



Organto Foods Inc.

Company Presentation

February 2024



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Highlights

Fast-growing healthy foods platform	Value-added organic and non-GMO fruit and vegetable products platform with room to expand beyond fresh	Growth platform	Five consecutive years of revenue growth with strong outlook
Asset light business model	Transitioned from asset heavy to asset light business model – “we are the link in the value chain” - with expansion flexibility	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
YTD Q3 '23 CDN \$21.5



2019
Transitioned to asset-light business model



18
Sourcing countries



19
Sales to countries



~40,000
Retail shops operated by retail clients

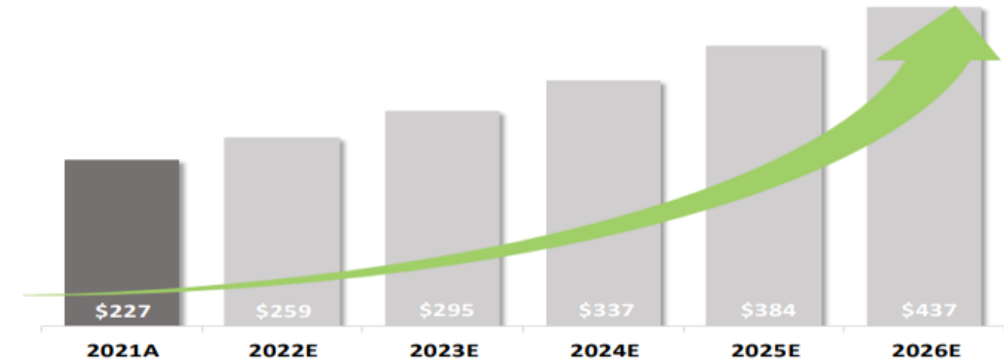


Up to 20
Containers per week in high season

Continued Global Demand for Healthy Living

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%

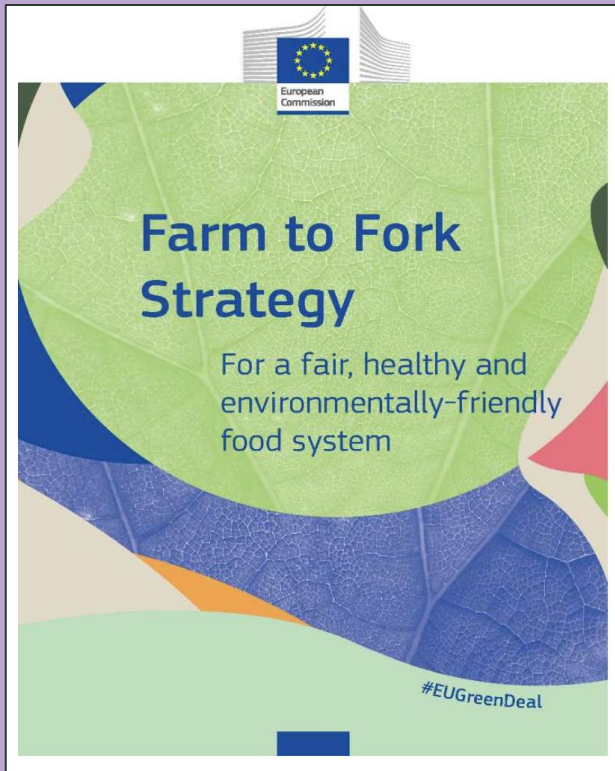
Consumers interested to learn about influence of food over health

60%

Consumers choose health over affordability

The EU Green 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.....

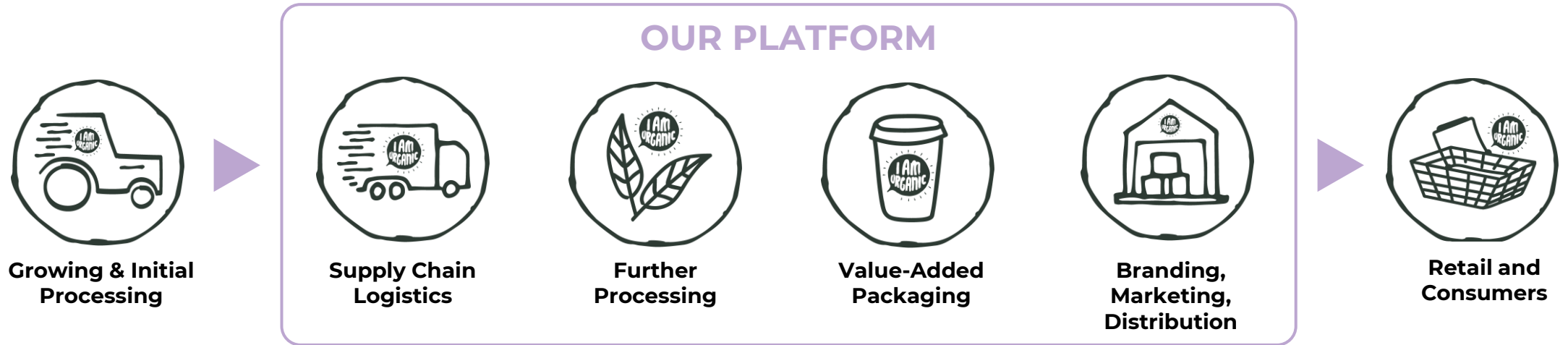


....and is expected to have a significant impact on demand for organic foods consumption in Europe with a target of 25% of farming in the EU being organic by 2025



Efficient Asset Light Business Model

Our platform is the “link” between growers and end markets



Diverse certification, sourcing, logistics, packaging, marketing and distribution expertise



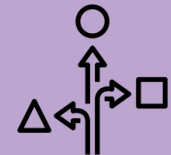
Utilise strategic 3rd party growers, logistics and processing partners



Extensive market knowledge and supply chain expertise “links growers with end markets



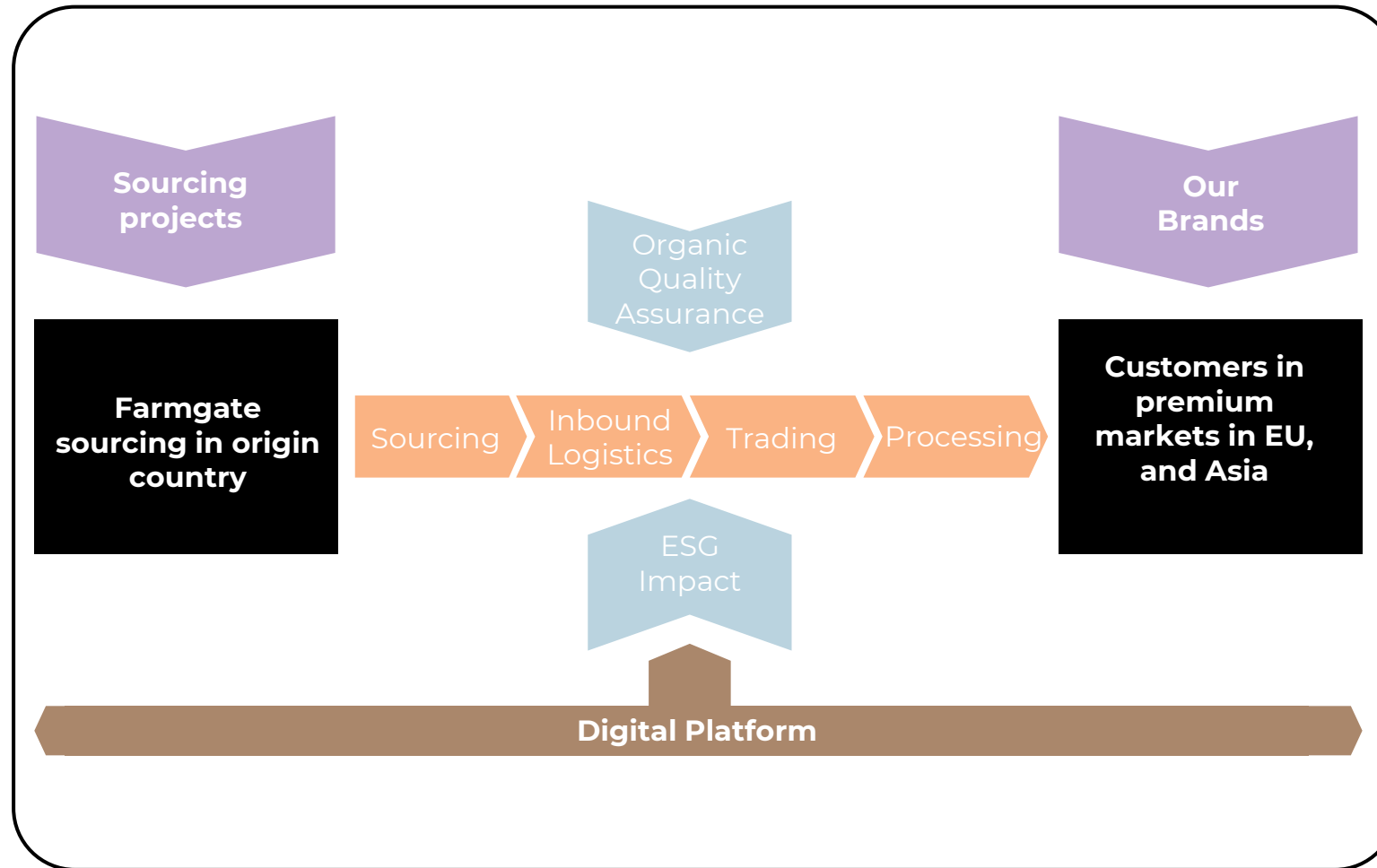
Ability to value-add with limited capital investment



Flexible and adaptable to ever-changing market dynamics

Added Value From Farm to Fork

Opportunity to continue to move “upstream” with growers to enhance value proposition



Our Value Add

Sourcing/Growers

- ✓ Certification expertise/Quality assurance
- ✓ “Boots on the ground”
- ✓ Value-added go-to-market partner

Supply Chain

- ✓ Global network of logistics and processing partners
- ✓ Year-round supply capabilities in core categories
- ✓ Ownership of inventory

Products

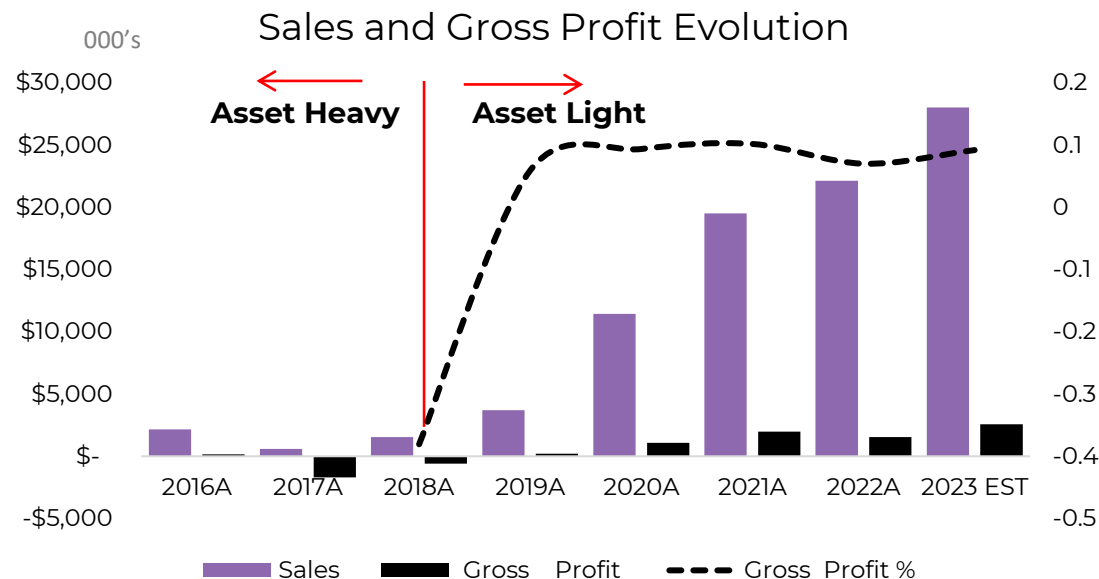
- ✓ Diverse product offering
- ✓ Multiple formats – bulk, private label and branded
- ✓ Value-added formats

Brands

- ✓ Premium I AM Organic brand utilizing proprietary digital passport technology
- ✓ Non-GMO brands – ORO and =Awesome Fruits

Our Business Model Has Evolved and Progressed

- ✓ Successfully transitioned to an efficient and flexible asset-light business model in 2018/2019
- ✓ Shift from 'demand pull' to 'source push' strategy in 2022/2023 to improve marketing and cost-effectiveness
- ✓ Seventeen 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"

Product Portfolio

In the last 12 months we served approximately **170 customers** across **19 countries** in Europe and recently added sales in Asia, with a focus on tropical fruits and tastemakers

ORGANIC FRUITS ORGANIC VEGETABLES

- | | |
|----------------|--------------------|
| ● Bananas | ● Asparagus |
| ● Avocado | ● Herbs |
| ● Mango | ● Ginger |
| ● Blueberries | ● Fine green beans |
| ● Raspberries | ● Snow peas |
| ● Limes | ● Sugar snaps |
| ● Apples | ● Sweet Potato |
| ● Strawberries | ● Mushrooms |



Wide-range of products to meet consumer preferences

Product Segmentation

Premium Branded
Mid-Tier Branded & Private Label
Bulk Distributed



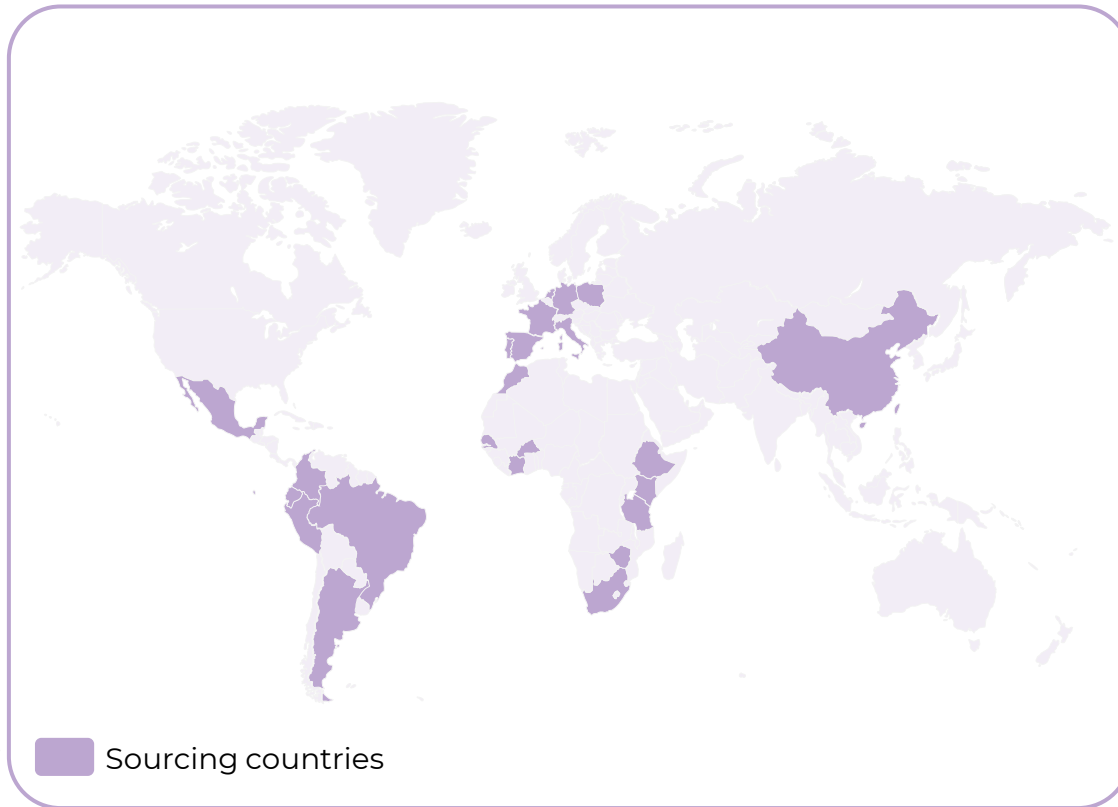
Organic
non-GMO

Products sold in multiple formats and multiple channels

Customer Segmentation

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

Supply Chain Continues to Grow, We “Follow the Sun”



- ✓ Integrated year-round supply chains
- ✓ We work with our valued strategic growers and supply chain partners to control and monitor each step in the supply chain, delivering quality products with complete transparency
- ✓ We use geographically diverse growing regions to “follow the sun” with the objective of minimizing our ecological footprint as we source product from around the globe
- ✓ We source from many countries in Europe, North and South America, Africa and Asia
- ✓ Asset-light business model provides flexibility, scalability and capital efficiency

Multi-Tier Branded Product Portfolio



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 Q3 2023 INC FX – 8.3%

2022 ACT INC FX – 7.1%

2021 ACT – 10.2%

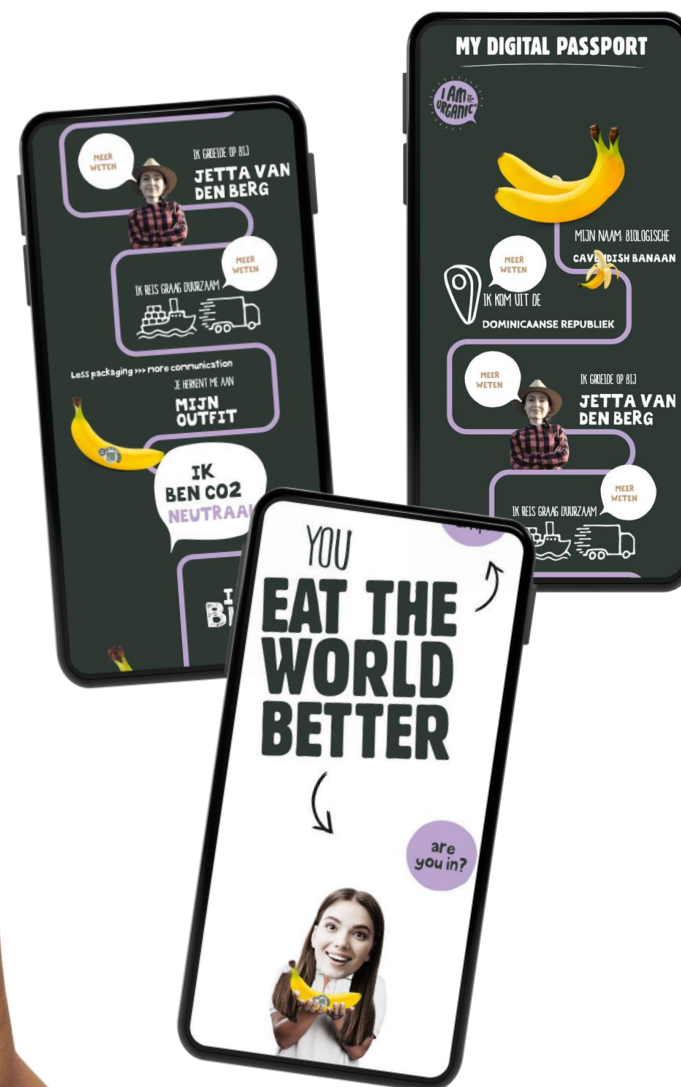
2020 ACT – 9.4%

2019 ACT – 5.9%

2016-2018 – negative GM – Asset heavy business model

Our Premium I AM Organic Brand

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



Our Sustainability Goals Align With Today's Major Themes

Wholesome food



Make the planet and its people healthier through our healthy products and sustainable practices

Social impact through ethical value chains



Promote the well-being of our employees, partners, growers and suppliers through sustainable and fair practices and processes

Environmental impact and waste reduction



Secure sustainable supply of wholesome foods while minimizing our environmental footprint and waste throughout the supply chain

Transparency & traceability



Provide full transparency throughout the supply chain with traceability back to the source

Long-Term Strategy Is On Target



Growth fueled by combination of internal growth and acquisitions/new business opportunities

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 Acquisition Strategy

✓ Our “one stop shop” acquisition strategy drives a winning $1 + 1 = 3$ formula, focused on

- ❑ Product expansion
- ❑ Customer expansion
- ❑ Geographic expansion
- ❑ Sector expansion
- ❑ Value added product expansion

Organto
operating
platform



+

Acquired
business

NFG NEW
FRUIT
GROUP
an ORGANTO FOODS company

beeorganic
an ORGANTO FOODS company

Fresh Organic Choice
an ORGANTO FOODS company

Zimbabwe
MARKETING SERVICES

=

Drives:

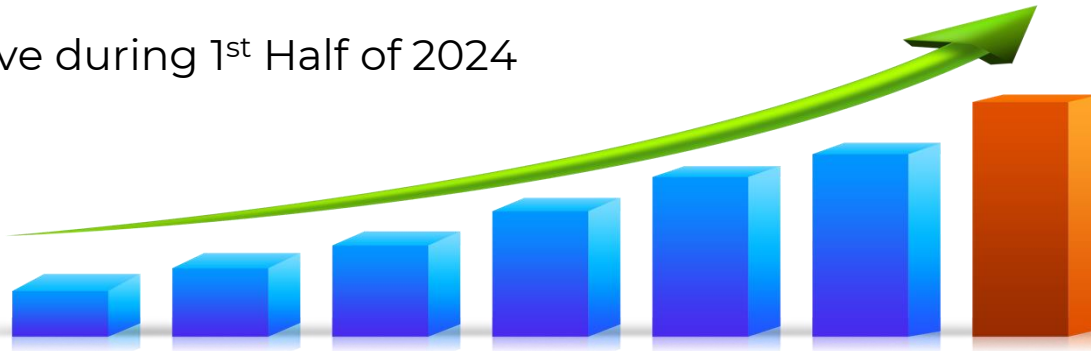
- Cost synergies
- Process efficiencies
- Base business growth

... which positively impacts our cost structure and drives brand growth, enhancing our overall margin profile

Acquisition criteria: growing business , path to EBITDA +’ve, product fit, cultural alignment, synergies

Key Priorities for 2024 and Beyond

- ✓ 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 to higher value-added, branded and consumer products mix
- ✓ Target annualized sales and gross margins in range of current analyst estimates
 - Analyst sales range of CDN \$ 47 to 52 million
- ✓ Target EBITDA +ve during 1st Half of 2024



- ✓ Leverage platform to drive growth and process improvements including:
 - Market expansion beyond Europe
 - Beyond fresh - non-fresh ingredients product expansion
 - Consumer products expansion
 - Digital expansion

Platform Expansion Opportunities

✓ Upstream supply expansion

- Deepened relationships with key suppliers at source leveraging strategic points of differentiation – joint ventures, financing partnerships, others

✓ Market expansion

- Opportunity to enter North American market leveraging existing and planned platform expertise and addressing grower demand
- Supported by strategic partnerships with experienced industry players

✓ Downstream product expansion to consumer-packaged goods

- Leverage supply relationships and market knowledge to move beyond fresh offering into value-added fruit and veg based *consumer products*

✓ Expand into non-fresh organic ingredients

- Leverage supply chain expertise and market knowledge to move beyond fresh offering into *non-fresh ingredients*

✓ Acquisition and strategic partnership pipeline

- Active pipeline of growth and consolidation opportunities

US Opportunity



- ✓ Largest and fastest growing organic foods market in the world
- ✓ 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
- ✓ Approx. 6% of food sold in the US is organic

Beyond Fresh



- ✓ Demand for a broad range of healthy foods continues to grow globally
- ✓ As consumers search for healthy convenience, opportunity to meet this demand with range of consumer-packaged products leveraging supply and market expertise
- ✓ Fragmented non-fresh ingredient sector offers growth opportunities

Capitalization



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

** C\$2.16 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
 Currently negotiating debt restructure

Capitalization C\$M (as of February 6, 2024)

Share Price \$0.12

Basic Shares Outstanding 28.6

Market Capitalization \$3.4

Basic Shares Outstanding 28.57

Options/RSU's 2.35

Warrants * 0.02

Convertible Notes ** 2.51

Fully Diluted Shares 33.45

Insider Ownership – 11.6% of Basic Shares O/S 3.32

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 & Director

- Over 20 years' experience building sustainable food businesses
- Former Head of Total Exotics Sales at Dole

Bob Kouw – Chief Operating Officer, Global Operations

- Foods industry veteran with extensive strategic, financial and operational expertise
- Former CFO of Tradin Organics, global player in organics

Ralf Langner – CFO & Corporate Secretary

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

John Rathwell – SVP, Investor Relations and Corp Dev

- Over 25 years of progressively responsible capital markets experience
- Extensive experience with micro, small and midcap companies

Board of Directors

Peter Gianulis

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

Jeremy Kendall

- Founder and former Chair and CEO of SunOpta Inc. (TSX/NASDAQ)
- Organic foods pioneer with extensive operating and business building experience

Alejandro Maldonado

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

Joe Riz – Chair of the Audit Committee

- Founding director and former Executive VP and COO of SunOpta Inc. (TSX/NASDAQ)
- Extensive organic foods operating and governance experience

Gert Jan van Noortwijk

- Former President of International Grains and Feed Trade Association
- Extensive agribusiness and global foods supply chain foods experience

Joost Verrest

- Extensive brand marketing experience
- Extensive foods experience with Total Produce, Chiquita. Green Protein BV, Sara Lee

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



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