

# Extraordinary Resilience During Extraordinary Times

#TheFilipinoCan  
Management's Report

Christopher T. Po  
Executive Chairman

Annual Stockholders Meeting  
June 30, 2021 (Virtual)



# COVID -19

## FACING THE BATTLE OF OUR LIVES



**173M**

Confirmed cases worldwide

**3.73M**

Deaths worldwide

**1.27M**

Confirmed cases in the Philippines

**21,898**

Deaths in the Philippines

# A HEALTH CRISIS THAT TURNED OUR LIVES UPSIDE DOWN



**-3.27%**

Global GDP growth  
in 2020



**26%**

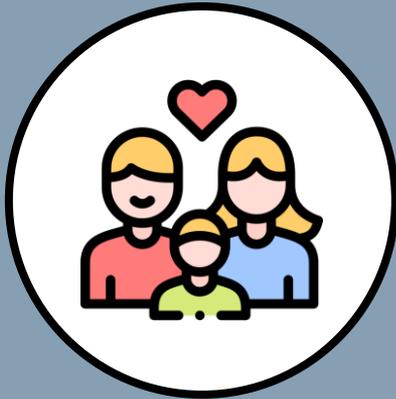
Of businesses  
were non-operational



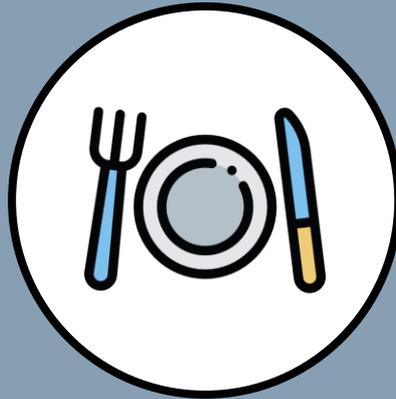
**+131M**

People live  
on \$2 or less

# BACK TO BASICS



FAMILY



FOOD

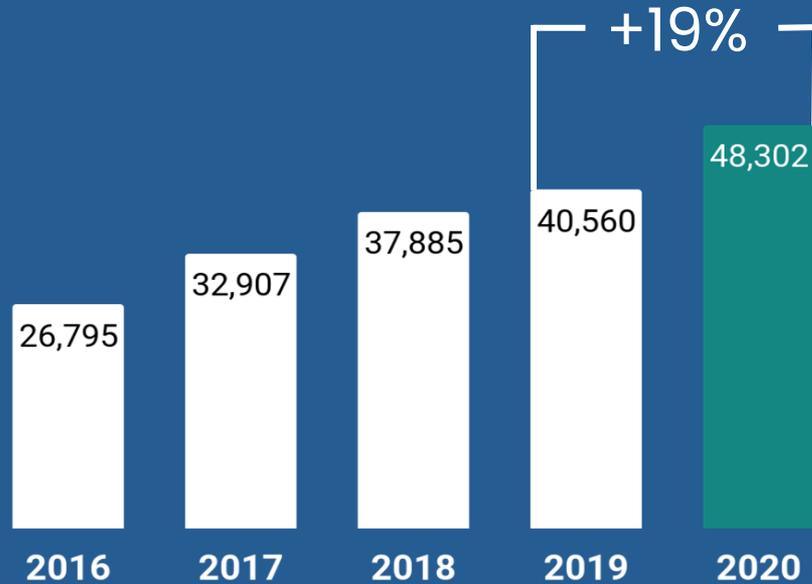


SHELTER



# 19% TOPLINE GROWTH

DRIVEN BY THE ESSENTIALS AND STAPLES NATURE OF OUR PORTFOLIO



**10-15%**  
*Target Growth Rate*

# TRUE STAPLES OF THE FILIPINO HOUSEHOLD



In 3 out of 6 critical and essential household items



Canned sardines



Canned meat



Milk



Coffee



Instant noodles

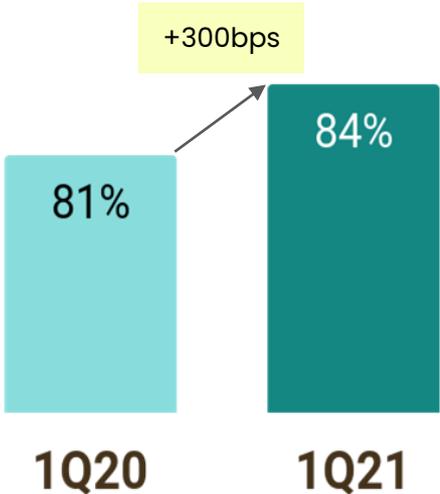


Rice

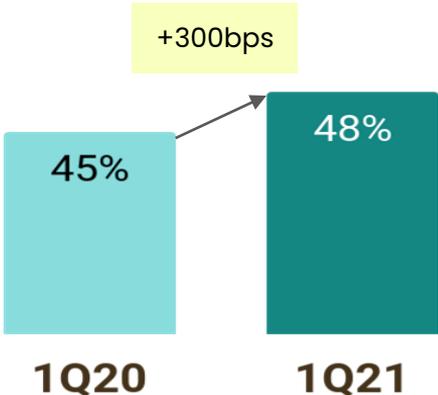
# SOLIDIFYING OUR MARKET LEADERSHIP



CANNED TUNA



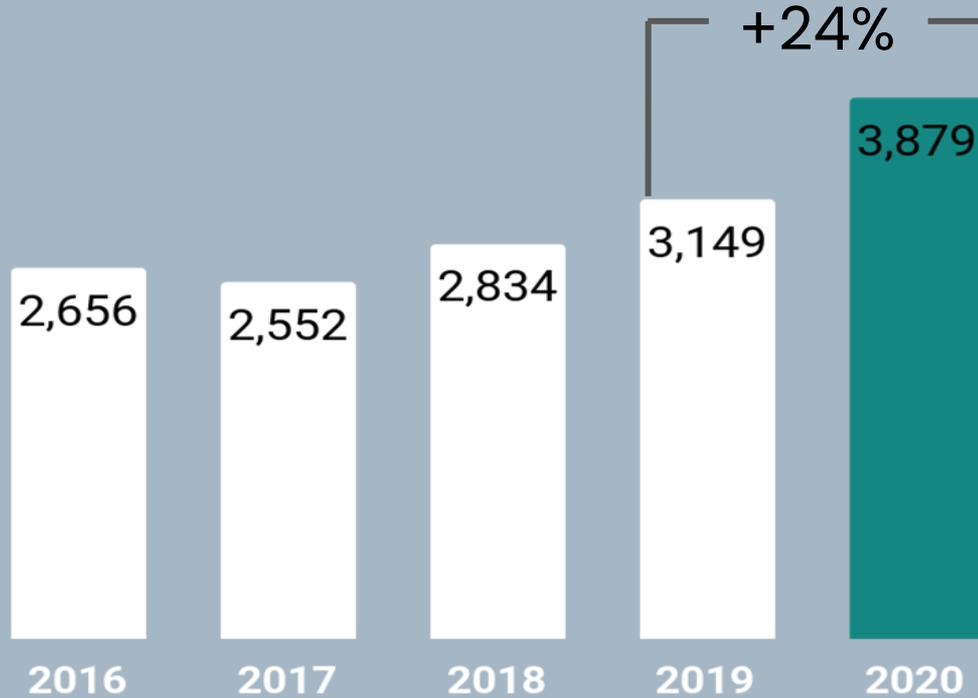
CORNED MEAT



POWDERED MILK



# NET INCOME EXPANDED BY 24%



# GOOD FINANCIAL POSITION TO NAVIGATE THROUGH UNCERTAIN TIMES AND INVEST IN LONG-TERM GROWTH



**1.74x**

Current  
Ratio

**0.63x**

Net Debt-to-Equity  
Ratio

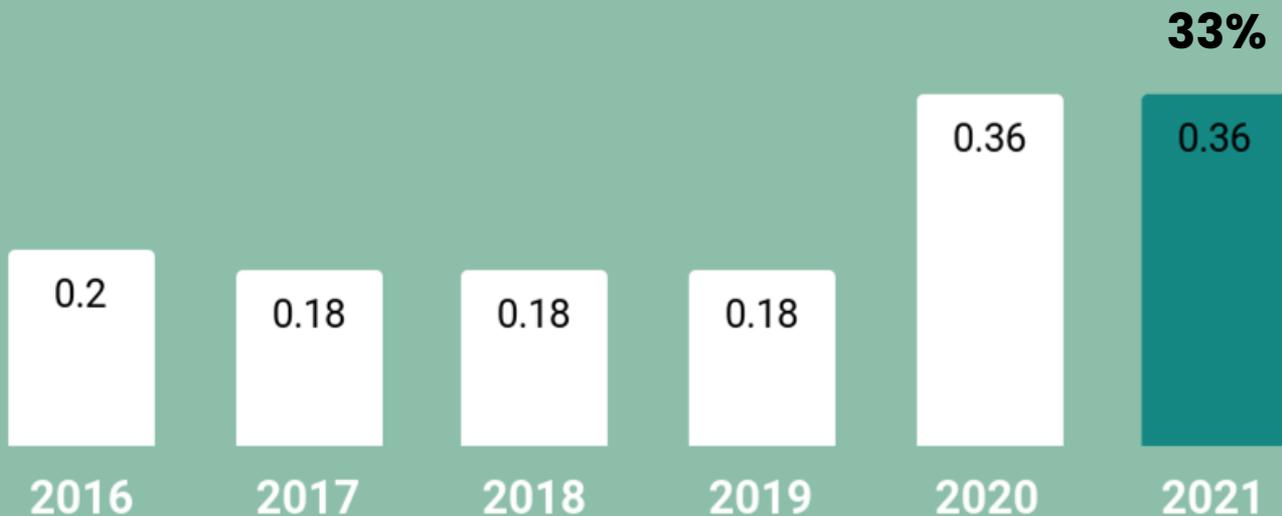
**0.11x**

Net Gearing Ratio

**0.35x**

Net Interest-Bearing  
Debt-to-EBITDA Ratio

# ENSURING HEALTHY RETURN ON CAPITAL FOR SHAREHOLDERS



Dividends in PHP per Share & Payout Ratio\*

\*Of previous year's net income



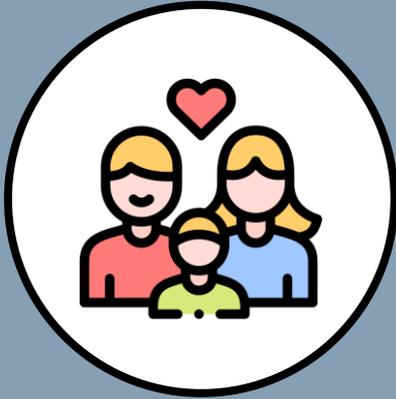
MAGINHAWA  
COMMUNITY  
PANTRY

MAGBIGAY AYON  
SA KAKAYAHAN  
KUMHA BATAY SA  
PANGANGAILANGAN

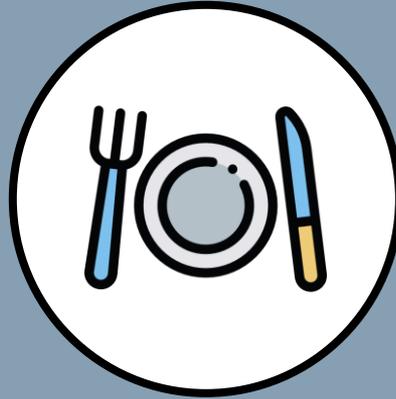
# 2020

A reminder to take better care  
Of each other, our health, and our planet





FAMILY



FOOD

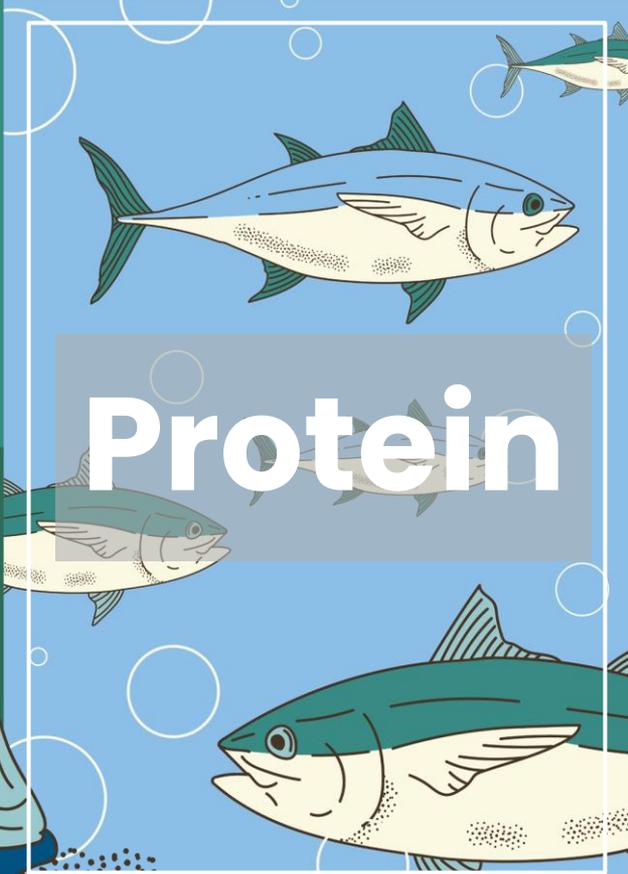


SHELTER

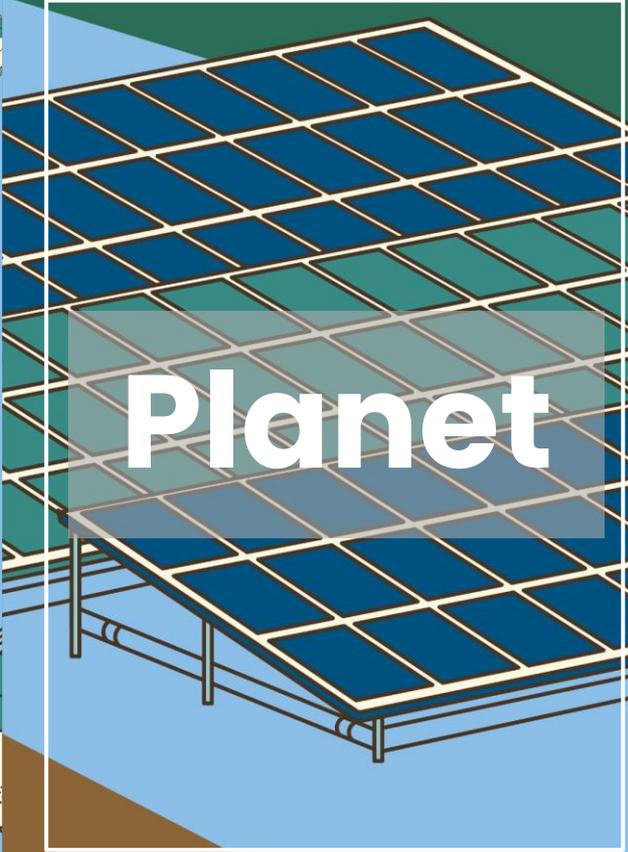
# CNPF SUSTAINABILITY FRAMEWORK



**People**



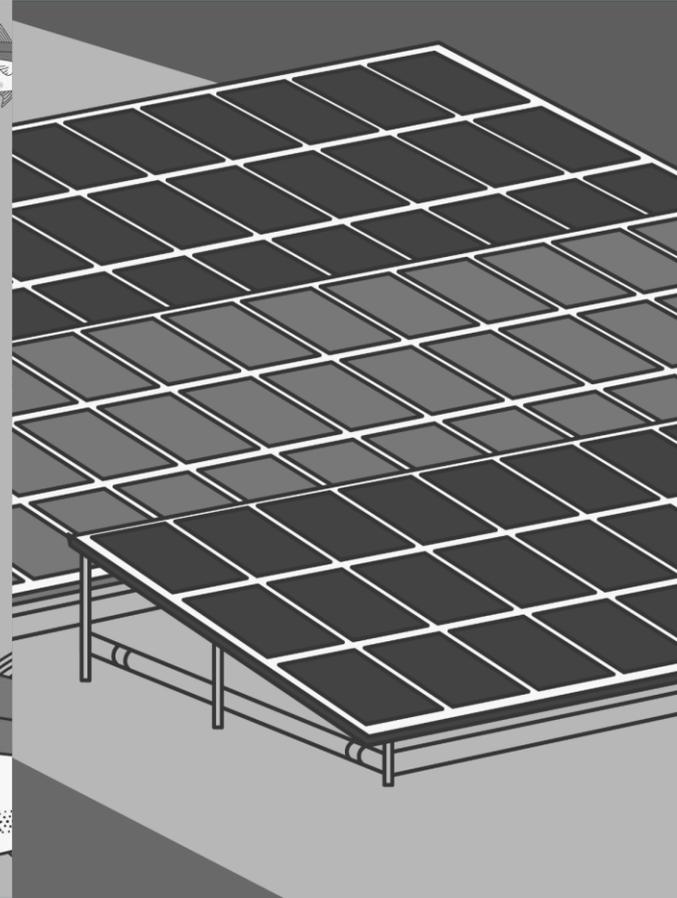
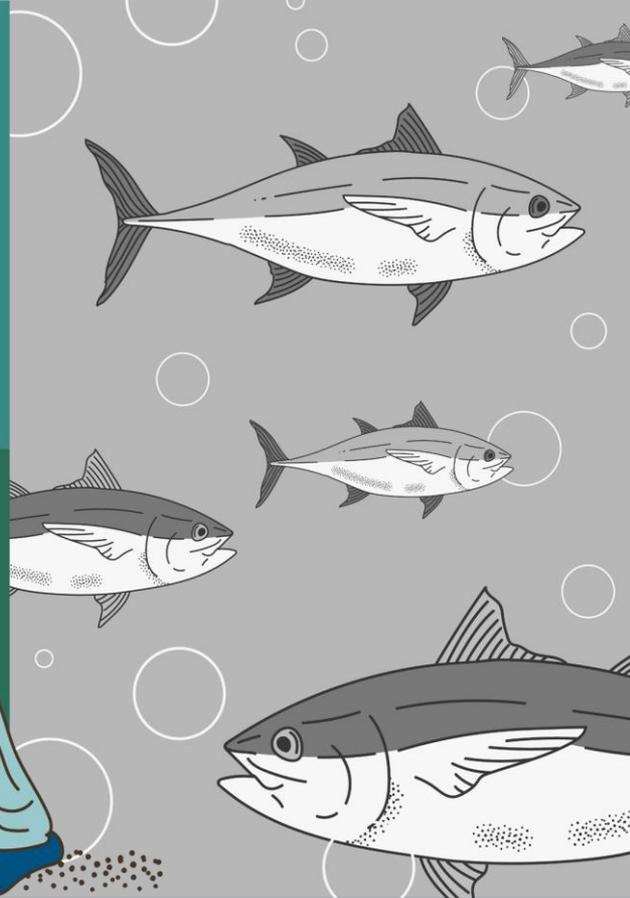
**Protein**



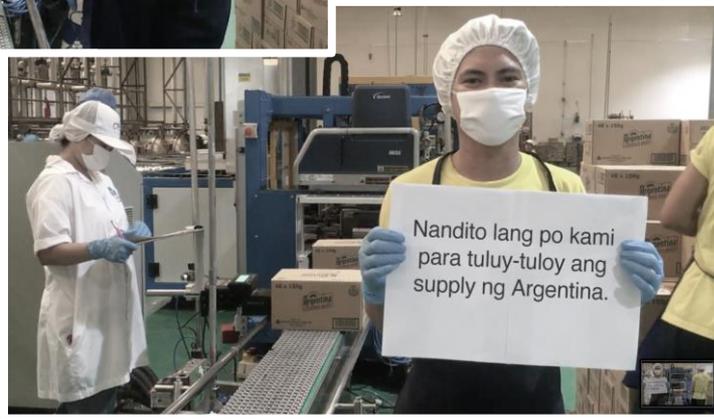
**Planet**

# CNPF SUSTAINABILITY FRAMEWORK

People



# CENTURY RISING TO THE CHALLENGE FOR THE FILIPINO PEOPLE



# OUR FRONTLINERS 100% COMMITTED TO ENSURING FOOD SECURITY



# OUR MANAGEMENT TEAM LEADING WITH COURAGE AND MALASAKIT



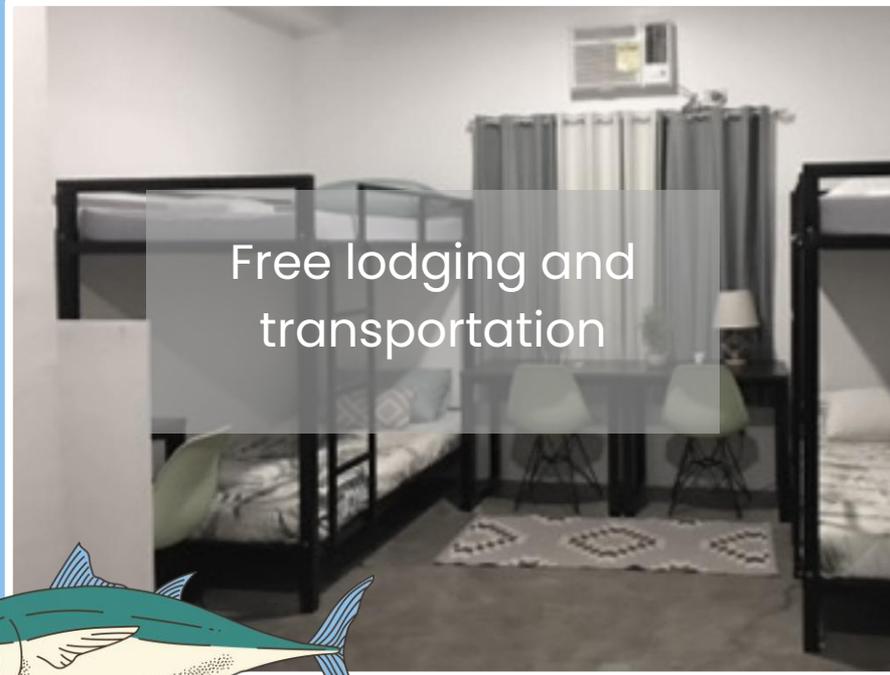
# RETAINING JOBS AND CREATING NEW ONES AMIDST THE PANDEMIC



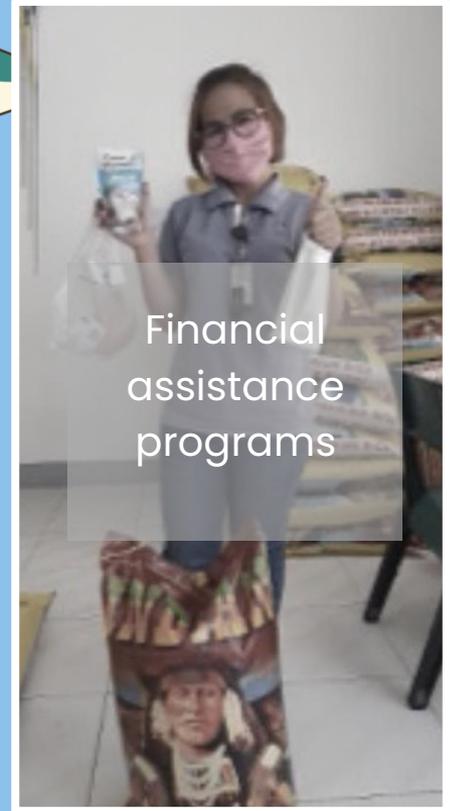
# SUPPORTING OUR EMPLOYEES DURING THE TOUGHEST OF TIMES



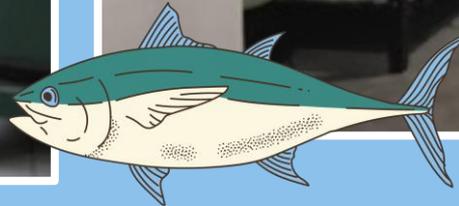
Enhanced  
security and  
safety  
protocols



Free lodging and  
transportation



Financial  
assistance  
programs



# COVID SAFETY SCORECARD



**COVID PREVENTION  
RATE of 99.9%\***  
(out of our 14,989 employees)

\*as of April 2021

# OUR COMPANY-WIDE VACCINATION PROGRAM



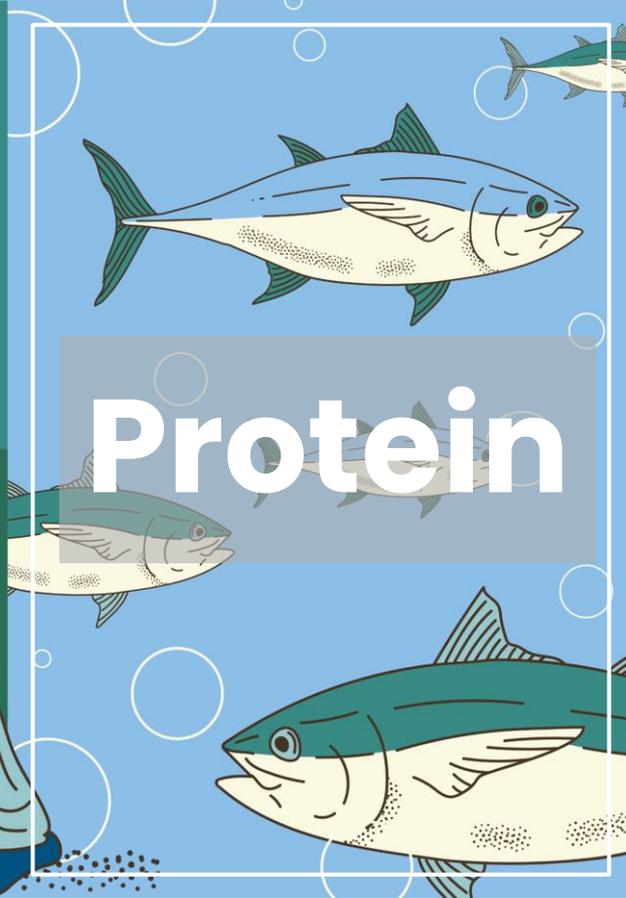
**70,000 doses**

Free for all employees

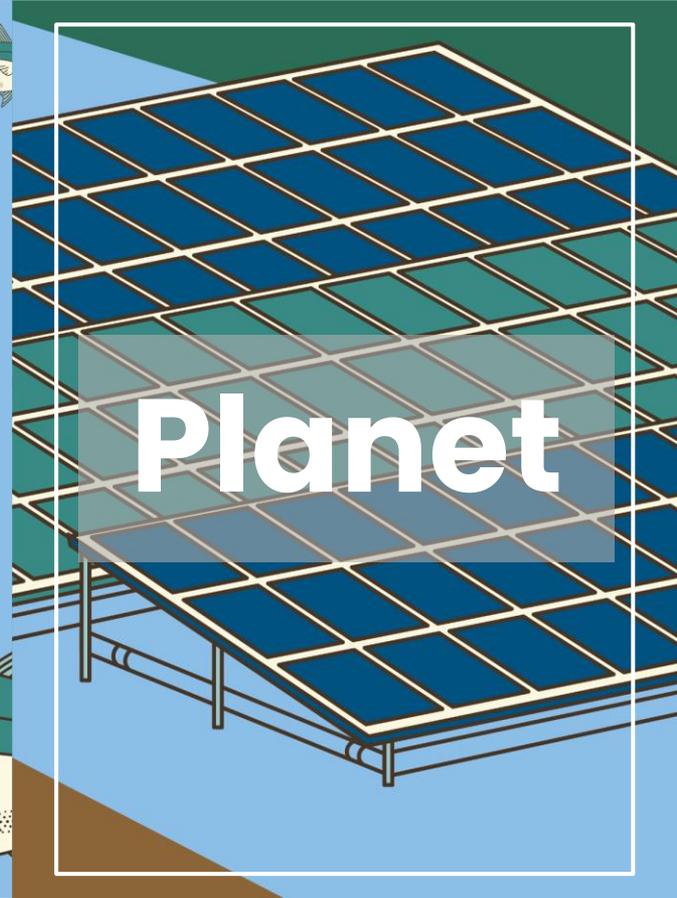
# CNPF SUSTAINABILITY FRAMEWORK



**People**

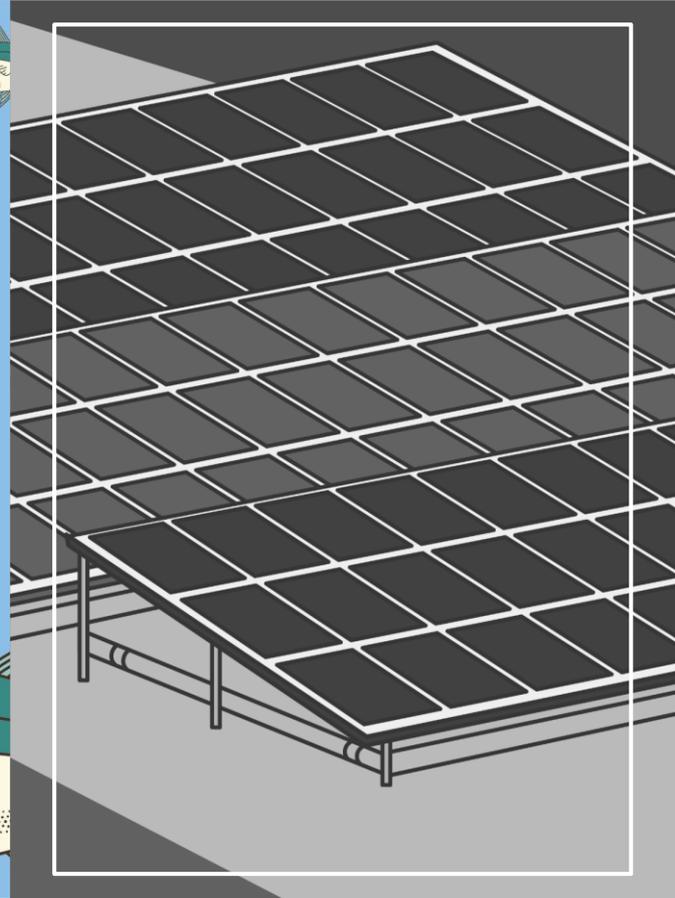
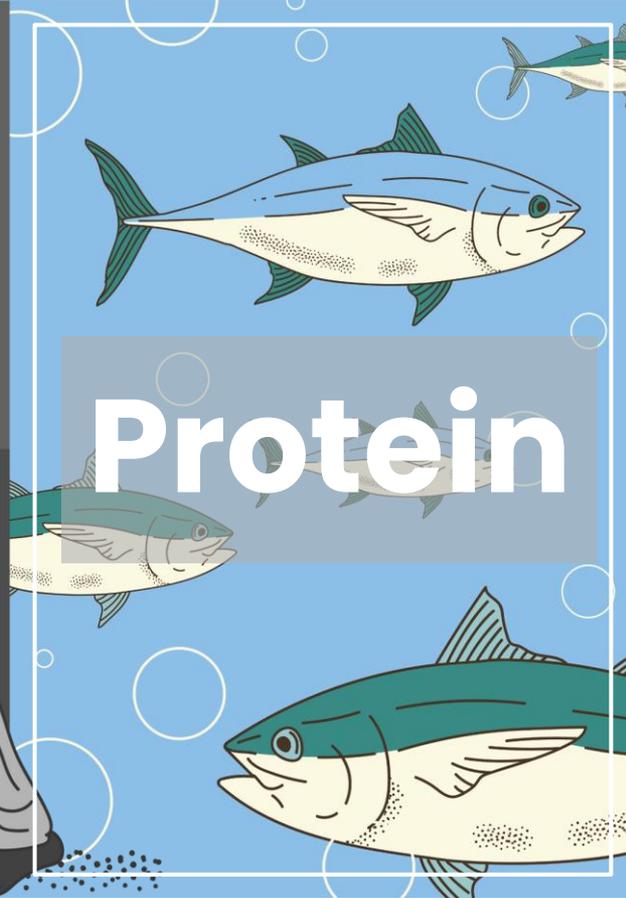


**Protein**



**Planet**

# CNPF SUSTAINABILITY FRAMEWORK



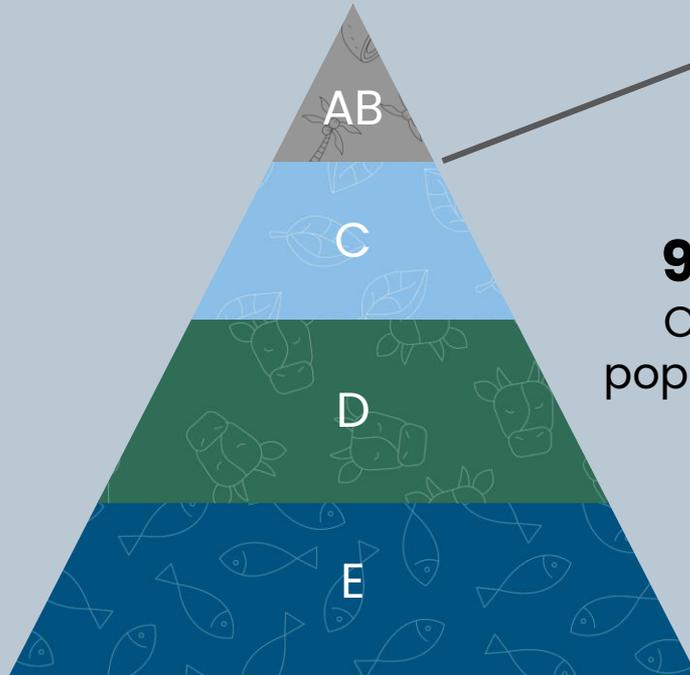
# NOURISH & DELIGHT EVERYONE, EVERYDAY, EVERYWHERE



# AFFORDABLE NUTRITION IS CRITICAL TO ACHIEVE ZERO HUNGER



## Socio-Economic Pyramid



**99%**  
Of PH  
population



# CENTURY CARES DONATED MORE THAN 5 MILLION FOOD PACKS THROUGH FLAGSHIP KAIN PO PROGRAM



# WE ALSO RECOGNIZE THE BURGEONING NEED FOR BETTER, HEALTHIER, AND MORE NUTRITIOUS FOOD



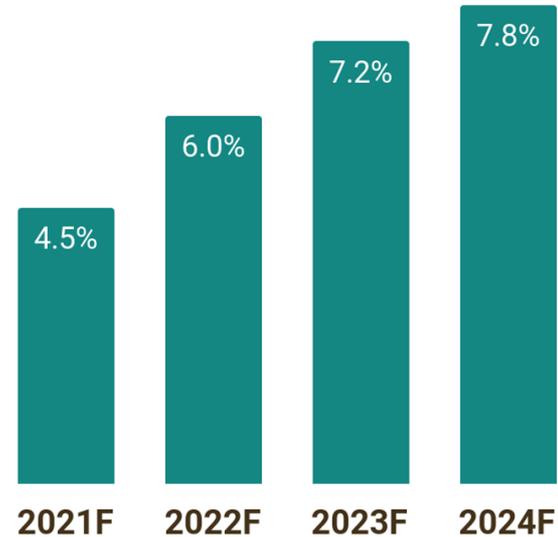
“The food of the future is mostly plant-based”

Mirasol, P. B. (2021, February 10). The food of the future is mostly plant-based. BusinessWorld. <https://www.bworldonline.com/the-food-of-the-future-is-mostly-plant-based/>.

**63%**

of Southeast Asian consumers would like to maintain a healthy heart

Better For You (Packaged Food) Retail Value Growth



Source: Euromonitor

# BIRCH TREE FORTIFIED ADULT BOOST



**New!**

**Birch Tree**  
FORTIFIED  
**Adult Boost**

**Immunity Support Nutrients**  
Vitamin C, Zinc, and Iron

**Energy** Metabolism Support Nutrients  
Vitamin C, B1, B2, B6, B12, Calcium, and Iron

300g  
Powdered Milk Drink

With 3 balanced meals and healthy lifestyle  
Lakas-Depensa refers to Immunity Support  
Nutrients (Vitamin C, Zinc, and Iron) and  
Energy Metabolism Support Nutrients  
(Vitamin C, B1, B2, B6, B12, Calcium,  
and Iron) based on FNR-RENI (2002)  
or 19-29 years old.

**LAKAS-DEPENSA**  
tulong na panlaban sa sakit!

**CENTURY  
PACIFIC  
FOOD, INC.**

# BIRCH TREE FORTIFIED RELAUNCH

An advertisement for Birch Tree Fortified milk. On the left, a woman in a yellow dress smiles while holding a glass of milk. On the right, a can of the product is shown with various callouts. The can features the text: "NEW and IMPROVED", "Birch Tree FORTIFIED", "Now, with MORE:", "Immunity Support Nutrients\* Vitamin C, Zinc, and Iron", and "Energy Metabolism Support Nutrients\* Vitamins C, B1, B2, B6, B12, and Iron". At the bottom of the can, it says "Prepared Milk Drink, 33g vs. previous formula". The background is a bright yellow with a white milk splash effect.

**NEW and IMPROVED**

**Birch Tree**  
FORTIFIED

Now, with MORE:

**Immunity**  
Support Nutrients\*  
Vitamin C, Zinc, and Iron

**Energy**  
Metabolism Support Nutrients\*  
Vitamins C, B1, B2, B6,  
B12, and Iron

Prepared Milk Drink, 33g vs. previous formula

**Mas pina FORTIFIED!**  
vs. previous formula

CENTURY PACIFIC FOOD, INC.



# UNMEAT



100%  
PLANT-  
BASED

  
**unMEAT**

unBELIEVABLY Meat-free, unDENIABLY Tasty!

**#MeetunMEAT**

 Cholesterol free

 Trans fat free

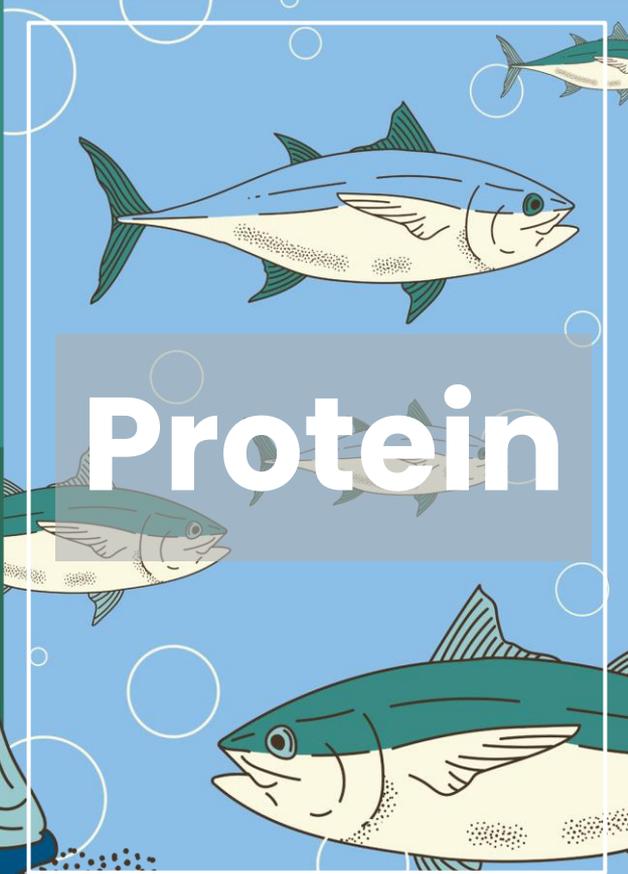
 Egg free



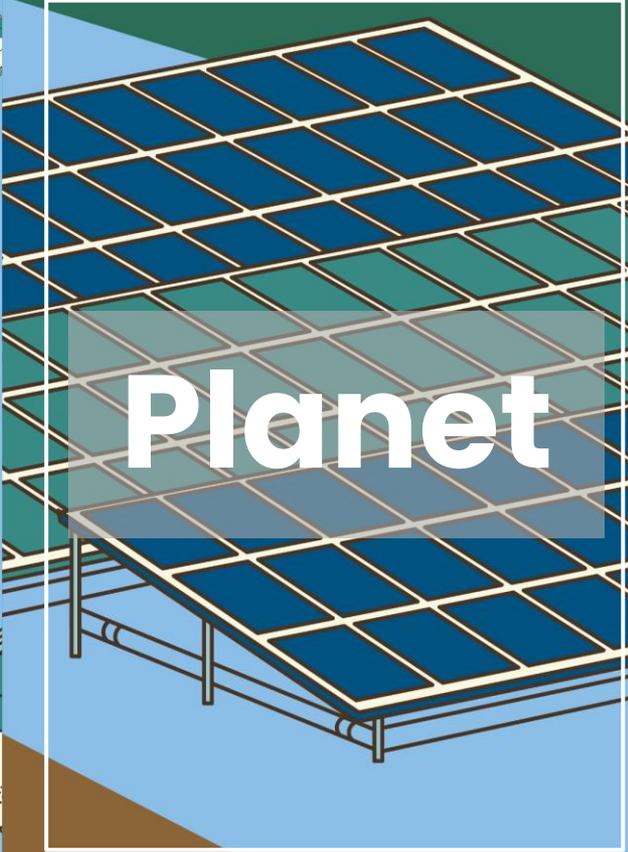
# CNPF SUSTAINABILITY FRAMEWORK



**People**

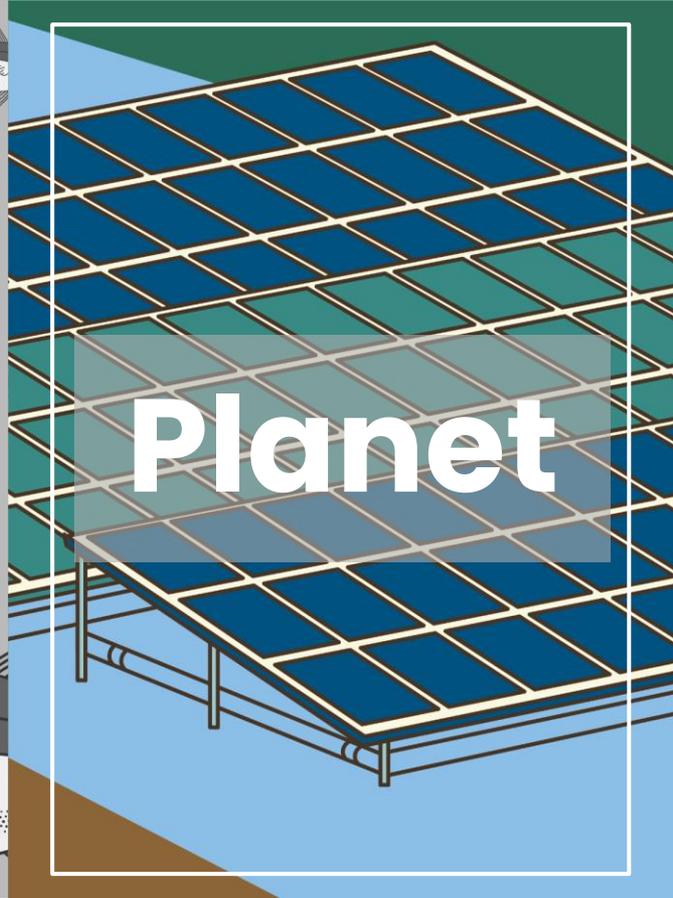
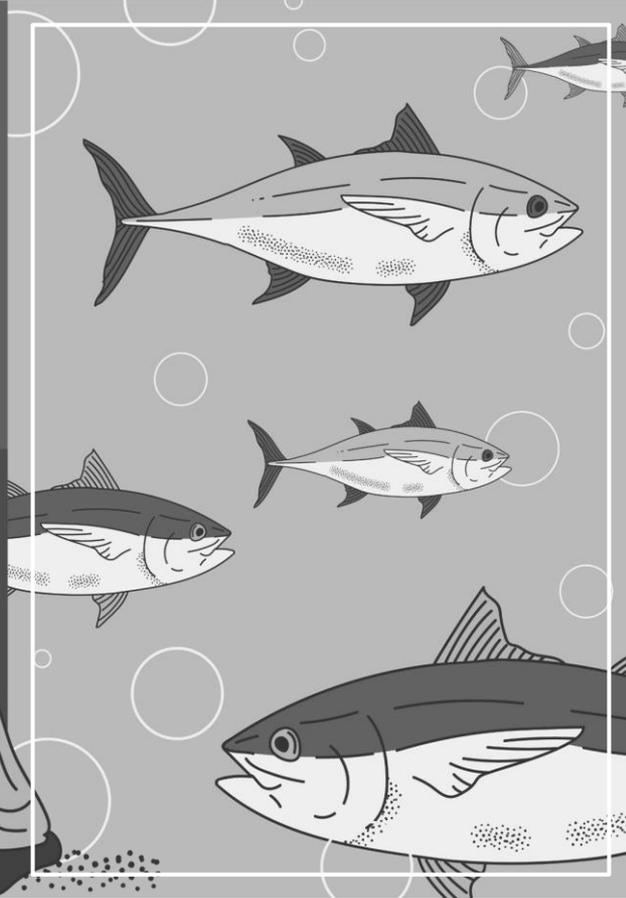


**Protein**



**Planet**

# CNPF SUSTAINABILITY FRAMEWORK



**Planet**

# LEADING IN TUNA SUSTAINABILITY



CNPF sits on the board of the **ISSF** to help shape and formulate tuna policies around the world

# 2021: OUR 2ND YEAR OF BEING PLASTIC NEUTRAL



PLASTIC  
NEUTRAL  
COMPANY



PLASTIC  
NEUTRAL  
BRAND

[plasticcreditexchange.com](https://plasticcreditexchange.com)



# ROAD TO CARBON NEUTRALITY



**100,000**

coconut seedlings pledged annually for 5 years

**416,680**

metric tons of greenhouse gas emissions sequestered  
over the next 8 years

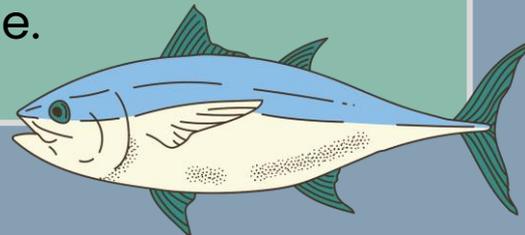
CNPF to reach carbon neutrality

**By 2028**

# COMPANY VISION



We are a **SUSTAINABLE** and **RESPONSIBLE**  
global company of entrepreneurs  
that nourishes and delights our customers  
with healthier food and beverages  
through manufacturing excellence, nutrition expertise,  
trusted brands, and passionate people.



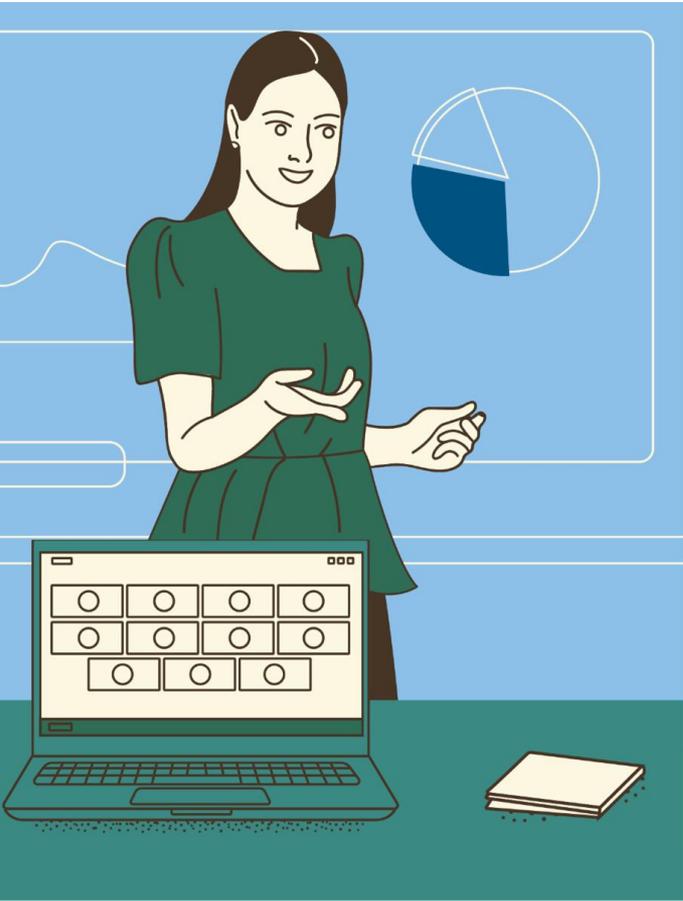
# OUTLOOK



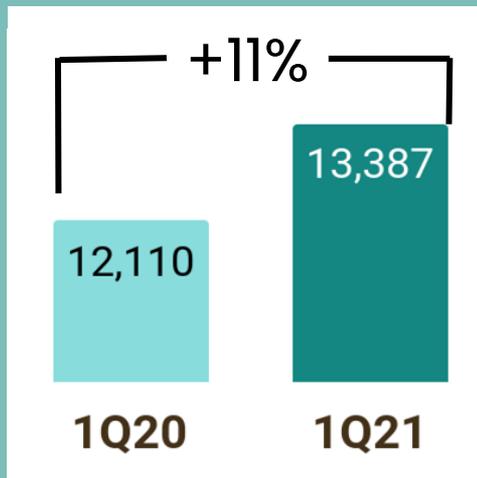
# DOUBLE THE BUSINESS IN THE NEXT 5 YEARS



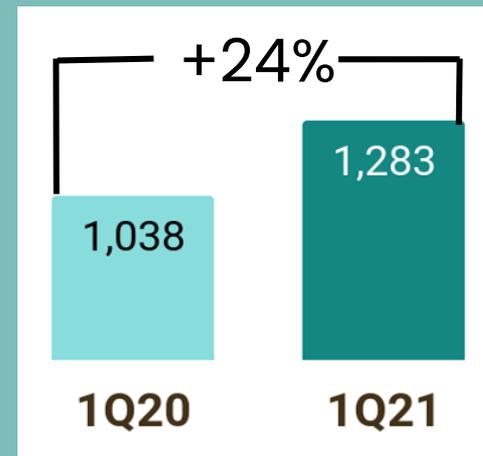
# STARTED THE YEAR STRONG



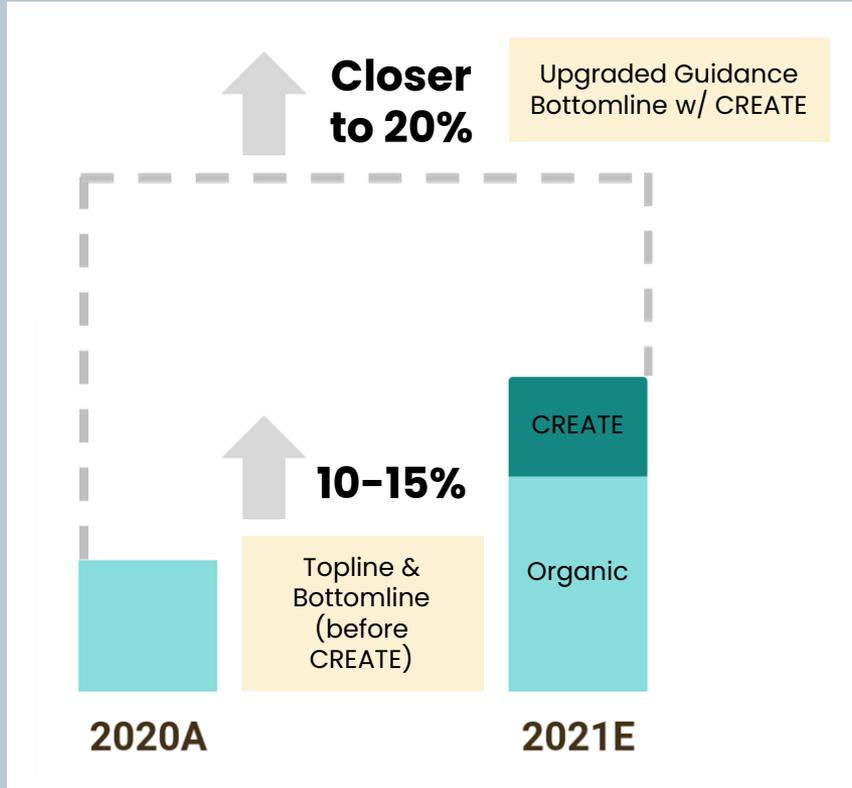
## REVENUE



## NET INCOME



# 2021 GUIDANCE



In good times, we grow in line with GDP, but in challenging times, we outperform the market due to the essentials and staples nature of our portfolio.

# STRATEGIC PRIORITIES



Grow Branded



Diversify  
the Portfolio

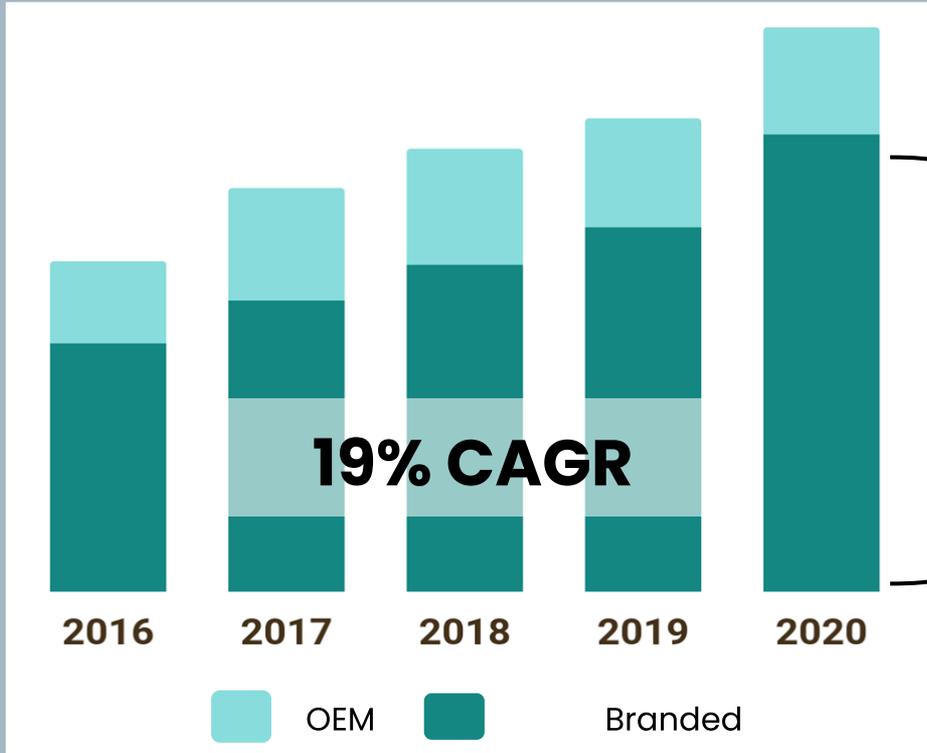


Innovate

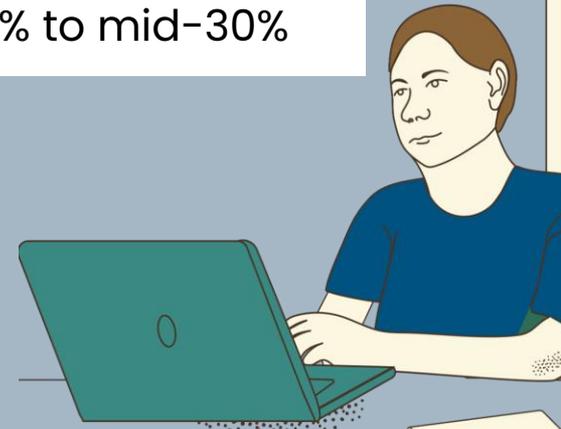


Prosper  
Sustainably

# BRANDED BUSINESS, OUR GROWTH AND PROFIT DRIVER



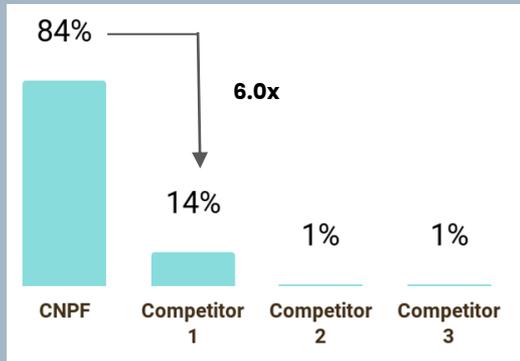
~ 80% of Topline  
Gross Profit Margin  
mid-20% to mid-30%



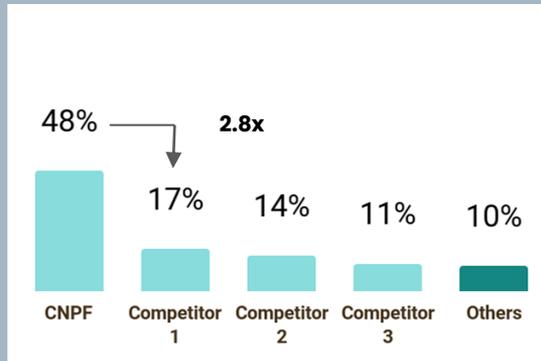
# STRENGTHEN OUR BRAND LEADERSHIP



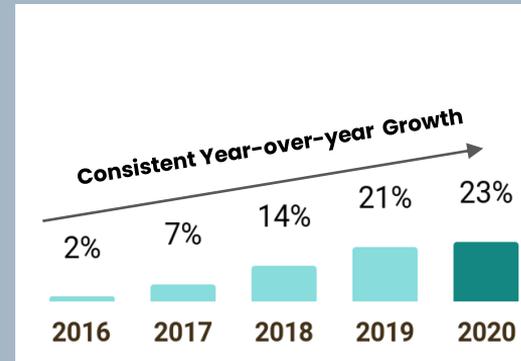
## CANNED TUNA



## CORNER MEAT



## POWDERED MILK



Available in 80 countries across the globe

# CONTINUOUSLY DIVERSIFY OUR PORTFOLIO



## Branded Product Portfolio



Steady growth, healthy cash generation, market-leading

Core Branded:  
**Marine & Meat**



Faster growth, building scale, challengers or category builders

Emerging: **Milk**



Innovation pipeline, organic and inorganic opportunities, existing and adjacent categories

New Products: **Branded Coconut, Plant-Based Refrigerated Food**

# ADDITION OF REFRIGERATED PRODUCTS



**Century**



**Argentina**



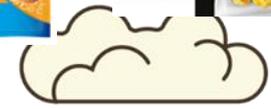
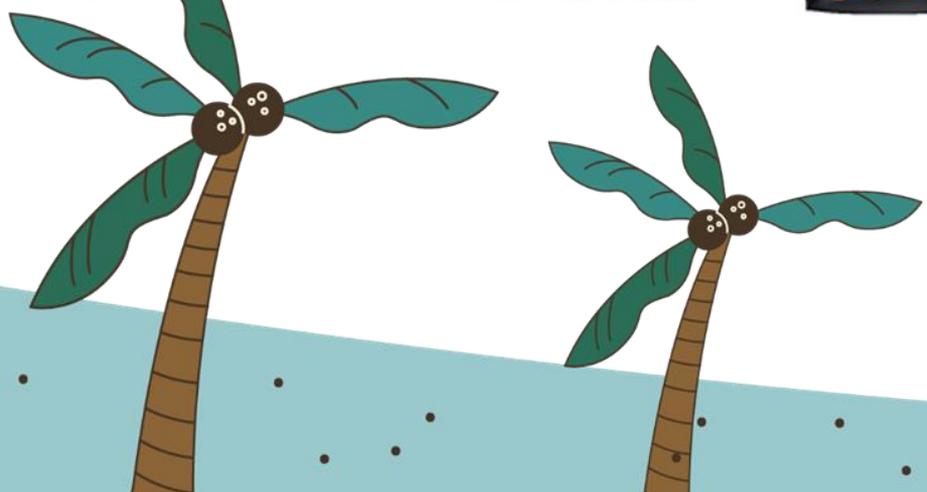
**Swift**



**Wow**



**Unmeat**



# INNOVATED BY EMBRACING AGILE WAYS OF WORKING



2019



2020



2021



# BUILDING A STRONG ONLINE PRESENCE THROUGH E-COMMERCE



Shopee

## 4.4 MEGA SHOPPING SALE

PHILIPPINES

### BEST-SELLING BRANDS

#### GROCERIES (F&B)

- 1 ABBOTT
- 2 NESTLÉ
- 3 INJOY
- 4 CENTURY PACIFIC
- 5 EQUAL

Lazada

LazMall x UMMEAT VITA COCO Coco Mama

### SHOP & SAVE Our Planet

Have a Coconut Tree Planted\*

VIEW DEALS NOW >

\*For every 200.00 PHP you buy any of the selected brands (VITA COCO, 1-l pack, 3 packs of Coco Mama 200ml, & 3 packs of Assorted Ummeat products)

Century Tuna Superbods

Sponsored · 0

4.4 SALE! Time to stock up on your favorite Century Tuna so you can #CenturyTunafy your favorite meals. Add to cart now!

Century Tunafy it!

FREE Pancit Canton\*

PLUS UP TO 12% OFF ON CENTURY TUNA PRODUCTS

SHOP NOW

\*For every purchase of 3 pieces of Century Tuna with Catenami 50g

SAVE PHP 41

Stay Strong, Pilipinas!  
Christmas Gift Pack 4

PHP 399

CENTURY FOOD STORE OFFICIAL STORE

# PROFIT & PURPOSE ALIGNMENT BY PROVIDING AFFORDABLE NUTRITION



## Our Core Business represents Profit & Purpose Alignment

### Protein

Each tin of CNPF product fulfills  
**33%** of the daily protein  
requirement of an individual.

### Calcium

### Iron

### Vitamin C

### Potassium

Marine

Meat

Meat

Milk

Coconut

# SUSTAINABILITY = BALANCE



“Essential to our strategy going forward is our **sustainability** and **ability to balance the needs of all our stakeholders.**”

– Christopher Po  
Executive Chairman

– Teodoro Po  
President & CEO, Executive

# TO OUR CENTURY PACIFIC FAMILY,



Last but not the least,  
our deepest thanks go out to you,  
our shareholders, for your steadfast  
trust and support.

As stewards of your capital,  
we commit to conducting the  
business with continued  
responsibility and integrity.



# BOARD OF DIRECTORS



**RICARDO S. PO, SR.**

*Founder & Chairman Emeritus*

**CHRISTOPHER T. PO**

*Executive Chairman*

**TEODORO ALEXANDER T. PO**

*Vice Chairman, President, & CEO*

**RICARDO GABRIEL T. PO, JR.**

*Vice Chairman*

**LEONARDO ARTHUR T. PO**

*Director & Treasurer*

**FERNAN VICTOR P. LUKBAN**

*Lead Independent Director*

**JOHNIP G. CUA**

*Independent Director*

**FRANCES J. YU**

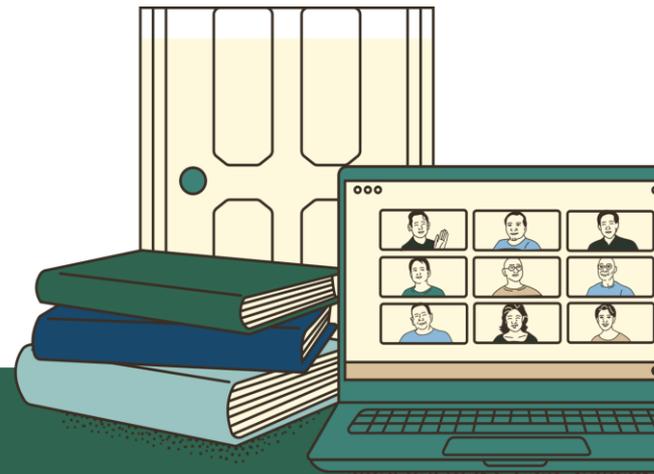
*Independent Director*

**GINA L. LORENZANA**

*Independent Director*

**EILEEN Z. ARANETA**

*Former Independent Director*





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Any reference herein to "the Company" shall mean, collectively, Century Pacific Food, Inc. and its subsidiaries.

# CNPF IR

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