

Organto Foods Inc.

Company Update

November 15, 2023



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")' expectations in respect of its ability to successfully execute its business plan; its in-depth knowledge and experience in the organic foods business; plans for future growth and the direction of the business; financial projections including expected revenues, gross margin, EBITDA and cash-flow (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 foods industry generally; its ability to raise additional capital and fund its ongoing operations; 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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Organto disclaims any intention or obligation to update or revise any forward-looking information and statements whether as a result of new information, future events or otherwise, except to the extent required by applicable laws.

Today's Presenters



Rients van der Wal
Co-CEO



Steve Bromley
Co-CEO



John Rathwell
SVP

Investment Highlights

Fast-growing healthy foods platform	Value-added organic and non-GMO fruit and vegetable products	Growth platform	Five consecutive years of revenue growth with strong outlook
Asset light business model	Transitioned from asset heavy – we do not own farms and do not own manufacturing assets – we are everything in between – “we add value”	Multi-Tier branded product offering	I AM Organic, ORO and =AWESOME Fruits
Broad and flexible product offering	Organic, non-GMO - bulk, private label and branded	Proactive acquisition strategy	Four acquisitions completed, active pipeline of opportunities
Diverse customer and supply base	170 customers in 19 countries with product sourced globally from 50 suppliers in 18 countries	Experienced team and board	Over 200 years of combined foods experience



Company Profile

Our Purpose and Vision

- Our purpose is “to bring healthy and nutritious organic fruit and vegetable products to market by creating *sustainable and transparent linkages between growers and end markets.*”



- Our vision is “to be a leading global provider of fresh organic fruit and vegetable products utilizing an integrated business model, *trusted for driving equitable returns to all parties in the value chain.*”

Our brands



In –depth organic, ethical and sustainable standards



Facts about us



3 Listings
TSX-V, OTCQB
and FSE



2015
Founded with
asset heavy
business model



50
Strategic growers –
100% Global GAP
certified



170+
Customers



14
Retail clients



3
Owned brands



FY22/YTD23
FY '22 CDN\$22.5m
H1 '23 CD\$15.1m



2019
Transitioned to
asset-light
business model



18
Sourcing
countries



19
Sales to
countries



~40,000
Retail shops
operated by
retail clients

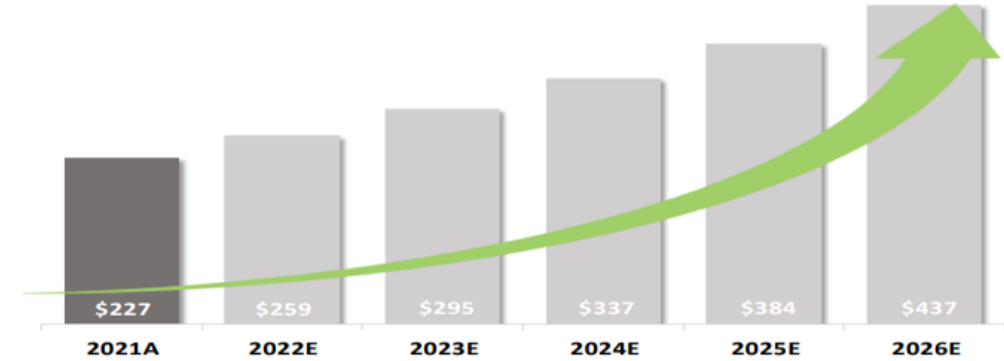


Up to 20
Containers per
week in high
season

Demand for Healthy Living Continues to Grow

The Global Organic Foods Market
is expected to have a
14% CAGR over the next five years

Source: Organic Food Global Market Report 2022



Fruits & veggies are the largest and
fastest growing category in organics

Source: CDN. Organic Trade Assoc.

Consumers are becoming more interested in healthy
eating, and prioritise it over affordability

Source: 2021 Deloitte Conscious Consumer – Connecting With Health and
Sustainability Priorities

64%

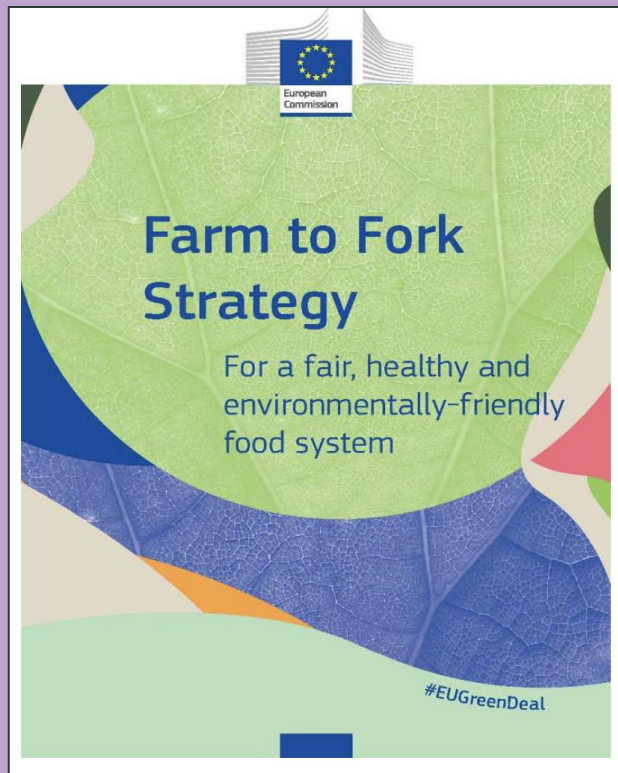
Consumers
interested to learn
about influence of
food over health

60%

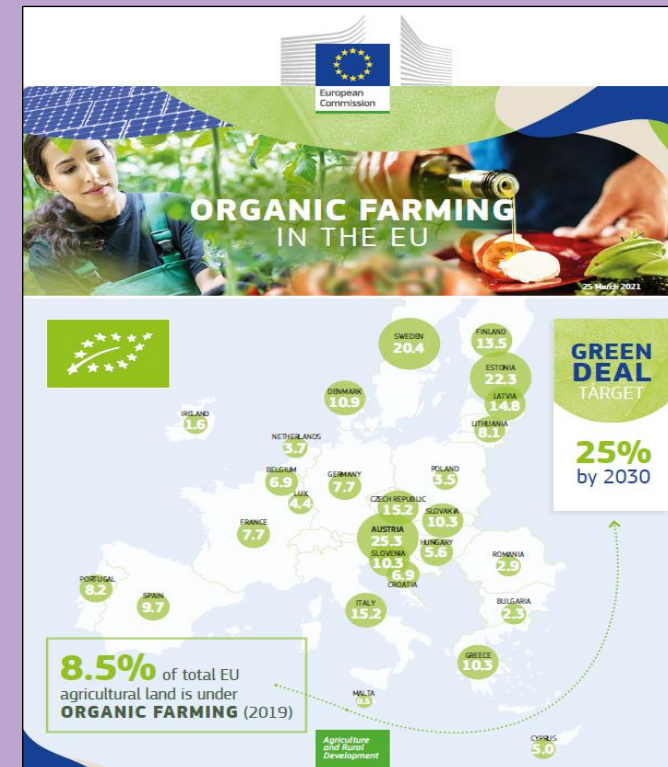
Consumers
choose health
over affordability

The EU Green Is Deal Expected to Drive Incremental Growth

The European Union Green Deal targets a carbon neutral footprint in the EU by 2050 and includes a Farm to Fork Strategy focused on healthy people, healthy societies and a healthy planet.....

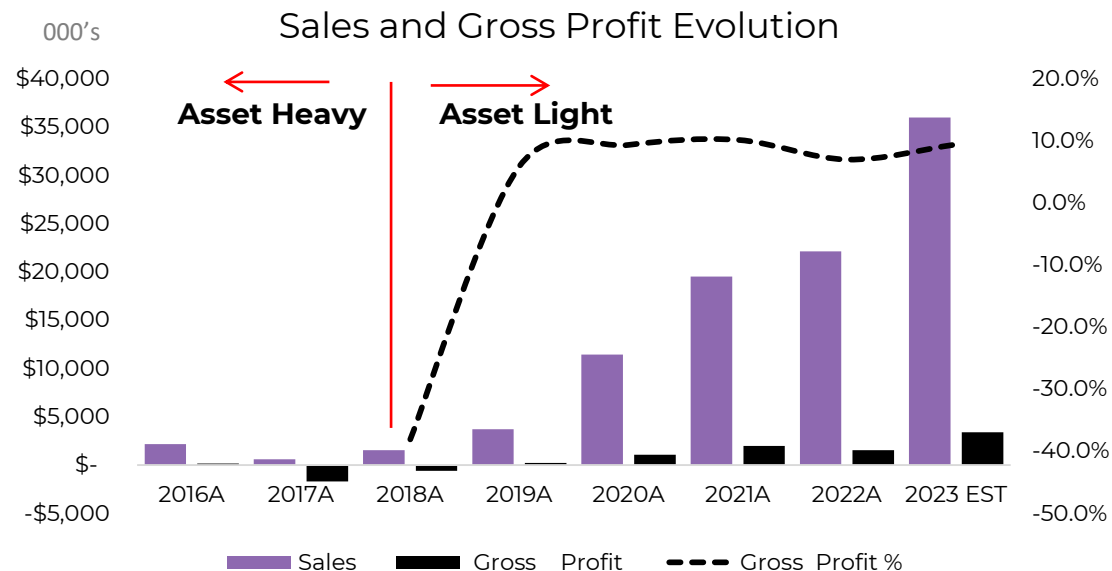


....and is expected to have a significant impact on demand for organic foods consumption in Europe with a target of 25% of farming in the EU being organic by 2030



Our Business Model Has Evolved and Progressed

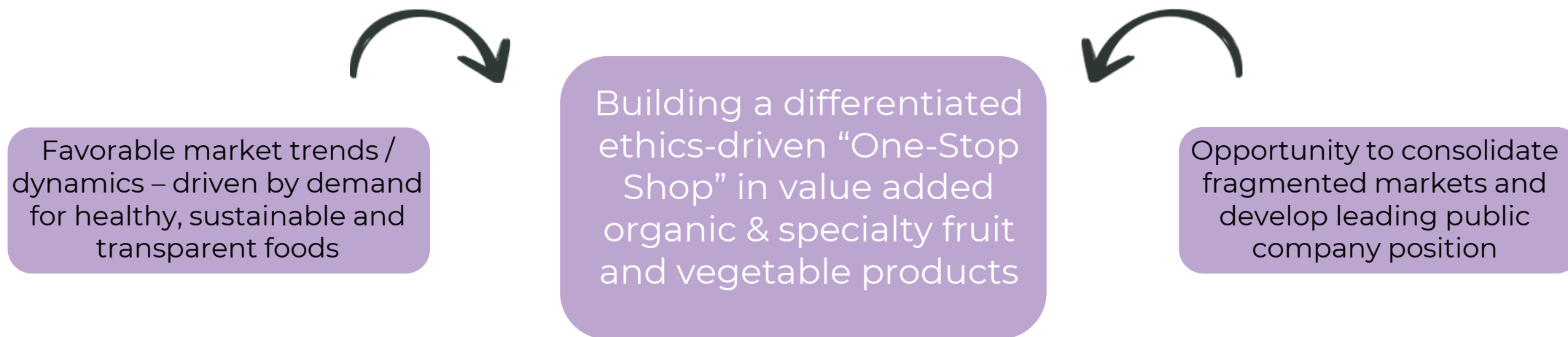
- ✓ Successfully transitioned to an efficient and flexible asset-light business model
- ✓ Sixteen consecutive quarters of sales growth (currency adjusted) vs same quarter of prior year
- ✓ Developed multi-tier branded product offering to meet customer needs
- ✓ Pro-active acquisition strategy - completed 3 acquisitions in 2021 and 4th in January 2023
- ✓ Assembled experienced leadership team and board of directors with deep industry knowledge



- 2023 and Beyond -

"Focus on scaling operations and driving to positive cash flow and profitability"

We Believe Our Long-Term Strategy is on Target



Growth fueled by combination of internal growth and acquisitions

Supported by our core operational strategies (our “3 **B**’s”):

- ✓ **B**uild supply and product offering
- ✓ **B**uild our brands
- ✓ **B**uild our infrastructure

Our Product Portfolio and Customer Base is Growing

In the last 12 months we served approx. **170 customers** across **19 countries** in Europe and recently added sales in Asia

ORGANIC FRUITS

- Bananas
- Avocado
- Mango
- Blueberries
- Raspberries
- Limes
- Passion Fruit
- Apples
- Pears
- Strawberries



ORGANIC VEGETABLES

- Asparagus
- Herbs
- Ginger
- Fine green beans
- Snow peas
- Sugar snaps
- Sweet Potato
- Mushrooms



We have grown our strategic retail listing base from **6 customers in '22** with access to approx. 3,000 stores, to **14 retail customers in '23** with access to approx. 40,000 stores

Wide-range of products to meet consumer preferences

Product Segmentation

Premium Branded
Mid-Tier Branded & Private Label
Bulk Distributed



Organic
non-GMO

Products sold in multiple formats and multiple channels

Customer Segmentation

On-Line Retail
Bricks and Mortar Retail
Convenience – TO GO
Distributors

Our Retail Base Provides Strong Growth Opportunities

- ✓ Growth in current product offering with existing customer base
 - Next step beyond initial listing proof of concept
 - Increased volumes of currently distributed products with supply history established



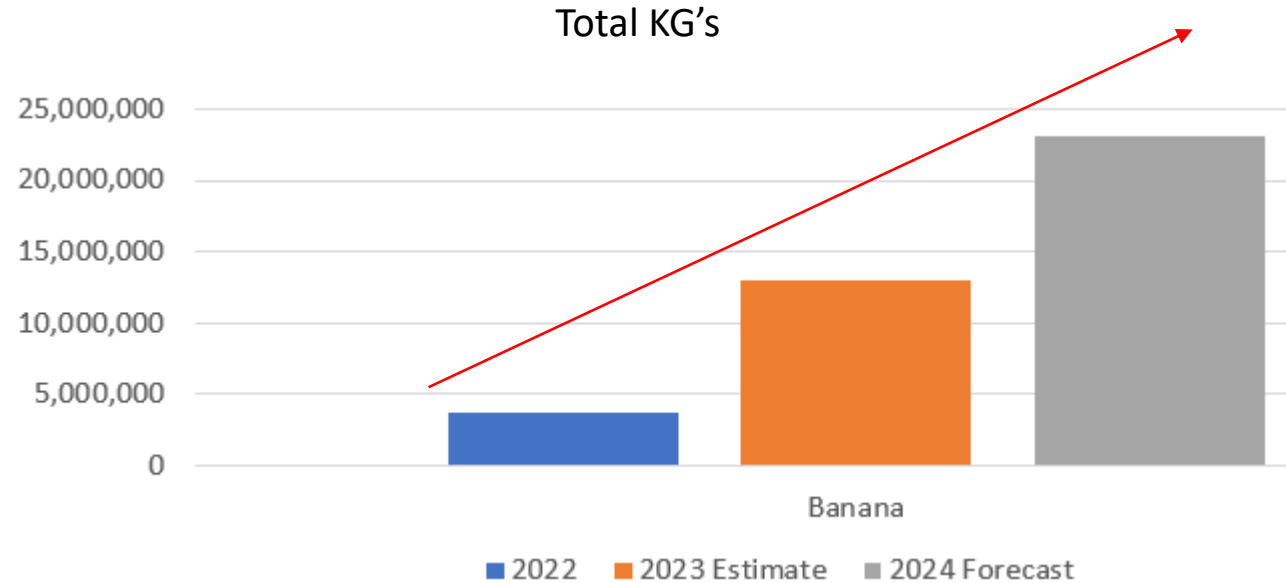
- ✓ Product expansion beyond current offering with existing customer base
 - Supplier credibility established with initial proof of concept
 - Opportunity to move beyond limited initial offering to expanded product portfolio



- ✓ Ability to expand to new retail customers based on proof of concept
 - As industry credibility established, ability to expand offering to new customers
 - Leverage existing sourcing and supply capabilities to drive efficient distribution
- ✓ Scale to expand in out of home and on-line channels
 - Expand proven sourcing and distribution capabilities to bring innovative concepts to new market channels

Our Banana Category is A Key and Growing Category

- ✓ Our entry into the organic banana category in late 2021 has driven our growth in tropical fruits with key retailers and service providers
- ✓ Expected volume growth in 2023 of over 200% with continued strong growth expected in 2024
- ✓ Strong strategic year-round supply partnerships positions our business for the future



Our Presence @ Fruit Attraction Madrid Confirmed Potential

- ✓ 90,00 industry visitors from 135 countries
- ✓ Showcased our sourcing, supply, branding, innovation and sustainability platforms
- ✓ Provided us with the platform to solidify existing partnerships and forge new pathways for growth
- ✓ We achieved a significant milestone by securing a number of new opportunities to accelerate future growth
- ✓ We continue to expand our market presence and industry awareness



Our Branded Portfolio is a Key Asset and Differentiator



LET'S
EAT THE
WORLD
BETTER

Premium Organic
+ 15% margin profile



Premium non-GMO
10% - 15% margin profile



Mid-tier non-GMO
8% - 12% margin profile



Growth in brands benefits margin profile

Gross Margin Evolution

Steady Improvement with Asset Light Business Model – 2022 Impacted by Macroeconomic Challenges – Improving in 2023

YTD Q2 2023 INC FX – **8.7%**

2022 ACT INC FX – **7.1%**

2021 ACT – **10.2%**

2020 ACT – **9.4%**

2019 ACT – **5.9%**

2016-2018 – **negative GM** – Asset heavy business model

Our Technology Enabled I AM Organic Brand

We communicate our
I AM ORGANIC brand
values and product
transparency via our
digital passport



We Are Poised for Future Growth as Platform is Leveraged

✓ Supply expansion

- Deepened relationships with key suppliers at source leveraging strategic points of differentiation

✓ Customer expansion

- Broadening product lineup with existing customers and pursuing new strategic relationships

✓ Brand expansion

- Leveraging unique I AM Organic story telling brand proposition to drive penetration

✓ Market expansion

- Entry into North American market leveraging existing platform expertise and addressing grower demand
- Supported by strategic partnerships with experienced industry players

✓ Acquisition and Strategic Partnership Pipeline

- Active pipeline of growth opportunities

US opportunity



- ✓ Organic sales in non-food and food markets in the US totaled \$61.7 billion in 2022
- ✓ Organic vegetables & fruits represent approx. 15% of total produce sold in the US
- ✓ Organic vegetables and fruits represent approx. 36% of all organic food purchases
- ✓ Approx. 6% of food sold in the US is organic
- ✓ Largest and fastest growing organic foods market in the world

Key Priorities for 2024



- ✓ Continue to drive growth in key product categories underpinned by deep supply relationships
- ✓ Drive gross margin growth via deepened supply relationships, supply chain efficiencies as platform expands, and shift in higher value-added and branded products mix
- ✓ Leverage platform to drive efficiencies and process improvements including digital platform expansion
- ✓ Target annualized sales and gross margins in excess of current analyst estimates
 - Analyst sales range of CDN \$ 48 to 57 million
- ✓ Target EBITDA +’ve during 1st Half of 2024

Our Capitalization



* 0.10 million with a strike price of C\$5.00 expiring November 2023
0.02 million with a strike price of C\$3.00 expiring December 2024/February 2025

** C\$2.15 million due December 2024 with a conversion price of \$3.00
C\$0.30 million due February 2025 with a conversion price of \$3.00
C\$0.24 million due March 2025 with a conversion price of \$3.00
C\$8.05 million due November 2026 with a conversion price of \$5.00

Capitalization C\$M (as of November 10, 2023)

Share Price	\$0.38
Basic Shares Outstanding	28.6

Market Capitalization	\$10.9
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Basic Shares Outstanding	28.6
Options/RSU's	2.4
Warrants *	0.1
Convertible Notes **	2.5

Fully Diluted Shares	33.6
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Insider Ownership – 11.6% of Basic Shares O/S	3.3
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Private Placement

Issuer:	Organto Foods Inc. (the “Company”).
Offering:	Up to 6,060,606 Common Shares (“Shares”) of the Company (the “Offering”). Completion of the Offering will be subject to the entering into of a subscription agreement (“Subscription Agreement”) with respect to the Offering, on terms satisfactory to the Company and the Investor (as defined below). Completion of the Offering will also be subject to the Company obtaining TSXV, FSE, and any applicable regulatory approvals.
Offering Price:	C\$0.33 per Share
Offering Size:	Up to C\$2,000,000
Type of Transaction:	Private placement offering.
Use of Proceeds:	The Company intends to use the net proceeds from the Offering to continue growth of the Company’s organic fruits and vegetables platform and for general working capital purposes.
Selling Jurisdictions:	Non-brokered private placement offering to “accredited investors” and other eligible purchasers in each of the provinces of Canada and other jurisdictions outside of Canada.
Listing:	The Shares currently trade on the TSX-Venture Exchange: “OGO” (the “TSXV”), the Over The Counter Exchange: “OGOFF” (the “OTC”), and the Frankfurt Stock Exchange (the “FSE”) under the symbol “OGF”.

ORGANTO FOODS INC.

SERVING FAST GROWING
ORGANIC AND HEALTHY FOODS
MARKETS

STRATEGIC ASSET LIGHT BUSINESS MODEL –
FLEXIBLE, SCALABLE AND CAPITAL EFFICIENT

EXPERIENCED AND ALIGNED
LEADERSHIP TEAM

A FAST GROWING
HEALTHY FOODS
PLATFORM

BRANDED, PRIVATE LABEL AND
BULK DISTRIBUTED PRODUCT
OFFERING

DIVERSE CUSTOMER BASE ACROSS
NUMEROUS COUNTRIES IN EUROPE

GLOBAL SUPPLY BASE