

The Marzetti Company



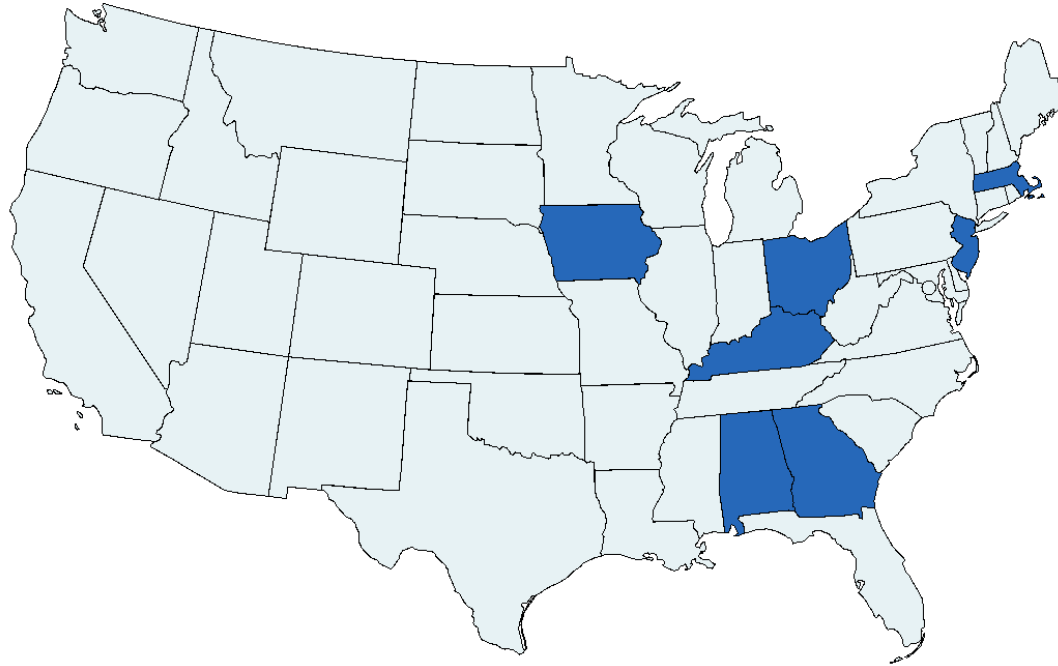
**Stephens Investment Conference
November 2025**

Safe Harbor Statement

This presentation was prepared by The Marzetti Company for information purposes only and is not an offer or solicitation with respect to the purchase or sale of Company securities. We desire to take advantage of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995 (the “PSLRA”). Any statements concerning the Company’s future performance included in this presentation or made orally to the recipients of this presentation are “forward-looking statements” within the meaning of the PSLRA and other applicable securities laws. Such statements can be identified by the use of the forward-looking words “anticipate,” “estimate,” “project,” “believe,” “intend,” “plan,” “expect,” “hope” or similar words. These statements discuss future expectations; contain projections regarding future developments, operations or financial conditions; or state other forward-looking information. Such statements are based upon assumptions and assessments made by us in light of our experience and perception of historical trends, current conditions, expected future developments and other factors we believe to be appropriate. These forward-looking statements involve various important risks, uncertainties and other factors that could cause our actual results to differ materially from those expressed in the forward-looking statements. Actual results may differ as a result of factors over which we have no, or limited, control. Management believes these forward-looking statements to be reasonable; however, you should not place undue reliance on such statements that are based on current expectations. For example, fluctuations in the market price of material or freight costs or general economic conditions for domestic consumers, over which we have no control, may significantly influence our financial results. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update such forward-looking statements. More detailed statements regarding significant events that could affect our financial results are included in our Annual Report on Form 10-K and Quarterly Reports on Form 10-Q as filed with the Securities and Exchange Commission and available at investors.marzetticompany.com

Information Regarding non-GAAP Financial Measures

The Marzetti Company prepares its consolidated financial statements in accordance with U.S. Generally Accepted Accounting Principles (“GAAP”). However, from time to time, the corporation may present in its public statements, presentations, press releases and SEC filings, non-GAAP financial measures such as Adjusted Consolidated Net Sales, Adjusted Foodservice Net Sales, Adjusted Cost of Sales, Adjusted Gross Profit, Adjusted Gross Margin and Adjusted Operating Income. Management considers such non-GAAP financial measures to provide useful supplemental information to investors in facilitating year-over-year comparisons by removing non-recurring items or other items that management believes do not directly reflect the underlying operations. Management uses these non-GAAP measures in the preparation of our annual operating plan and for our monthly analysis of operating results. Reconciliations of the non-GAAP measures to the most comparable GAAP financial measures are provided in the Appendix to this presentation. The corporation’s definitions of these non-GAAP measures may differ from similarly titled measures used by other companies. These non-GAAP measures should be considered supplemental to, and not a substitute for, financial information prepared in accordance with GAAP.



- Manufacturer and Marketer of Specialty Food Products
- Established in 1961
- Headquartered in Westerville, Ohio
- Fiscal 2025 Net Sales of \$1.9 Billion (primarily U.S.)
- 13 Production Facilities in Seven States
- Approximately 3,800 Employees



- Leading Market Share Positions in Retail Food Categories
- Supplier to 17 of the Top 30 National Restaurant Chains
- Growing and Consumer-Relevant Retail Licensing Program
- Long History of Sustained Organic Sales Growth
- Strong Cash Flows
- One of 12 U.S. Companies to have Increased Regular Cash Dividend for 62 Consecutive years

Company Highlights

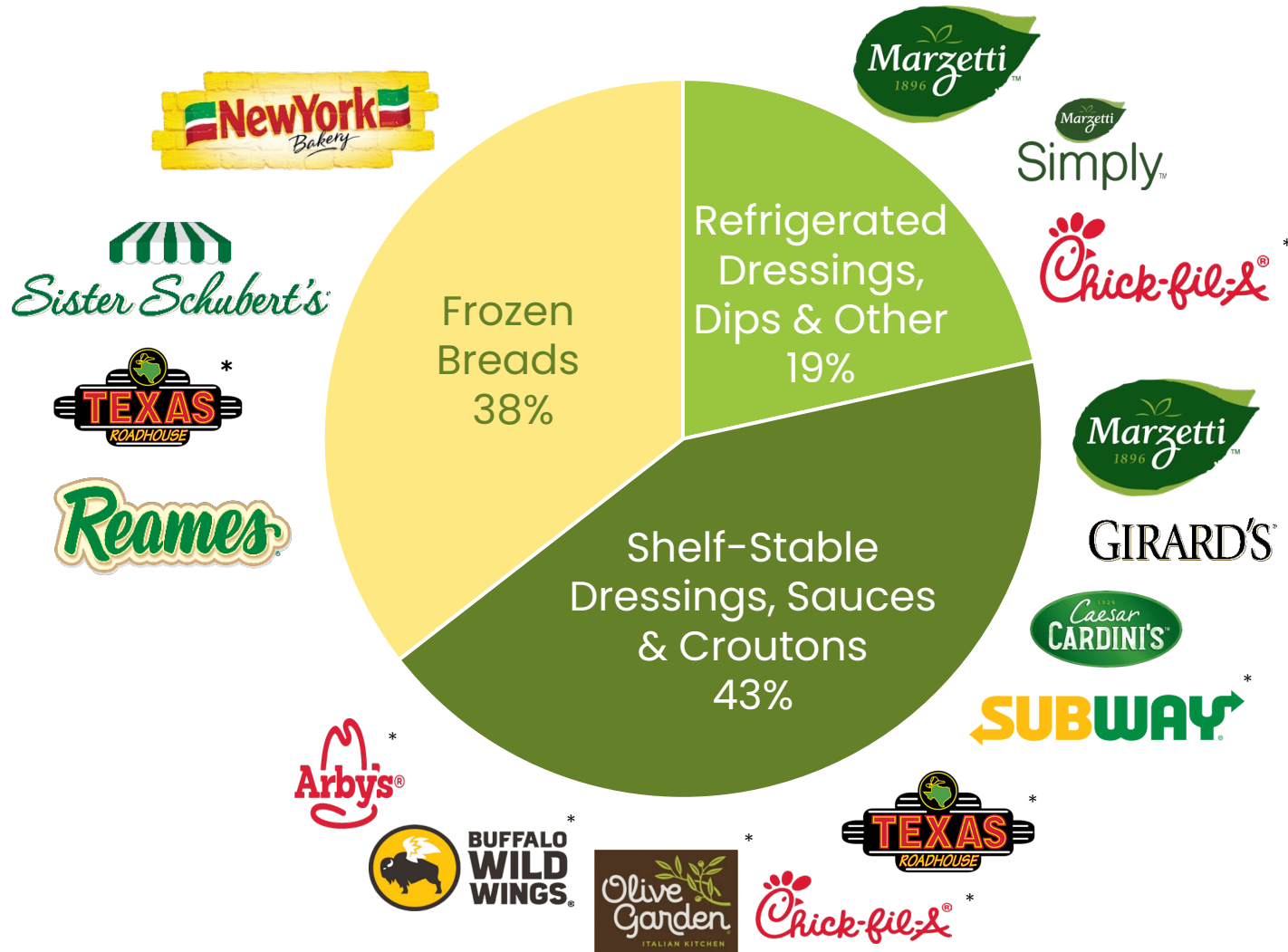


Net sales information is presented as originally reported in The Marzetti Company's (formerly named Lancaster Colony Corporation) Annual Report for the fiscal years ending June 30. Therefore, certain years may not reflect adjustments for subsequent accounting changes. Note that the net sales information presented above does not include any sales attributed to non-food businesses historically owned by The Marzetti Company.

Sauces and/or dressings for Olive Garden, Buffalo Wild Wings, Chick-fil-A, Arby's, Texas Roadhouse and Subway, in addition to Texas Roadhouse dinner rolls, are produced and sold to the retail channel under exclusive licensing agreements with The Marzetti Company

* Compound Annual Growth Rate calculated from Fiscal 1972 through Fiscal 2025

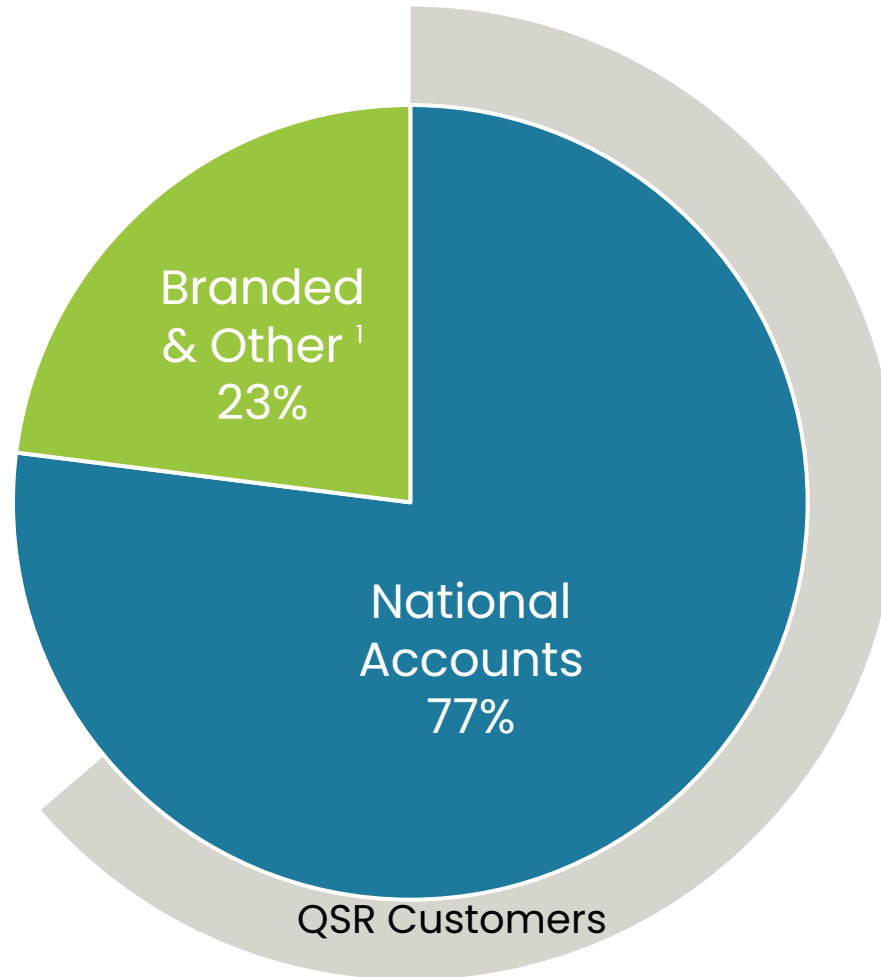
Retail Sales Mix (53% of Total Net Sales)



Based on reported net sales for the fiscal year ended June 30, 2025

• Products for these brands are produced and sold to the retail channel under exclusive licensing agreements with The Marzetti Company

Foodservice Sales Mix (47% of Total Net Sales)



Based on reported net sales for the fiscal year ended June 30, 2025

¹ – Branded & Other includes \$14.2 million in Net Sales attributed to a Temporary Supply Agreement (TSA) with Winland Foods. The TSA was made in connection with our February 2025 acquisition of Winland's Atlanta-based sauce and dressing production facility. The TSA commenced in March 2025 for a period of up to twelve months.

1. Defined Winning – Pursue Top Quartile Financial Performance

- Grow Organic Sales Volumes Low- to Mid-Single Digit (pounds shipped basis)
- Grow Operating Margins

2. Developed Strategy

- Strategic Growth Initiatives
 - Accelerate Base Business Growth
 - Simplify Supply Chain
 - Expand Core with Retail Licensing Program and Focused M&A

3. Strengthened Organization

- Top-Graded Talent
- Investing in Plants to Drive Efficiency and Support Growth
- Investing in IT Infrastructure to Improve Efficiency and Effectiveness
- All Supported by a Transcendent Vision to be a Purpose-Driven Organization














Retail Segment Growth Initiatives

Initiative	Brand	Products	Initial Ship Date
Licensing		 	<p>NEW</p>  <p>Chick-fil-A Sauces Expanded Distribution Into Club Channel and Added Honey Mustard and Zesty Buffalo Flavors to Core Lineup Spring 2025</p> <p>NEW</p>  <p>Chick-fil-A Refrigerated Dressings Adding Large Size Avocado Lime Ranch Spring 2026</p>
			<p>NEW</p>  <p>BWW Hot Sauces Summer 2025</p>
			<p>NEW</p>  <p>Olive Garden Dressing New Zesty Italian Flavor Winter 2026</p>

* Products for these brands are produced and sold to the retail channel under exclusive licensing agreements with The Marzetti Company

Retail Segment Growth Initiatives

Initiative	Brand	Products	Initial Ship Date
Licensing	 *		Texas Roadhouse Dinner Rolls Commenced National Launch (All Major Grocery Retailers) Fall 2025
	 *	 <div style="display: inline-block; vertical-align: middle; margin-left: 20px;"> NEW  </div>	Subway Signature Sauces Adding Honey Mustard Flavor Spring 2026
Innovation & Renovation			New York Bakery Gluten Free Texas Toast Fall 2024
			Sister Schubert's Glazed Maple Brown Sugar Rolls Fall 2025
			Marzetti Dressing & Dips Marzetti Spicy Ranch Dressing with Tabasco® Sauce February 2025 Marzetti Simply Dressing Restage Winter 2026 Marzetti Protein Platform Winter 2026

* Products for these brands are produced and sold to the retail channel under exclusive licensing agreements with The Marzetti Company

Consumer-Relevant Retail Licensing Program



- Successfully Developed Exclusive Licensing Agreements Through our Proven Culinary Expertise and Demonstrated Sales Execution in the Retail Channel Combined with our Strong Reputation and Longstanding Relationships in the Foodservice Channel
- Per Circana Scanner Data*, Retail Channel Sales of our Licensed Brands Totaled \$550 Million for the 52-Week Period Ended September 28, 2025, an Increase of 8.8%
- Opportunities for Continued Growth Through Established and Potential Future Agreements Supported by our Recent Investments in Increased Capacity
- Expanded Distribution for Texas Roadhouse™ Dinner Rolls to All Major Grocery Retailers Commenced in August 2025
- Total Addressable Opportunity in Refrigerated and Shelf-Stable Dressings, Sauces and Condiments is Nearly \$14 Billion per Circana Scanner Data*

Dressings and sauces for the brands noted above, in addition to Texas Roadhouse dinner rolls, are produced and sold to the retail channel under exclusive licensing agreements with The Marzetti Company

* Circana Total U.S. Multi-Outlet data for the 52 weeks ended 9/28/2025

FY26 Supply Chain Path Forward ...

- Maintain Continuous Supply Across the Entire Supply Chain
- Continue to Leverage New ERP System's Capabilities
- Continue to Prioritize Utilization of Expanded Horse Cave Sauce / Dressing Plant as a Strategic Asset to Enable Growth, Improve Service and Reduce Costs
- Continued Emphasis on Value Creation and Growth Initiatives
- Continue to Assess Manufacturing and Distribution Models to Cost-Effectively Serve Our Business Partners
- Successful Integration of Recently-Acquired Sauce and Dressing Production Facility (Atlanta, GA)



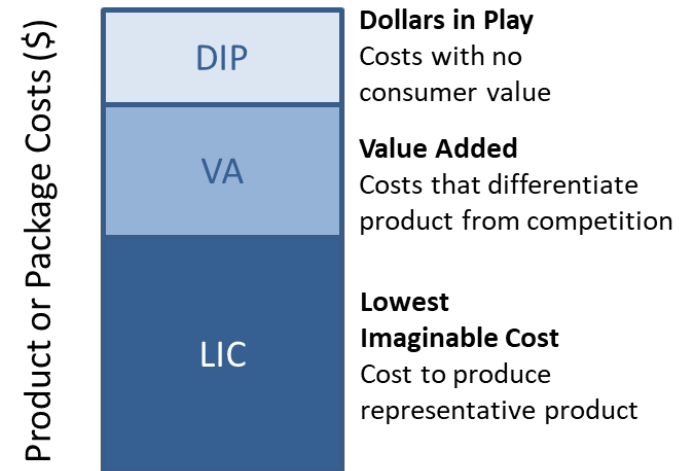
Simplify Supply Chain and Reduce Costs

Value Engineering (VE) to Help Offset Cost Inflation and Improve Profitability

Identify Opportunities to Reduce Product and Packaging Costs that Consumer Doesn't Value

- Lower-Cost Packaging Materials
- Alternative/Substitute Ingredients
- Coordinated/Cross-Functional Initiative Among R&D, Marketing, Procurement, Manufacturing/Engineering and Finance

VE Approach



Simplify Supply Chain and Reduce Costs

Strategic Procurement

- Strategic Category Sourcing
- Extensive Competitive Bidding
- Optimize Contract Duration and Execution Timing
- Extend Payment Terms



Investing to Drive Efficiency and Support Growth

*Significant Capacity Expansion Project for Sauces and Dressings **



- Added 192,000 Square Feet to Existing Facility in Horse Cave, KY
- Fully Operational Beginning in March 2023
- Provides Increased Processing, Warehousing and Utilities to Expand Production Capacity and Support Continued Growth of our Sauce and Dressing Products in Both the Retail and Foodservice Segments
- Total Capital Expenditure of ~\$140 Million

* Products for these brands are produced and sold under exclusive licensing agreements with The Marzetti Company

Investing to Drive Efficiency and Support Growth

Acquisition of Sauce and Dressing Production Facility – Atlanta, GA

- Strategic Addition to Our Manufacturing Network to Benefit Core Sauce and Dressing Operations
- Supports Improved Operational Efficiency
- Adds Capacity of ~250,000 Square Feet of Manufacturing Space
- Provides Closer Proximity to Certain Core Customers
- Purchase Price of \$79 Million
- A Practical and Cost-Effective Solution to Support our Continued Growth
- Transaction Closed February 18, 2025



Simplify Supply Chain and Reduce Costs

Transportation and Warehousing Initiatives

- Continue to Leverage Transportation Management System
- Utilize Carrier Segmentation and Lane Analysis to Ensure the Highest Level of Service at the Most Competitive Rate
- Improve Carrier Management Through Data Analytics and Collaborative Engagement
- Start up new Warehouse (Atlanta) and Partner with Strategic 3PL Providers to Support Growth and Reduce Cost to Serve



Our R&D Team is a Core Strength of our Business ...

- Based at our Innovation Center in Central Ohio, our R&D Team Brings Together the Best in Culinary Arts, Food Science and Technology
- Supports Collaboration and Innovation Among our Foodservice and Retail Segments to Develop Relevant, Consumer-Centric, On-Trend Products that Serve to Strengthen Existing and Build New Customer Relationships
- Recognized as Food Processing Magazine's 2024 Research & Development Team of the Year – A Testament to Our Commitment to Deliver Craveable Products and Superior Value Through a Unique Blend of Creative Inspiration and Product Innovation
- New York Bakery® Gluten Free Texas Toast (Top Gluten-Free Item) and Texas Roadhouse™ Mini Rolls (Top Bakery Side Dish) Were Each Named 2025 Product of the Year in Their respective categories*



* As recognized by Product of the Year USA – 2025 Product of the Year Awards, the world's largest consumer-voted award for product innovation

Fiscal 2026 Q1 Results vs. Prior Year

(Three Months Ended September 30, 2025)

\$ in Millions

(Except Per Share)

	Value	\$ Change	% Change
Net Sales ^(a)	\$493.5	\$26.9	5.8%
Gross Profit	\$118.8	\$8.0	7.2%
SG&A	\$58.4	\$3.5	6.3%
Restructuring and Impairment Charges ^(b)	\$1.1	\$1.1	N/M
Operating Income	\$59.3	\$3.4	6.1%
Earnings Per Share (Diluted)	\$ 1.71	\$0.09	5.6%

Notes:

(a) Net Sales for the current-year include \$10.7 million in non-core sales attributed to a temporary supply agreement (“TSA”). The TSA with Winland Foods commenced in March 2025 and is expected to conclude during the quarter ending March 31, 2026.

(b) Restructuring and impairment charges of \$1.1 million related to the closure of our Milpitas, CA production facility

	Fiscal Year Ended June 30			Quarter Ended
	2023	2024	2025	September 30
\$ in Millions				2025
Cash and Equivalents	\$88	\$163	\$161	\$182
Total Debt	\$0	\$0	\$0	\$0

- Debt Free
- Credit Revolver of \$150 Million, Expandable up to \$225 Million
- Acquired Sauce and Dressing Production Facility Located in Atlanta, GA in February 2025 — Cash Payment of \$79 Million

Cash Priorities

- Invest in Existing Business

- Fiscal 2026 Capital Expenditures Estimated at \$75 to \$85 Million

- Good-Fitting Acquisitions

- February 2025 Acquisition of Atlanta-based Sauce and Dressing Production Facility

- Regular Dividends

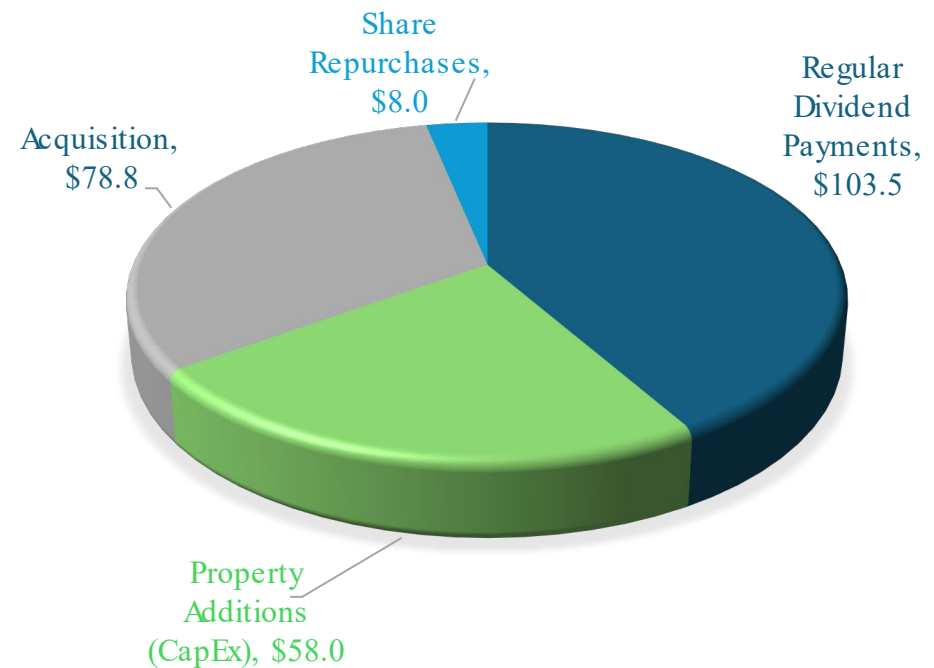
- 62 Consecutive Years of Regular Cash Dividend Increases

- Opportunistic Share Repurchases

Major Cash Uses

Fiscal Year Ended 2025

\$ in Millions





Appendix A

Supplemental Financial Information

Results of Consolidated Operations

First Quarter

A1

(Dollars in thousands, except per share data)	Three Months Ended September 30,		Change	
	2025	2024		
Net Sales	\$ 493,472	\$ 466,558	\$ 26,914	5.8 %
Cost of Sales	374,653	355,734	18,919	5.3 %
Gross Profit	118,819	110,824	7,995	7.2 %
Gross Margin	24.1 %	23.8 %		
Selling, General and Administrative Expenses	58,416	54,960	3,456	6.3 %
Restructuring and Impairment Charges	1,143	—	1,143	N/M
Operating Income	59,260	55,864	3,396	6.1 %
Operating Margin	12.0 %	12.0 %		
Other, Net	1,529	2,019	(490)	(24.3)%
Income Before Income Taxes	60,789	57,883	2,906	5.0 %
Taxes Based on Income	13,607	13,182	425	3.2 %
Effective Tax Rate	22.4 %	22.8 %		
Net Income	\$ 47,182	\$ 44,701	\$ 2,481	5.6 %
Diluted Net Income Per Common Share	\$ 1.71	\$ 1.62	\$ 0.09	5.6 %

Reconciliation of GAAP to non-GAAP Net Sales and Gross Margin First Quarter

A2

(Unaudited, Dollars in Thousands)	Three Months Ended September 30, 2025		
	Reported	TSA-Related	Adjusted (non-GAAP)
<u>Consolidated</u>			
Net Sales	\$ 493,472	\$ 10,691	\$ 482,781
Cost of Sales	\$ 374,653	\$ 10,691	\$ 363,962
Gross Profit	\$ 118,819	\$ -	\$ 118,819
Gross Margin	24.1%	0.0%	24.6%
<u>Foodservice</u>			
Foodservice Net Sales	\$ 245,627	\$ 10,691	\$ 234,936

Note: Adjusted Consolidated Net Sales, Adjusted Foodservice Net Sales, Adjusted Cost of Sales, Adjusted Gross Profit and Adjusted Gross Margin are non-GAAP financial measures that exclude non-core sales and cost of sales attributed to a temporary supply agreement ("TSA") made in connection with our February 2025 acquisition of Winland's Atlanta-based sauce and dressing production facility. The TSA sales are included in the reported net sales for our Foodservice segment and did not contribute meaningfully to gross profit. The TSA sales commenced in March 2025 and are expected to conclude during the quarter ending March 31, 2026. The table above presents a reconciliation between net sales, cost of sales, gross profit and gross margin as reported in accordance with GAAP and Adjusted Consolidated Net Sales, Adjusted Foodservice Net Sales, Adjusted Cost of Sales, Adjusted Gross Profit and Adjusted Gross Margin for the three months ended September 30, 2025.

Reconciliation of GAAP to non-GAAP Operating Income First Quarter

A3

(Dollars in thousands)	Three Months Ended September 30,		Change	
	2025	2024		
Reported Operating Income	\$ 59,260	\$ 55,864	\$ 3,396	6.1 %
Restructuring and Impairment Charges	1,143	—	1,143	N/M
Adjusted Operating Income (non-GAAP)	\$ 60,403	\$ 55,864	\$ 4,539	8.1 %

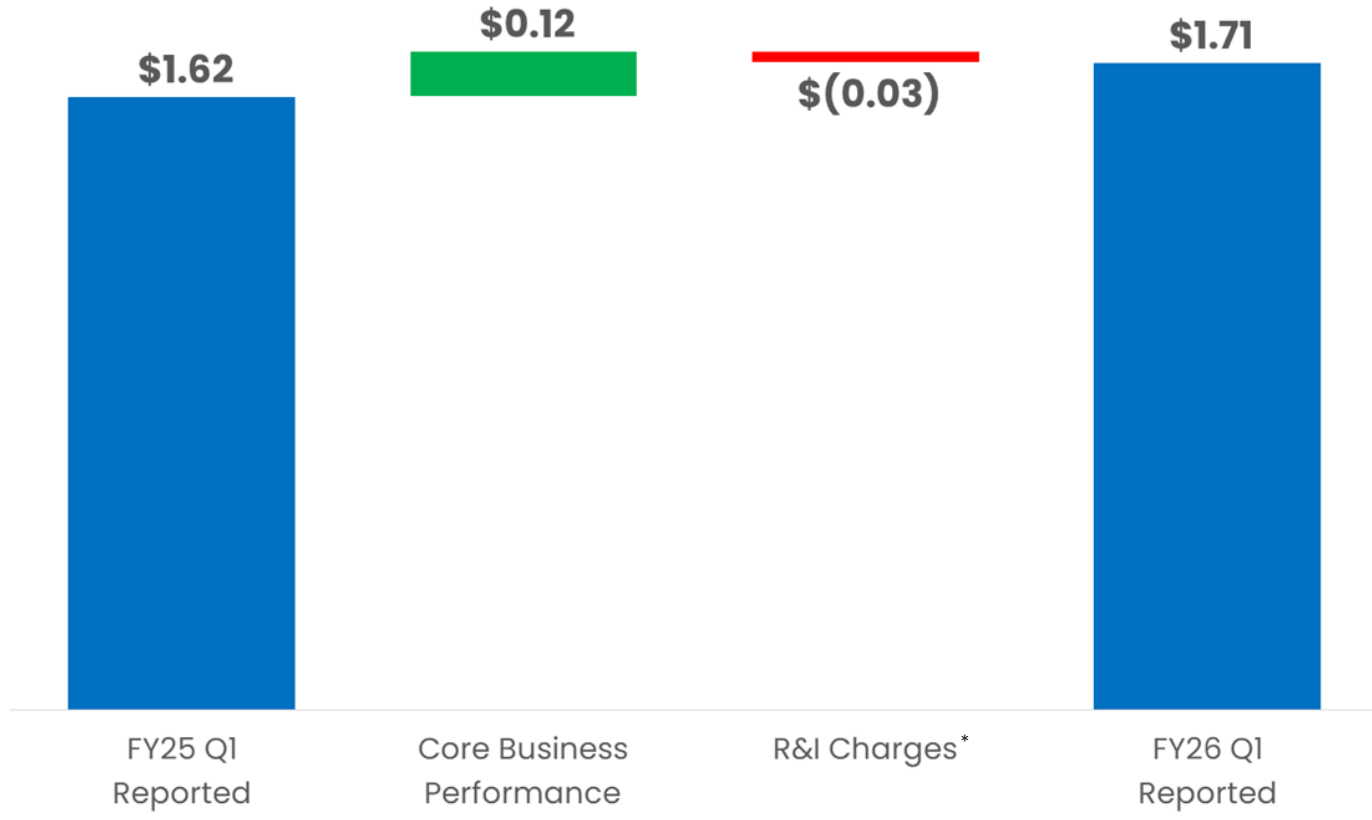
Note: Adjusted Operating Income is a non-GAAP financial measure that excludes certain items affecting comparability, which can impact the analysis of our underlying core business performance and trends. The table above presents a reconciliation between operating income as reported in accordance with GAAP and Adjusted Operating Income for the three months ended September 30.

The adjustment above reflects restructuring and impairment charges related to the closure of our sauce and dressing production facility in Milpitas, CA.

Summarized Earnings Per Share Bridge First Quarter

A4

Three Months Ended September 30
(Diluted Earnings Per Share)



Values may not foot due to rounding

* FY26 Q1 restructuring and impairment charges consisted of one-time termination benefits and other costs related to the closure of our sauce and dressing production facility in Milpitas, CA

Results of Consolidated Operations

Recent Fiscal Year Periods

A5

(Dollars in thousands, except per share data)	Years Ended June 30,			Change			
	2025	2024	2023	2025 vs. 2024		2024 vs. 2023	
Net Sales	\$ 1,909,122	\$ 1,871,759	\$ 1,822,527	\$ 37,363	2.0 %	\$ 49,232	2.7 %
Cost of Sales	1,453,476	1,439,457	1,433,959	14,019	1.0 %	5,498	0.4 %
Gross Profit	455,646	432,302	388,568	23,344	5.4 %	43,734	11.3 %
Gross Margin	23.9 %	23.1 %	21.3 %				
Selling, General and Administrative Expenses	230,227	218,065	222,091	12,162	5.6 %	(4,026)	(1.8)%
Restructuring and Impairment Charges	5,102	14,874	24,969	(9,772)	(65.7)%	(10,095)	(40.4)%
Operating Income	220,317	199,363	141,508	20,954	10.5 %	57,855	40.9 %
Operating Margin	11.5 %	10.7 %	7.8 %				
Pension Settlement Charge	(13,968)	—	—	(13,968)	N/M	—	N/M
Other, Net	7,114	6,152	1,789	962	15.6 %	4,363	243.9 %
Income Before Income Taxes	213,463	205,515	143,297	7,948	3.9 %	62,218	43.4 %
Taxes Based on Income	46,116	46,902	32,011	(786)	(1.7)%	14,891	46.5 %
Effective Tax Rate	21.6 %	22.8 %	22.3 %				
Net Income	\$ 167,347	\$ 158,613	\$ 111,286	\$ 8,734	5.5 %	\$ 47,327	42.5 %
Diluted Net Income Per Common Share	\$ 6.07	\$ 5.76	\$ 4.04	\$ 0.31	5.4 %	\$ 1.72	42.6 %

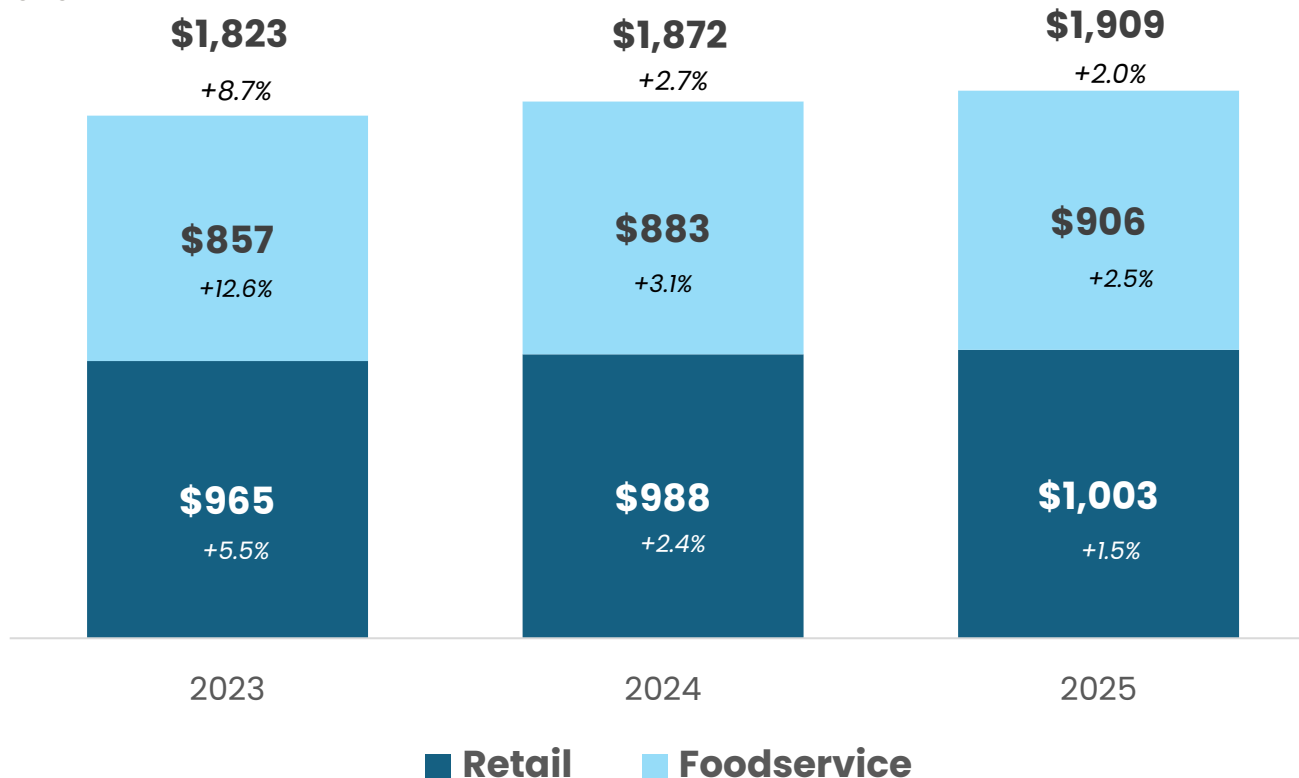
Fiscal 25 Sales Growth Driven by Volume Gains and Incremental Sales related to the Foodservice TSA *
Fiscal 24 Sales Driven by Volume Gains Partially Offset by Deflationary Pricing in Foodservice
Fiscal 23 Sales Gains Driven by Pricing Actions Taken to Offset Inflationary Costs



Fiscal Year Net Sales Results

Fiscal Year Ended June 30

\$ in Millions



Values may not foot due to rounding

* The TSA with Winland Foods accounted for \$14.2 million in Fiscal 2025 Net Sales. The TSA was made in connection with our February 2025 acquisition of Winland's Atlanta-based sauce and dressing production facility. The TSA commenced in March 2025 for a period of up to twelve months.

Reconciliation of GAAP to non-GAAP Operating Income

Recent Fiscal Year Periods

A7

(Dollars in thousands)	Year Ended June 30,		Change	
	2025	2024	2025 vs. 2024	
Reported Operating Income	\$ 220,317	\$ 199,363	\$ 20,954	10.5 %
Cost of Sales - Inventory Write-Down for Product Line Exit	—	2,600	(2,600)	(100.0)%
SG&A Expenses - Acquisition Costs	3,781	—	3,781	N/M
Restructuring and Impairment Charges	5,102	14,874	(9,772)	(65.7)%
Adjusted Operating Income (non-GAAP)	\$ 229,200	\$ 216,837	\$ 12,363	5.7 %

Note: Adjusted Operating Income is a non-GAAP financial measure that excludes certain items affecting comparability, which can impact the analysis of our underlying core business performance and trends. The table above presents a reconciliation between operating income as reported in accordance with GAAP and Adjusted Operating Income for the twelve months ended June 30.

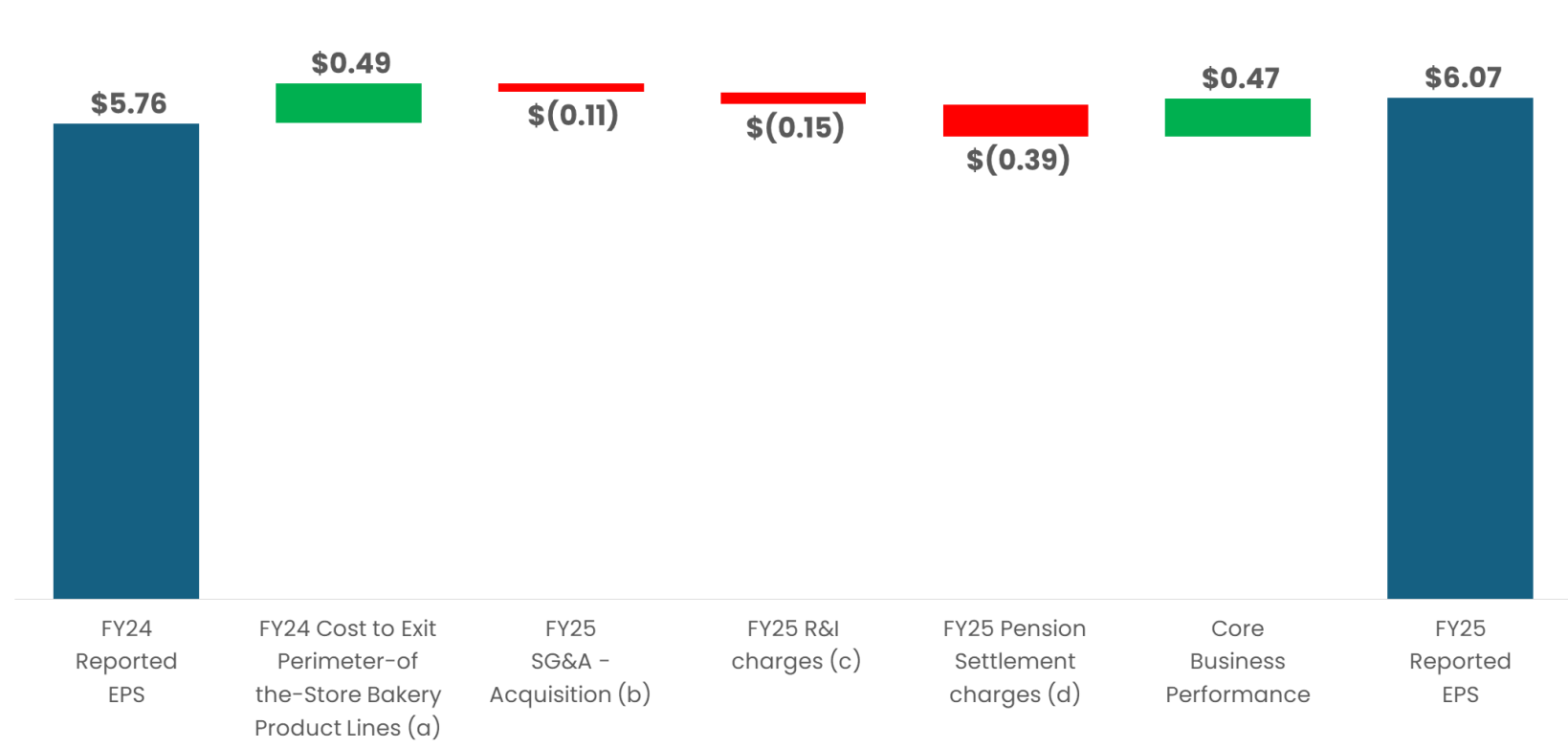
The adjustments above reflect costs related to restructuring or acquisition activities.

- In 2024, costs related to our decision to exit our perimeter-of-the-store bakery product lines reduced Operating Income by \$17.5 million (\$2.6 million related to the inventory write-down and \$14.9 million due to restructuring and impairment charges)
- In 2025, Operating Income was impacted by costs related to the Atlanta plant acquisition (\$3.8 million) and restructuring and impairment charges (\$5.1 million). The restructuring and impairment charges primarily related to the closure of our Milpitas, CA production facility.

Summarized Earnings Per Share Bridge Fiscal Year 2024 to Fiscal Year 2025



Fiscal Year Ended June 30
(Diluted Earnings Per Share)

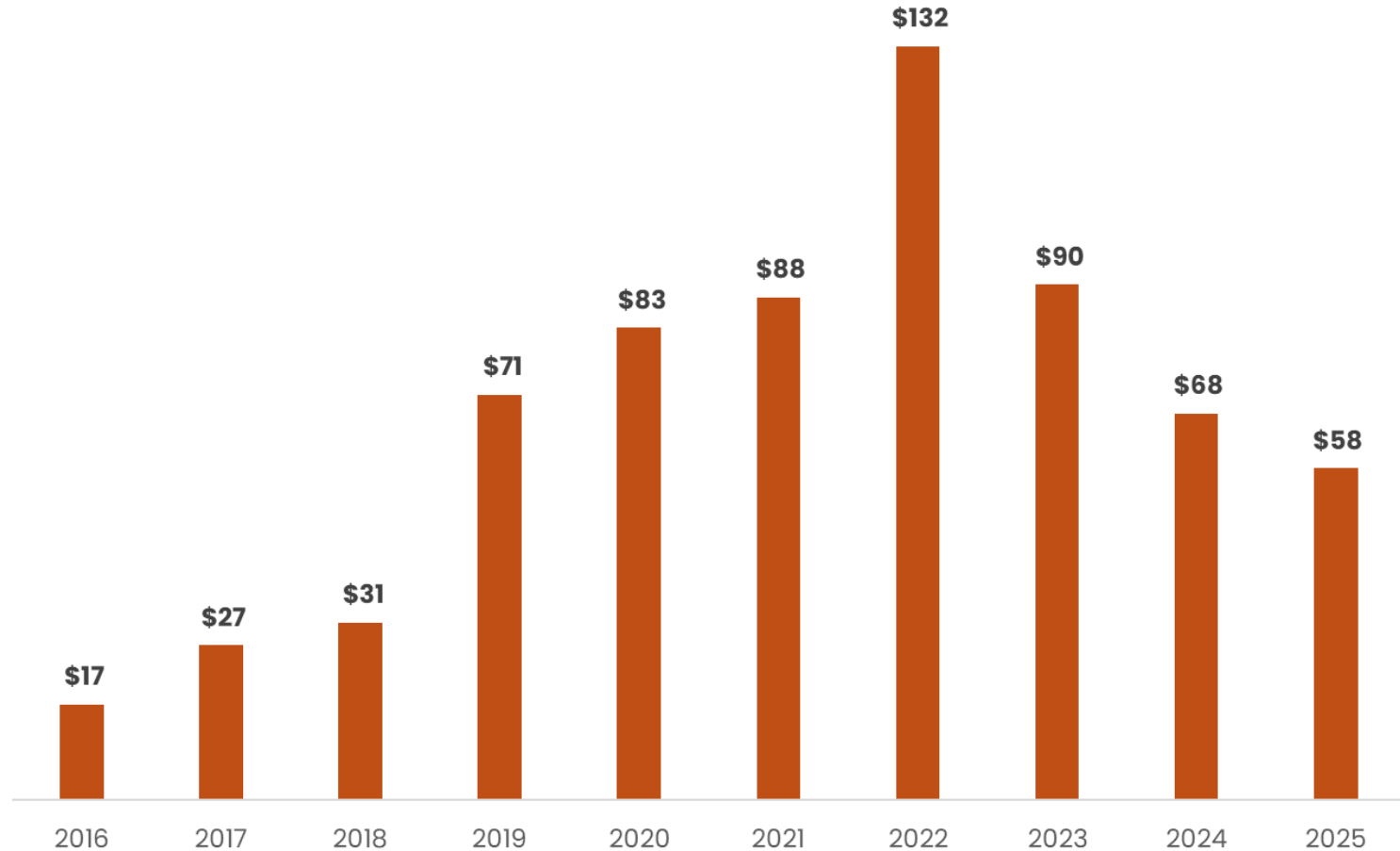


Notes:

- (a) FY24 restructuring and impairment charges and inventory write-down resulting from our decision to exit our perimeter-of-the-store bakery product lines
- (b) FY25 SG&A costs associated with the February 2025 acquisition of the Atlanta-based sauce and dressing production facility
- (c) FY25 restructuring and impairment charges, including \$0.13 per share related to the closure of our Milpitas, CA production facility
- (d) FY25 Pension Settlement charge is a noncash item

Capital Expenditure History *

\$ in Millions

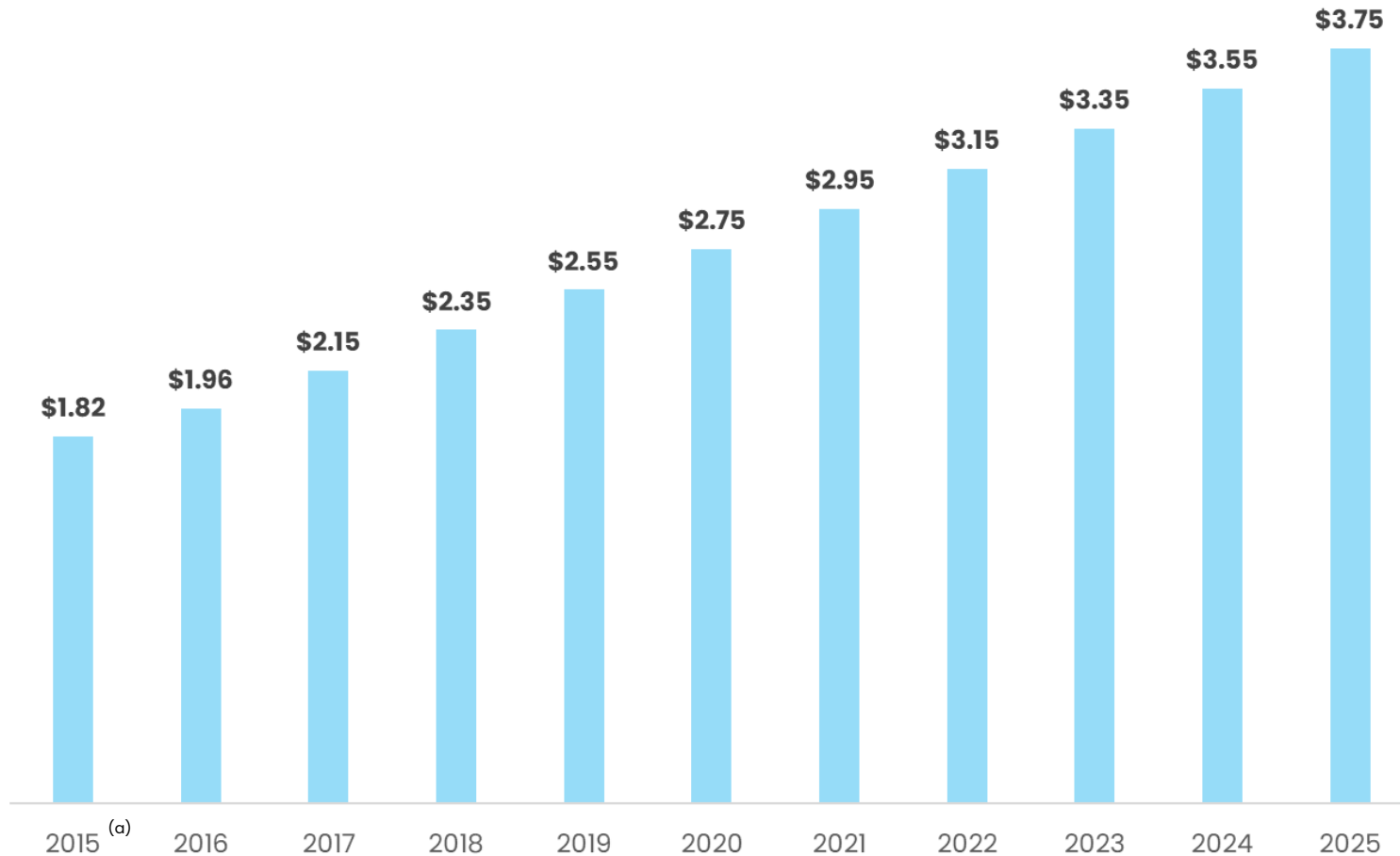


* Property Additions for the Fiscal Year Ended June 30

Regular Cash Dividends Per Share *

A10

\$ per Share



* Regular cash dividends for the Fiscal Year ended June 30

(a) Excludes special cash dividend of \$5.00 per share paid in 2016



Appendix B
Retail Brand Market Share
and Related Information

Portfolio of Strong Brands Relationships

(Retailer Sales and Market Share Data per Circana ¹)

B1

Marzetti®

Produce Dressing ²

\$ Sales: 148.0 MM

\$ Share: 27.1%

Produce Dip

\$ Sales: 158.2 MM

\$ Share: 81.6%



New York Brand® Bakery

Frozen Garlic Bread

\$ Sales: 362.3 MM

\$ Share: 42.4%



Sister Schubert's®

Frozen Dinner Rolls

\$ Sales: 158.7 MM

\$ Share: 50.6%



Croutons (all brands)

Croutons

\$ Sales: 88.9 MM

\$ Share: 28.2%



1 - 52 weeks ending 6/29/25, Source: Circana, Total U.S. Multi-Outlet

2 - Includes licensed Chick-fil-A® sales, which accounted for ~\$41 million, or 7.5% dollar share, of the produce dressings category

Olive Garden®

Shelf Stable Pourable Salad Dressing

\$ Sales: 171.7 MM

\$ Share: 6.5%



Chick-fil-A Sauces®

Prep/Finishing Sauce

\$ Sales: 175.6 MM

\$ Share: 16.6%



Buffalo Wild Wings®

Prep/Finishing Sauce

\$ Sales: 93.6 MM

\$ Share: 8.8%



Texas Roadhouse™ Rolls™

Frozen Dinner Rolls

\$ Sales: 32.9 MM

\$ Share: 10.5%



1 - Products for these brands are produced and sold under exclusive licensing agreements with The Marzetti Company

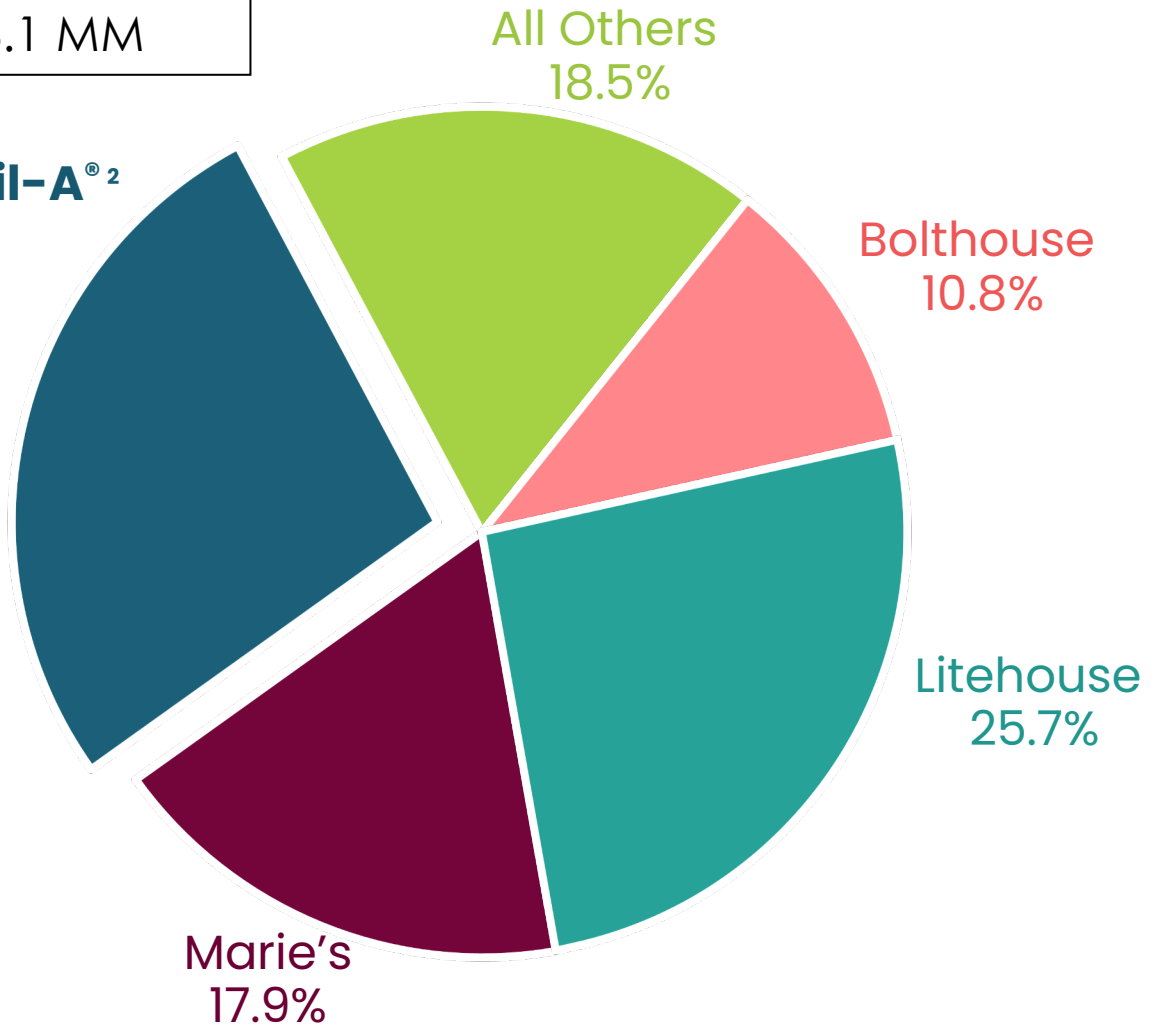
2 - 52 weeks ending 6/29/25, Source: Circana, Total U.S. Multi-Outlet

Produce Dressing Market Share ¹

B3

Total Category Sales: \$546.1 MM

Marzetti & Chick-fil-A^{® 2}
27.1%



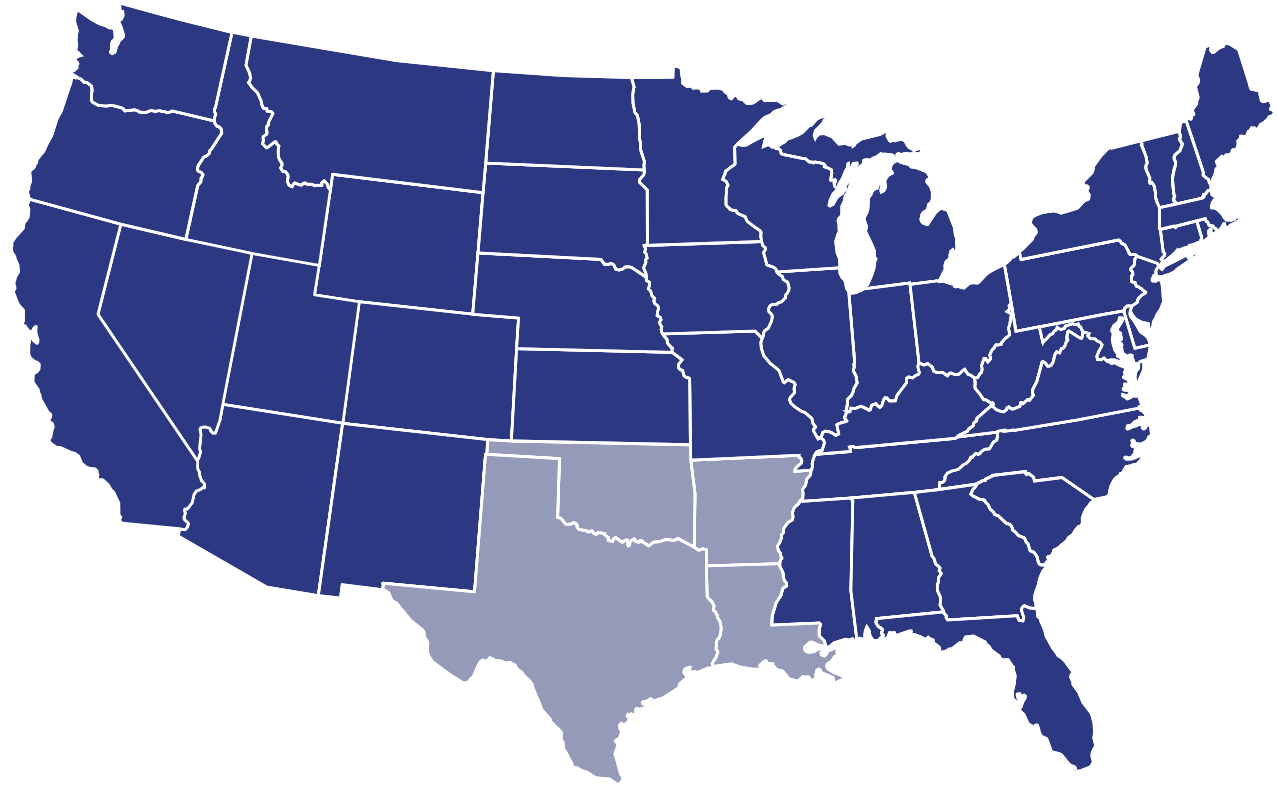
1 – 52 weeks ending 6/29/25, Source: Circana, Total U.S. Multi-Outlet

2 – Includes licensed Chick-fil-A[®] produce dressing sales, which accounted for ~\$41 million, or 7.5% dollar share of the produce dressing category

Marzetti Produce Dressing Distribution ¹

B4

ACV Distribution



**Total U.S. Multi-Outlet
67.3% ACV Weighted Distribution**

1 - 52 weeks ending 6/29/25, Source: Circana, Total U.S. Multi-Outlet

Produce Dip Market Share ¹

B5

Total Category Sales: \$193.9 MM

Marzetti
81.6%

Litehouse
8.8%

All Others
9.6%



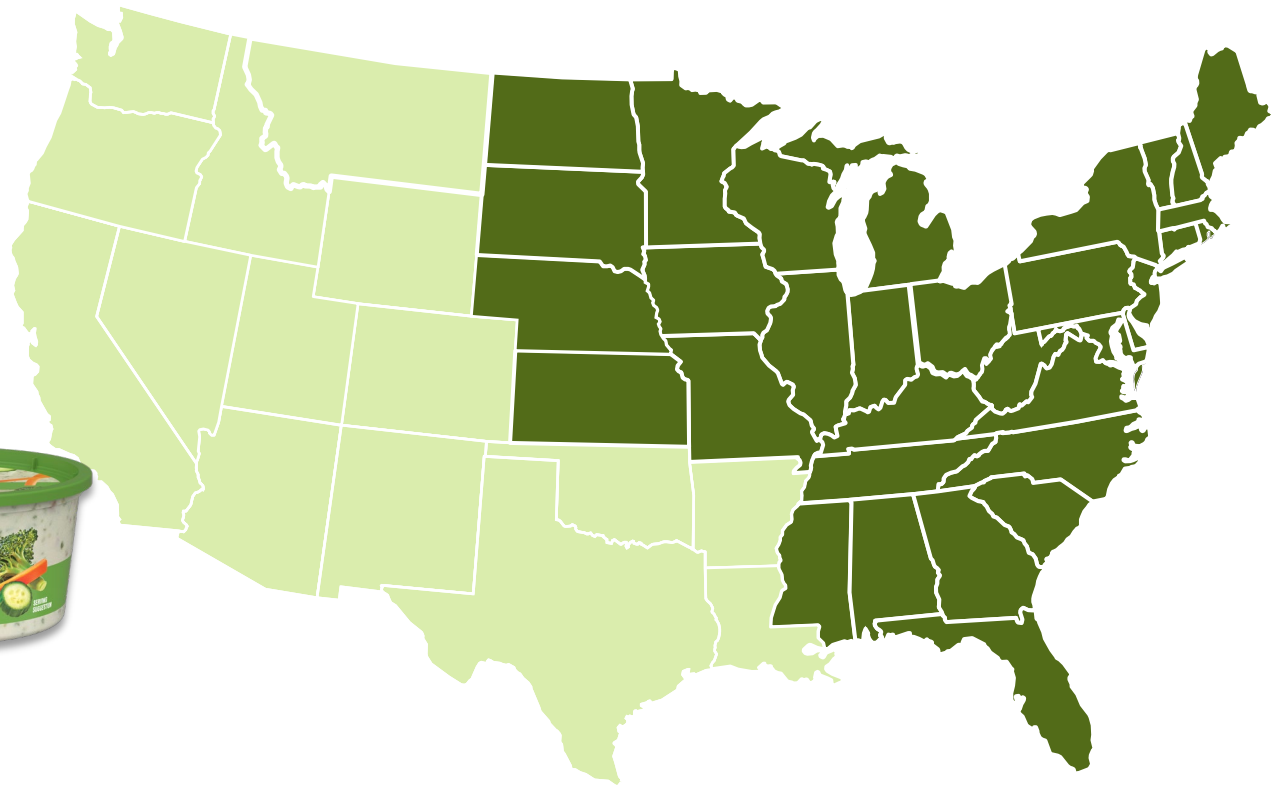
¹ - 52 weeks ending 6/29/25, Source: Circana, Total U.S. Multi-Outlet

Marzetti Produce Dip Distribution ¹

B6

ACV Distribution

- 21 - 70%
- 71 - 100%



**Total U.S. Multi-Outlet
65.9% ACV Weighted Distribution**

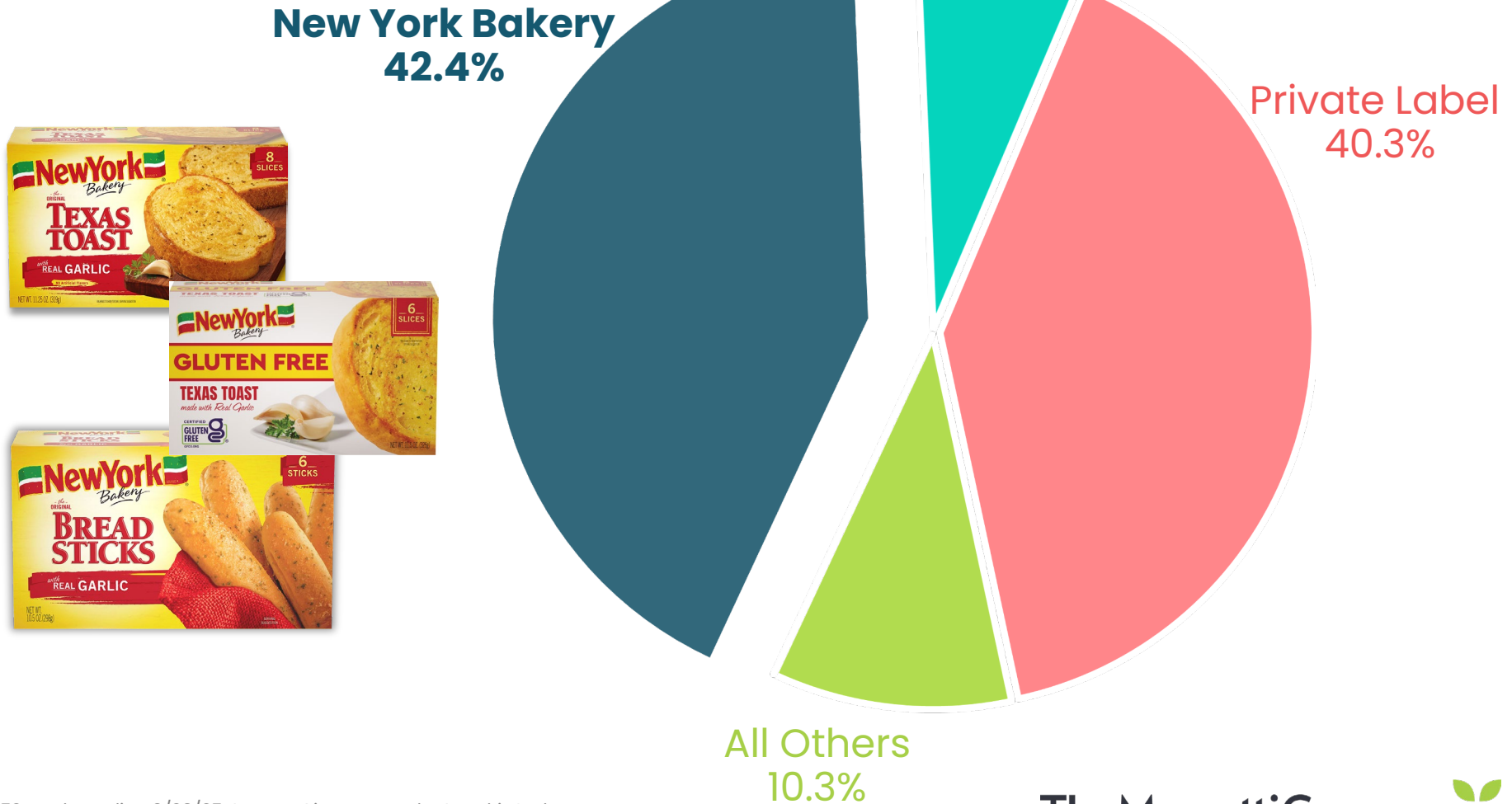


¹ - 52 weeks ending 6/29/25, Source: Circana, Total U.S. Multi-Outlet

Frozen Garlic Bread Market Share ¹

B7

Total Category Sales: \$853.7 MM



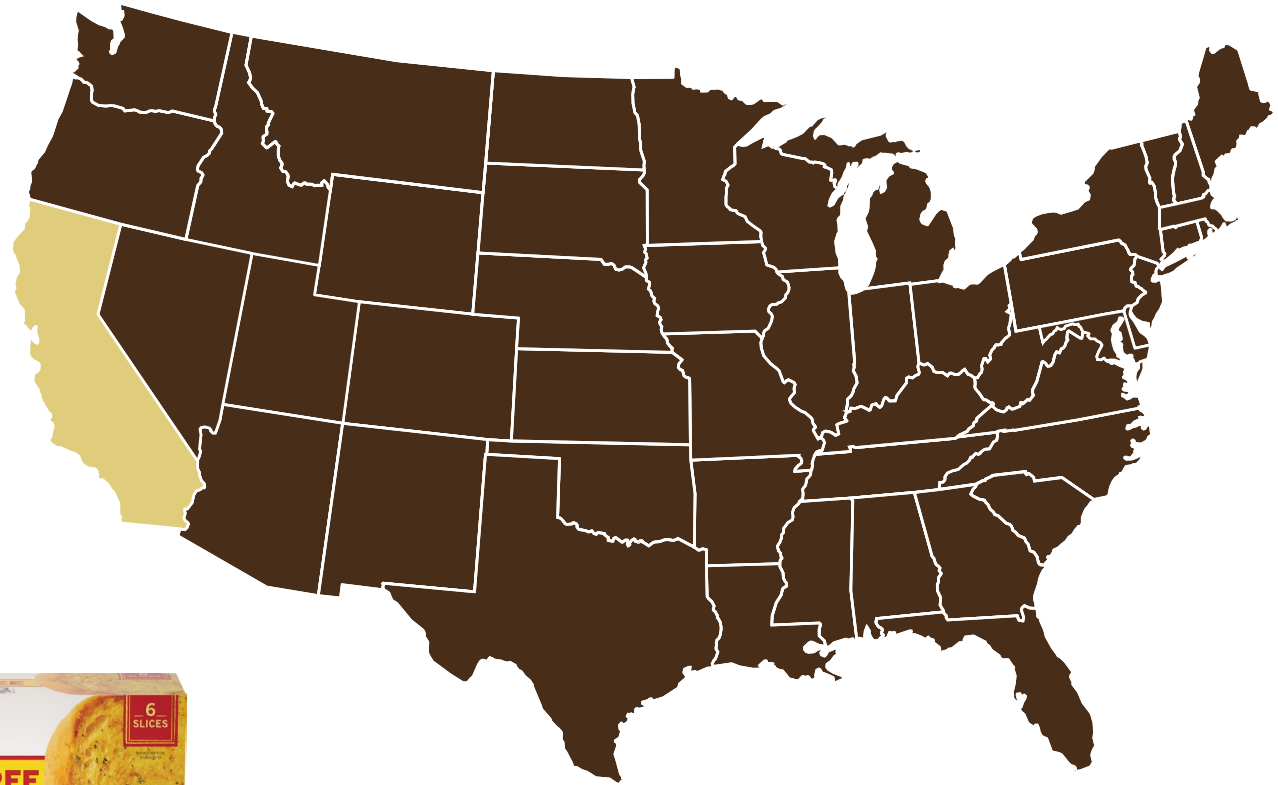
¹ - 52 weeks ending 6/29/25, Source: Circana, Total U.S. Multi-Outlet

New York Bakery Frozen Garlic Bread Distribution ¹

B8

ACV Distribution

- 0 - 74%
- 75 - 100%



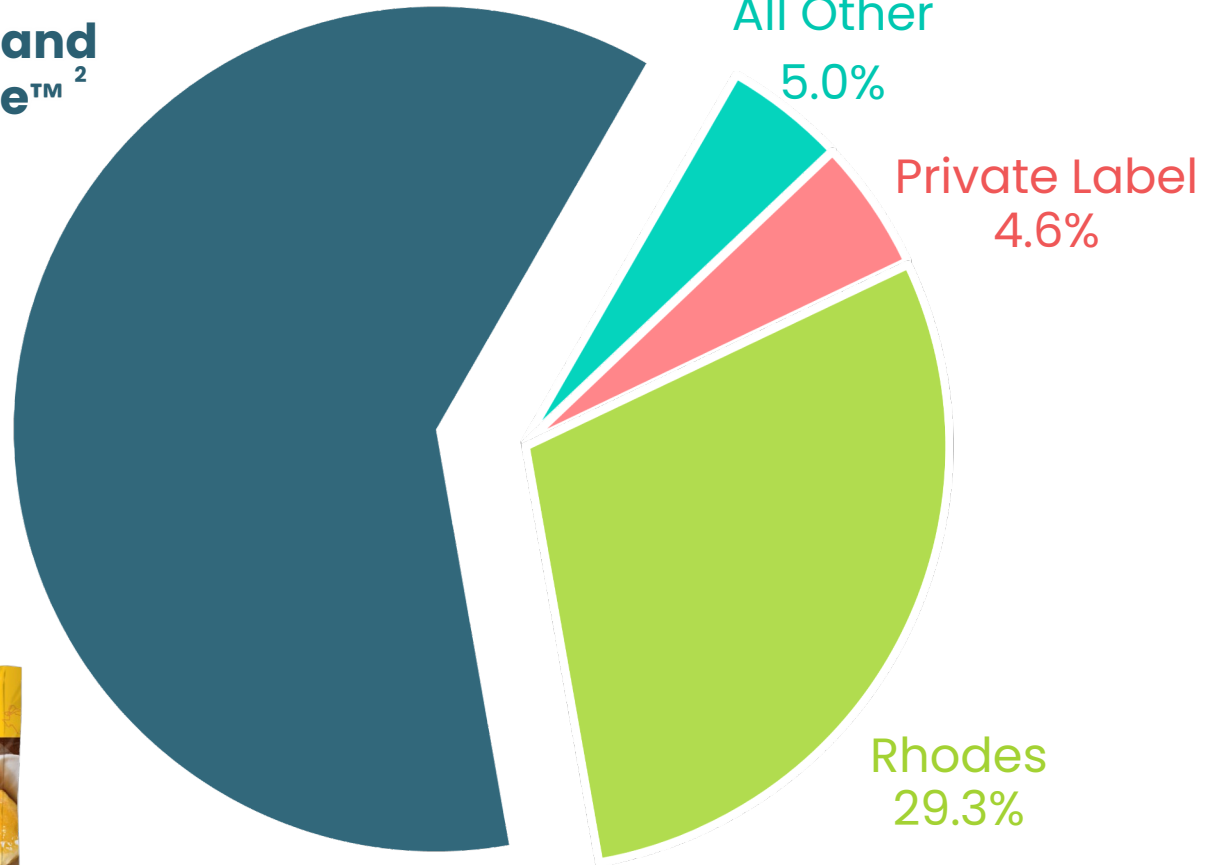
Total U.S. Multi-Outlet
83.2% ACV Weighted Distribution

Frozen Dinner Roll Market Share ¹

B9

Total Category Sales: \$313.8 MM

**Sister Schubert's and
Texas Roadhouse™ ²**
61.1%



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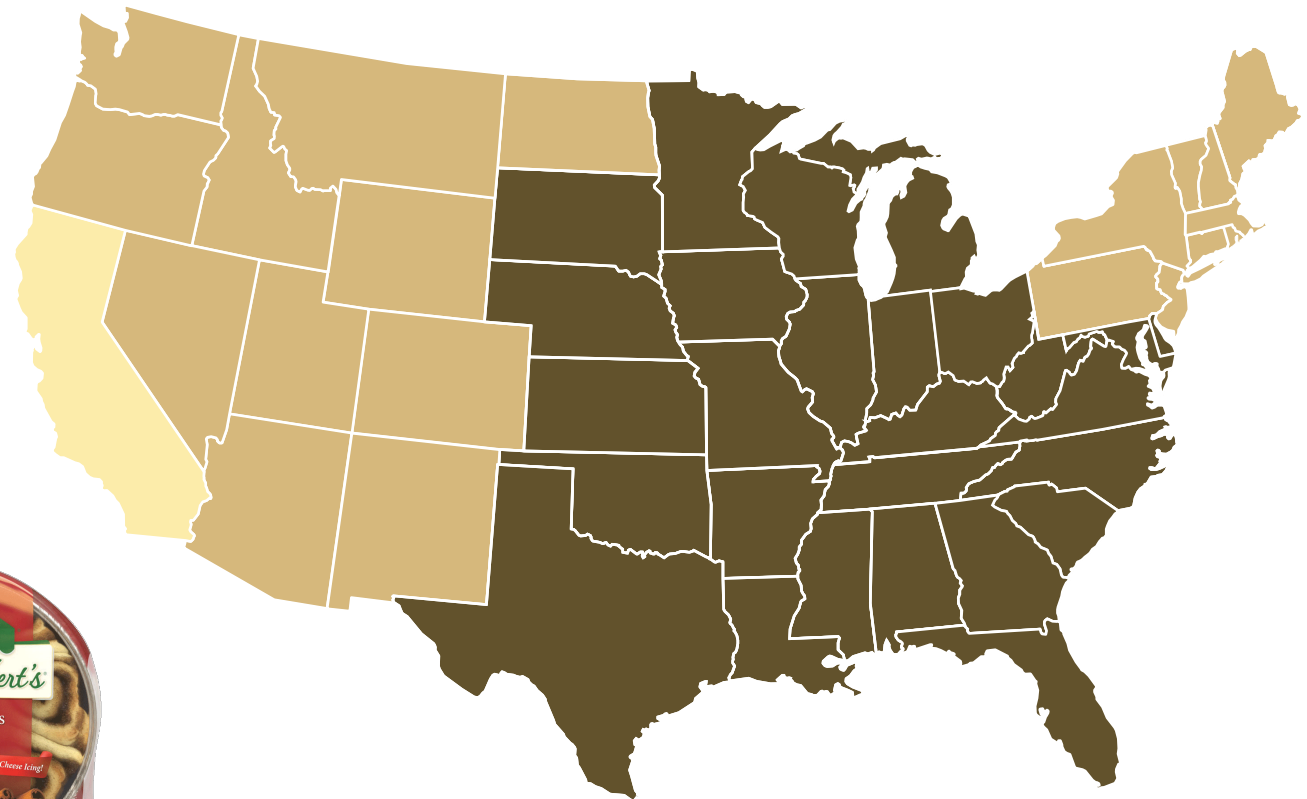
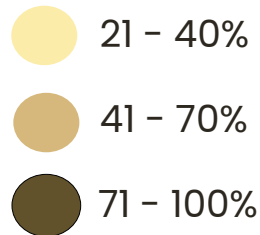
1 - 52 weeks ending 6/29/25, Source: Circana, Total U.S. Multi-Outlet

2 - Sister Schubert's holds a market share of 50.6%, while Texas Roadhouse™ accounts for 10.5% (during the targeted launch). The national launch to all major grocery retailers commenced on 8/18/25.

Sister Schubert's Distribution ^{1,2}

B10

ACV Distribution



**Total U.S. Multi-Outlet
71.0% ACV Weighted Distribution**

1 - 52 weeks ending 6/29/25, Source: Circana, Total U.S. Multi-Outlet

2 - Includes Sister Schubert's distribution only as the Texas Roadhouse™ Rolls launch to major grocery retailers commenced on 8/18/25

Crouton Market Share ¹

B11

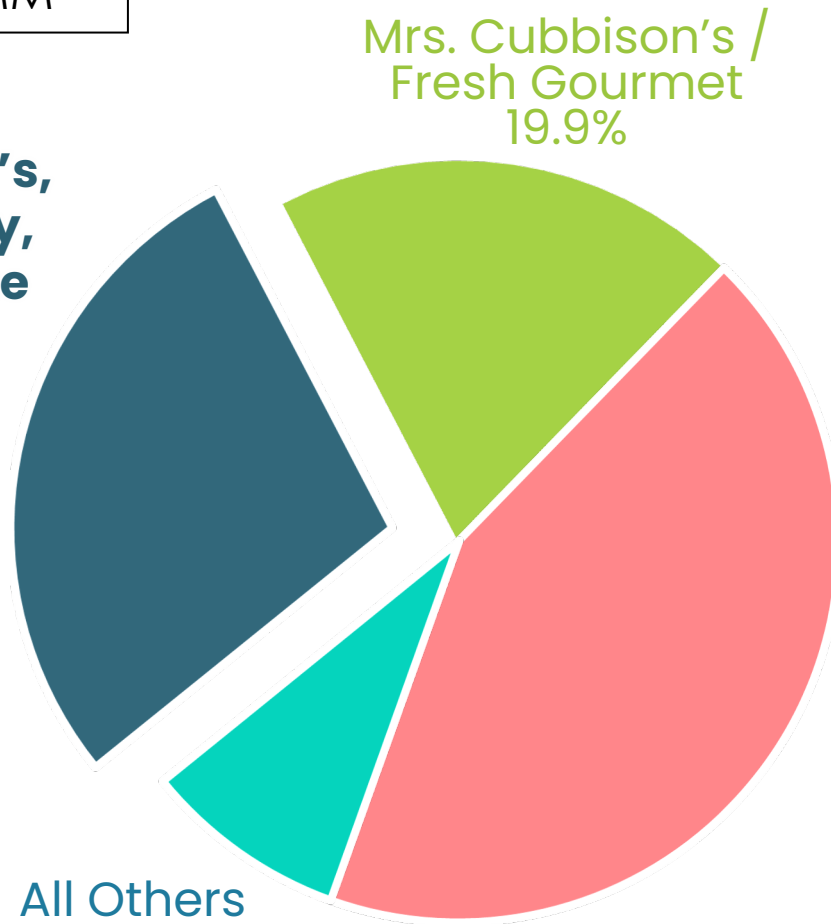
Total Category Sales: \$315.8 MM

**Marzetti, Cardini's,
New York Bakery,
Chatham Village**
28.2%

**Mrs. Cubbison's /
Fresh Gourmet**
19.9%

**Private
Label**
43.2%

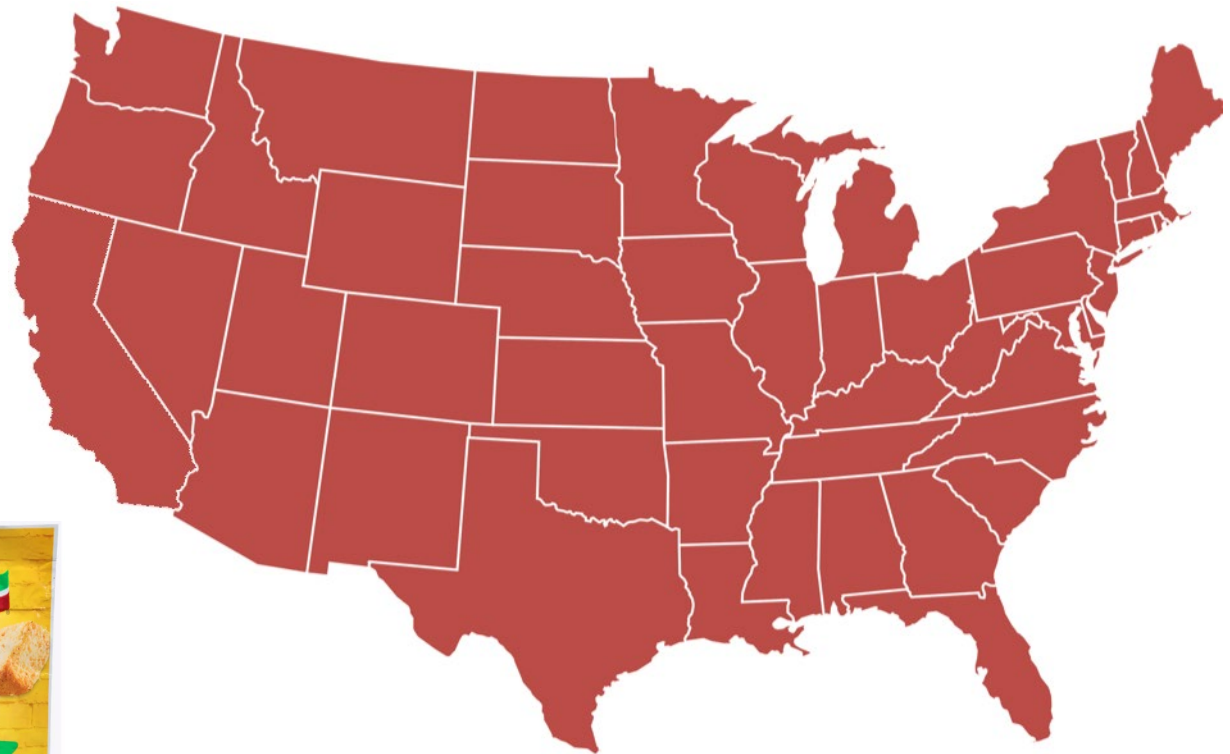
All Others
8.7%



New York Bakery Crouton Distribution ¹

B12

ACV Distribution



**Total U.S. Multi-Outlet
75.3% ACV Weighted Distribution**

¹ - 52 weeks ending 6/29/25, Source: Circana, Total U.S. Multi-Outlet

The Marzetti Company Continues to Achieve Strong Retail Sales and Volume Growth vs. Peers
(Dollar Sales Growth and Volume (lbs) Per Circana *)

Compound Annual Growth Rates - Calendar Year 2021 to 2024		
Company	Sales Volume (lbs) 3-Yr CAGR	Dollar Sales 3-Yr CAGR
THE MARZETTI COMPANY	5.4%	6.1%
Peer F	-0.6%	2.5%
Peer B	-1.5%	2.5%
Peer E	-3.4%	3.2%
Peer D	-5.2%	8.1%
Peer G	-7.2%	-1.5%
Peer C	-7.9%	-1.8%
Peer A	-18.0%	5.1%

Compound Annual Growth Rates - Calendar Year 2022 to 2024		
Company	Sales Volume (lbs) 2-Yr CAGR	Dollar Sales 2-Yr CAGR
THE MARZETTI COMPANY	6.8%	5.4%
Peer C	0.9%	1.5%
Peer D	0.2%	2.4%
Peer F	-1.3%	7.7%
Peer B	-5.5%	-0.2%
Peer G	-6.5%	-3.1%
Peer E	-11.4%	-6.9%
Peer A	-23.7%	3.3%

*Source: Circana, Total U.S. – All Outlets for the calendar year periods noted. Dollar sales and consumption volume (lbs) used for this analysis are as provided by Circana for the noted companies' branded items (excludes private label items) with no adjustments for the impact of acquisitions or divestitures.

Note - Peer companies used for this evaluation, with an enterprise value ranging from about \$1.2 Billion to \$25 Billion (average \$12 Billion), as of February 2025, were (in alphabetical order of company name): B&G Foods, Inc.; Campbell Soup Company; J&J Snack Foods Corp.; McCormick & Company, Inc.; Post Holdings, Inc.; The Hain Celestial Group, Inc.; and The JM Smucker Company.

NOTES



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