

Bid Corporation Limited

(Incorporated in the Republic of South Africa)

Registration number: 1995/008615/06

Share code: BID

ISIN: ZAE000216537

(“Bidcorp” or “group” or the “company”)

CAPITAL MARKETS UPDATE

Shareholders are advised that today, Wednesday, November 12th 2025, Bidcorp’s management wish to update the market on the trading environment across its global operations, for the 4-month period to October 2025. This is in accordance with the group’s obligation for continuous disclosure in terms of the JSE Listings Requirements.

Trading performance for the 4 months to October 2025

Our F2026 year-to-date (YTD) results to the end of October 2025 reflect continuing positive momentum post our F2025 performance, with trading profit growth of 8,6% (6,8% in constant currency) off revenue growth of 8,0% (6,4% in constant currency). This is pleasing considering the ongoing lacklustre trading conditions generally being experienced around the world, where margins remain under competitive pressure, and the cost base continues to face upward pressure, particularly in wage costs. Food inflation across our product basket has started to increase, fortunately at manageable levels. August trading was a bit slower than trend; however, we have seen a sequential improvement through October and even early November as we head into the important festive season.

Headline Earnings Per Share (HEPS) YTD to October 2025 has shown growth of 7,2% (5,1% in constant currency), impacted by higher funding costs and a slightly elevated estimated tax rate. Currency volatility has benefited our rand-translated results, with YTD forex movements having a 2,1% positive impact on the group’s rand-translated numbers.

Overall market conditions

Consumer spending generally remains subdued primarily due to the ongoing cost-of-living pressures but also heightened by uncertainty arising from the ongoing tariff turmoil (which continues to have little direct impact on our business). The slightly reduced interest rate environment appears to have had little positive impact in most markets with no noticeable improvement in consumer sentiment or spending evident.

The operating environment remains challenging; core inflation continues to be sticky and remains higher than food inflation in most parts of the world. Labour costs remain elevated driven by wage increases which generally outstrip core inflation levels. Labour availability in essential driver and warehouse operative categories remains tight, impacted by low unemployment levels in many countries. Global shipping dislocations and the resultant higher supply chain costs remain.

Market competition is always heightened in tougher economic conditions, where competitors, who maybe don’t have similar return expectations as us, are aggressively chasing volumes at any cost. Our focus remains on being competitive and growing market share, sometimes sacrificing margin to increase volumes despite the short-term impact on profitability. Our customer base appears resilient in tighter economic conditions, and we are managing and monitoring the increased credit risk in all jurisdictions accordingly.

Despite the challenging broader economic environment, our teams continue to demonstrate focus, flexibility, and adaptability, consistently delivering high service levels

and maintaining relevance within their target markets, and generally achieving acceptable growth.

Divisional trading performance to October 2025

- **Australasia (AUS)** – Australia's trading profit was slightly up in the period, off reasonable sales growth of around 5%, which did not fully translate to profit growth primarily because of margin pressure and the strategic decision to retain and grow volumes. Fortunately, this trend started reversing in October and margins are moving upwards again, in a very price-sensitive environment. Recently momentum has shifted to the positive. New Zealand continues to operate in an extremely challenging macro-economic environment with the hospitality market still under significant pressure. Revenues have held up but margins have been sacrificed to sustain customer volumes. Costs have been well managed despite the investment in new infrastructure. October trading reflected an improved comparative result which indicates the worst may well be behind the business, despite a slow anticipated recovery. Both the Australian and New Zealand businesses continue to pursue their manufacturing and import activities.
- **Europe (EUR)** - Sales have held up well YTD, increasing around 9% in constant currencies, maintaining their positive trajectory. Good trading performances have been achieved by the Netherlands, Belgium, Czech & Slovakia, Poland, Baltics, Portugal, and Italy. Italy delivered a significant increase in profitability as they reap the benefits of their investment into new infrastructure and the two recent bolt-on acquisitions. Spain delivered good top-line growth, but profitability was impacted by the increased costs of new capacity in both Barcelona and San Sebastian.
- **United Kingdom (UK)** - Sales have grown at nearly 5% in constant currency, gross margins have improved, and despite increased costs (onboarding new contracts and new depot preparations), trading profit growth of more than 8% was achieved. Trading and economic conditions remain challenging. Economic uncertainty persists with businesses and consumers alike still struggling to deal with the impact of the National Insurance and minimum-wage hike that was implemented towards the end of last financial year. There is also an expectation of further tax increases in the upcoming budget. Core inflation is still high and food prices are rising. The independent hospitality sector (served by the CFBG and Fresh businesses) has been hit particularly hard, fortunately our Bidfood business is relatively strong in the non-discretionary market (education, healthcare, aged care, defence, and government). On a positive note, Bidfood started successfully trading with a large new customer late in September, having incurred all associated startup costs prior to onboarding. Bidfresh concluded an acquisition early in the period which will deliver volume, profit, and a strategic advantage in the fresh marketplace. A new greenfield Bidfood facility in Worcester recently had a soft opening, adding to the wholesale business' first-class infrastructure and positioning the operations for further volume and profit growth.
- **Emerging Markets (EM)** - Our EM region has delivered reasonable YTD sales and trading profit growth of 7% in constant currencies. South Africa continues to perform very well, in particular the Bidfood business, against a backdrop of anemic economic growth. The sentiment in South Africa remains positive, but lower interest rates and structural reforms haven't yet translated into real outcomes. In Greater China weak consumer spending and low tourism continues to impact Angliss. Management is doing a great job of keeping the business steady, but the sales and margin declines have been greater than the cost-saving initiatives. Singapore has started to make-up lost ground, with the monthly

profitability run-rate now positive, post two-years of rationalisation and repositioning. Malaysia continues to perform well, benefiting from a recent acquisition of an ambient grocery distributor and their infrastructure investment in Kuala Lumpur is well underway.

In South America, Chile is flat and receiving focused management attention. Brazil is much improved and looking for suitable acquisition opportunities. Argentina continues to contend with a very volatile market. The Middle East is satisfactory with the UAE's good performance being negated somewhat by growing pains in Saudi. Türkiye is challenging but improving as we scale organically into our national infrastructure in a volatile and high inflationary environment.

Group financial performance to October 2025

Our revenue growth to the end of October 2025 continues to outperform the record high of the comparative prior year by 6,4% in constant currencies (8,0% in rands). Acquisitions only contributed 1,4% to net revenue, and estimated product inflation of around 2,0%, resulting in like-for-like real organic growth of almost 4,0%, a very solid achievement for the real world in which we operate.

Group's gross profit percentage has softened slightly, reflecting the strategic decision some of our businesses made to deliberately sacrifice some gross margin to maintain volumes. Pleasingly, the UK margin continues to show improvement. Our operating costs as a percentage of net revenue ("cost-of-doing-business") has declined despite labour-cost pressures. The slight decline in gross margins has been mitigated by the lower cost-of-doing-business experienced in the period, a very commendable and pleasing outcome.

For the period to October 2025, the group's EBITDA margin (before IFRS 16) of 6,1% slightly outperformed the F2025 comparative.

The estimated clean tax rate (excluding capital items and associates) is in line with previous guidance of between 26% and 27%, albeit at the top end of the range and higher than F2025.

Bidcorp typically absorbs working capital in the first half of the financial year and generates into the second half. Average working capital days for Q1 F2026 are similar to Q1 F2025 at around 11 days. Working capital continues to be very tightly managed.

Lower net capital investments (including acquisitions) to September 2025 of R2,6 billion (Q1 F2025: R3,5 billion) are driven by smaller acquisitions and slightly lower capital investment spend. These investments come at a cost to short-term performance (impacting results in the UK, Spain, and New Zealand) but remains the correct long-term decision to ensure the sustainability and growth trajectory of our operations. The group's medium-term target for capital investments of 1,5% - 2,0% of revenue remain.

As noted in August, four small bolt-on acquisitions, collectively costing R1,1 billion, have been concluded to date, in the UK, Italy, South Africa, and Malaysia.

Free cash outflow in Q1 F2026 is pleasingly significantly lower than that of the comparative quarter, assisted by better operational cash flow generation, lower absorption of working capital (R1,5 billion lower), and reduced investment activities, as noted above and this trend is expected to continue.

Liquidity and debt covenants

There are no loan maturities required through the balance of F2026. The group and subsidiaries have, at the end of October 2025, total headroom available of R22,3 billion (£962 million). The group remains significantly well within its debt covenants.

Focus and opportunities

We are pleased with the robust YTD performance of the group, especially considering the economically flat and uninspiring markets in which we operate. The extraordinary people of Bidcorp operating within our decentralised model enable the group to actively navigate the varying shifts in local market dynamics.

We are continually refining our customer portfolio, expanding our reach to remain close to our customer base, while investing in additional capacity to meet future growth. Our portfolio of businesses, each at different stages of growth and size, continue to develop along our foodservice maturity continuum, presenting significant opportunities in the coming years. Developing our capabilities in Own Brand, imports, and light value-add manufacturing, will sustain and enhance our margins to deliver market-leading returns to our stakeholders. Simplicity, tight asset and cash management, and technological advancements to enhance our offering remain core to our strategic focus.

Bolt-on acquisition opportunities continue to be pursued; however, we remain disciplined and patient in converting the right opportunities at the right price. Several potential acquisitions have been rejected recently as these businesses appear to have passed peak profitability and are showing declining performance in these challenging times. Our management are focused on successfully integrating recent acquisitions to realise their growth potential and relevant synergistic benefits. Our appetite for the larger opportunities remains, although no such opportunities have presented themselves. Our capital structure provides significant financial firepower to pursue the right opportunities.

Our outlook remains positive for the balance of F2026, despite the ever-present macro uncertainties, and we are confident that we will continue to deliver real growth.

Comment

Bernard Berson, CEO, commented as follows:

“I am immensely grateful for our exceptional team and believe that their continued dedication, coupled with our unwavering focus on the right culture and principles, positions us for continued growth and prosperity.”

The information contained in this announcement has not been reviewed or reported on by the group’s external auditors.

Date: November 12th 2025
Johannesburg

Sponsor: The Standard Bank of South Africa Limited