BUILDING THE BETTER BEVERAGE PLATFORM OF THE FUTURE

2026 Second Quarter Results

DISCLAIMER

NON-GAAP FINANCIAL MEASURES

In addition to disclosing results determined in accordance with U.S. GAAP, The Vita Coco Company, Inc. (the "Company") also discloses certain non-GAAP results of operations, including, but not limited to, Adjusted EBITDA, that include certain adjustments or exclude certain charges and gains that are described in the reconciliation tables of U.S. GAAP to non-GAAP information provided at the end of this presentation. These non-GAAP measures are a key metric used by management and our board of directors to assess our financial performance across reporting periods on a consistent basis by excluding items that we do not believe are indicative of our core operating performance and because we believe it is useful for investors to see the measures that management uses to evaluate the Company. In addition, we believe the presentation of these measures is useful to investors for period-to-period comparisons of results as the items described below in the reconciliation tables do not reflect ongoing operating performance.

These measures are not in accordance with, or an alternative to, U.S. GAAP, and may be different from non-GAAP measures used by other companies. In addition, other companies, including companies in our industry, may calculate such measures differently, which reduces its usefulness as a comparative measure. Investors should not rely on any single financial measure when evaluating our business. This information should be considered as supplemental in nature and is not meant as a substitute for our operating results in accordance with U.S. GAAP. We recommend investors review the U.S. GAAP financial measures included in this presentation. When viewed in conjunction with our U.S. GAAP results and the accompanying reconciliations, we believe these non-GAAP measures provide greater transparency and a more complete understanding of factors affecting our business than U.S. GAAP measures alone.

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 contained in this presentation that do not relate to matters of historical fact should be considered forward-looking statements, including but not limited to, statements regarding our future financial and operating performance, including our GAAP and non-GAAP guidance, our strategy, projected costs, tariffs and trade policies, prospects, expectations, plans, objectives of management, supply chain predictions, customer and supplier relationships, expected impact of acquisitions and expected net sales and category share growth.

The forward-looking statements in this presentation are only predictions. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our business, financial condition and results of operations. Forward-looking statements involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Forward-looking statements involve a number of risks, uncertainties or other factors beyond the Company's control. These factors include, but are not limited to, those discussed under the caption "Risk Factors" in our Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q and our other filings with the U.S. Securities and Exchange Commission ("SEC") as such factors may be updated from time to time and which are accessible on the SEC's website at www.sec.gov and the Investor Relations page of our website at https://investors.thevitacococompany.com. Any forward-looking statements contained in this presentation speak only as of the date hereof and accordingly undue reliance should not be placed on such statements. We disclaim any obligation or undertaking to update or revise any forward-looking statements contained in this presentation, whether as a result of new information, future events or otherwise, other than to the extent required by applicable 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.

OUR VISION

To be the leading platform for brands in the functional beverage category, and help our consumers…

EAT A LITTLE BETTER, DRINK A LITTLE BETTER, LIVE A LITTLE BETTER

We believe in democratizing health and wellness, while using business as a force for good to drive positive impact in our communities

PUBLIC BENEFIT CORPORATION

VITA COCO Project

Certified B Corporation

VITA COCO

STRATEGIC GROWTH PILLARS

- Expand Households & Occasions
- Grow International
- Innovate Outside The Core
- Future M&A

Q2 2026 PERFORMANCE HIGHLIGHTS

NET SALES GROWTH	**28.1%**	Net Sales $216M
GROSS MARGIN	**48.7%**	+1,240 Basis Points VS. PY
ADJUSTED EBITDA[1]	**$67M**	31.1% Margin
NET INCOME	**$49M**	$0.82 Per Share
CASH-ON-HAND	**$279M**	$0M Debt

[1] For all non-GAAP information throughout this presentation, the U.S. GAAP to non-GAAP reconciliations may be found in the Appendix.

Q2 2026 YTD PERFORMANCE HIGHLIGHTS

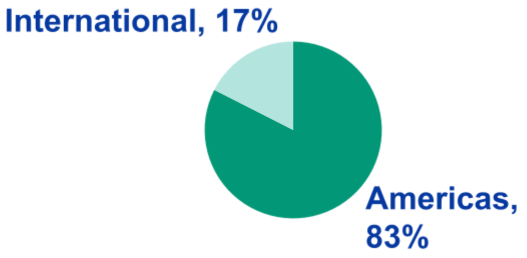
NET SALES GROWTH	**32.1%**	Net Sales $396M
GROSS MARGIN	**44.7%**	+820 BAsis Points VS. PY
ADJUSTED EBITDA[1]	**$106M**	26.8% Margin
NET INCOME	**$80M**	$1.32 Per Share
CASH-ON-HAND	**$279M**	$0M Debt

[1] For all non-GAAP information throughout this presentation, the U.S. GAAP to non-GAAP reconciliations may be found in the Appendix.

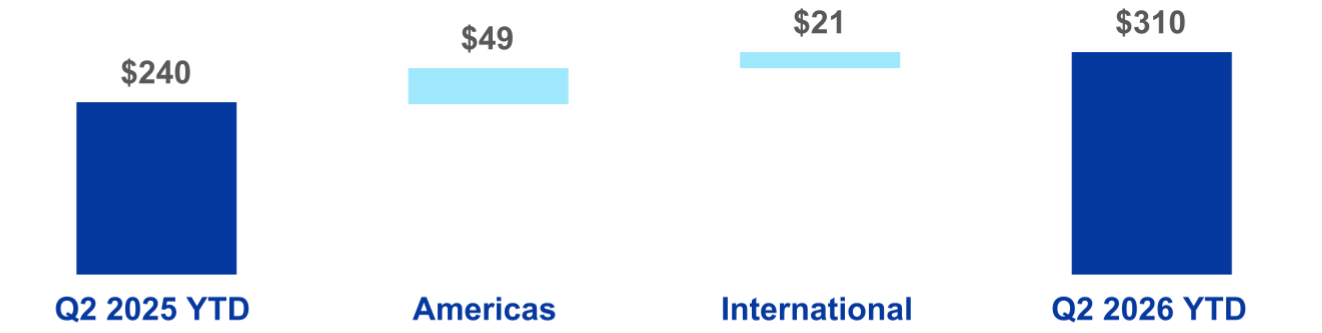
EXCEPTIONAL YEAR TO DATE GLOBAL COCONUT WATER NET SALES GROWTH

VITA COCO COCONUT WATER

Q2 2026 YTD Share of Consolidated Vita Coco Coconut Water Net Sales



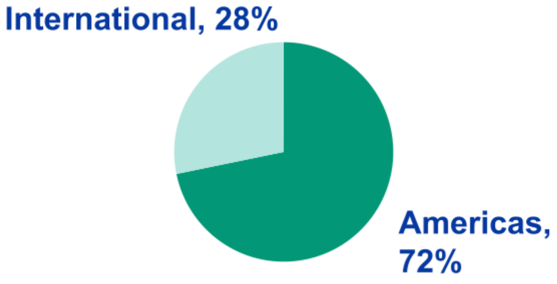
VCCW Net Sales ($M): Q2 2025 YTD to Q2 2026 YTD



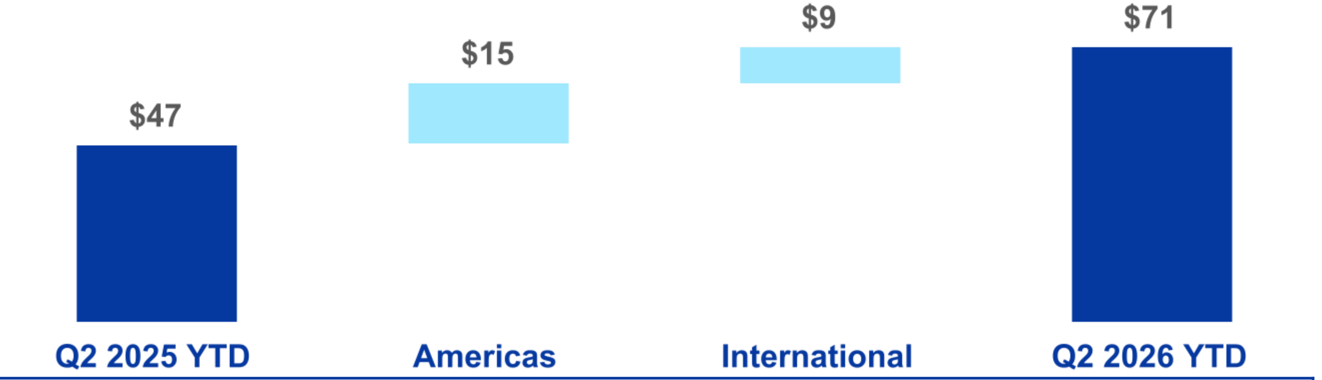
Net Sales Growth	24%	64%	29%

PRIVATE LABEL

Q2 2026 YTD Share of Consolidated Private Label Net Sales



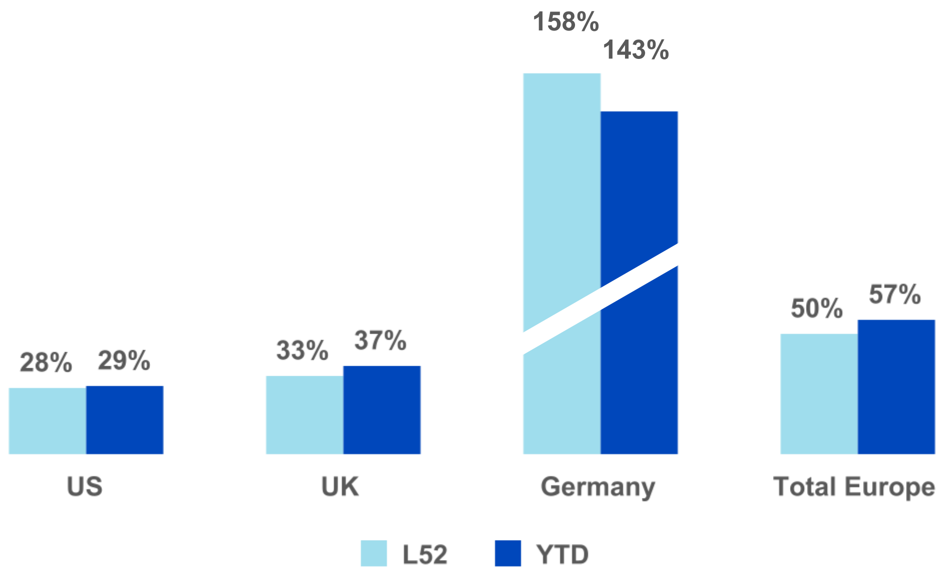
Private Label Net Sales ($M): Q2 2025 YTD to Q2 2026 YTD



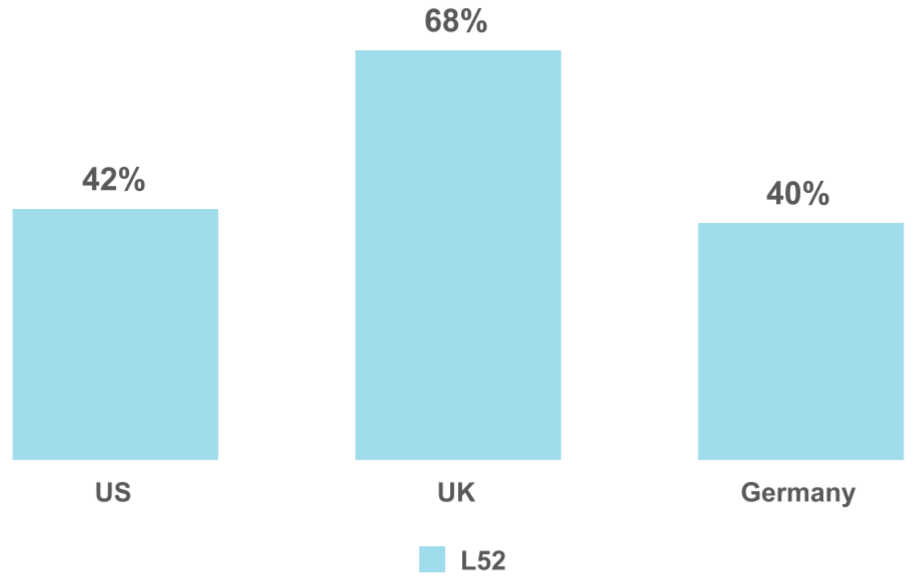
Net Sales Growth	43%	84%	52%

STRONG VITA COCO RETAIL GROWTH ACROSS MULTIPLE MARKETS

VITA COCO COCONUT WATER GROWTH



MARKET SHARE



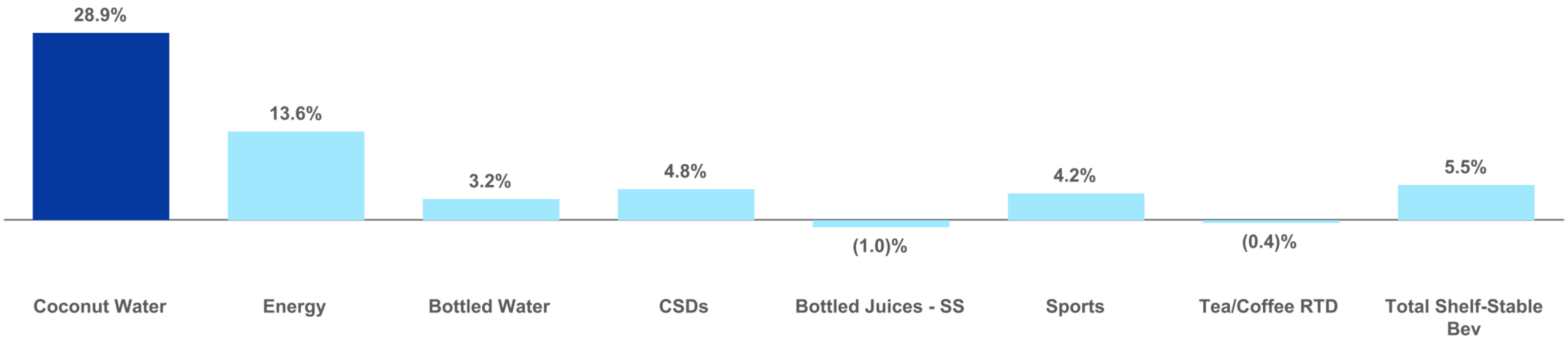
COCONUT WATER MARKET SIZE ($M USD)

US	UK	Germany	Total Europe
$1,600	$148	$71	$313

Source: Custom Research by The Vita Coco Company: Vita Coco Coconut Water Circana Total US MULO+ with Conv for the periods ending 6/28/2026
Nielsen UK Coconut Water Category for the periods ending 6/13/2026. Nielsen Europe aggregation of Germany, Spain, Austria, Sweden & France for the periods ending 6/14/2026

COCONUT WATER GROWTH OUTPACING OTHER US BEVERAGE CATEGORIES

DOLLAR $: TOTAL US MULO+ W/C % CHANGE VS. PY
Last 26 weeks - 6/28/26



4.6%	1.9%	1.6%	4.7%	5.9%	1.1%	2.0%	4.3%

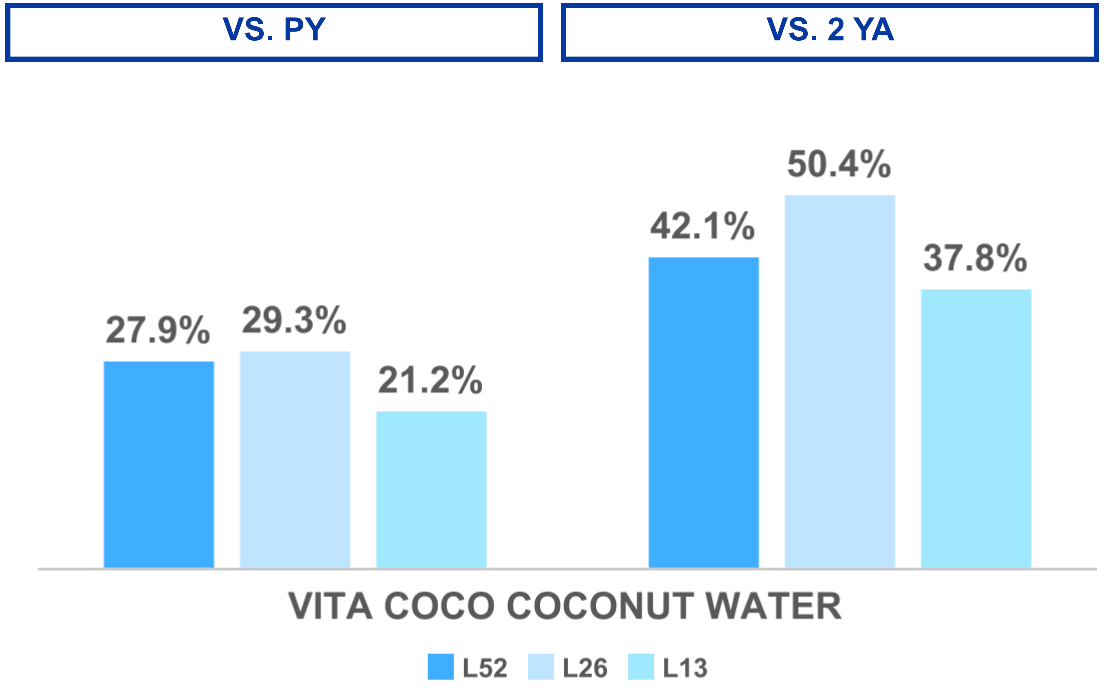
$ per Volume % Change

Source: Custom Research by The Vita Coco Company, Vita Coco Coconut Water Circana Total US MULO+ with Conv for the Last 26 weeks - 6/28/26. Chart above represents major shelf-stable beverage categories.

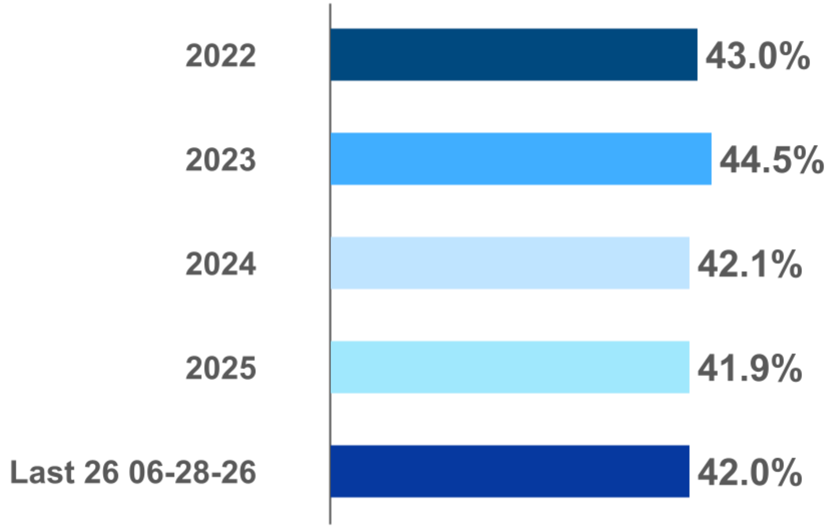
VITA COCO MAINTAINING US CATEGORY SHARE, WITH STRONG YTD SCAN GROWTH

L13 WEEKS NEGATIVELY IMPACTED BY MOVEMENT OF PROMOTIONAL EVENT INTO Q1 (WAS Q2 LAST YEAR)

TOTAL US MULO+ W/C $ % CHANGE VS. PY AND VS. 2 YA L52W, L26W AND L13W THROUGH 6/28/26



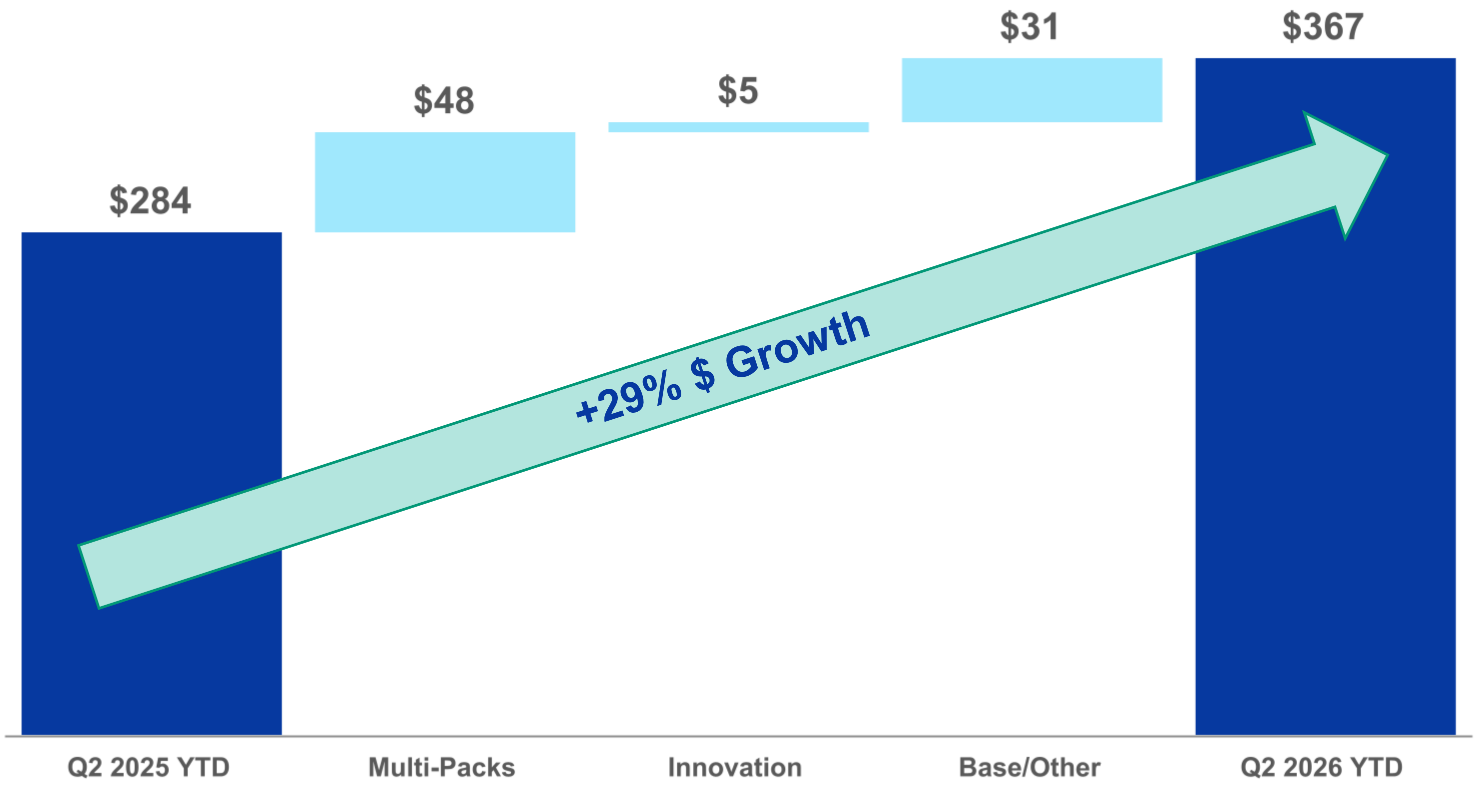
VITA COCO US SHARE OF COCONUT WATER



Source: Custom Research by The Vita Coco Company, Vita Coco Coconut Water - Circana Total US MULO+ with Conv, L52W, L26W and L13W through 6/28/26

KEY US VITA COCO COCONUT WATER COMMERCIAL INITIATIVES DRIVING GROWTH

MULO+ W/C $M CHANGE VS. PY



ACV PERFORMANCE

Total US – MULO+ ACV

	Q2'25 YTD	Q2'26 YTD
500mL 1ct Base	69	72
1L Base	68	72
500mL MPs (4pk)	63	67
330mL MPs	61	74
1L MPs	33	48
Farmers 1L	33	50
Total Brand	**89**	**92**

Total US – Conv ACV

	Q2'25	Q2'26
500mL 1ct Base	60	62
1L Base	14	18
Juice 1ct	29	27

Source: Custom Research by The Vita Coco Company. Total Vita Coco Coconut Water - Circana Total US MULO+ with Conv, L26W - 6/28/26. ACV Performance represents Vita Coco weighted distribution in a given geography (e.g. Total US – Multi Outlet+, Total US – Conv), L26W - 6/28/26

HEALTHY BALANCE SHEET END OF Q2

$279M
CASH

$0M
DEBT

82%
ROIC

$44M
PURCHASED* OF $105M AUTHORIZED SHARE REPURCHASE*

*Note: *Share authorization as of 7/21/26. Share purchase amount as of 7/22/2026. ROIC for trailing twelve months ending 6/30/26*

INCREASED 2026 GUIDANCE INCLUDING COPRA

NET SALES	$790-$805M
GROSS MARGIN	~40%
ADJUSTED EBITDA[1]	$154-$161M

KEY ASSUMPTIONS

US CW CATEGORY GROWTH	~20%
VITA COCO COCONUT WATER GROWTH	High Teens to Twenty %
SG&A LEVERAGE	1 ppt
US PRIVATE LABEL GROWTH	90%-100%

Source: The Vita Coco Company.
[1]GAAP Net Income 2026 outlook is not provided due to the inherent difficulty in quantifying certain amounts due to a variety of factors including the unpredictability in the movement in foreign currency rates, as well as future charges or reversals outside of the normal course of business.

NO CHANGE TO LONG-TERM FINANCIAL TARGETS

TARGETS	
BRANDED NET SALES GROWTH	MID TEENS
ADJ. EBITDA MARGIN	HIGH TEENS

Copra **expected to contribute positively to long-term Net Sales** objectives

- Branded opportunity in US - super-premium cold segment of coconut water is significant
- International opportunity for Nam Hom coconut water products is developing

Acquisition of Copra is expected to not materially affect Vita Coco's long term Adj. EBITDA margin target

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

APPENDIX

Q2 2026 P&L SUMMARY

$M, EXCEPT EPS	Q2 2026	Q2 2025	VS. PY	
NET SALES	$216.2	$168.8	28.1%	$47.4
GROSS PROFIT / % MARGIN	105.3 / 48.7%	61.3 / 36.3%	71.9%	44.0
SG&A	42.2	36.1	16.7%	6.0
INCOME FROM OPERATIONS	63.1	25.1	151.3%	38.0
NET INCOME / % MARGIN	49.5 / 22.9%	22.9 / 13.6%	115.9%	26.5
EPS - DILUTED	$0.82	$0.38		
NON-GAAP MEASURES				
EBITDA / % MARGIN	62.4 / 28.9%	26.9 / 15.9%	132.0%	35.5
ADJUSTMENTS	4.9	2.4	105.9%	2.5
ADJUSTED EBITDA* / % MARGIN	67.2 / 31.1%	29.2 / 17.3%	129.9%	38.0

Note: Amounts rounded.
** For all non-GAAP information throughout this presentation, the U.S. GAAP to non-GAAP reconciliations may be found in the Appendix.*

2026 YTD P&L SUMMARY

$M, EXCEPT EPS	2026 YTD	2025 YTD	VS. PY	
NET SALES	$395.9	$299.7	32.1%	$96.2
GROSS PROFIT / % MARGIN	177.1 / 44.7%	109.4 / 36.5%	62.0%	67.8
SG&A	80.4	64.9	23.8%	15.5
INCOME FROM OPERATIONS	96.7	44.4	117.8%	52.3
NET INCOME / % MARGIN	79.9 / 20.2%	41.8 / 13.9%	91.1%	38.1
EPS - DILUTED	$1.32	$0.70		
NON-GAAP MEASURES				
EBITDA / % MARGIN	98.7 / 24.9%	49.9 / 16.7%	97.8%	48.8
ADJUSTMENTS	7.2	1.8	n/m	5.4
ADJUSTED EBITDA* / % MARGIN	105.9 / 26.8%	51.7 / 17.3%	104.8%	54.2

Note: Amounts rounded.

** For all non-GAAP information throughout this presentation, the U.S. GAAP to non-GAAP reconciliations may be found in the Appendix.*

Q2 2026 AND Q2 2025 NET INCOME TO ADJUSTED EBITDA RECONCILIATION

	Three Months Ended	
$M	**June 30, 2026**	**June 30, 2025**
NET INCOME	**$49.5**	**$22.9**
Depreciation & Amortization	0.5	0.2
Interest Income	(2.5)	(1.5)
Income Tax Expense	14.9	5.3
EBITDA	**$62.4**	**$26.9**
Stock-Based Compensation	3.6	3.0
Unrealized (Gain) / Loss on Derivative Instruments	0.2	(1.1)
FX Loss / (Gain)	1.0	(0.5)
Other Adjustments	—	0.9
ADJUSTED EBITDA	**$67.2**	**$29.2**

Note: Amounts rounded.

2026 YTD AND 2025 YTD NET INCOME TO ADJUSTED EBITDA RECONCILIATION

	Six Months Ended	
$M	**June 30, 2026**	**June 30, 2025**
NET INCOME	**$79.9**	**$41.8**
Depreciation & Amortization	0.9	0.4
Interest Income / Expense	(4.0)	(3.0)
Income Tax Expense	21.9	10.7
EBITDA	**$98.7**	**$49.9**
Stock-Based Compensation	8.2	5.1
Unrealized (Gain) on Derivative Instruments	(2.6)	(3.9)
FX (Gain) / Loss	1.6	(1.0)
Other Adjustments	—	1.6
ADJUSTED EBITDA	**$105.9**	**$51.7**

Note: Amounts rounded.