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Organto Foods Inc.

September 2020

www.organto.com



TSX-V:OGO/FSE:OGF

DISCLAIMER

This presentation contains certain forward-looking statements which may not be based on historical fact, including without limitation, statements regarding Organto Foods Inc. ("Organto")'s expectations in respect of its ability to successfully execute its business plan; its in-depth knowledge and experience in the organic foods business; its ability to raise additional capital and fund its ongoing operations; plans for future growth and the direction of the business; financial projections including expected revenues, gross margin, EBITDA and cash-flow breakeven (the last two being non-GAAP financial measures); plans to increase product volumes and supplies from strategic third party growers and contractors; expected growth of the organic food industry generally; management's expectations, beliefs and assumptions; events or developments that Organto expects to take place in the future; and general economic conditions. All statements, other than statements of historical facts, are forward-looking information and statements. The words "believe", "expect", "anticipate", "contemplate", "target", "intends", "continue", "budget", "estimate", "may", "will", and similar expressions identify forward-looking information and statements.

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Our Company - Organto Foods Inc



- ✓ Integrated provider of fresh organic and specialty fruit and vegetable products
- ✓ Serving fast growing socially responsible and health conscious fresh plant-based foods segments
- ✓ Repositioned business model driving record results



- ✓ Asset-light business model with diverse certification, sourcing, logistics, processing and distribution expertise
- ✓ Extensive market knowledge and supply chain expertise linking supply/growers to end markets



- ✓ Branded and distributed product offerings
- ✓ Diverse customer base across numerous European countries
- ✓ Expanding global supply base – North and South America, Africa, Europe



Our Mission, Purpose, Vision and Values

Our Mission

“Making fresh organic fruits and vegetables available for every consumer”

Our Purpose

To bring healthy and nutritious fresh organic fruit and vegetable products to market by creating sustainable and transparent linkages between growers and end markets

Our Vision

To be a leading global provider of fresh organic fruits and vegetables utilizing an integrated business model, trusted for driving equitable returns to all parties in the value chain

Our Values

- To work together as a team
- To honor and respect our customers, supply chain partners and team members
- To respect the world we live in and do what is right for long-term sustainability

Our Highlights

Experienced & aligned management team

- ✓ In-depth knowledge and experience in organic food business
- ✓ Leadership based in North America and Europe with operating personnel on the ground in Europe, Mexico and Argentina
- ✓ Strong insider ownership position aligned with shareholders

Serving fast growing organic foods markets

- ✓ Demand for healthy, organic and fresh plant-based foods continues to grow globally
- ✓ Millennials and Gen Z demanding sustainable and transparent food solutions
- ✓ Organito focus on largest and fastest growing organic categories – fruits and vegetables

Branded and distributed product offering

- ✓ Organito “I Am Organic” brand
- ✓ Distributed product base important for supply/demand balance
- ✓ Attractive gross margin potential on high value-added and branded products

Integrated, year-round supply for key organic products

- ✓ Unique year round organic supply models across key categories
- ✓ Geographic supply distribution from diverse growing regions
- ✓ Committed to sustainable and transparent business practices

Scalable and profitable asset light business model

- ✓ Four consecutive quarters of record revenue growth at positive gross margins
- ✓ Strong EBITDA and cash-flow potential as business scales
- ✓ 10-15% working capital/annual revenue ratio for growth capital

Our Opportunity

Consumers are seeking healthier foods and healthier lifestyles

Retailers are expanding availability of organic and fresh food products but often lack reliable and consistent supply

Complex and fragmented supply-chains present challenges for retailers

Demand for transparency throughout the supply chain from farm to retail shelf a key long-term trend

Limited number of brands in the value-added organic fresh vegetable and fruit categories

Opportunity exists to consolidate fragmented industry to build a leadership position in fast growing niche markets

Our Team

Leadership

Steve Bromley

Chair of the Board and Co-CEO

- Over 35 years in food businesses with focus on natural and organic sectors
- Former CEO, COO & CFO of SunOpta Inc. (TSX/NASDAQ) (2001-2015)

Rients van der Wal

Co-CEO & CEO Organto Europe B.V.

- Approx. 20 years in organic foods business
- Previous Head of Total Exotics Sales at Total Produce

Ralf Langner

Chief Financial Officer & Corporate Secretary

- CPA/CGA
- Over 25 years of financial reporting and governance experience

Peter Thibaudier

Chief Financial Officer – Organto Europe B.V.

- Over 25 years of operational and financial reporting experience

Board of Directors

Javier Reyes de la Campa

- President of Credipresto, S.A. de C.V. in México
- President of Accendo Banco SA in México, a large lender to ag sector in México

Peter Gianulis - Founder

- Co- Founder of Organto - over 20+ years in organic foods business
- Managing Director of Carrelton Asset Mgt and CEO of Allegiant Ltd.

Robert Giustra

- Chair of the Columbus Group

Alejandro Maldonado

- President & Chairman of Alpasa Farms
- President of Berry Growers Association of México

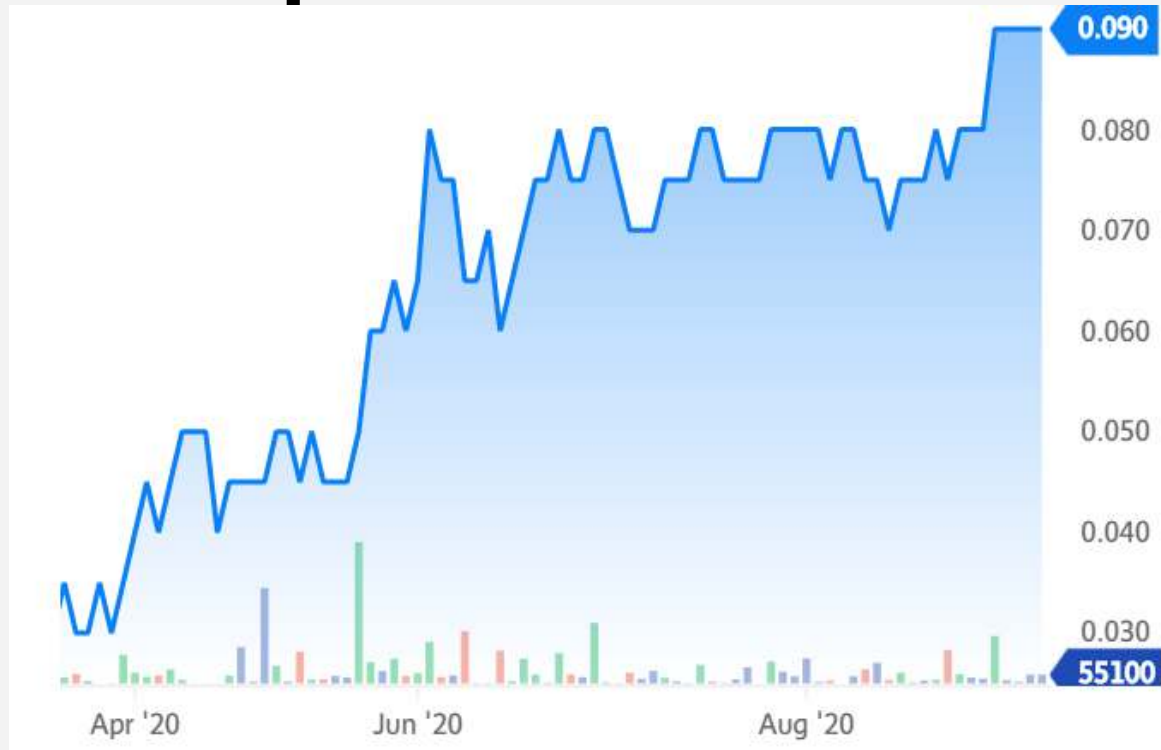
Claudio Schreier

- Chair of the Audit Committee
- President of Mont Blanc Asset Management

Joost Verrest

- Former CEO of Total Produce Direct BV
- Extensive foods experience with Chiquita Brands, Green Protein BV, Sara Lee

Our Capitalization



* Upon completion of final documentation to cancel 5.9 million shares related to GUA plant disposition

** 2.1 million with strike price of C\$0.065 expiring March 2021

1.5 million with strike price of C\$0.065 expiring Oct 2021

15.1 million with strike price of C\$0.10 expiring May and June 2022

0.2 million with strike price of C\$0.10 expiring May 2022

*** Convertible Notes of C\$2.1 million due May and June 2022 with conversion price of C\$0.05 in year one and C\$0.10 in year two

Capitalization (C\$M) (as at September 14, 2020)

Share Price \$0.09

Basic Shares Outstanding* 189.2

Market Capitalization \$17.0

Management & Insiders 28.0%

Institutions 25.3%

Retail Investors 46.7%

Basic Shares Outstanding 189.2

Options 13.3

Warrants** 18.9

Convertible Notes *** 20.7 – 41.5

Fully Diluted Shares 242.1 – 262.9

Our Growing Organic Markets

Rapidly Growing Markets

- ✓ Consumers focused on health and wellness – global sales of \$323.1 Billion USD forecast by 2024, a CAGR of 14.56% from 2017-2024

Supply a Key Challenge

- ✓ Growth in supply required to meet demand - organic farmland is increasing around the globe

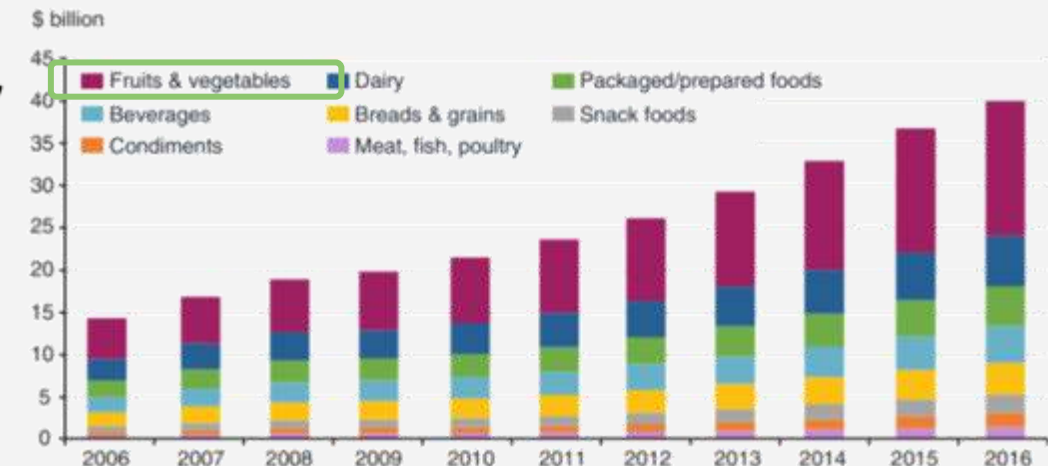
Demand for Sustainability and Transparency

- ✓ Desire for sustainable and transparent foods driving demand for organic foods
- ✓ Health, social and environmental expectations leading to rapid growth of fresh plant-based foods



Organic fresh fruits & vegetables is the largest category within the organic segment

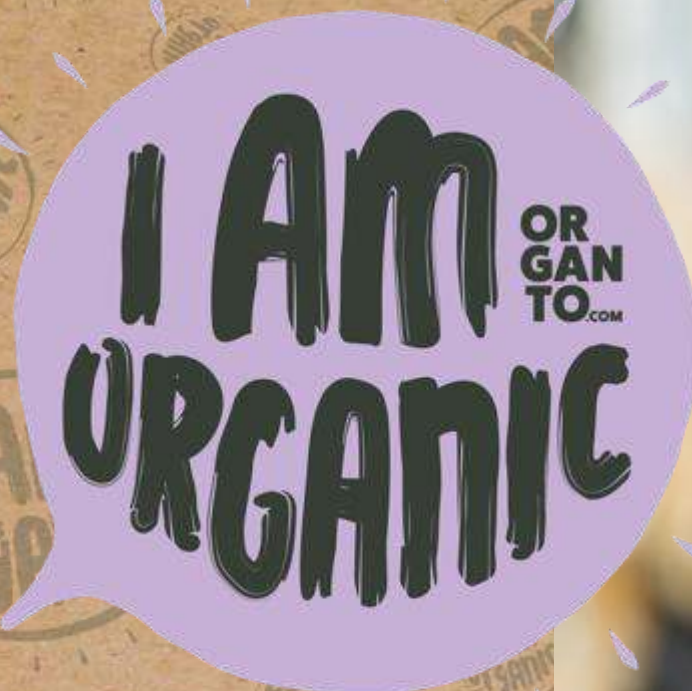
U.S. organic food retail sales, 2006-16—Fruits and vegetables are still top category



Source: USDA, Economic Research Service using data from Nutrition Business Journal, 2017.

Our Brand and Product Portfolio

www.organto.com



ORGAN
TO.COM

PURE & ORGANIC
0 CHEMICALS
Fair to people
RESPECTFUL TO NATURE
& SO TASTY

Our Organic Fruits

- ✓ Avocados
- ✓ Blueberries
- ✓ Passion Fruit
- ✓ Raspberries
- ✓ Limes
- ✓ Mango
- ✓ Others



Our Organic Vegetables



- ✓ Asparagus
- ✓ Ginger
- ✓ Fine green beans
- ✓ Snow peas
- ✓ Sugar snaps

Our Integrated Supply Chain

- ✓ We have an **integrated supply chain**
- ✓ We work together with our **valued strategic growers and supply chain partners** to control and monitor each step in the process, delivering quality products with complete transparency to our valued customers
- ✓ We use geographically **diverse growing regions including South America, North America, Africa and Europe** with the goal of providing reliable year-round supply of key product categories
- ✓ We believe our **asset-light business model** leverages our expertise and provides for exceptional **flexibility and scalability**

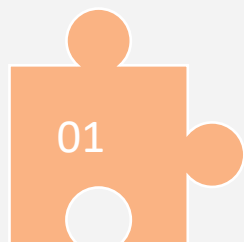


Our Evolution in Organic Foods

We have successfully transitioned from an asset-heavy and single-revenue stream business model to an **asset-light and multi-revenue stream business model**

Before

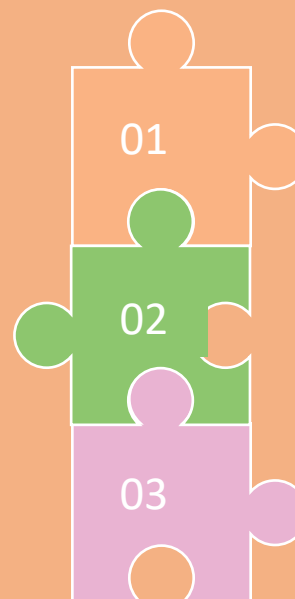
- **Asset Heavy**
 - Own Growing Operations
 - Own Processing & Packaging
 - Single Revenue Stream
 - Branded Product Focus
 - Fixed Cost Structure



High Value Branded Product
Own farming/operations

Now

- **Asset Light**
 - Strategic 3rd Party Growers
 - Strategic 3rd Party Processing & Packaging Partners
 - Multiple Revenue Streams
 - Branded and Non-Branded Focus
 - Variable Cost Structure



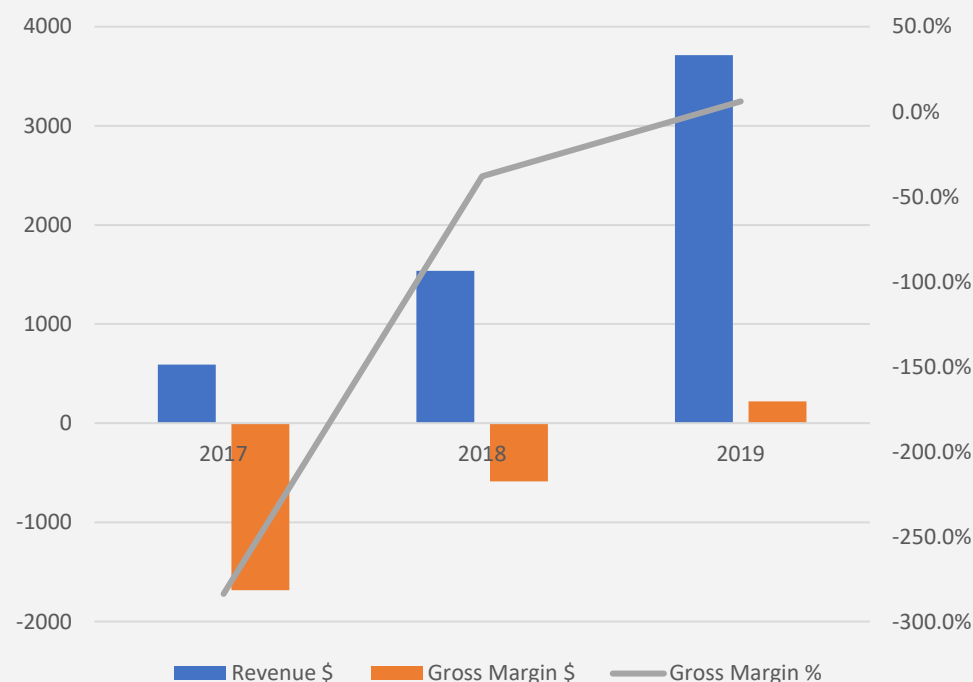
High Value Branded Product
Contract growing

Medium Value Branded and Distributed Product
Strategic sourcing

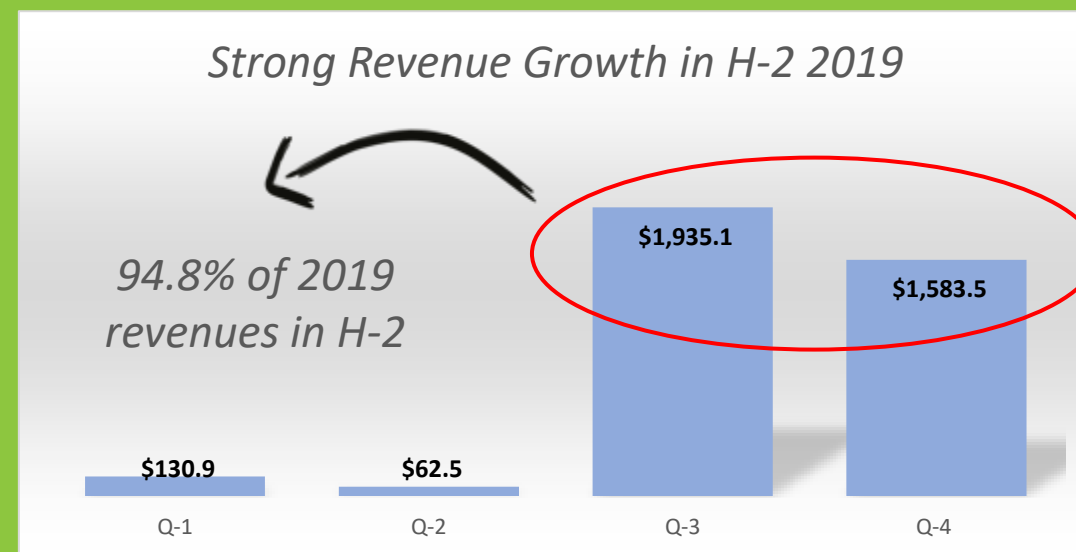
Low Value Trading Platform
Spot-trade



Record Revenues and Gross Margins in 2019



- ✓ Revenue acceleration in Q-3 and Q-4 with repositioned business model

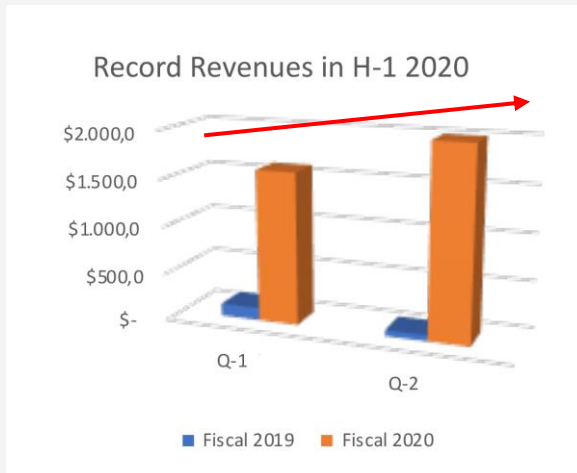


- ✓ Positive gross margins realized as business transitioned from asset-heavy single-revenue stream business model to asset light multi-stream business model

2020 - A Breakout Year For Organto

Record 1st Half Results.....

- ✓ Record first quarter revenues of CDN \$1.6 million and record second quarter revenues of CDN \$2.2 million
- ✓ Second quarter revenues and gross margins the highest in Company's history



+1,850%

- ✓ Represents four consecutive quarters of record quarterly revenue and margin growth

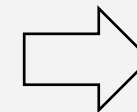
....With Financing in Place to Drive Breakout 2020

Organto Closes CDN \$3.6 Million Over-Subscribed Convertible Note and Equity Financings

Reaffirms Expectation to Achieve CDN \$20 Million Annualized Revenue and Cash-Flow Breakeven Run Rates This Year*

**Organto news release June 24,2020*

*Revenue Exit
Run Rate of +CDN
\$20 Million*



*Cash-Flow
Breakeven
Exiting Q-4*

Our Holding in Xebra Brands



In 2019 we divested our medicinal cannabis business and assets, and as a result **we own approx. 7.1 million common shares of Xebra Brands Ltd.**

Xebra Brands is an emerging privately held cannabis company focused on the design and delivery of unique **cannabis-based wellness and leisure products**, with a focus on beverages and operations in Mexico and Colombia.

Our intention over time is to invest the funds from this holding to strategically grow in organic foods

OUR MEXICAN AND COLOMBIAN ADVANTAGE

- ✓ First mover in Mexico
- ✓ All licenses in Colombia
- ✓ Optimal Growing Conditions
- ✓ Established Agricultural Industry
- ✓ Free Trade Advantages
- ✓ Stable Governments
- ✓ Low Cost Skilled Labor
- ✓ Low Cost Cultivation

Licenses

Cultivation and Processing
Licenses in Colombia

Trademarks

Over 400 Trademark
Applications in 46 Countries

Cultivars

144 Breeding Lines
Submitted for Registration





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Organto Foods – In Summary

**Serving fast growing
organic foods markets**

**Branded and
distributed product
offering**

**Integrated, year-round
supply for key organic
products**

**Scalable and
profitable asset light
business model**

**Experienced &
aligned management
team**

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WE HAVE TO DELIVER MORE THAN ORGANIC GROWTH

Organto is an innovative, fast growing global provider of fresh organic fruits and vegetables. Organto has a strong ambition and we want everyone to share this. Together we can make an impact. Organto is listed at the Deutsche Börse (ticker: OGF) and at the TSX-V (ticker: OGO). For more information please check organto.com/share and join us in bringing more healthy and nutritious I AM Organic products to the world.

SHARETHEMESSAGE



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