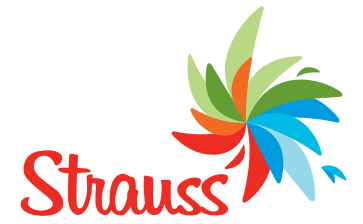


# Strauss Group Financial Results

Q3 2024 Earnings Presentation | November 25<sup>th</sup>, 2024

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# Disclaimer

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.

# 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).

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

Group CEO







# CONTINUING OUR COMMITMENT TO SUPPORT THE ISRAELI ECO-SYSTEM SPECIFICALLY IN THE NORTH



Participating in the annual Latet donation day – we gave a leading donation to the event, which has helped raise more than 200k food donations for the holidays. We gave over 30k food packages



Supporting the Israeli who live in the North



Wrapping up the first program of Lapidot for orthodox women



Annual volunteering week



2,200 Food donations for Rosh Hashanah



**We have  
announced  
selling our  
holdings in Sabra  
and Obela, to  
PepsiCo for  
approximately  
NIS 900 million.**







# WE ARE PUSHING OUR CONSUMER CENTRICITY EFFORTS

## COMMUNICATION MOVES



## MAIN PRODUCTS INNOVATION







# OUR Q3 PERFORMANCE

## Net Sales

2,991m

Net Sales

+15.4%

Organic Growth

11.8%

Sales vs 23'

## Gross profit

911m

Gross

30.5%

Gross Margin

6.5%

Gross vs 23'

## EBIT

223m

EBIT

7.4%

EBIT Margin

4.2%

EBIT vs 23'

## Net profit

102m

Net Profit

3.4%

Net Margin

-15.4%

Net vs 23'







# OUR YTD PERFORMANCE

## Net Sales

8,334m

Net Sales

+6.9%

Organic Growth

6.1%

Sales vs 23'

## Gross profit

2,626m

Gross

31.5%

Gross Margin

3.8%

Gross vs 23'

## EBIT

578m

EBIT

6.9%

EBIT Margin

-2.3%

EBIT vs 23'

## Net profit

344m

Net Profit

4.1%

Net Margin

1.3%

Net vs 23'







# Strauss Israel – Revenue growth continues



## Highlights

- Fun and Indulgence recovery continues with top line growth of 32.6%.
- Coffee Israel sales rise 5.4%
- Health & Wellness sales growth by 2.8% and improvement in margin.



## Performance by division

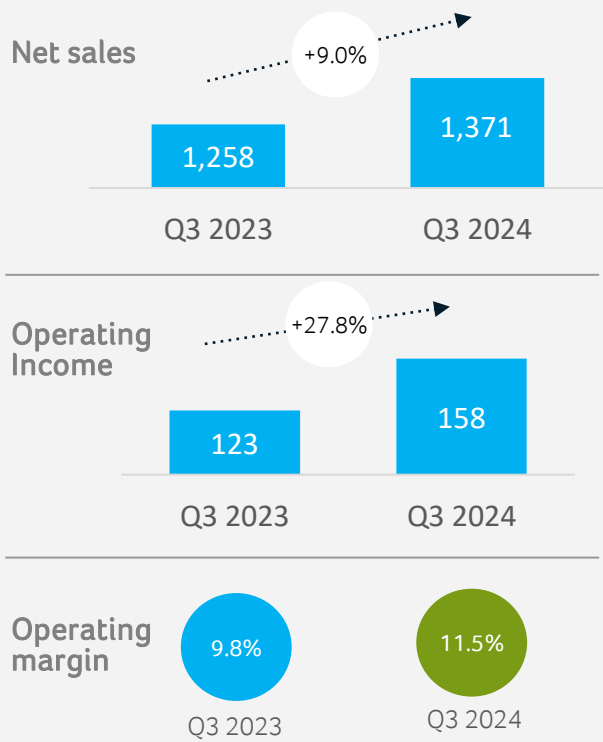
Values in NIS millions



	Health & Wellness	Fun & Indulgence	Coffee Israel
<b>Sales</b> vs 2023	<b>827m</b> 804m	<b>323m</b> 244m	<b>221m</b> 210m
<b>EBIT</b> vs 2023	<b>120m</b> 101m	<b>9m</b> -8m	<b>29m</b> 30m
<b>%EBIT</b> Vs 2023	<b>14.5%</b> 12.5%	<b>2.8%</b> -3.1%	<b>12.9%</b> 14.6%

## Financial performance

Values in NIS millions



In 2023 between H&W and F&I segments was reclassification of the Energy category. Excluding this change, H&W sales are up 5.2%.



# FUN AND INDULGENCE TURNAROUND PROGRESSING



## Highlights

- We are transforming the business and grow in volume, innovation and productivity.
- Operating profit: EBIT improving vs LY
- Market Share progressing.
- Food safety and quality at the factory improved while building capabilities in our operational excellence.

F&I Q3 Sales

**323m**  
VS 244m in 23

F&I Q3 EBIT

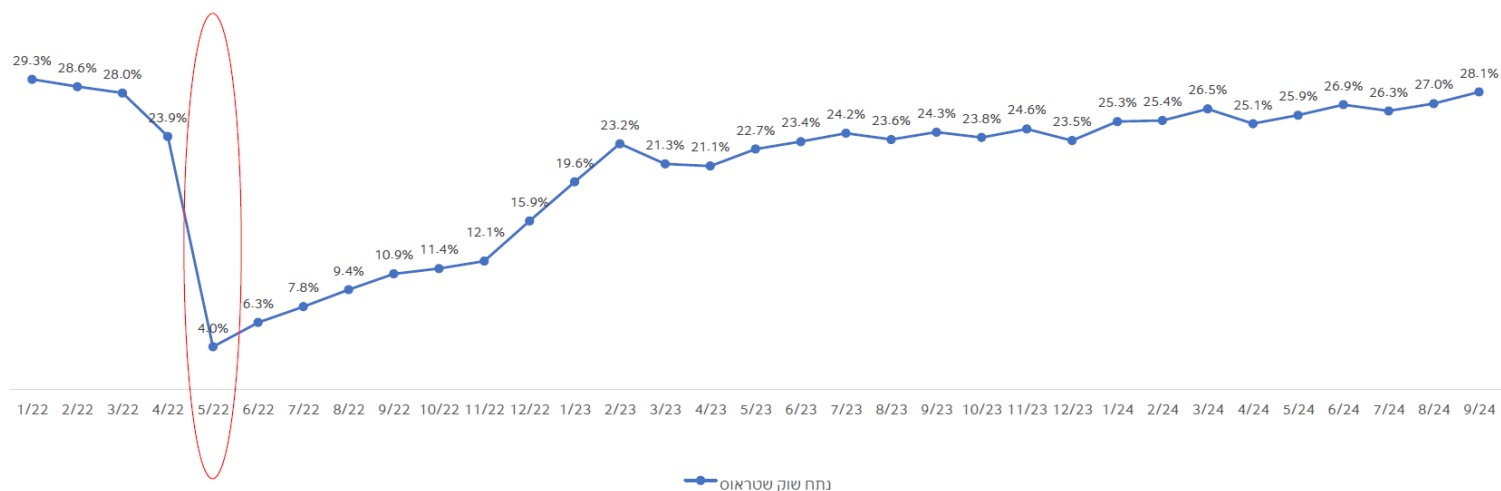
**9m**  
Vs -8m in 23

F&I Q3 %EBIT

**2.8%**  
VS -3.1% in 23

## Market Share Confectionery up to 28.1%

סה"כ עולם הממתקים







## Coffee International – Revenues grow ~18%



### Highlights

- Revenues in Brazil were up 16% during the quarter in local currency.
- EBIT in Brazil up by 87% compared to Q3 2023 in local currency.



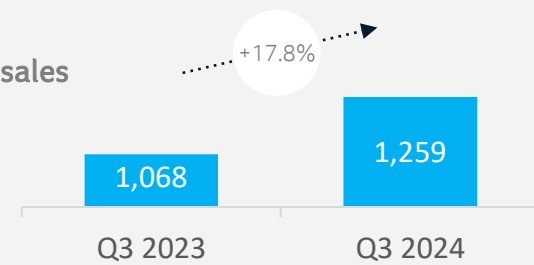
### Global Coffee



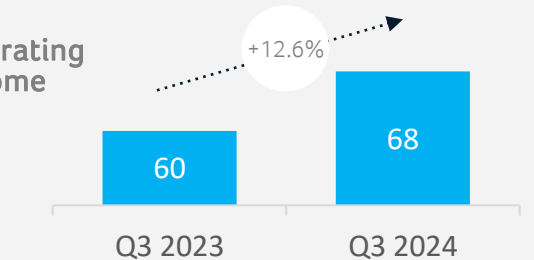
### Financial performance

Values in NIS millions

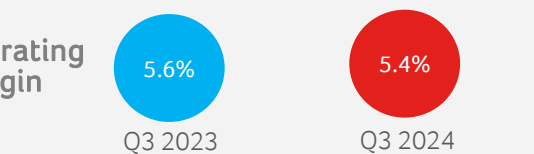
#### Net sales



#### Operating Income



#### Operating margin







## Strauss water – Continued growth and profit



### Highlights

#### Total Strauss water

- Sales rise 1.6% on higher installed base.
- EBIT improvement of 23.3%.

#### China

- Sales growth of 6.5%.
- Net income improved by 47.4%.



### Performance by division

Values in NIS millions



Sales  
VS  
2023

224M  
221M

213M\*  
200M

EBIT/Net\*\*\*  
VS  
2023

26m  
21m

28m\*  
19m

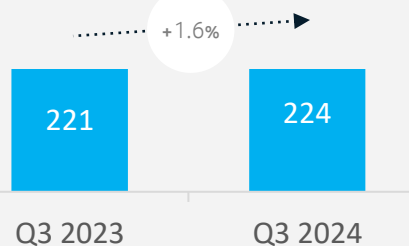
% EBIT  
Vs  
2023

11.6%  
9.5%

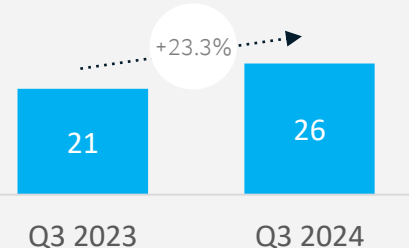
### Financial performance

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

Group CFO





# Q3 Highlights – Strauss Group



- Strauss Group Net sales growth is 11.8% (+15.4% organic excluding FX effect). Growth is led by Israel F&I following the confectionery strong recovery, volumes growth and 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 UAH, negatively impacting sales by NIS -85 million.
- During the quarter Strauss Group continues to face significant input inflation, especially on Cocoa +123% and green coffee (both in Robusta +83% and Arabica +58%).





# Q3 Highlights



## Strauss Israel

- Strauss Israel net sales increased by 9.0% following Confectionery market share recovery and pricing changes.
- H&W segment Sales are 2.8% higher vs LY. In 2023 between H&W and F&I segments was reclassification of the Energy category. Excluding this change, H&W sales are up 5.2%.
- H&W EBIT increased to 14.5% vs Q3'23 level of 12.5% mainly due to price increase and Productivity.
- F&I Sales grew by 32.6% mainly due to Confectionery continuous recovery. EBIT margin is growing up to 2.8% vs Q3'23 level of -3.1%.
- Coffee Israel Sales are 5.4% higher vs PY which is mainly driven by performance and price increase.





# Q3 Highlights



## Coffee International

- Coffee international sales were up 28.0% (without FX effect) during the third quarter.
- Sales in Brazil are up by 43.5% in local currency to 1,336 mm BRL.
- R&G market share in Brazil declined to 32.7% from 33.7% last year.
- Russia posted sales growth of 12.1% in local currency, Ukraine sales grew by 17.2%, Poland sales grew by 10.2%, Romania sales grew by 27%.



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





# Q3 Highlights



## Strauss Water

- Sales grew 1.4% (w/o FX effect) in the third quarter mainly due to higher install base and appliances sold.
- Haier Strauss Water (HSW) sales grew 2.0% in local currency to reach 407m ¥ (100% share), mainly due to better Mix and Market Share increase.
- Profitability better than LY , 7.8% vs 7% in SW-IL due to mix and productivity.
- On August, the board of directors of HSW approved a dividend distribution to shareholders. In September 2024, an amount of NIS 29 million was received, net of tax. Furthermore, the board approved the prepayment of a shareholders' loan of 53 million NIS to Strauss Water. The shareholders' loan was paid off in November 2024.





# Financial Highlights | Reported Non GAAP



## Q3 2024

Q3'24 Sales: NIS 2,991mm  
Sales growth: 11.8%, Organic Sales growth: 15.4%

Q3'24 Gross margin 30.5% (-150 bps down vs. Q3'23)

EBIT and EBIT margins:  
NIS 223mm (up 4.2%); 7.4% (-60 bps down vs. Q3'23)

Net income and Net margins:  
NIS 102mm (down -15.4%); 3.4% (-110 bps down vs. Q3'23)

## YTD 2024

YTD'24 Sales: NIS 8,334mm  
Sales growth: 6.1%, Organic Sales growth: 6.9%

YTD'24 Gross margin 31.5% (-70 bps down vs. YTD'23)

EBIT and EBIT margins:  
NIS 578mm (down -2.3%); 6.9% (-60 bps down vs. YTD'23)

Net income and Net margins:  
NIS 344mm (up 1.3%); 4.1% (-20 bps down vs. YTD'23)



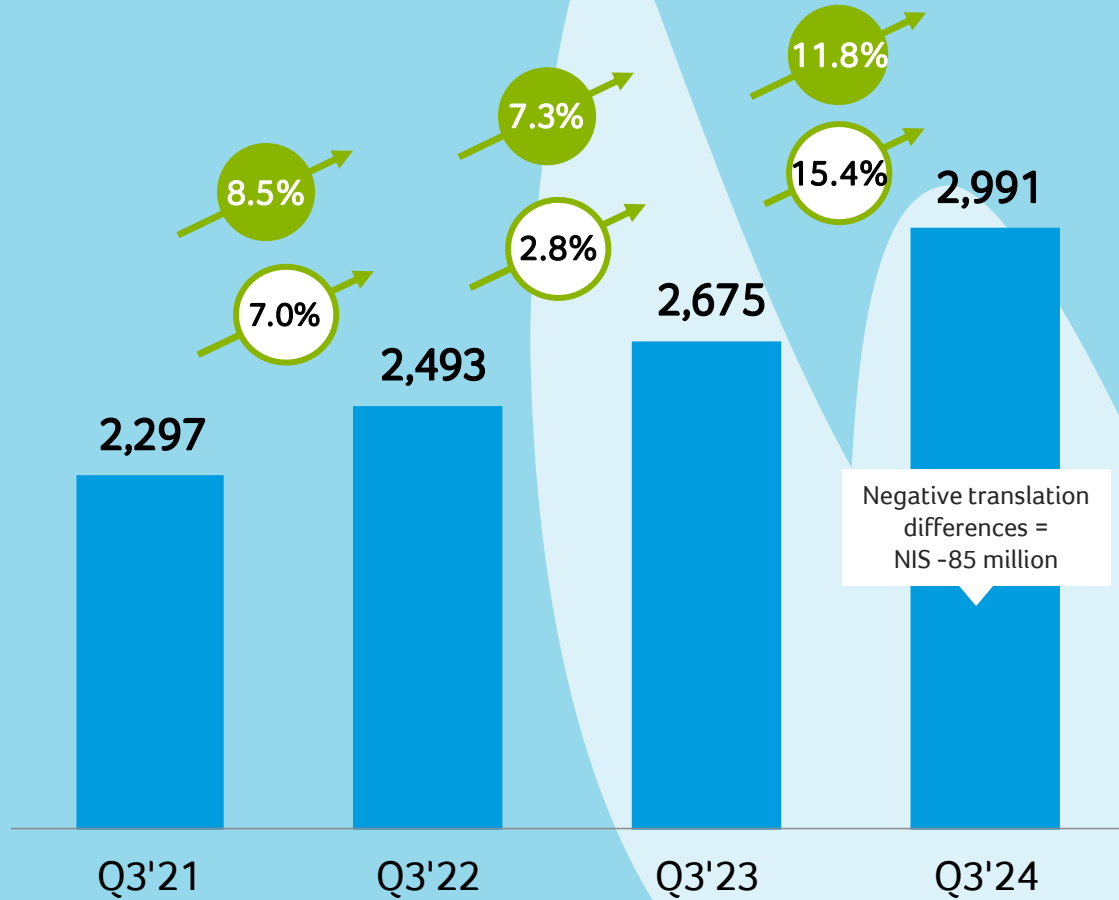




# Sales | NIS mm; Non-GAAP



## Q3 2024 Sales

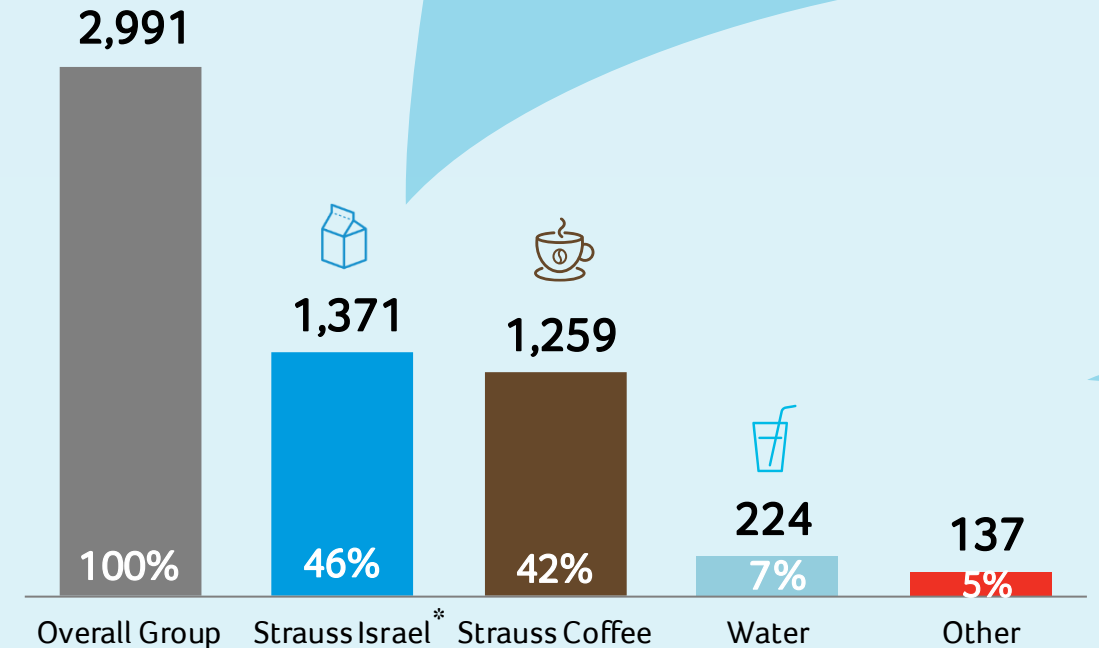


= Organic Sales Growth excl. FX

Negative translation differences = NIS -85 million

## Q3 2024 Sales by Segments

% sales contribution

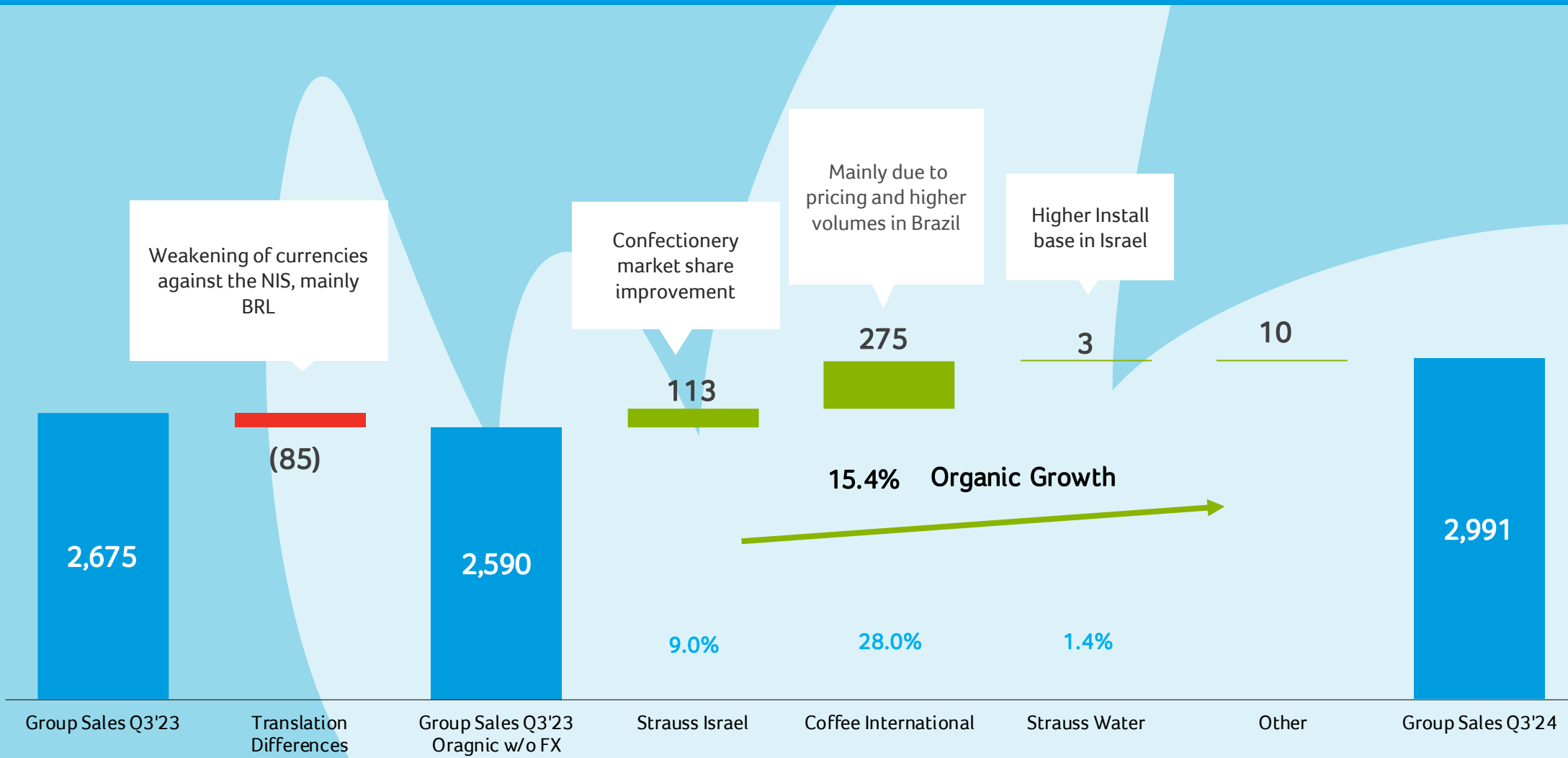


'24/'23 Growth	11.8%	9.0%	17.8%	1.6%	6.1%
'24/'23 Organic growth excl. FX	15.4%	9.0%	28.0%	1.4%	6.8%



# Q3 Sales Bridge

NIS mm; Non-GAAP; Q3'23 to Q3'24



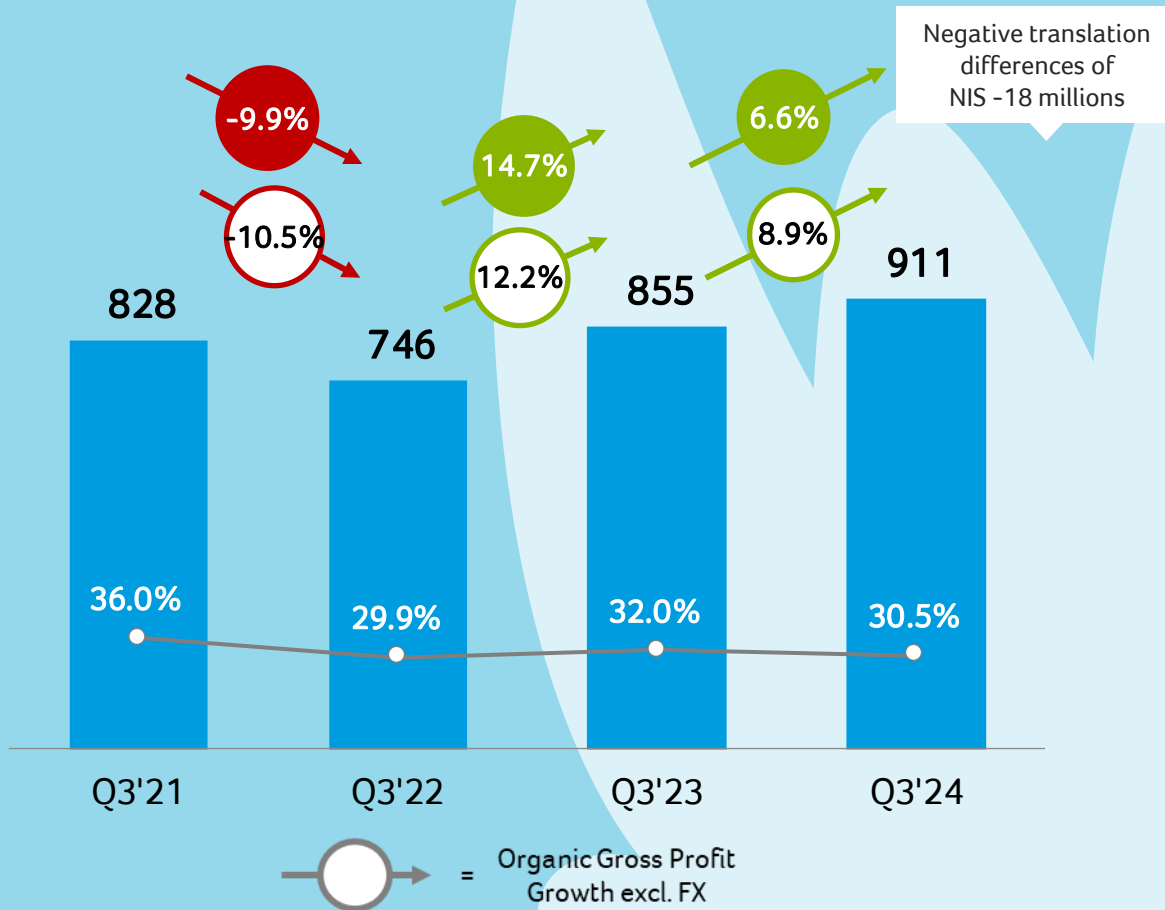


# Gross Profit

NIS mm; Non-GAAP

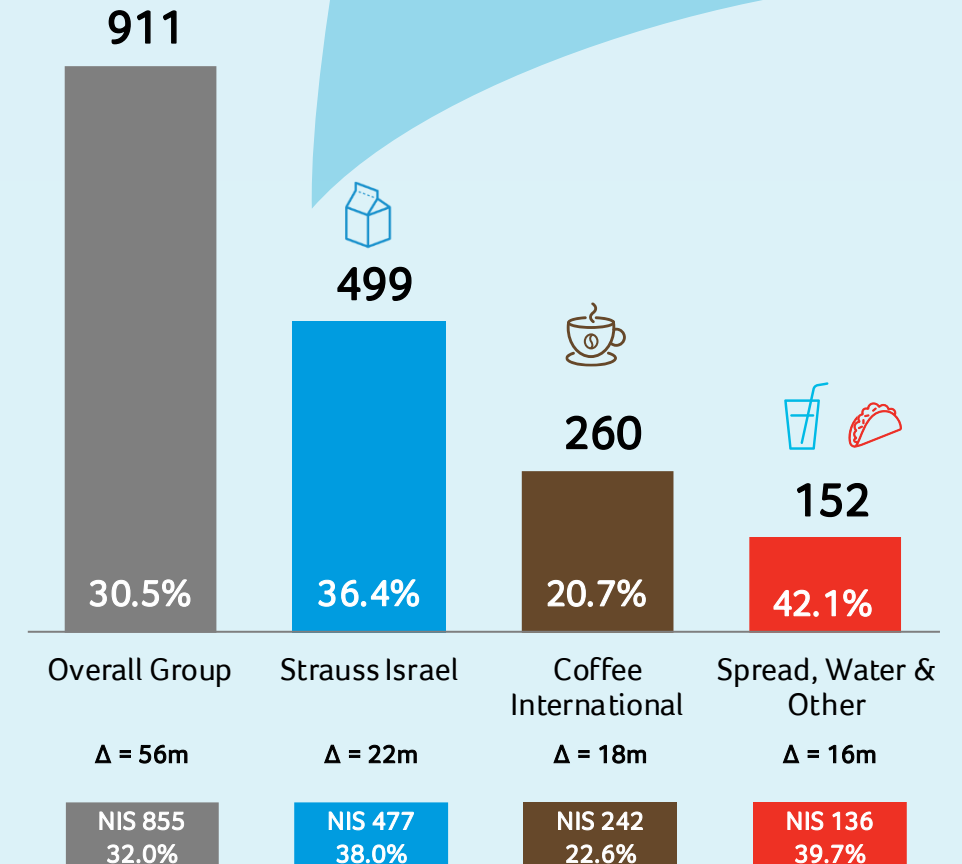


## Q3 2024 Gross Profit and Gross Margins



## Q3 2024 Gross Profit by Segments

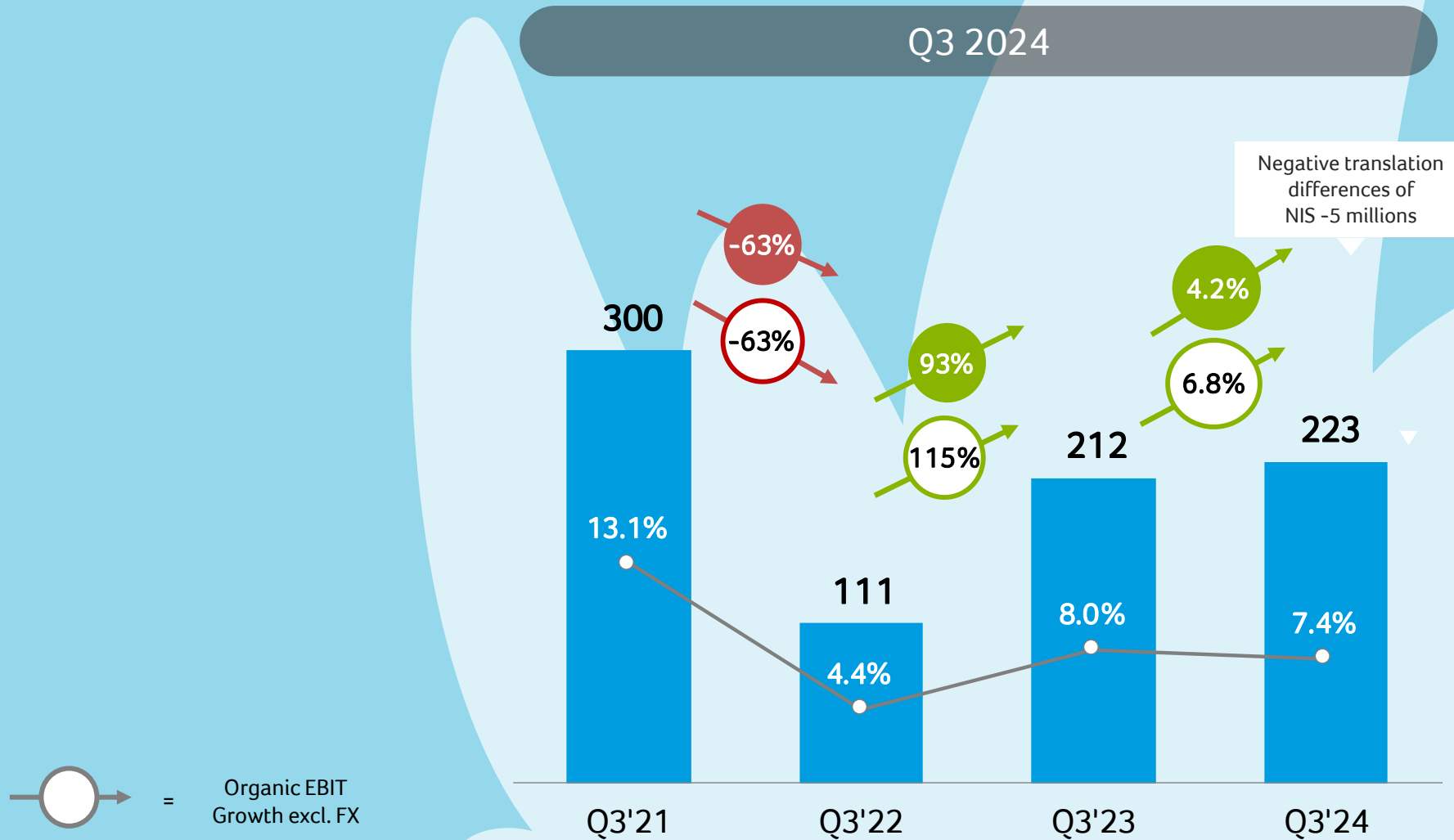
NIS mm; Non-GAAP; % Margin



Q3 2023  
GP & GM



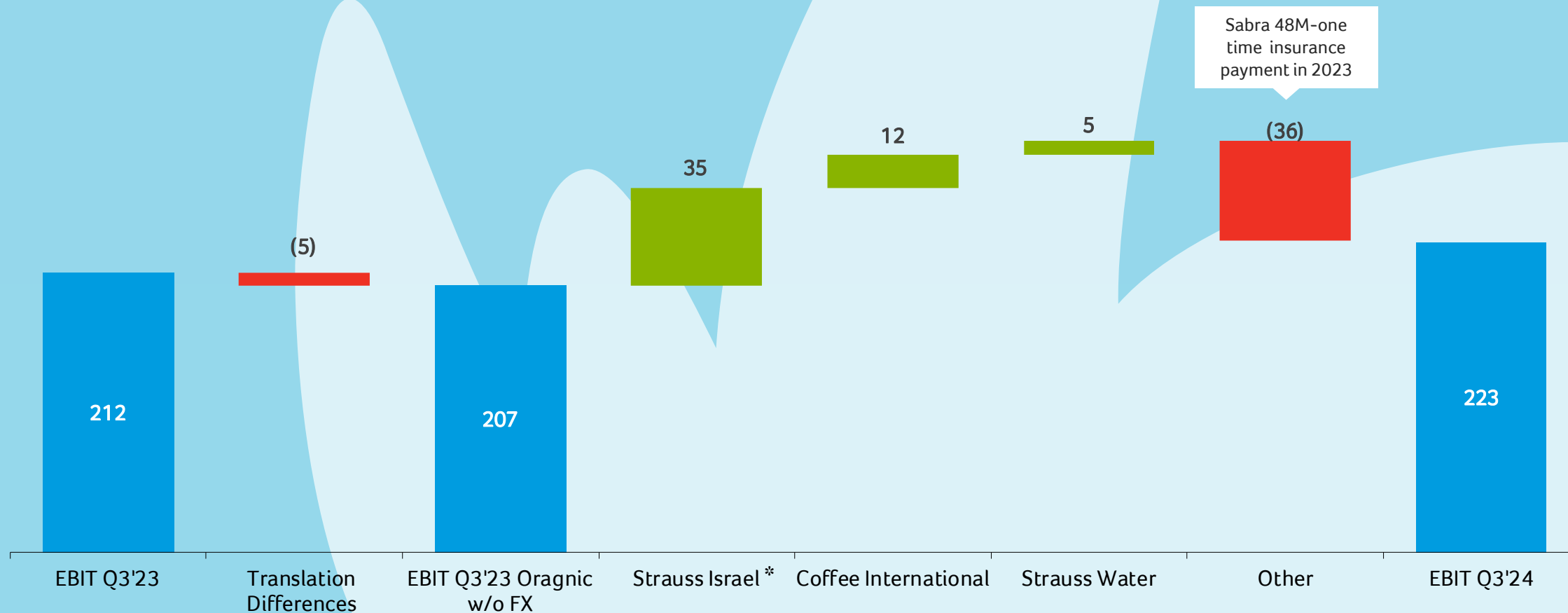
# EBIT and EBIT Margins | NIS mm; Non-GAAP





# Q3 EBIT Bridge

NIS mm; Non-GAAP; Q3'23 to Q3'24

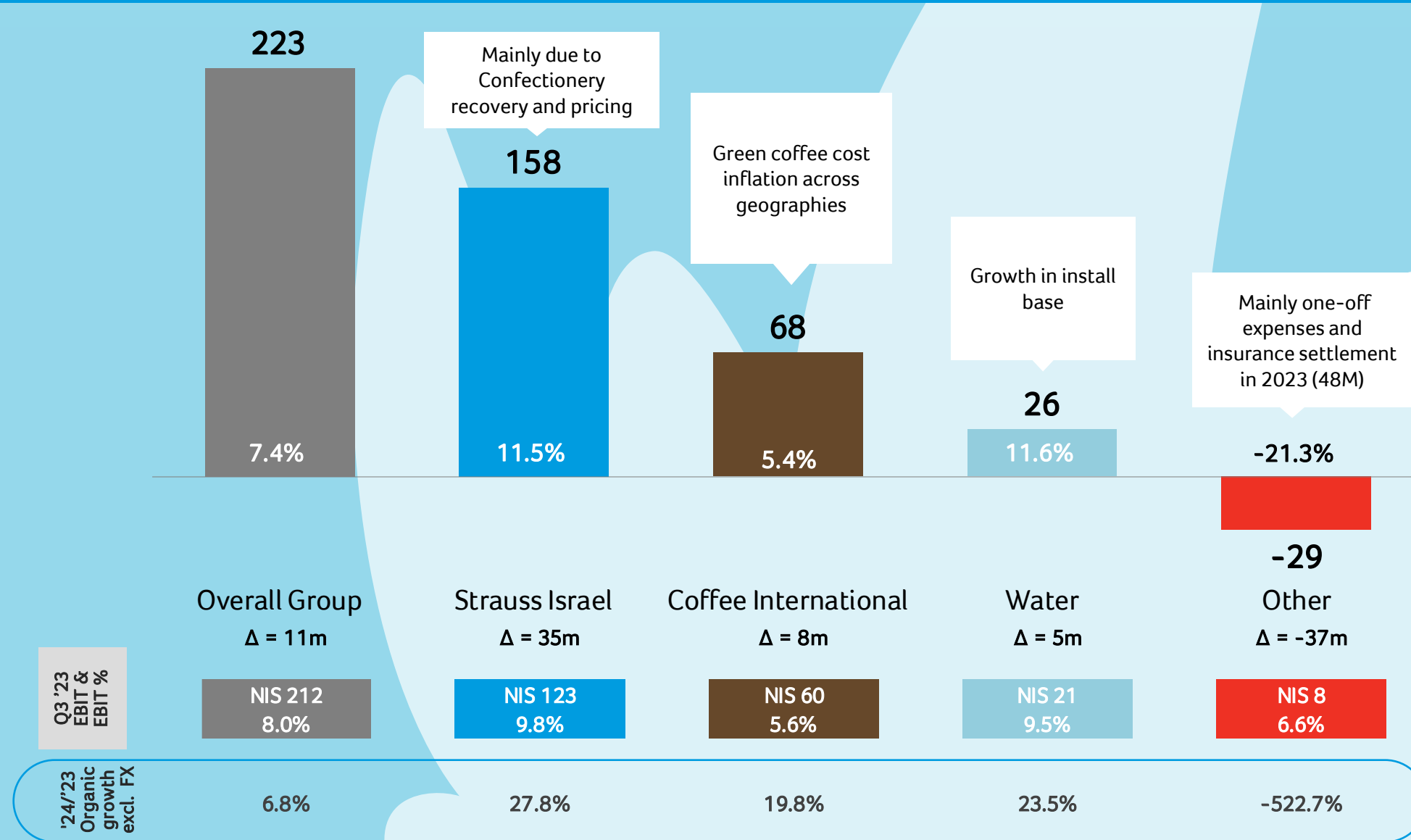


\* Strauss Israel includes all results of Coffee Israel including HQ costs allocations



# Q3 2024 EBIT and EBIT Margins

NIS mm; Non-GAAP; % Margin



Notes:

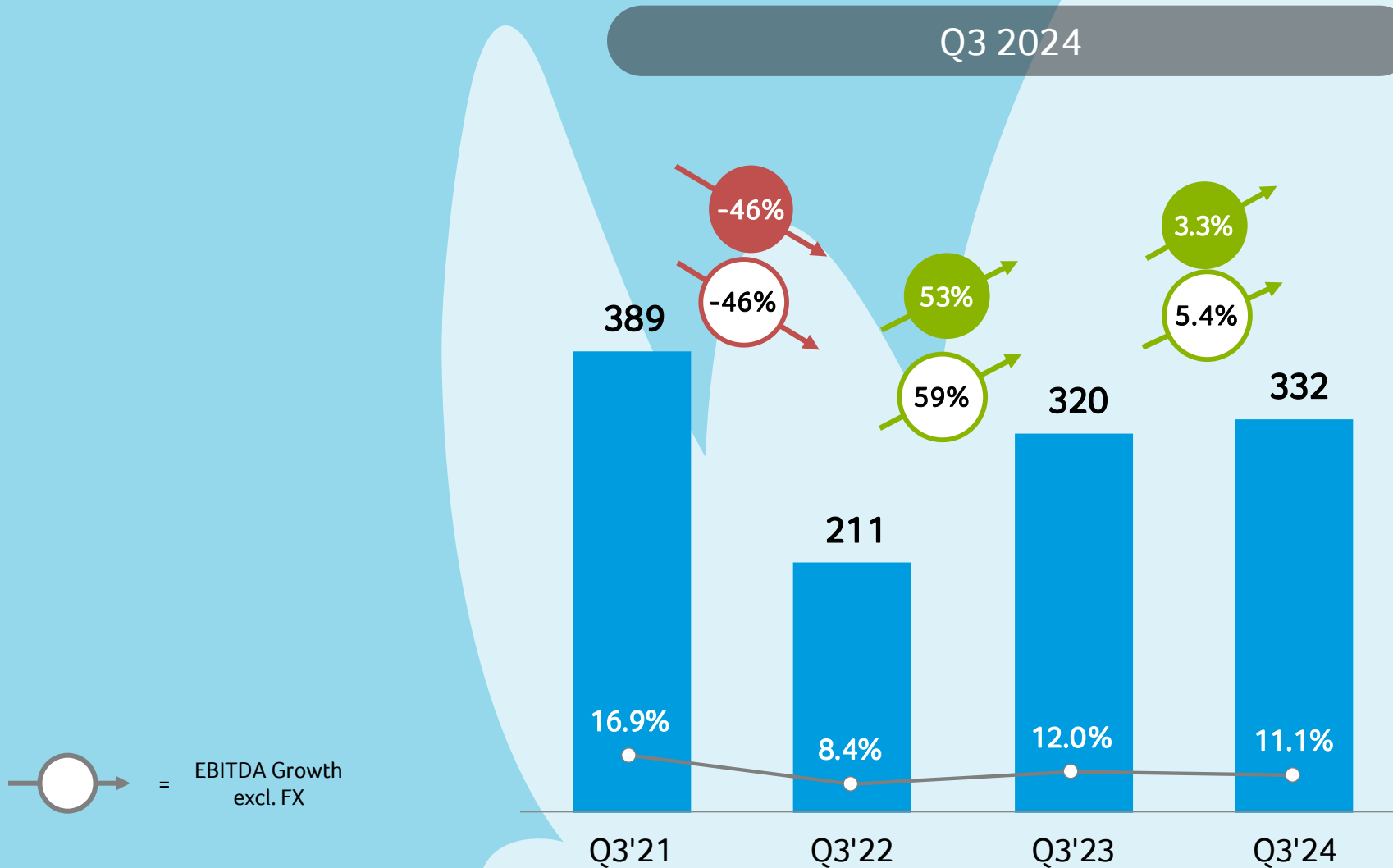
(1) Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C)

(2) Water EBIT includes net profits from HSW



# EBITDA and EBITDA margins

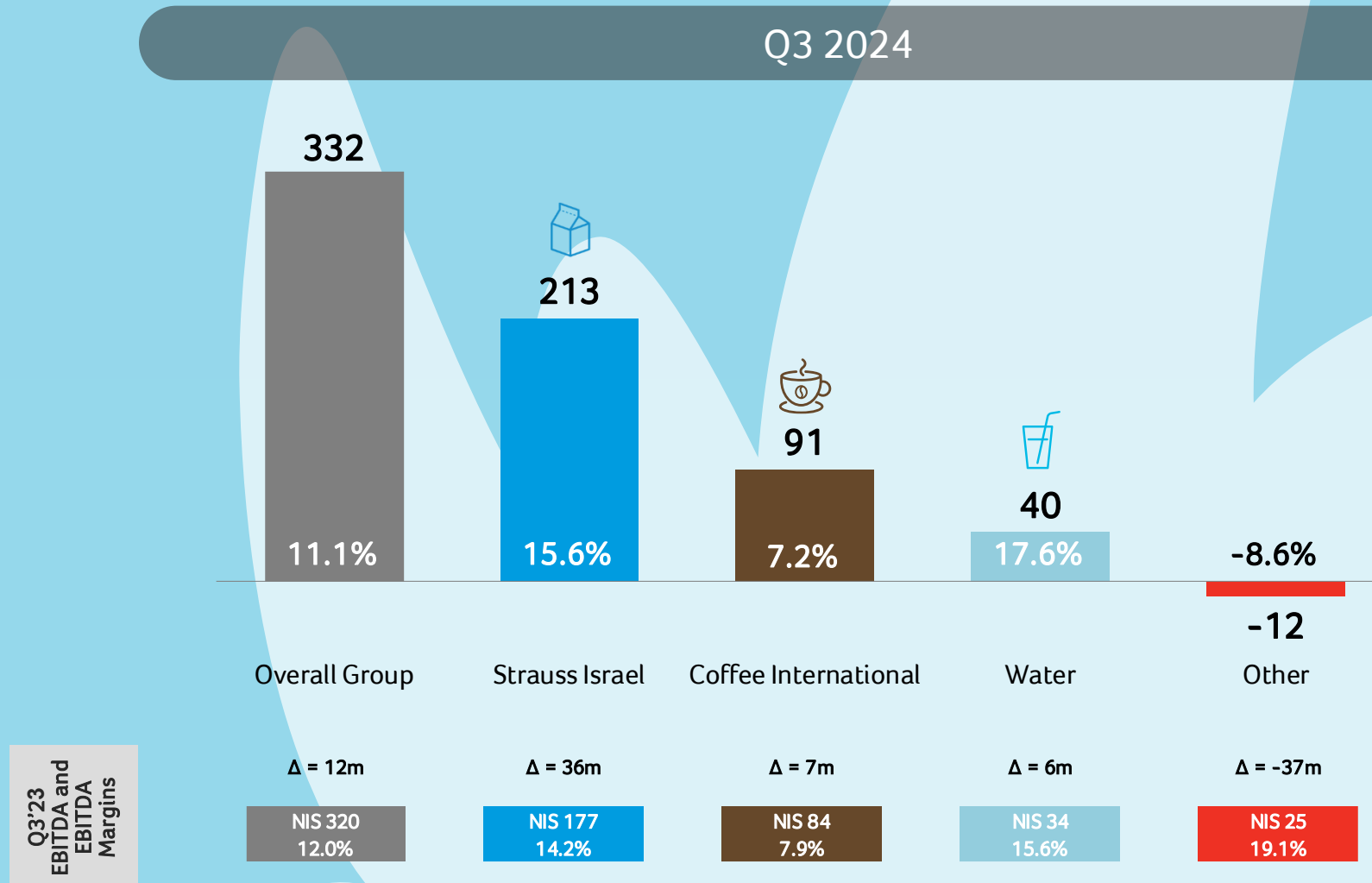
NIS mm; Non-GAAP





# EBITDA and EBITDA margins

NIS mm; Non-GAAP



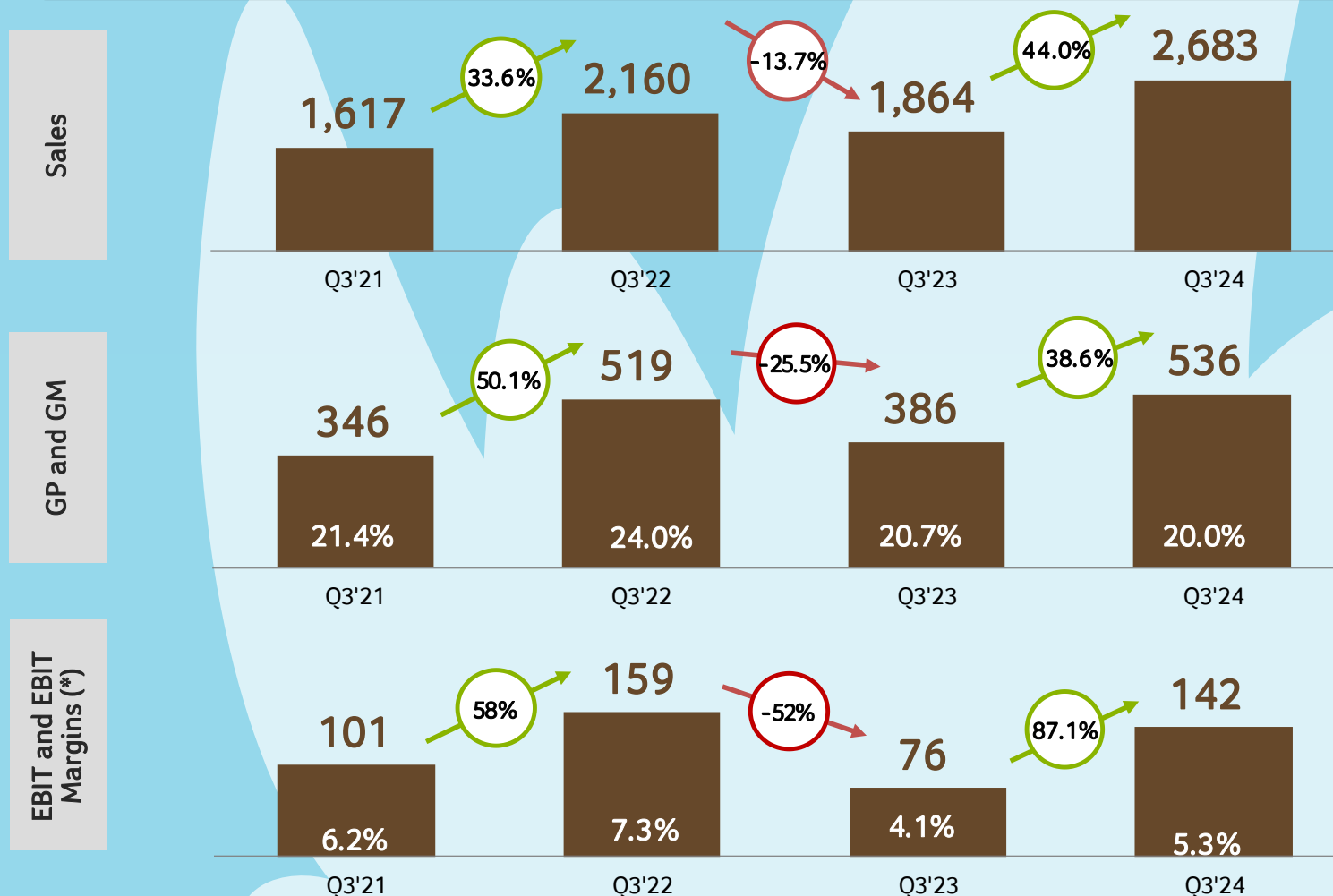




# Três Corações Alimentos S.A. (Três Corações J.V.)



Q3 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 September 30<sup>th</sup>, 2024.

(\*) EBIT before Other Expenses/ Income.



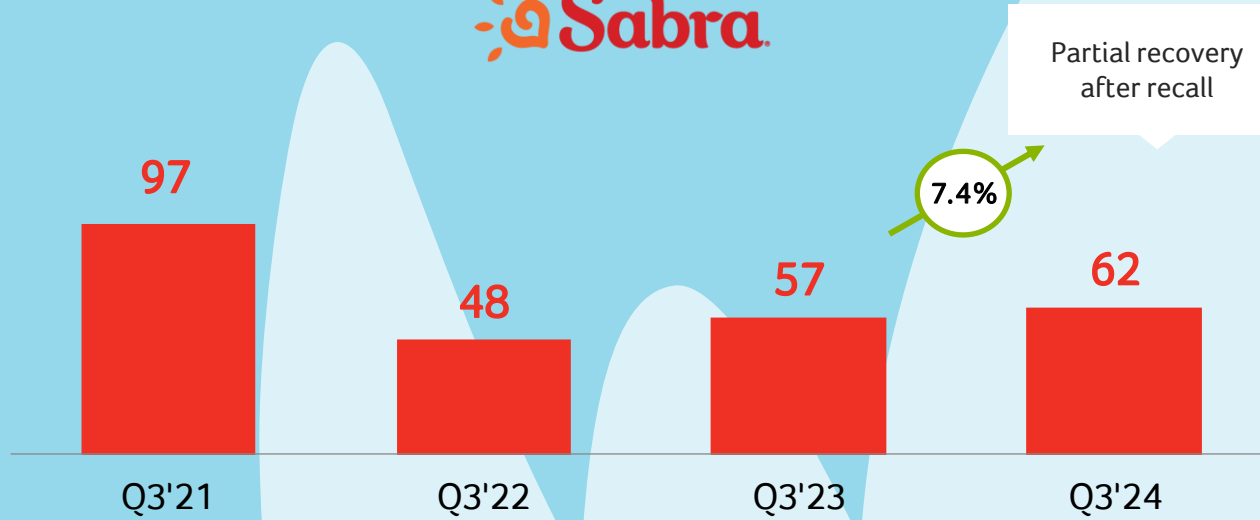


# Sabra Q3 Snapshot

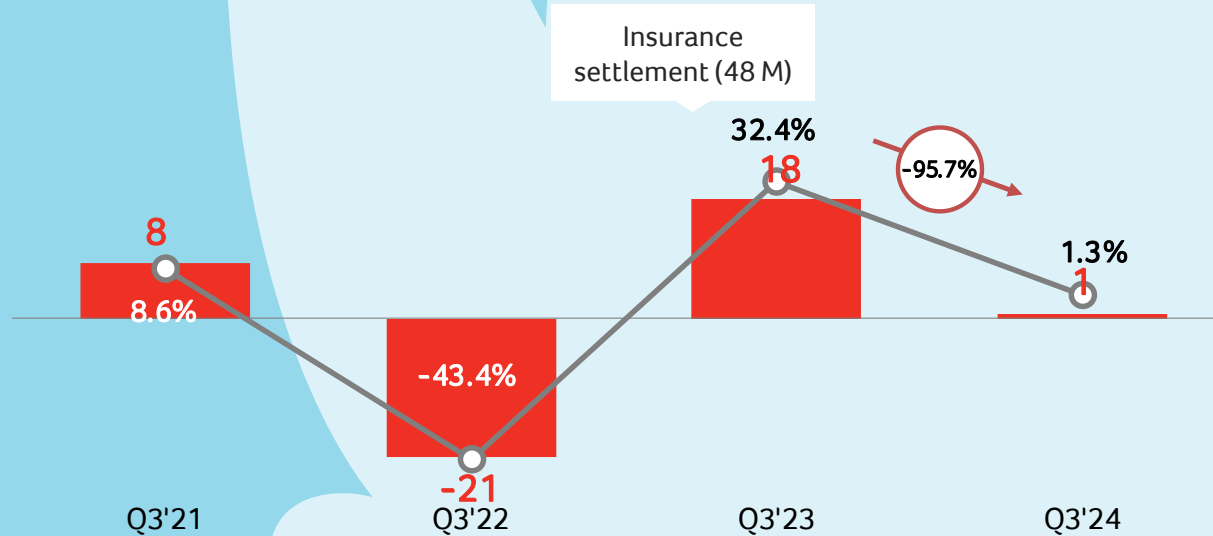
\$ mm; Non-GAAP; for 100% share



Sales



EBIT and EBIT Margins



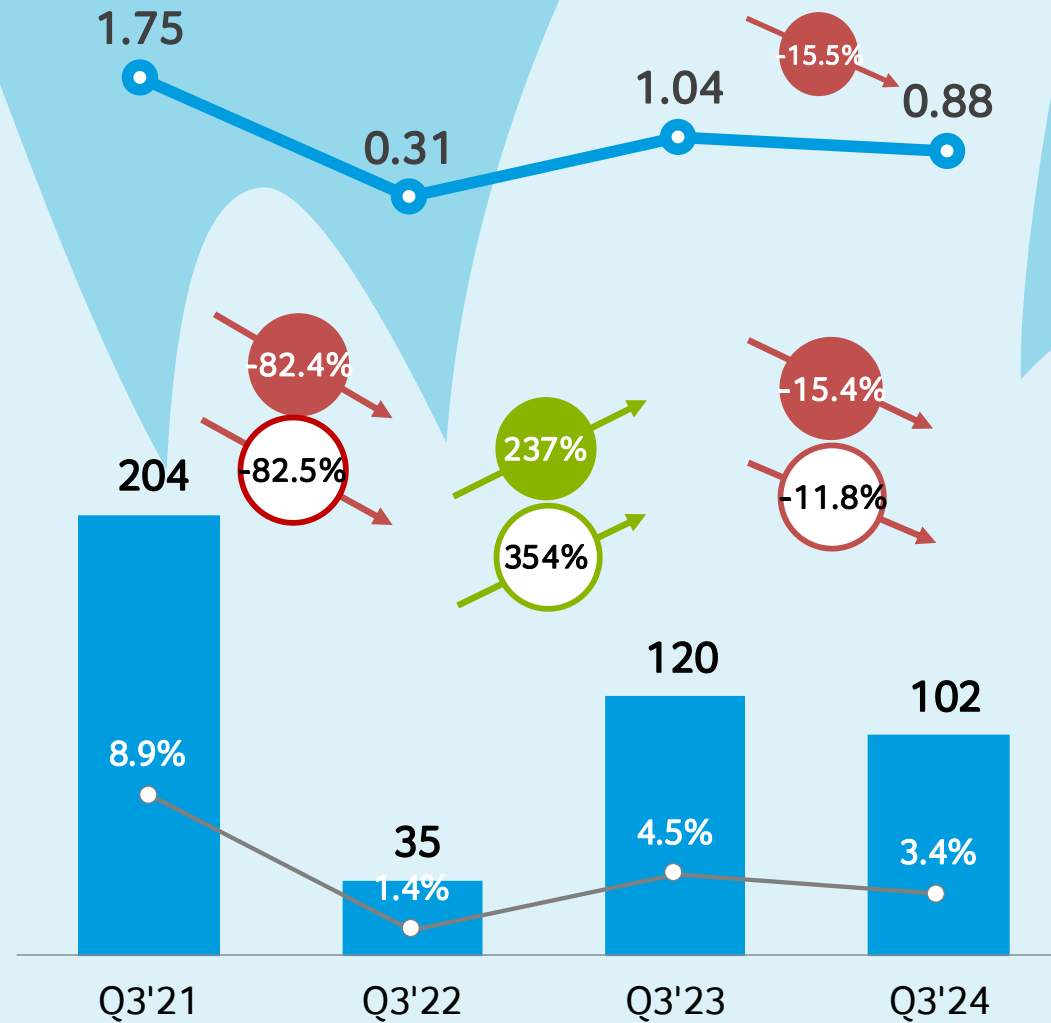



# Net Income

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



## Q3 Net Income, Net Margin and EPS

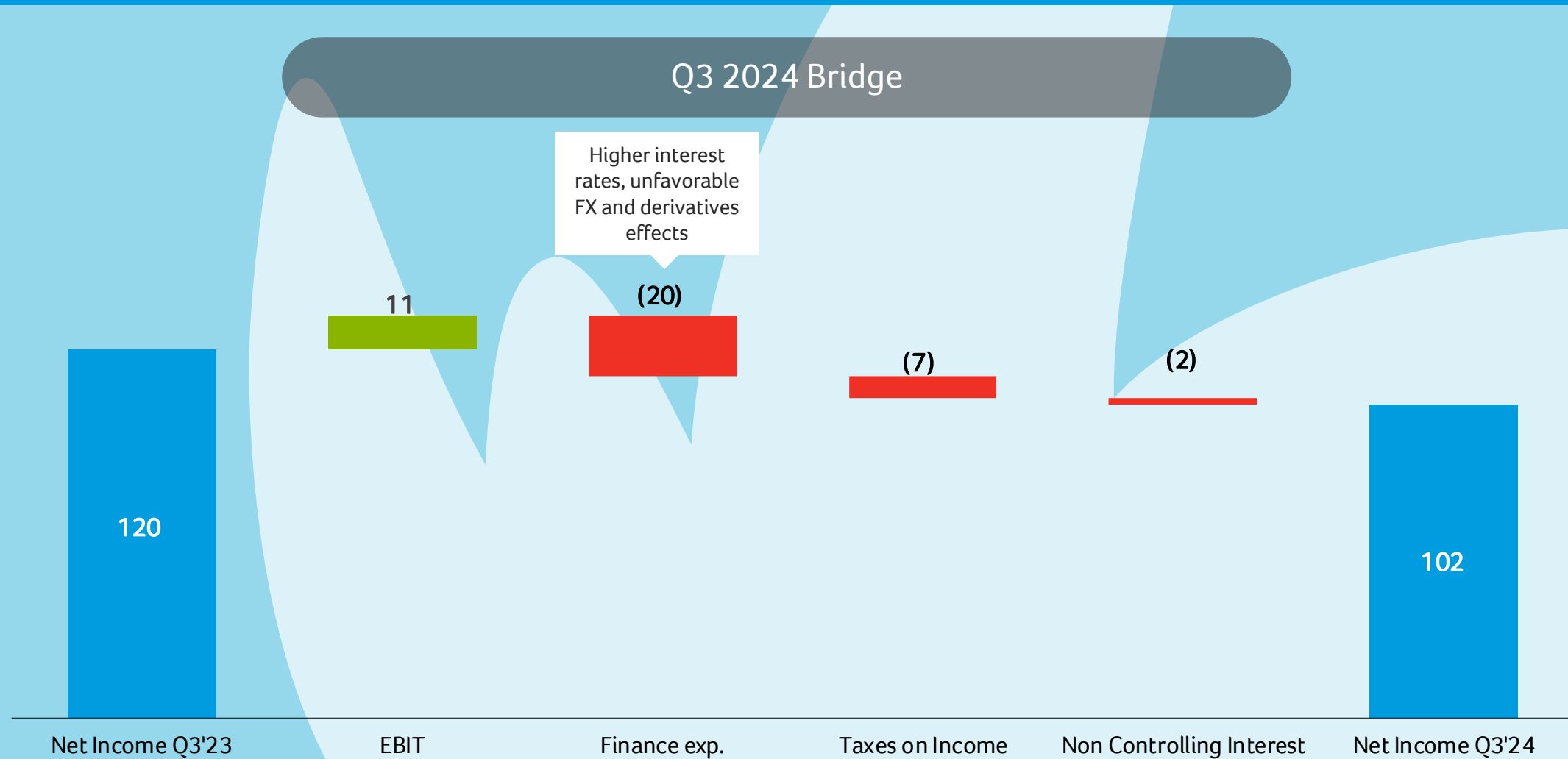


 = Organic Net Income Growth excl. FX



# Net Income

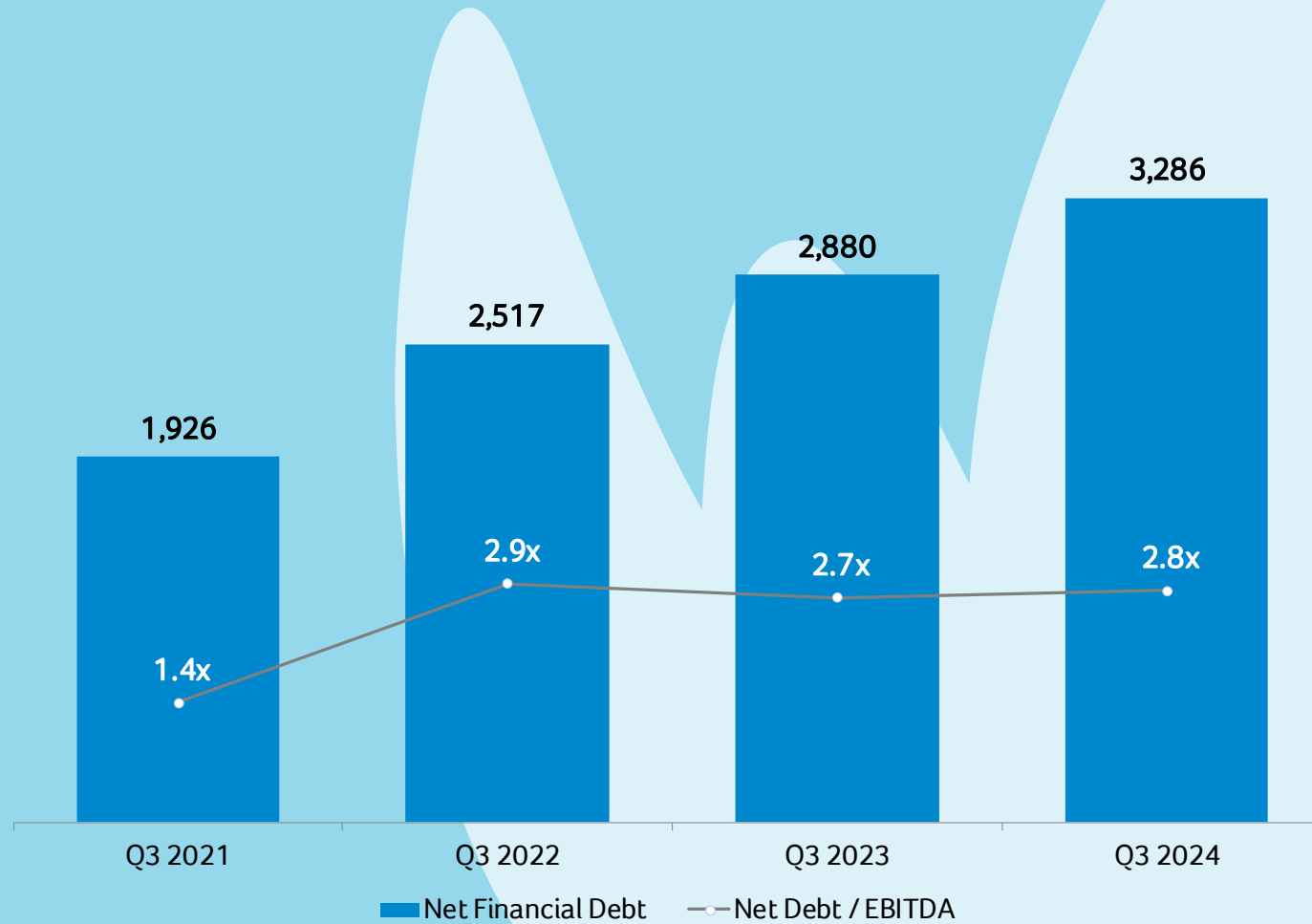
NIS mm; Non-GAAP (attributed to the Company's shareholders)





# Net Debt and Net Debt / EBITDA (LTM)

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





# Q3 GAAP and Non-GAAP

Financial Highlights, NIS mm



	GAAP			Adjusted Non-GAAP		
	Q3 2024	Q3 2023	% Chg.	Q3 2024	Q3 2023	% Chg.
<b>Sales</b>	1,873	1,746	7.3%	2,991	2,675	11.8%
<b>Gross Profit</b>	653	579	12.9%	911	855	6.5%
<i>GP Margin</i>	34.9%	33.1%		30.5%	32.0%	
<b>Operating Profit</b>	216	156	39.3%	223	212	4.2%
<i>EBIT Margin</i>	11.6%	8.9%		7.4%	8.0%	
<b>Net Profit (to SH)</b>	99	80	23.7%	102	120	(15.4%)
<i>NP Margin</i>	5.3%	4.6%		3.4%	4.5%	
<b>Operating Cash Flow</b>	180	211		59	300	
<b>Capex <sup>(1)</sup></b>	(132)	(134)		(157)	(155)	
<b>Net debt</b>	2,551	2,416		3,286	2,880	
<b>Change in WC (CF)</b>	(15)	69		(214)	77	





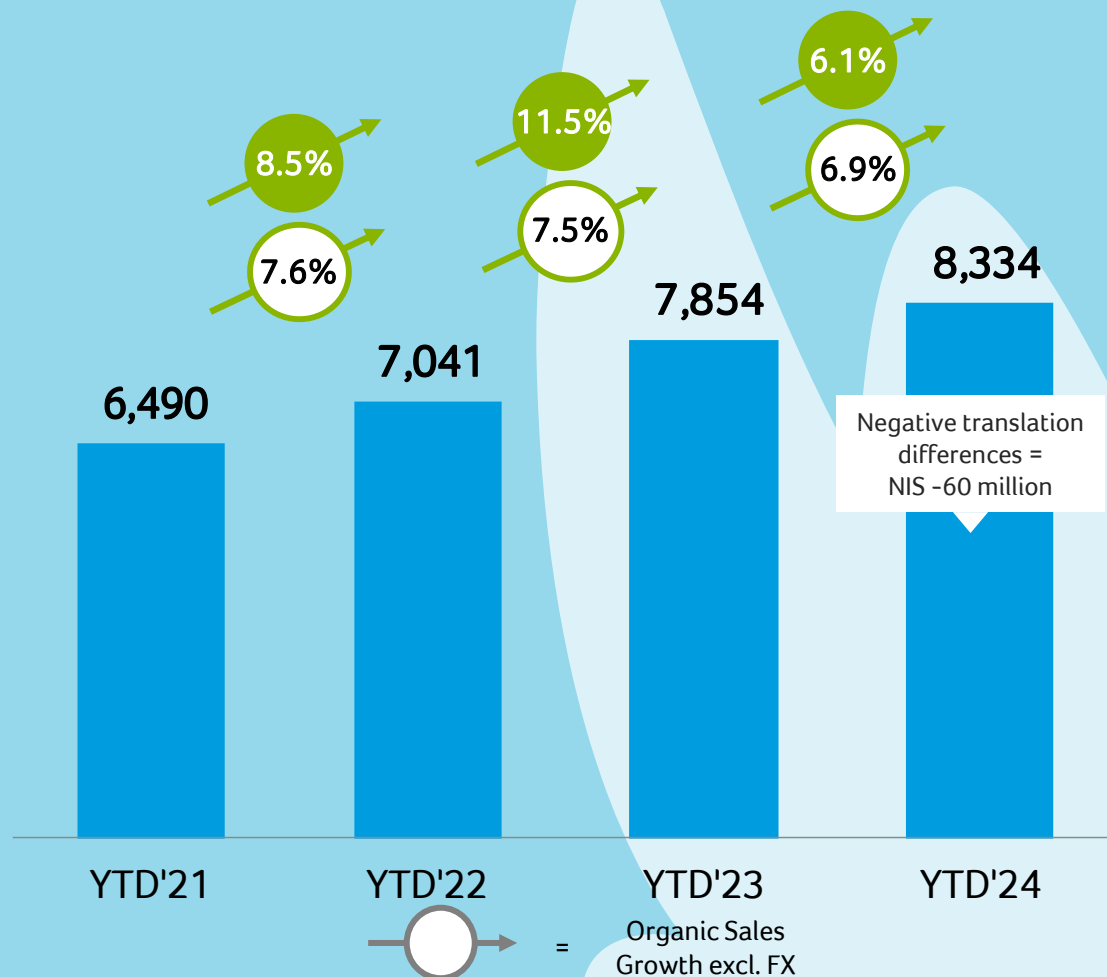




# Sales | NIS mm; Non-GAAP

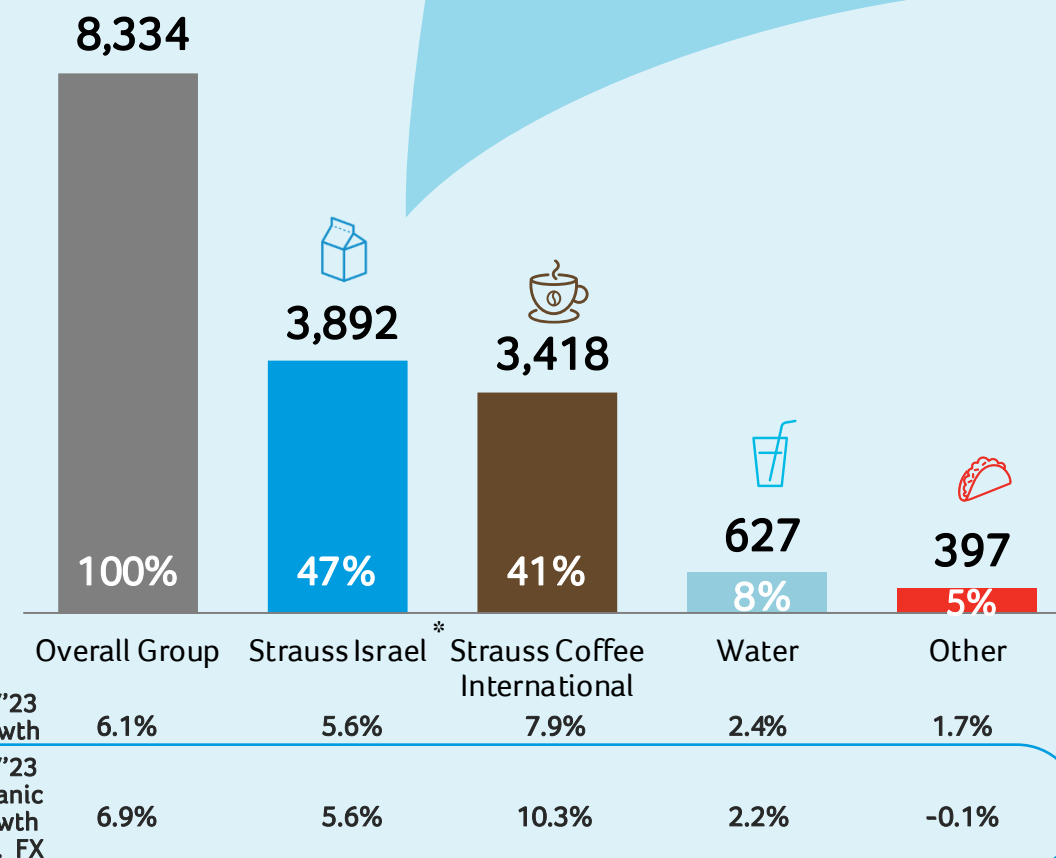


## YTD 2024 Sales



## YTD 2024 Sales by Segments

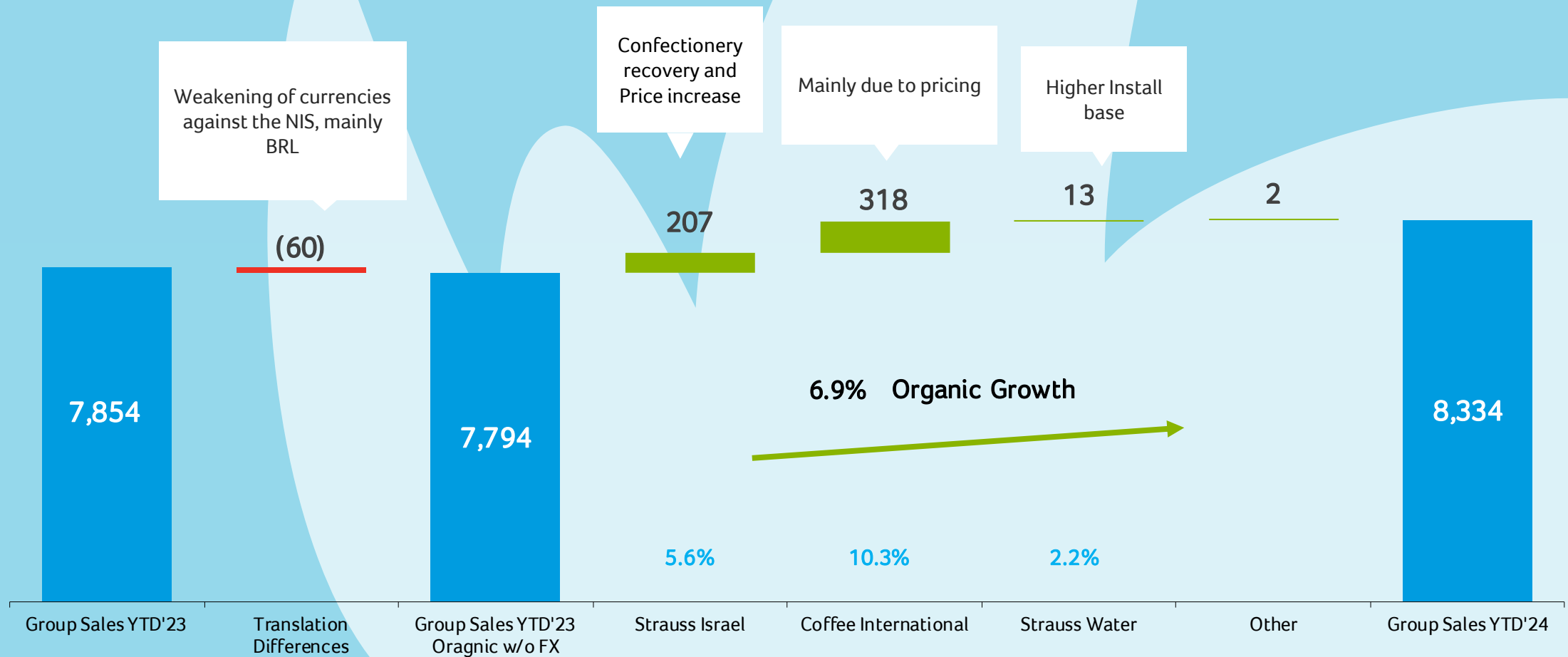
% sales contribution





# YTD Sales Bridge

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



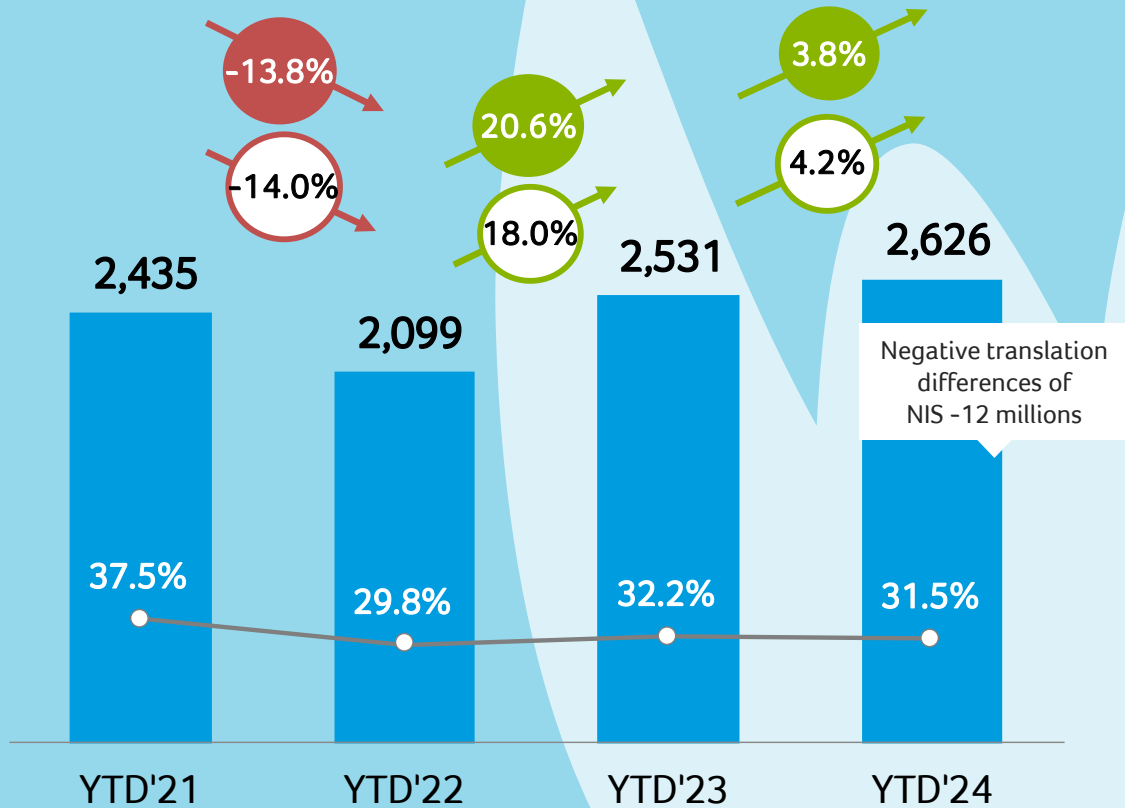


# Gross Profit

NIS mm; Non-GAAP



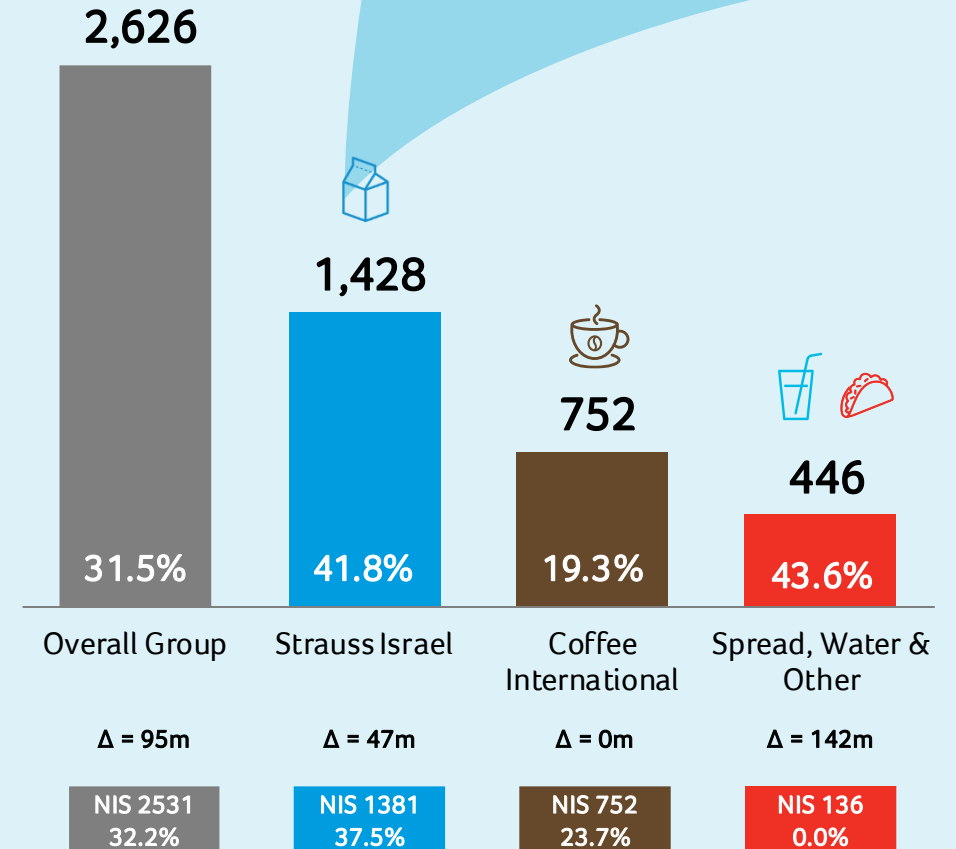
## YTD 2024 Gross Profit and Gross Margins



= Organic Gross Profit Growth excl. FX

## YTD 2024 Gross Profit by Segments

NIS mm; Non-GAAP; % Margin



YTD 2023  
GP & GM

NIS 2531  
32.2%

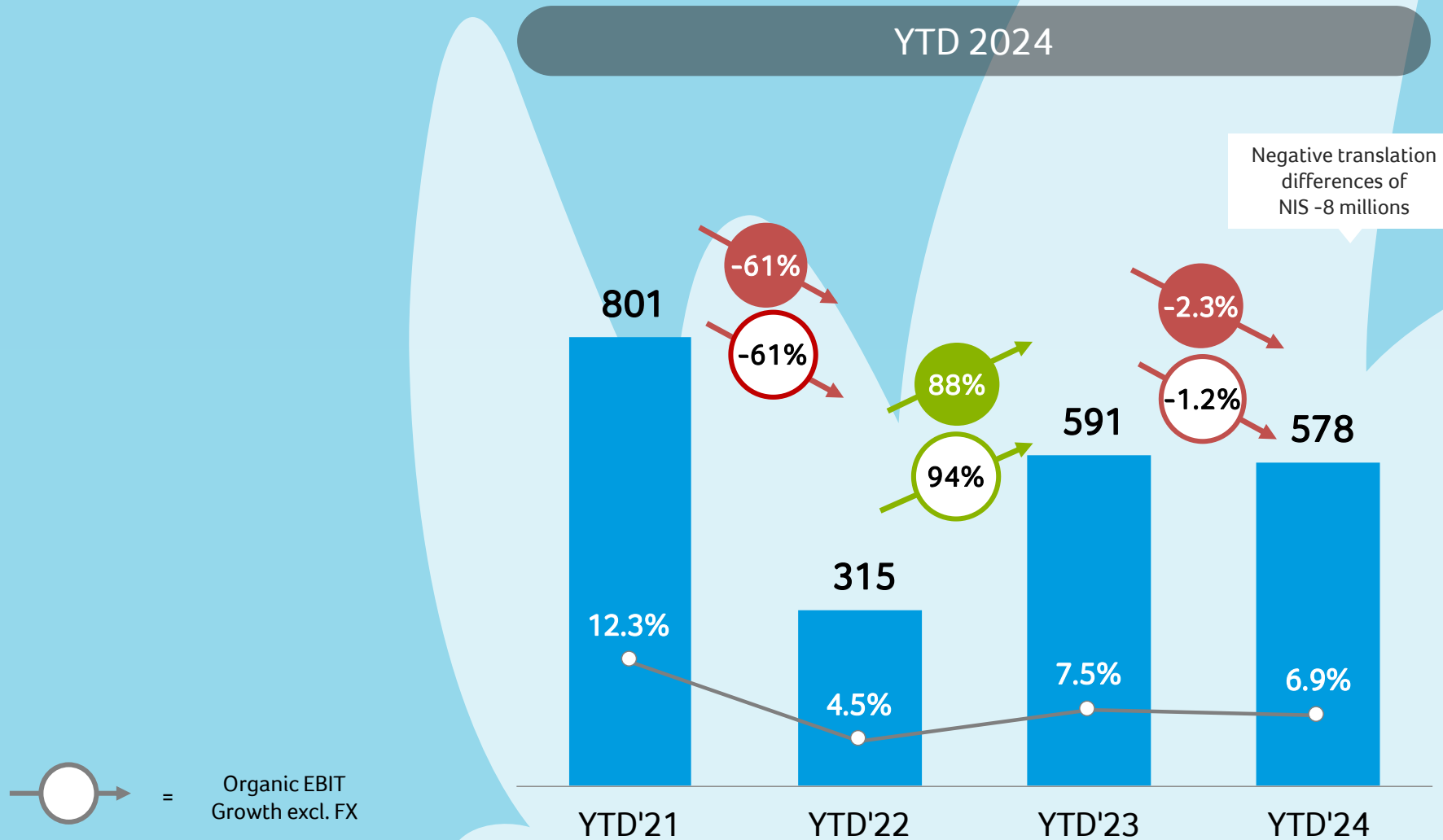
NIS 1381  
37.5%

NIS 752  
23.7%

NIS 136  
0.0%



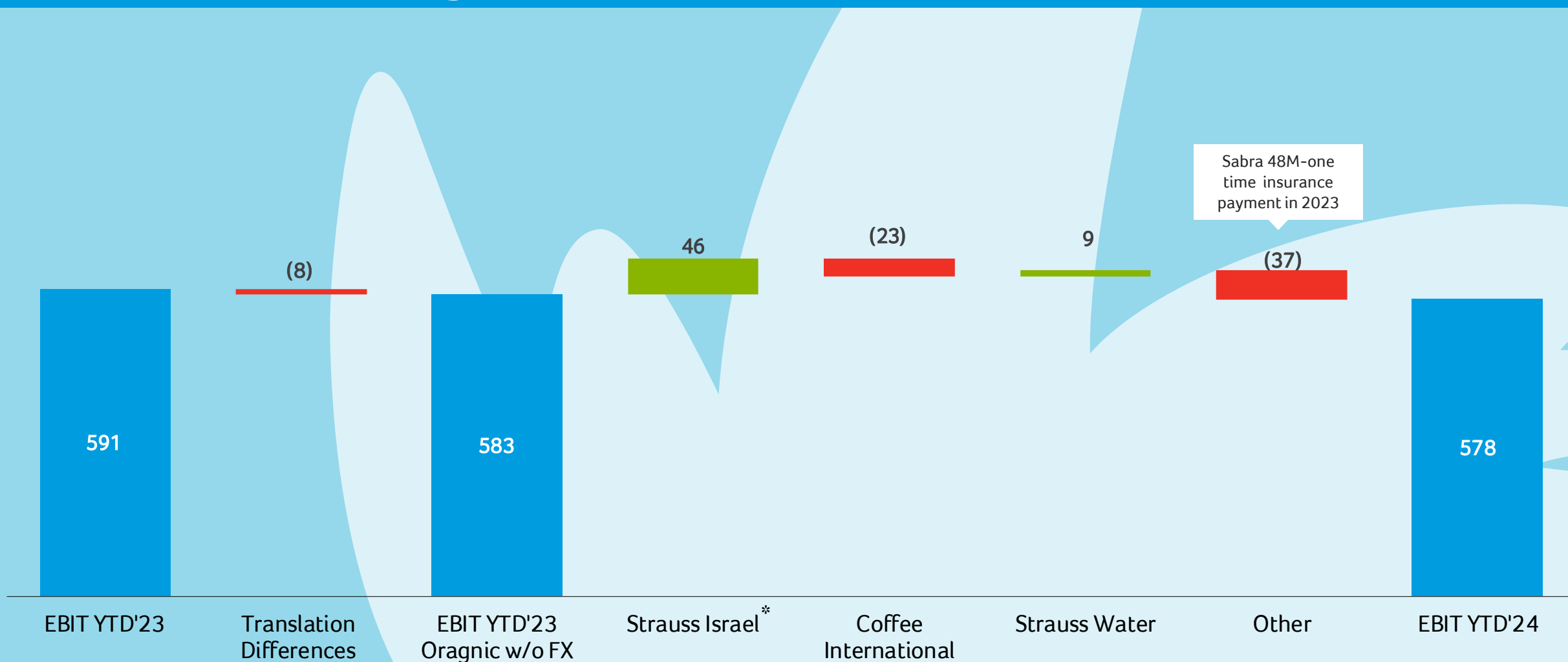
# EBIT and EBIT Margins | NIS mm; Non-GAAP





# YTD EBIT Bridge

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

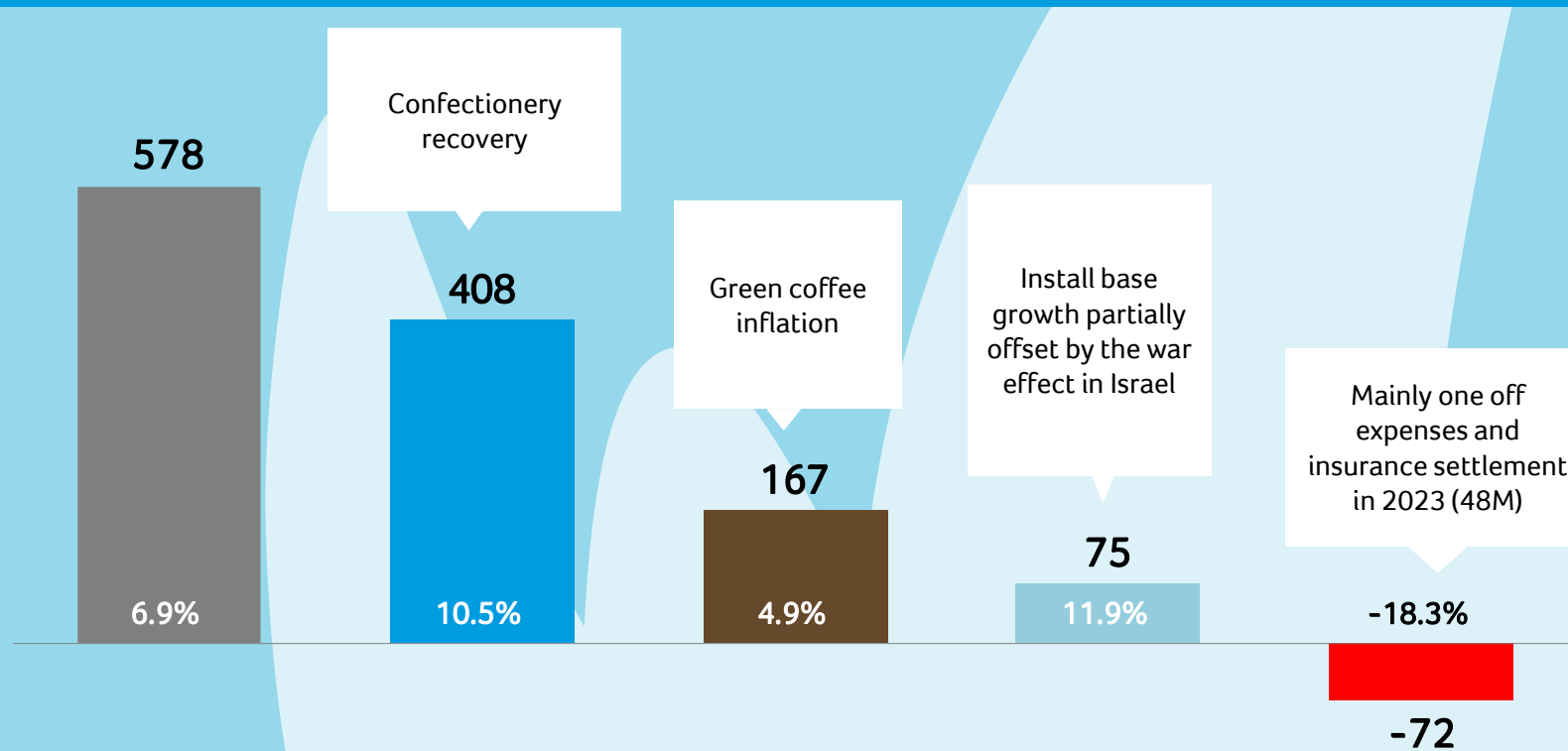


\* Strauss Israel includes all results of Coffee Israel including HQ costs allocations



# YTD 2024 EBIT and EBIT Margins

NIS mm; Non-GAAP; % Margin



YTD '23  
EBIT &  
EBIT %

Overall Group

Δ = -13m

NIS 591  
7.5%

Strauss Israel

Δ = 46m

NIS 362  
9.8%

Coffee International

Δ = -30m

NIS 197  
6.2%

Water

Δ = 9m

NIS 66  
10.9%

Other

Δ = -38m

NIS -34  
NA

'24/'23  
Organic  
growth  
excl. FX

-1.2%

12.7%

-12.7%

13.1%

-105.0%

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

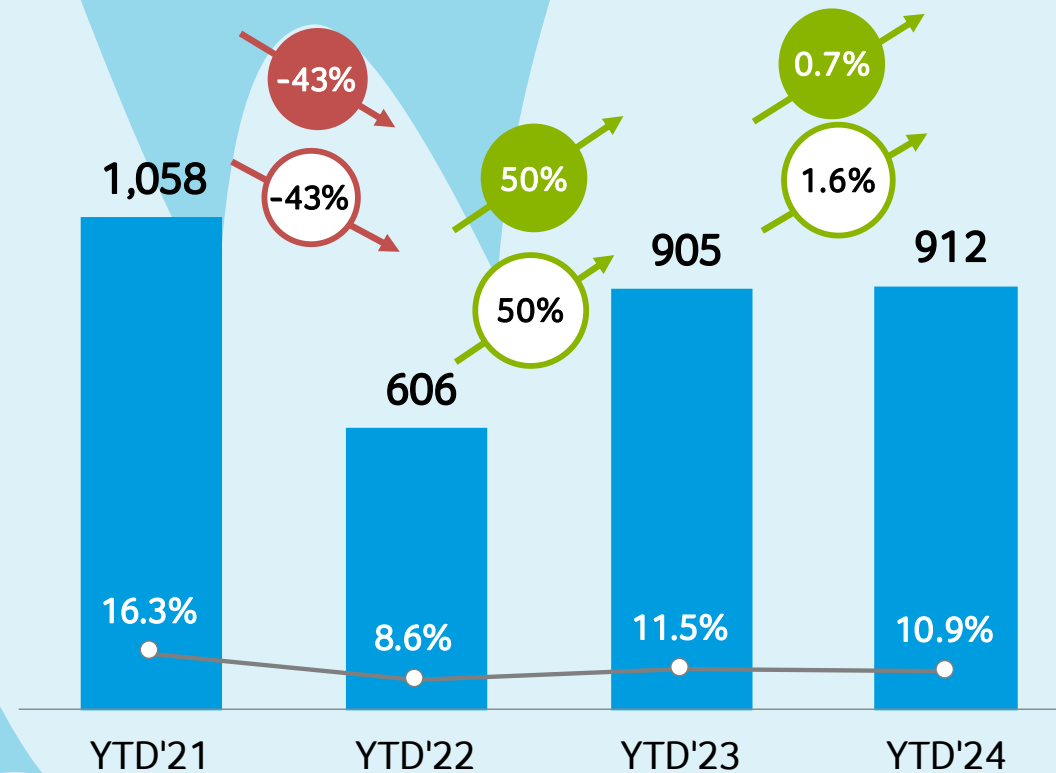



# EBITDA and EBITDA margins

NIS mm; Non-GAAP



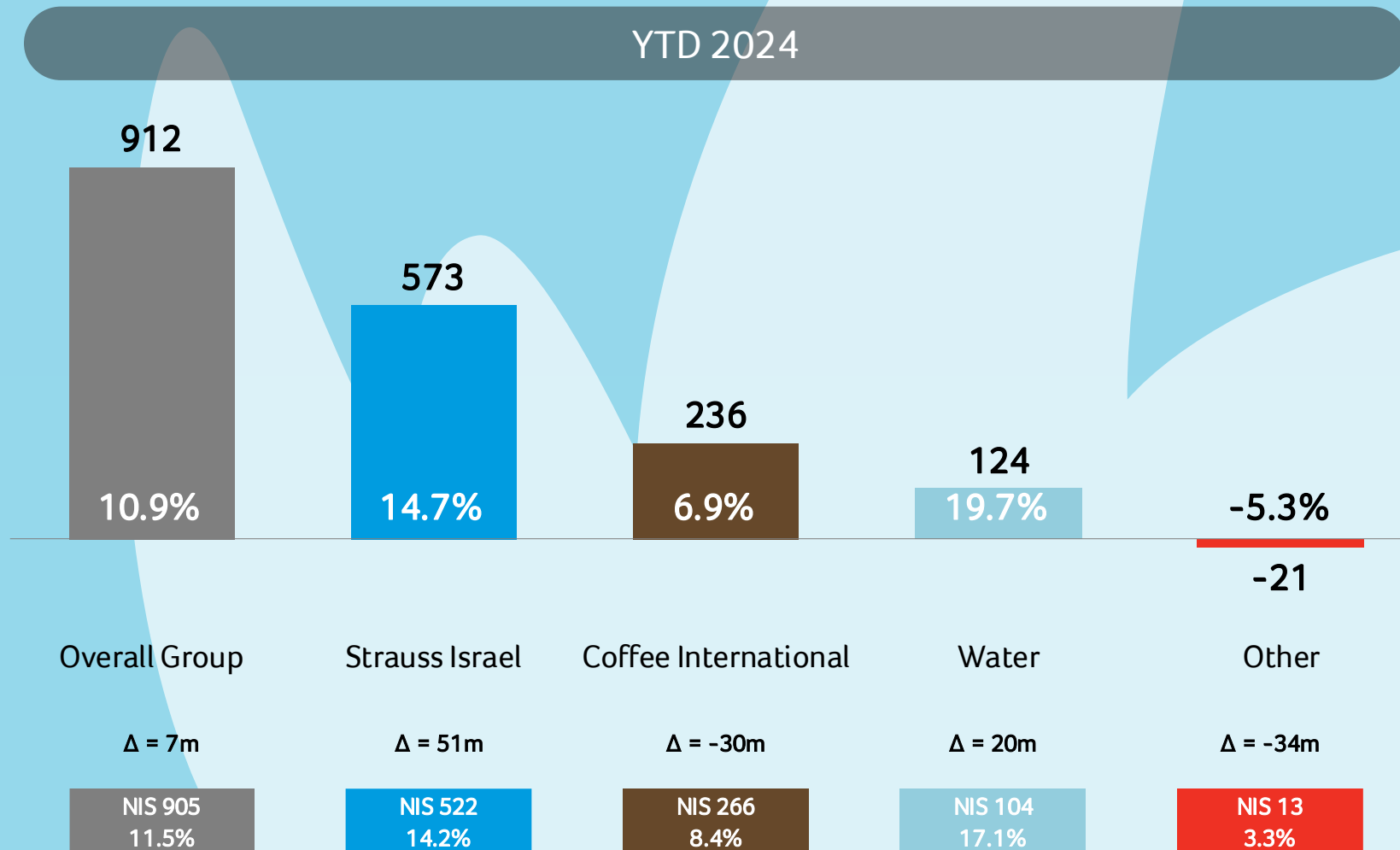
YTD 2024



 = EBITDA Growth excl. FX



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



YTD'23  
EBITDA and  
EBITDA  
Margins

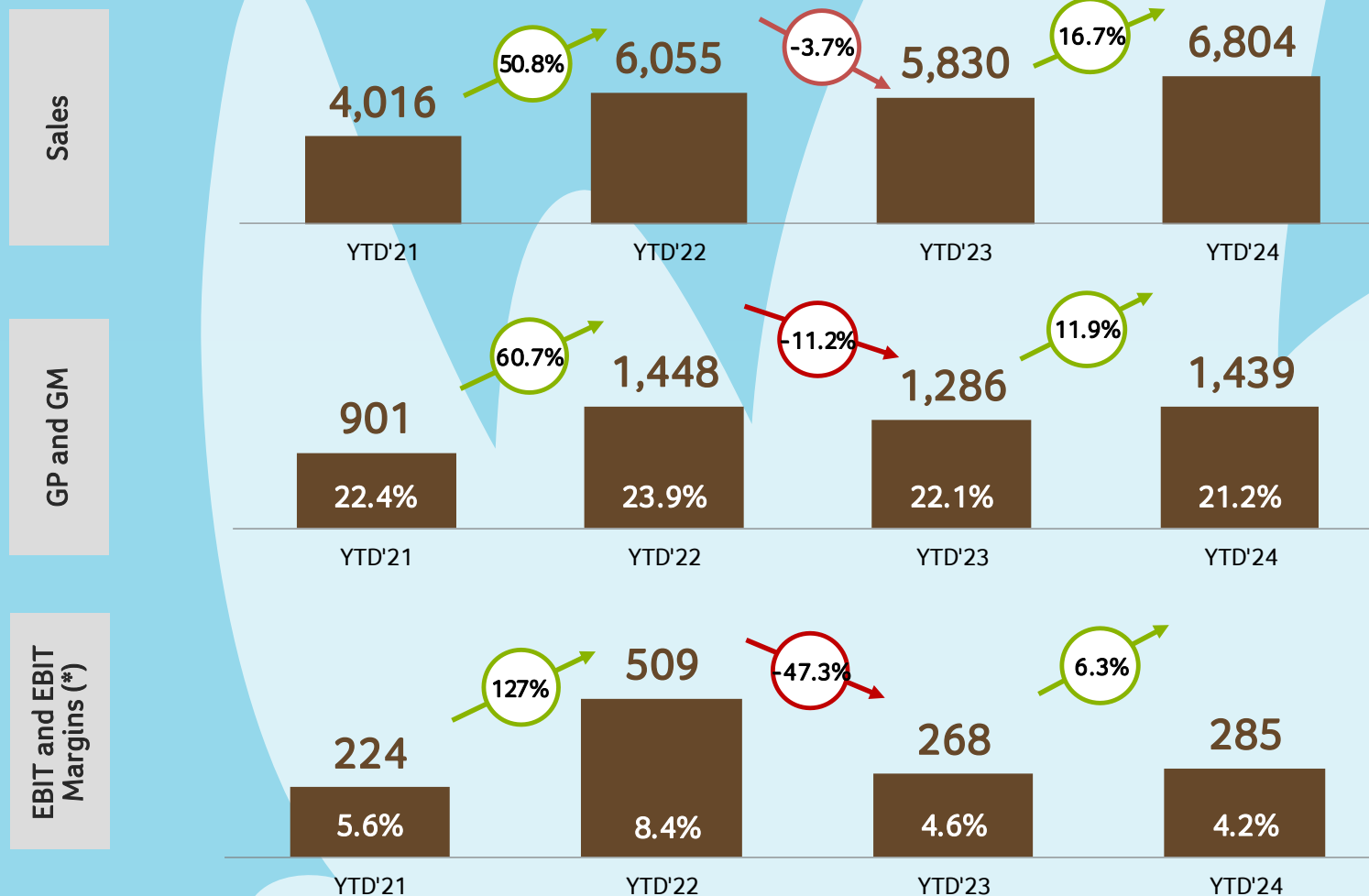




# Três Corações Alimentos S.A. (Três Corações J.V.)



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 September 30<sup>st</sup>, 2024.

(\*) EBIT before Other Expenses/ Income.





# Sabra YTD Snapshot

\$ mm; Non-GAAP; for 100% share



Topline challenges  
due to strong  
competitiveness

-0.1%

Sales

283

141

181

181

YTD'21

YTD'22

YTD'23

YTD'24

Insurance  
settlement

-82%

EBIT and EBIT Margins

26

9.1%

15

8.6%

3

1.5%

YTD'21

YTD'22

YTD'23

YTD'24

-33.9%

-48



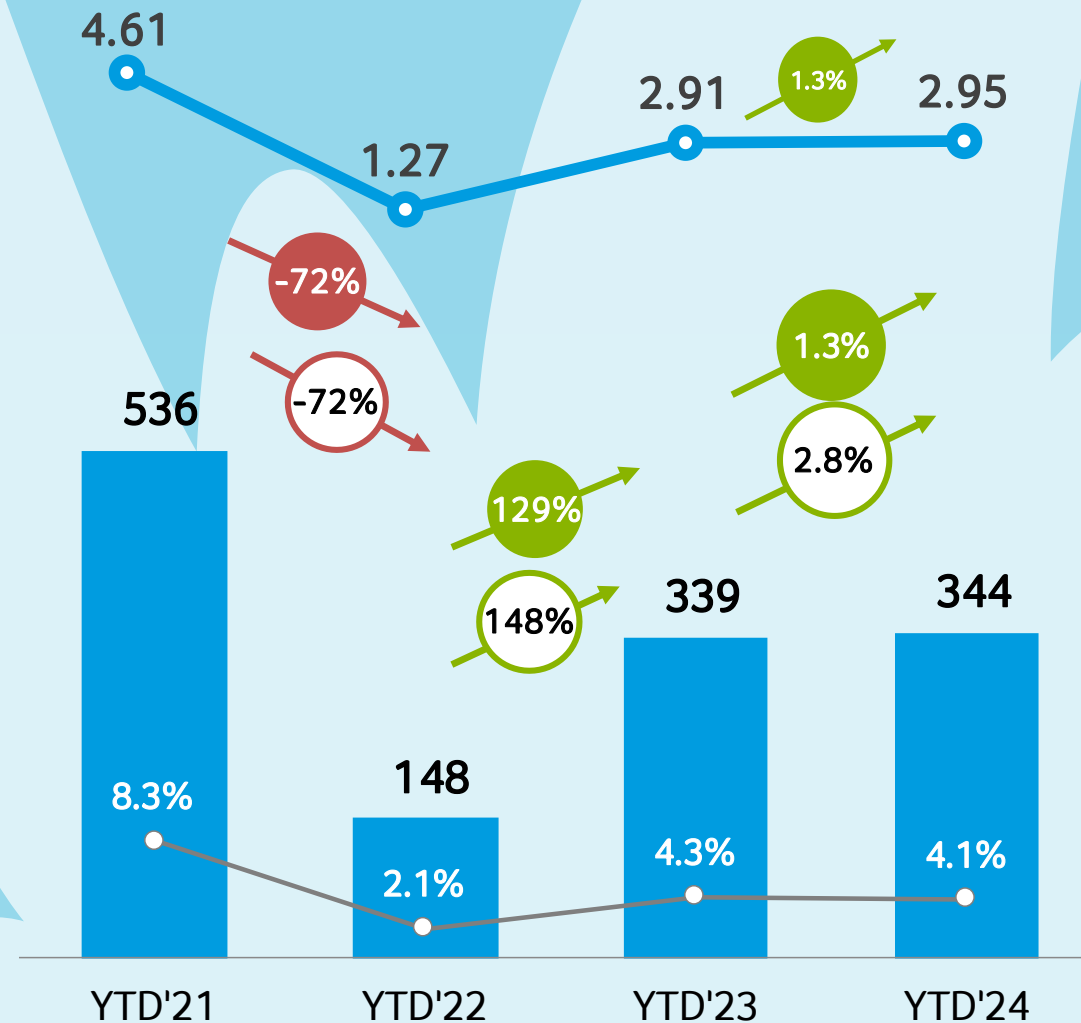


# Net Income

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



YTD Net Income, Net Margin and EPS

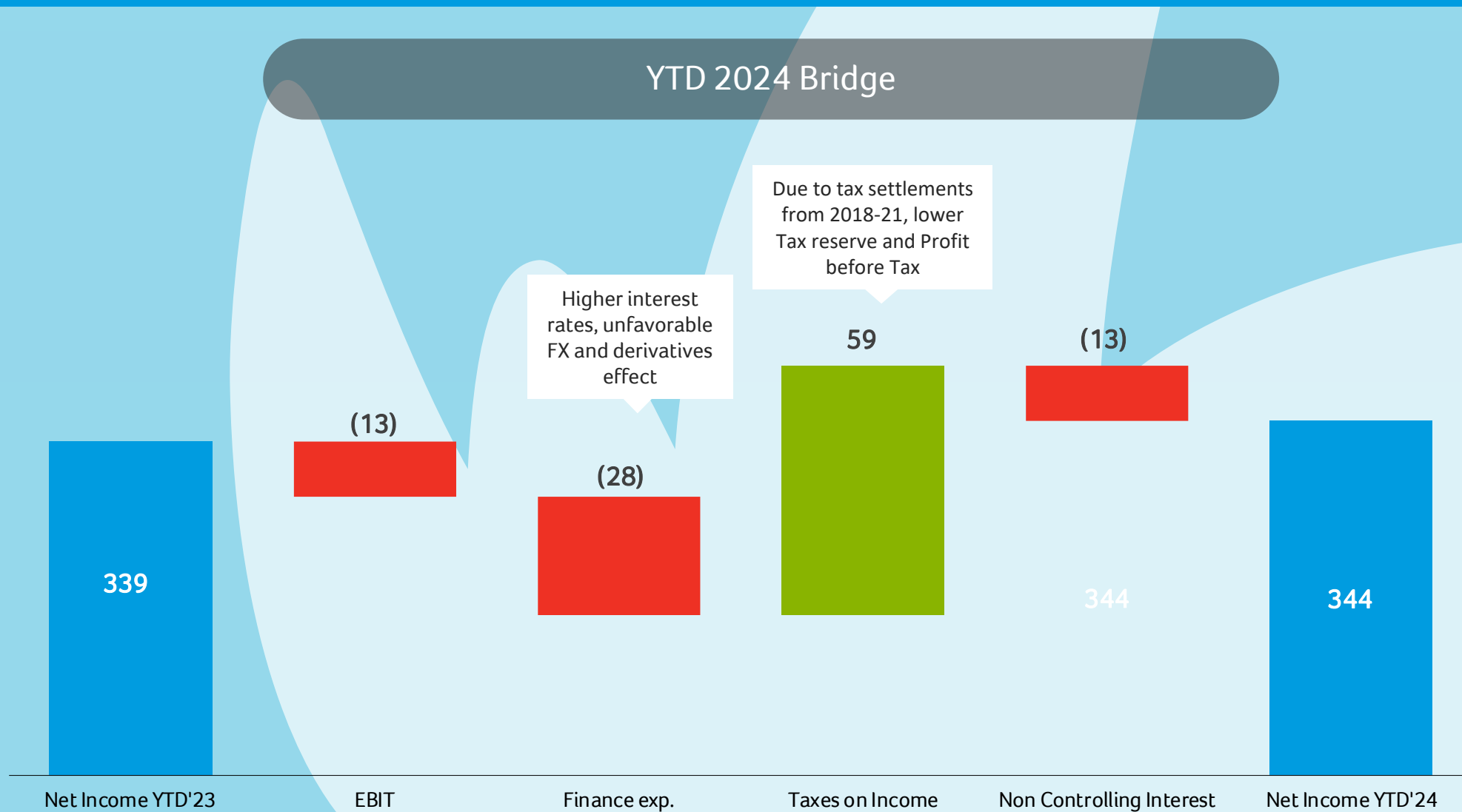


 = Organic Net Income Growth excl. FX



# 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>	5,300	5,090	4.1%	8,334	7,854	6.1%
<b>Gross Profit</b>	1,801	1,826	(1.3%)	2,626	2,531	3.8%
<i>GP Margin</i>	34.0%	35.9%		31.5%	32.2%	
<b>Operating Profit</b>	484	561	(13.7%)	578	591	(2.3%)
<i>EBIT Margin</i>	9.1%	11.0%		6.9%	7.5%	
<b>Net Profit (to SH)</b>	232	384	(39.5%)	344	339	1.3%
<i>NP Margin</i>	4.4%	7.5%		4.1%	4.3%	
<b>Operating Cash Flow</b>	339	215		(41)	135	
<b>Capex <sup>(1)</sup></b>	(378)	(341)		(461)	(407)	
<b>Net debt</b>	2,551	2,416		3,286	2,880	
<b>Change in WC (CF)</b>	(113)	(281)		(677)	(541)	





# Currencies



## Local Currencies vs. the NIS

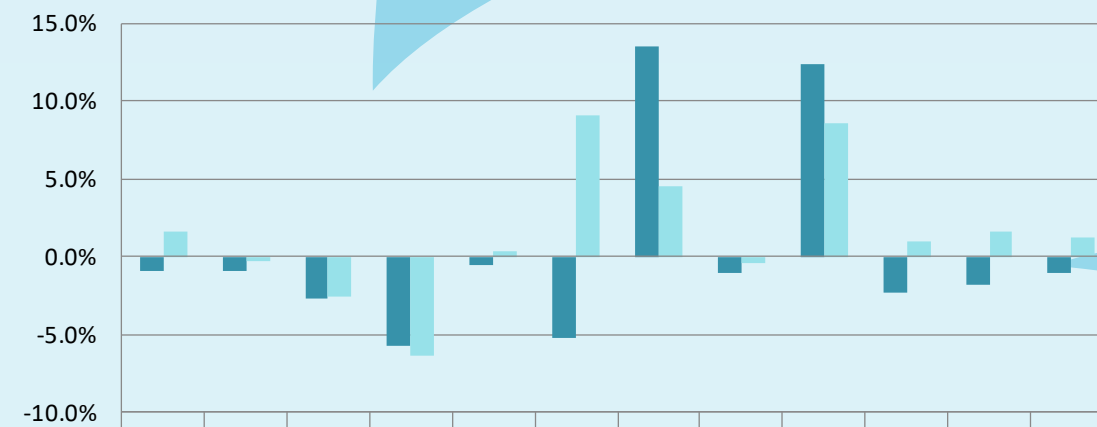
Change in average exchange rate (1 local currency = x NIS)



	EUR	USD	GBP	PLN	RON	RUB	BRL	RSD	UAH	AUD	CNY	NZD
Q3'24/Q3'23	0.1%	-0.9%	1.8%	5.1%	-0.4%	4.6%	-12.7%	0.2%	-11.8%	1.4%	0.9%	0.1%
YTD'24/YTD'23	1.9%	1.6%	4.3%	8.4%	1.2%	-7.7%	-2.7%	2.1%	-6.4%	0.6%	0.0%	0.3%

## Local Currencies vs. the USD

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



	NIS	EUR	GBP	PLN	RON	RUB	BRL	RSD	UAH	AUD	CNY	NZD
Q3'24/Q3'23	-0.9%	-1.0%	-2.7%	-5.7%	-0.5%	-5.3%	13.6%	-1.1%	12.3%	-2.3%	-1.8%	-1.0%
YTD'24/YTD'23	1.6%	-0.3%	-2.6%	-6.4%	0.4%	9.1%	4.5%	-0.4%	8.6%	1.0%	1.6%	1.3%





# Strauss Israel | Non-GAAP Financial Highlights

## Q3 and YTD 2024 NIS mm



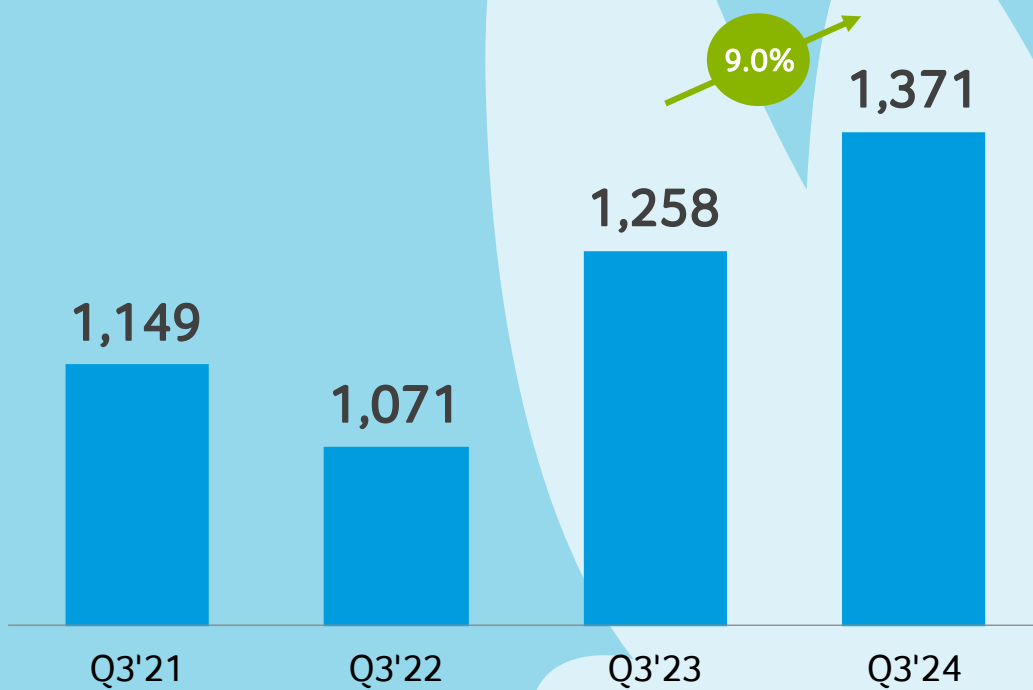
	Strauss Israel (Non GAAP)					
	Q3 2024	Q3 2023	% Chg.	YTD 2024	YTD 2023	% Chg.
<b>Revenue:</b>						
H&W	827	804	2.8%	2,312	2,301	0.5%
F&I	323	244	32.6%	955	767	24.6%
Coffee Israel	221	210	5.4%	625	617	1.4%
<b>Total Revenue</b>	<b>1,371</b>	<b>1,258</b>	<b>9.0%</b>	<b>3,892</b>	<b>3,685</b>	<b>5.6%</b>
<b>Total Gross Profit</b>	<b>499</b>	<b>477</b>	<b>4.6%</b>	<b>1,428</b>	<b>1,381</b>	<b>3.4%</b>
<i>Gross Margins</i>	<i>36.4%</i>	<i>38.0%</i>	<i>(1.5%)</i>	<i>36.7%</i>	<i>37.5%</i>	<i>(0.8%)</i>
<b>EBIT:</b>						
H&W	120	101	19.5%	286	263	8.9%
<i>Margins</i>	<i>14.5%</i>	<i>12.5%</i>	<i>2.0%</i>	<i>12.4%</i>	<i>11.4%</i>	<i>1.0%</i>
F&I	9	(8)	219.5%	39	16	146.7%
<i>Margins</i>	<i>2.8%</i>	<i>(3.1%)</i>	<i>6.0%</i>	<i>4.1%</i>	<i>2.1%</i>	<i>2.0%</i>
Coffee Israel	29	30	(6.8%)	83	83	(0.6%)
<i>Margins</i>	<i>12.9%</i>	<i>14.6%</i>	<i>(1.7%)</i>	<i>13.2%</i>	<i>13.5%</i>	<i>(0.3%)</i>
<b>Total EBIT</b>	<b>158</b>	<b>123</b>	<b>27.8%</b>	<b>408</b>	<b>362</b>	<b>12.8%</b>
<i>Margins</i>	<i>11.5%</i>	<i>9.8%</i>	<i>1.7%</i>	<i>10.5%</i>	<i>9.8%</i>	<i>0.7%</i>
<b>EBITDA:</b>						
H&W	145	126	15.9%	361	336	7.6%
<i>Margins</i>	<i>17.6%</i>	<i>15.6%</i>	<i>2.0%</i>	<i>15.6%</i>	<i>14.6%</i>	<i>1.0%</i>
F&I	29	10	172.2%	98	70	39.9%
<i>Margins</i>	<i>9.0%</i>	<i>4.4%</i>	<i>4.6%</i>	<i>10.2%</i>	<i>9.1%</i>	<i>1.1%</i>
Coffee Israel	39	41	(7.5%)	114	116	(2.0%)
<i>Margins</i>	<i>17.4%</i>	<i>19.8%</i>	<i>(2.4%)</i>	<i>18.2%</i>	<i>18.9%</i>	<i>(0.6%)</i>
<b>Total EBITDA</b>	<b>213</b>	<b>177</b>	<b>19.8%</b>	<b>573</b>	<b>522</b>	<b>9.8%</b>
<i>Margins</i>	<i>12.9%</i>	<i>14.6%</i>	<i>(1.7%)</i>	<i>13.2%</i>	<i>13.5%</i>	<i>(0.3%)</i>



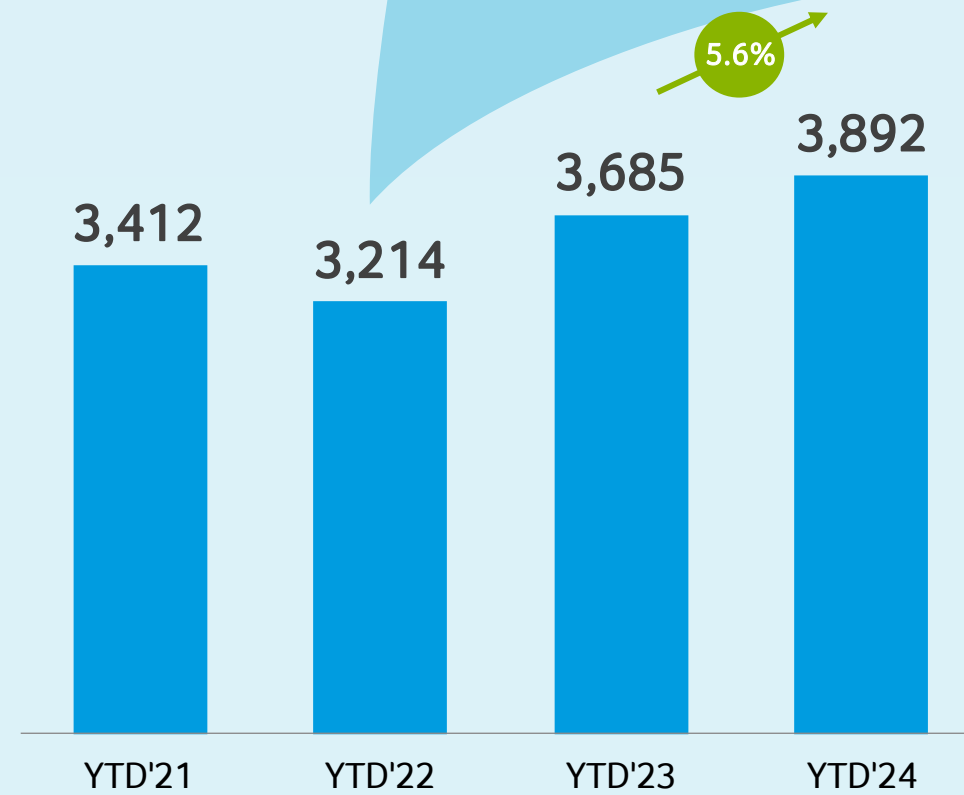




## Q3 2024



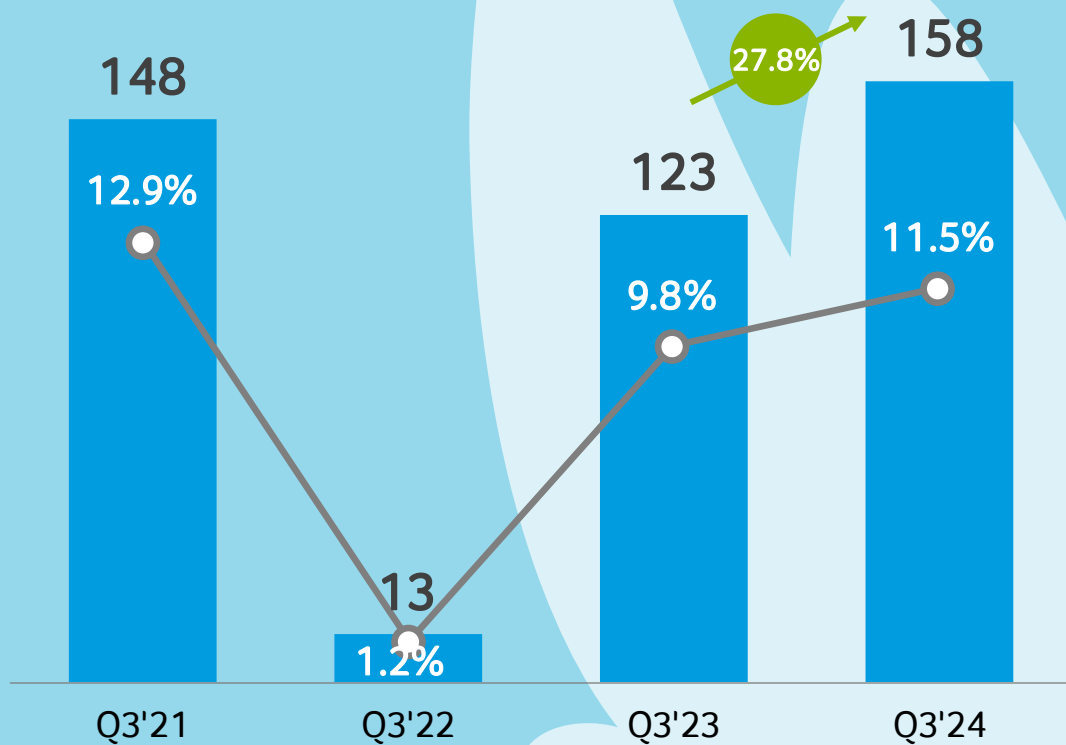
## YTD 2024



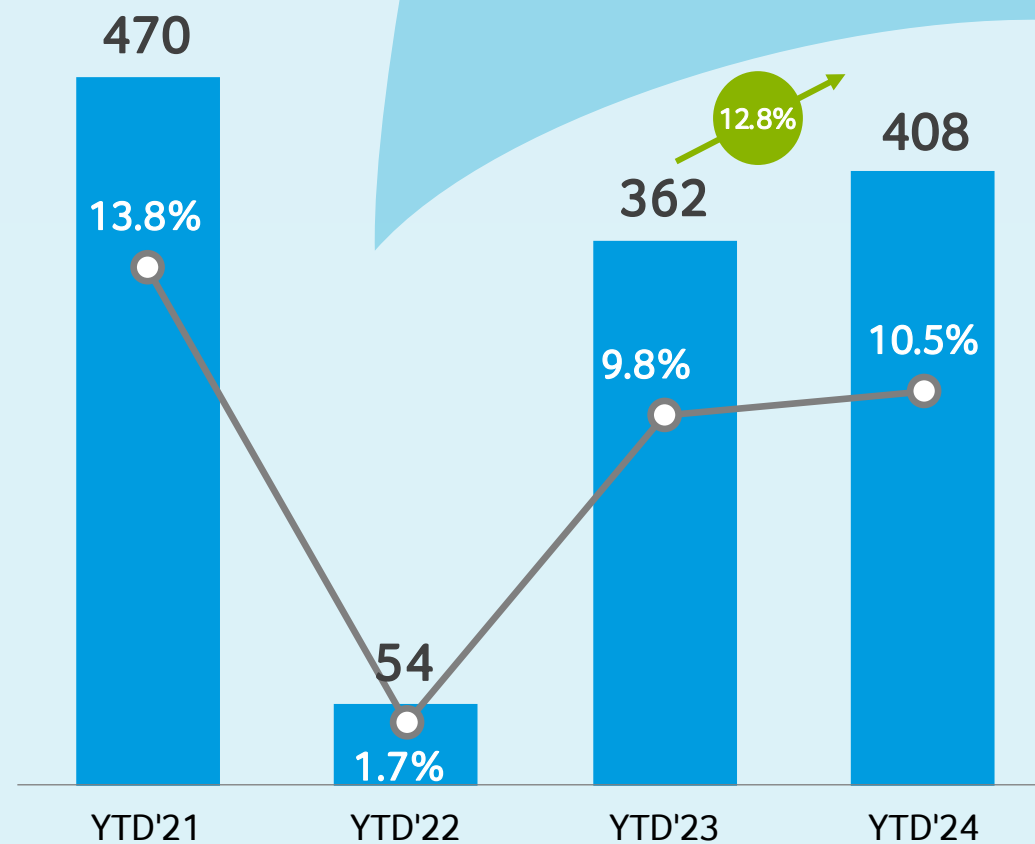




### Q3 2024

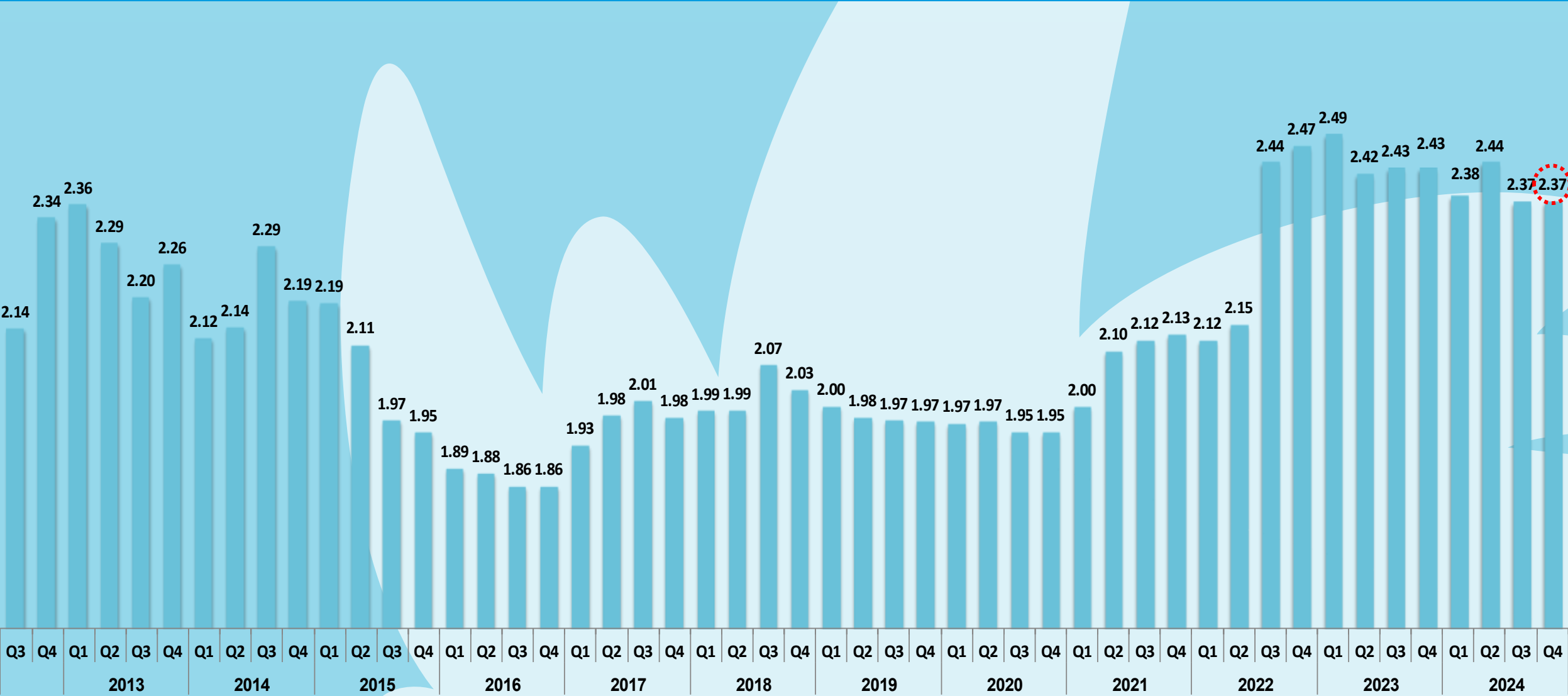


### YTD 2024





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



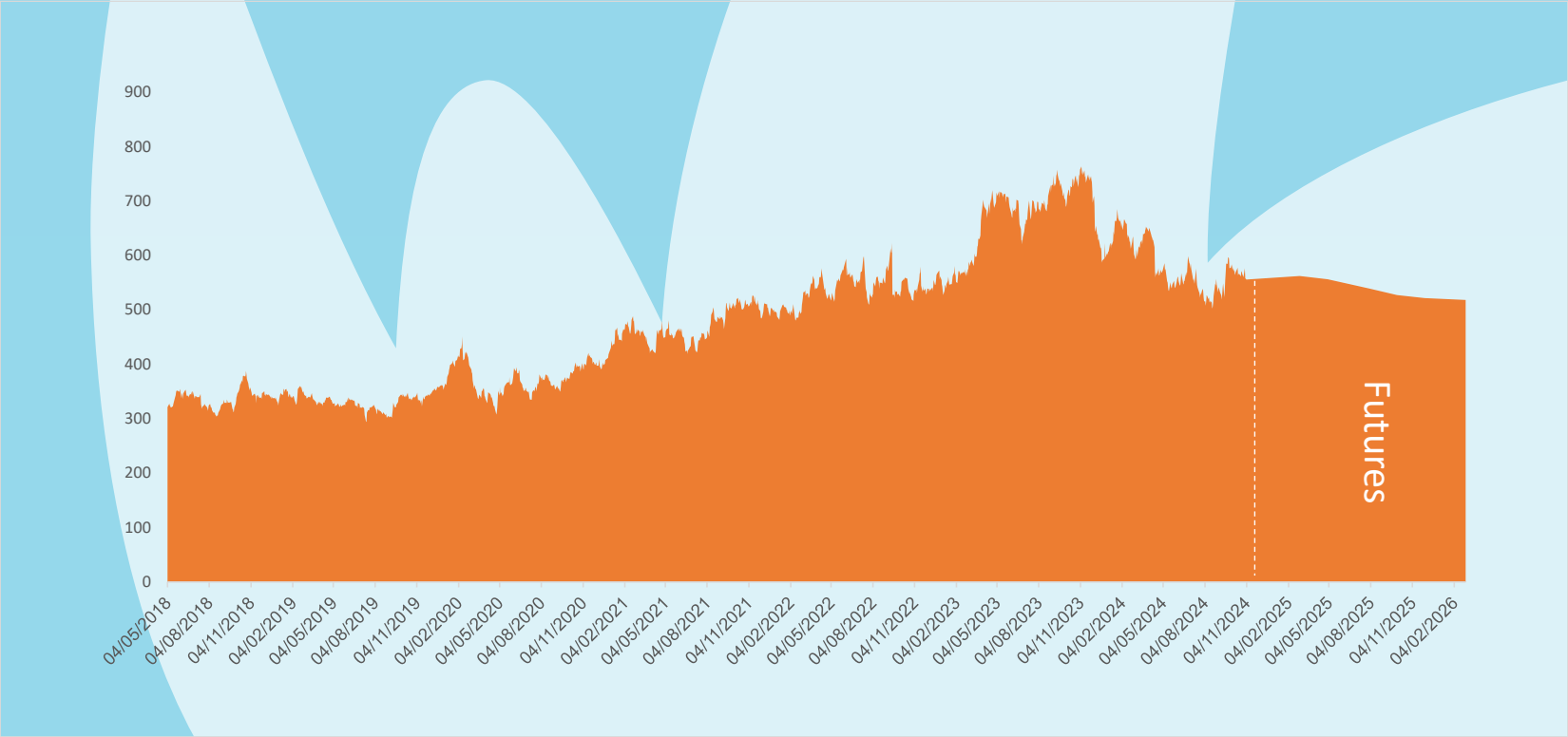
Source: Israeli Dairy Board (Production and Marketing) website



# London Sugar Historical & Futures Prices | 2017-2024 (\$\T)



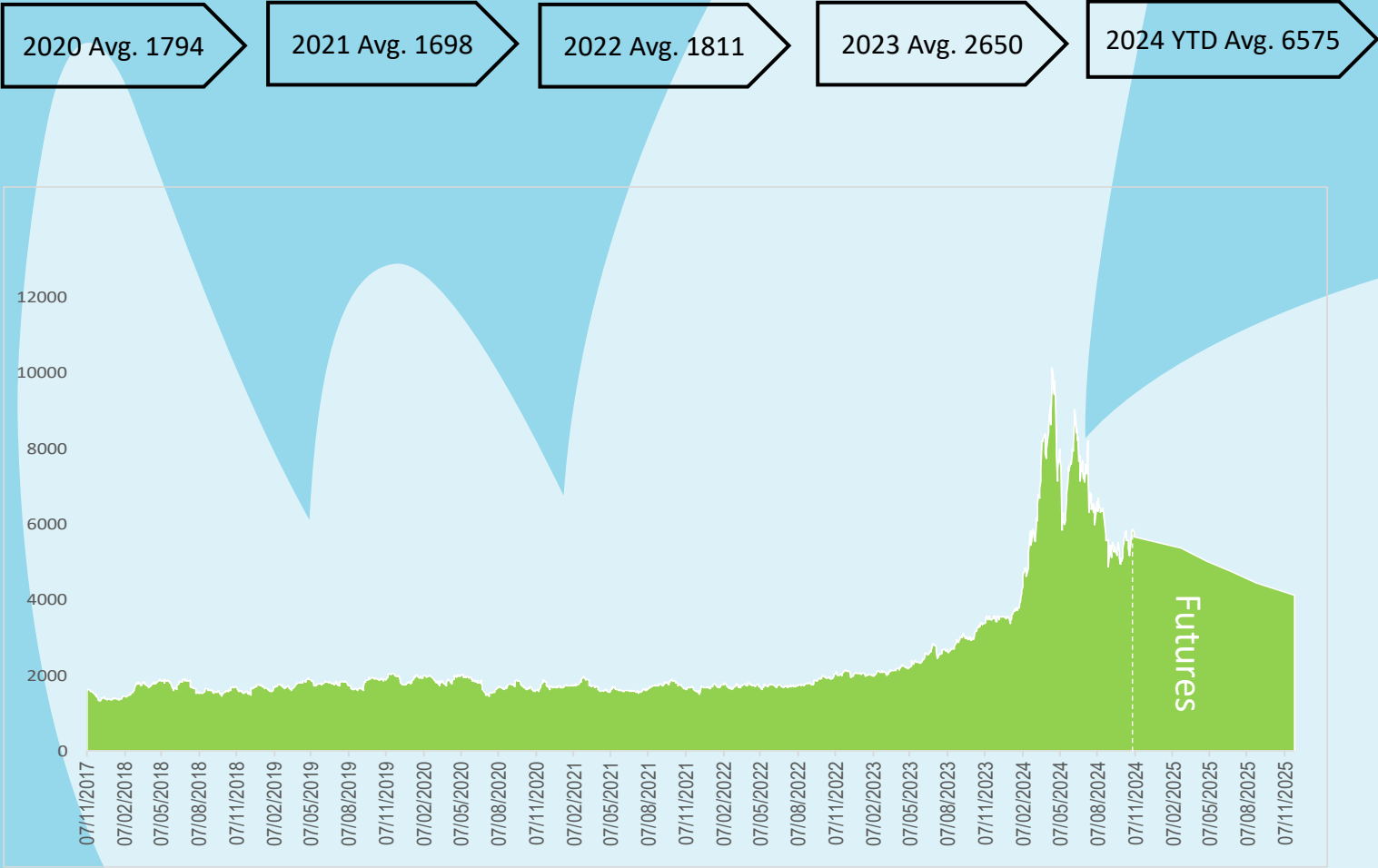
2020 Avg. 376      2021 Avg. 471      2022 Avg. 539      2023 Avg. 666      2024 YTD Avg. 583



Source: Bloomberg



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



Source: Bloomberg





# Strauss Coffee Intl.

## Q3 and YTD 2024 NIS mm

## Non-GAAP Financial Highlights



Strauss Coffee International (Non GAAP)						
	Q3 2024	Q3 2023	% Chg.	YTD 2024	YTD 2023	% Chg.
Total Revenue	1,259	1,068	17.8%	3,418	3,167	7.9%
Total Gross Profit	260	242	7.8%	752	752	0.1%
Gross Margins	20.7%	22.6%	(1.9%)	22.0%	23.7%	(1.7%)
EBIT:						
Total EBIT	68	60	12.6%	167	197	(15.2%)
Margins	5.4%	5.6%	(0.2%)	4.9%	6.2%	(1.3%)
EBITDA:						
Total EBITDA	91	84	7.6%	236	266	(11.3%)
Margins	7.2%	9.9%	(2.7%)	6.9%	8.4%	(1.5%)







Coffee International Sales								
	Q3 2024	Q3 2023	% Change		YTD 2024	YTD 2023	% Change	
			NIS	Local Currency			NIS	Local Currency
Três Corações Joint Venture (Brazil) (1)	894	713	25.3%	43.5%	2,381	2,117	12.5%	16.6%
Russia	148	126	16.9%	12.1%	386	395	(2.4%)	4.4%
Ukraine	40	39	3.3%	17.2%	114	106	7.6%	15.4%
Poland	104	90	15.9%	10.2%	309	259	19.2%	10.2%
Romania	73	58	26.7%	27.0%	178	169	5.2%	3.7%
Serbia	--	42	(100.0%)	(100.0%)	21	121	(82.8%)	(82.9%)
Other	--	--			29	--		
<b>Total International</b>	<b>1,259</b>	<b>1,068</b>	<b>17.8%</b>	<b>28.0%</b>	<b>3,418</b>	<b>3,167</b>	<b>7.9%</b>	<b>10.3%</b>

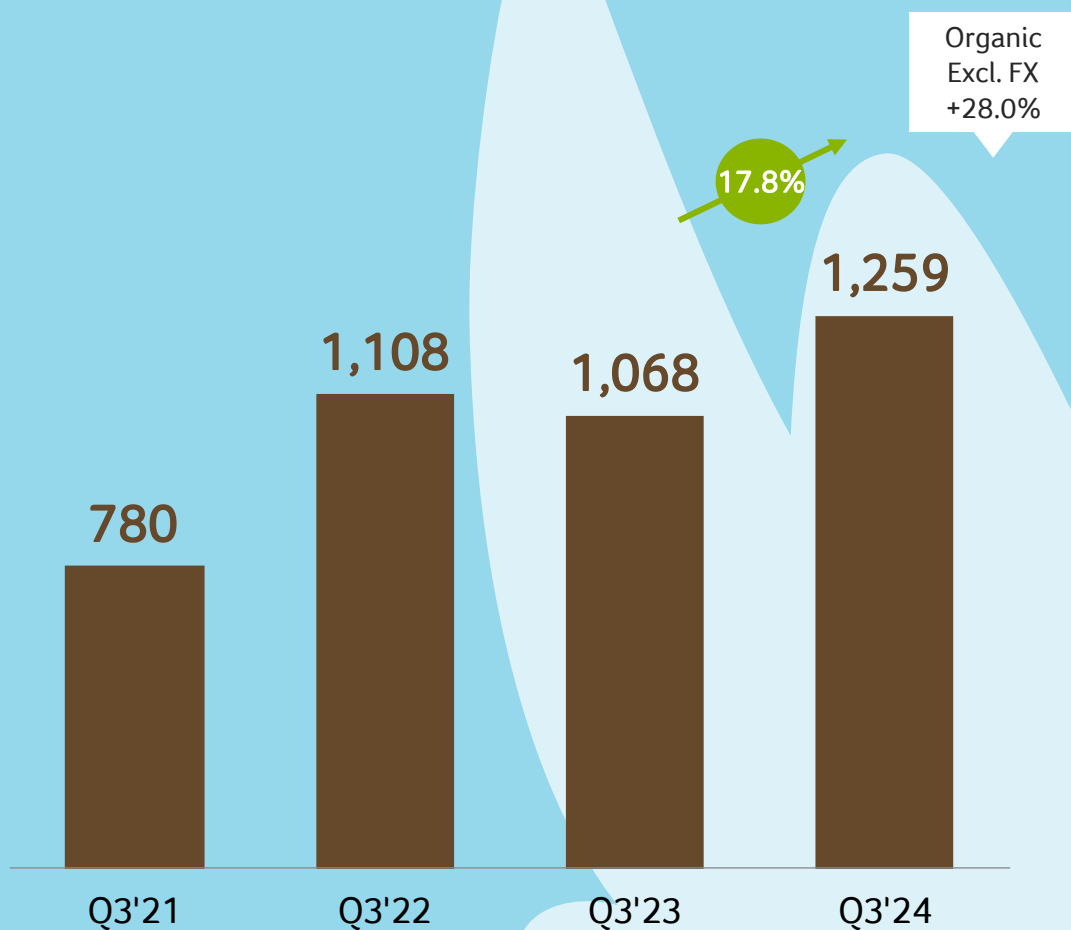
Note: (1) Três Corações joint venture (Brazil): a company jointly held by the Group (50%) and by the São Miguel Group (50%) (3C).

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

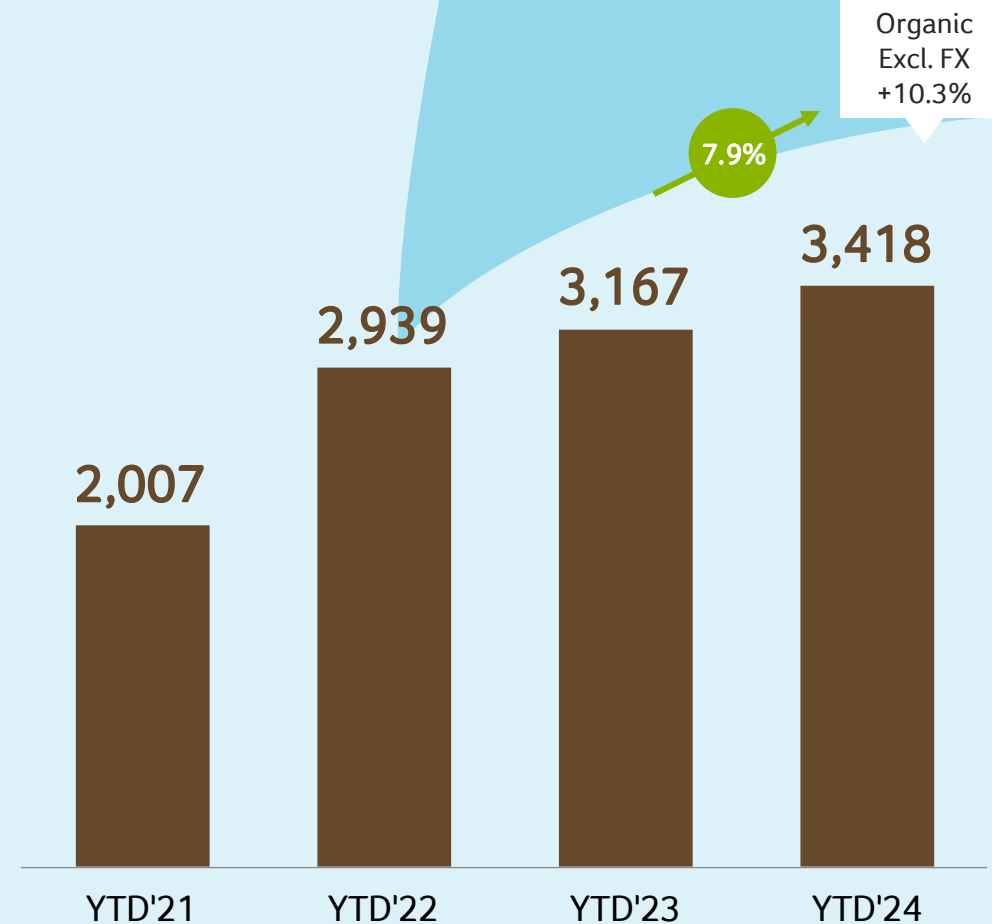




## Q3 2024



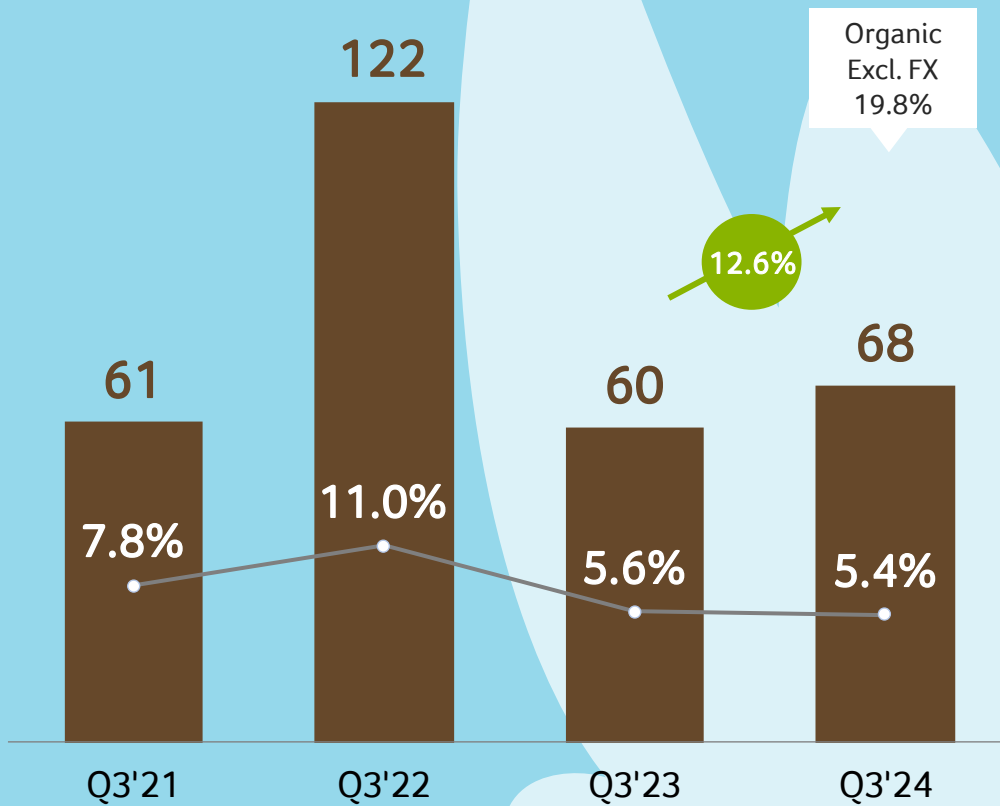
## YTD 2024



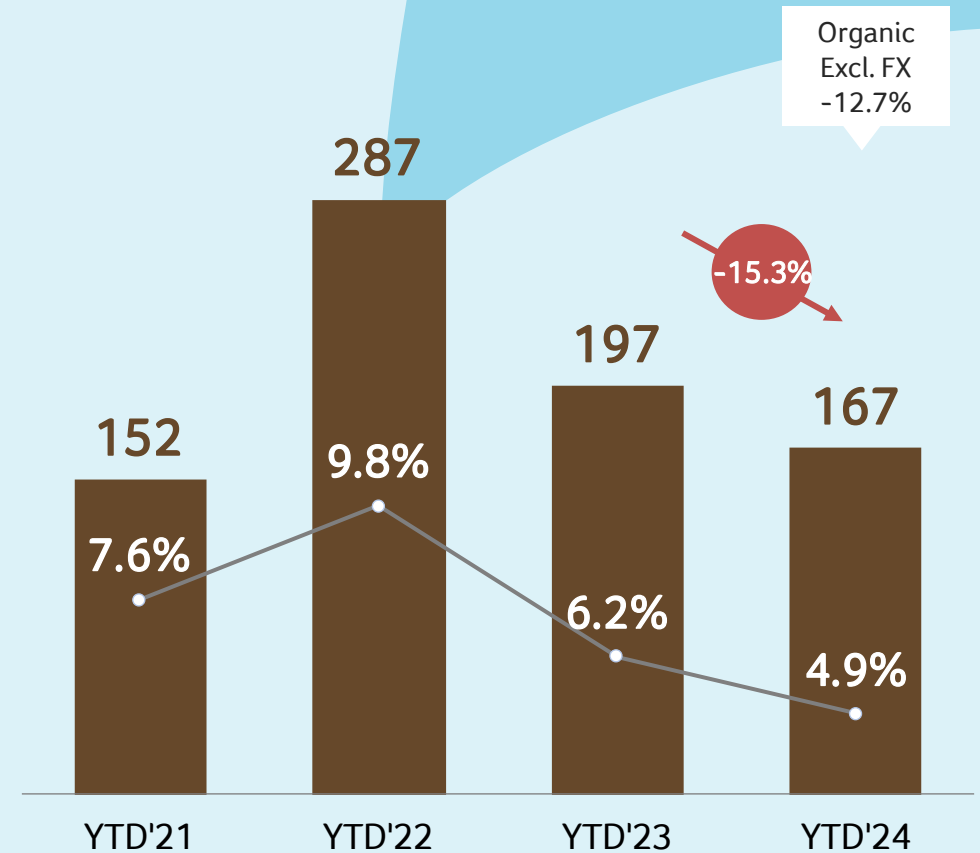




## Q3 2024

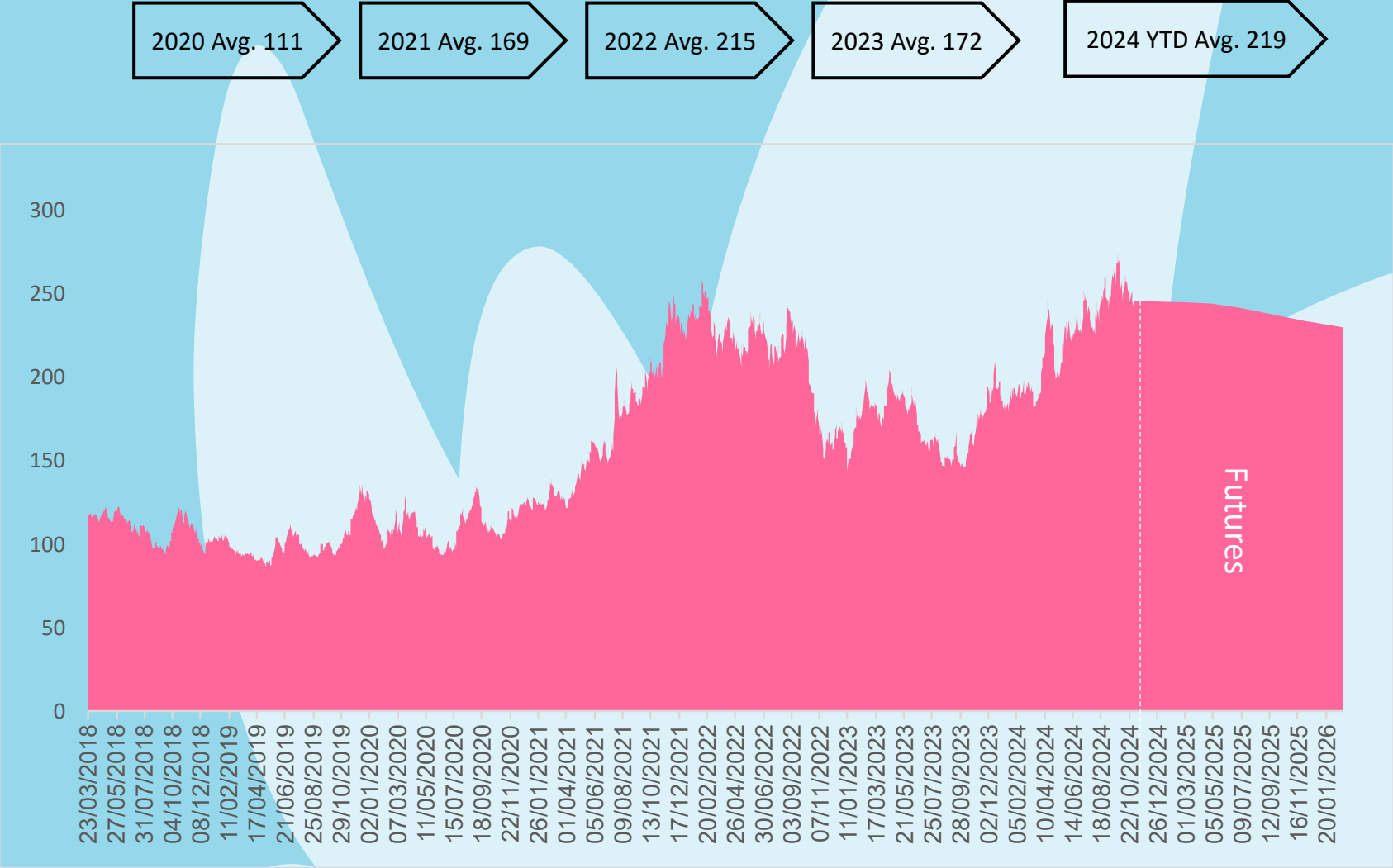


## YTD 2024





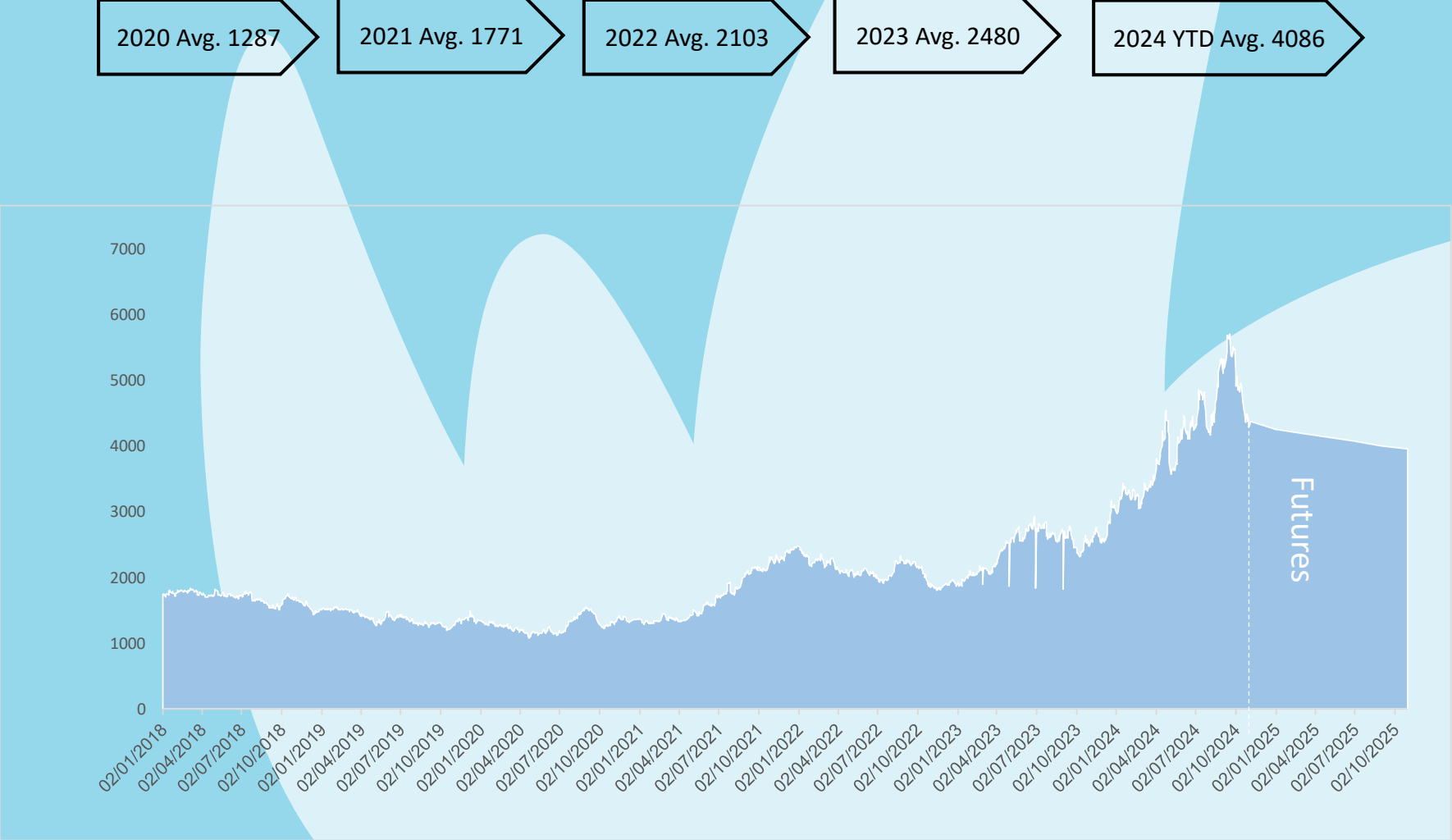
# Arabica Historical & Futures Prices | 2017-2024 (C\Lbs.)



Source: Bloomberg



# Robusta Historical & Futures Prices | 2017-2024 (\$\T)



Source: Bloomberg



# Sesame Humera Historical Prices | 2017-2024



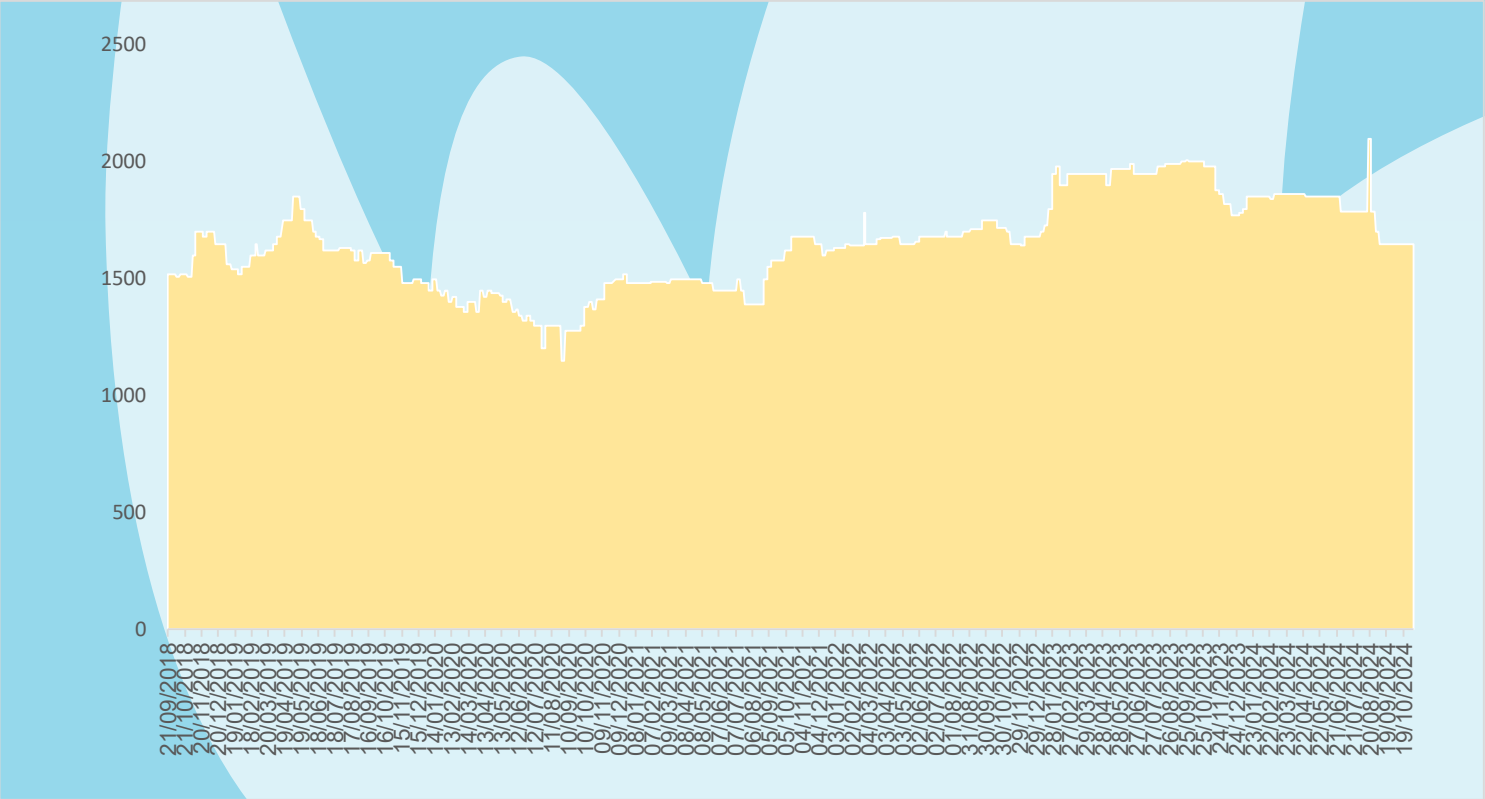
2020 Avg. 1379

2021 Avg. 1525

2022 Avg. 1677

2023 Avg. 1930

2024 YTD Avg. 1840



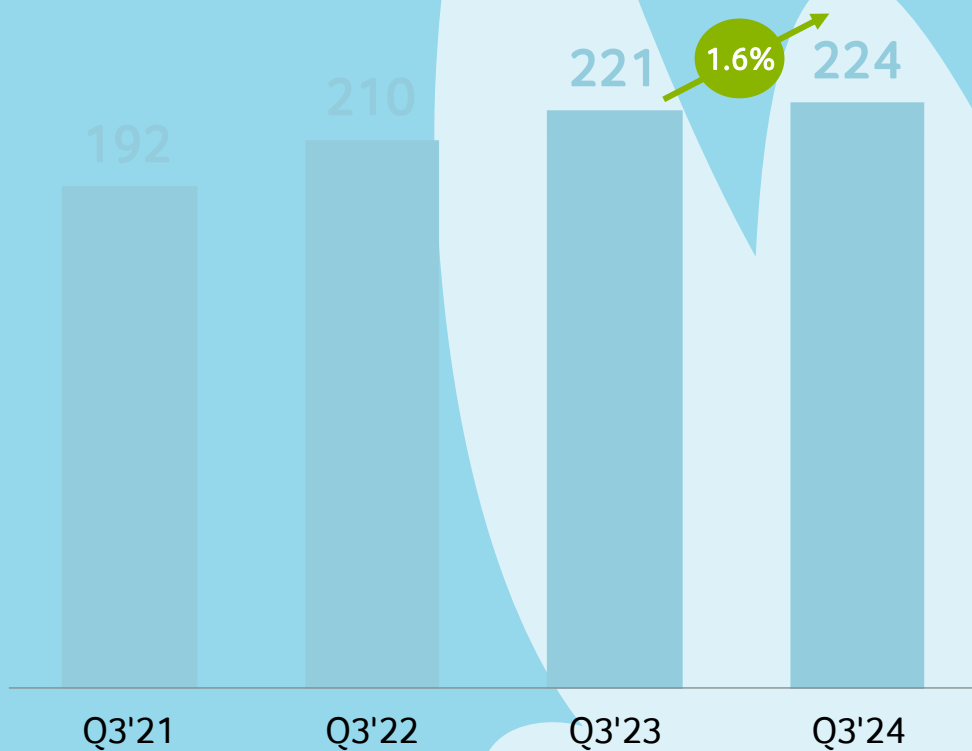
Futures

Source: Bloomberg

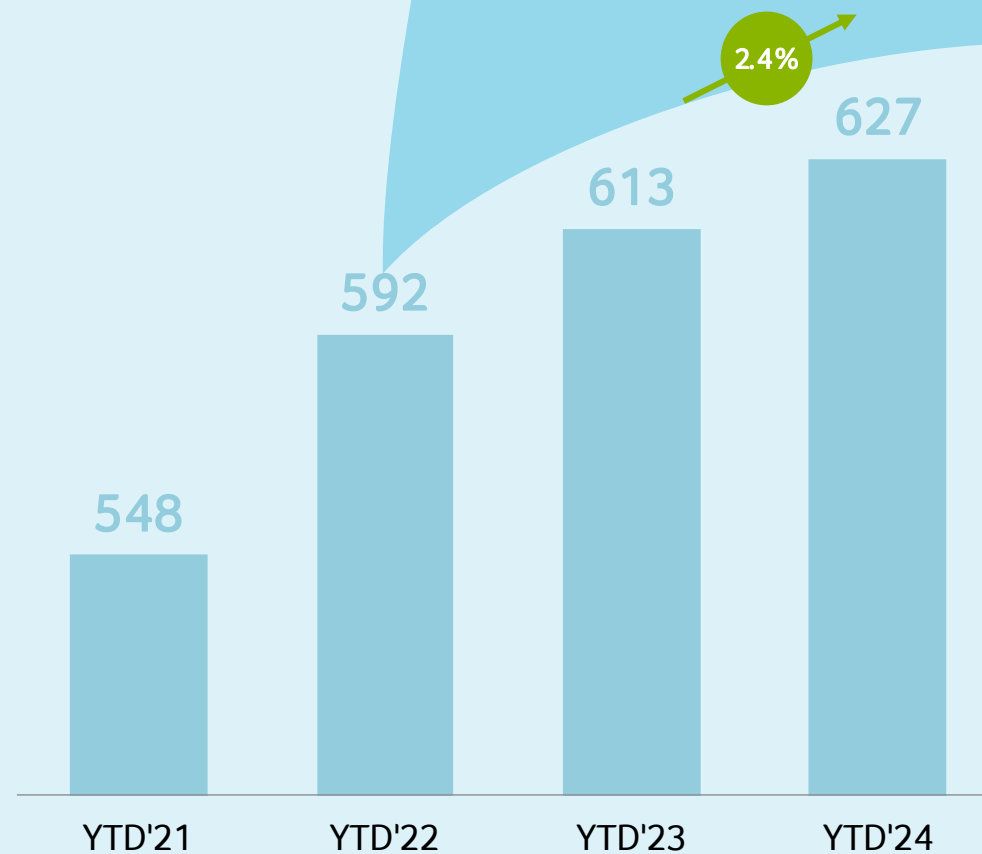




## Q3 2024



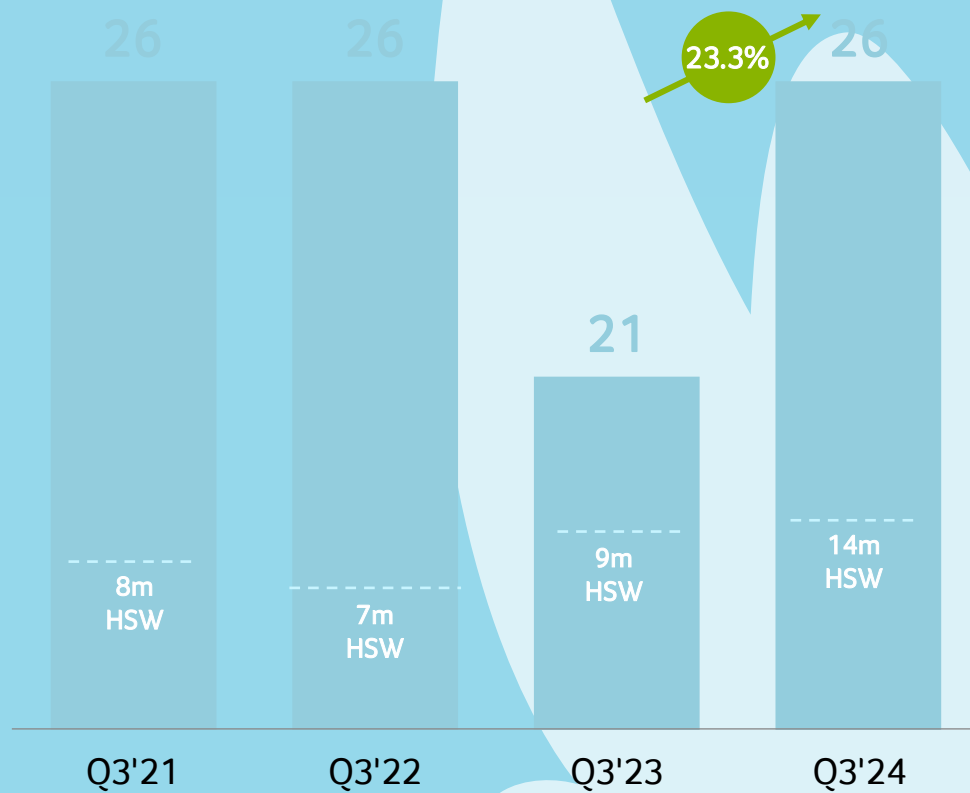
## YTD 2024



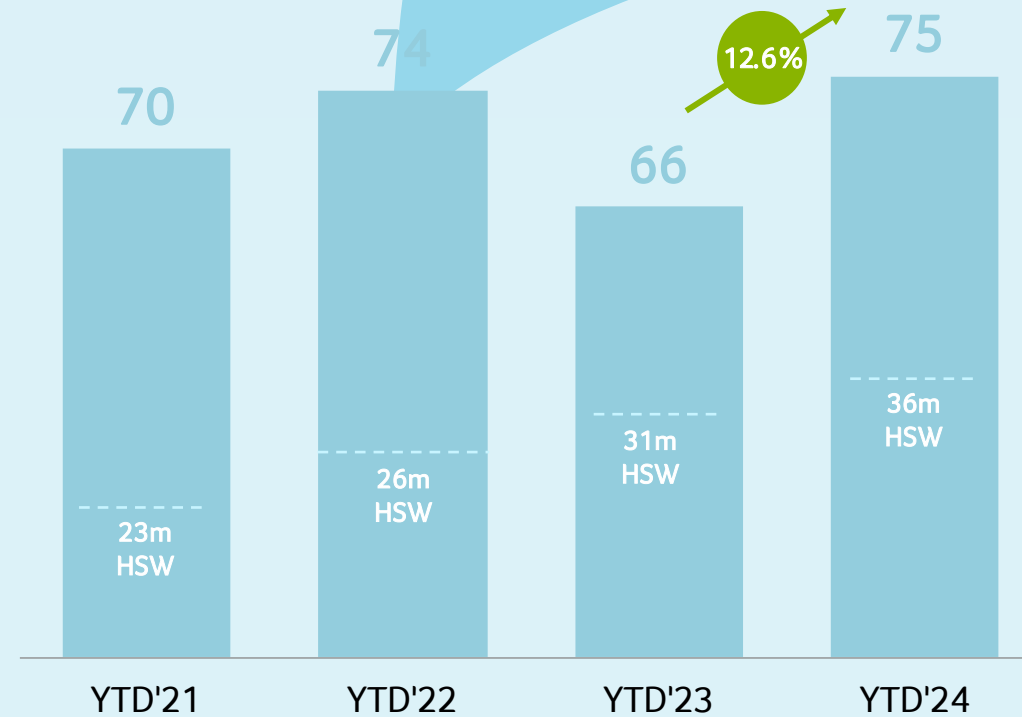




## Q3 2024



## YTD 2024

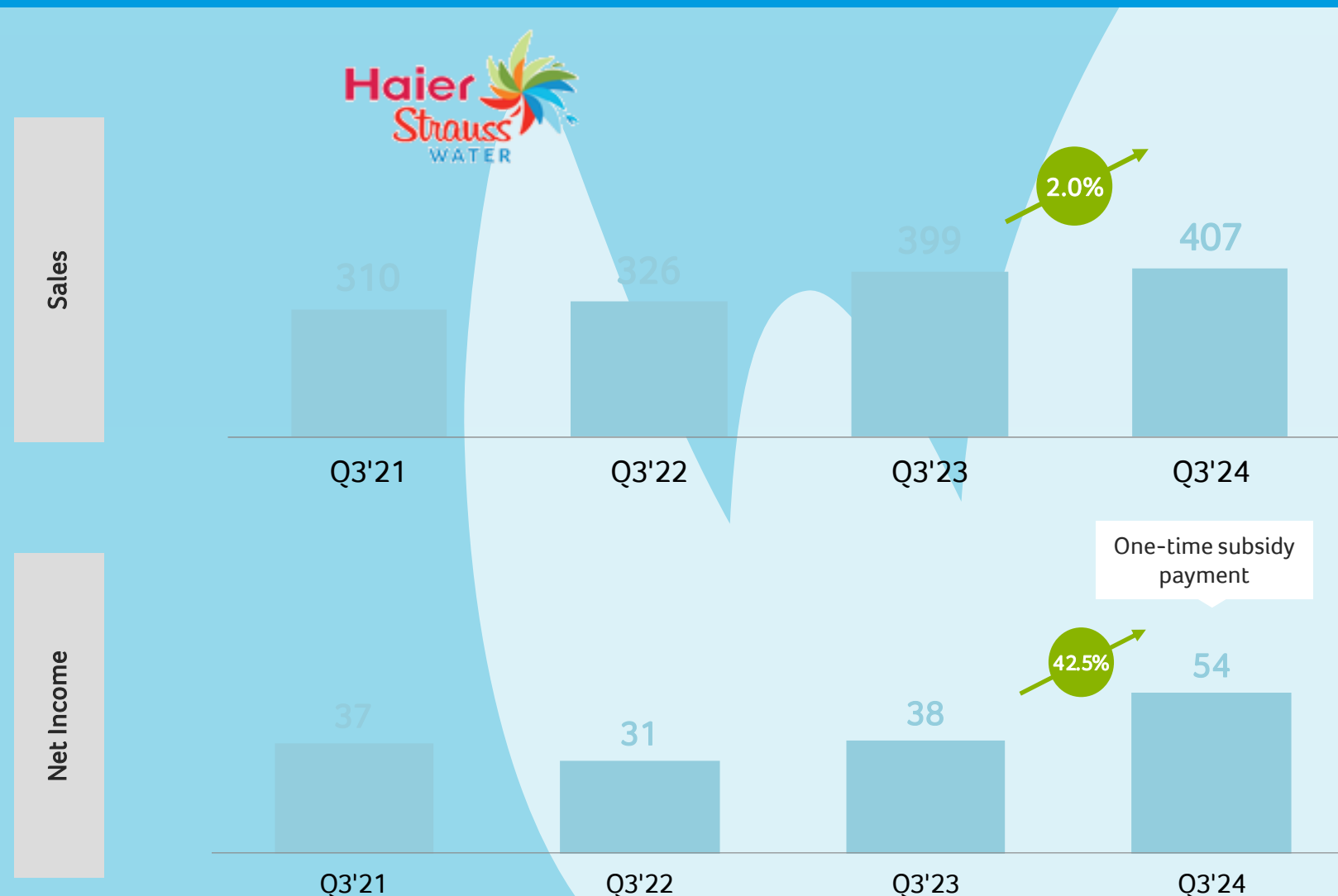






# Haier Strauss Water Q3 Snapshot

¥mm; Non-GAAP; for 100% share



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





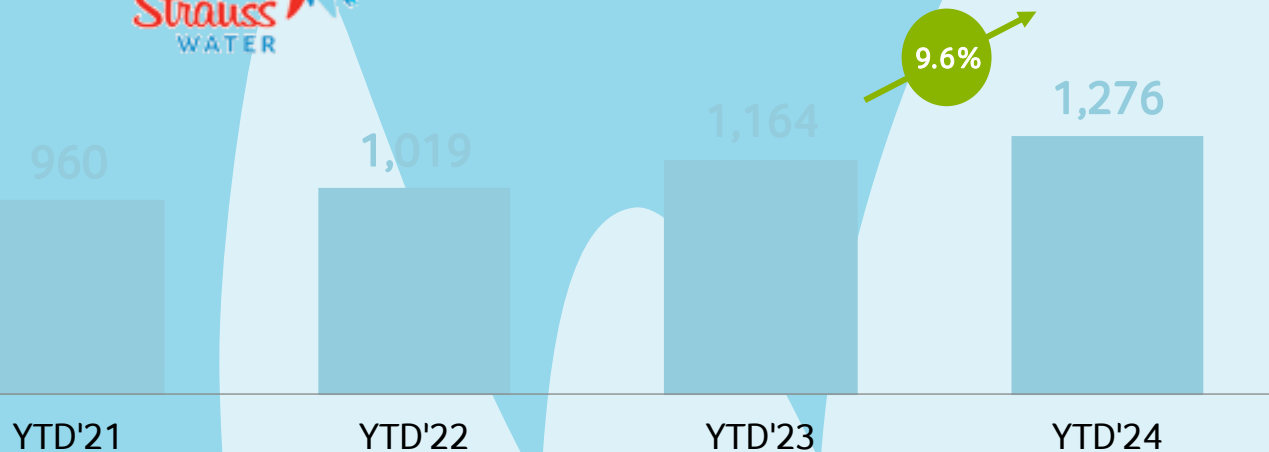


# Haier Strauss Water YTD Snapshot

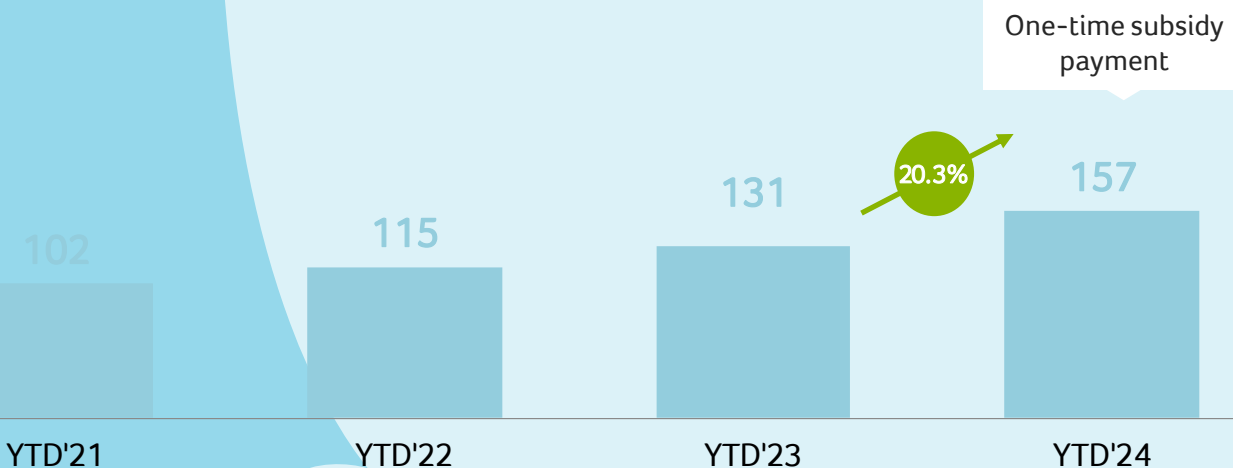
¥mm; Non-GAAP; for 100% share



Sales



Net Income



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







# Thank You

For further details please contact:

Linda Cohen Rofe |

Phone: + 972-3-675-2545

Linda.Cohen@Strauss-Group.com

[www.strauss-group.com](http://www.strauss-group.com)

