

Results 2024

28 February 2025

Viscofan
años

Reshaping food and wellbeing.
For many, for long. contigo

Disclaimer

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Such intentions, expectations or forecasts do not constitute any guaranties of compliance and involve risks, uncertainties and other relevant factors that could cause actual developments and results to differ materially from those states in such forward-looking statements.

This circumstance must be taken into account mainly for all people or entities that may have to take decision, develop or spread opinions relative to values issued by the Company and particularly by analysts and investors that handle this document.

The financial information contained in this document in has been prepared under the International Financial Reporting Standards (IFRS).

This document is a free translation from the original in Spanish, in event of discrepancy, the Spanish-language version prevails)

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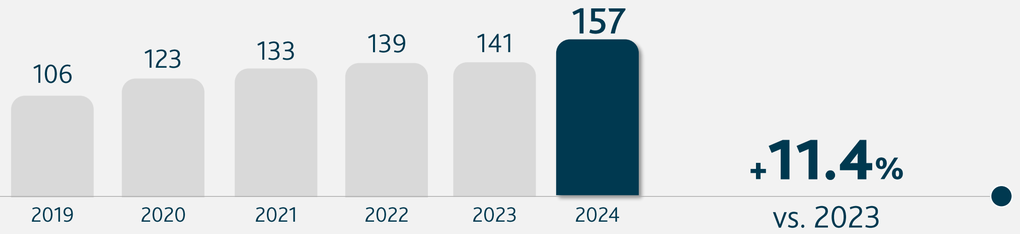
Milestones



2024 is a year of records

1. All-time high in financial results

Net profit. € million

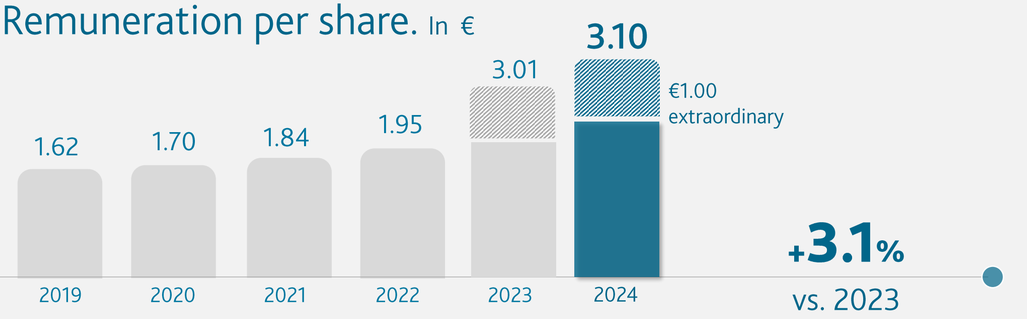


2. Improved operational fundamentals



3. Increasing shareholder remuneration

Remuneration per share. In €



2024 Results



2024 milestones



1. Take advantage of casings market recovery

2. Commercial discipline

3. Inauguration of a new plant in Thailand

4. Focus on inventory reduction

5. Acquisition of Brasfibra and Master Couros

6. Investment in capacity to produce bags in Mexico

7. Decarbonisation and energy diversification in Cáseda

8. Net Zero Plan for GHG emissions by 2050

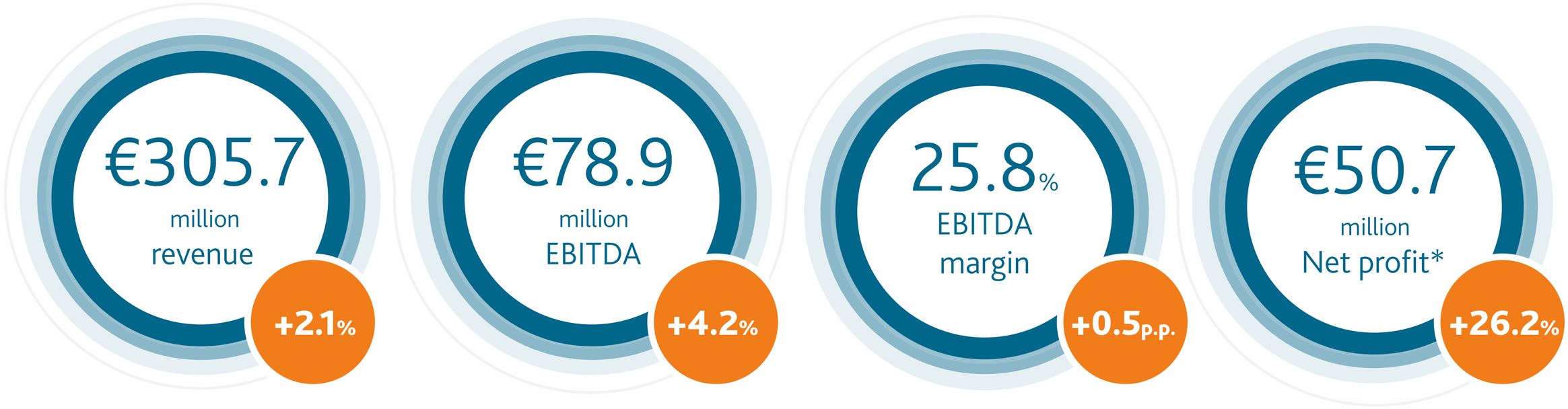
Results 4Q24

Growth in main financial figures

Key indicators 4Q24

In million €

Year-on-year change

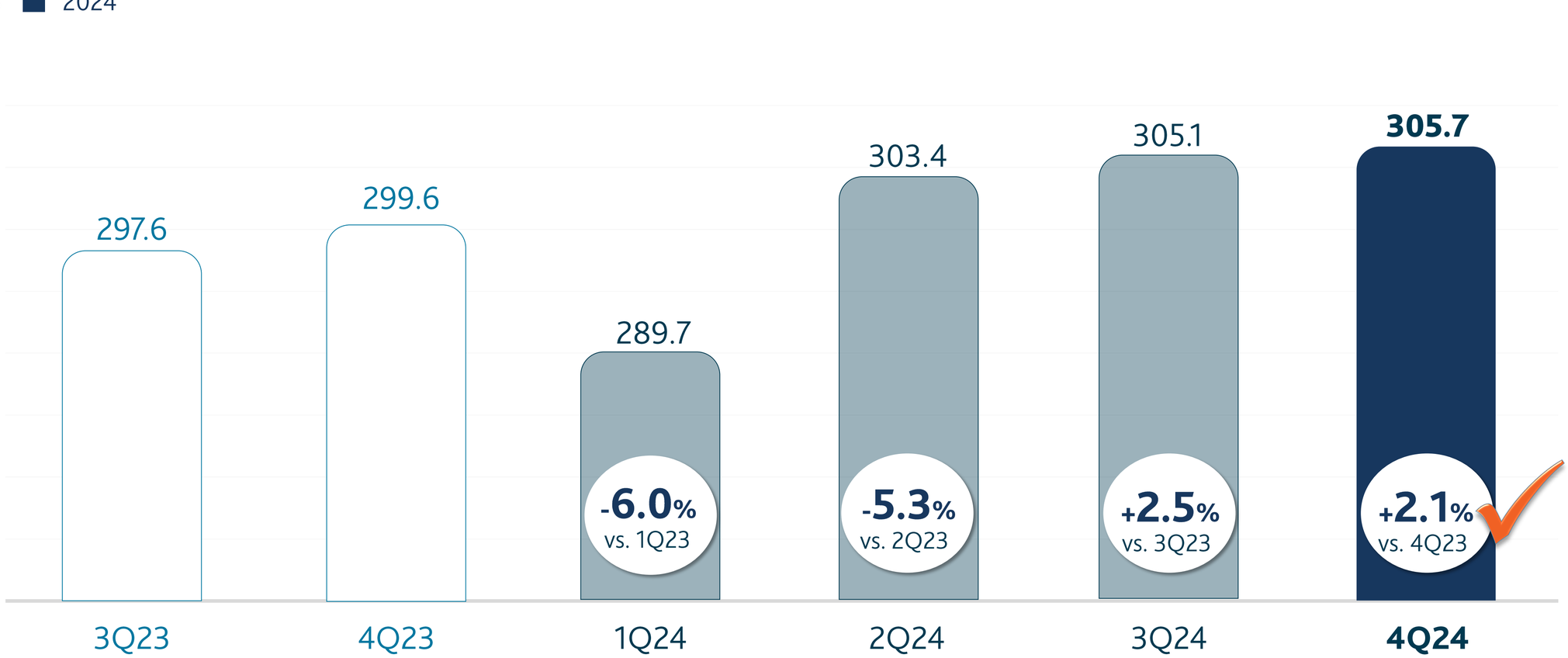


* Corresponds to the net profit attributed to the controlling entity

Growth momentum confirmed in each quarter

Group revenue. Quarterly

€ million

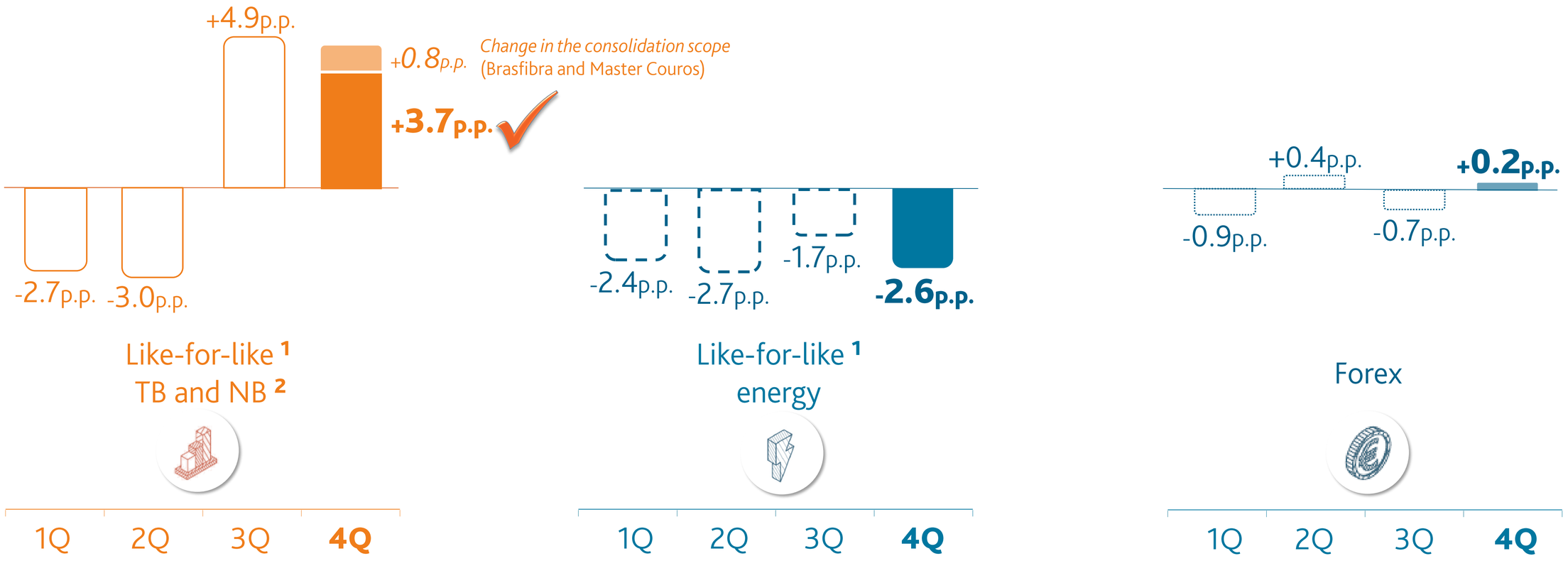


Growth in the fourth quarter

Driven by volume and forex

Quarterly revenue

Growth contribution (p.p.)



[1] Like-for-like growth excludes the impact of changes in different exchange rates in 2024 and changes in the consolidation scope.
[2] TB: Traditional Business, NB: New Business.

Quarterly growth in all regions

EMEA ex energy and APAC

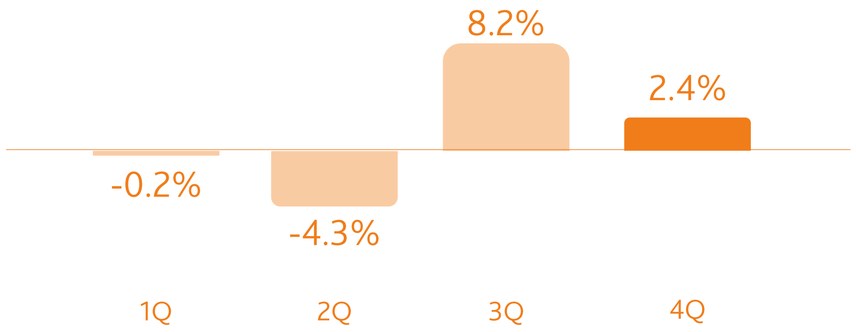
Revenue

Breakdown by geographical division[1]

Quarterly % change like-for-like[2]



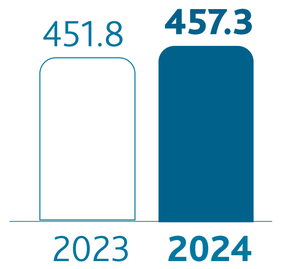
EMEA
ex energy



% change 2024FY (like-for-like[2])

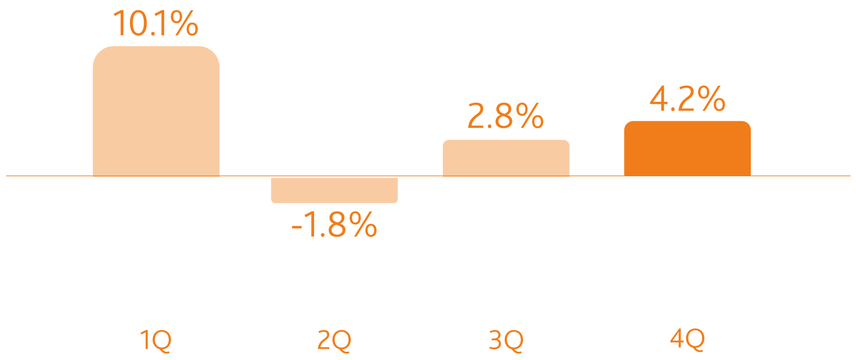
+1.2% vs. 2023

+1.3% vs. 2023



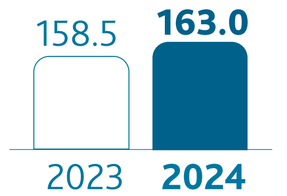


APAC



+2.9% vs. 2023

+3.7% vs. 2023



[1] Revenue per origin of sales: EMEA (European companies), North America NAM (Canada, Costa Rica, Mexico, and US), APAC (Australia, China, Japan, New Zealand, and Thailand), South America SAM (Brazil and Uruguay).

[2] Like-for-like growth excludes the impact of changes in different exchange rates in 2024 and changes in the consolidation scope.

Quarterly growth in all regions

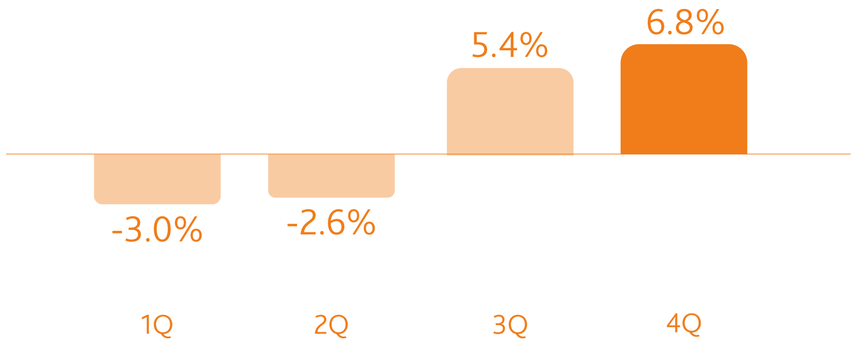
North America and South America

Revenue

Breakdown by geographical division[1]

NAM

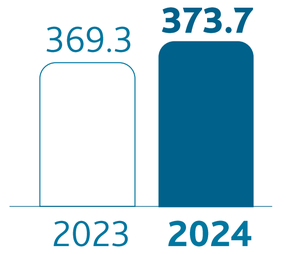
Quarterly % change like-for-like[2]



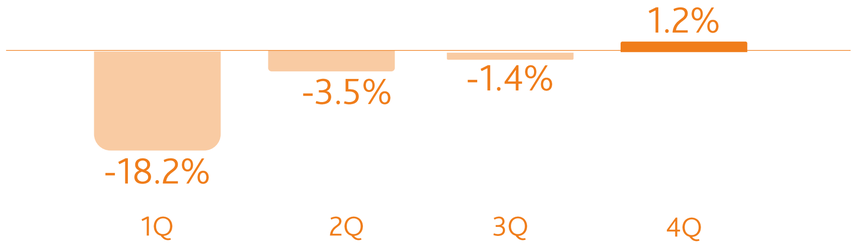
% change 2024FY (like-for-like[2])

+1.2% vs. 2023

+1.6% vs. 2023

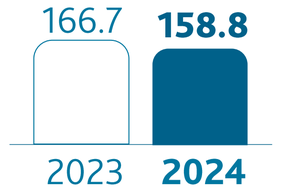


SAM



-4.7% vs. 2023

-6.2% vs. 2023



[1] Revenue per origin of sales: EMEA (European companies), North America NAM (Canada, Costa Rica, Mexico, and US), APAC (Australia, China, Japan, New Zealand, and Thailand), South America SAM (Brazil and Uruguay).

[2] Like-for-like growth excludes the impact of changes in different exchange rates in 2024 and changes in the consolidation scope.

Strength in the recovery of volumes in the second half of the year

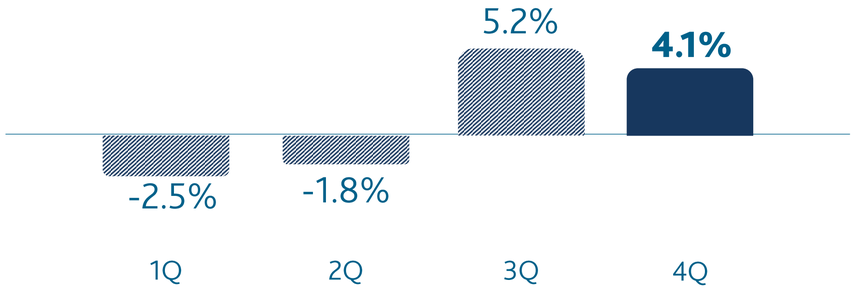
Revenue

Breakdown by business division

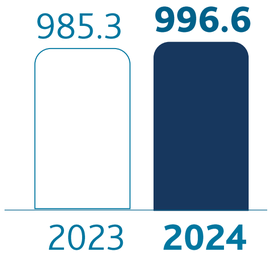
Reported. % change on a quarterly basis

Reported. % change 2024FY

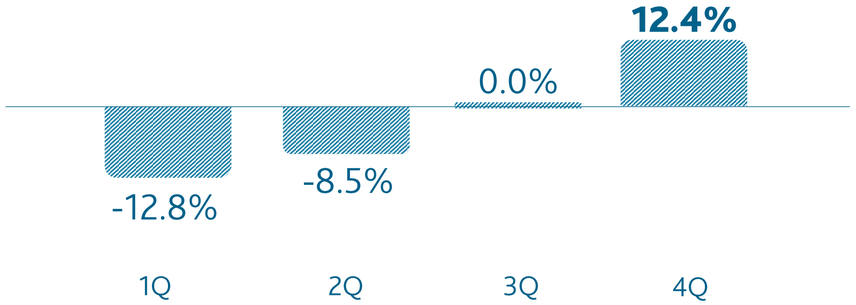
Traditional Business. TB



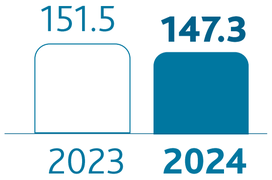
+1.1% vs. 2023



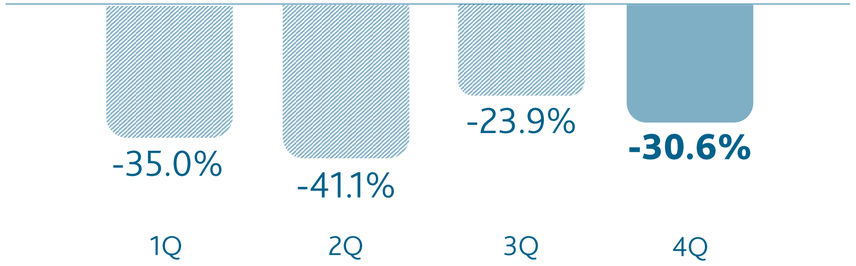
New Business. NB



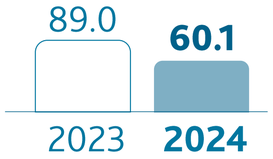
-2.8% vs. 2023



Energy

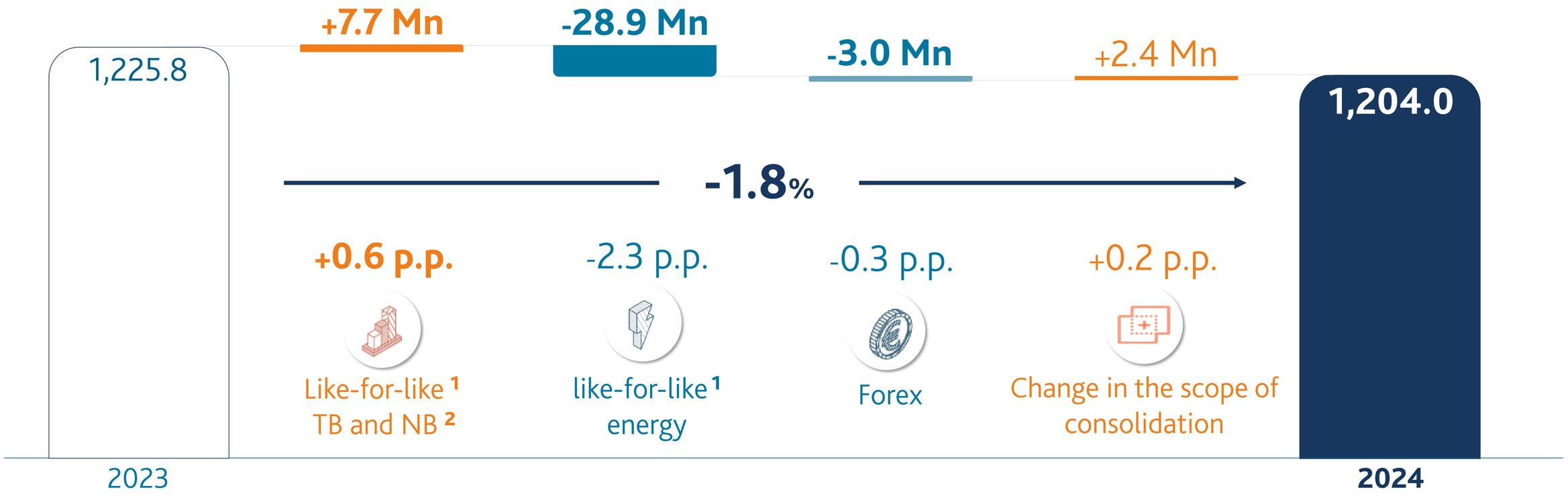


-32.5% vs. 2023



Positive revenue performance weighed down by lower energy and forex sales

Revenue 2024
€ million



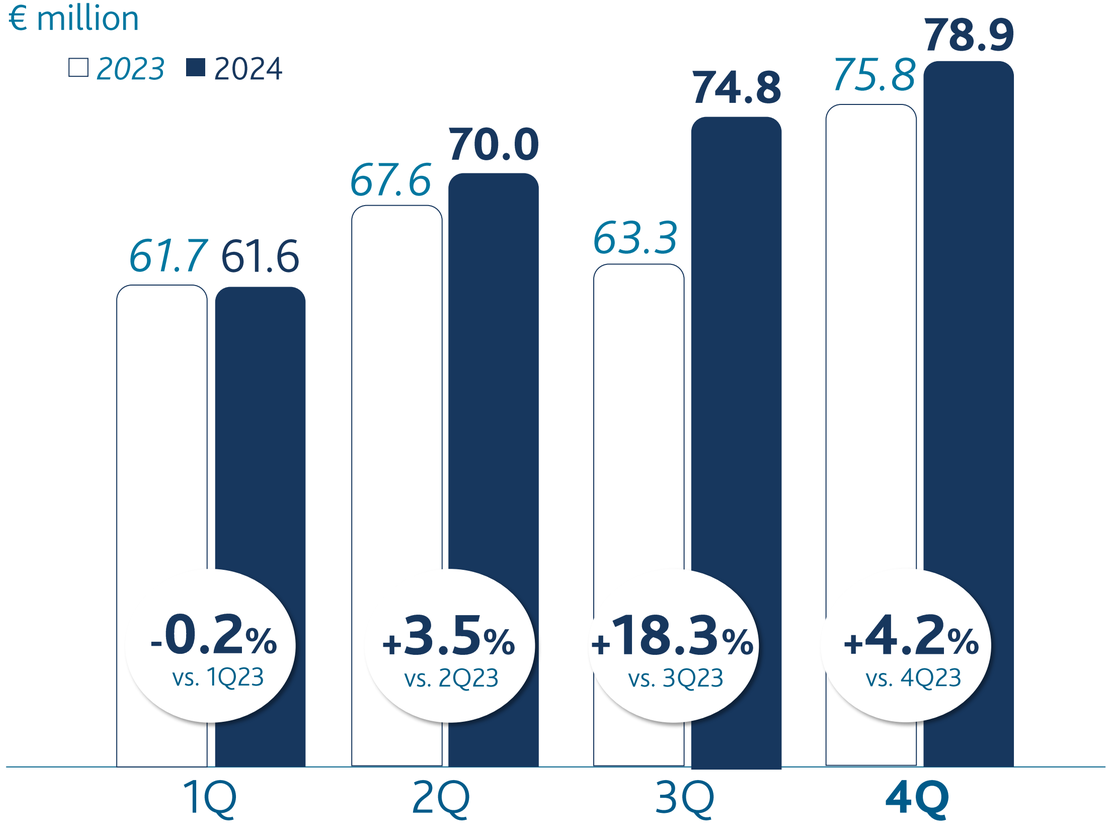
[1] Like-for-like growth excludes the impact of changes in different exchange rates in 2024 and changes in the consolidation scope.
[2] TB: Traditional Business, NB: New Business.

New all-time high in quarterly EBITDA

Significant improvement in profitability driven by efficiencies, and commercial and operational discipline

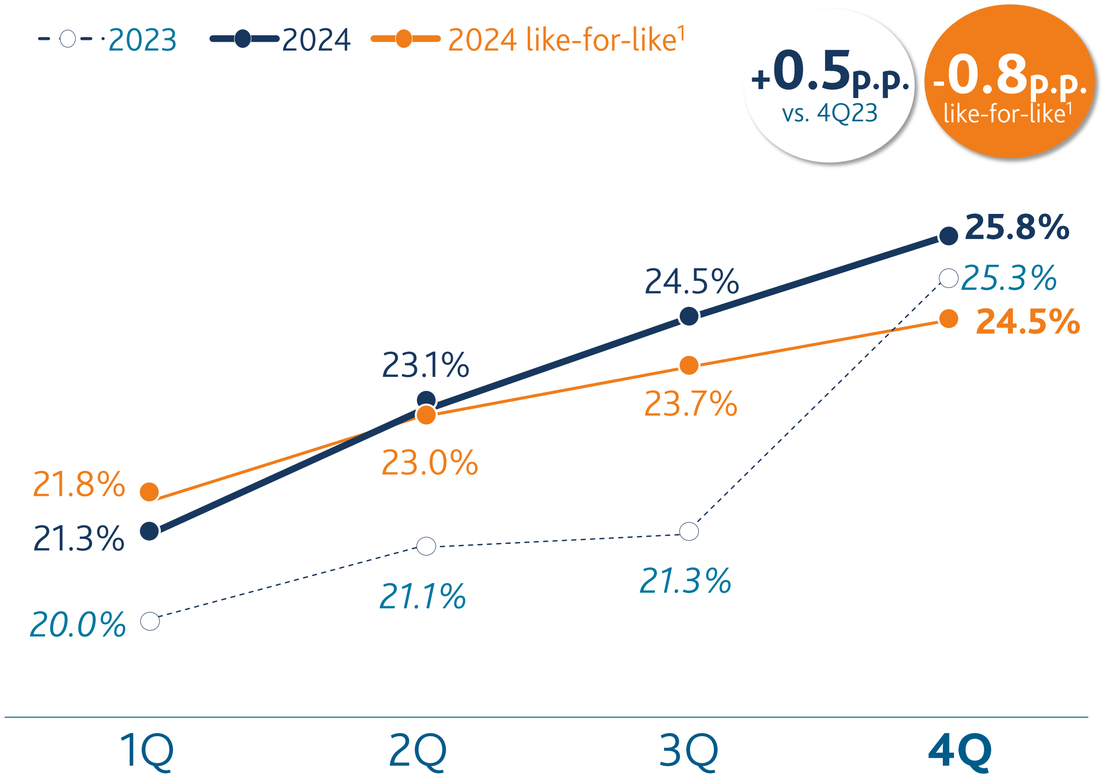
Quarterly EBITDA

€ million



Quarterly EBITDA margin

In percentage

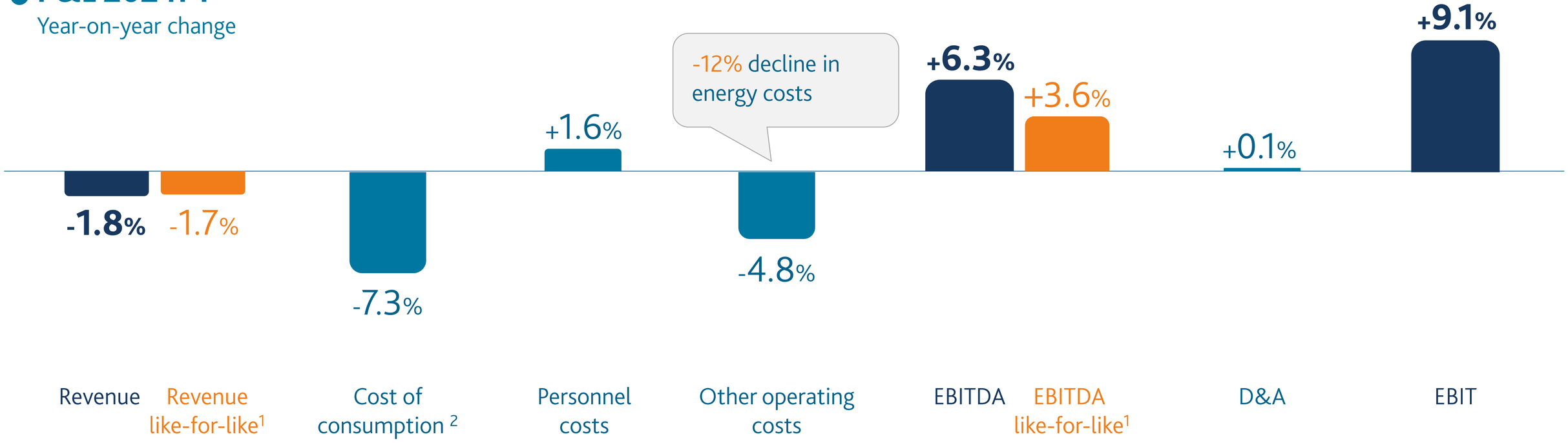


[1] Like-for-like: Excludes the impact of the variation of the different exchange rates in 2024. changes in the consolidation scope, and the non-recurring business impact recorded in 3Q23.

Solid growth in operating results

Commercial discipline, lower energy and raw materials costs, and production efficiencies drive operating results up

P&L 2024FY
Year-on-year change



[1] Like-for-like: Excludes the impact of the variation of the different exchange rates in 2024. changes in the consolidation scope, and the non-recurring business impact recorded in 3Q23.

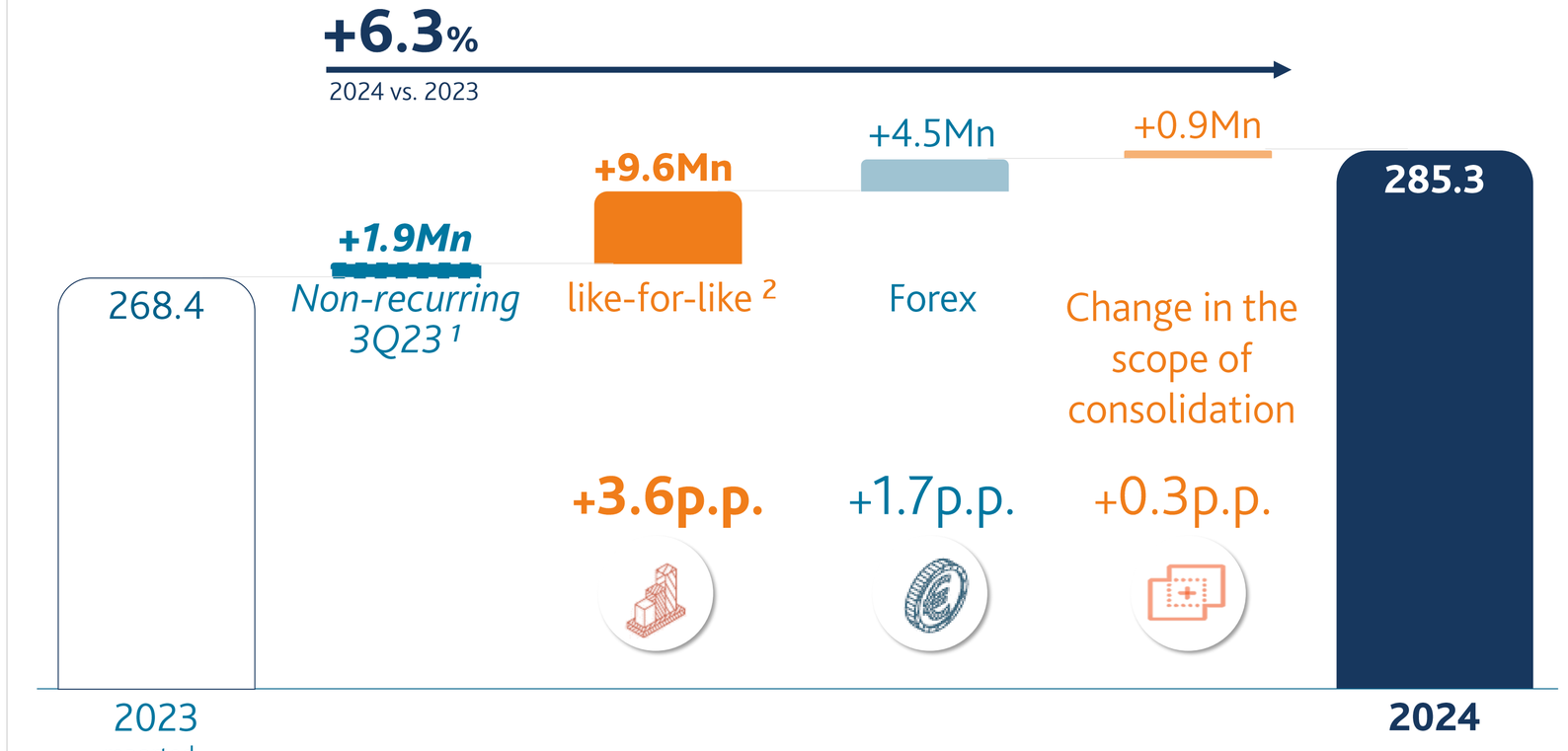
[2] Cost of consumption = Net purchases +/- Change in inventories of finished and unfinished products.

Leveraging savings to drive results up

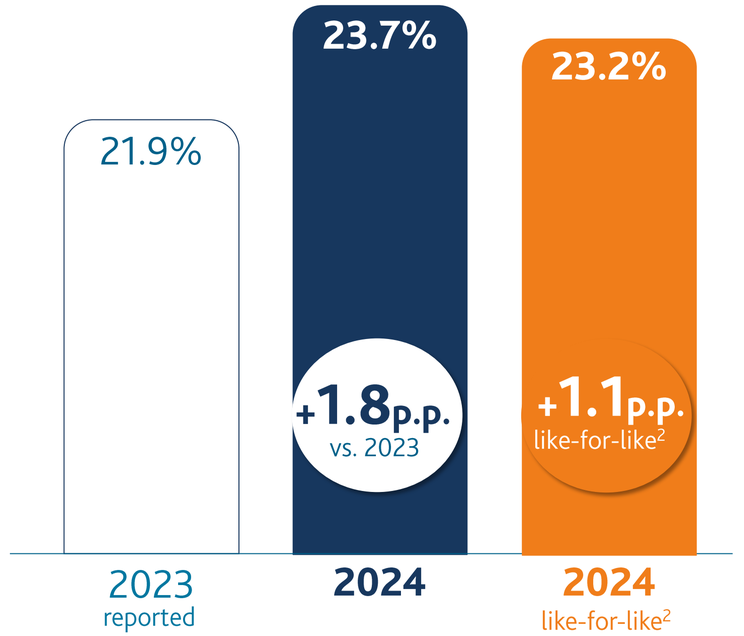
Improvement in operating margin and efficiencies

EBITDA 2024

Bridge like-for-like and forex



EBITDA margin 2024FY



[1] Non-Recurring: Corresponds to the operating profit expense of €1.9 million for production stoppages in the USA in 3Q23 due to power outages caused by the supply company.

[2] Like-for-like: Excludes the impact of the variation of the different exchange rates in 2024. changes in the consolidation scope and the non-recurring business impact recorded in 3Q23.

Double-digit growth rate in Net profit

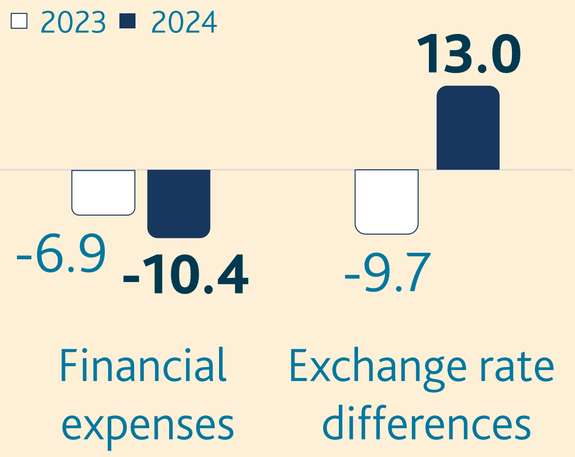
Strong operating results and positive exchange differences balance out higher effective tax rates

FY EBIT to NET PROFIT

€ million

€ million	2024	2023	y-o-y change
EBIT	**201.5**	**184.7**	+9.1%
Financial result	**4.9**	**-15.8**	c.s.
Tax	**-49.1**	**-27.9**	+75.7%
Minority interests	**+0.3**	**-**	-
Net profit	**157.0**	**141.0**	+11.4%

Main components of financial result

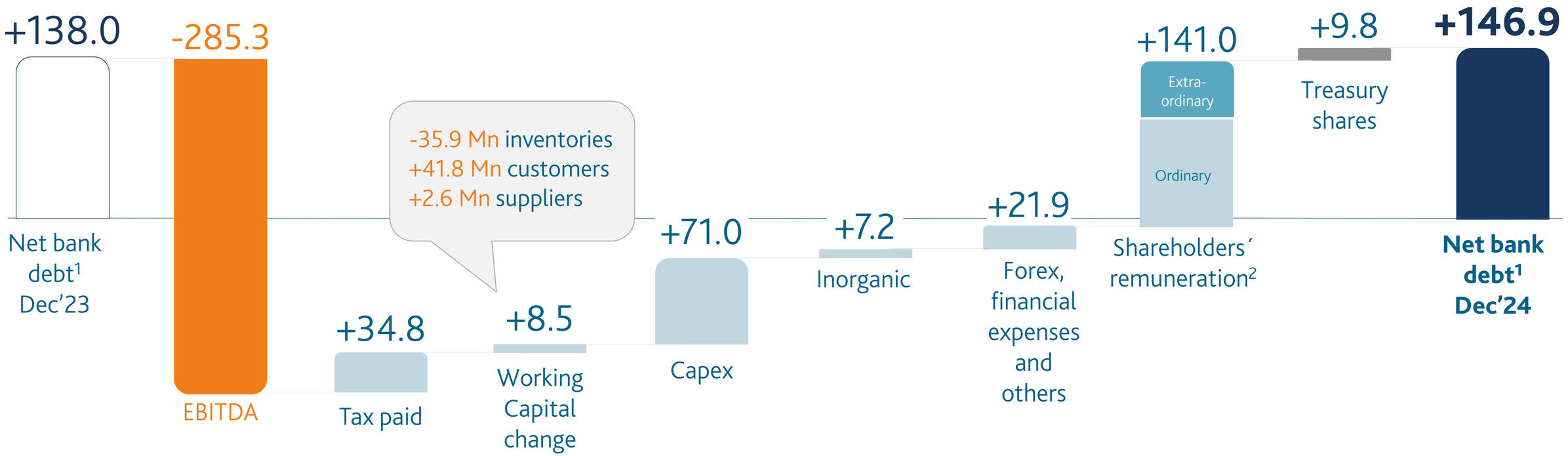


Stregth in operating cash-flow

Mainly used for extraordinary remuneration of shareholders

Net bank debt[1] evolution

€ million



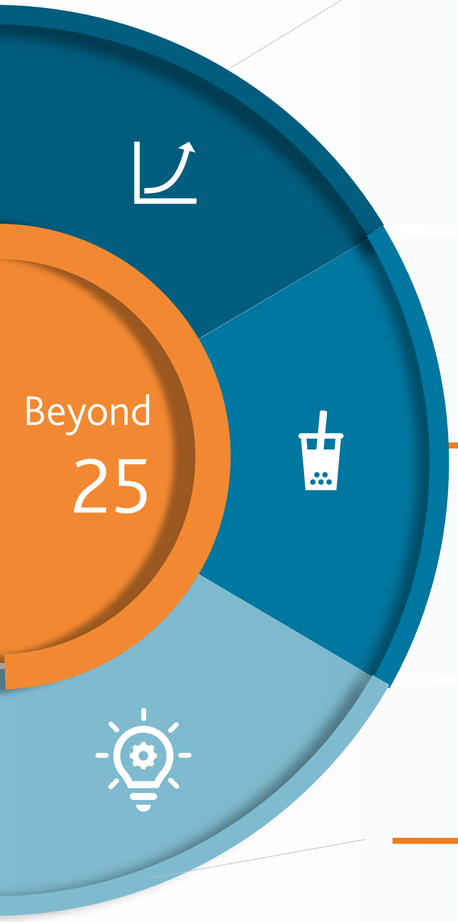
[1] Net bank debt = Non-current bank borrowings + Current bank borrowings – Cash and equivalents.

[2] Shareholder remuneration: Includes the final dividend of €1.596 per share (of which €1.0 is extraordinary) distributed in June 2024 and the interim dividend of €1.437 distributed in December 2024 within the framework of the optional dividend system in cash or in shares "Viscofan Flexible Remuneration". It corresponds to the theoretical value of the rights delivered as shares and the cash, gross of taxes.

2025 Outlook



2025 Outlook



1. Take advantage of the market's growth momentum by enhancing our competitive advantages in casings

2. Boosting new business

3. Continuous improvement of the industrial base

Seeking to fulfil Beyond25 targets

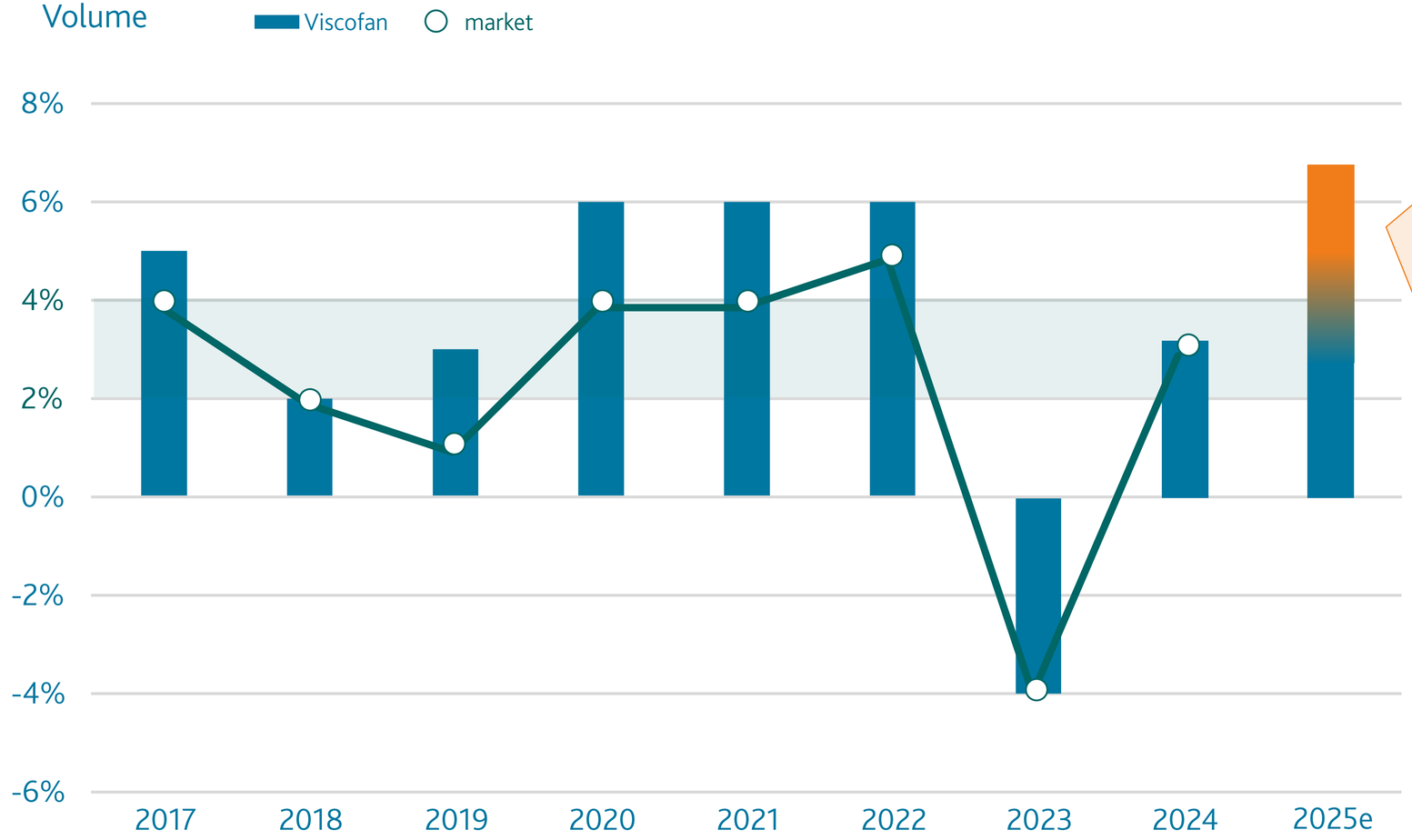
Higher operating cash flow than expected in 2025



1 Take advantage of the market's growth momentum by enhancing our competitive advantages in casings

Growth momentum in the casings market

Market growth for casings and Viscofan



Viscofan's drivers to take advantage of the momentum

Glocal



Replacement of animal gut



Product portfolio



A unique business model to take advantage of growth momentum in 2025

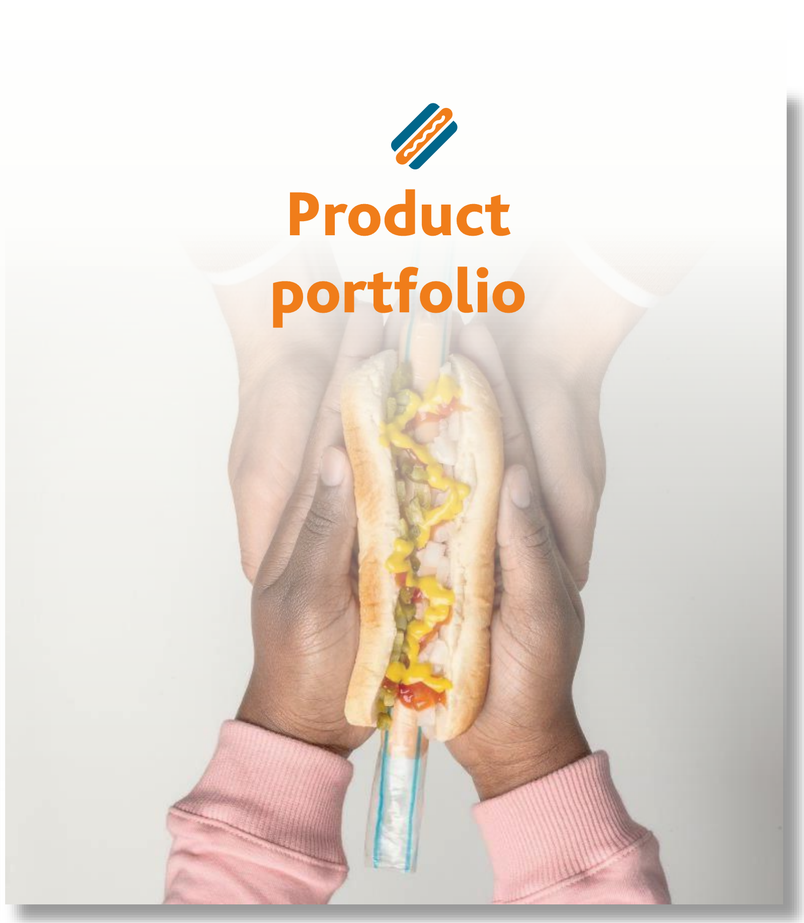
Glocal



Replacement of animal gut



Product portfolio



Global footprint

Southeast Asia as a growth engine



690 Mn
Population

1% anual growth

50% of rural population

6,000 US$
GDP per capita

5% average GDP growth

Large meat and food companies that require local service

Global footprint

Strengthening our presence in Southeast Asia



New Converting plant in Thailand

Sized internally to grow

Improved service to market.
Reduction of delivery times and improvement in response time to orders or unforeseen events

Improved demand planning and inventory management for the market

Global footprint

With personalized and local service

- **Viscofan. Productive and commercial presence and #posición in the market**



#1
EMEA

#2
China

#1
Rest of Asia





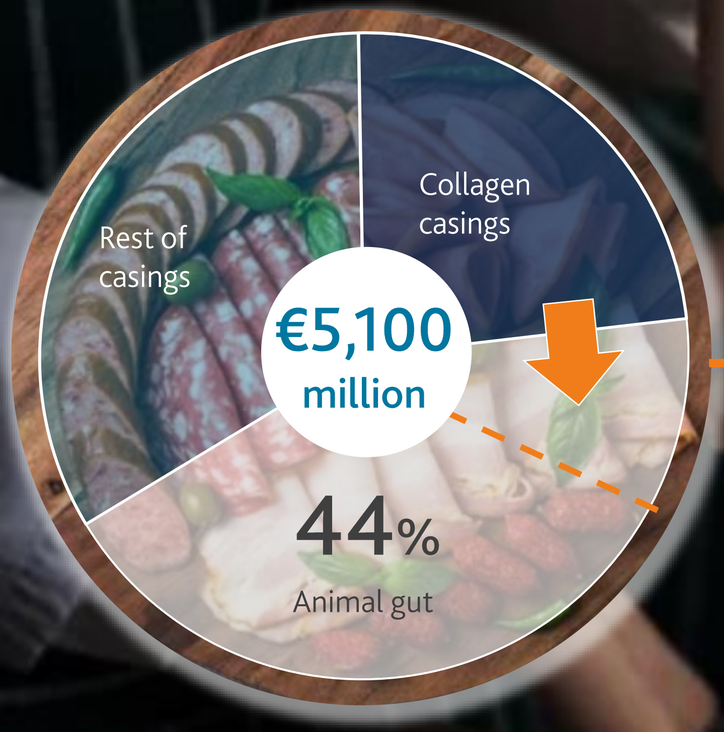
#1
North America

#1
South America

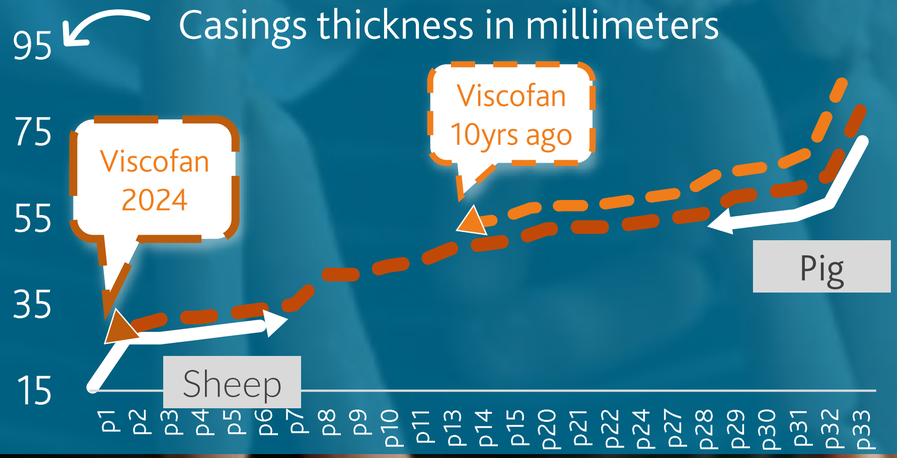
Replacement of animal gut

Strengthening our competitive advantages to seize the opportunity

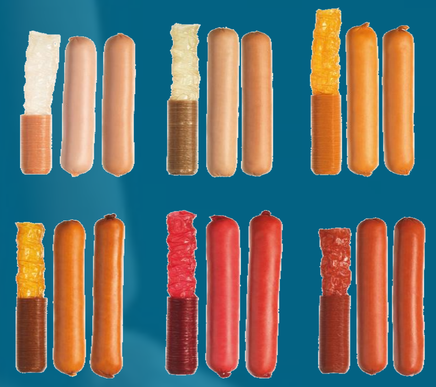
Casings market
€ million



Product technology development



Colors



Customer requirements

- Flexibility
- Food safety
- Productivity

Product Portfolio

Strengthening our tailor-made proposal as a lever for growth

Fibrous

- Product benefited by the convenience trend
- Viscofan: Double-digit growth CAGR in 5 yrs
- 7 years experience with the new technology
- Product improvements

Cellulose

- Focus on production stability and product quality
- Drive to develop emerging markets

Value proposal in sustainability

- Resources efficiency: Longer stick, quality- reduction of waste in production
- Circular economy: Working to valorise casings once used
- Climate change: With its Net Zero 2050 plan Viscofan aims to reduce GHG by 50% in 2030 vs. 2018



2 New Business. Boosting new business

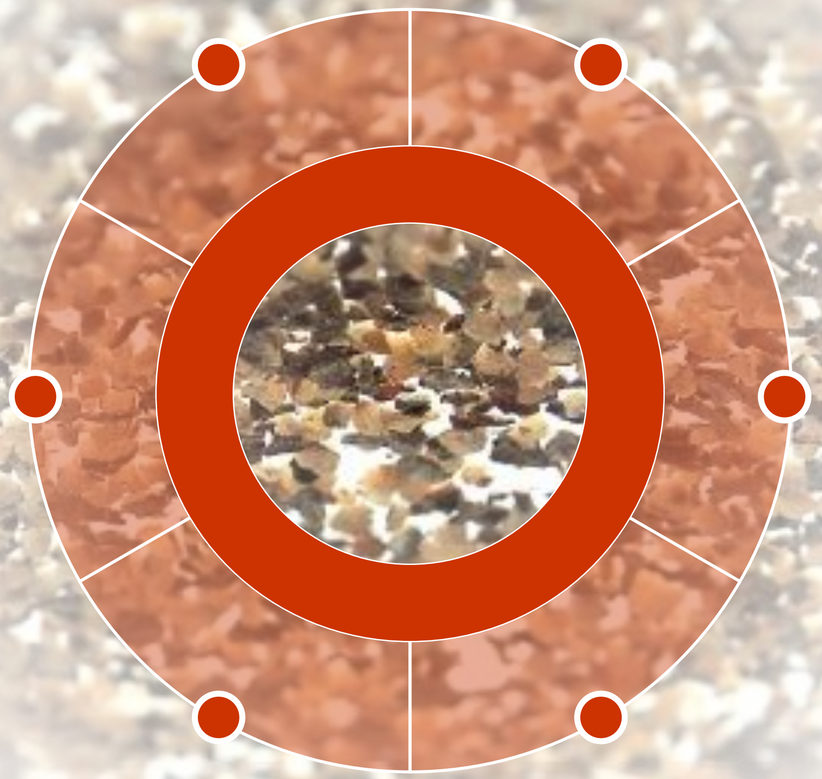
New business

Double-digit growth potencial in revenue

Out performance **Ingredient transfer**

Neutral performance **Tubular plastics**

Under performance **Collagen hydrolysates**



Value-added plastics Out performance

Nutra-pharma-bio Incipient. Focus on product launches: satiating and collagen inks

Veggie casing Under performance

New business

Double-digit growth potencial in revenue





Collagen hydrolysates
High-quality product, difficult market environment, business repositioning

Brasfibra and Master Couros integration
Leveraging know-how and a well-known brand in collagen, and push opportunities in pet food

Value-added bags
Technological improvement, alliances and new investment

Collagen based satiating
Business and operational development

Acquisition Pet Mania Comércio Internacional Ltda

A growth opportunity in the Pet Treats market



€5.6 million in cash
Acquisition of 51% of the share capital

EV of €16.5 million
Revenue in 2024 of €20.8 million with an EBITDA of €3.0 million

Production Operations in Brazil
Production plants in Echaporá and Jundiaí with a total capacity of over 4,000 tonnes per year

Market with growth potential
Global macro trend of increase of pets and higher care for their well-being
Viscofan as a partner to support its growth expansion

3 Continuous improvement of the industrial base



Operational priorities

Focus on the continuous improvement of the existing industrial base

Lean Projects
Search for excellence in operations
Continuous improvement

Thailand Learning Curve
Digitalization

Inventory reduction
Continuing Beyond25 measures

New Business
Integration of acquired companies

Sustainability
Better technologies to decarbonize and pollution prevention

New energy scheme in Cáseda

Focus on diversification and decarbonization



Waste cellulose and fibrous casings

Forest biomass

3 Biomass boiler

Legend

- Electricity from renewable sources
- High-efficiency electricity
- Heat from renewable sources
- High-efficiency heat
- Green hydrogen (H_2)
- Natural gas
- Biogas and methane

Electricity Grid
Renewable electricity certificates

Electric compressor

1 Electric boilers

Conventional boilers

Co-generación

Electricity Grid

2 Solar farm

Water

4 Electrolyser

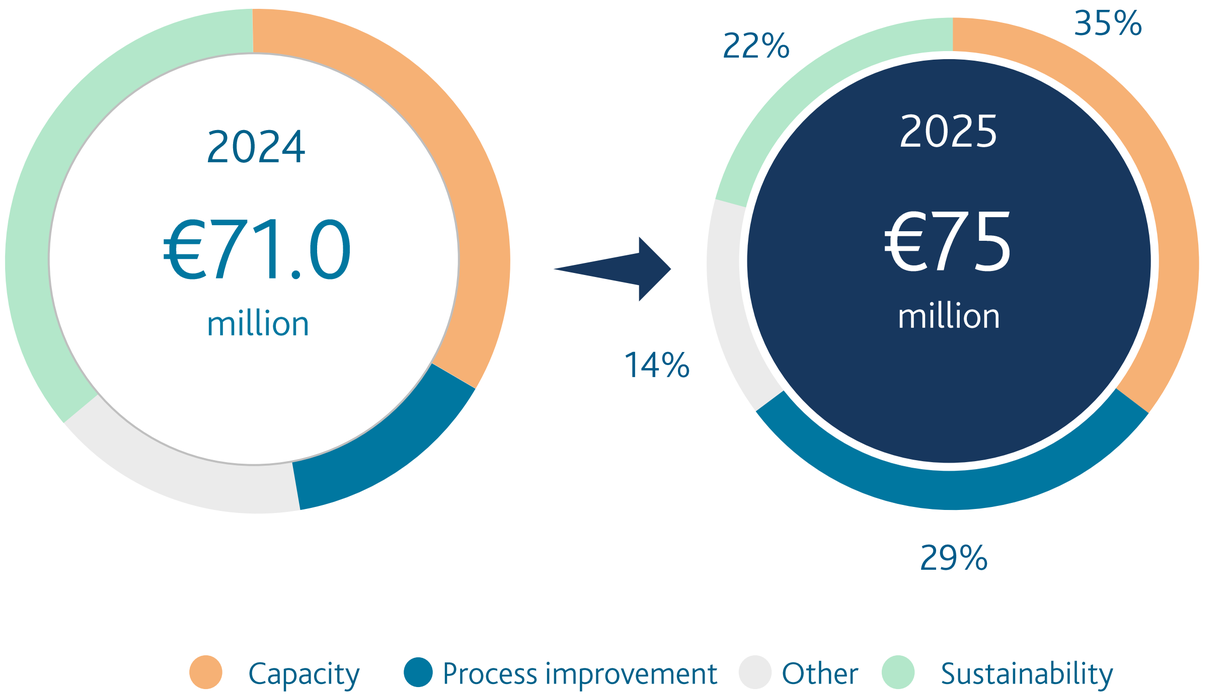
Green hydrogen

Biogas and methane

Natural gas

On time in our transformation projects

Capex
€ million



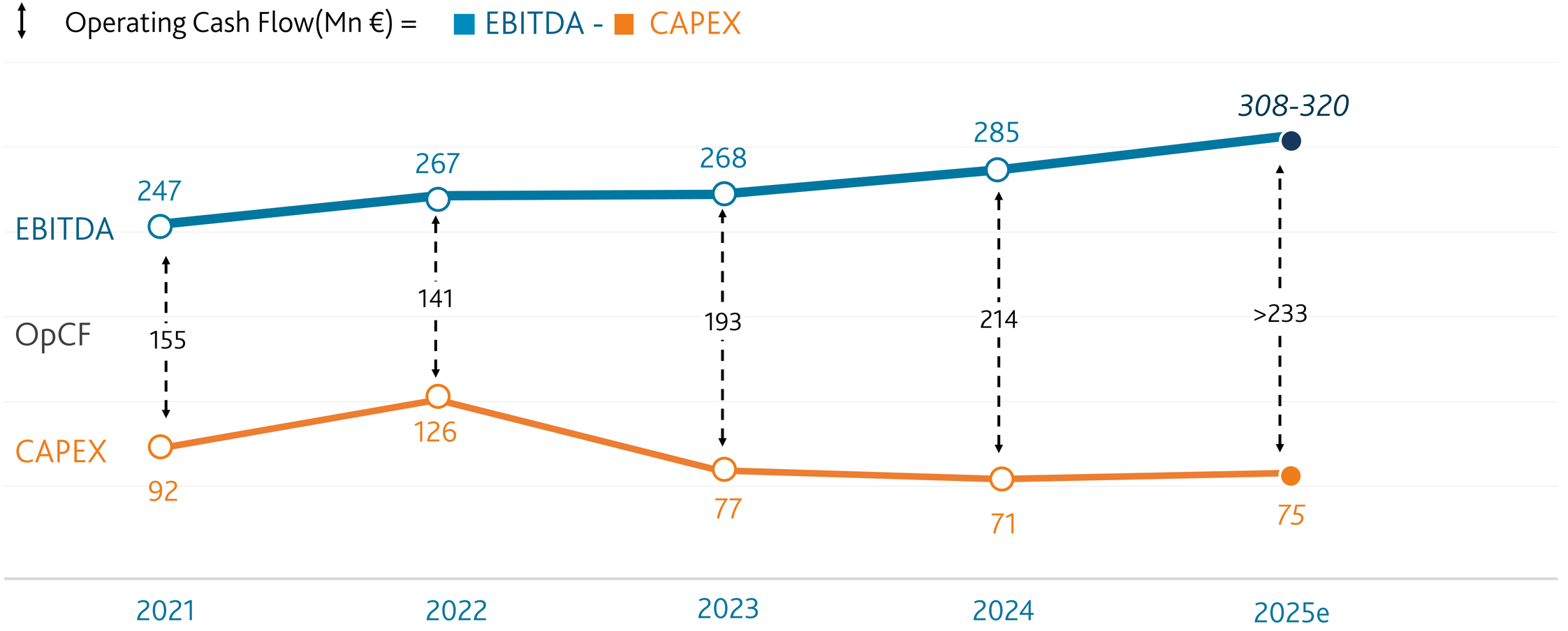
- **Capacity investments in Thailand, Brazil, EE.UU and Serbia.**
- **Finalization of the installation of capacity to produce bags for meat in San Luis Potosí**
- **Technological improvements and continuous improvement project**
- **Environmental management and energy management investments**

Operating cash flow

Profitable growth that combines transformation and cash generation

Operating Cash Flow

€ million



4 Guidance 2025 – Beyond 25



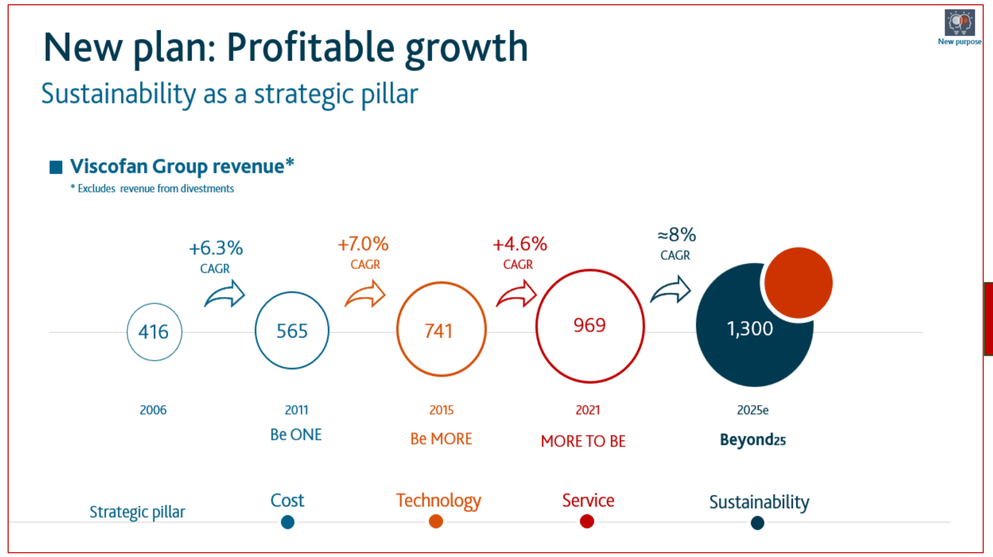
Guidance 2025 – Beyond 25

US$/€: 1.05

€ million	2025e figure	% change
Revenue	1,265-1,300	+5% / +8%
EBITDA	308-320	+8% / +12%
Net Profit	166-172	+6% / +10%
Capex	≈75	

These figures exclude the contribution of Pet Mania Comércio Internacional Ltda. acquired in February 2025

In line with Beyond25 prospects



Madrid – 25 February 2022

€ million	2025e	Beyond25
Revenue 2025	€1.3 Bn	€1.3 Bn / €1.4 Bn
EBITDA margin	≈25%	25% / 26%
Capex 2022-2025	€351 Mn	€425 Mn
Accumulated shareholder remuneration	€458 Mn	

To wrap-up

- **All-time high in financial results** driven the increase in volumes in the main casing technologies, efficiencies of the production plants, and the commercial and operational discipline aimed at growing with greater profitability.
- **Improvement in our competitive advantages** where the strength of the balance sheet and the improvement in profitability has been accompanied by the installation of a new production plant in Thailand, the acquisition of the companies of Brasfibra and Master Couros and a more diversified and sustainable energy mix.
- **Growth in shareholder remuneration to 3.10€ per share** throught higher ordinary dividend and a new extraordinary dividend of 1€ per share.
- **In 2025** we want to boost the growth momentum in the casing market to reinforce our leadership in the Traditional Business while improving our commercial proposal in New Business **to finish the Beyond25 strategy plan in line with expected revenue and profitability figures.**

Appendix



Appendix. P&L

€ million	4Q24	4Q23	% y-o-y	Like-for-like[1] % y-o-y
Revenue	**305.7**	299.6	**+2.1%**	**+1.1%**
EBITDA	**78.9**	75.8	**+4.2%**	**-2.3%**
EBITDA margin	**25.8%**	25.3%	**+0.5 p.p.**	**-0.8 p.p.**
Operating profit	**58.2**	54.2	**+7.4%**	
Profit before taxes	**66.8**	46.4	**+44.1%**	
Taxes	**-15.8**	-6.2	**+155.0%**	
Net profit	**50.7**	40.2	**+26.2%**	

[1] Like-for-like growth excludes the impact of the variation of the different exchange rates in 2024. the incorporation of the companies Brasfibra and Master Couros in 4Q24, and the non-recurring expense in operating profit of €1.9 million for production stoppages in the US. in 3Q23 as a result of power cuts caused by the supply company.

Appendix. P&L

€ million	2024	2023	% y-o-y	Like-for-like[1] % y-o-y
Revenue	**1,204.0**	1,225.8	**-1.8%**	**-1.7%**
EBITDA	**285.3**	268.4	**+6.3%**	**+3.6%**
EBITDA margin	**23.7%**	21.9%	**+1.8 p.p.**	**+1.1 p.p.**
Operating profit	**201.5**	184.7	**+9.1%**	
Profit before taxes	**206.4**	168.9	**+22.2%**	
Taxes	**-49.1**	-27.9	**+75.7%**	
Net profit	**157.0**	141.0	**+11.4%**	

[1] Like-for-like growth excludes the impact of the variation of the different exchange rates in 2024. the incorporation of the companies Brasfibra and Master Couros in 4Q24, and the non-recurring expense in operating profit of €1.9 million for production stoppages in the US. in 3Q23 as a result of power cuts caused by the supply company.

Appendix. Alternative Performance Measures

The Alternative Performance Measures included in this report are as follows:

- The EBITDA, or operating profit before depreciation and amortization, is calculated excluding depreciation and amortization costs from the operating profit. The EBITDA is a measure that is commonly reported and widespread among analysts, investors and other stakeholders in the casing industry. The Viscofan Group uses this measure to monitor the business' development and to establish operational and strategic objectives in Group companies. However, it is not a defined indicator in IFRS and, therefore, it may not be compared with other similar indicators employed by other companies in their reports.

- Cost of consumption: This is calculated as the net amount of supplies plus the change in finished and unfinished products. Management monitors cost of consumption as one of the main cost components for Viscofan. The weight of net revenue for this cost component on revenue or gross margin is also analyzed to study the operating margin's development. However, it is not a defined indicator in IFRS and cost of consumption must not be considered a substitute for the different items in the profit and loss account that comprise them. Furthermore, it may not be compared with other similar indicators employed by other companies in their reports.

- Net bank debt: This is calculated as non-current borrowings plus current borrowings netted from cash and cash equivalents. Management considers net bank debt to be relevant to shareholders and other stakeholders as it provides an analysis of the Group's solvency. However, net bank debt should not be considered a substitute for gross bank debt in the consolidated balance sheet, nor other liability or asset items that may affect the Group's solvency.

- Like-for-like revenue and EBITDA: This measure excludes the impact of exchange rate variations on the comparable previous period and the non-recurring impacts of the business in order to present a homogeneous comparison of the Viscofan Group's development. However, like-for-like revenue and EBITDA are not defined indicators in IFRS and, therefore, they may not be compared with other similar indicators employed by other companies in their reports, nor may they be considered a substitute for the business development indicators defined in IFRS.