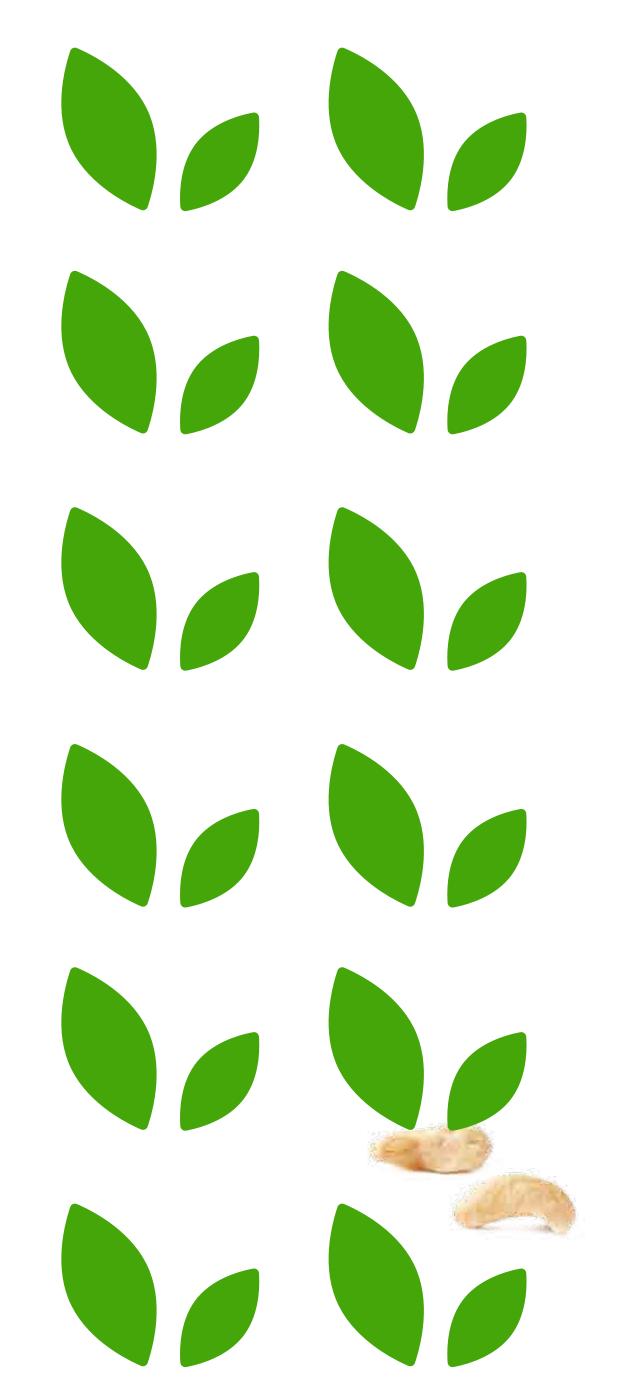


### INVESTOR PRESENTATION

CSE: MILK









## Forward-looking Statements

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Whether actual results, performance or achievements will conform to the Company's expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors, including the Company's potential requirement for additional funding to develop its business and its ability to acquire such funding on commercially acceptable terms; and risks relating to the following: failure to economically commercialize its services; failure to protect the Company's intellectual property rights; changes to the regulatory environment in which the Company operate and/or may operate; litigation or regulatory action; the ability of the Company to obtain appropriate insurance on commercially reasonable terms; the ability of the Company to maintain all licenses and permits necessary for the Company to carry out its businesses; delays or other problems in sourcing products; the Company's inability to maintain or improve its competitive position; future demand and trends in sales failing to meet the Company's expectations; the Company's failure to retain key personnel and hire additional personnel needed to develop its business; the Company's expectations; the Company's operate and future prospects; (changes to applicable laws of any jurisdiction in which the Company's operate to adequately evaluate its current business and future prospects; (changes to applicable laws of any jurisdiction in which the Company's operate or proposes to operate; and the Company's expectations, such a propose of a pr

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## Company Overview

At Plant Veda we're producing award-winning dairy alternatives and accelerating humanity's shift to a plant-based lifestyle.

We are focused on all-natural, low processed and nutritional choices that are better for people, animals and the planet. The future is plant-based.



# Hold up, dairy alternative?

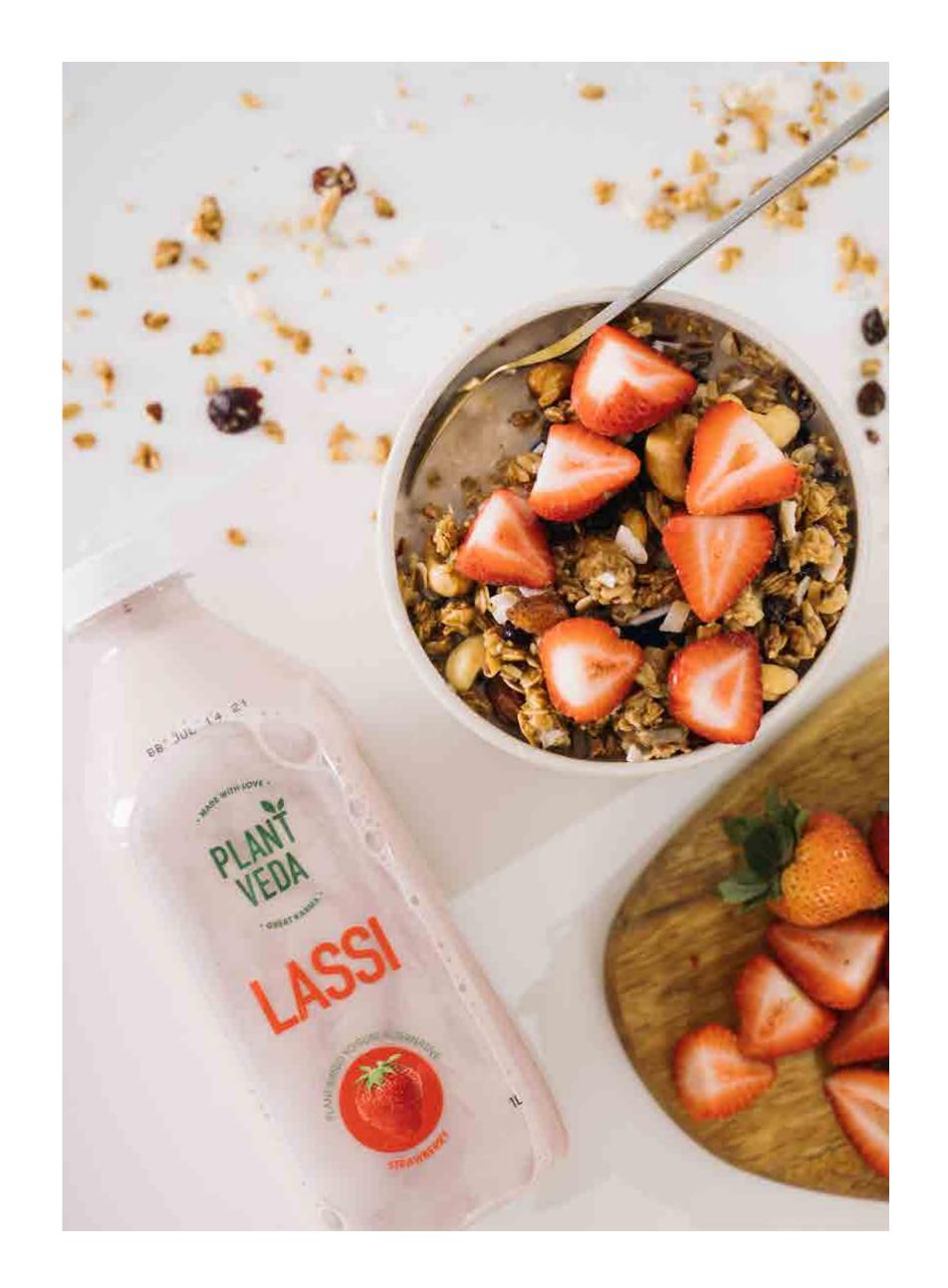
That's right. Dairy is 490-billion-dollar market globally<sup>1</sup>. Animal agriculture is one of the major causes for green house gas emissions<sup>2</sup> and loss of biodiversity on this planet. It takes 1,000 gallons of water to produce just 1 gallon of milk<sup>3</sup>. Most people cannot properly digest dairy, as approximately 65 percent of the world's population<sup>4</sup> is intolerant of lactose, a sugar found in milk. The bottom line is that cow milk is really meant for baby cows only, not humans.

In the last few years, we've seen a plant-based dairy boom with the likes of oat, almond, coconut and cashew providing consumers with a great dairy alternative.

Plant-based food and beverages are quickly becoming the next **big and exclusive** thing, giving nutritious choices that have delicious flavour profile and are created in ways that are better for our environment, without harming any animals.

We'll show you why plant-based is the future. The market is still young, presenting incredible opportunities not to be missed.

- 1. Source: grantviewresearch.com
- 2. Source: United States Environmental Protection Agency
- 3. Source: Hoekstra, Arjen Y. "The water footprint of food"
- 4. Source: medlineplus.gov





## The Plant-based Revolution

A large increase of consumers are choosing a hybrid diet that is more convenient, healthy and ethical.

65%

#### **Omnivore**

"I eat a wide variety of foods".

4%

#### Vegetarian

"I do not eat meat, dairy, pork, chicken, etc".

29%

#### **Flexitarian**

"I eat a wide variety of foods but am trying to eat less meat, dairy, pork, chicken etc".

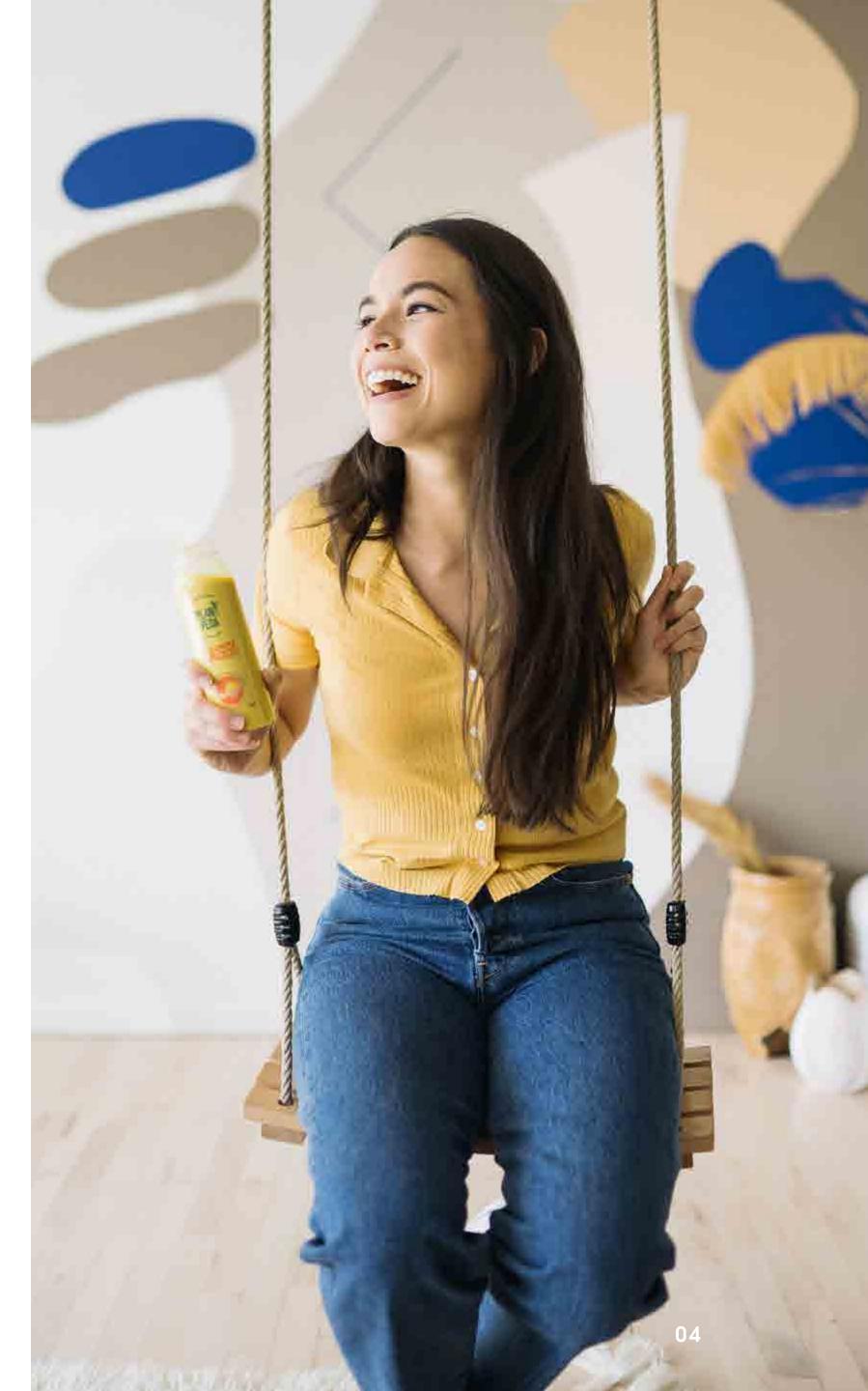
2%

#### Vegan

"I do not eat animal products at all".

<sup>2. &</sup>quot;Who is the Plant-Based Shopper?" (Plant-based Foods Association, 2020)





<sup>1. &</sup>quot;Top Trend In Prepared Foods 2017: Exploring Trends In Meat, Fish And Seafood; Pasta, Noodles And Rice; Prepared Meals; Savory Deli Food; Soup; And Meat Substitutes" (Global Data, 2017)

## Market Demand



**Global Dairy Market** 



Plant-based yogurt YoY% growth



Sales of dairy alternative in the U.S.

Consumers are demanding healthier, whole, sustainable, and ethically sourced plant- based dairy alternatives as they become more health and environmentally conscious.

While dairy based yogurts continue to struggle, consumers are flocking to plant-based alternatives. The global plant-based dairy market is expected to reach \$21.52B by 2024.

The dairy alternative industry is still in its infancy within the \$490B total addressable market, with only a handful of brands in the space. Most products today are primarily based on a single plant source.



PLANT VEDA INVESTOR PRESENTATION CSE: MILK

<sup>1.</sup> Trend of The Year: Plant-Based Foods | Food Business News

<sup>2.</sup> The Rise of The Ethical Consumer and Why Businesses Need to Follow | Future of Sourcing

<sup>3.</sup> Global Dairy Market: Industry Trends, Share, Size, Growth, Opportunity and Forecast 2020-2025 | Imarc

<sup>4.</sup> Global plant-based alternatives market expected to reach \$80.4 billion by 2024 | Diary Foods

## Investment Highlights



#### AWARD WINNING MULTI-PLANT RECIPE

Our award-winning<sup>1</sup>, proprietary blends of multiple plant sources mean that our products not only offer all-around nutritional value but also are great tasting. Our customers don't miss dairy a bit.



#### **ESTABLISHED DISTRIBUTION**

Product placement in over 100 retailers, including Whole Foods, Save-On-Foods and with other premium grocery partners.



#### **MULTI-CHANNEL REVENUE MODEL**

Reaching consumers through wholesale business and our direct-to-consumer eCommerce platform, we're meeting the market where it's growing.



#### **GROWING MARKET OPPORTUNITY**

The plant-based dairy industry is in its early stages within the \$490B total dairy consumer market. It is growing faster as consumers demand healthier options and become more environmentally conscious.



#### PLANT VEDA INNOVATION CENTER

Our 25,000 sq ft state of the art facility is a springboard for new product development and large scale production. It will serve as an end-to-end plant-based go-to market hub right from innovation to production and distribution.





#### NATIONAL AND GLOBAL EXPANSION

Foundations are being put in place to distribute products nationally and beyond. We are ready to scale up.



#### PROVEN MANAGEMENT TEAM

Driven by a powerful team with years of experience, our knowledge, expertise, and passion place us as a leader in the plantbased market.



<sup>1.</sup> https://www.cleaneatingmag.com/clean-pantry/clean-choice-awards/dairy-dairy-free-dupes/



PLANT VEDA INVESTOR PRESENTATION CSE: MILK

# State of The Art Distribution and R&D Center

- A 25,000 square foot state of the art facility in Delta, BC
- Phase 1 upgrade underway that will support
   \$10M+ sales/year, with plenty of room to grow
- Capability of housing approximately 200 staff



## **Established Distribution**

#### We're in over 100 stores

including nationally positioned retailers:

- Whole Foods Market
- Choices Markets
- Save-On-Foods
- Spud.ca
- Freshprep

- Luniu Mall
- Meinhardt
- Nature's Fare Markets
- Fruiticana
- Pomme Natural Market



freshprep...

























## Explosive Growth

Plant Veda is the first of its kind offering award-winning, multi-plant source products.



## Oat based dairy alternative company recently went ipo

- 18% jump in stock price on first trading day
- 7 Product categories around oats
- 9 planned production facilities
- Headquartered in Sweden and products available in more than 20 countries globally

NASDAQ: OTLY MKT. CAP. \$13B+



#### An emerging plantbased food technology company

- Second plant-based meat company to go public, with a 18x increase in share price
- Grown active subscribers for the "Monthly Meat Club" to 1,000+, up from less than 100 in the previous year

CSE: VERY MKT. CAP. C\$450M+

#### goodfood

## A leading online grocery company in Canada

- ~250,000 active subscribers in Q3 2020, with gross merchandise sales of ~235 million
- 300+ Goodfood branded products offered
- New fulfillment centers in Vancouver, Toronto & Montreal, and continuing to expand

TSX: FOOD MKT. CAP. C\$582.1M

#### **FoodX**

#### A leading grocery e-commerce software company

- \$114 million in annual recurring revenue; expected 49% CAGR of revenue (FY2020E-FY2024)
- Partners and customers include Carrefour Group (EPA: CA), Walmart (NYSE: WMT), Microsoft (NASDAQ: MSFT), and SPUD.ca

AUG 2020 PP MKT. CAP. C\$2.6M

## PLANT VEDA

#### Award-winning multiplant food technology company ready to scale

- Recognized brand in the marketplace
- One of a kind multiple plant source products combining the best of cashew, oats, coconut, real fruits etc.
- 3 current product categories
- 25,000 square feet facility under upgrade
- E-commerce shop

CSE: MILK
MKT. CAP. C\$16.5M+



## Timeline / Key Milestones

2019

Launched the world's first vegan probiotic Lassi

Won product of the year award at VegExpo

Launched Cashew Mylk Product Category 2020

Launched the Coffee Creamer Product Category

Probiotic Lassi named a finalist on Vancouver Magazine

Products sold in 100+ online and offline channels

Launched
e-commerce
subscription services
in BC

Q1 2021

Secured 25,000 sqft, state of the art facility in Delta, BC

Won Clean Choice Award by Clean Eating Magazine

Increased Distribution

Launched on Iuniumall.com, the Iargest Asian online grocery delivery service in BC Q2 2021

Plant Veda Innovation Center development

New Product
Development:
Yogurts and Dips

Secure national distribution partners

Welcome innovation partners in the Innovation Centre

Q3 2021

Launch Vegan Yogurt line

National rollout in major retail chains

Fulfillment and delivery partnerships

Significant push on direct-to-consumer subscription business on plantveda.com

Q4 2021

Product and licensing requirements ready for International Expansion

Expand production capabilities outside of BC

Plant Veda Innovation Centre completion

Additional Revenue Stream



## **Current Products**



#### **Our Award** Winning Lassi.

#### **Plant-based Lassi**

- Plant-based yogurt drink combining all-natural ingredients such as cashew, gluten free oats, herbs, spices and a real fruit of your choice
- Contains 10 billion probiotics per cup promoting good gut health
- World's first, unlike anything on the market
- Unsweetened or sweetened by maple syrup

Turmeric Ginger

Saffron Cardamom

Strawberry Blueberry











#### **Cashew Creamr**

- Plant-based coffee creamer
- Made from whole food ingredients: cashews, coconuts, and oats
- Differs from the competition
- Doesn't contain any oils
- Sweetened with only 1g of maple syrup
- Variety of flavours

Chai Spice Hazelnut Vanilla Original



#### **Cashew Mylk**

- Plant-based milk
- Made from whole food ingredients
- Healthy, dairy-free, cholesterol-free beverage with no added oils
- Available in convenient smaller to-go, or large formats
- Variety of flavours

320ml to-go bottle

1 Litre format

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## R&D

## Our innovation centre serves as a springboard for new products.





**Plant Based Yogurts\*** 

Dips\*

\*Concept packaging



## The Team That Makes it Work

There's over 90 years of combined experience driving Plant Veda's success.



#### Sunny Gurnani Chief Executive Officer

Sunny is a former web technology expert in multiple Silicon Valley companies, including time as a former software engineer at ecommerce giant Ebay.com.

He holds a Master's degree of
Computer Science at Northwestern
Polytechnic University, is a Microsoft
Certified Technology Specialist,
and is an Award-winning vegan
entrepreneur with certification in
Plant-based Nutrition. He's the heart of
the idea that created Plant Veda.



#### Michael Yang, CPA President

Michael is President of
LucPrise International Ltd. A
management consulting firm
advising companies through its
stages of growth. He has spent time
as the Chief Strategist of Uni Express,
a leading last mile delivery and
fulfillment platform for ecommerce,
as well as a former consultant at Lush
Cosmetics, a famous handmade
vegan cosmetics brand.



#### Vanita Gurnani Director of Product Innovation

If Sunny is the heart of the idea behind Plant Veda, Vanita is the soul. She's the inventor and mastermind of all Plant Veda branded products.

She's an award-winning serial vegan entrepreneur, holds a Master's degree of Computer Science from Northwestern Polytechnic University and a Master of Fashion Design from Sardar Patel University.



#### Mayur Sajnani Chief Revenue Officer

Mr. Mayur Sajnani holds a Master's degree of Commerce and Bachelor of Advanced Accounting degree from Sardar Patel University, and a certificate in Scaling a Food Business from the University of British Columbia. As a co-founder of Plant Veda, he on-boarded over 100 retail channels, which included well-known retail chains such as Whole Foods and Choices Market.

Mr. Sajnani has held various cross-functional business roles in accounting and human resources before arriving to his current position of head of sales at Plant Veda.



#### Claire Smith Director/Advisor

Claire is a vegan entrepreneur and impact investor, working hard to further the mission of Plant Veda while staying in-line with the values the team rallies around.

She has been a Founding Director of Beyond Investing, a leading investment platform for the vegan community and creator of the US Vegan Climate Index ETF (VEGAN).

She also spent time as a Founding
Director of Beyond Animal, a platform
to accelerate growth of the vegan
economy. Additionally, she spent a
period of time as the former head
of derivative marketing at UBS, an
investment bank in the UK.





GREAT KARMA

investors@plantveda.com plantveda.com











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