

TO THE NATIONAL SECURITIES EXCHANGE COMMISSION OF SPAIN

Madrid, 27 April 2022

Ref: presentation to analysts announced this morning, regarding the Group Ebro Foods results for the first quarter 2022.

In pursuance of section 227 of the Securities Market Act, Ebro Foods, S.A. hereby publishes as

OTHER RELEVANT INFORMATION

the presentation to analysts announced this morning, relating to the results for the first quarter 2022 that will be held today in the Board Meeting Room located on the second floor of our head office in Paseo de la Castellana 20th, Madrid.

Yours faithfully,

Luis Peña Pazos Secretary of the Board of Directors











1. Introduction

- After the challenges and difficulties of 2021, a new series of events at the start of 2022 have added further complexity to the situation.
- In addition to the ongoing issue of spiralling inflation from 2021, Q1 2022 brought another influx of challenges, largely caused by Russia's invasion of Ukraine. Although Ebro does not have any exposure to these two countries, the war has had considerable collateral impacts: (i) fresh waves of cost inflation for raw and auxiliary materials, transport, energy and labour costs, as well as (ii) the transport strike in Spain, which was started in response to rising fuel costs. This has had a direct impact on shelf stock, as consumers have been bulk buying certain products and brands, while other products were out of stock as they could not be delivered to our customers on time or in the right way.
- We estimated a base inflation of EUR174 million at the start of the year, but at the latest revision, having assessed the impacts of the war in Ukraine, we have now increased our estimates for 2022 by a further EUR60 million. This adds a total of EUR234.4 million to the inflation already carried over from 2020 and 2021.
- In this difficult context, the Group was able to achieve a very positive set of results, thanks to the sharp growth in sales and our strong hedging positions on raw materials, particularly for rice.
- Ouring Q1, we reached an agreement to purchase the assets comprising InHarvest, Inc, a US company with a strong presence in the industrial (B2B), Food Service and Private Label businesses for premium specialities in rice, quinoa and grains in the United States. This deal was valued at USD48.7 million and includes the two plants operated by InHarvest in Colusa and Woodland (California), strategically situated in the rice-growing areas of western United States, where the Ebro Group did not have any factories.





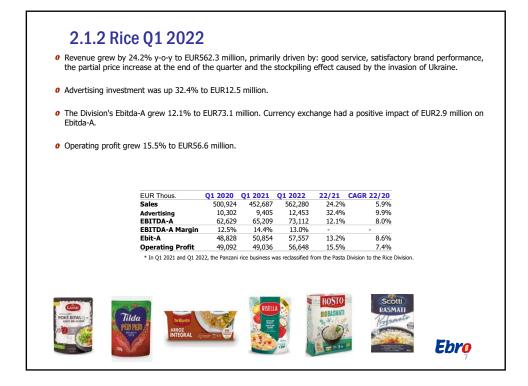


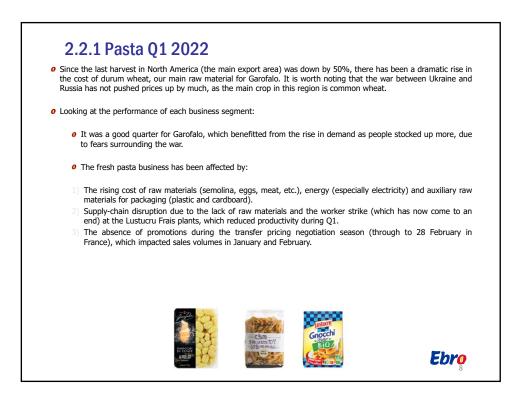
2.1.1 Rice Q1 2022

- We were hit with a sharp rise in inflation back in Q1 2021, but this was largely due to the nature of our businesses. Inflation rises in Q1 2022 were much more widespread and are affecting everything and everyone across the board.
- Weather conditions in Spain are continuing to have an adverse impact on the rice-growing areas of Andalusia and Extremadura, which account for more than 60% of Spain's total harvest. Faced with this complex situation, we have made use of our global supply structure to make significant purchases, although we are bearing an incredibly high cost for freight on imported goods. This issue is not unique to Spain and the same situation is playing out in many other raw material markets: prices are going up as rice acreage is in short supply, while seeding season is being hampered by weather conditions and competition with other cereals.
- In the US, our major industrial investments in recent years have enabled us to achieve very high levels of service for our customers. This impeccable customer service has fostered a virtuous circle, enabling us to make further investments in marketing and step up promotions, which in turn have helped develop even stronger customer relationships. All of these factors have resulted in a healthy uptick in sales, including double-digit growth in Riviana. The full employment situation in the US is still making it difficult to attract skilled factory and logistics personnel.
- The start-up of the La Rinconada mega plant and a boost in productivity thanks to investments made at other plants, such as Tilda, have been pivotal in driving up sales across the Division, as well as contributing to absolute Ebitda-A.

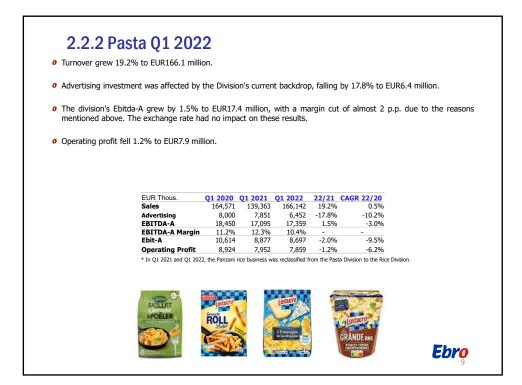






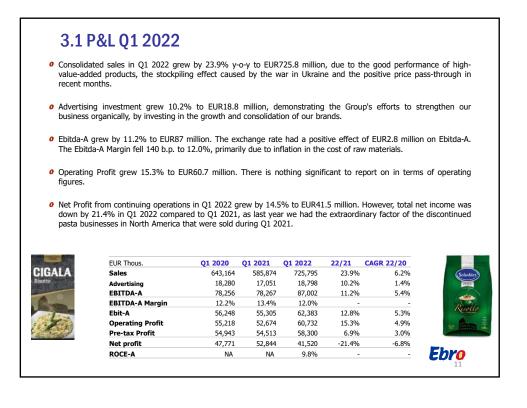












3.2 Debt Performance

- We ended Q1 with Net Debt amounting to EUR555.1 million, EUR50 million more than at year-end 2021.
- Working capital rose by EUR72.3 million compared to year-end 2021, due to higher stock prices and strong collateral positions taken in response to: (i) continued inflation on raw materials in the destination country, (ii) supply chain risks and (iii) weather conditions that may affect the upcoming harvests.
- O Corporate income tax payments amounted to EUR44.8 million. This amount includes the payment of EUR28.7 million to the French tax authorities, for capital gain on the sale of the Panzani shares, which will be recovered almost in full by Q2 or Q3, with the final tax liability amounting to EUR3.4 million.
- Capex investments during Q1 amounted to a total of EUR18.2 million.

EUR Thous.	31 Mar 20	31 Dec 20	31 Mar 21	31 Dec 21	31 Mar 22	22/21	CAGR 22/20
Net debt	985,502	950,757	894,986	504,723	555,138	-38.0%	-24.9%
Average net debt	925,350	917,574	893,527	865,418	775,435	-13.2%	-8.5%
Equity	2,302,937	1,927,351	2,048,332	2,101,627	2,161,160	5.5%	-3.1%
ND Leverage	42.8%	49.3%	43.7%	24.0%	25.7%		
AND Leverage	40.2%	47.6%	43.6%	41.2%	35.9%		
x EBITDA-A (ND)		2.19		1.43			
x EBITDA-A (AND)		2.11		2.45			





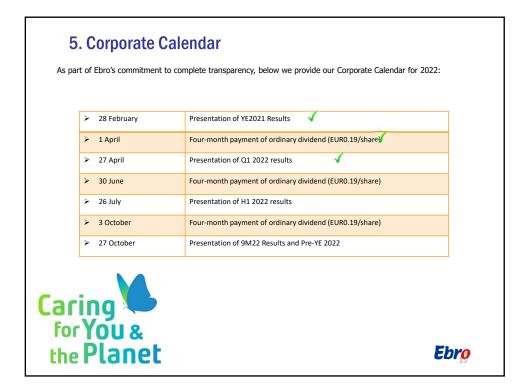


4. Conclusion

- *•* We are currently experiencing heightened levels of uncertainty, as a result of all the factors detailed in this presentation.
- Ø Rising inflation makes the prospect of further price increases more difficult, given the strong opposition from distributors and consumers, who are once again heavily focused on price as a key factor when it comes to shopping.
- We also estimate that the predicted recovery in the food service (HORECA) channel will result in a decrease in sales of products for domestic consumption, which is our primary sales channel.
- In terms of logistics, we are confident that the situation will gradually return to normal, along with the congestion issues affecting ports.
- *•* This notwithstanding, we are very happy with the following achievements:
 - An excellent set of results in Q1 2022, which allows us to tackle the rest of the year with some peace of mind.
 - Our superb financial position, which will protect us from upcoming interest rate fluctuations.
 - The acquisition of InHarvest, which will enable us to keep growing and consolidating our position in our most important market, the US. We will also continue to analyse other potential transactions that could create synergies for the whole Group.







	lelines set by the European Securities and Markets Author ly and consistently used by the Group to describe its busi									
	Earnings before interest, taxes, depreciation and am profit earned from transactions relating to the Group's fix									
etc.). EBITD	A-A is calculated consistently with prior-year EBITDA. alculated by subtracting the year's amortisations and de		J							
EBIT-A IS C		31/03/2020 31/								
	EBITDA(A)	78,256	78,267	<u>03/2022 202</u> 87,002	<u>2 - 2021</u> 8,735					
	Provisions for depreciation/amortisation	(22,008)	(22,962)	(24,619)	(1,657)					
	EBIT(A)	56,248	55,305	62,383	7.078					
	Non-recurring income	1,259	200	126	(74)					
	Non-recurring costs	(2,289)	(2,831)	(1,777)	1,054					
	OPERATING PROFIT	55,218	52,674	60,732	8,058					
 CAPEX. Capi Net Debt; 	tal expenditure - payments for investment in production i	related fixed assets.								
 Net Debt. 	31/03/2020 31/03/2021 31/03/2022									
	(+) Non-current financial liabilities	720,329	565,835	578,762						
	(+) Other current financial liabilities	596,702	658,816	350,939						
	(+) Financial liabilities available for sale	0	0	0						
	(-) Loans to associates	0	(1,122)	(1,122)						
	 (-) Sum of security deposits payable 	(879)	(864)	(676)						
	(-) Cash and cash equivalents	(331,232)	(326,856)	(372,807)						
	 (-) Derivatives – assets 	(1,901)	(2,749)	(1,032)						
	(+) Derivatives – liabilities	2,483	1,926	1,074						
	TOTAL NET DEBT	985,502	894,986	555,138						
 (Average) W trade payabl Capital Empl ROCE-A: Ra 	et Debt: Average net debt refers to the 13-month moving lorking Capital: 13-month moving average of the sum of les and other current payables. loyed (average). 13-month moving average of the sum of lio of the average profil/loss after depreciation/amortisa q items) divided by the average capital employed, as pre	inventories, trade rece f intangible assets, prop tion and before tax for	eivables and prov perty, plant and e the last 12-mor	equipment and w th period (exclud	orking capital. ding extraordinary and					



7. Legal Disclaimer

- O This presentation contains our true understanding to date of estimates on the future growth in the different business lines and the global business, market share, financial results and other aspects of business activity and the positioning of the Company. All the data included in this report have been put together according to International Accounting Standards (IAS). The information included herein does not represent a guarantee of any future actions that maybe taken and it entails risks and uncertainty. The actual results may be materially different from the ones stated in our estimates as a result of various factors.
- Analysts and investors should not rely on these estimates, which only cover up to the date of this presentation. Ebro Foods does not assume any obligation to publicly report the results of any review of these estimates that may be carried out to reflect events and circumstances occurring after the date of this presentation including but not limited to changes in Ebro Foods business or its acquisitions strategy, or to reflect unforeseen events. We encourage analysts and investors to consult the Company's Annual Report, as well as the documents filed with the Authorities and more specifically with the Spanish National Securities Markets Commission (CNMV).
- The main risks and uncertainties affecting the Group's business are the same as those included in the Consolidated Annual Accounts and the Management Report for the year ending 31 December 2021, which is available at <u>www.ebrofoods.es</u>. We believe that there have been no significant changes during this financial year. The Group still has some exposure to the raw materials markets and to passing on changes in prices to its customers. Likewise, there is certain exposure to fluctuations in the exchange rate, especially the dollar, and changes in interest rates.

Ebro