

CN : EWG US : EWGFF FWB : 6BC0

CONFIDENTIAL OVERVIEW Q1, 2022





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# Our Mission

Our mission is to create and scale an investment company that feeds families globally while honoring time-valued health and wellness traditions, to maximize shareholder value through cornerstone partnerships & strategic investments, and bring transformational change at scale to the plant-based food ecosystem

#### **EWG UPDATE**

On November 2nd, Eat Well announced its third investment in three months, Amara Organic Foods; one of the fastest-growing plant-based baby food brands in North America. The Company acquired 51% of Amara with an option to acquire up to 80% for an additional \$29MM at a \$100-million (U.S.) valuation.

- Remarkable CPG Products
- AgriTech
- Plant-Based Proteins
- Food Tech
- ESG Initiatives
- Health & Wellness





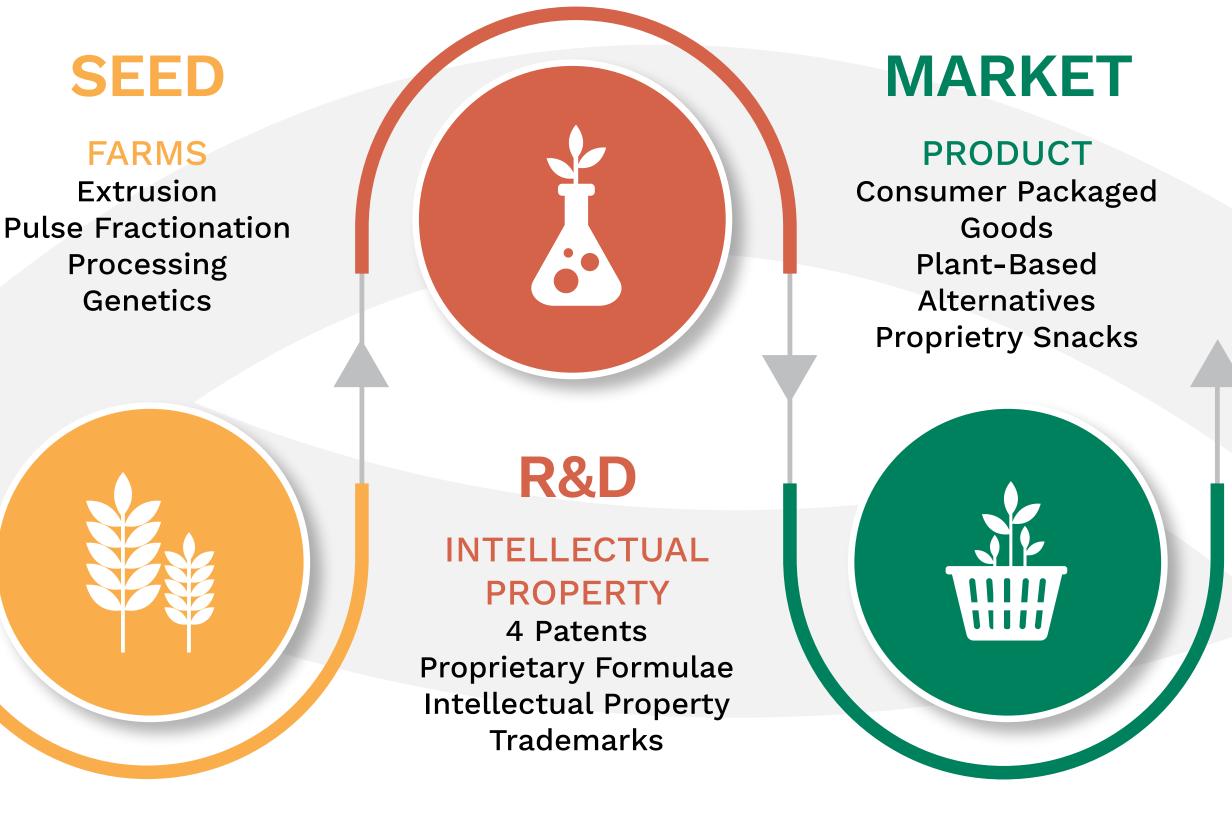


# Vertical Integration

Our portfolio companies capture the entire value chain of the plant-based food industry through a vertically integrated seedto-market platform



THE SEED TO MARKET INVESTMENT APPROACH **Combining Best-in-Class Companies With** Highly Synergistic Strategies in an Overly Fragmented Market



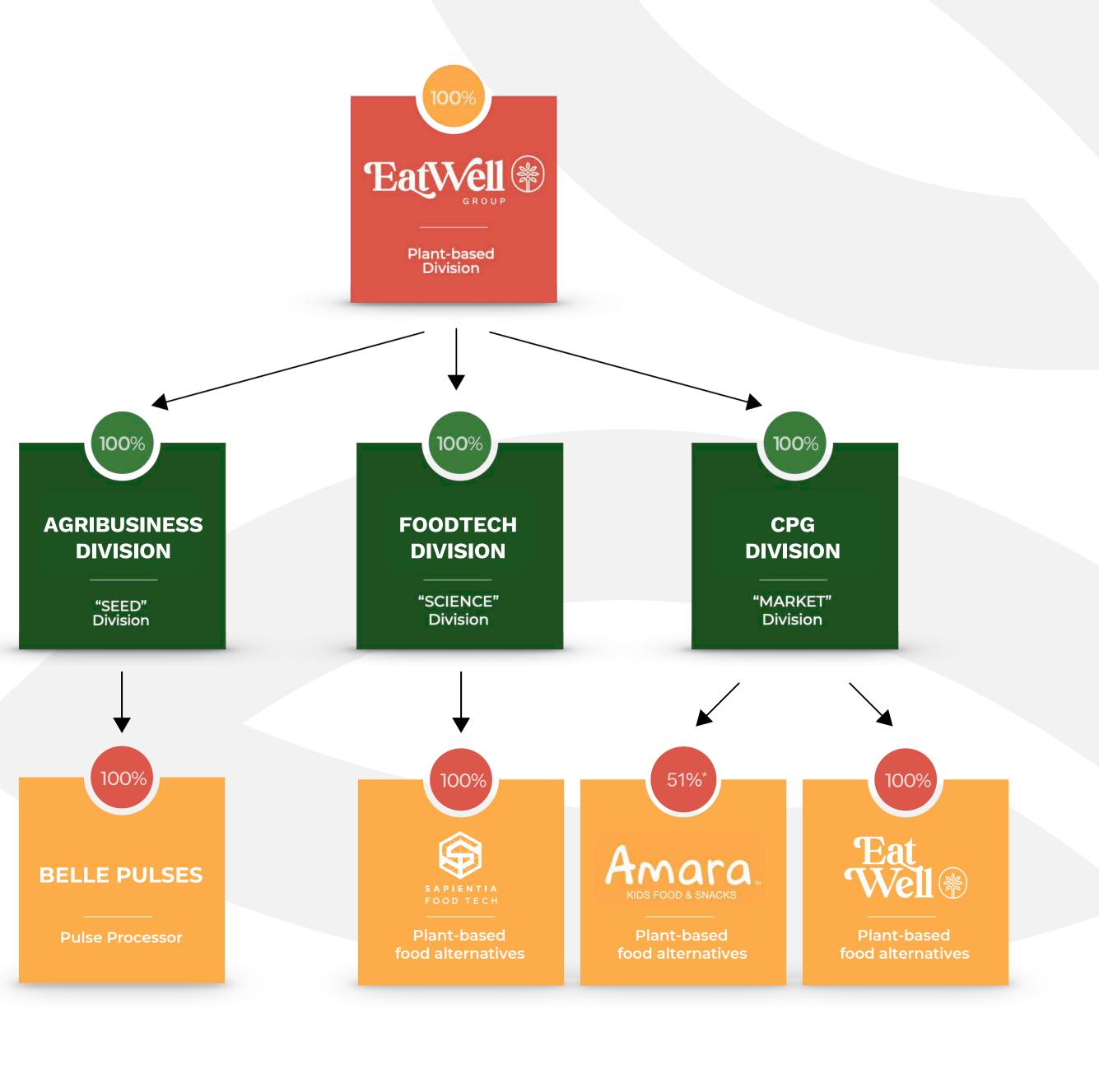




# Vertical Integration

Eat Well has acquired or invested in several industry leading companies, creating the first truly global seed to market plant-based Investment Company

- AGRIBUSINESS **BELLE PULSES**
- FOOD TECH ulletSAPIENTIA TECHNOLOGY
- MARKET (CPG) AMARA & EAT WELL PRODUCTS



\* Current ownership 51% with option to increase to 80%





### Our Agribusiness Investment

#### **BELLE PULSES LTD.** Est. 1978

Eat Well acquired 100% of Belle Pulses, an award-winning processor of pulse crops, located in the heart of Canada's agricultural capitol, Saskatchewan.

Pulse crops include dried peas, fava beans, lentils and chickpeas; and processing pulses through fractionation and extrusion creates the main proteins used in the majority of plant-based products on the market today.

Examples include **Beyond Meat**, **Nestle Global**, and the largest ingredient supplier in the world, **Ingredion**.

#### World Class Facilities

#### FACILITY 01

BELLE

PULSES

Designed to process split yellow peas and Chana Dal with capacities of 40,000 MT and 1,000 MT respectively per year

#### FACILITY 02

BELLE

PULSES

Designed to process green split peas, whole green peas and mill flour with capacities of 40,000 MT and 12,000 MT respectively per year







# **Belle Pulses Ltd.**

The acquisition of Belle Pulses Ltd. firmly establishes Eat Well as a global leader in the plant-based food supply-chain

- Founded in 1978 with over 40 years of legacy and global growth
- \$60,000,000 in 2021 revenue
- High grade manufacturing equipment and proprietary customization for efficient processing
- Company culture built from decades of success
- Yields over 93,000 metric tonnes of pulse crops annually
- Eat Well's proteins, starches, and fiber are now common ingredients in many everyday CPG products from crackers, snacks, pastas, breads, plant-based meats, and milks/ beverages

#### \$60,000,000 Forecasted 2021 Revenue



"In 2020, the company had its busiest year ever, running 24 hours a day, five days a week, to keep up with surging demand," commented Tony Gaudet, Belle Pulses founder and CEO. "Growing demand for the company's split peas has prompted numerous expansions."



### Our Food Tech Investment

### SAPIENTIA TECHNOLOGY INC.



Eat Well's wholly owned Sapientia Technology provides access to **vast** amounts of foodtech and IP across all product categories.

Sapientia is an industry-leading processing and forming technologies company that creates the latest generation of delicious, high nutrition, high taste & texture plant-based foods.

Products include **plant-based meats** and **plant-based meat snacks**, plant-based dairy milks & yogurts, and pulse-based "puffed/twisted" snack foods, prioritizing high protein, low fat, nutritious products with delicious taste & texture, for both human and pet foods.





#### **INVENTED** THE TWISTED CHEETO

25 PATENTS

Ph.D. FOOD ENGINEERING

#### DR. EUGENIO BORTONE

Sapientia is led by Dr. Eugenio Bortone, a preeminent food scientist with a Ph.D. in Food Engineering, an MS in Nutrition, **25 issued patents**, and over 25 years of food, snack foods, pet foods, formulation, product development, process scale-up, and commercialization experience. Dr. Bortone is Chief Operating Officer of Health Table.



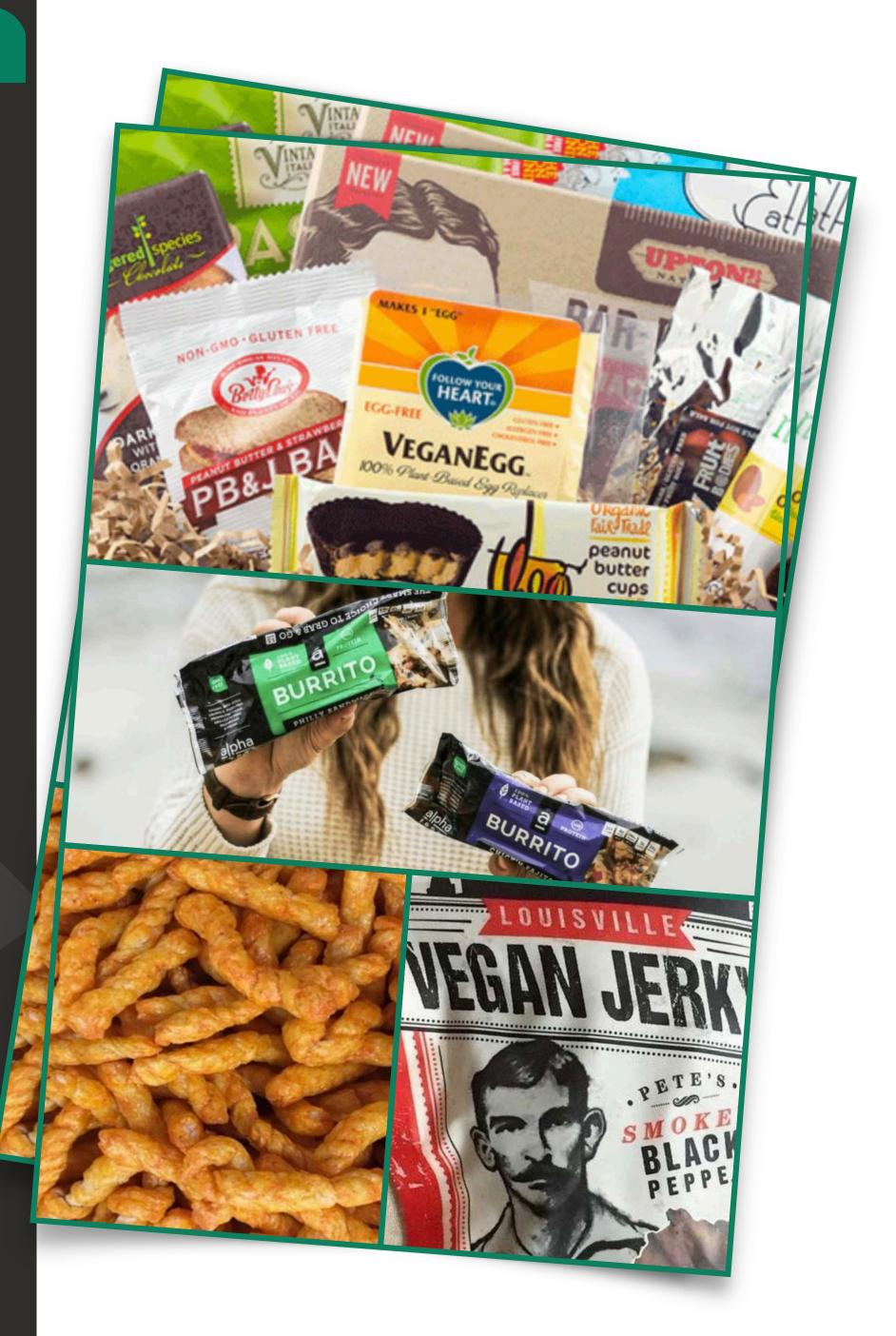




### The Global Snack Food Market

PLANT-BASED SNACK MARKET TO GROW TO \$73 BILLION BY 2028

- The plant-based snack market is set to exceed a value of **\$73 billion** by 2028, a new report by market research firm Future Market Insights (FMI) predicts. (1)
- FMI believes that the plant-based "salty snacks" industry will be worth \$20 billion within the next ten years. It also forecasts that plant-based meat snacks will experience the highest levels of demand, and thus experience the fastest growth in the forecast period
- MOTIF Foodworks was funded for \$226 million at a \$1.4B valuation<sup>(2)</sup>







https://www.google.com/amp/s/www.livekindly.co/vegan-snack-market-value-exceed-73-billion-2028/amp/

https://www.foodnavigator-usa.com/Article/2021/06/16/Motif-FoodWorks-raises-226m-in-Series-B-gears-upfor-launch-of-ingredient-to-transform-flavor-and-performance-of-plant-based-meat

### Sapientia's First Products

LAUNCHED Q4, 2021 IN NEARLY 350 STORES ACROSS WESTERN CANADA

### Products Developed

• Plant-based Salted Snacks: (P Curls™)

### **Product Innovation Pipeline**

- Meat Alternative Snacks (Sapientia's HMMA and TVPs)
- Plant-based pet treats
- Plant Protein Pastas
- Plant-based Crackers

Sapientia's **P Curls** is a great example of a RTE snack **100% vegan** – clean label, indulgent yet free of the guilt junk food factor. The crunch that consumers love – **not fried** – **baked**, and full of nutritional value; no empty calories.

#### Significant near-term snack based opportunities with the future of snacking







# Our Baby Food Investment

### **AMARA ORGANIC FOODS** The Premium Baby Food Brand

Eat Well's 51% owned Amara uses ground-breaking food science and technology to focus on 3 key core objectives

#### Authenticity

Amara is not in the Baby food industry because it's trendy. Amara has discovered baby nutrition during the first seven years of life dictates the rest of your life.

#### **2** Quality

Amara has forged direct relationships with best-in-class farmers, supplying the most nutritious baby food on earth.



Learning and sharing to inspire positive change for people and our planet. These are the principles that form Amara's purpose.

#### **3** Purpose



#### The Ease and Scale of Shelf Stable

- **50% LESS SUGAR FRESH TASTE FRESH TEXTURE**
- **ALL THE NUTRIENTS**





Available at... amazon WHOLESAL





**FARMERS MARKET** 

### Our Baby Food Investment

### AMARA ORGANIC FOODS The Premium Baby Food Brand

Amara is one of the fastest growing baby food brands in North America.

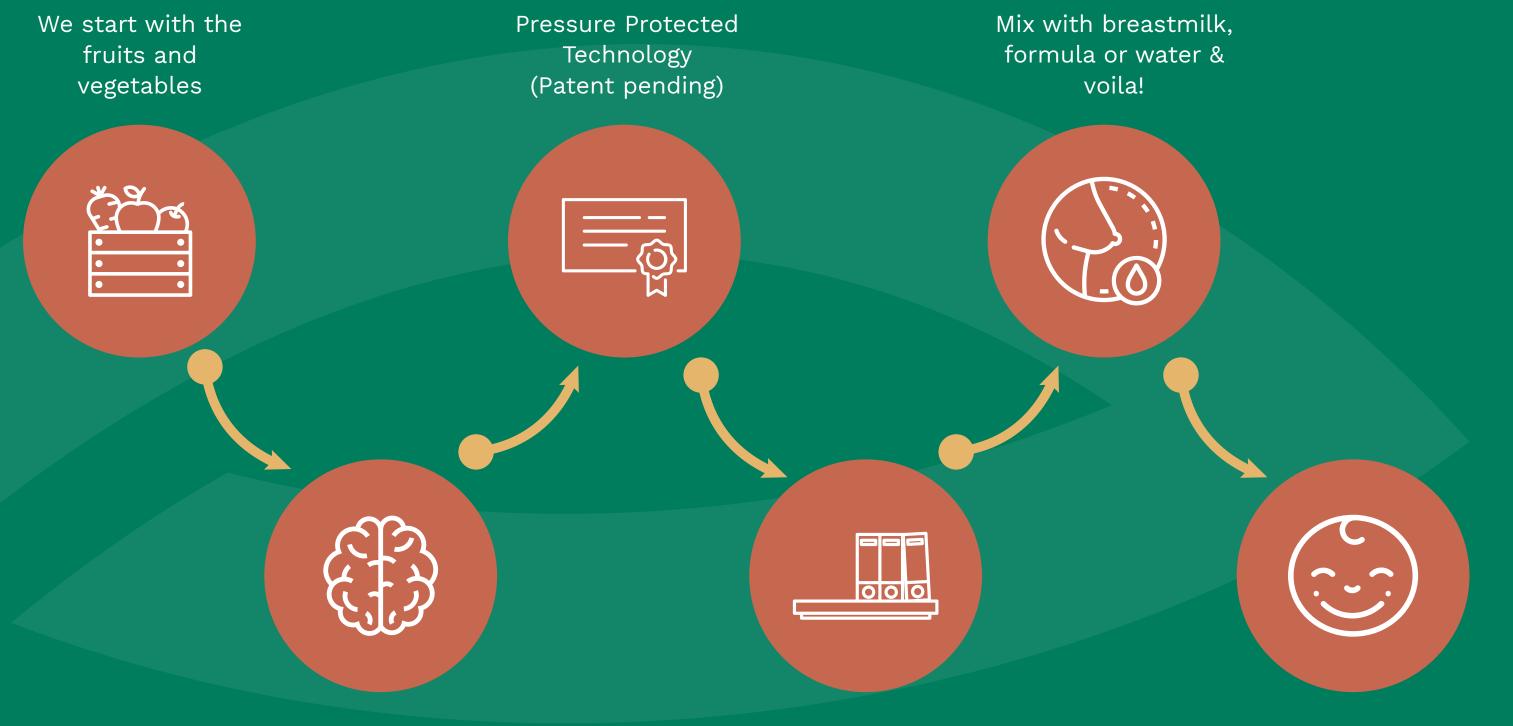








### Amara Organic Baby Food PATENT PENDING SCIENCE AND TECH LEADS TO UNIQUE NUTRITION ADVANTAGE



Our nutritionists and food scientists analyze for optimal nutrition density

Shelf stable. Fresh benefits. Kids set up for a lifetime of healthy eating!



**Zero Added Sugar** No added sugars or preservatives. Ever.



1000+ Reviews Parents and babies love their Amara.



100% organic, and snacks

As Seen On















### **Plant-based Nutrition** nutrient-dense meals





LOOKING AHEAD:

### Further Growth and Exciting Developments in 2021 #1 RELEASE

#### PRODUCT DEVELOPMENT

Design, Patent, & Develop Product Lines

#### DEMAND EXPLODES

100 to 1000 Stores Nationally

#### PILOT LAUNCH

100 Store Pilot Launch Baby food line in CA







### The Amara Team

A team of passionate female founders and female led innovators.



Graduated Magna Cum Laude from Bucknell University with a major in Economics. Studied at Stanford University Graduate School of Business in their ignite program. Leads the vision behind Amara and is determined to get into every household in the US.



Started with Amara in 2020, Ms. Landa is on a mission to make us better, more efficient and turn everything into a system. She also manages our suppliers and productions. She's a former software engineer at Silicon Valley, working at Microsoft and several other technology companies. Most recently the Director of Operations at Milk Makers, a breastfeeding lactation company she brought to scale with the founder before they sold to Munchkin.

#### **JESSICA STURZENEGGER** CEO



#### **DR. SONIA SCHIESS, PHD.** СТО

With a PhD in nutrition, Dr. Schiess studied childhood nutrition for 5 years before joining Amara. She brings a wealth of experience in clinics, hospitals, independent consulting and university research having authored several papers that cover childhood nutrition and its importance in the first five years of life.

#### **MANDY LANDA** COO







### Market Focus

Eat Well Group's portfolio of companies focus on all aspects of the value chain, not a single piece or section

	WHITE LABEL	CPG BRAND	GENETICS	IP
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		$\checkmark$		
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#### OUR PATH TO...

# \$100,000,000

Eat Well Group's portfolio revenue is projected to accelerate from \$60,000,000 in 2021 to \$100,000,000 in 2022

- Belle Pulses consistent YoY Revenue Growth
- Food-tech powered by R&D ready to launch imminently
- Rapidly scaling CPG brands led by Amara Organic Foods



Stable projected revenue base driven by Pulse Processing

### 2022 \$100,000,000

#### **BELLE PULSES**

25.6% Gross margins 24% YoY Growth ('21-'22) Capturing Global Protein Demand Growth People & Pet Food Growth, Increasing Margins

#### AMARA

3x YoY Growth for past 3 years
54% Product margins
647% Increase in online sales
+1500 new stores launched in 2021
Significant expansion planned in 2022

#### SAPIENTIA

**350** Federated Stores Launch eCommerce Amazon Launch **45%** Gross Margins Selective Big Box Brick & Mortar New Flavours of **Vegan Cheetoh** Pipeline Dev't: Pet, People, Crisps, Jerky

cted revenue bas





### The Eat Well Team

Eat Well's Advisors represent the "who's who" of the plant-based foods ecosystem and help generate strong deal flow through relationships

We provide shareholders with unparalleled access to invest in a portfolio of plant-based foods companies



HRH Prince Khaled bin Alwaleed bin Talal Al Saud, founder and Chief Executive Officer of KBW Ventures, is a firm supporter of clean energy, the humane treatment of animals, and a vocal supporter of the private sector in the Middle East. A member of the Saudi Arabian Royal Family, Prince Khaled was born in Stanford and spent his youth in Riyadh under the mentorship of his father, philanthropist HRH Prince Alwaleed bin Talal Al Saud, Chairman of Kingdom Holding Company. He is also the Founding Chairman of KBW Investments and serves across several boards. He invests in an array of successful but diverse global businesses – from promising technology startups to established companies. Today, with holdings on three continents, Prince Khaled stands at the gateway between the Middle East's evolving economies and the Western world. Consistently, Prince Khaled's focus is on ventures and ideas at the intersection of innovation and economic growth.



Dan has been leading the Saskatchewan Food Centre since 2000 and in 2019 was inducted into the Saskatchewan Agriculture Hall of Fame. The Food Centre provides vital services, expertise and facility for Saskatchewan's agriculture industry to add more value to what they grow. Under Dan's leadership, the Food Centre has assisted over 300 companies in the development and processing of new food products, with over 800 new products utilizing Saskatchewan based agricultural inputs. Under Dan's leadership the Food Centre has expanded from a 10,000 square ft processing facility to a 43,000 sq ft facility called the Agri-Food Innovation Centre, which can accommodate a wide variety of agricultural products: food, fibre, cereal and pulse processing, fruit and vegetable processing.

#### **PRINCE KHALED** STRATEGIC ADVISOR

#### **DAN PREFONTAINE** STRATEGIC ADVISOR



#### **JEFF DUNN** STRATEGIC ADVISOR

He has over 30 years of experience in agriculture and packaged food, including senior leadership positions with Bolthouse Farms, Campbell Soup Company and The Coca Cola Company, among others. He is an Operating Partner at Butterfly and focuses primarily on the agriculture & aquaculture and food & beverage product sectors. Prior to joining Butterfly, Mr. Dunn was the President of the Campbell Fresh division of Campbell Soup Company from 2015 to 2016, where he was in charge of building Campbell's scale and accelerating its growth in the rapidly expanding packaged fresh segments and categories across the retail perimeter.

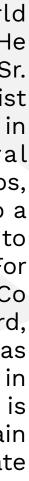


#### **DR. EUGENIO BORTONE** CTO & STRATEGIC ADVISOR

Gino has successfully created new-to-the-world innovation for new products and new technologies. He has held several positions in PepsiCo that included Sr. Global Technical Extrusion Leader, and Senior Scientist for the Global Nutrition Group. During his tenure in PepsiCo he developed and launched several multimillion-dollar products such as Twisted Cheetos, which brought the Cheetos Brand for the first time to a Billion dollars in sales. At the end of his career in Frito Lay North America he had 20 patents, and several. For his creativity, in 2004 he was recognized by PepsiCo with the World Wide Creative Award, Chairman's Award, and in 2010 was the first recipient of the Thomas Edison Award. In 2017, he applied for 7 patents, and in December 2018 the USPTO awarded the first 3. Gino is a Certified Food Scientist, and has a Ph.D. in Grain Science, MS in Nutrition, and BS all from Kansas State University.









### The Eat Well Team

Our team of seasoned leaders have decades of experience, previous acquisitions, and are passionate brand and product developers as forerunners in the plant-based foods ecosystem

A vertically integrated plant-based foods investment company covering the entire value chain, from seed-to-market



Mr. Aneed is an award-winning natural/wellness consumer products expert with a 20-year career in CPG, starting at The Quaker Oats Company/PepsiCo and working on iconic brands such as Gatorade and more. Prior to Eat Well, Mr. Aneed was at Glanbia PLC, a global nutrition company where he led Amazing Grass, a leading plant nutrition & supplement company with over \$100M in retail sales, winning multiple corporate and industry awards for brand growth. Mr. Aneed also led Glanbia's Sports Nutrition brands in North America, including Optimum Nutrition and Isopure, with over \$750M in retail sales. He has launched dozens of successful consumer products driving over \$1B in retail sales collectively, with scale in eCommerce where he oversaw the #1 portfolio of fast-growing Sports Nutrition brands and the #1 Greens Superfood on Amazon. Mr. Aneed holds an MBA from the Kellogg School at Northwestern University and a BA from the University of Pennsylvania.



Patrick Dunn, CPA, is a founding partner of Dunn, Pariser & Peyrot. He has a track record of building highly successful agribusinesses throughout North America and other international jurisdictions. As a partner of one of the top business management firms in Los Angeles, Mr. Dunn believes the business of plant-based nutrition will drive profitability through its unique properties in various business channels in food, cosmetics, and healthcare worldwide. As a testimony to his business portfolio work, Mr. Dunn and his firm have won multiple industry awards for accounting, finance, and business management.

#### **MARC ANEED** PRESIDENT & DIRECTOR

#### **MARK COLES** CHIEF INVESTMENT OFFICER

Mr. Coles is a veteran CPG senior executive specializing in the plant-based foods sector. Mr. Coles has spearheaded global plant-based start-up initiatives for the past decade, culminating in a 2020 acquisition from an international New York Stock Exchange-listed food ingredient company. Mark has over 25 years of experience in CPG-focused strategy, mergers & acquisitions, and project financing and will be instrumental in evaluating potential opportunities for the Company. Mark has extensive experience working in Canada with government agencies, domestic and international CPG distributors, food incubators, and the agricultural community.

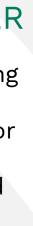
#### **PATRICK DUNN** VICE PRESIDENT, FINANCE



#### **BARRY DIDATO** VICE PRESIDENT, STRATEGY

Mr. Didato is focused on the development of strategic revenue channels, sales partnerships, and international distribution. Mr. Didato brings extensive cross-border transaction experience, strategic sales capabilities and an extensive network of contacts in the industry. He previously served for 22+ years as a senior advisor for several ultra-high net worth family offices and numerous innovative wellness, nutrition, medical, and food businesses and platforms. Mr. Didato holds a BS with honors from the University of Massachusetts, Amherst, and a Masters Degree with emphasis on entrepreneurial finance and management from Harvard University.









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### The Eat Well Team

Eat Well's management and directorship is dedicated to facilitating the success of its portfolio companies, founded on entrepreneurial agility and fiscal excellence



Since May 1991, Mr. Demare has been the president of Chase Management Ltd., a private company that provides administrative, management, and financial services to private and public companies. He currently serves as an officer and director of several public reporting companies. Mr. Demare holds a bachelor of Commerce degree from the University of British Columbia and is a member in good standing of the Institute of Chartered Accountants of British Columbia.



Mr. Grafton has over 14 years of investment, finance, and public markets experience. Mr. Grafton was previously a Portfolio Manager, managing both cannabis and energy portfolios for a Canadian-based hedge fund. Prior to asset management, he worked as an Investment Banker at Canaccord Genuity Corp., where he helped finance and advise small to mid-cap companies. He is a CFA charter holder and has a degree from Michigan State University, with a major in finance.

#### **NICK DEMARE CFO & DIRECTOR**



#### **DANIEL BRODY** DIRECTOR

Mr. Brody brings 15 years of investment industry experience to Eat Well. Mr. Brody has been instrumental in capitalizing and publicly listing worldclass companies, raising over \$750,000,000 for five early-stage companies. Mr. Brody was licensed as an investment advisor in 2008 and spent six years at two leading independent Canadian brokerage firms. He holds a Chartered Investment Manager designation from the Canadian Securities Institute.

#### **NICK GRAFTON** DIRECTOR



#### **DESMOND BALAKRISHNAN** DIRECTOR

Mr. Balakrishnan is an experienced capital market and securities lawyer with extensive experience advising clients in the food, beverage, agribusiness, gaming, entertainment and hospitality sectors. He is one of the leading lawyers in Canada in gaming law and is recognized in numerous legal directories for his work in these industries, most recently legal counsel for Great Canadian Gaming. With a broad scope of expertise, Mr. Balakrishnan advises on private equity investments, public offerings, mergers and acquisitions, and listed company maintenance. He also acts as counsel on new issues and listings on all Canadian stock exchanges and interlistings with several international exchanges. He is the national leader of McMillan's gaming group.







# Market Comparables

#### **VALUATION:**

Eat Well trades at **2.8x** EV/ 2021 revenue and 1.7x EV/ 2022 revenue versus the similarly high growth and better-for-you names at **10.1x** EV/2021 revenues and 6.9x EV/2022 revenue.

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	35.0%
	26.0%
GURU Organic Energy Drink         C\$16.00         C\$520         C\$452         14.4X         10.2X         NMF         NMF         61.1%         (22.3%)	40.8%
LAIRD US\$17.46 US\$167 US\$124 3.2X 2.1X NMF NMF 25.8% (51.8%)	52.7%
AVERAGE - BETTER.FOR.YOU 10.1X 6.9X NMF NMF 35.8% (3.9%)	39.7%
MEDIAN - BETTER.FOR.YOU 7.7X 4.7X NMF NMF 32.6% (1.7%)	37.9%
EAT WELL GROUP C\$0.62 C\$122M C\$167M 2.8X 1.7X 41.4X 48.1X 25.0% 8.7%	77.6%





## Share Capitalization And Financial Forecast

- CN:EWG
- US : EWGFF
- FWB : **6BC0**

SHARES

PROFIT I

WARRAN

OPTIONS

RESTRIC

INSIDERS & STRATE

CASH, SE

\* Escrowed until

FINAN

REVEN

	SHARES	
OUTSTANDING	126,889,654	
NTEREST SHARES	65,031,826*	
ITS	28,467,000	
5	8,200,000	
TED SHARE UNITS	8,900,000	
S, MANAGEMENT EGIC INVESTORS	131,869,469	67%
ECURITIES & I.T.M. WARRANTS		\$10,028,000
il July 31st 2023 or until \$100MM in	TTM revenue is achieved	

ICIAL FORECAST	2021	2022	
NUE	\$60,000,000	\$100,000,000	







#### EAT WELL GROUP

## Seven Reasons to Invest in EWG

### MANAGEMENT

- EWG is a hyper-growth investment company at the heart of the world's plant-based food ecosystem
- We maintain a growing **ESG profile**
- Led by a team that has founded, built, and sold a multi-hundred million dollar plant-based food company

### 2 MARKET

- Our portfolio investments are part of the #1 global food trend, and with **35% of the world's pulse proteins** supplied from **Canada**
- Our portfolio of companies are uniquely positioned at the epicenter of grower relationships, supply chains, and innovation

### VERTICAL INTERGRATION

- As an investment company we offer the opportunity to invest in the **entire value chain**
- From **seed**-to-**market**, not a single brand or a single piece of the chain

### **FOOD-TECH**

- We focus on intellectual property, near-term product development, scale, operating success, and long-term value creation
- This stems from decades of expertise in product development in plant-based foods
- We continue to perfect and optimize for healthier, tastier foods

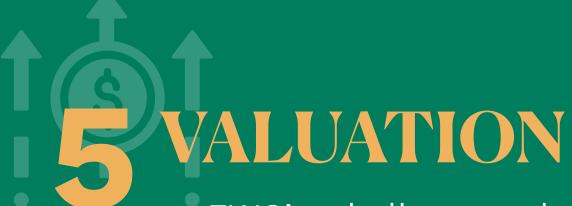






#### CONTINUED:

### Seven Reasons to Invest in EWG



- EWG's wholly-owned companies generated ~\$60,000,000 in '21 revenue and are targeting \$100,000,000 in '22
- Yet the Company trades at a dramatically lower multiple than competitors
- Management believes this is because we are a brand new company

### **PRODUCTS**

- You're probably already a customer of our whollyowned subsidiaries products, but may not know it yet
- From our "who's who" B2B partners to our emergent eCommerce channels and select brick & mortar relationships
- Our proteins, starches, and fibers are common ingredients in many everyday foods & CPG products



- Sales are expected to grow significantly over the next few years due to expanded markets in the USA and other international jurisdictions
- Through our portfolio of companies, we currently sell to customers in over 35 countries worldwide
- Targeting \$100,000,000 in revenue in 2022







CN : EWG US : EWGFF FWB : 6BC0

THANK YOU

IR@EATWELLGROUP.COM



