NASDAQ: MAMA

Investor Presentation

September 2026

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This presentation includes the following non-GAAP measure – adjusted EBITDA, which is not a measure of financial performance under GAAP and should not be considered as an alternative to net income as a measure of financial performance. Adjusted EBITDA represents net income (loss) before interest, taxes, depreciation and amortization adjusted for stock-based compensation. The company believes this non-GAAP measure, when considered together with the corresponding GAAP measures, provides useful information to investors and management regarding financial and business trends relating to the company's results of operations. However, this non-GAAP measure has significant limitations in that it does not reflect all the costs and other items associated with the operation of the company's business as determined in accordance with GAAP. In addition, the company's non-GAAP measures may be calculated differently and are therefore not comparable to similar measures by other companies. Therefore, investors should consider non-GAAP measures in addition to, and not as a substitute for, or superior to, measures of financial performance in accordance with GAAP. A reconciliation of Adjusted EBITDA to net income, its corresponding GAAP measure, is shown in the Company's earnings press releases.

Mama's Creations Overview

Our Objective: To become the leading national "one-stop-shop" solution for high quality, fresh, clean, and easy to prepare foods

- **Consumer Preferences are Changing:** Shoppers increasingly prefer ready to eat, prepared food options at grocery and convenience stores with a focus on cleaner, protein-forward items with simple ingredients
- **Family of Brands:** Growing variety of products geared towards today's consumer demands, serving several client needs under a single roof
- **Platform Company Model:** Recent acquisition of Crown 1 adds ~$56M of incremental annual revenue to MAMA, with ongoing search program to acquire complementary, accretive near-in food product companies
- **Ongoing Product Innovation:** Vertical integration creates a platform to efficiently develop, market test and launch new products nationally
- **Robust Commodities Strategy:** In-house chicken trimming capabilities, commodities contracts, and post-M&A bulk buys mitigates macro pressure
- **Targeted Growth Strategy:** Focused on synergy realization and cross-selling, with the goal of being in every part of the deli counter (proteins, salads, grains, etc.) with significantly more SKUs per store

NASDAQ: MAMA	
Share Price[1]	$15.63
Market Cap[1]	$736.9M
Q2 FY27 Net Revenues[2]	$54.6M
Q2 FY27 Gross Margin[2]	24.0%
Q2 FY27 Net Income[2]	$2.6M
Q2 FY27 Adj. EBITDA[2]	$5.5M
TTM Net Revenues[3]	$208.6M
Shares Outstanding[4]	47.1M

1) Closing price as of Sept. 2, 2026.
2) Q2 FY27 ended July 31, 2026.
3) Trailing twelve months ended July 31, 2026.
4) As of July 31, 2026.

Tier-1 Distribution Partnerships

Albertsons Companies, ALDI, BJ's, Costco Wholesale, The Fresh Market, Lidl, Publix, QVC, sam's club, Walmart, Whole Foods Market

Macro Trends: The Rise of Fresh Food

Grocers investing in grab-n-go food offerings are emerging as a quick service restaurant alternative

- Consumers are increasingly time and budget constrained, with grocery deli sections expanding to become shoppers' meal of choice
- Cost of food away from home is rising faster than overall inflation, pushing consumers toward deli fresh alternatives

  LTM Ended March 2026 Consumer Price Index Inflation[1]
  - Food at home inflation: 1.9%
  - Food away from home: 3.8%
  - All inflation: 3.3%
- Grocers are capitalizing on the opportunity by investing heavily in attractive deli displays, but need prepared food options that maximize their limited labor force

Mama's Creations is at the intersection of this trend:
- Offering affordable GRANDMA-quality food
- Drives incremental trips & larger baskets for grocers with minimal on-site preparation required

1) U.S. Bureau of Labor Statistics as of March 2026.

The Mama's Creations Origin Story

Building upon MamaMancini's strong legacy in Italian-inspired foods

"Every Sunday, I would wake to the amazing aroma of my Grandmother frying meatballs. I call this a 'Scented Memory.'"

In 1921, Daniel Mancini's grandmother, Anna Mancini, made her way to America through Ellis Island with his grandfather, Nicola Mancini. They settled in Bay Ridge, Brooklyn and raised five children. Shortly after Daniel Mancini was born, he was in the kitchen cooking alongside his grandmother. None of the recipes were written down, just stored in her heart.

"I chose my Grandmothers Meatballs and Slow Cooked Italian Sauce as the first recipe we would bring to your table. We prepare this dish the exact way she did so many years ago. The meatballs are made from 100% beef, whole fresh eggs, Romano cheese, onion, parsley, a pinch of salt and pepper and the exact amount of bread crumbs. They are formed by hand just like Anna did and lightly browned. This is the only way to prepare authentic old world meatballs and sauce. Gently stirring every 20 minutes guarantees perfect meatballs every time. There are no shortcuts."

– Daniel Mancini

Experienced Management Team

Adam Michaels
Chairman & Chief Executive Officer

Adam is a seasoned industry executive with nearly two decades of industry expertise, having most recently served with Mondelez International, a multinational food and beverage company with operations in over 150 countries. Previously he worked at Booz & Company as a management consultant specializing in the food & beverage sector. He holds a B.S.E. in Bioengineering from University of Pennsylvania & MBA from Columbia Business School.

Anthony Gruber
Chief Financial Officer

Anthony is a financial executive with significant experience leading and optimizing finance organizations in the consumer products arena. Previously, he served as CFO of De'Longhi America, Inc. Anthony also served as VP Finance and CFO of Richemont North America, Inc., the NA subsidiary of the Swiss-based luxury goods company. He began his career in public accounting, including Ernst & Young. He earned a B.S. in Accounting from the University of Bridgeport and is a Certified Public Accountant.

Lauren Sella
Chief Marketing Officer

Lauren brings over 16 years of marketing experience and a proven track record of achievement in consumer-packaged goods. Prior to joining Mama's Creations, she was Chief Marketing Officer of Tate's Bake Shop – a Mondelēz-owned brand, having served over 14 years at Mondelēz International across several roles. She holds a B.S. in Economics and Applied Math from Brown University and an MBA in Marketing & Operations from the Wharton School of the University of Pennsylvania.

Skip Tappan
Chief Operating Officer

Skip brings over 30 years of operational experience to Mama's Creations. Prior to joining Mama's Creations, Skip served as Chief Supply Chain Officer at Gordon Food Service, North America's largest privately-owned food distributor, where he led end-to-end supply chain strategies. He also held leadership roles at Walmart, where he oversaw the Northeast Division's supply chain network, and at Campbell Soup Company, managing logistics for North America. He holds a B.S. in Industrial Engineering from the University of South Florida.

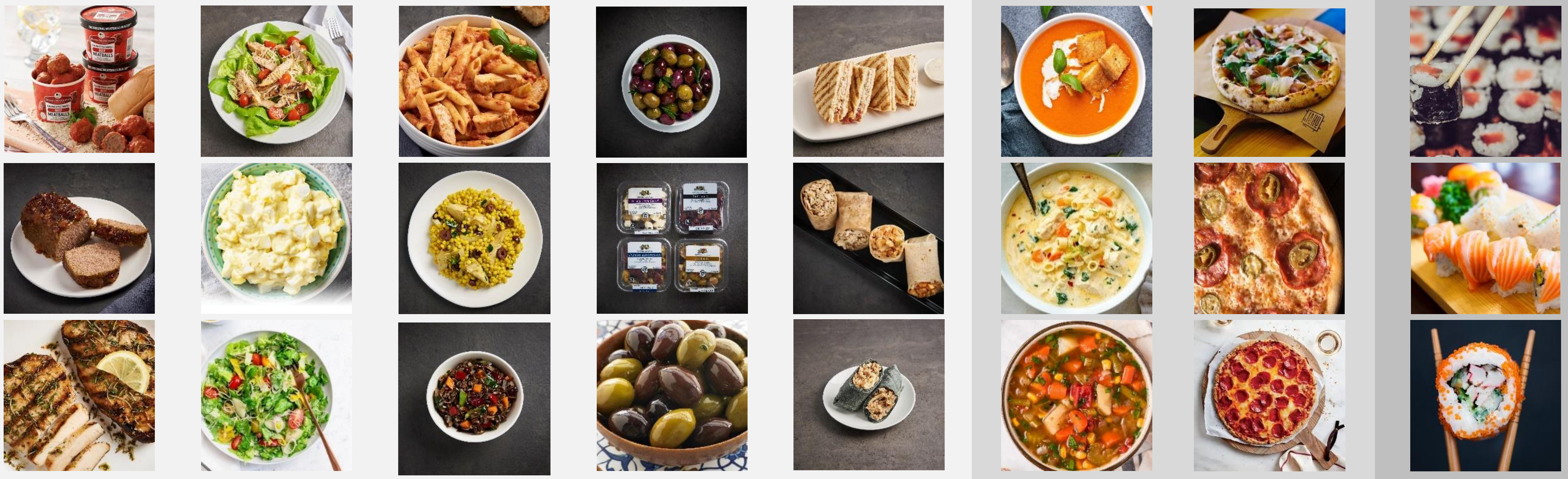
Chris Darling
Chief Commercial Officer

Chris brings more than 20 years of senior leadership experience in the CPG, deli/prepared foods, and retail space, most recently as EVP of Sales and Brand Diversification for Boar's Head. He has held senior leadership positions across the grocery retailer landscape, including President of Lucky's Markets, Group Vice President at Albertsons, Director of Customer Strategy & Insights at Ahold and General Manger of Sales & Operations at HEB-Central Market. He holds a B.S. in Business Administration from the University of Central Florida.

Mama’s Creations Strategic Platform

One-stop-shop deli solution for grocery, mass, club and convenience store owners to procure high quality, fresh, and clean prepared foods

Proteins | Salads | Pasta & Grains | Olives | Sandwiches | Soups | Pizzas | Sushi



Current Categories | Organic Expansion | Potential M&A

Full Line of All-Natural Products

One-stop-shop for freshly prepared meals – made in our kitchen, ready for yours, and available in the deli

- **50+ distinct Italian-inspired protein products**, packaged in both retail & bulk packages (for grocery or food service)
- **150+ chicken and salad products**
- **25+ olive and savory products**
- **Portfolio growth of international cuisine**

Research & Development

Manufacturing & Packaging

Distribution

In-House Capabilities for the Entire Product Lifecycle

IDDBA 2025: Product Launches

Expanded offerings across product lines

- New SKUs help retailers expand fresh prepared foods variety with clean, high-quality, and easy to prepare turnkey options across the deli spectrum
- Launched products included:
  - Mama's Creations Roasted Chicken Strips
  - Mama's Creations Chicken Stuffed Meatballs
  - Mama's Creations Roasted Vegetables Lineup
  - Expanded international flavors lineup: Korean Beef BBQ Meatballs, Teriyaki Chicken, Fried Rice

Mama's Creations invited to be featured on

WHAT'S IN STORE Live!

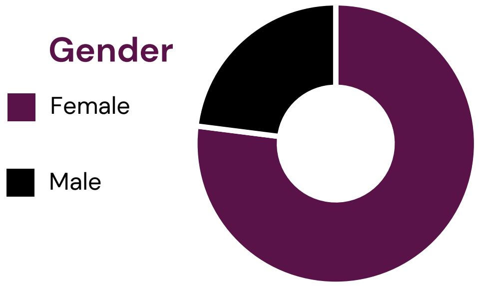
IDDBA's immersive deli experience – highlighting the real-world applications of MAMA's versatile products

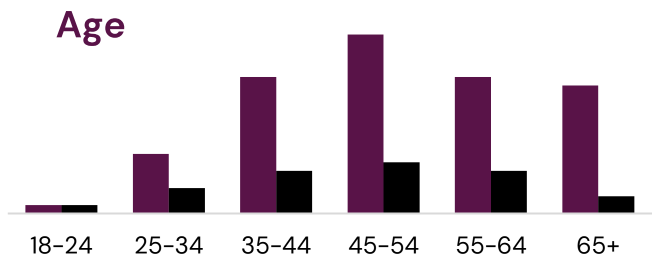
IDDBA 2024 Launches

- **Incremental offerings expand into new white spaces (Breakfast, Entertaining & On-the-Go Snacking), while concurrently introducing new ethnic flavors**
- **Launched products included:**
  - Mama's Creations heat & eat Breakfast Wraps
  - Mama's Creations vacuum packed Grilled Chicken Breasts
  - Mini Meatball Entertaining Trios retail sleeves
  - Mama Mancini's three new flavors of grab-n-go Gourmet Paninis including Meatball Parmesan, Chicken Parmesan and Nashville Hot

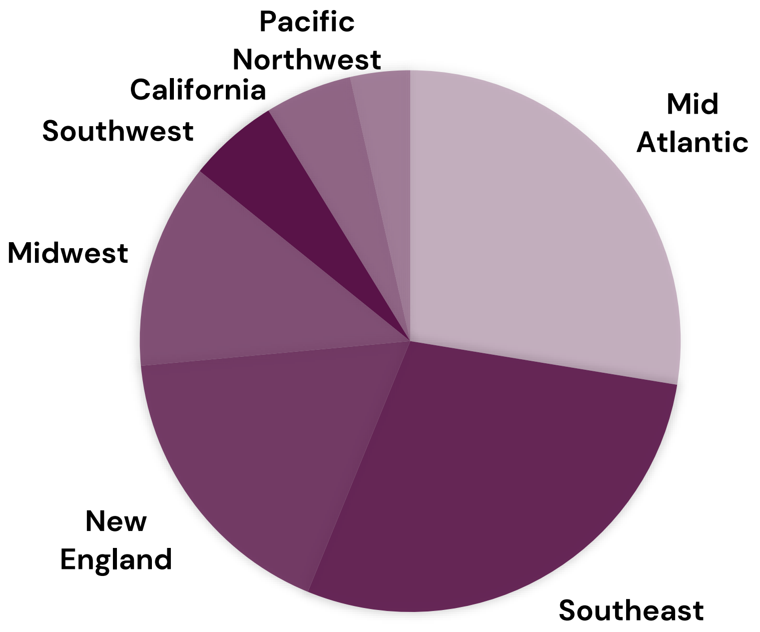
Broad Consumer Demographic Reach

Mama's Creations is popular across all demographics, especially females age 45-54[1]





Mama's Creations has an extensive reach across the United States[2]



Consistently strong consumer satisfaction rankings[3]

95%

Consumers Satisfied with Ease of Preparation

90%

Consumers Satisfied with Product Quality

1) 2022 Mama's Creations Facebook Analytics.
2) 2022 Mama's Creations Consumer Survey.
3) 2022 Mama's Creations Consumer Survey. Satisfied reflects both very satisfied and somewhat satisfied responses.

Distribution & Sales Channels

- **Diversification of sales mix to mirror the U.S. food budget: Limited concentration in any one channel, presence where consumers shop**
  - Growing mass to more appropriate size
  - Retail to remain key portion of mix (Crown 1 had no club revenue)
  - Retain strong presence in club (i.e. Costco, Sam's Club, BJs)
- **FY27 Strategic Goal:** Placement of additional 2 SKUs in top 10 accounts
- **Major Wins Entering FY27**
  - **Walmart:** 8 new SKUs launching in 2,000 stores
  - **Target:** 2 SKUs launching in 750 stores, growing to 2,000
  - **Food Lion:** 5 SKUs launched in Q4, expanding to 1,200 stores

Achieved Costco Everyday Item Status in Northeast Region, demonstrating velocity strength

Case Study: Our Mutually Beneficial Journey to Costco Everyday Item Status

- **FY23:** $500K in sales, 1 product, Northeast Region only
- **FY25:** $10M in Costco sales, active rotations in all 8 regions
- **FY26:** Digital MVM in Q1 led to ~$10M in Q1 sales; Print MVM in Q4
- **FY27:** Achievement of Everyday Item Status in Northeast Region

New Customers Across Channels in FY2026

Over a Dozen Customers with $2M+ in Annual Sales in FY2026

FY27 Strategic Sales Initiatives

Strategic Multi-Item Selling Approach

Selling portfolio packages vs single items; Creating mutually beneficial assortments that create greater customer value and are accretive to profitability

Expand Average Items Per Existing Customer

Goal of +2 net SKUs at top 10 accounts; leverage Bay Shore, NY portfolio into legacy accounts and vice versa

Drive ACV Growth into Underpenetrated Regions

Expand distribution footprint across channels and geographies

No Antibiotics Ever (NAE) Chicken

Zero antibiotics from hatch to harvest, with USDA-verified producer documentation required for labeling. Consumer demand for 'GRANDMA-quality' NAE chicken driven by health consciousness, antibiotic resistance concerns, and animal welfare preferences

Major Account Wins & Velocity Growth

Strategic entry targeting major national accounts where Mama's doesn't yet maintain a presence, following on recent success securing shelf space in Walmart, Target, Food Lion, etc.

Product Launch, Marketing & Trade

Goal to grow marketing investments 50% in FY27

New Item Launch

Stick in Their Mind (Awareness)

Retailer Consideration

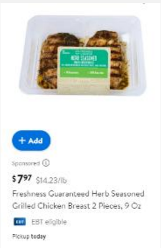
- Trade Shows
- Awards
- Trade Ads
- Selling Tools

Consumer Living Life

- Influencer Partnerships
- Digital/Social Ads
- Earned Media
- Product Placement

Consumer in Shopping Mindset

- Retail Content & Search
- Instacart Campaign



Get in Their Cart (Action)

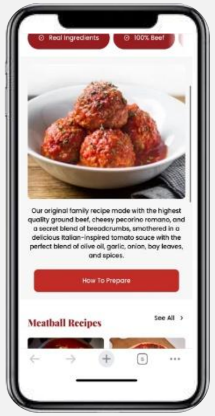
In Store

- Circulars
- POS
- In Store Displays
- Sampling

Win Their Heart (Advocacy & Customer Retention)

Post Purchase

- On Pack QR Code
- Email Marketing



One Plant, Three Locations

Operating an integrated manufacturing network

Farmingdale, NY

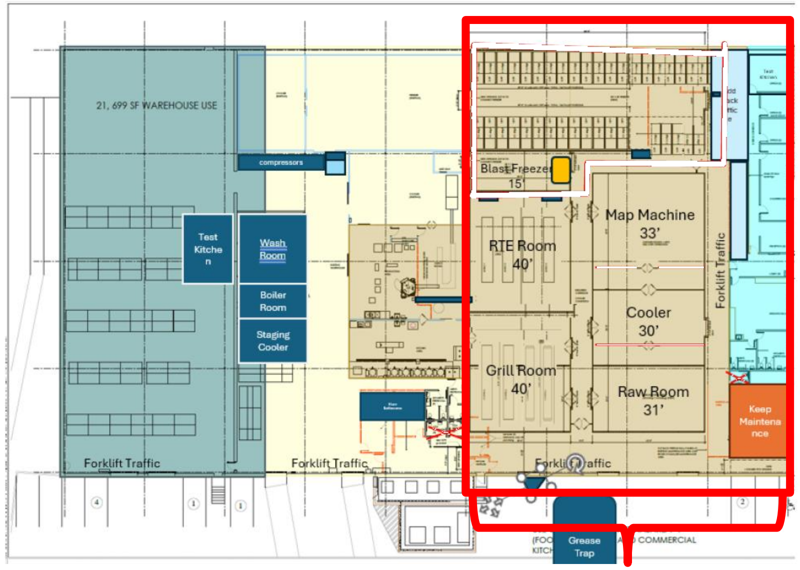
- Summer 2024 construction doubled grilled chicken capacity, adding 10,000 sq. ft. of usable space
- FY27 chicken contracts at attractive rates provide commodity cost visibility and control
- Trimming/tumbling chicken in-house is our largest margin enhancer
- Currently running 5-day, 3-shift operation with weekend capacity available
- Partnering with Bay Shore, NY facility to optimize production capabilities and bolted-down capacity
- Leading the network in production reporting and performance management

East Rutherford, NJ

- Major expansion: +19,000 sq. ft. (nearly doubling usable space from 24,000 to 43,000)
- Strategic automation investments: MAP technology, smart belt, X-ray, slicing/dicing, pallet wrapping
- Currently running 5-day, 2-shift operation + sanitation shift. Optimizing shift schedules (including weekends) and executing industrial engineering analysis could drive meaningful increase in capacity
- Partnering with Bay Shore, NY facility to optimize production capabilities and bolted-down capacity
- Lead model for 3PL partnerships

Bay Shore, NY – August 2025 Crown 1 Acquisition

- 42,000 sq. ft. facility with fresh food manufacturing and raw value-added meat solutions
- Recent $6M capital investment prior to acquisition including USDA cutting facility
- Excess trimming capacity enables network-wide trimming optimization
- Heavy first shift, light second shift, third shift sanitation
- Efficiently onboarding as part of "One Plant, Three Locations" strategy



+19,000 sq. ft.

Network synergies enable load-sharing, redundancy, and optimized production allocation

Note: Fiscal Year ends January 31st.

Top Priority: Margin, Margin & Then Margin

Start by Setting the Right Price with the Customer

- Start by Understanding Our True Costs
- Price Pack Architecture
- Competitive Shelf Price / Quality
- Taking Price Often to Manage Commodity Risk

Then Managing Operational Costs

- Economies of Scale
- Purchasing / Logistics
- Dedicated Resources
- KPIs / Monthly Customer-Level Profitability
- Sales & Operations Planning
- Chicken Trimming In-House

The Result

12% → **24%**

Q2 FY23 Gross Margin → Q2 FY27 Gross Margin

Note: Fiscal Year ends January 31st.

Balancing Organic & Inorganic Growth

Vision of Mama's Creations as a national deli solutions company

- Serving the full demands of deli & fresh departments via our suite of brands as a "one-stop-shop"

Tremendous distribution and velocity opportunities

- Under 20% penetrated today with upside to items carried
- Targeted programming will accelerate current velocities

Seeking accretive acquisitions of near-peer firms at attractive multiples with complementary capabilities to our existing network

- Goal of aggressive synergy realization and rapid integration of acquisitions leveraging existing distribution network to accelerate growth trajectory

Acquisition Case Study: Crown 1 Enterprises

Acquired Aug. 2025 for $17.5 million (0.3x FY25 Revenue)

- Full-service food manufacturer that provides value-added meats and ready-to-eat meal solutions with $56 million in TTM revenue
- State-of-the-art 42,000 sq. ft. facility specializing in fresh food
- Attractive customer base with hard to break into customers
- Immediate synergies to core business with opportunity to expand and accelerate SKU penetration with Crown 1's broad customer base

Our Family of Brands

- MamaMancini's — Italian Inspired Foods
- Creative Salads Inc. — Salads, Sandwiches & Wraps
- The Olive Branch — Olive Dishes
- Mama's Creations — International Cuisine
- Chef Inspirational Foods — Prepared Foods Sales Agent
- Crown 1 Enterprises — Proteins & Value-Added Meals

Our 2030 Vision:

We are aiming to become the next $1B deli provider

1

Legacy MamaMancini's

Founded upon the original Mancini meatball recipe, products offered nationwide.

2

Breadth & Depth of Distribution

MamaMancini's and T&L Creative Salads are still underpenetrated in existing sales channels, underpenetrated in existing stores and have the potential to enter new channels.

3

Consumer-Driven Product Innovation

As we become even more consumer-focused, understand consumers' unmet deli needs and innovate to address them.

4

Pursue Accretive, Near-In Acquisitions

Regularly identify and integrate major acquisitions in new categories, capitalizing on the highly fragmented nature of the fresh prepared foods space.

5

Becoming the One-Stop-Shop Deli Solution

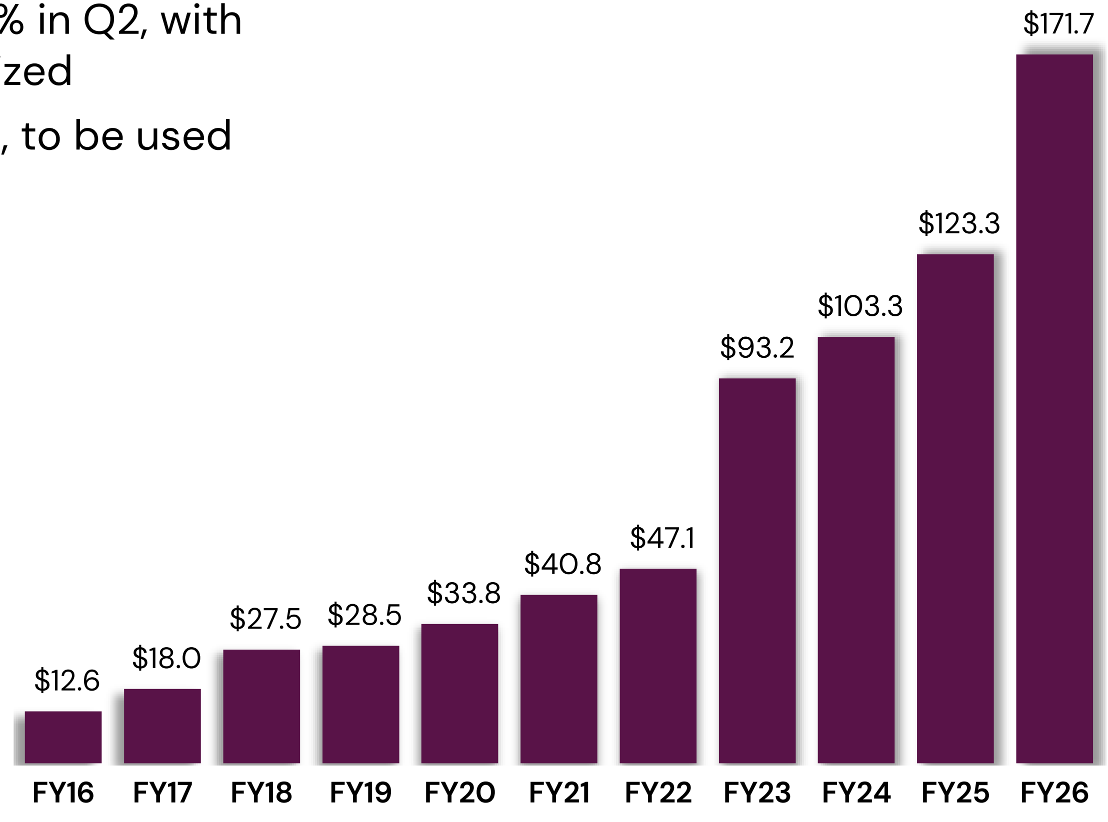
Mama's has the potential to achieve $1B in sales through a combination of accretive acquisitions of near-in private companies, organic growth spurred by cross-selling, and new product innovation.

Financial Highlights

- **History of Profitability and Strong Revenue Growth:** Cash and equity to be used for potential M&A rather than to fund day-to-day operations
- **Post-Acquisition Integration:** Synergies and cost-optimization to structurally improve the margin profile of the Crown 1 acquisition from mid-teens to mid-to-upper 20% range
- **Gross Margin Growth:** Gross margin improved sequentially to 24.0% in Q2, with expectation to expand to mid/high 20% range as synergies are realized
- **Balance Sheet Strengthened:** Cash position grew to $138.6M in Q2, to be used for potential M&A

(USD $ in Millions)	Second Quarter Ended Jul 31, 2026	Fiscal Year Ended Jan 31, 2026
Net Revenue	$54.6	$171.7
Gross Margin	24.0%	25.1%
Net Income	$2.6	$5.3
Adj. EBITDA[1]	$5.5	$15.4
(USD $ in Millions)	**Jul 31, 2026**	
Cash & Cash Equivalents	$138.6	
Debt (excl. leases)	$4.8	

Strong Revenue Growth
(USD $ in Millions)



1) Non-GAAP financial measure. See appendix for reconciliation to most directly comparable GAAP measure.

Key Takeaways

Our Objective: To become the leading national "one-stop-shop" solution for high quality, fresh, clean and easy to prepare foods

- **Consumer Preferences are Changing:** Shoppers increasingly prefer ready to eat, prepared food options at grocery and convenience stores
- **Family of Brands:** Growing variety of products geared towards today's consumer demands, serving several client needs under a single roof
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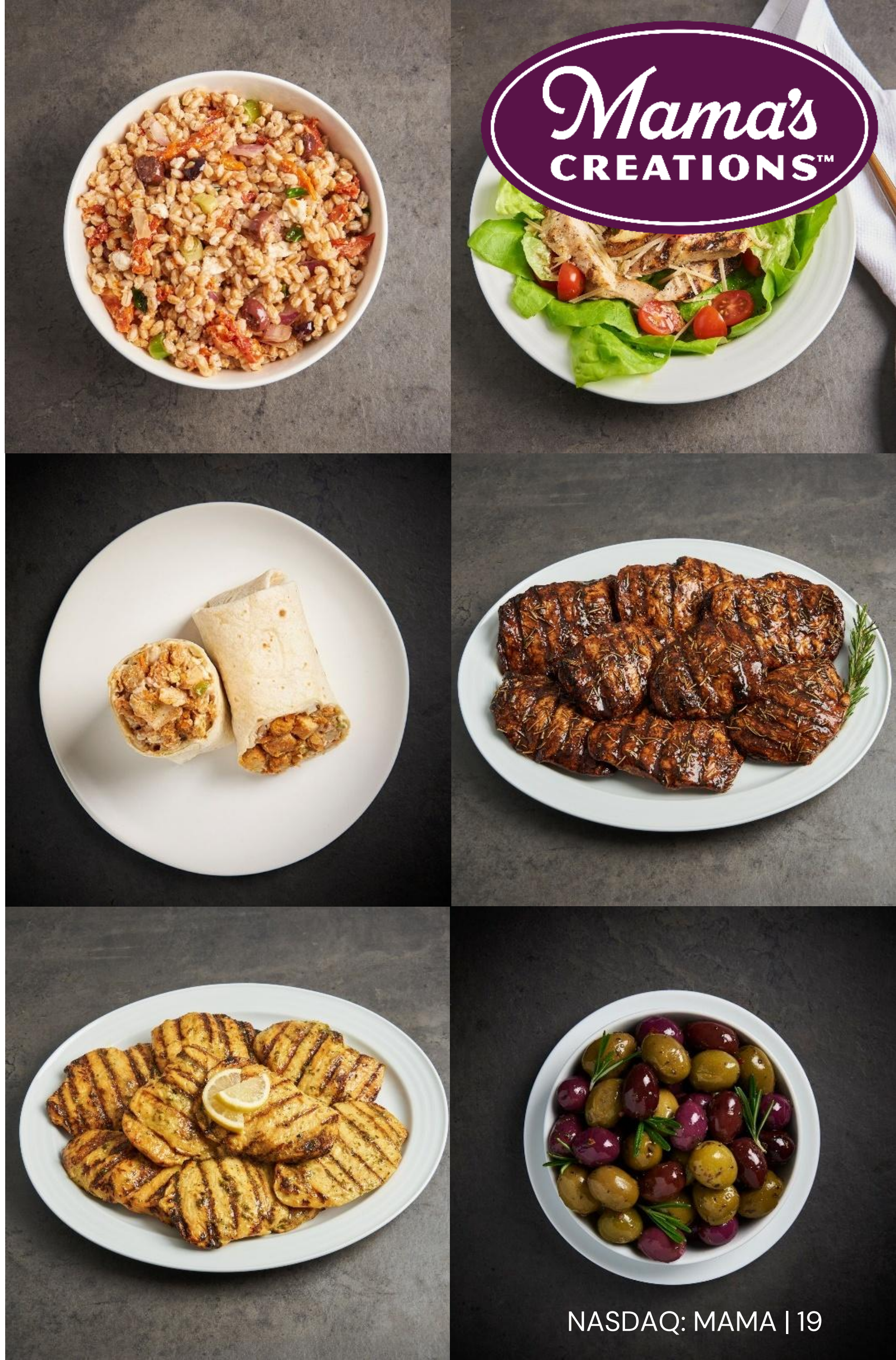

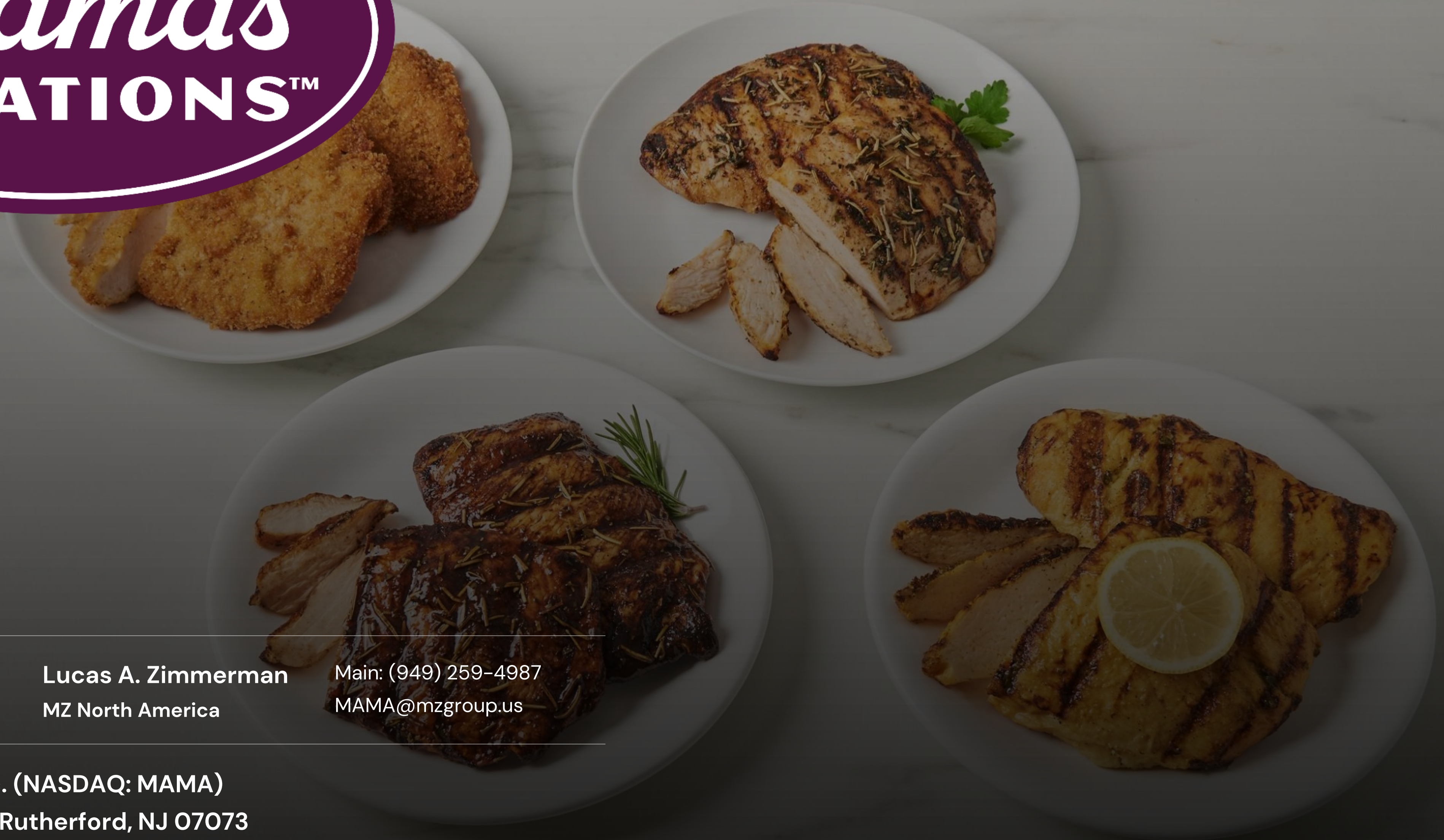

Mama's CREATIONS™

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