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Organto Foods Inc.

Our Business, Our Markets, Our Record Results, Our Opportunity

October 8, 2020

www.organto.com



TSX-V:OGO/FSE:OGF

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Today's Presenters

Steve Bromley Chairman & Co-CEO

- 35+ years experience in food business, with 20 years focused on natural and organic foods businesses
- Former CEO, COO & CFO of SunOpta Inc (2001-2015) (TSX/NASDAQ)



Rients van der Wal Co-CEO & CEO Organto Europe BV

- 20 years in global organic food business – diverse supply chain and go-to-market expertise
- Previous Head of Total Exotics Sales at Total Produce



Today's Agenda

- ✓ **Introductions**
- ✓ **Our Company**
- ✓ **Our Markets**
- ✓ **Our Business Model - Driving Record Results**
- ✓ **Our Opportunity**
- ✓ **Q&A**

Our Company - Organto Foods Inc (TSXV:OGO/FSE:OGF)

“Well Positioned in Fast-Growing Healthy Foods Markets”

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
- ✓ Realizing *record results* and well-positioned for future growth



- ✓ *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 Brand – “I AM Organic”



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



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Our Organic Fruits

OR
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- ✓ Avocados
- ✓ Blueberries
- ✓ Blackberries
- ✓ Passion Fruit
- ✓ Mango
- ✓ Others



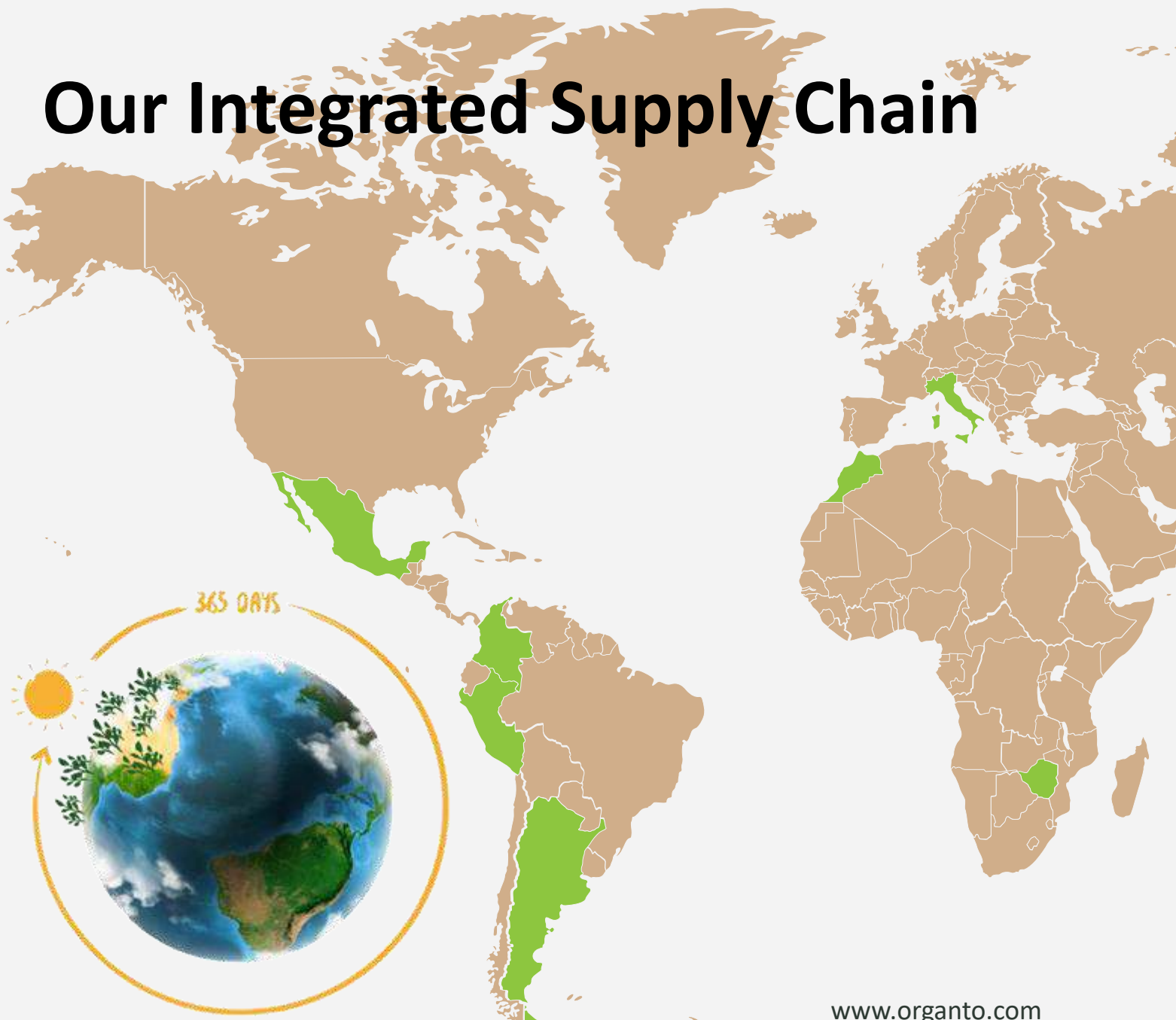
Our Organic Vegetables

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



TSX-V:OGO

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 source as locally as we can and strive to **minimize our environmental impact** at all times
- ✓ We believe our **asset-light business model** leverages our expertise and provides for exceptional **flexibility and scalability**

Our Markets

“Healthy Eating and Healthy Living Is Not Going Away!”

Organic Foods Demand Continues to Grow

Strong Growth of Organic Foods Driven By:

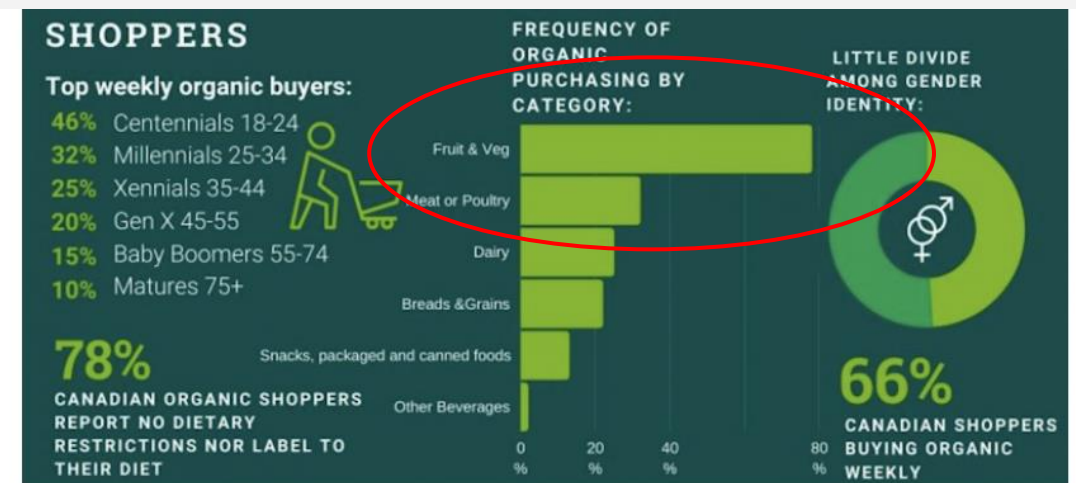
- ✓ Consumer focus on healthier foods
- ✓ Demand for sustainably produced foods
- ✓ Desire for clean and transparent foods

Fruits & Vegetables Largest and Fastest Growing Organic Category:

- ✓ 55% of consumers feel organic produce is healthier
- ✓ 32% of consumers feel organic produce tastes better

Organic Supply Expanding to Meet Demand:

- ✓ 2.8 million organic producers in 2018, +55% vs. 2009
- ✓ 71.5 million hectare of organic farmland, 186 counties with organic farming



Fruit and vegetables account for the largest category of organic purchases. Photo courtesy of the Canadian Organic Trade Association.

With Tailwinds Accelerating Growth

The “European Green Deal” Driving Growth:

- ✓ Regulatory shift towards more healthy and sustainable food systems in EU
- ✓ Targeted increase in organic farming in EU to 25% by 2030 - will translate into market opportunity



COVID -19 Further Driving Healthy Eating:

- ✓ 22% eating healthier – food for medicinal benefits versus calories
- ✓ Home consumption driving demand for healthier ingredient options



Our Business Model – Driving Record Results

“Five Consecutive Quarters of Record Growth”

Our Asset-Light Business Model Has Evolved and is Well-Positioned In a COVID-19 World

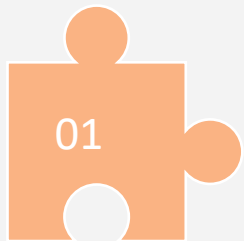
“Flexible, Adaptable and Capital Efficient”

Past

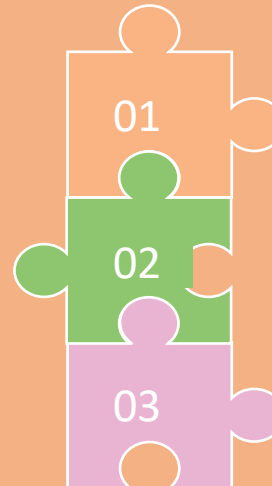
- **Asset Heavy**
 - Own Growing Operations
 - Own Processing & Packaging
 - Single Revenue Stream
 - Branded Product Focus
 - Fixed Cost Structure

Today

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



High Value Branded Product
Own farming/operations



High Value Branded Product
Contract growing

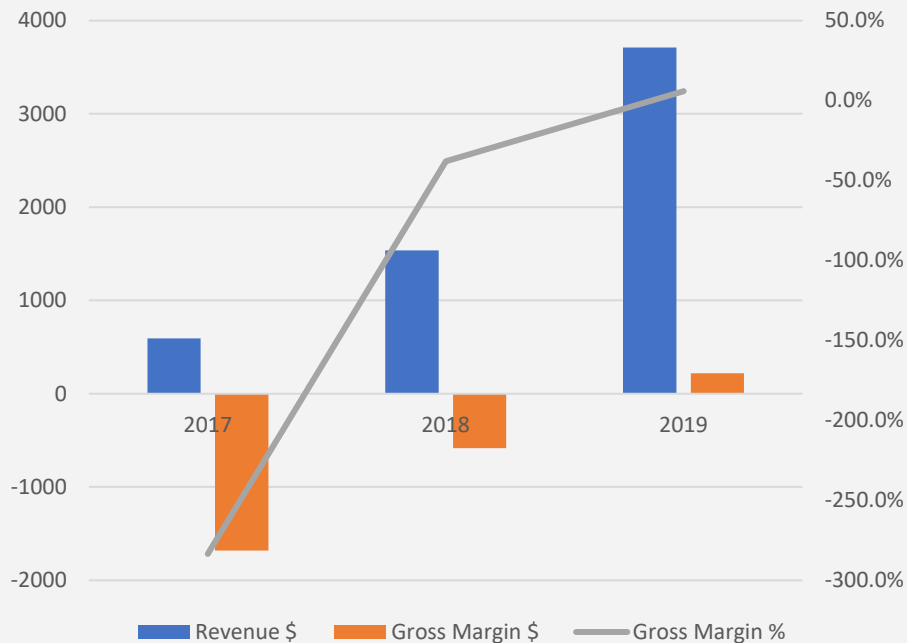
Medium Value Branded and Distributed Product
Strategic sourcing

Low Value Trading Platform
Spot-trade



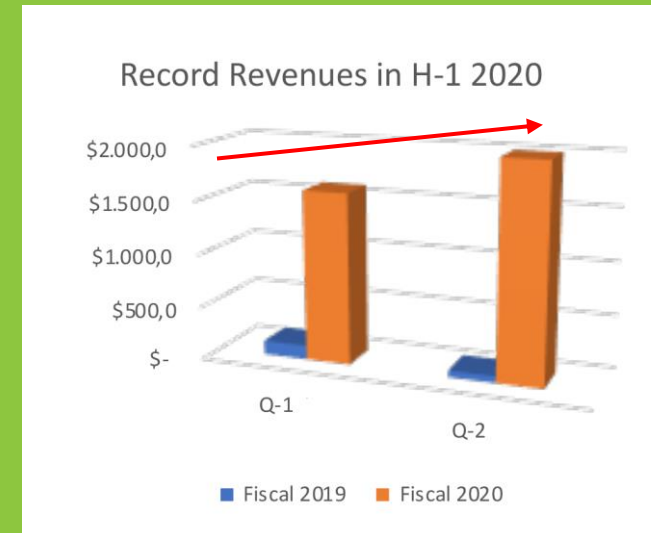
Record Revenues and Gross Margins in 2019...

- ✓ Revenue acceleration in Q-3 and Q-4 with repositioned business model
- ✓ Positive gross margins realized as business transitioned from asset-heavy business model to asset-light multi-stream business model



...Records Continuing in 1st Half of 2020

- ✓ 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 represented the highest in Company's history at that time



+1,850%

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

2020 - A Breakout Year For Organto

Record Revenue and Margin Guidance for Q-3 2020....

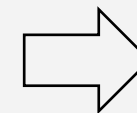
....Investing for the Future With Financing in Place to Drive Breakout 2020

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*

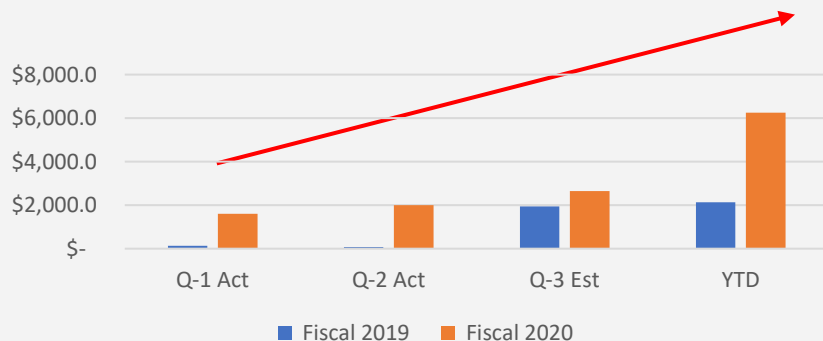
***Revenue Exit
Run Rate of +CDN
\$20 Million***



***Cash-Flow
Breakeven
Exiting Q-4***

- ✓ Guiding to Q-3 revenues of CDN \$2.6 - \$2.7 million, increase of approx. 30% vs PY and 193% YTD, the largest quarterly revenues in history
 - September month realized highest monthly revenues in history of Company

Record 2020 Revenues
+193% Versus Prior Year



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

Our Opportunity

“Numerous Growth Avenues – Exciting Times!!”

Looking Forward - Our Opportunity

- ✓ *Continued record internal growth*
 - Driven by strong market dynamics
 - Leveraging asset-light business model
- ✓ *Market expansion*
 - Expansion of retail and out-of-home offerings with existing and new products
 - On-line expansion
- ✓ *Achieve cash flow break-even*
 - Leverage capital light business model
 - Liquidate investment securities for future growth
- ✓ *Acquisition Opportunities*
 - Fragmented market
 - Product, customer and supply-base expansion
 - Building a “one-stop shop” for organic produce

Q&A

“Let’s Talk!”



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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