



BUILDING THE BETTER BEVERAGE PLATFORM OF THE FUTURE

2026 First 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 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



STRATEGIC GROWTH PILLARS

Expand
Households
& Occasions

Grow
International

Innovate Outside
The Core

Future M&A



Q1 2026 PERFORMANCE HIGHLIGHTS

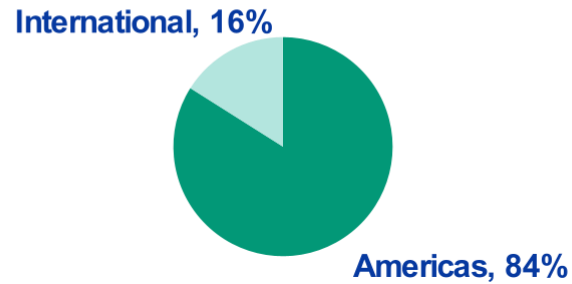
NET SALES GROWTH	37.3%	Net Sales \$180M
GROSS MARGIN	39.9%	+320 Basis Points VS. PY
ADJUSTED EBITDA ¹	\$39M	21.5% Margin
NET INCOME	\$30M	\$0.50 Per Share
CASH-ON-HAND	\$202M	\$0M Debt



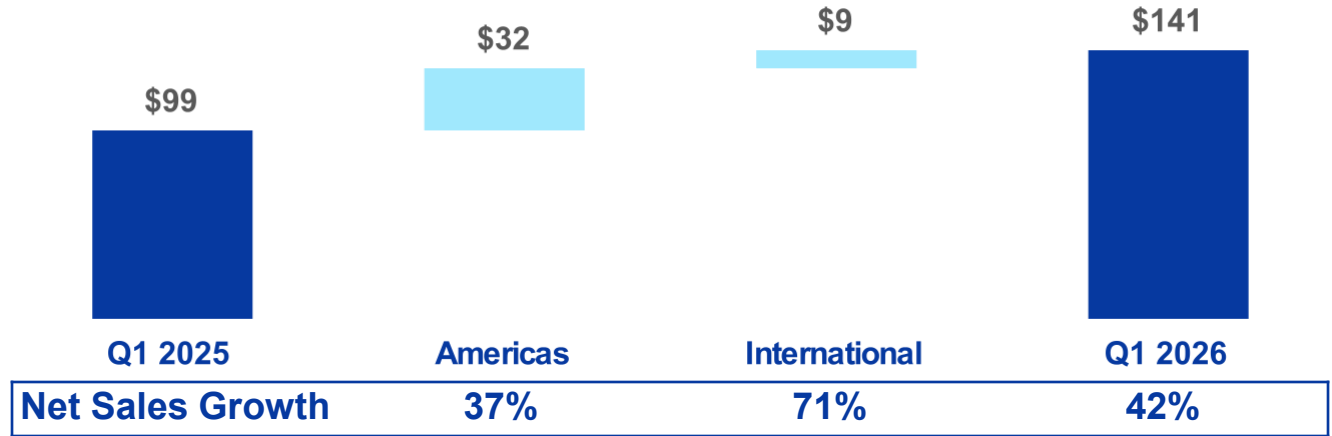
EXCEPTIONAL GLOBAL COCONUT WATER GROWTH

VITA COCO COCONUT WATER

Q1 2026 Share of Consolidated Vita Coco Coconut Water Net Sales

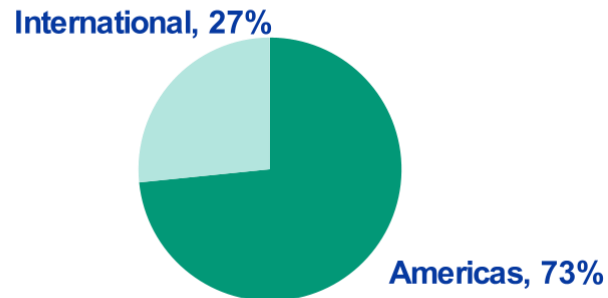


Net Sales (\$M): Q1 2025 to Q1 2026

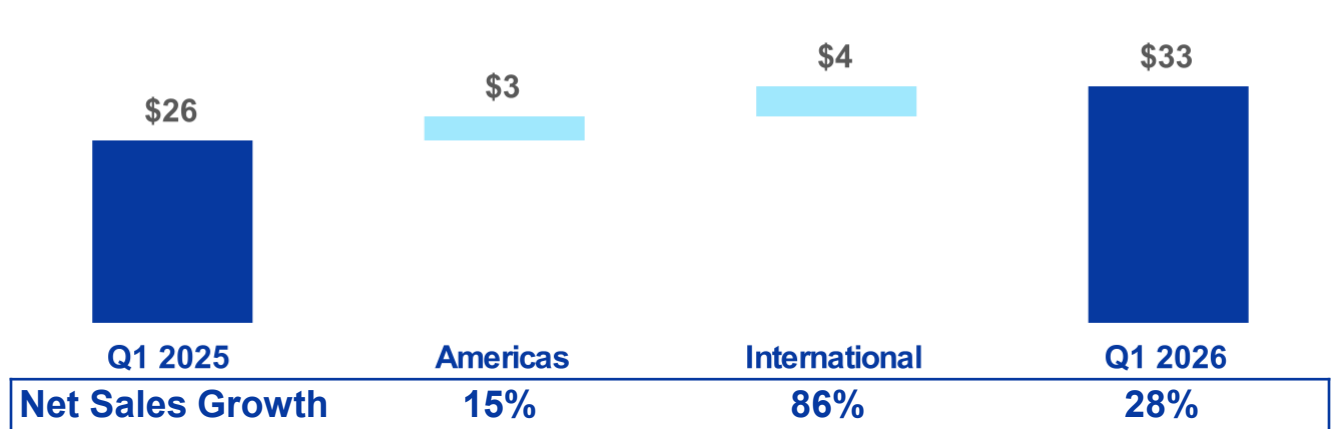


PRIVATE LABEL

Q1 2026 Share of Consolidated Private Label Net Sales

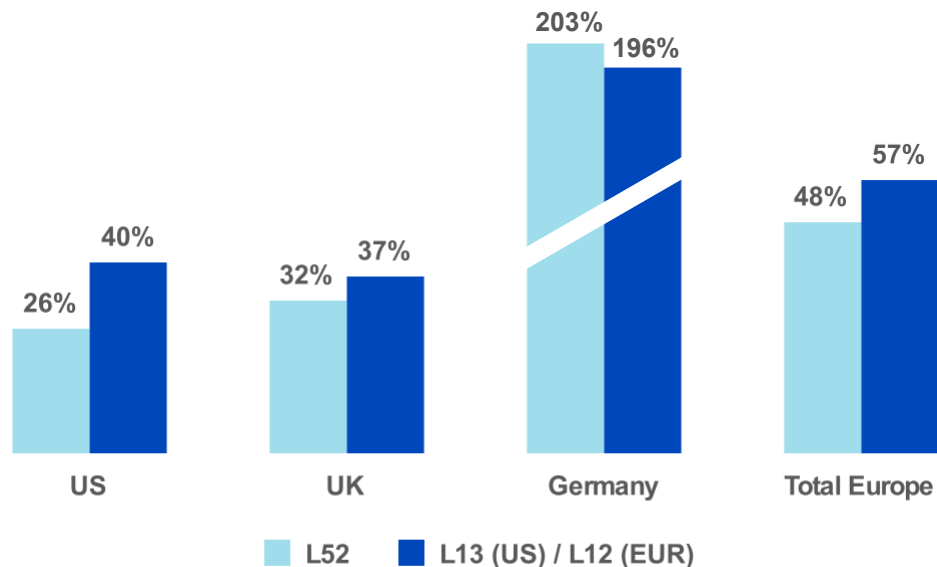


Net Sales (\$M): Q1 2025 to Q1 2026

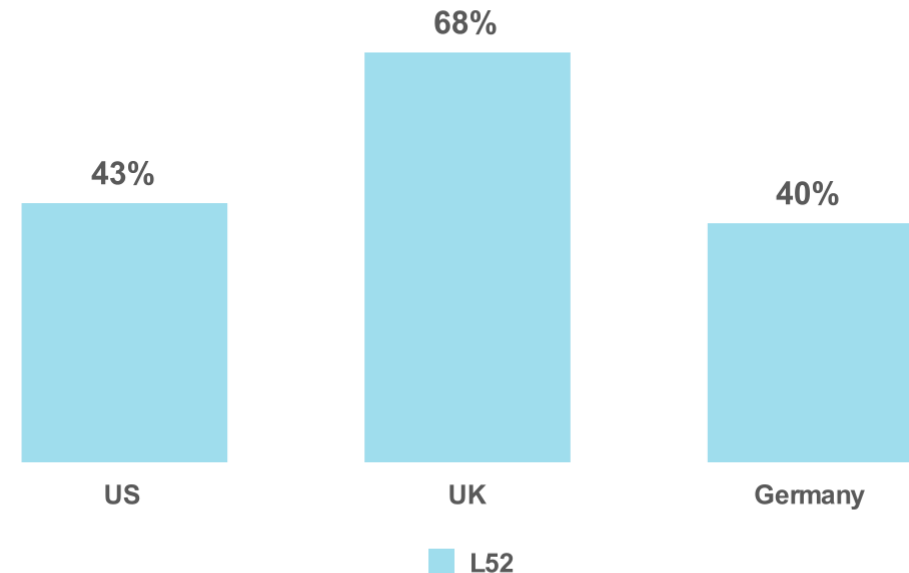


STRONG VITA COCO RETAIL GROWTH ACROSS MULTIPLE MARKETS

VITA COCO COCONUT WATER GROWTH



MARKET SHARE



COCONUT WATER MARKET SIZE (\$M USD)

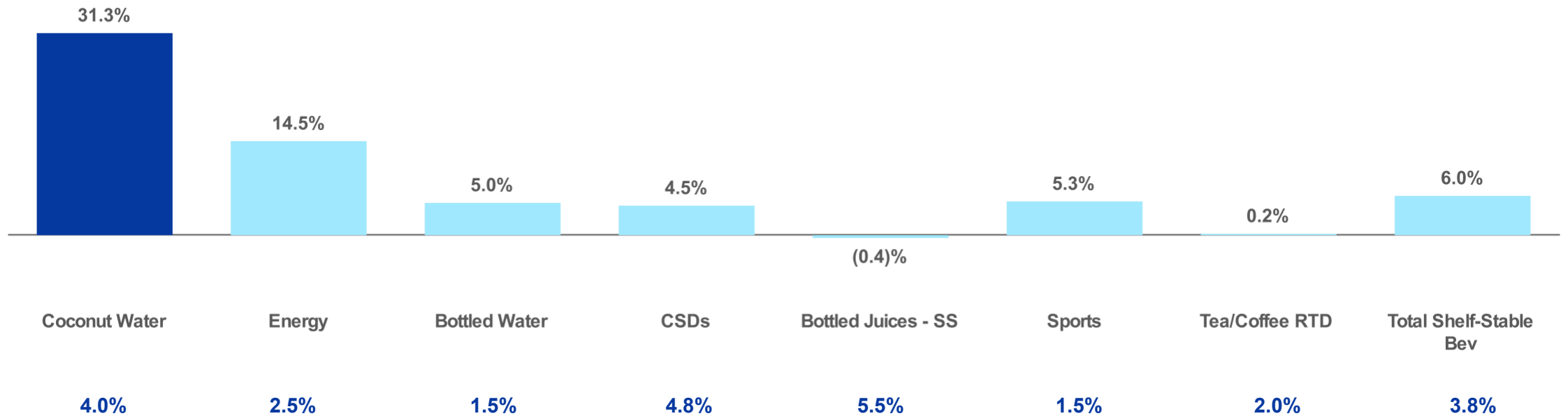
US	UK	Germany	Total Europe
\$1,500	\$130	\$53	\$231

Source: Custom Research by The Vita Coco Company: Vita Coco Coconut Water Circana Total US MULO+ with Conv for the periods ending 3/29/2026

Nielsen UK Coconut Water Category for the periods ending 3/21/2026. Nielsen Europe aggregation of Germany, Spain, Austria, Sweden & France for the periods ending 3/22/2026 and UK

COCONUT WATER GROWTH OUTPACING OTHER US BEVERAGE CATEGORIES

DOLLAR \$: TOTAL US MULO+ W/C % CHANGE VS. PY
Last 13 weeks - 3/29/26

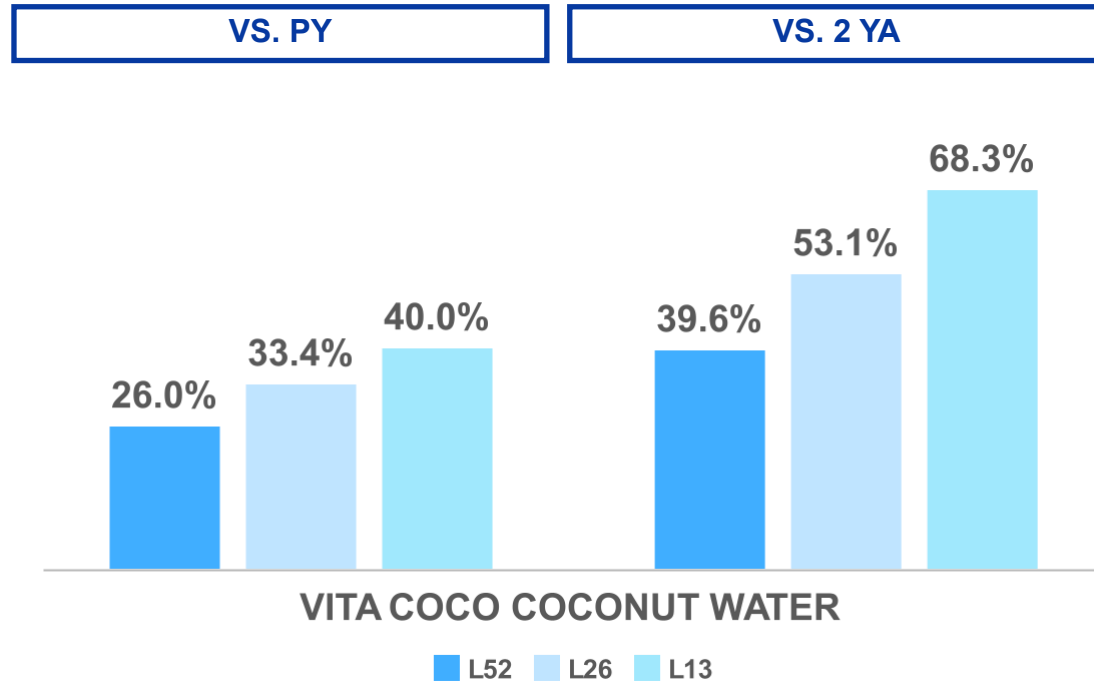


\$ per Volume % Change

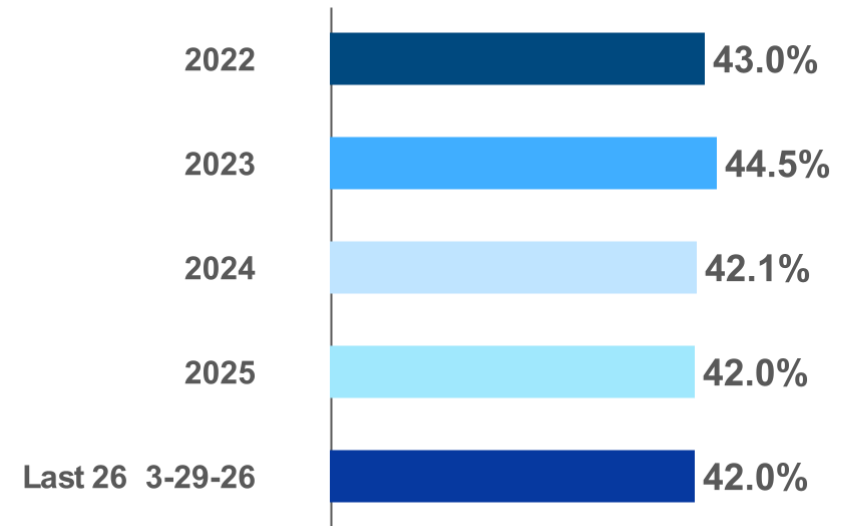
VITA COCO COCONUT WATER ACCELERATING IN US RETAIL SCANS

LAST 13 WEEKS BENEFITING FROM TIMING OF MAJOR CLUB PROMOTION IN Q1 2026 VS. Q2 2025
 UNDERLYING YTD TRENDS THROUGH END OF APRIL ESTIMATED TO BE ~30% GROWTH

TOTAL US MULO+ W/C \$ % CHANGE VS. PY AND VS. 2 YA
 L52W, L26W AND L13W THROUGH 3/29/26

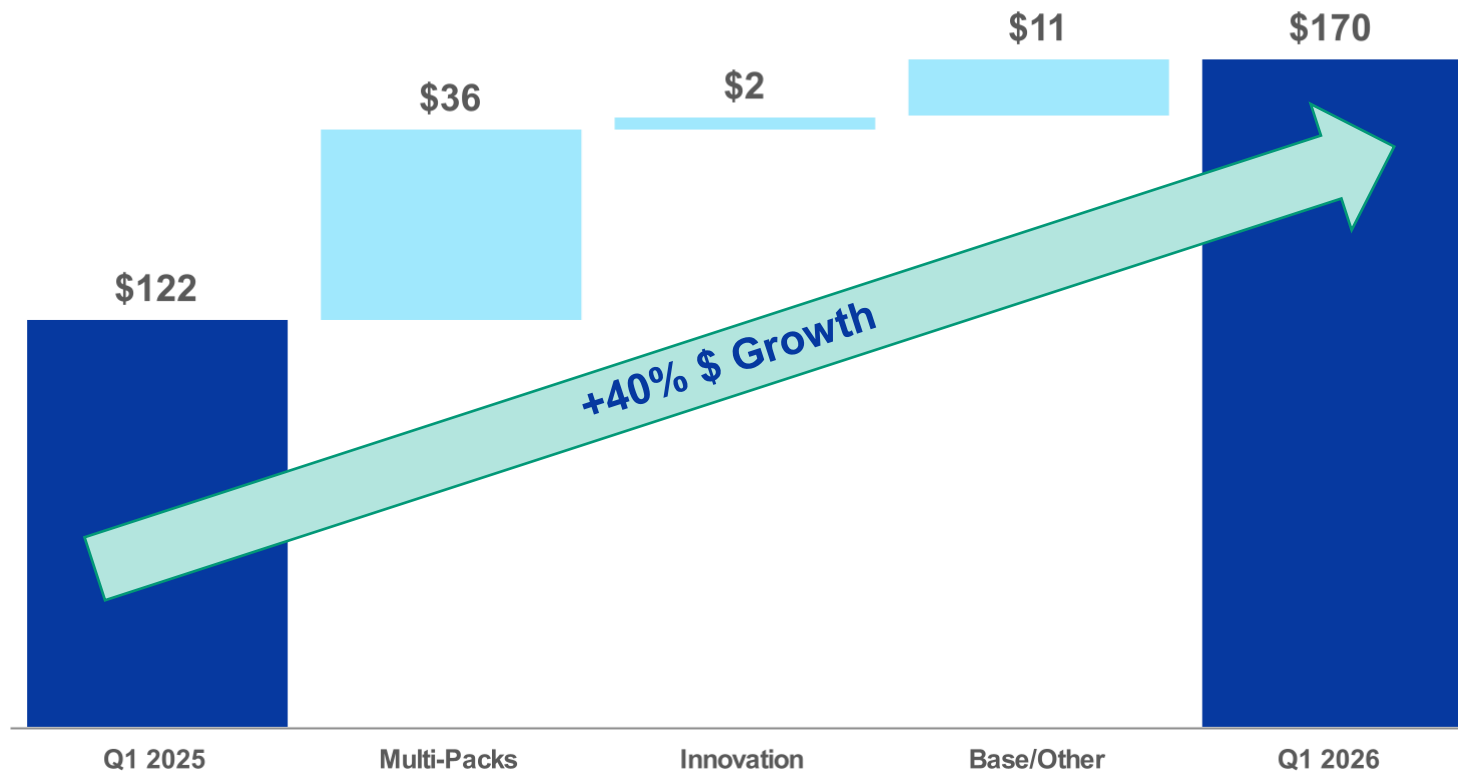


VITA COCO US SHARE OF COCONUT WATER



KEY US VITA COCO COCONUT WATER COMMERCIAL INITIATIVES DRIVING GROWTH

MULO+ W/C \$M CHANGE VS. PY



ACV PERFORMANCE

Total US – MULO+ ACV

	Q1'25	Q1'26
500mL 1ct Base	65	72
1L Base	68	70
500mL MPs (4pk)	61	64
330mL MPs	55	72
1L MPs	29	45
Farmers 1L	31	47
Total Brand	87	89

Total US – Conv ACV

	Q1'25	Q1'26
500mL 1ct Base	55	59
1L Base	12	15
Juice 1ct	25	25

HEALTHY BALANCE SHEET END OF Q1

\$202M

CASH

\$0M

DEBT

55%

ROIC

\$44M

PURCHASED* OF
\$65M AUTHORIZED
SHARE REPURCHASE



INCREASED 2026 GUIDANCE

NET SALES	\$720-\$735M	KEY ASSUMPTIONS	
		US CW CATEGORY GROWTH	~20%
GROSS MARGIN	~38%	VITA COCO COCONUT WATER GROWTH	Mid to High Teens
		SG&A GROWTH	High Single Digit %
ADJUSTED EBITDA¹	\$132-\$138M	US PRIVATE LABEL GROWTH	35% - 40%

Source: The Vita Coco Company.

¹GAAP 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.

APPENDIX

Q1 2026 P&L SUMMARY

\$M, EXCEPT EPS	Q1 2026	Q1 2025	VS. PY	
NET SALES	\$179.8	\$130.9	37.3%	\$48.8
GROSS PROFIT / % MARGIN	71.8 / 39.9%	48.1 / 36.7%	49.3%	23.7
SG&A	38.2	28.8	32.8%	9.4
INCOME FROM OPERATIONS	33.6	19.3	74.1%	14.3
NET INCOME / % MARGIN	30.5 / 17.0%	18.9 / 14.4%	61.4%	11.6
EPS - DILUTED	\$0.50	\$0.31		
<u>NON-GAAP MEASURES</u>				
EBITDA / % MARGIN	36.4 / 20.2%	23.0 / 17.6%	57.8%	13.3
ADJUSTMENTS	2.3	(0.5)	n/m	2.8
ADJUSTED EBITDA* / % MARGIN	38.7 / 21.5%	22.5 / 17.2%	71.8%	16.2

Q1 2026 AND Q1 2025 NET INCOME TO ADJUSTED EBITDA RECONCILIATION

	Three Months Ended	
\$M	March 31, 2026	March 31, 2025
NET INCOME	\$30.5	\$18.9
Depreciation & Amortization	0.5	0.2
Interest Income	(1.6)	(1.5)
Income Tax Expense	7.0	5.4
EBITDA	\$36.4	\$23.0
Stock-Based Compensation	4.6	2.2
Unrealized (Gain) on Derivative Instruments	(2.8)	(2.8)
FX Loss / (Gain)	0.5	(0.6)
Other Adjustments	—	0.7
ADJUSTED EBITDA	\$38.7	\$22.5

