

Investor Presentation

Third quarter ended September 27, 2025

LASSONDE INDUSTRIES INC.



Lassonde

Forward-Looking Statements and use of financial measures not in accordance with IFRS

This presentation contains “forward-looking information”, and the Corporation’s oral and written public communications that do not constitute historical fact may be deemed to be “forward-looking information” within the meaning of applicable Canadian securities law. These forward-looking statements include, but are not limited to, statements on the Corporation’s objectives and goals and are based on current expectations, projections, beliefs, judgments, and assumptions based on information available at the time the applicable forward-looking statement was made and considering the Corporation’s experience combined with its perception of historical trends.

Forward-looking statements are typically identified by words such as “anticipate”, “continue”, “estimate”, “expect”, “may”, “will”, “project”, “should”, “could”, “would”, “believe”, “plan”, “intend”, “design”, “target”, “objective”, “strategy”, “likely”, “potential”, “outlook”, “aim”, “goal”, and similar expressions suggesting future events or future performance in addition to the negative forms of these terms or any variations thereof. All statements other than statements of historical fact included in this document may constitute a forward-looking statement.

In this document, forward-looking statements include, but are not limited to, those set forth in Section 7 – “Outlook” of the MD&A for the third quarter ended September 27, 2025, which also presents some (but not all) of the key assumptions used in determining the forward-looking statements. Some of the forward-looking statements in this document, such as statements concerning sales volume and sales growth rate, key commodity and input costs, expenses, including items impacting the comparability between the periods, effective tax rate, working capital, capital expenditures and impacts of tariffs may be considered financial outlooks for the purposes of applicable Canadian securities regulations. These financial outlooks are presented to evaluate potential future earnings and anticipated future uses of cash flows and may not be appropriate for other purposes.

Various factors or assumptions are applied by the Corporation in elaborating the forward-looking statements. These factors and assumptions are based on information currently available to the Corporation, including information obtained by the Corporation from third parties. **Readers are cautioned that the assumptions considered by the Corporation to support these forward-looking statements may prove to be incorrect in whole or in part.**

The significant factors that could cause actual results to differ materially from the conclusions, forecasts, or projections reflected in the forward-looking statements contained herein include, among other things, risks associated with the following: deterioration of general macroeconomic or socioeconomic conditions, including international conflicts, such as trade conflicts (including tariffs, duties and other trade restrictions), which can lead to negative impacts on the Corporation’s suppliers, customers, and operating costs; the availability of raw materials and packaging and related price variations, more specifically for the Corporation’s key commodities together with the effectiveness of its related hedging strategies; the ability to adapt to changes and developments affecting the Corporation’s industry, including customer preferences, tastes, and buying patterns, market conditions and the activities of competitors and customers; disruptions in or failures of the Corporation’s information technology systems, as well as the development and performance of technology; cyber threats and other information-technology-related risks leading to business disruptions, confidentiality, data integrity, and business email compromise related fraud; the successful deployment of the Corporation’s multi-year strategy (the “Strategy”, defined in Section 4 – “Multi Year Strategy” of the MD&A for the third quarter ended September 27, 2025), including the successful execution of its key capital projects along with the materialization of the underlying expected benefits; climate change and disasters causing higher operating costs and capital expenditures and reduced production output, or impacting the availability, quality or price volatility of key commodities sourced by the Corporation; the potential for work stoppages due to the non-renewal or the inability to conclude conclusion of collective bargaining agreements or other reasons; the Corporation’s ability to effectively integrate any acquisitions; loss of or disputes with key suppliers or supplier concentration; changes made to laws and rules that affect the Corporation’s activities, particularly in matters of tax, as well as the interpretation thereof, and new positions adopted by relevant authorities; the Corporation’s ability to maintain strong sourcing and manufacturing platforms and efficient distribution channels; fluctuations in the prices of inbound and outbound freight, the impact of oil prices (and derivatives thereof) on the Corporation’s direct and indirect costs along with the Corporation’s ability to transfer those increases through higher prices or other means, if any, to its customers in competitive market conditions and considering demand elasticity; the successful deployment of the Corporation’s health and safety programs in compliance with applicable laws and regulations; serious injuries or fatalities, which could have a material impact on the Corporation’s business continuity and reputation and lead to compliance-related costs; the scarcity of qualified labour and the related impact on the hiring, training, developing, retaining and reliance of personnel together with their productivity, employment matters, compliance with employment laws across multiple jurisdictions; the increasing concentration of customers in the food industry, providing them with significant bargaining power, particularly on the Corporation’s selling prices; the implementation, cost, and impact of environmental sustainability initiatives as well as the cost of remediating environmental liabilities; failure to maintain the quality and safety of the Corporation’s products, which could result in product recalls and product liability claims for misbranded, adulterated, contaminated, or spoiled food products, along with reputational damage; risks related to fluctuations in interest rates, currency exchange rates, liquidity and credit, stock price and pension obligations; the incurrence of restructuring, disposal, or other related charges together with the recognition of impairment charges on goodwill or long lived assets; the sufficiency of insurance coverage; and the implications and outcome of potential legal actions, litigation or regulatory proceedings to which the Corporation may be a party. The Corporation cautions readers that the foregoing list of factors is not exhaustive.



Forward-Looking Statements and use of financial measures not in accordance with IFRS (cont'd)

The Corporation's ability to achieve its sustainability priorities, targets and goals is further subject to, among other factors, its ability to access and implement all technology necessary to achieve them; the development, deployment, and performance of technology and industry-specific solutions; environmental regulation; the availability, accessibility and suitability of comprehensive and high-quality data; and changes in standards or methodologies used. The Corporation's ability to achieve its sustainability priorities, targets and goals is further subject to, among other factors, its ability to leverage its supplier relationships.

The assumptions, expectations, and estimates involved in preparing forward-looking statements and risks and uncertainties that could cause actual results to differ materially from forward-looking statements are discussed in the Corporation's materials filed with the Canadian securities regulatory authorities, including information about risk factors that can be found in Section 21 – "Uncertainties and Principal Risk Factors" of the 2024 annual MD&A. Readers should review this section in detail.

All forward-looking statements included herein speak only as of the date hereof. Unless required by law, the Corporation does not undertake any obligation to publicly update or revise forward-looking statements, whether as a result of new information, future events, or otherwise. **All forward-looking statements contained herein are wholly and expressly qualified by this cautionary statement.**

This document contains financial measures not in accordance with IFRS. Lassonde reports its financial results in accordance with IFRS and generally assesses its financial performance using financial measures or ratios that are prepared using IFRS. However, this document also refers to certain measures or ratios that are not in accordance with IFRS, including the following: Earnings before interest, taxes, depreciation, and amortization ("EBITDA"); Adjusted EBITDA; EBITDA margin; Adjusted profit attributable to the Corporation's shareholders; Adjusted basic and diluted earnings per share; Operating working capital; Days operating working capital; and Net debt to adjusted EBITDA. These measures may not be comparable to similar measures presented by other issuers. Please refer to Section "Financial Measures Not in Accordance With IFRS" of this document for more information, including the definition and composition of the measure or ratio as well as the reconciliation to the most comparable measure in the financial statements, as applicable. The Corporation uses measures and ratios that are not in accordance with IFRS to provide investors with supplemental metrics to assess and measure its operating performance and financial position from one period to the next. These metrics are presented as a complement to enhance the understanding of Lassonde's financial performance but not in substitution of IFRS results. In addition, measures that are not in accordance with IFRS should not be viewed as a substitute to the related financial information prepared in accordance with IFRS.



Solid Performance in the 3rd Quarter

Sales increased 8.3% to \$724 million

- As anticipated, growth was less than in previous periods
 - Lapping the Summer Garden acquisition and the commissioning of the North Carolina single-serve line during the quarter
 - Industry-wide demand-related headwinds

Sales growth in each business unit

Operating profit increased nearly 23%

Strong execution on pricing and better sales mix in private label



U.S. Beverages

Maintained market position in the third quarter

- Overall category down in the low-single-digit range reflecting weaker consumer confidence
- Steady volume for our U.S. brands
- Slight contraction in our private label volume

Completed the installation of production assets relocated to North Carolina

- First ever in-house juice box production in the U.S.
 - Should improve reliability and reduce costs
 - Expect to unlock additional volume for branded and private label activities

Broken ground for the new facility in New Jersey

- Project remains on schedule and on budget
 - Phased transfer of production beginning in late 2026 through early 2027



Canadian Beverages

Gained market share driven by:

- Promotional support for our national brands
- Distribution gains
- “Buy Canadian” sentiment supported by marketing campaign

Favourable shift in the composition of our private label sales mix

Focus on innovation to reduce commodity exposure

- Nectars and drinks
- New distribution in the chilled category



Food Service

Solid quarter with double-digit sales increase

- U.S.: Volume gains with broadline distributors
- Canada: Improved penetration of national accounts

“Bag-in-a-box” aseptic packaging line

- Focus on developing customized formulas for new accounts
- Strong potential in this market
 - Uniqueness and value added of our offering
 - Convenient dispensing and bulk aseptic packaging

Food service offers significant growth opportunities



Specialty Food

Sustained integration efforts within our network

- Objective of capturing additional efficiencies and synergies

Contribution of Summer Garden for the quarter (vs. 7 weeks in 2024)

- Sales of \$48.1 million; EBITDA margin⁽¹⁾ of 16%
 - Seasonal volume fluctuations
 - Timing of promotional activity
- Robust EBITDA margin⁽¹⁾ of nearly 21% after 9 months
- Focus on finalizing its brand strategy, addressing opportunities to expand brand distribution and launching innovation

Steady volume and growing profitability for legacy operations

- Sustained momentum in the glass jar sauce category

Continuing to refine our strategy

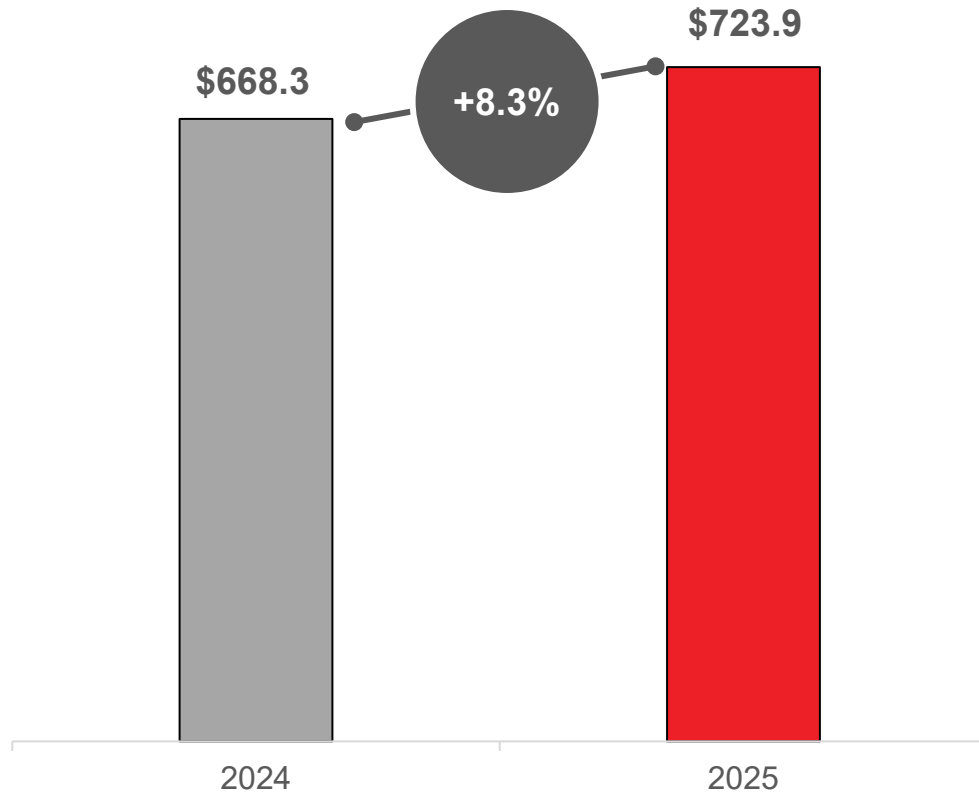
- Drive sustainable and profitable growth within the specialty food market
- Enhance service for our U.S. customers



⁽¹⁾ Financial measure not in accordance with IFRS. Please refer to section on Financial Measures Not in Accordance with IFRS.



Q3 2025 Sales Increase (\$M)



Key Highlights

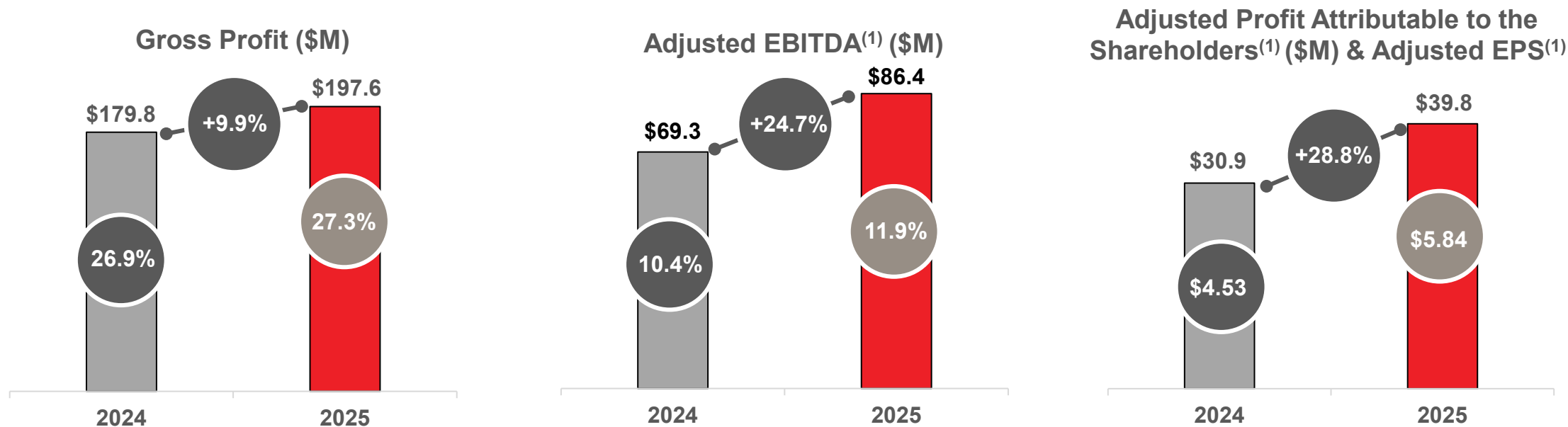
- ✓ \$48.1M contribution from Summer Garden⁽¹⁾, vs. \$26.7M last year
- ✓ FX impact: ▲ \$3.4M
- ✓ Selling price adjustments (both countries) ▲ \$24.9M:
 - ▲ \$14.3M private labels
 - ▲ \$10.6M national brands
- ✓ Effect of sales volume ▼ \$3.3M:
 - ▼ \$7.9M private labels
 - ▲ \$4.7M national brands
- ✓ Changes in sales mix (mainly Canada): ▲ \$7.2M

⁽¹⁾ Lassonde completed the acquisition of Summer Garden on August 8, 2024. Consequently, this entity has been consolidated in Lassonde since this date.



Q3 2025

Improved Gross Profit and Adjusted EBITDA



Improved Gross Profit and Adjusted EBITDA

Key Highlights

Excluding Summer Garden, gross profit margin was 26.8%

- ✓ Favourable impact of selling price adjustments
- ✓ Positive shift in the sales mix

Offset by:

- ✓ Higher input costs (apple, orange and pineapple)
- ✓ Increase in U.S. conversion costs mostly related to new assets in North Carolina and lower production volume
- ✓ Accelerated depreciation of certain U.S. assets

Net of Summer Garden, SG&A expenses held steady

- ✓ Increase in certain administrative, selling and marketing expenses
- ✓ Higher finished goods warehousing costs (Canada)
- ✓ Amortization expense of new Canadian ERP system

Offset by:

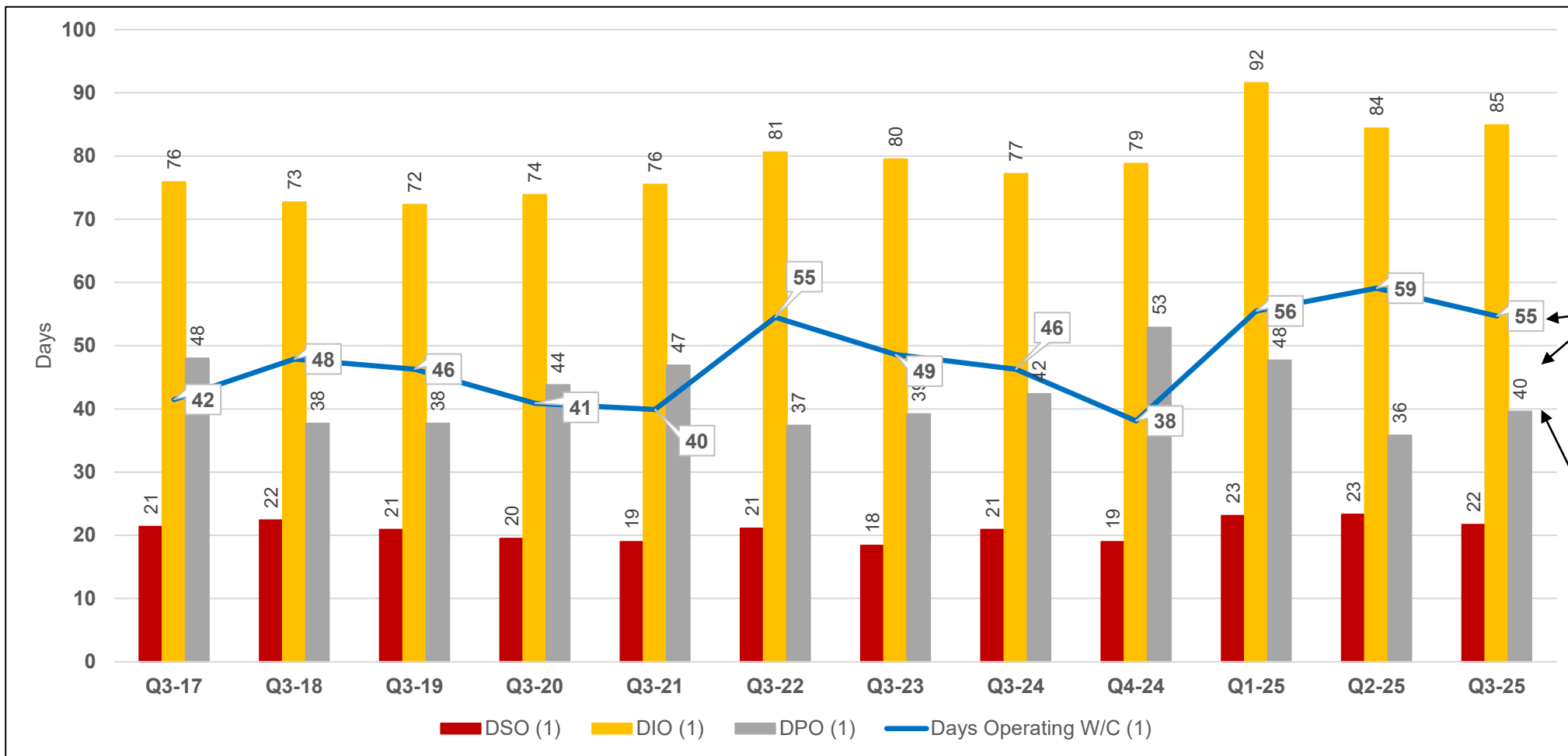
- ✓ Lower transportation costs to deliver products to clients
- ✓ Lower performance-related compensation expenses

(1) Financial measure not in accordance with IFRS. Please refer to section on Financial Measures Not in Accordance with IFRS.



Q3 2025

Days Operating Working Capital (1)



Objective to bring it near upper limit of historical range by end of 2025

Higher DPO from returning to normal purchasing patterns

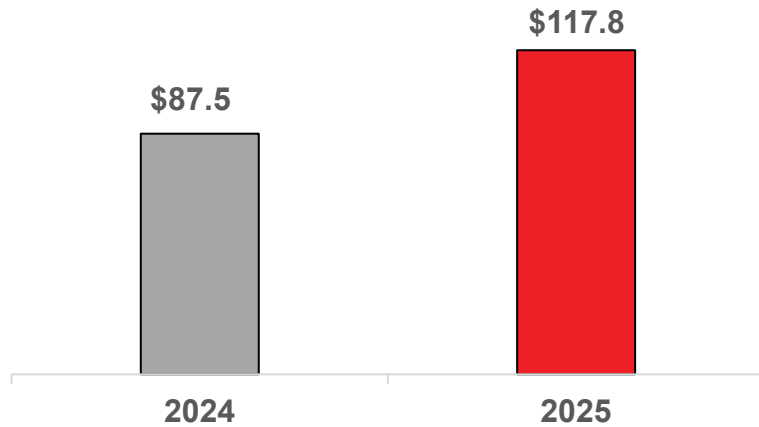
The Corporation may continue using its balance sheet to secure price and/or availability of certain commodities.

(1) Financial measure not in accordance with IFRS. Please refer to section on Financial Measures Not in Accordance with IFRS.

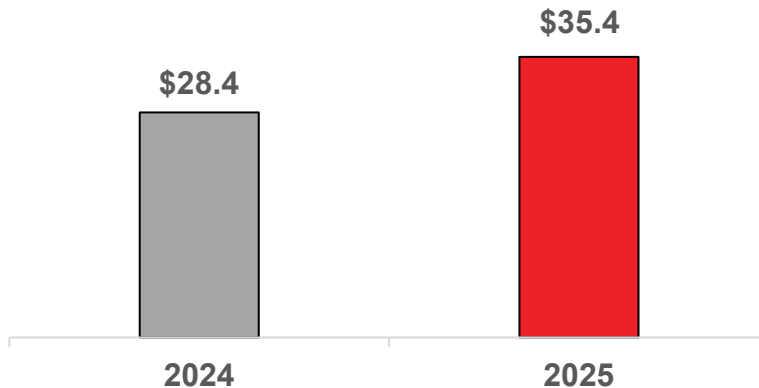


Cash Flows (\$M)

Operating Activities



Acquisitions of PP&E and Intangible Assets



Key Highlights

- ✓ Higher operating cash flows in Q3-2025
 - Higher EBITDA⁽¹⁾
 - More cash generated by working capital
 - Lower accounts receivables, which normalized after the temporary effect due to a new ERP system
 - Lower inventory
 - Partly offset by:
 - Increase in interest and income tax paid

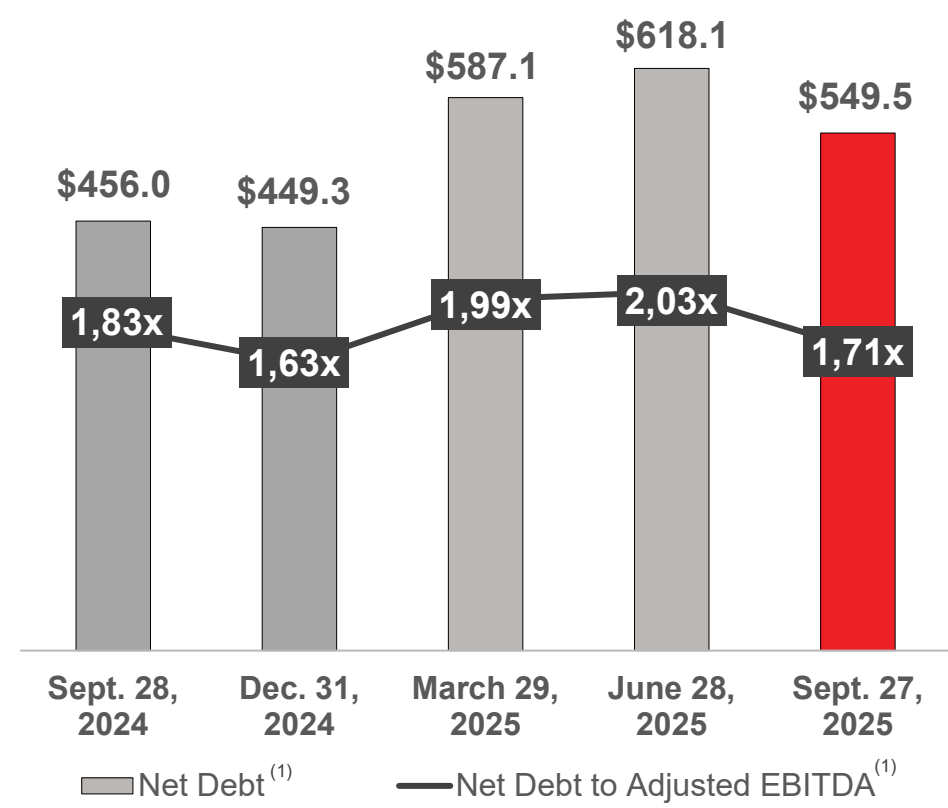
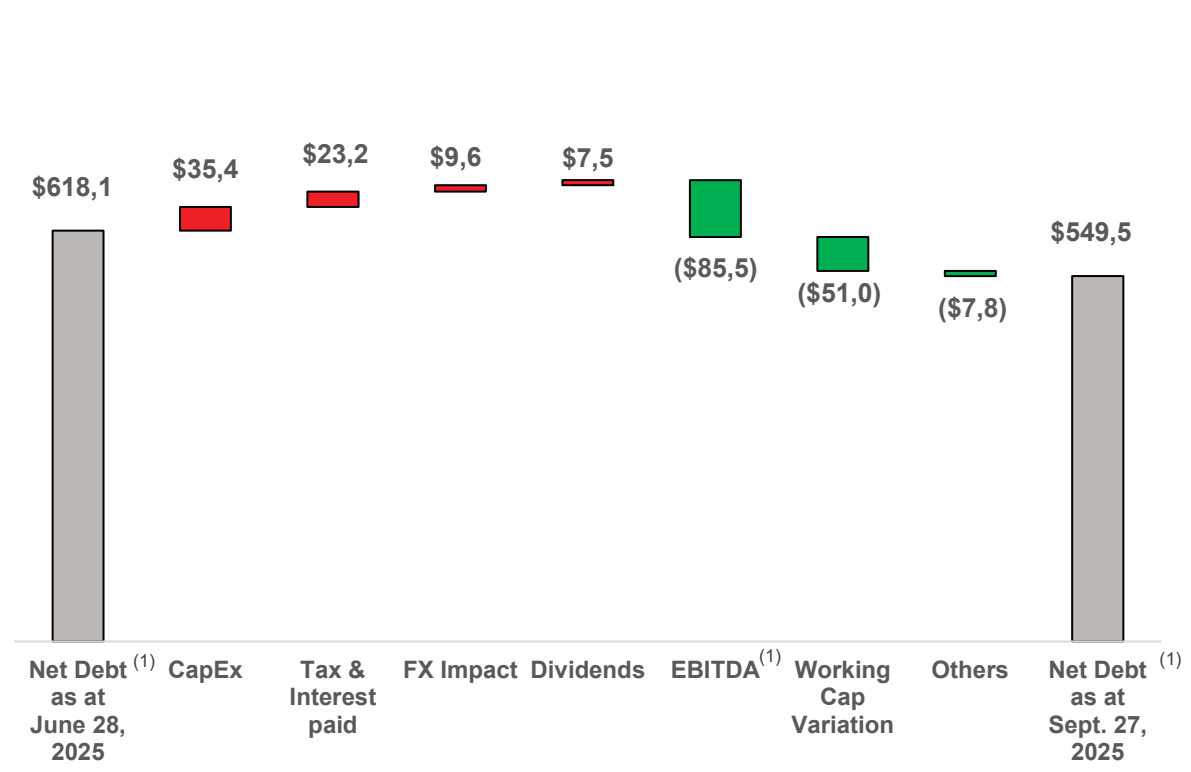
- ✓ CAPEX of \$35.4M in Q3-2025

- ✓ Still expect 2025 CAPEX to reach up to 7% of sales
 - Now ~ US\$57M for the construction of NJ facility
 - Up to US\$20M for the redeployment of juice box lines in North Carolina

(1) Financial measure not in accordance with IFRS. Please refer to section on Financial Measures Not in Accordance with IFRS.



Q3 2025 Net Debt⁽¹⁾ (\$M)



**Ratio between 2.0x and 2.5x until end of 2026
Currently anticipating lower end of the range**

⁽¹⁾ Financial measure not in accordance with IFRS. Please refer to section on Financial Measures Not in Accordance with IFRS.



2025 Sales Outlook

Reiterate our expectations of a sales growth slightly above 10%, excluding FX

- Full-year contribution from Summer Garden
- Increased volume, in part supported by:
 - Latest marketing campaign “Oasis of Light”
 - Targeted promotional spend
 - “Buy Canadian” sentiment
- Run-rate effect of existing and planned selling price adjustments
- U.S. sales volume improvement related to:
 - Pace of build-back plan
 - Additional volume from new single-serve line



Focus on Executing Strategic Priorities

U.S. Beverages

- Continue private label volume build-back plan
- Execute on pricing to offset volatility from commodities and tariffs
- Forge ahead on the construction of the New Jersey facility

Canadian Beverages

- Fortify leadership through:
 - Innovation
 - Targeted promotion spending and marketing investments
 - Productivity improvements

Food Service

- Pursue expansion efforts, including through “bag-in-a-box”

Specialty Food

- Continue integrating our North American network
- Expand core brand distribution
- Fortify commercial capabilities
- Continue to refine strategy



Risk Factors⁽¹⁾

Commodities expected to remain volatile

- Cost of orange concentrate has remained volatile
 - Sudden and significant decline on news of lower consumption and a stronger crop in Brazil
- Inflation pressures have moderated for apple concentrate costs
 - Delay between cost increases and price adjustments made in Q2
- Availability of pineapple concentrate remains constrained
 - Lost opportunities in Q3

Vigilant in monitoring changes in consumer food habits and demand elasticity

- Amid volatile commodity pricing environment

Trade environment remains uncertain

- Affecting consumer sentiment and spending
- Mitigation measures to maintain competitive position
 - Timing, duration and evolution of tariffs may affect our measures

(1) Please refer to section 21 – Uncertainties and Principal Risk Factors of the Corporation's MD&A for the year ended December 31, 2024 for further details.



Conclusion

We expect our momentum to continue

- Enabling us to achieve our 2025 financial objectives

Focused on executing our strategy

- Deliver on our strategic investment projects
- Stay agile in a dynamic environment

Our diversified portfolio is a key factor in maintaining a strong competitive position in the North American food and beverage market

- Supported by an exceptional team of committed employees





Financial Measures Not in Accordance with IFRS

Financial Measures Not in Accordance with IFRS

Items impacting the comparability between periods

The table on the right contains a list, description and quantification of items impacting the comparability of the financial performance between the periods.

EBITDA and Adjusted EBITDA

EBITDA is a financial measure used by the Corporation and investors to assess the Corporation's capacity to generate future cash flows from operating activities and pay financial expenses. Adjusted EBITDA is a financial measure used by the Corporation to compare EBITDA between periods by excluding items impacting comparability. EBITDA consists of the sum of operating profit and of the "depreciation of property, plant and equipment and amortization of intangible assets" item and "(Gains) losses on capital assets," items, shown in the Consolidated Statement of Cash Flows. Adjusted EBITDA is calculated by adjusting the EBITDA with items considered by management as impacting the comparability between periods.

EBITDA margin

EBITDA margin is a financial measure used by the Corporation and investors to compare business units or companies across industries, especially those with different tax rates or capital structures. EBITDA margin is calculated by dividing the EBITDA by sales.

<i>(in millions of dollars)</i>	Third quarters ended		First nine months ended	
	Sept. 27, 2025	Sept. 28, 2024	Sept 27., 2025	Sept. 28, 2024
	\$	\$	\$	\$
Costs related to the Strategy	-	0.7	1.0	1.9
Implementation costs of new key systems	0.3	0.4	1.2	0.9
Business optimization	0.6	0.1	2.2	0.5
Costs related to the Summer Garden acquisition	-	0.4	-	8.2
Sum of items impacting comparability on EBITDA:	0.9	1.6	4.4	11.5
Accelerated depreciation expense related to business optimization	2.7	-	7.5	-
Sum of items impacting comparability on operating profit:	3.6	1.6	11.9	11.5
<u>Item impacting comparability on financial expenses:</u>				
Interest related to non-recoverable sales taxes	0.8	-	0.8	-
Tax impact of previous items	(1.1)	(0.4)	(3.3)	(3.0)
Impact on profit	3.3	1.2	9.4	8.5
Attributable to:				
Corporation's shareholders	3.0	1.2	8.6	8.0
Non-controlling interests	0.3	-	0.8	0.5

<i>(in millions of dollars)</i>	Third quarters ended		First nine months ended	
	Sept. 27, 2025	Sept. 28, 2024	Sept. 27, 2025	Sept. 28, 2024
	\$	\$	\$	\$
Operating profit	57.9	47.2	155.0	131.8
Depreciation of property, plant and equipment and amortization of intangible assets	27.5	20.3	82.9	52.8
(Gains) losses on capital assets	0.1	0.2	0.0	0.1
EBITDA	85.5	67.7	237.9	184.7
Sum of items impacting comparability	0.9	1.6	4.4	11.5
Adjusted EBITDA	86.4	69.3	242.3	196.2



Financial Measures Not in Accordance with IFRS (cont'd)

Adjusted Profit Attributable to the Corporation's Shareholders and Adjusted EPS

Adjusted profit attributable to the Corporation's shareholders and adjusted EPS are financial measures used by the Corporation to compare profit attributable to the Corporation's shareholders and EPS between periods by excluding items impacting comparability. They are calculated by adjusting them with items considered by management as impacting the comparability between periods.

(in millions of dollars, unless otherwise indicated)

	Third quarters ended		First nine months ended	
	Sept. 27, 2025	Sept. 28, 2024	Sept. 27, 2025	Sept. 28, 2024
	\$	\$	\$	\$
Profit attributable to the Corporation's shareholders	36.8	29.7	95.7	87.0
Sum of items impacting comparability	3.0	1.2	8.6	8.0
Adjusted profit attributable to the Corporation's shareholders	39.8	30.9	104.3	95.0
Weighted average number of shares outstanding <i>(in thousands)</i>	6,822	6,822	6,822	6,822
Adjusted EPS <i>(in \$)</i>	5.84	4.53	15.31	13.93

Net Debt to Adjusted EBITDA

Net debt to adjusted EBITDA is a financial measure used by the Corporation to assess its ability to pay off its existing debt and to define its available borrowing capacity. To calculate the net debt to adjusted EBITDA ratio, net debt is divided by the sum of adjusted EBITDA from the last four quarters. Net debt represents long-term debt, including the current portion, less the "Cash and cash equivalents" item, as they are presented in the Corporation's Consolidated Statement of Financial Position.

(in millions of dollars, except the net debt to adjusted EBITDA ratio)

	As at	As at
	Sept. 27, 2025	Dec. 31, 2024
	\$	\$
Current portion of long-term debt	21.2	25.1
Long-term debt	537.3	452.4
Less: Cash and cash equivalents	(9.0)	(28.2)
Net debt	549.5	449.3
Sum of adjusted EBITDA from the last four quarters	321.9	275.8
Net debt to adjusted EBITDA ratio	1.71:1	1.63:1



Financial Measures Not in Accordance with IFRS (cont'd)

Days Operating Working Capital is a financial measure used by the Corporation to represent the number of days of sales tied up as operating working capital. To calculate this financial measure, operating working capital is divided by the last quarter's sales, as they are presented in Section 8 – “Analysis of the Consolidated Results” of the MD&A for the third quarter ended September 27, 2025, and multiplied by 91 days. Operating working capital consists of the sum of trade accounts receivable, discounts receivable and inventories, less trade payables and accrued expenses and trade spending, as they are presented in the accompanying notes to the Corporation's interim consolidated financial statements.

Days of Sales Outstanding (“DSO”) Days of sales outstanding (“DSO”) is a financial measure used by the Corporation to represent the average number of days that it takes the Corporation to collect payment for a sale. This financial measure is obtained by dividing trade accounts receivable less trade spending, as they are presented in the accompanying notes to the Corporation's interim consolidated financial statements, by the last quarter's sales, as they are presented in Section 8 – “Analysis of the Consolidated Results” of the MD&A for the third quarter ended September 27, 2025, and multiplied by 91 days.

Days of Inventory Outstanding (“DIO”) is a financial measure used by the Corporation to represent the average number of days the Corporation takes to turn its inventory into sales. To calculate this financial measure, inventories, as they are presented in the Consolidated Statement of Financial Position, are divided by the last quarter's cost of sales, as it is presented in Section 8 – “Analysis of the Consolidated Results” of the MD&A for the third quarter ended September 27, 2025, and multiplied by 91 days.

Days of Payable Outstanding (“DPO”) is a financial measure used by the Corporation to represent the average number of days the Corporation takes to pay its accounts payable and accrued liabilities. This financial measure is obtained by dividing trade payables and accrued expenses less discounts receivable, as they are presented in the accompanying notes to the Corporation's interim consolidated financial statements by the last quarter's cost of sales, as it is presented in Section 8 – “Analysis of the Consolidated Results” of the MD&A for the third quarter ended September 27, 2025, and multiplied by 91 days.

	As at Sept. 27, 2025	As at Dec. 31, 2024
<i>(in millions of dollars, except days operating working capital)</i>	\$	\$
Trade accounts receivable	230.7	204.3
Discounts receivable	3.0	4.8
Inventories	491.1	472.2
Less: Trade payables and accrued expenses	(232.2)	(321.9)
Less: Trade spending	(57.8)	(50.4)
Operating working capital	434.8	309.1
Divided by: Last quarter's sales	723.9	738.1
	0.60	0.42
Days operating working capital <i>(in days)</i>	54.7	38.1

	As at Sept. 27, 2025	As at Dec. 31, 2024
<i>(in millions of dollars, except DSO)</i>	\$	\$
Trade accounts receivable	230.7	204.3
Less: Trade spending	(57.8)	(50.4)
	172.9	154.0
Divided by: Last quarter's sales	723.9	738.1
	0.24	0.21
DSO <i>(in days)</i>	21.7	19.0

	As at Sept. 27, 2025	As at Dec. 31, 2024
<i>(in millions of dollars, except DIO)</i>	\$	\$
Inventories	491.1	472.2
Divided by: Last quarter's cost of sales	526.2	545.2
	0.93	0.87
DIO <i>(in days)</i>	84.9	78.8

	As at Sept. 27, 2025	As at Dec. 31, 2024
<i>(in millions of dollars, except DPO)</i>	\$	\$
Trade payables and accrued expenses	232.2	321.9
Less: Discounts receivable	(3.0)	(4.8)
	229.2	317.1
Divided by: Last quarter's cost of sales	526.2	545.2
	0.44	0.58



Financial Highlights

(in millions of dollars, unless otherwise indicated)	Third quarters ended			First nine months ended		
	Sept. 27, 2025	Sept. 28, 2024	Δ	Sept. 27, 2025	Sept. 28, 2024	Δ
	\$	\$	\$	\$	\$	\$
Sales	723.9	668.3	55.6	2,165.9	1,862.8	303.2
Cost of sales	526.2	488.4	37.8	1,589.4	1,357.6	231.8
Gross profit	197.6	179.8	17.8	576.5	505.1	71.4
Selling and administrative expenses	139.8	132.7	7.1	421.5	373.4	48.2
Operating profit	57.9	47.2	10.7	155.0	131.8	23.2
Financial expenses	9.6	7.1	2.5	28.3	15.6	12.7
Other (gains) losses	0.6	(0.1)	0.7	0.4	(2.1)	2.5
Profit before income taxes	47.7	40.2	7.5	126.3	118.3	8.0
Income tax expense	10.7	11.1	(0.4)	31.2	32.7	(1.6)
Profit	37.0	29.1	7.9	95.2	85.6	9.6
Attributable to:						
Corporation's shareholders	36.8	29.7	7.1	95.7	87.0	8.7
Non-controlling interests	0.2	(0.6)	0.8	(0.5)	(1.4)	0.9
	37.0	29.1	7.9	95.2	85.6	9.6
EPS (in \$)	5.40	4.35	1.05	14.03	12.75	1.28
Weighted average number of shares outstanding (in thousands)	6,822	6,822	-	6,822	6,822	-
Adjusted operating profit¹	61.5	48.8	12.7	166.9	143.3	23.6
Adjusted EBITDA¹	86.4	69.3	17.1	242.3	196.2	46.1
Adjusted EPS¹ (in \$)	5.84	4.53	1.31	15.31	13.93	1.38

(1) Financial measure not in accordance with IFRS. Please refer to section on Financial Measures Not in Accordance with IFRS.



Sales Evolution

<i>(in millions of dollars)</i>	Third quarters			First nine months		
	Private labels	National brands	Total	Private labels	National brands	Total
	\$	\$	\$	\$	\$	\$
Sales 2024			668.3			1,862.8
Sales from Summer Garden			26.7			26.7
Sales 2024 (excluding Summer Garden)	372.6	269.0	641.6	1,056.8	779.3	1,836.1
Selling price adjustments impact	14.3	10.6	24.9	36.2	28.6	64.8
Volume impact	(7.9)	4.7	(3.3)	14.8	47.2	62.0
Change in the sales mix impact	8.2	(1.0)	7.2	20.5	(0.7)	19.8
Other impacts, net	-	1.8	1.8	-	0.6	0.6
Growth excluding foreign exchange impact	14.5	16.2	30.7	71.5	75.6	147.1
	3.9%	6.0%	4.8%	6.8%	9.7%	8.0%
Foreign exchange impact	2.4	1.0	3.4	20.2	9.0	29.2
Sales 2025 (excluding Summer Garden)	389.6	286.1	675.7	1,148.5	863.9	2,012.4
Sales from Summer Garden			48.1			153.5
Sales 2025			723.9			2,165.9



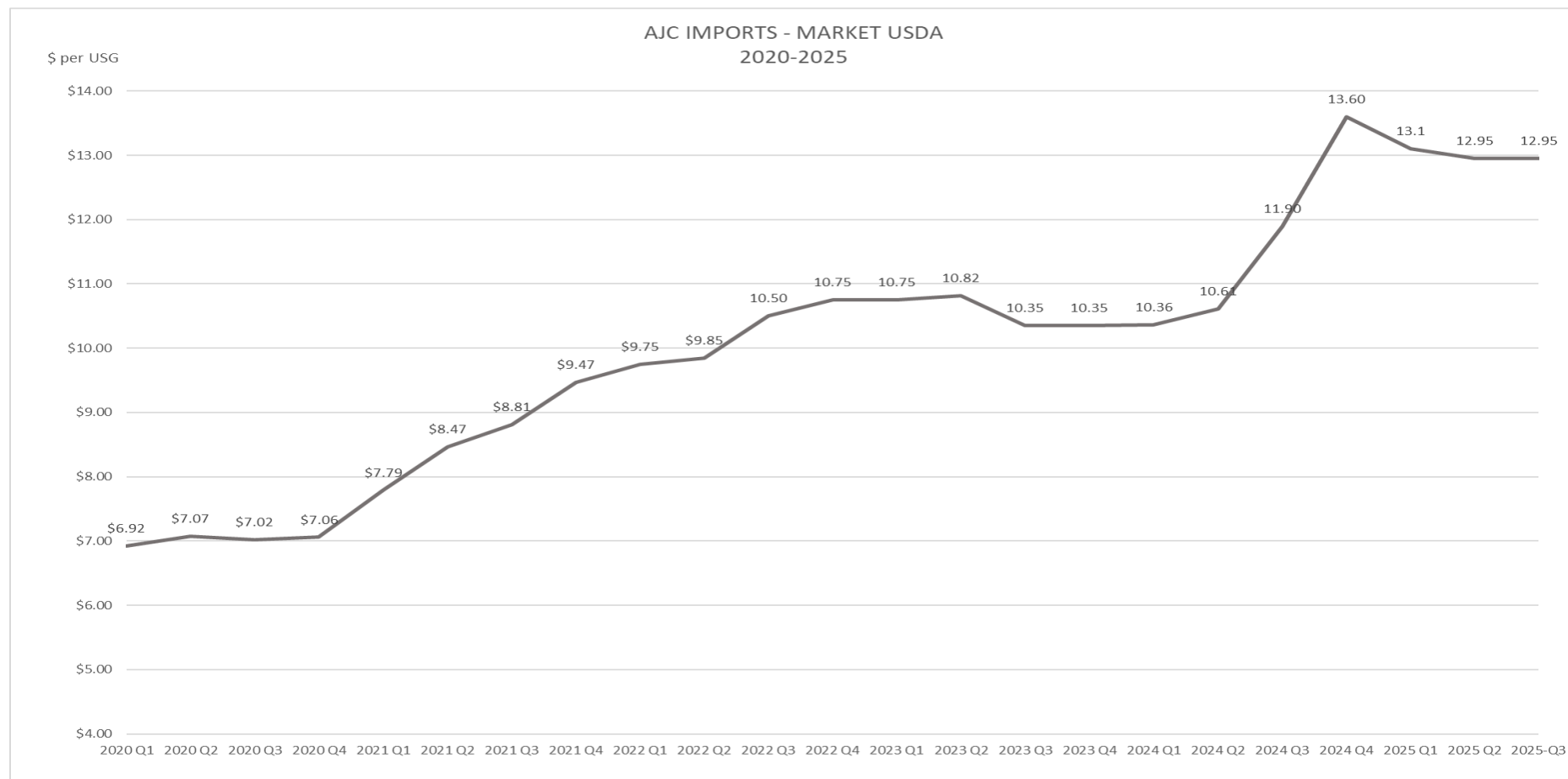
Evolution – Frozen Concentrate Orange Juice



Source: Trading Economics



Evolution – Apple Juice Concentrate



Source: US Department of Agriculture





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