



**VITA
COCO[®]**
CAGNY 2026

The graphic is a blue rectangle with a white border, featuring the Vita Coco logo and the text 'CAGNY 2026' in white. The background of the entire image is a collage of tropical items: pineapples, coconuts, limes, and three Vita Coco coconut water cartons. One carton is white with green accents, another is yellow with a blue cap, and the third is blue with a blue cap. The cartons are surrounded by fresh fruit and a pink net bag.

DISCLAIMER

NON-GAAP FINANCIAL MEASURES

This presentation includes non-GAAP financial measures, including adjusted EBITDA. Reconciliations of non-GAAP measures to the most directly comparable U.S. GAAP measures are provided at the end of this presentation. We believe these measures, when viewed alongside our U.S. GAAP results and the accompanying reconciliations, provide useful information for evaluating our core operating performance.

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of section 27A of the securities act of 1933, as amended, and section 21E of the securities exchange act of 1934, as amended. All statements other than statements of historical fact are forward-looking statements. These statements involve risks, uncertainties, and other factors that may cause actual results to differ materially from those expressed or implied, including those described under "risk factors" in our filings with the SEC, available at www.Sec.Gov and <https://investors.Thevitacococompany.Com>. Forward-looking statements speak only as of the date of this presentation, and undue reliance should not be placed on them. We assume no obligation to update any forward-looking statement except as required by law.

WEBSITE DISCLOSURE

The company intends to use its websites, vitacoco.com and investors.thevitacococompany.com, as a means for disclosing material non-public information and for complying with SEC regulation FD and other disclosure obligations.





Mike Kirban

**Co-Founder &
Executive Chairman**

**22 Years Beverage
Experience**



FROM
BRAZIL...



...TO NYC
BODEGA

3.5X THE ELECTROLYTES

VS. THE LEADING SPORTS DRINK*



*Vita Coco Original Coconut Water has 1149mg of electrolytes per 500ml; leading sports drink has ~292mg of electrolytes per 500ml



SMOOTHIE



WORKOUT



COCKTAIL



HANGOVER

**SOURCING
FROM A
~\$125B
CATEGORY**



BUILDING A CATEGORY TAKES TIME



HUSTLE



BUZZ



**RETAIL
EXECUTION**



**MULTI
GENERATIONAL**

MARKET LEADER IN A GROWING CATEGORY

Brand



Passionate
Team



Supply Chain



POSITIONED
FOR LONG
TERM
GROWTH



Martin Roper

Chief Executive Officer

**29 Years Beverage
Experience**

BOSTON BEER co.

• E S T D . 1 9 8 4 •

A SPECIAL COMPANY



Experienced Team

Category Leader

Relatively Young Category

Attractive Consumer Profile

Clear Path For Growth



EXPERIENCED TEAM



Jonathan Burth, COO



Corey Baker, CFO



Jane Prior, CMO



Charles van Es, CCO

YEARS OF BEVERAGE
EXPERIENCE

19

20

19

23

YEARS AT



19

3

17

11

CURRENT CATEGORY LEADER CORE MARKETS



VITA COCO
COCONUT
WATER
MARKET
SHARE

42%

80%

39%

CATEGORY
GROWTH

+22%

+32%

+125%



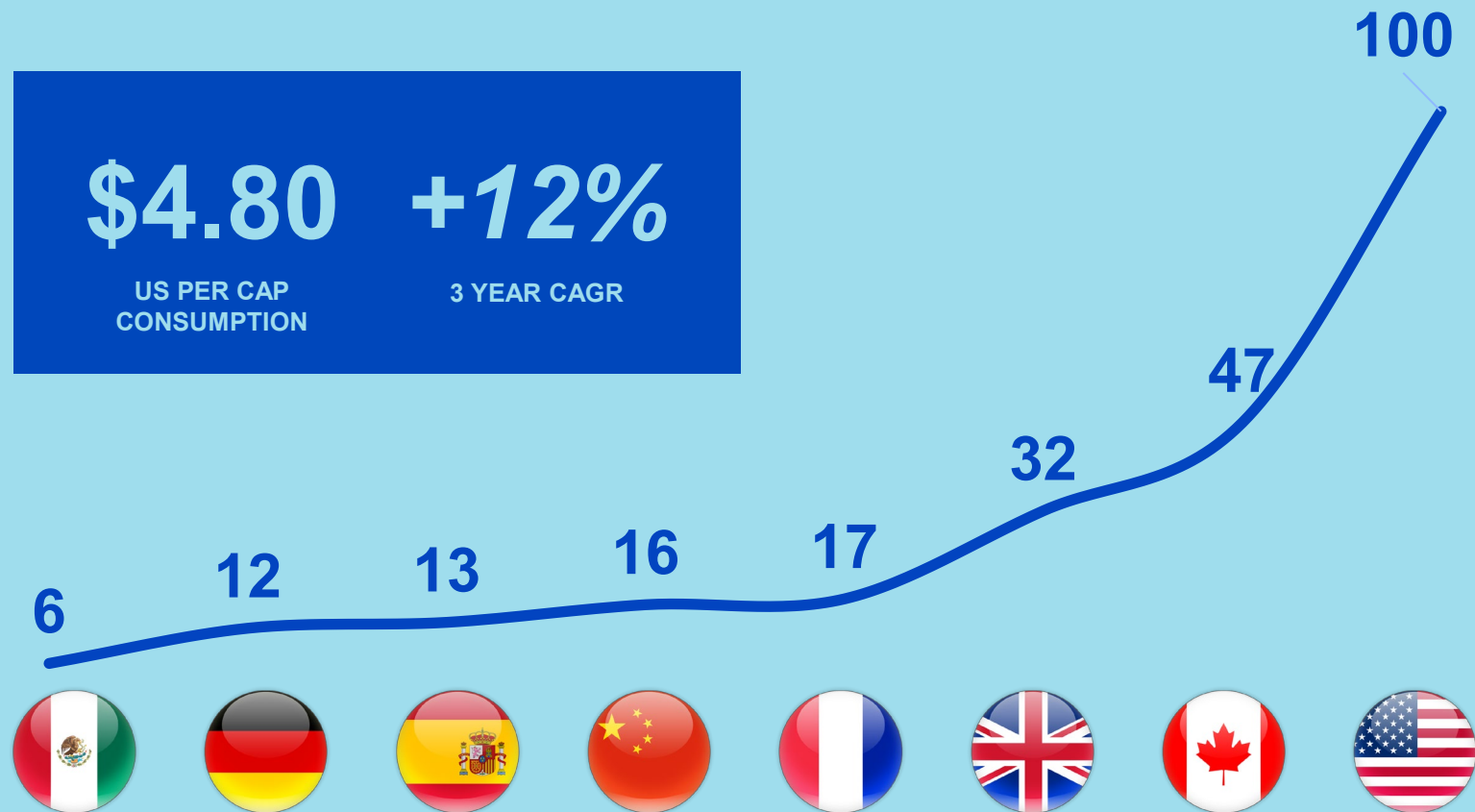
IN A RELATIVELY YOUNG CATEGORY

PER CAP CONSUMPTION INDEX TO US

\$4.80 **+12%**

US PER CAP
CONSUMPTION

3 YEAR CAGR



YOUNG MULTICULTURAL CONSUMER

VITA COCO COCONUT WATER US
SHOPPER INDEX TO ALL SHOPPERS

127

Gen Z + Millennial

153

Multi-Cultural





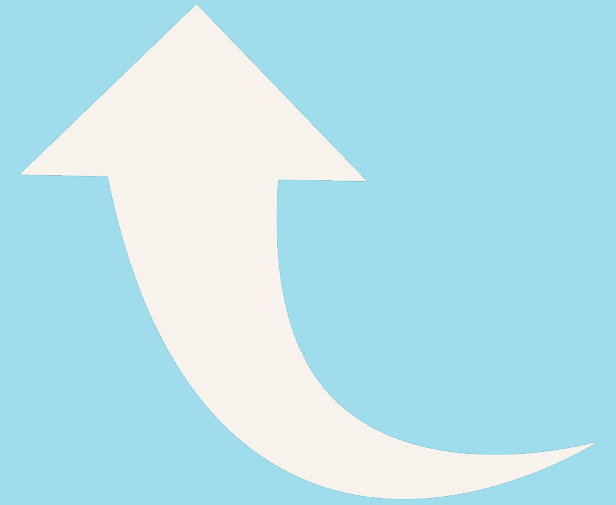
20 YEARS OF INNOVATION IN COCONUT WATER

WALMART RESET DEMONSTRATES THE POTENTIAL



NEW VITA COCO POINTS OF DISTRIBUTION

+ 27,000



150% INCREASE OVER PRIOR
YEAR, WITH INCREASED FACINGS
AND SHELF INVENTORY





STRATEGIC GROWTH PILLARS

Expand
Households
& Occasions

Grow
International

Innovate Outside
The Core

Future M&A



Jonathan Burth

Chief Operating Officer

**19 Years Beverage
Experience**

FROM THE CRACKING OF ONE COCONUT TO A WORLD CLASS SUPPLY CHAIN

**LONG TERM
PARTNERSHIPS**



WASTE TO VALUE



BUILT TO SCALE



UNIQUE SUPPLY CHAIN

We don't just buy coconut water; we manage a gold standard process from tree to shelf.



Sourced from
THOUSANDS
of small family farms



4M

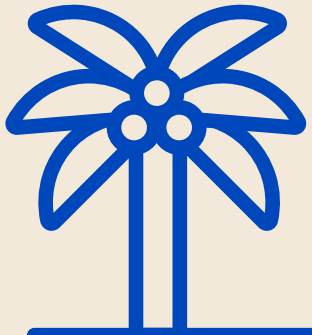
Coconuts cracked per day



100%

Of the entire coconut used

CREATING TRUE WIN-WIN PARTNERSHIPS



Step 1

Identifying large-scale coconut processors



Step 2

Sharing best practices to achieve “gold standard in coconut water processing.



Step 3

Secure long-term agreements – often exclusive – creates barriers to scalability.

OUR DIVERSIFIED SUPPLY NETWORK

Dedicated asset light supply chain to scale efficiently

**16 factories
across 6
countries**

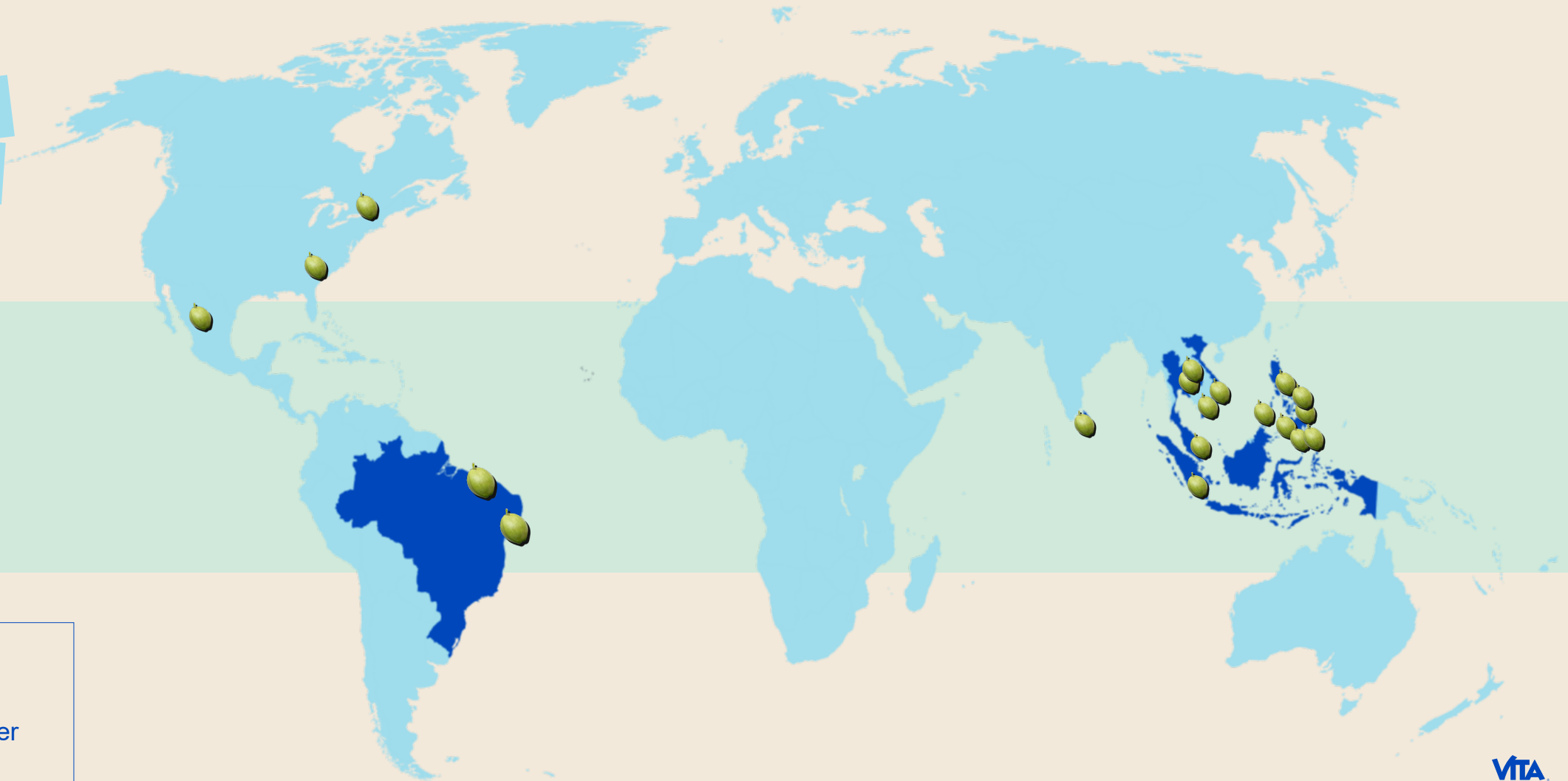
Tropical Belt



Countries



Factory or Co-packer



WITH AN ASSET-LIGHT MODEL, WE MAINTAIN CONTROL SAFEGUARDING EVERY LINK OF OUR SUPPLY CHAIN

20 years
in the
making

SUPPLY CHAIN DEVELOPMENT

CUSTOMER
ACCOUNTS

TECHNICAL SERVICES

DEMAND PLANNING

INNOVATION & R&D

SUPPLY PLANNING

QUALITY ASSURANCE

IN-MARKET LOGISTICS

GLOBAL LOGISTICS





Corey Baker

Chief Financial Officer

**20 Years Beverage
Experience**



RECORD 2025 FULL YEAR RESULTS

+26%

VITA COCO COCONUT
WATER NET SALES
GROWTH

+18%

TOTAL NET SALES
GROWTH

+27%

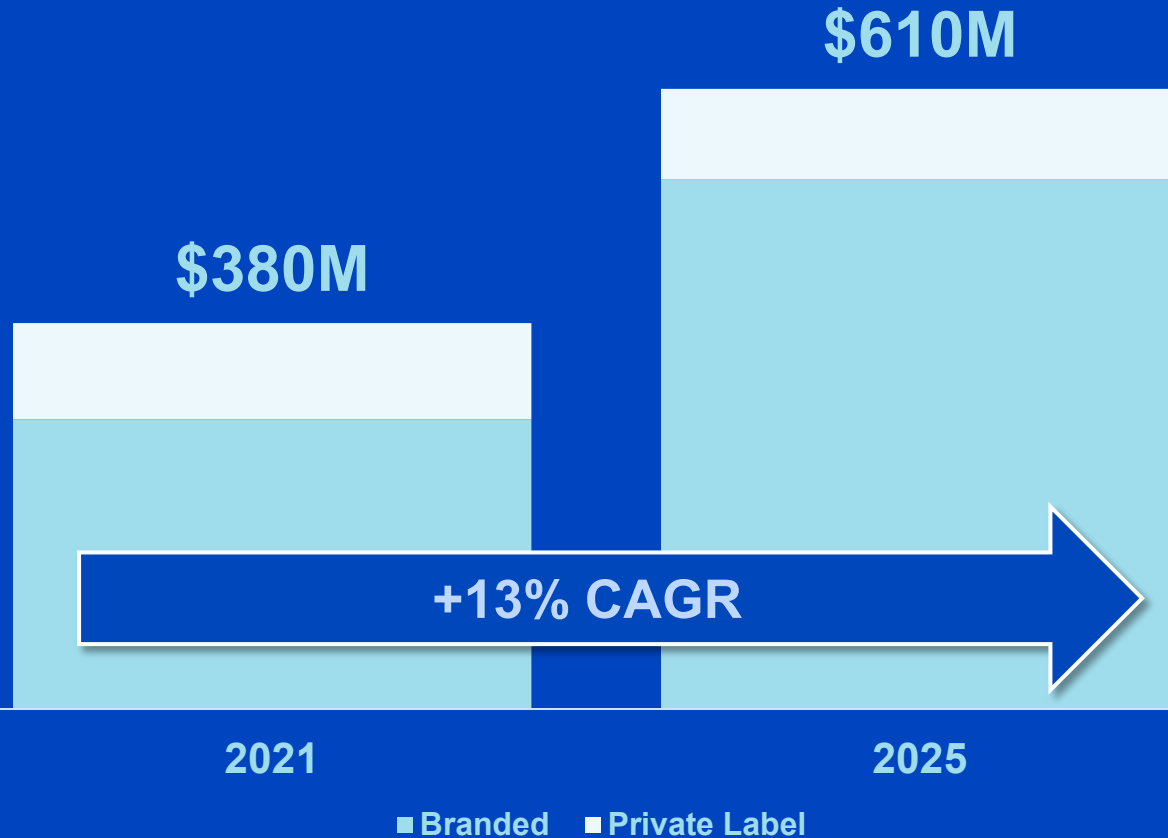
EPS GROWTH

\$98M

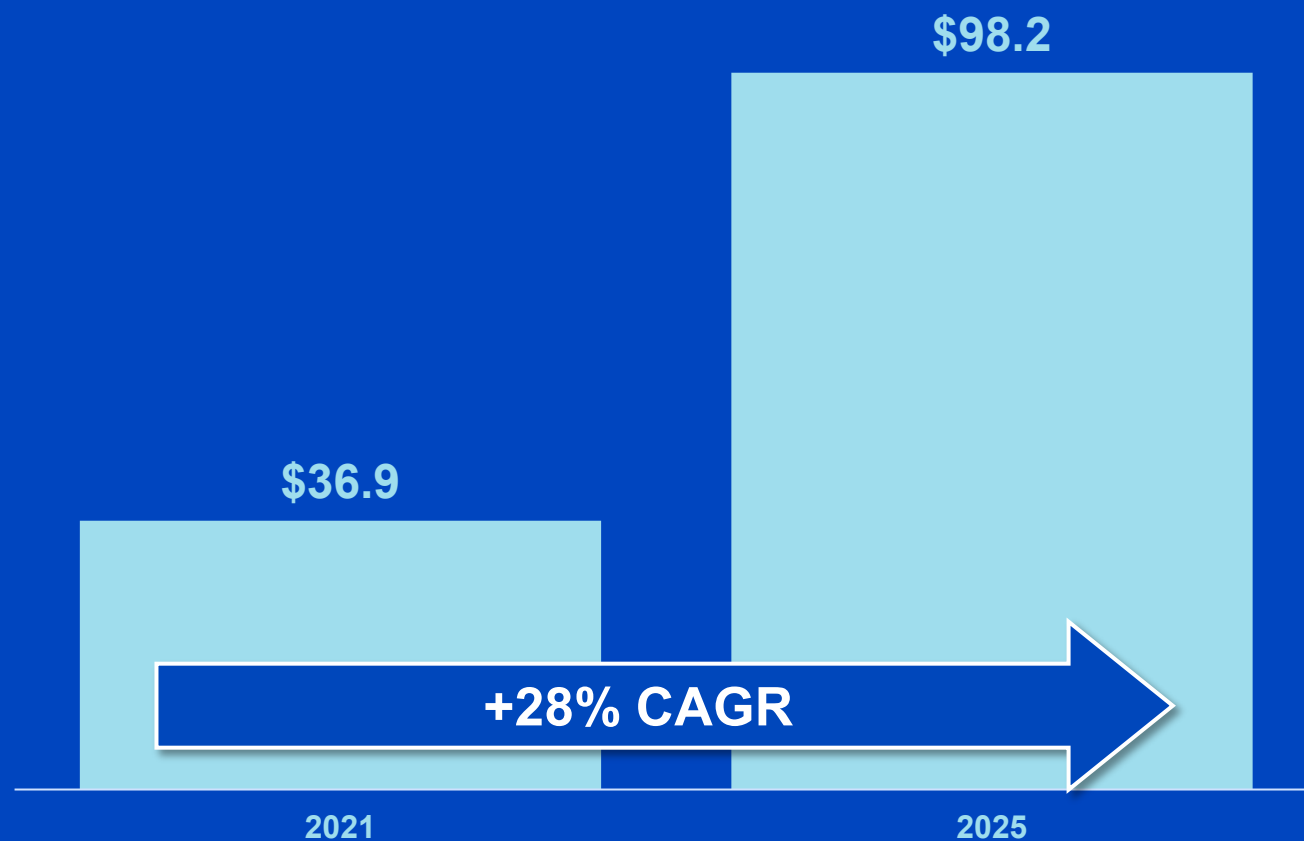
ADJUSTED EBITDA



STRONG NET SALES GROWTH POST IPO



2.5X INCREASE IN ADJUSTED EBITDA



HEALTHY BALANCE SHEET

\$197M

CASH

\$0

DEBT

52%

ROIC

\$24M

of \$65M

SHARE REPURCHASE



STRONG 2026 GUIDANCE

NET SALES

\$680-\$700M

**GROSS
MARGIN**

~38%

**ADJUSTED
EBITDA**

\$122-\$128M

KEY ASSUMPTIONS

**US CW
CATEGORY**

**Growing Mid
Teens**

**VITA COCO
COCONUT WATER**

**Growing Low
to Mid Teens**

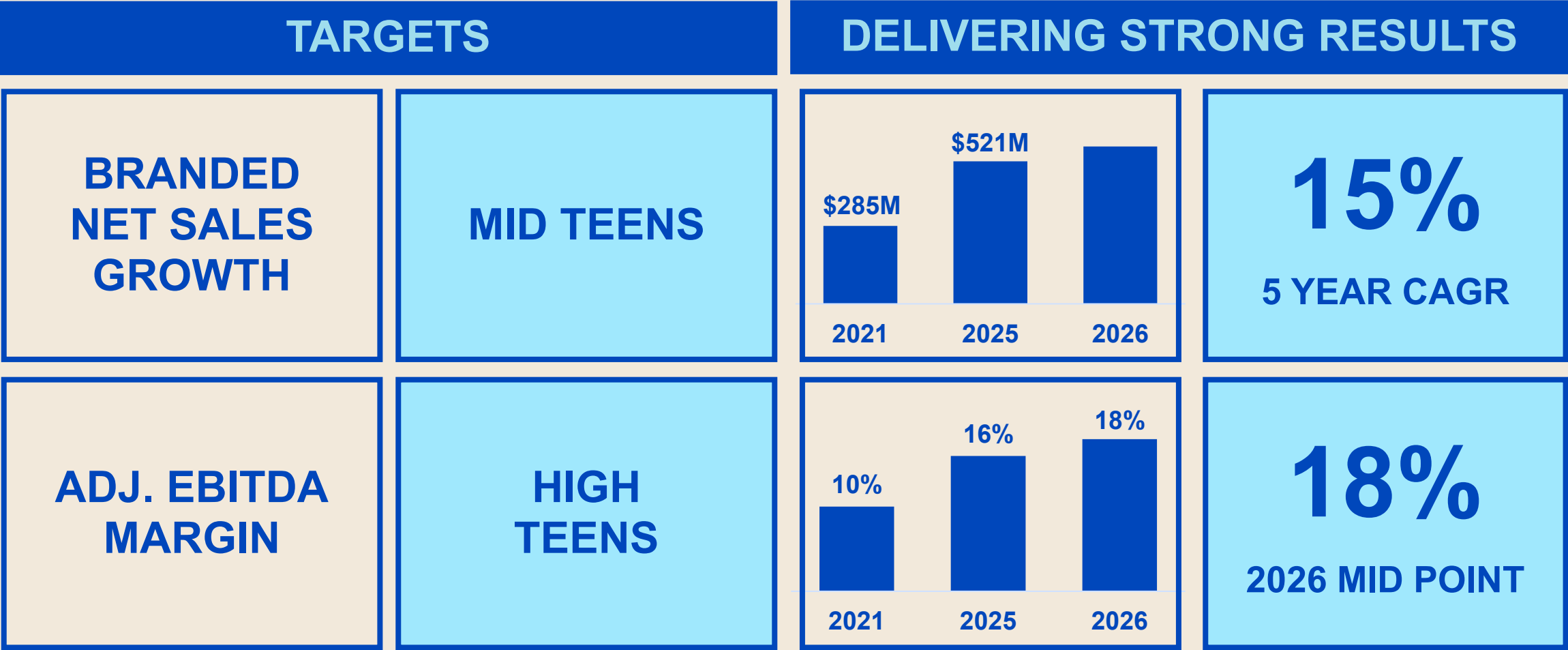
**US BRANDED
PRICING**

**Low Single
Digits Increase**

**US PRIVATE
LABEL**

+ 20% - 25%

DELIVERING ON LONG TERM OBJECTIVES



Note: Branded Net Sales Growth defined as Consolidated Net Sales minus Private Label Net Sales

Exceptional Brand

Entrepreneurial Team

Advantaged Supply Chain

Nascent Category

Solid Financial Performance

THE FUTURE IS BRIGHT!





THANK YOU!

