



BUILDING THE BETTER BEVERAGE PLATFORM OF THE FUTURE

2026 Third Quarter Results

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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 and organic net sales growth, 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.

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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.

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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

Q3 2026 PERFORMANCE HIGHLIGHTS

NET SALES
GROWTH

33.7%

Net Sales
\$244M

ORGANIC NET
SALES GROWTH¹

17.8%

GROSS MARGIN

38.0%

+30 Basis Points
VS. PY

ADJUSTED
EBITDA²

\$53M

21.8%
Margin

NET INCOME

\$35M

\$0.58
Per Share

CASH-ON-HAND

\$152M

\$0M
Debt



Q3 2026 YTD PERFORMANCE HIGHLIGHTS

NET SALES
GROWTH

32.7%

Net Sales
\$640M

*ORGANIC NET
SALES GROWTH¹*

26.7%

GROSS MARGIN

42.2%

+530 Basis
Points VS. PY

ADJUSTED
EBITDA²

\$159M

24.9%
Margin

NET INCOME

\$115M

\$1.89
Per Share

CASH-ON-HAND

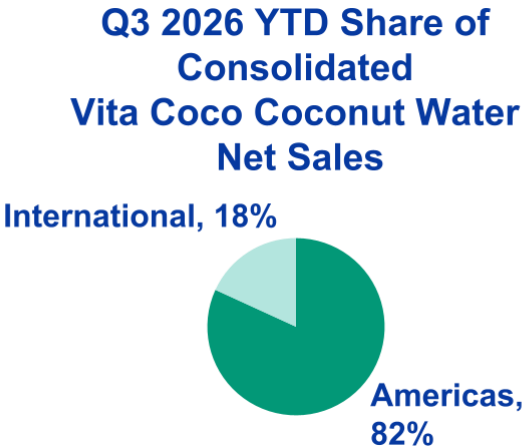
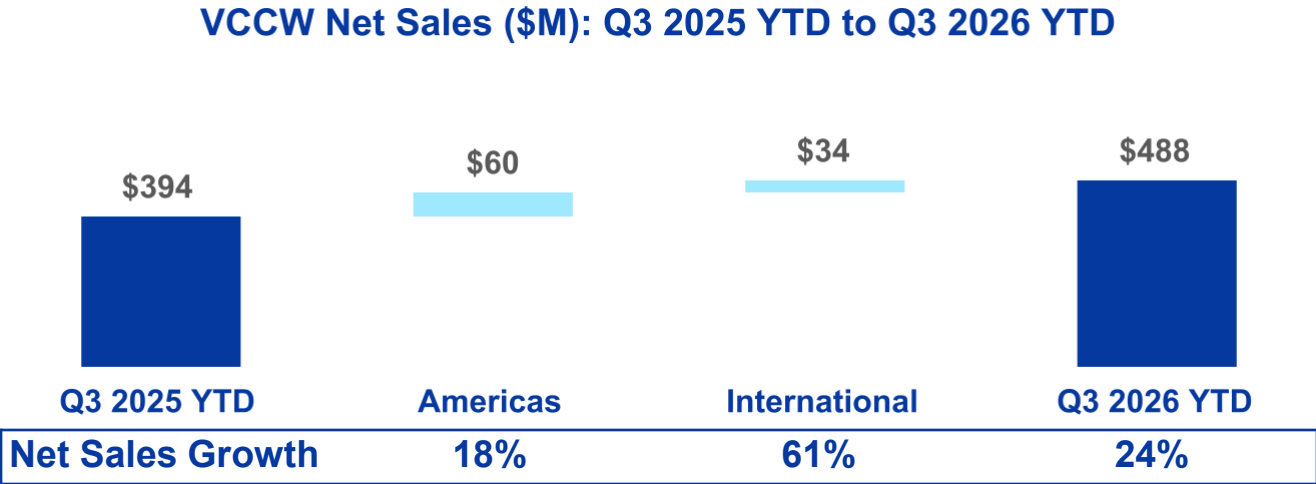
\$152M

\$0M
Debt

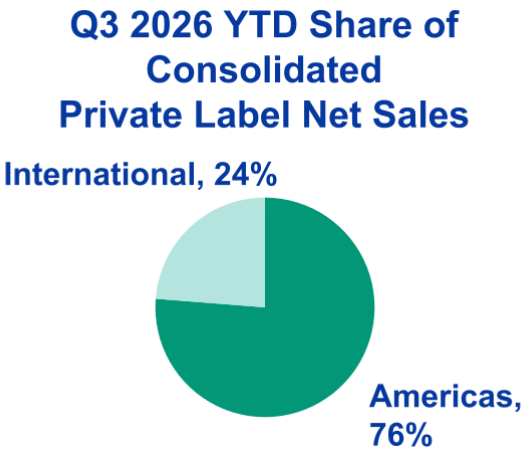
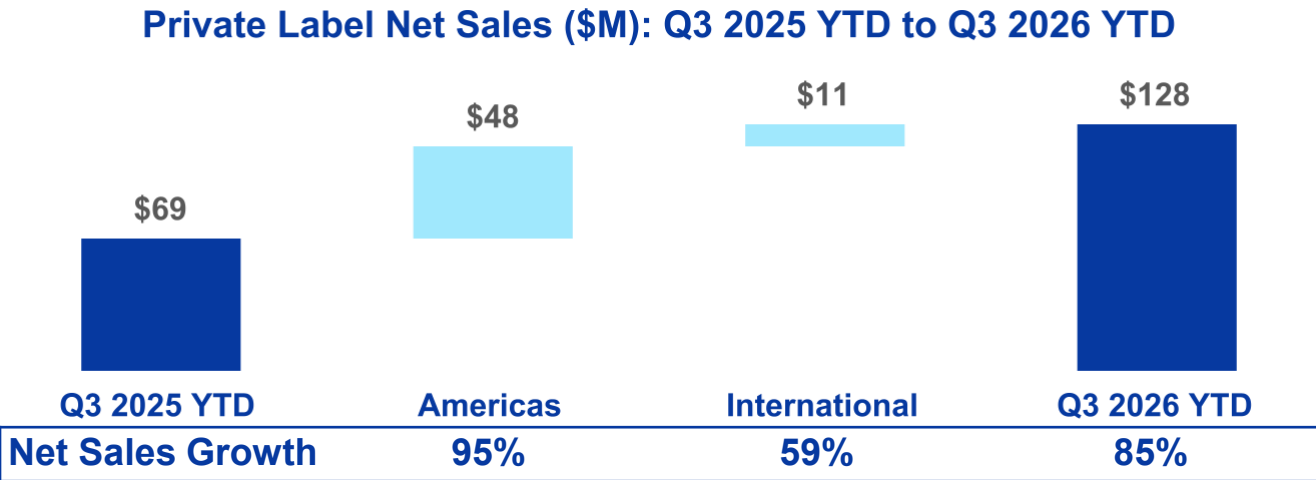


EXCEPTIONAL YEAR TO DATE GLOBAL COCONUT WATER NET SALES GROWTH

VITA COCO COCONUT WATER



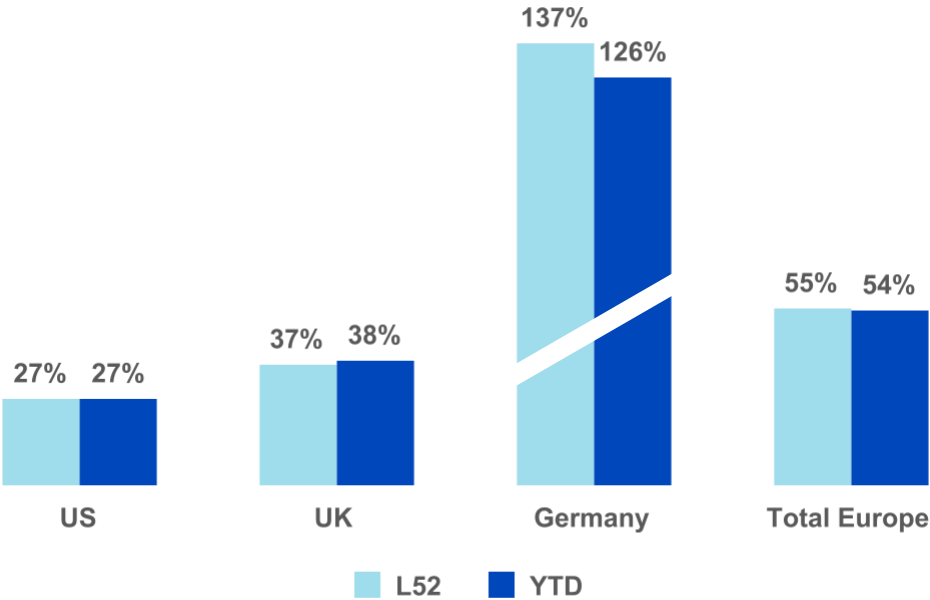
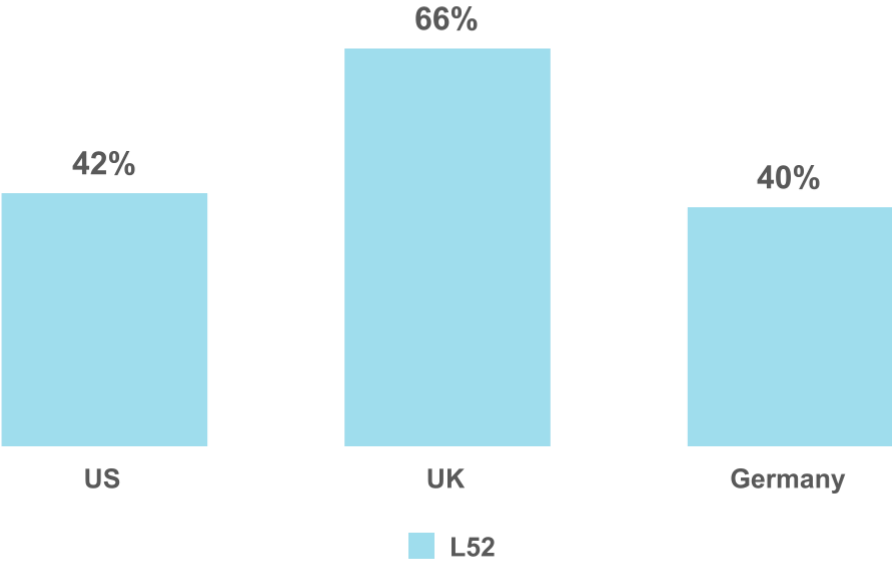
PRIVATE LABEL



STRONG VITA COCO BRAND RETAIL GROWTH ACROSS MULTIPLE MARKETS

VITA COCO COCONUT WATER GROWTH

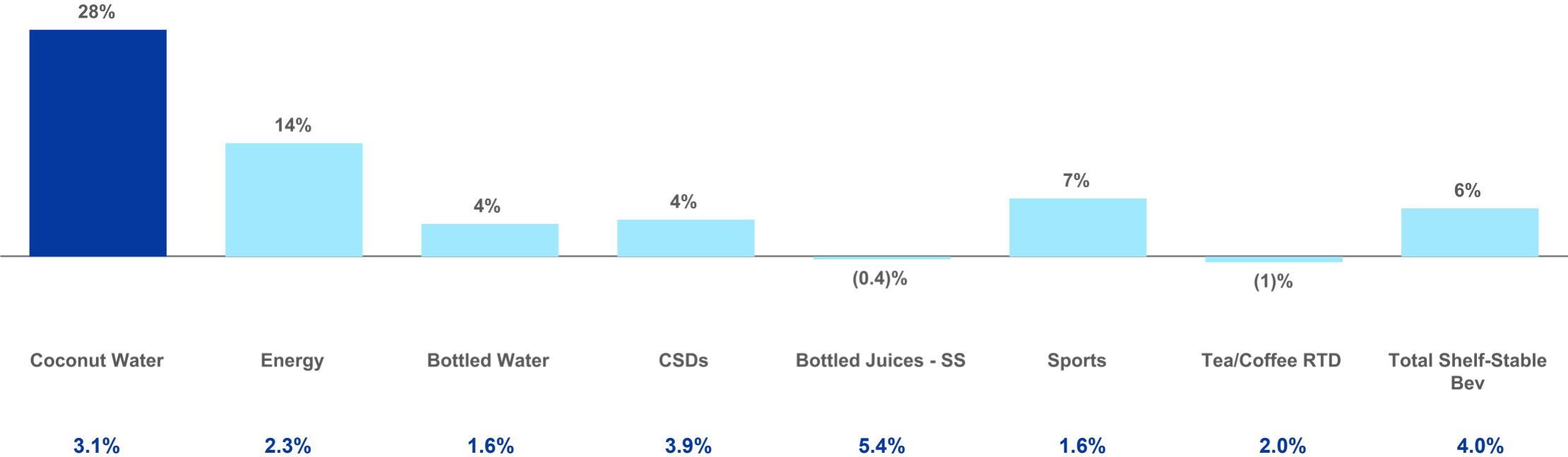
VITA COCO BRAND MARKET SHARE



COCONUT WATER MARKET SIZE (\$M USD - L52 WEEKS)			
US	UK	Germany	Total Europe
\$1,700	\$171	\$84	\$364

US COCONUT WATER GROWTH OUTPACING OTHER BEVERAGE CATEGORIES

DOLLAR \$: TOTAL US MULO+ w/C % CHANGE VS. PY
YTD - 09/27/26

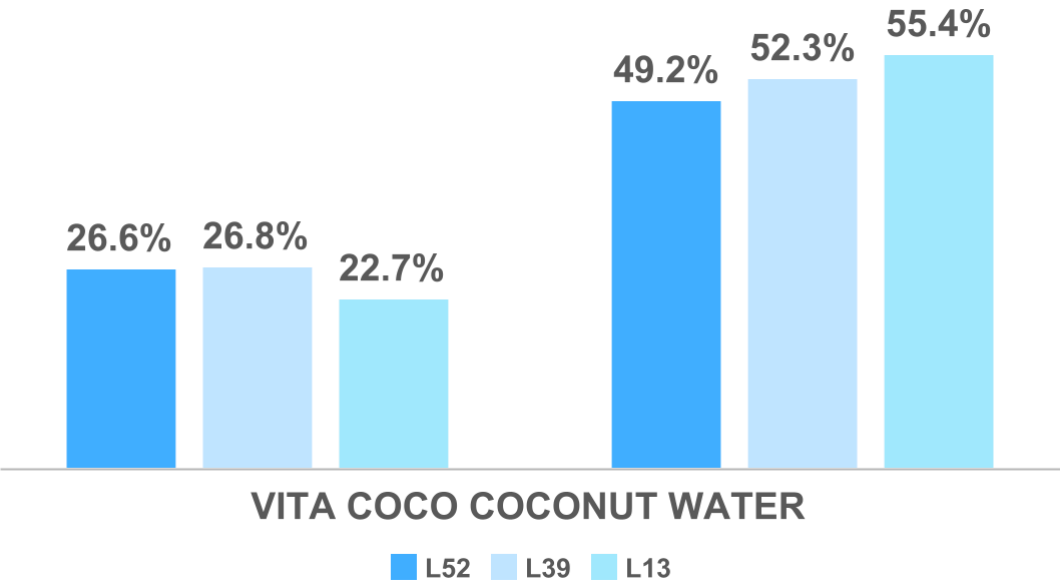


\$ per Volume % Change

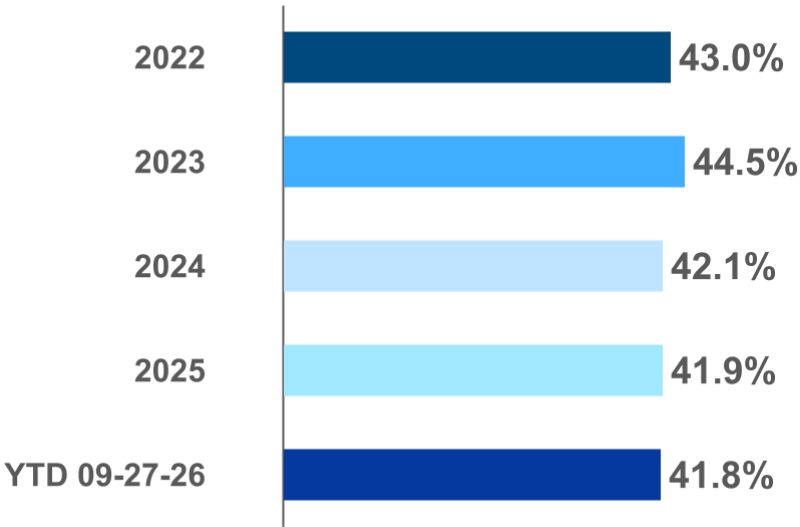
VITA COCO BRAND MAINTAINING US CATEGORY SHARE, WITH STRONG YTD SCAN GROWTH

TOTAL US MULO+ w/C \$ % CHANGE VS. PY AND VS. 2 YA
L52W, L39W AND L13W THROUGH 9/27/26

VS. PY	VS. 2 YA
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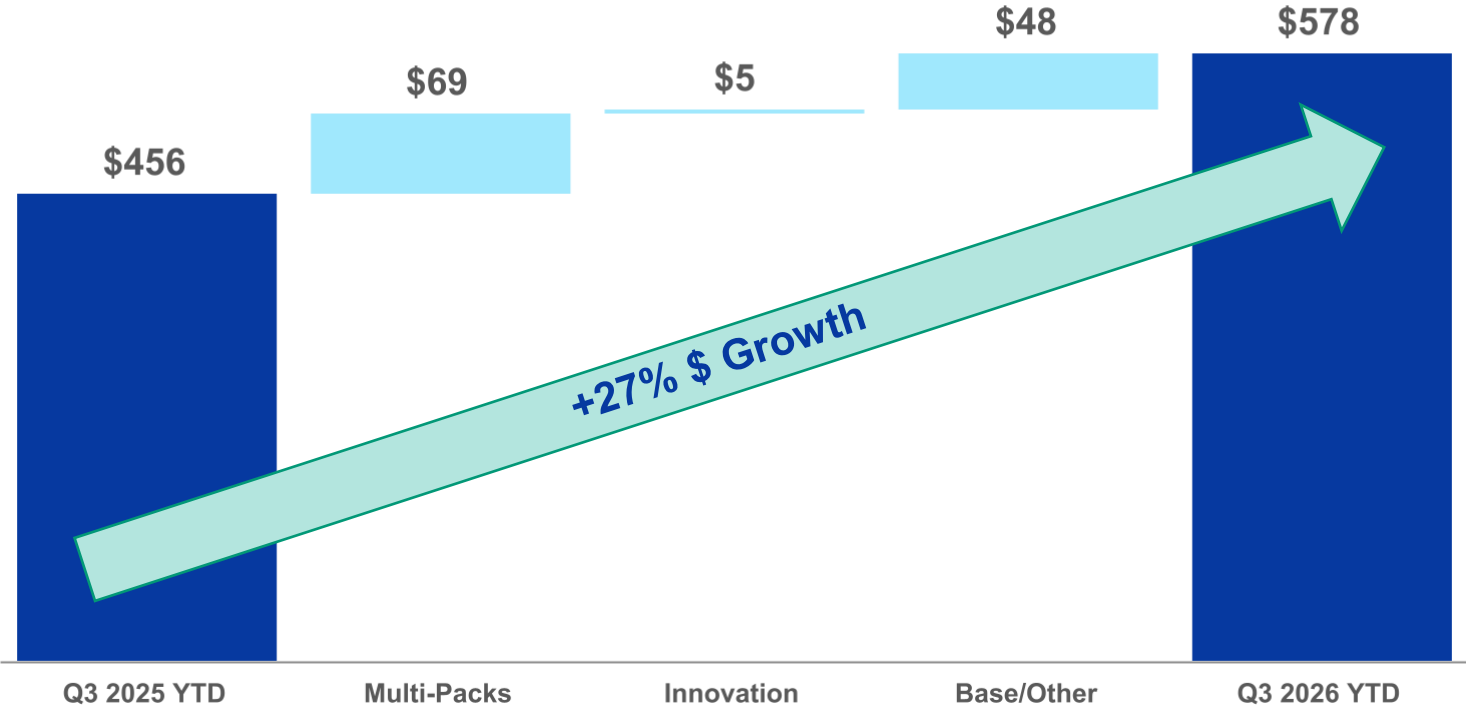


VITA COCO US SHARE OF COCONUT WATER



KEY US VITA COCO BRANDED COCONUT WATER COMMERCIAL INITIATIVES DRIVING GROWTH

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



ACV PERFORMANCE

Total US – MULO+ ACV

	Q3'25 YTD	Q3'26 YTD
500ml 1ct Base	70	72
1L Base	68	72
500ml MPs (4pk)	62	66
330ml MPs	62	74
1L MPs	35	50
Farmers 1L	34	51
Total Brand	89	92

Total US – Conv ACV

	Q3'25 YTD	Q3'26 YTD
500mIL 1ct Base	61	63
1L Base	15	19
Juice 1ct	31	26

HEALTHY BALANCE SHEET END OF Q3

\$152M

CASH

\$0M

DEBT

60%

ROIC

\$94M

USED OF \$105M
AUTHORIZED SHARE
REPURCHASE*

Note: *Share repurchase authorization as of 10/22/26. Share repurchase amount as of 10/22/2026. ROIC for trailing twelve months ending 9/30/26



INCREASED 2026 GUIDANCE INCLUDING COPRA

NET SALES

\$810-\$820M

**GROSS
MARGIN**

~40%

**ADJUSTED
EBITDA¹**

\$170-\$175M

KEY ASSUMPTIONS

**US CW CATEGORY
% GROWTH**

Mid 20s

**VITA COCO
COCONUT WATER
% GROWTH**

Low 20s

SG&A LEVERAGE

~1.5 pts

**US PRIVATE
LABEL GROWTH**

110%-120%

OUR PLANNED 2027 INNOVATIONS

Using familiar & flavor-led formats and occasions to recruit new households into Coconut Water



**SPORTS INSPIRED
FLAVORS (500ML)**



**SLIM ALUMINUM CAN
(310ML)**



**VITA COCO KIDS
(200ML 6CT)**



**TREATS PIÑA COLADA
(500ML)**

WHAT IT IS

Coconut water in mainstream sports flavors: Fruit Punch, Blue Raspberry, Lemon Lime

For cafés, hotels, QSR and stadiums - grab-and-go occasions

Low-sugar, lunchbox-ready hydration for the next generation

Flavor extension of our indulgent Treats coconut milk platform

EXPECTED
IN MARKET*

Q1 2027
(All Channels)

Q4 2026
(Food Service)

Q4 2026
(Major Mass Retailer)

Q1 2027
(All Channels)

LONG-TERM FINANCIAL TARGETS

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

APPENDIX

Q3 2026 P&L SUMMARY

\$M, EXCEPT EPS	Q3 2026	Q3 2025	VS. PY	
NET SALES	\$243.8	\$182.3	33.7%	\$61.5
GROSS PROFIT / % MARGIN	92.7 / 38.0%	68.7 / 37.7%	35.0%	24.0
SG&A	47.2	40.7	15.9%	6.5
INCOME FROM OPERATIONS	45.5	27.9	62.8%	17.5
NET INCOME / % MARGIN	35.0 / 14.4%	24.0 / 13.2%	45.9%	11.0
EPS - DILUTED	\$0.58	\$0.40		
<u>NON-GAAP MEASURES</u>				
EBITDA / % MARGIN	43.9 / 18.0%	29.1 / 16.0%	50.7%	14.8
ADJUSTMENTS	9.3	3.3	184.3%	6.0
ADJUSTED EBITDA* / % MARGIN	53.2 / 21.8%	32.4 / 17.8%	64.1%	20.8

2026 YTD P&L SUMMARY

\$M, EXCEPT EPS	2026 YTD	2025 YTD	VS. PY	
NET SALES	\$639.7	\$482.0	32.7%	\$157.8
GROSS PROFIT / % MARGIN	269.8 / 42.2%	178.0 / 36.9%	51.6%	91.8
SG&A	127.6	105.7	20.8%	21.9
INCOME FROM OPERATIONS	142.2	72.3	96.5%	69.8
NET INCOME / % MARGIN	114.9 / 18.0%	65.8 / 13.7%	74.7%	49.1
EPS - DILUTED	\$1.89	\$1.10		
<u>NON-GAAP MEASURES</u>				
EBITDA / % MARGIN	142.6 / 22.3%	79.0 / 16.4%	80.4%	63.6
ADJUSTMENTS	16.4	5.1	223.3%	11.4
ADJUSTED EBITDA* / % MARGIN	159.0 / 24.9%	84.1 / 17.5%	89.1%	74.9

Q3 2026 AND Q3 2025 NET INCOME TO ADJUSTED EBITDA RECONCILIATION

\$M	Three Months Ended	
	September 30, 2026	September 30, 2025
NET INCOME	\$35.0	\$24.0
Depreciation & Amortization	1.5	0.2
Interest Income, net	(1.2)	(1.8)
Income Tax Expense	8.6	6.7
EBITDA	\$43.9	\$29.1
Stock-Based Compensation	3.1	3.0
Unrealized (Gain) / Loss on Derivative Instruments	2.1	(2.4)
FX Loss / (Gain)	0.9	1.4
Acquisition-related Costs	3.2	—
Other Adjustments	—	1.3
ADJUSTED EBITDA	\$53.2	\$32.4



2026 YTD AND 2025 YTD NET INCOME TO ADJUSTED EBITDA RECONCILIATION

	Nine Months Ended	
\$M	September 30, 2026	September 30, 2025
NET INCOME	\$114.9	\$65.8
Depreciation & Amortization	2.5	0.6
Interest Income / Expense	(5.3)	(4.8)
Income Tax Expense	30.5	17.4
EBITDA	\$142.6	\$79.0
Stock-Based Compensation	11.3	8.1
Unrealized (Gain) on Derivative Instruments	(0.5)	(6.3)
FX (Gain) / Loss	2.4	0.4
Acquisition-related Costs	3.2	—
Other Adjustments	—	2.9
ADJUSTED EBITDA	\$159.0	\$84.1



Q3 2026 AND Q3 2026 YTD ORGANIC NET SALES GROWTH RECONCILIATION

	Q3 2026	Q3 2026 YTD
Net sales growth	33.7%	32.7%
Impact of Copra acquisition	16.0%	6.0%
Organic net sales growth	17.8%	26.7%

