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## Organto Establishes Strategic Partnership Agreement with Established Mexico Based Producer

### *Strategic Partnership Supports Organto's Growth Strategies*



Toronto, ON, Canada and Breda, the Netherlands, October 31, 2023 – Organto Foods Inc. (TSX-V: OGO, OTC: OGOF, FSE: OGF) (“Organto” or “the Company”), a leading provider of organic and non-GMO fresh fruit and vegetable products, today announced that it has entered into a strategic partnership with Mexico based Alpasa Farms S. De R.L. de CV (“Alpasa”). This strategic partnership aims to facilitate expansion of each company’s operating platforms by leveraging their respective strengths and capabilities, with a focus on the North American and European markets.

#### Key Areas of Collaboration:

- *Sales Expansion:* Leveraging each company’s current geographic selling focus, with an initial goal of facilitating Organto’s entry into the US market and concurrently expanding Alpasa’s distribution network.
- *Sourcing Expansion:* Leveraging each company’s diverse sourcing and supply capabilities to benefit existing growers and expand market presence.
- *Branding:* Collaborative branding efforts to assist both companies in establishing a stronger presence in their target markets.
- *Digital AI Implementation for Traceability and Supply Chain Efficiencies:* Incorporating digital AI solutions into traceability and supply chain management leading to enhanced efficiency, transparency and waste reduction.
- *Organic Certification:* Leveraging each party’s focus on sustainable and transparent organic farming practices, this partnership underscores a commitment to leverage processes of each company in driving best practices.

Alpasa is a multi-generational family-owned and operated commercial farming and marketing organization located in the State of Miochoacan, Mexico. It has dedicated many years to the production and distribution of the highest quality fresh fruits while complying with the highest global food standards and certification practices. Alpasa is recognized as a

local leader in growing and distributing both organic and non-GMO blueberries, blackberries, raspberries, figs, and avocados on a global scale.

Alejandro Moldonado, an owner of Alpasa and a director of Organto Foods Inc. commented, “We have been supplying both organic and non-GMO products to the US and Europe for many years and look to continue to expand our business on a global basis. We are hopeful that this new strategic partnership with Organto will allow us to collaborate and leverage our industry knowledge to efficiently expand our businesses while respecting our diverse capabilities.”

Steve Bromley, Chair and Co-CEO of Organto Foods Inc, and Rients van der Wal, Co-CEO of Organto Foods Inc. and CEO of Organto Europe B.V. commented, “We have known and worked with the Alpasa team for a number of years and respect and admire the business they have built. As we grow, we are confident that we can share capabilities and best practices and in doing so leverage our respective platforms to drive profitable future growth.”

Organto is an integrated provider of branded, private-label, and distributed organic and non-GMO fruit and vegetable products serving the growing global demand for healthy and socially responsible foods. Organto operates a strategic and flexible asset-light business model, sourcing products from five continents, and using its certification, supply chain, marketing, and distribution expertise currently brings products to markets across Europe and recently announced its first sales into Asia, with plans to enter the North American market. Organto markets a number of branded product offerings, including its flagship I AM Organic brand. Organto has realized sixteen consecutive quarters of record revenue growth versus the same quarter in the prior year. Organto’s long-term growth strategy is to build an ethics-driven “one-stop-shop” in fresh organic and specialty fruit and vegetable products fueled by a combination of strong internal growth and acquisitions.

ON BEHALF OF THE COMPANY,

*Steve Bromley*  
Chair and Co-Chief Executive Officer

*Neither the TSX Venture Exchange nor its Regulation Services Provider (as that term is defined in the policies of the TSX Venture Exchange) accepts responsibility for the adequacy or accuracy of this news release.*

For more information contact:

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## **ABOUT ORGANTO**

Organto is an integrated provider of branded, private label, and distributed organic and non-GMO fruit and vegetable products using a strategic asset-light business model to serve a growing socially responsible and health-conscious consumer around the globe. Organto's business model is rooted in its commitment to sustainable business practices focused on environmental responsibility and a commitment to the communities where it operates, its people, and its shareholders.

## **FORWARD LOOKING STATEMENTS**

This news release may include certain forward-looking information and statements, as defined by law including without limitation Canadian securities laws and the "safe harbor" provisions of the US Private Securities Litigation Reform Act of 1995 ("forward-looking statements"). In particular, and without limitation, this news release contains forward-looking statements respecting Organto's business model and markets; Organto's belief that the Strategic Partnership with Alpasa will allow the companies to share capabilities and best practices and in doing so leverage their respective platforms to drive profitable future growth; Organto's belief that demand for sustainable, transparent fresh organic fruit and vegetables continues to grow globally; management's beliefs, assumptions, and expectations; and general business and economic conditions. Forward-looking statements are based on a number of assumptions that may prove to be incorrect, including without limitation assumptions about the following: the ability and time frame within which Organto will execute and implement the Consolidation; Organto's business model will be implemented and product supply will be increased; cost increases; dependence on suppliers, partners, and contractual counter-parties; changes in the business or prospects of Organto; unforeseen circumstances; risks associated with the organic produce business generally, including inclement weather, unfavorable growing conditions, low crop yields, variations in crop quality, spoilage, import and export laws, and similar risks; transportation costs and risks; general business and economic conditions; and ongoing relations with distributors, customers, employees, suppliers, consultants, contractors, and partners. The foregoing list is not exhaustive and Organto undertakes no obligation to update any of the foregoing except as required by law.