i>	<i>8.2%</i>	<i>7.9%</i>	<i>0.2%</i>	<i>9.9%</i>	<i>9.8%</i>	<i>0.1%</i>
<b>EBITDA:</b>						
H&W	117	101	14.6%	216	210	2.6%
<i>Margins</i>	<i>15.4%</i>	<i>13.5%</i>	<i>2.0%</i>	<i>14.5%</i>	<i>14.0%</i>	<i>0.5%</i>
F&I	8	18	(52.5%)	69	60	16.2%
<i>Margins</i>	<i>3.0%</i>	<i>8.0%</i>	<i>(4.9%)</i>	<i>10.9%</i>	<i>11.3%</i>	<i>(0.4%)</i>
Coffee Israel	29	25	18.4%	75	75	1.1%
<i>Margins</i>	<i>15.6%</i>	<i>14.6%</i>	<i>1.0%</i>	<i>18.7%</i>	<i>18.4%</i>	<i>0.3%</i>
<b>Total EBITDA</b>	<b>154</b>	<b>144</b>	<b>7.2%</b>	<b>360</b>	<b>345</b>	<b>4.6%</b>
<i>Margins</i>	<i>10.1%</i>	<i>8.2%</i>	<i>1.8%</i>	<i>13.4%</i>	<i>12.9%</i>	<i>0.5%</i>

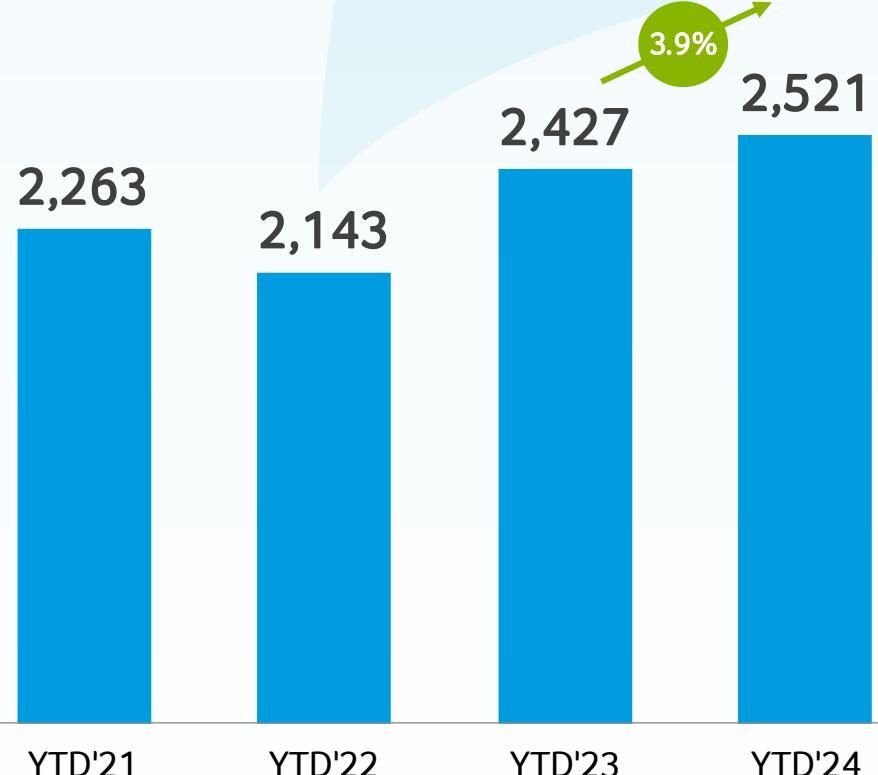




Q2 2024

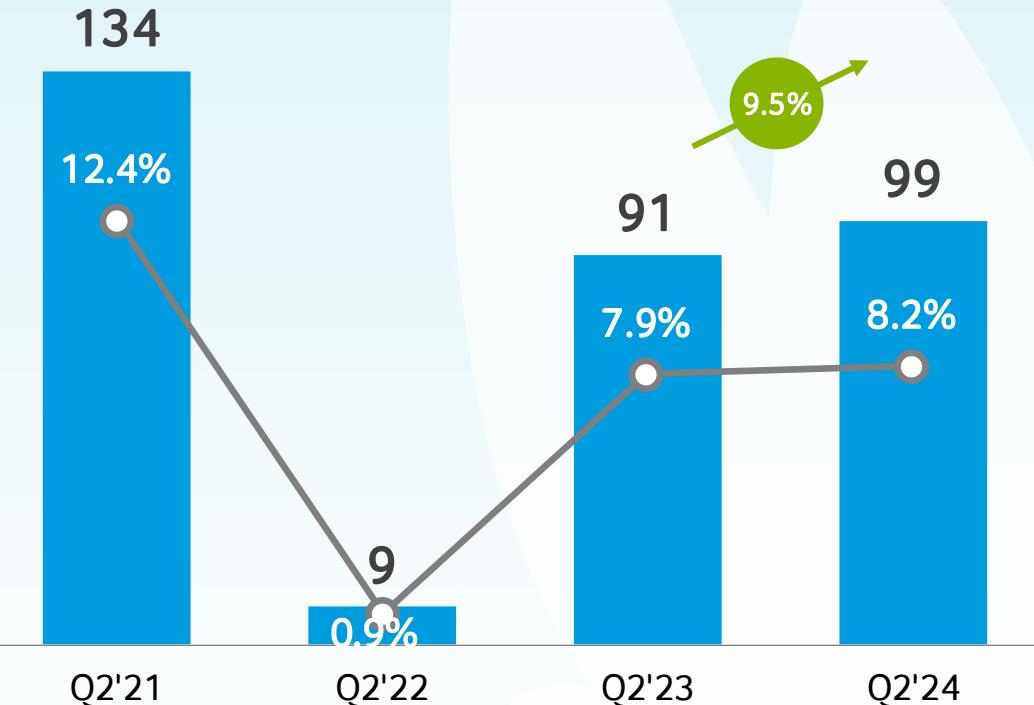


YTD 2024

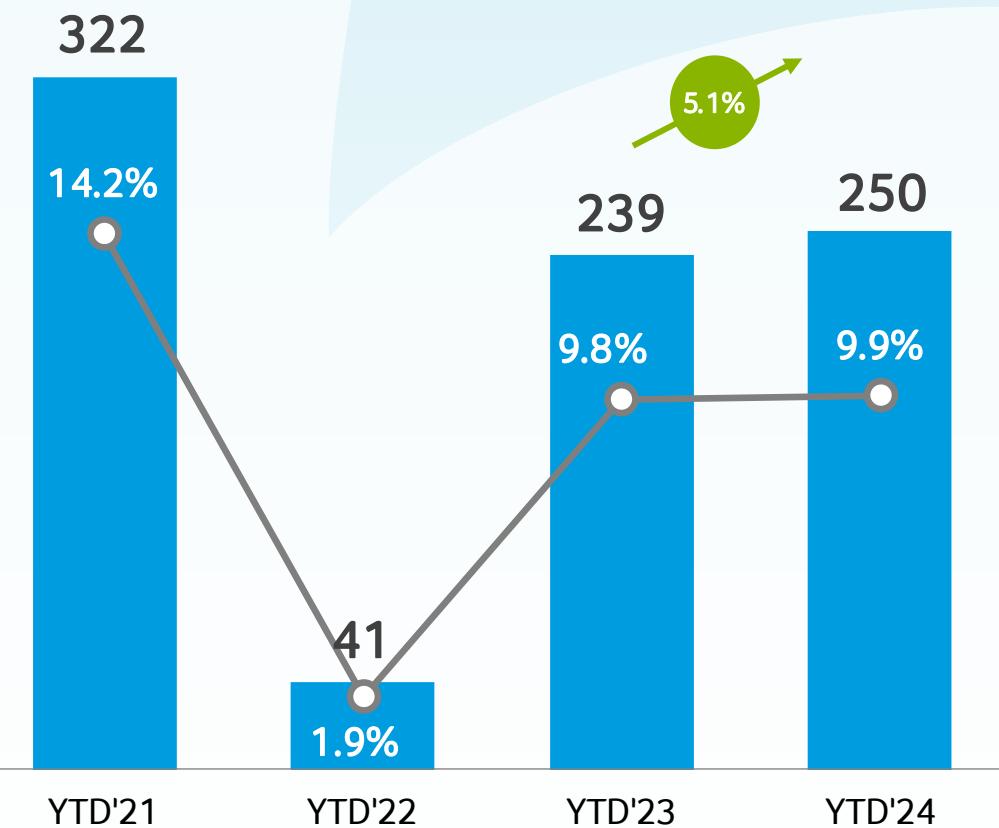




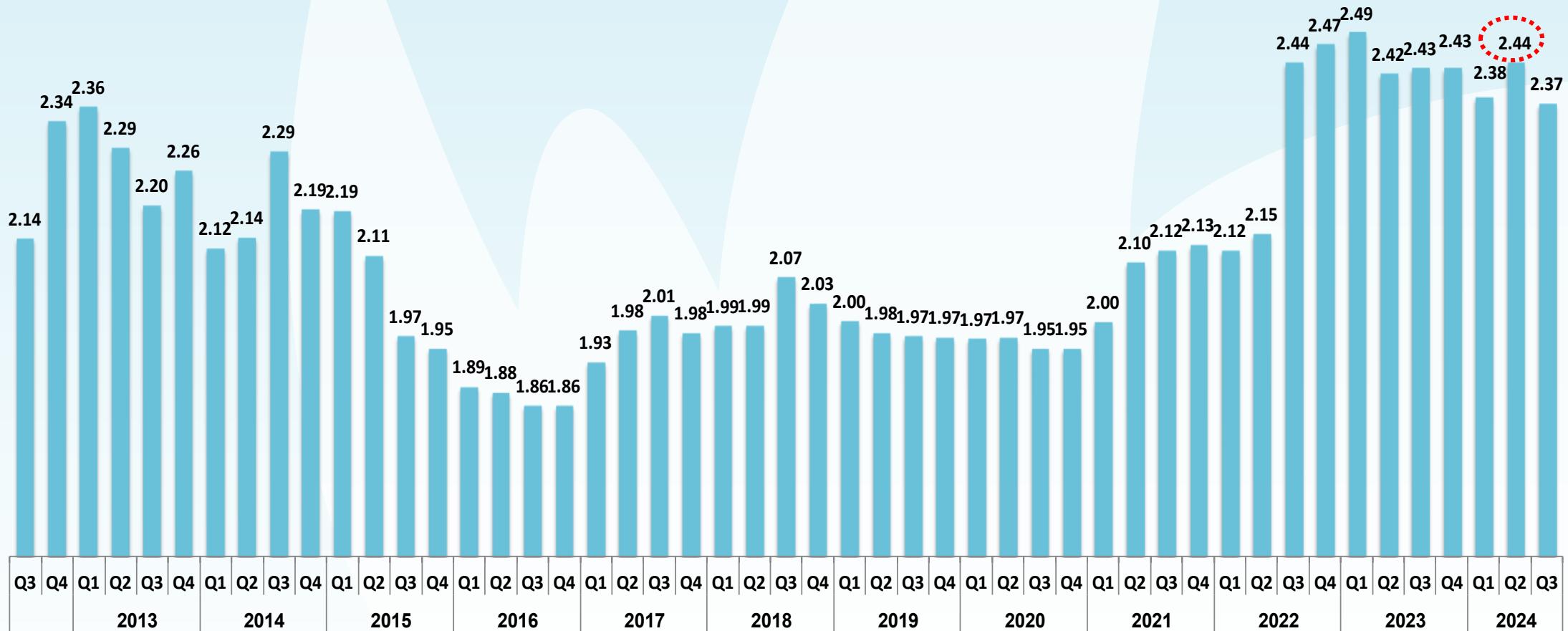
Q2 2024



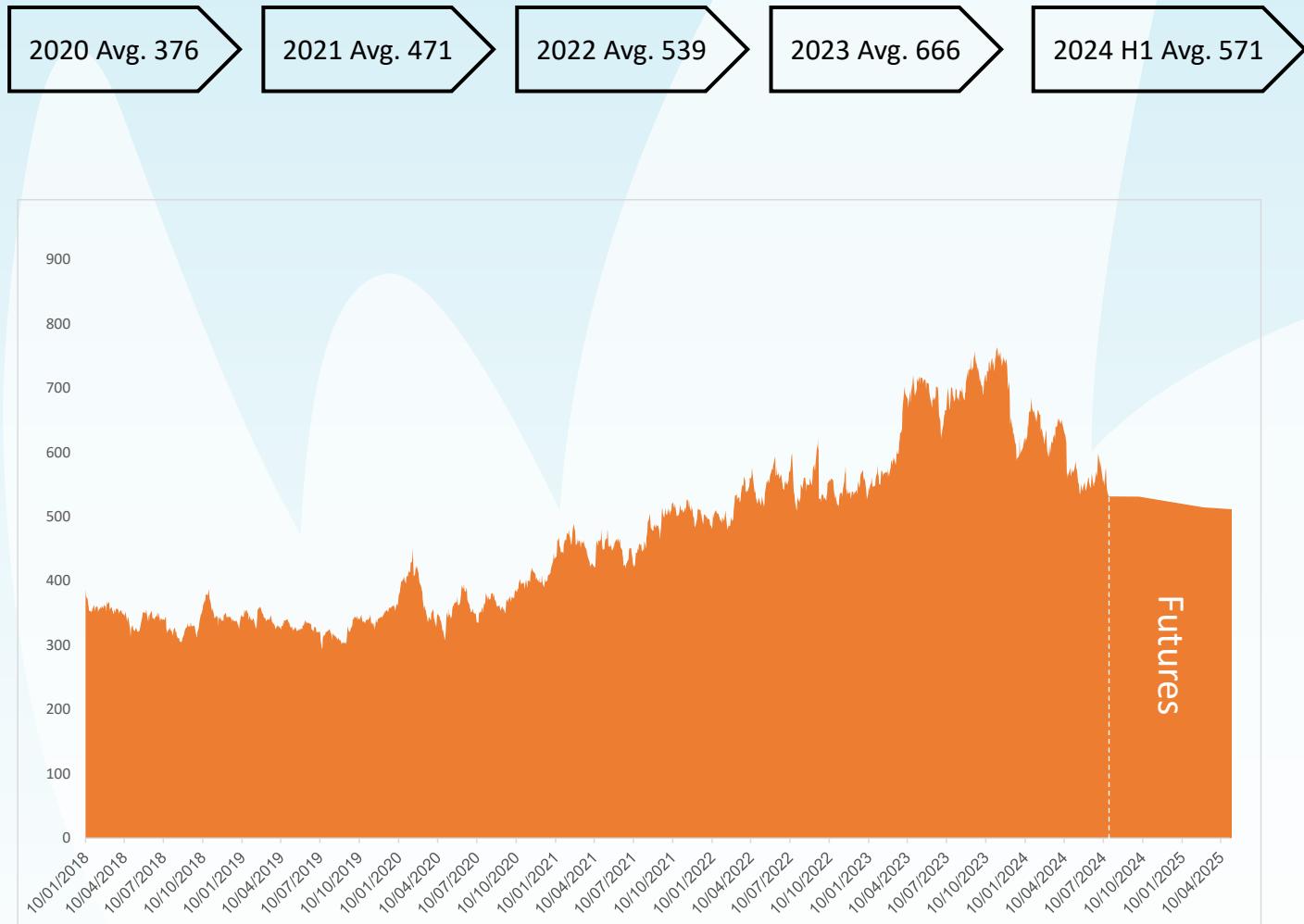
YTD 2024



# Target Milk Prices | 2012-2024 (ILS per Liter)



# London Sugar Historical & Futures Prices | 2017-2024 (\$\text{t})



# London Cocoa Historical & Futures Prices | 2017-2024 (GBP\T)



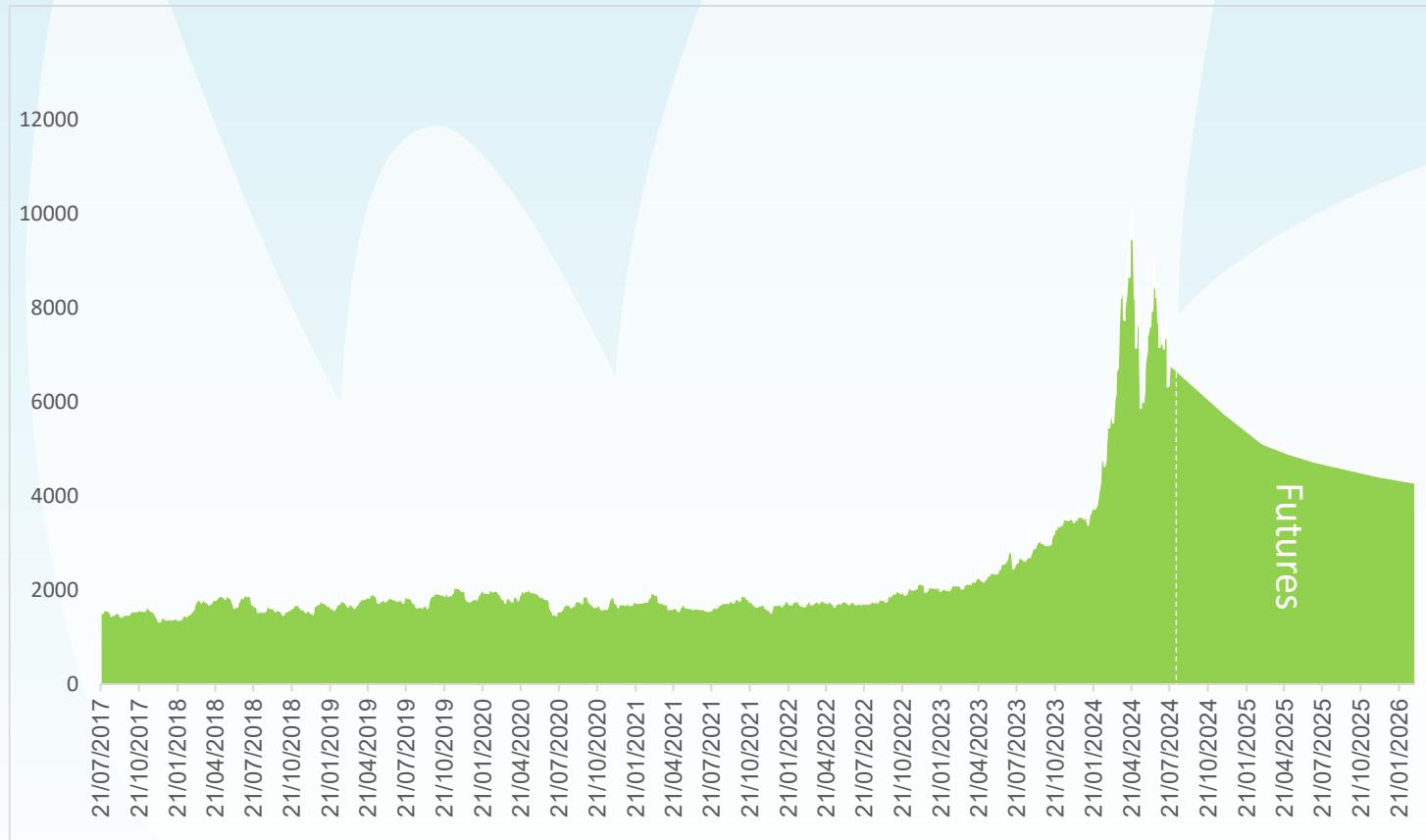
2020 Avg. 1794

2021 Avg. 1698

2022 Avg. 1811

2023 Avg. 2650

2024 H1 Avg. 7944





Q2 and YTD 2024 NIS mm



Strauss Coffee International (Non GAAP)						
	Q2 2024	Q2 2023	% Chg.	YTD 2024	YTD 2023	% Chg.
<b>Total Revenue</b>	1,205	1,148	5.0%	2,159	2,099	2.9%
<b>Total Gross Profit</b>	262	278	(5.3%)	492	510	(3.5%)
<i>Gross Margins</i>	21.8%	24.1%	(2.3%)	22.8%	24.3%	(1.5%)
<b>EBIT:</b>						
<b>Total EBIT</b>	61	77	(20.8%)	99	137	(27.5%)
<i>Margins</i>	5.1%	6.7%	(1.6%)	4.6%	6.5%	(1.9%)
<b>EBITDA:</b>						
<b>Total EBITDA</b>	84	100	(15.9%)	145	182	(20.0%)
<i>Margins</i>	7.0%	9.5%	(2.5%)	6.7%	8.7%	(1.9%)

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 March 31<sup>st</sup>, 2024





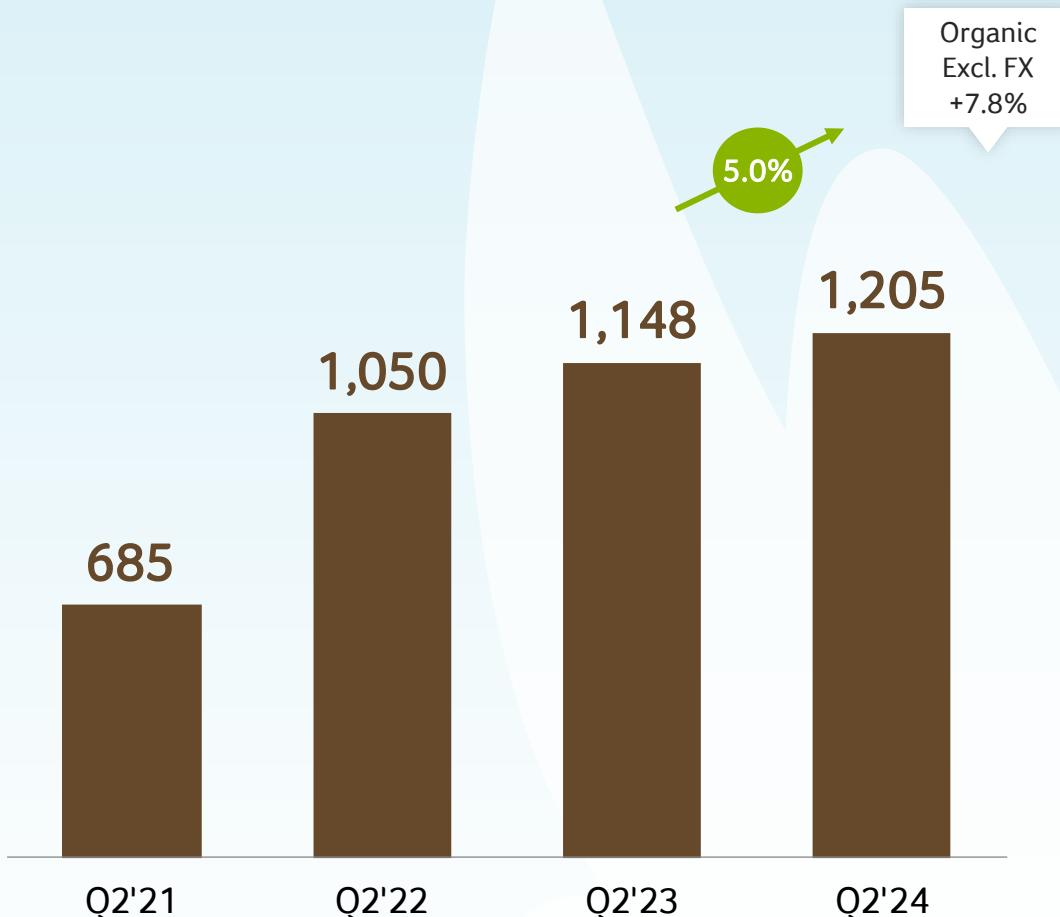
	Coffee International Sales							
	Q2 2024	Q2 2023	% Change		YTD 2024	YTD 2023	% Change	
			NIS	Local Currency			NIS	Local Currency
Três Corações Joint Venture (Brazil) (1)	842	783	7.6%	11.1%	1,487	1,404	5.9%	3.9%
Russia & Ukraine	183	171	6.8%	14.7%	312	336	(7.2%)	3.2%
Poland	102	90	13.2%	5.8%	205	169	21.0%	10.1%
Romania	60	60	(2.0%)	(2.5%)	105	111	(6.1%)	(7.9%)
Serbia	--	44	(100.0%)	(100.0%)	21	79	(73.5%)	(74.2%)
Other	18	--			29	--		
<b>Total International</b>	<b>1,205</b>	<b>1,148</b>	<b>5.0%</b>	<b>7.8%</b>	<b>2,159</b>	<b>2,099</b>	<b>2.9%</b>	<b>2.0%</b>

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

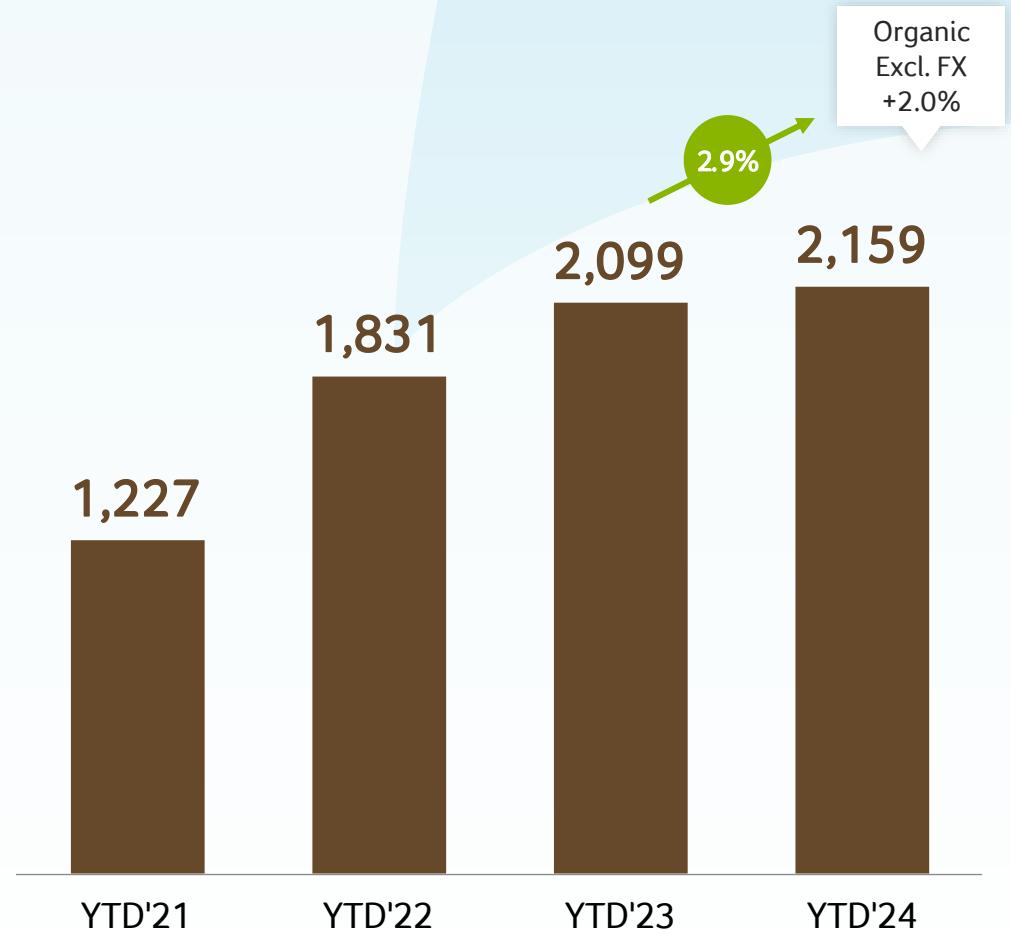
Source: Três Corações Alimentos S.A. Consolidated Interim Financial Statements as of June 30\*, 2024



Q2 2024

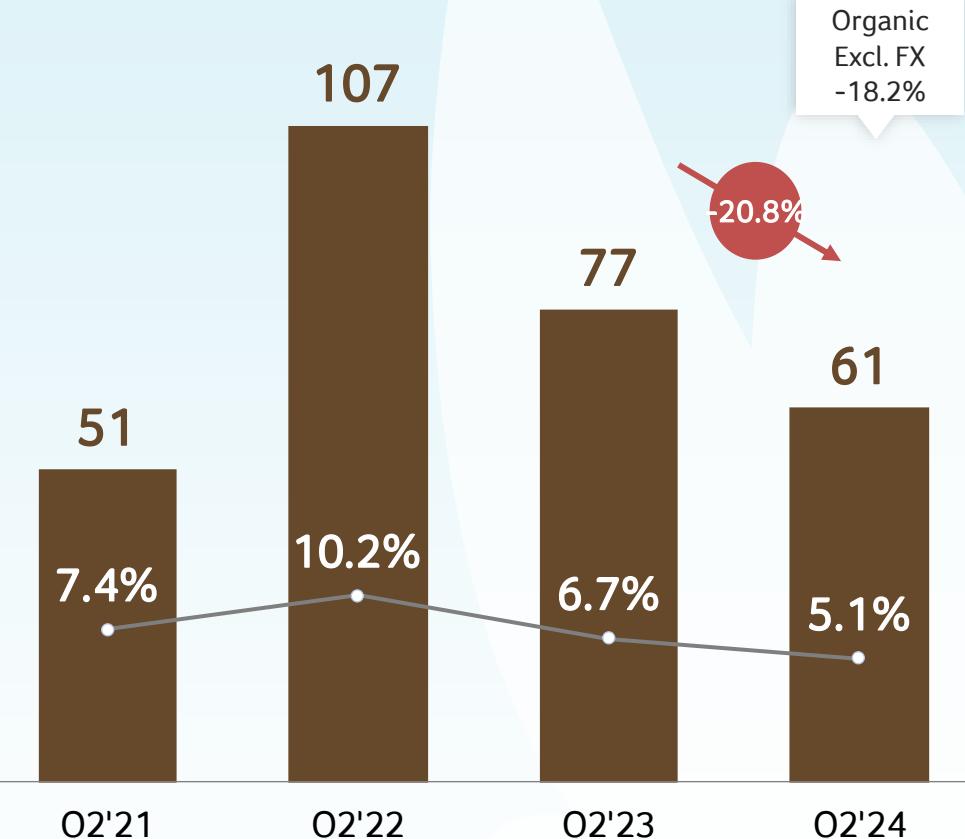


YTD 2024

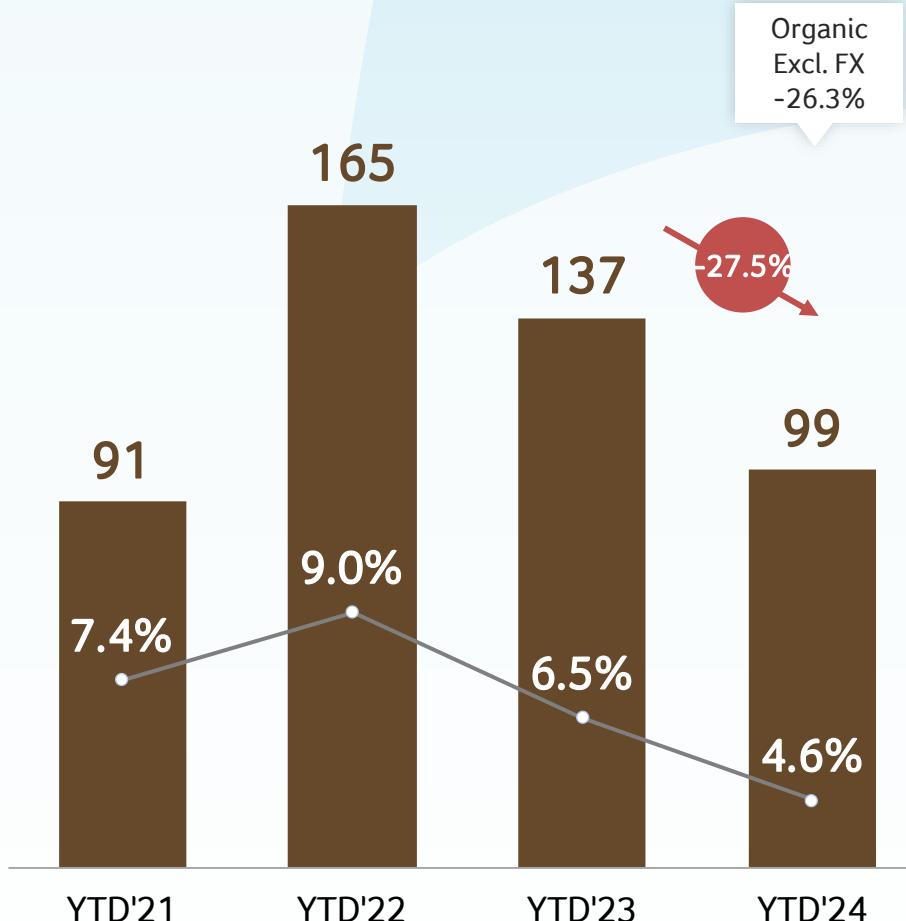




Q2 2024



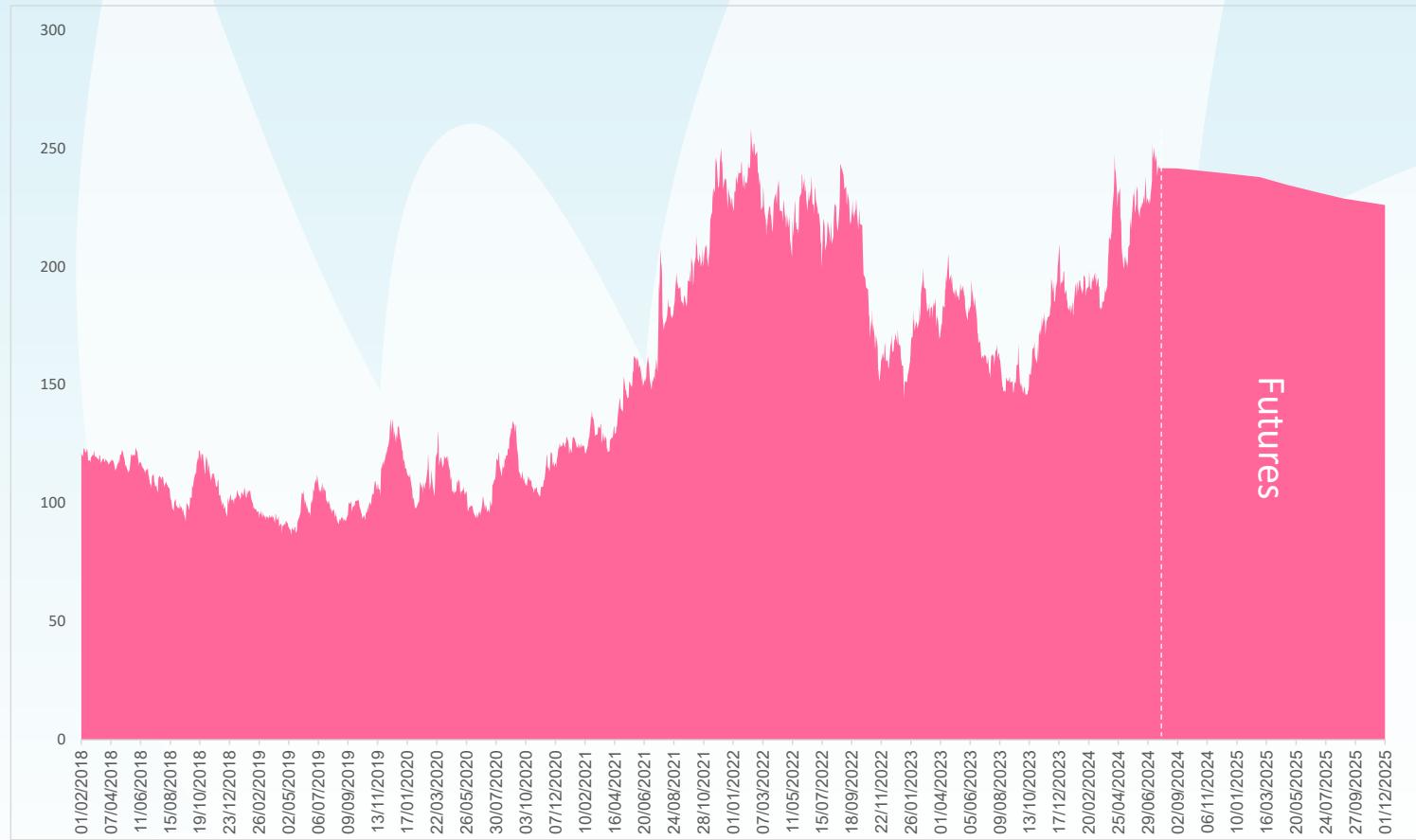
YTD 2024



# Arabica Historical & Futures Prices | 2017-2024 (C\lbs.)



2020 Avg. 111    2021 Avg. 169    2022 Avg. 215    2023 Avg. 172    2024 H1 Avg. 220



# Robusta Historical & Futures Prices | 2017-2024 (\$\text{t})



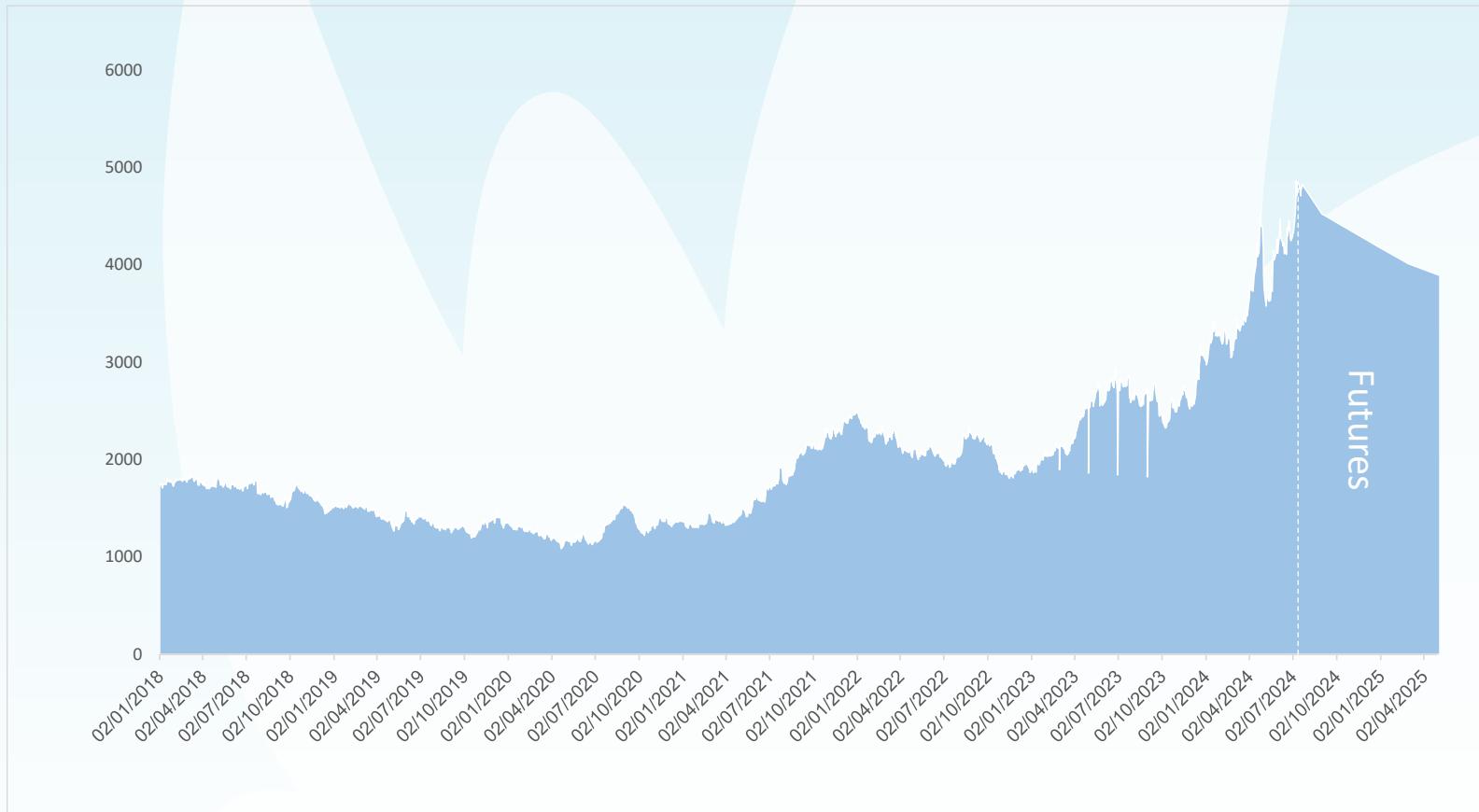
2020 Avg. 1287

2021 Avg. 1771

2022 Avg. 2103

2023 Avg. 2480

2024 H1 Avg. 4067



# Sesame Humera Historical Prices | 2017-2024



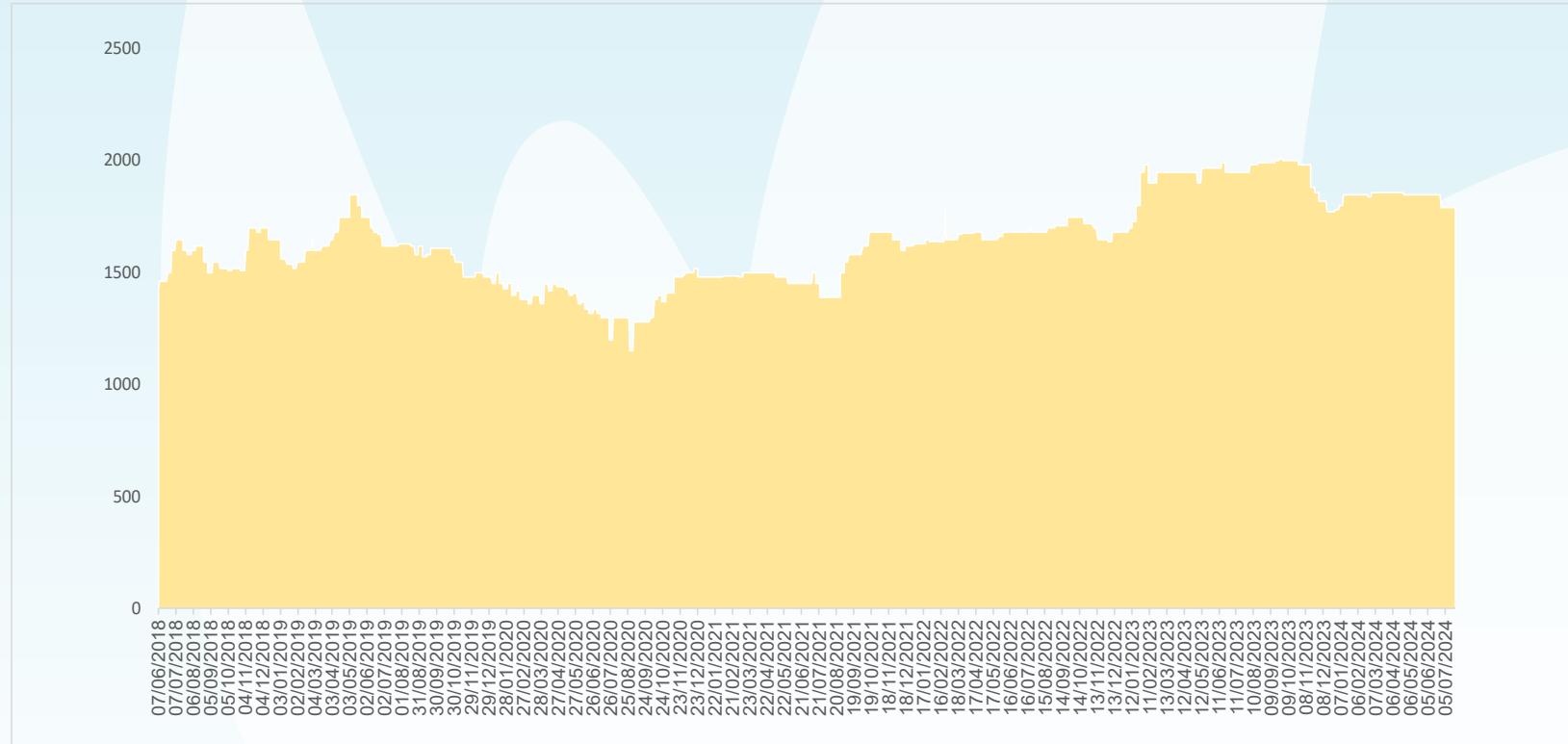
2020 Avg. 1379

2021 Avg. 1525

2022 Avg. 1677

2023 Avg. 1930

2024 H1 Avg. 1851

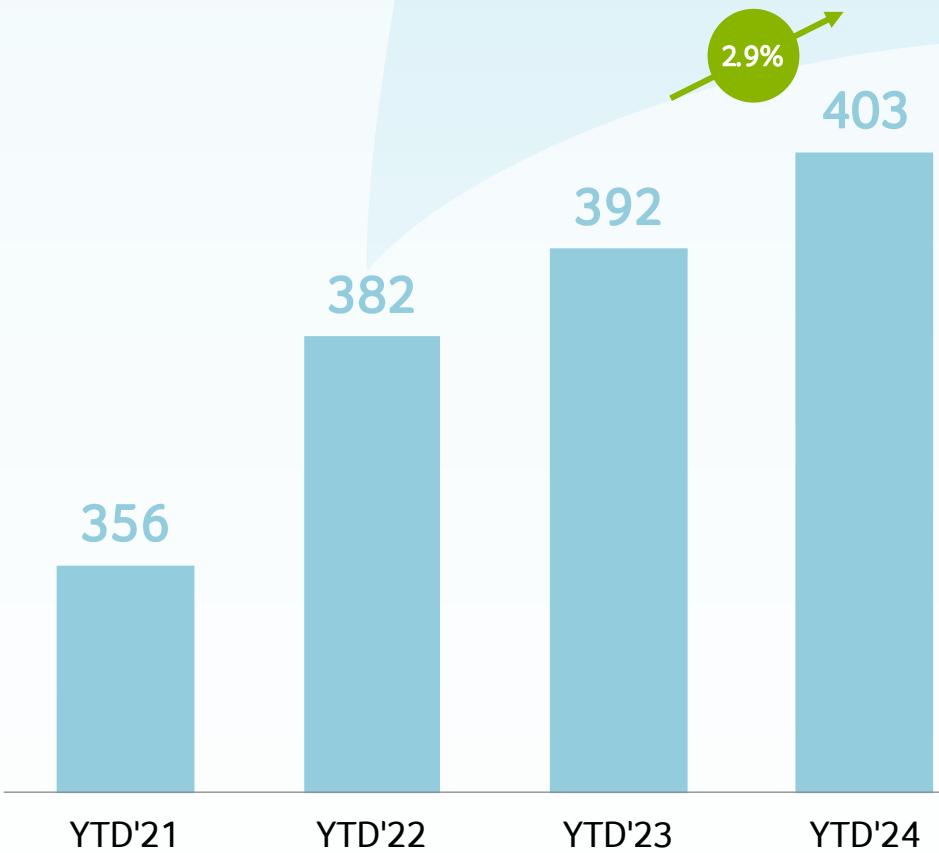




Q2 2024

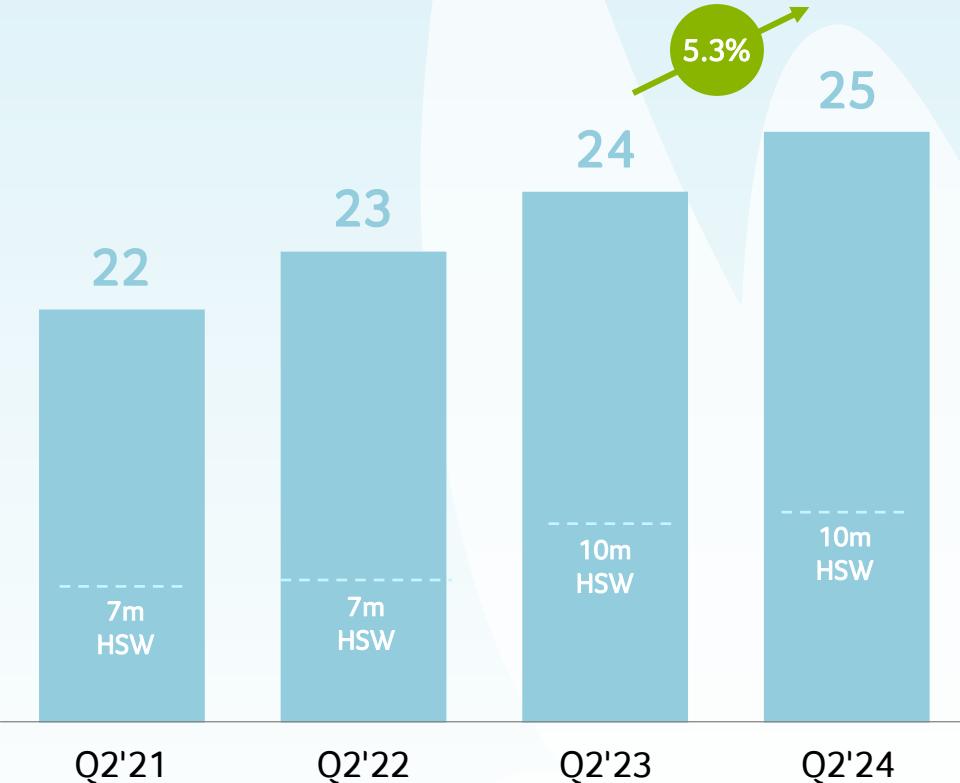


YTD 2024

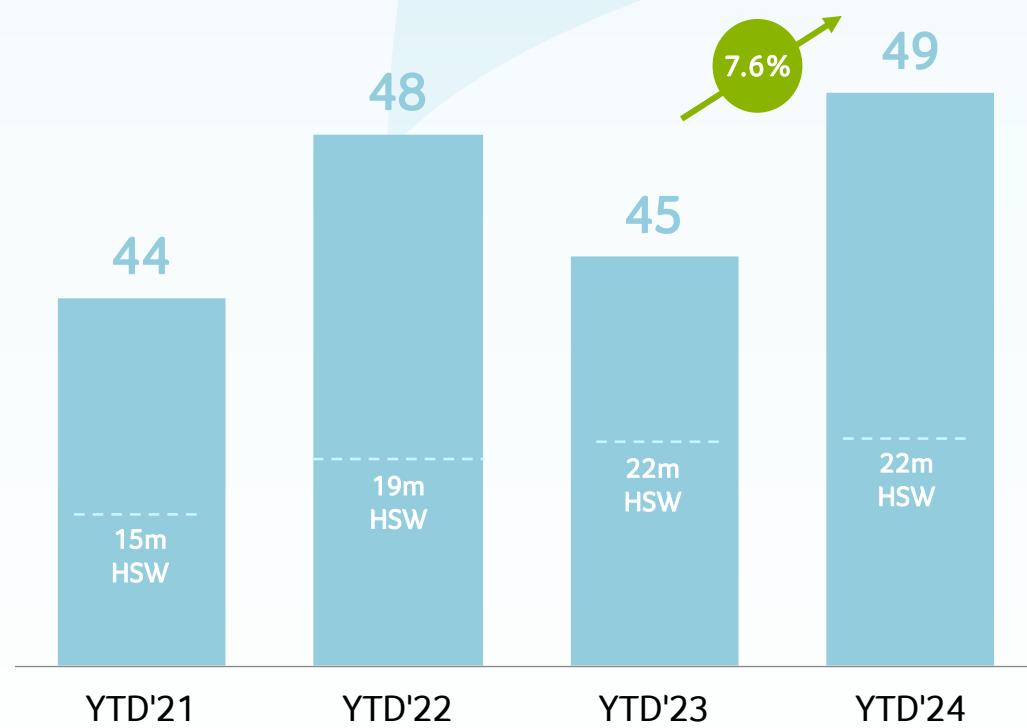




Q2 2024



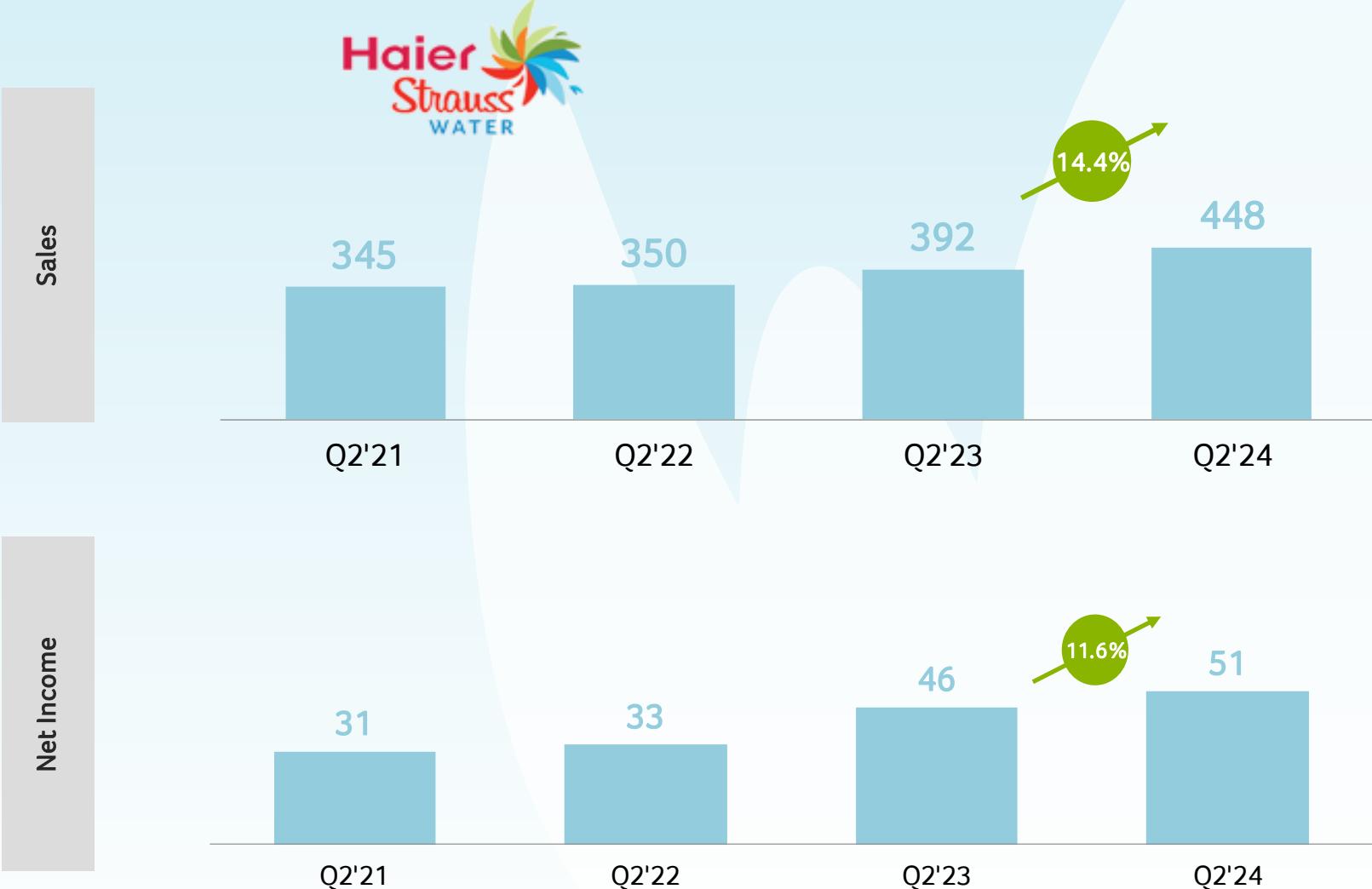
YTD 2024





# Haier Strauss Water Q2 Snapshot

¥mm; Non-GAAP; for 100% share



Note: (1) Haier Strauss Water (HSW) is a company jointly held by Haier (51%) and Strauss Group (49%)





# Haier Strauss Water YTD Snapshot

¥mm; Non-GAAP; for 100% share



Note: (1) Haier Strauss Water (HSW) is a company jointly held by Haier (51%) and Strauss Group (49%)





# Thank You

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