



Lupin foods for the global market

The missing link

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Our Story

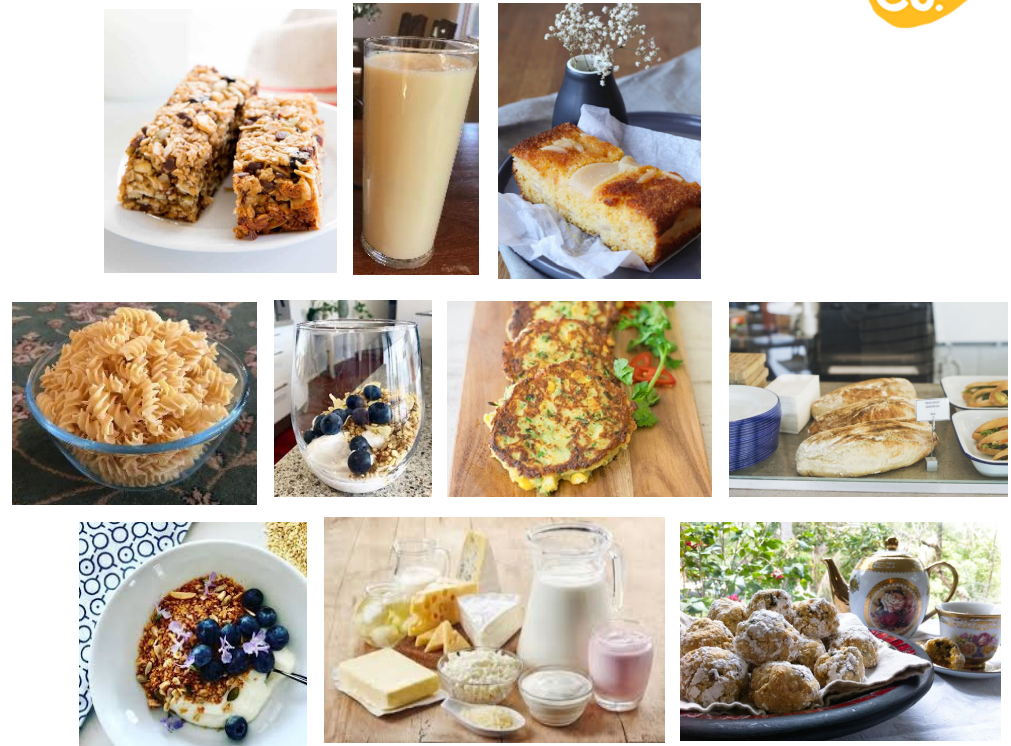
- ✓ Established in 2016 following a global pioneering history of strong industry engagement & wins Quality and Sustainability awards Globally and within Australia
- ✓ Plant based lupin food products show both significant and compelling medical and scientific research findings e.g. diabetes, weight management and heart disease
- ✓ Built a quality certified world class lupin food manufacturing facility at Bullsbrook, 70km north of Perth to make quality, globally certified, plant-based lupin food products
- ✓ Food production follows years of management involvement with CSIRO, CBH Group, George Weston, Pulse Australia and Lupin Growers
- ✓ Vertically integrated Western Australian owned private company with shareholders invested in farming, logistics, finance, legal and operational expertise
- ✓ Establishment of domestic and global network distributors and customers with products launched to suite market tastes
- ✓ The Global Plant-Based Protein Market is USD\$18.5 Billion (2020) and growing at a Compound Annual Growth Rate (CAGR) of 14%.



Current Products



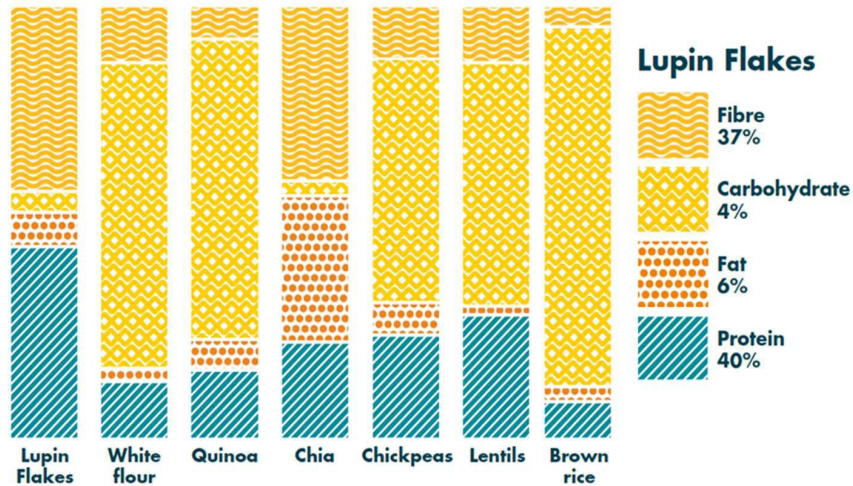
Product Applications



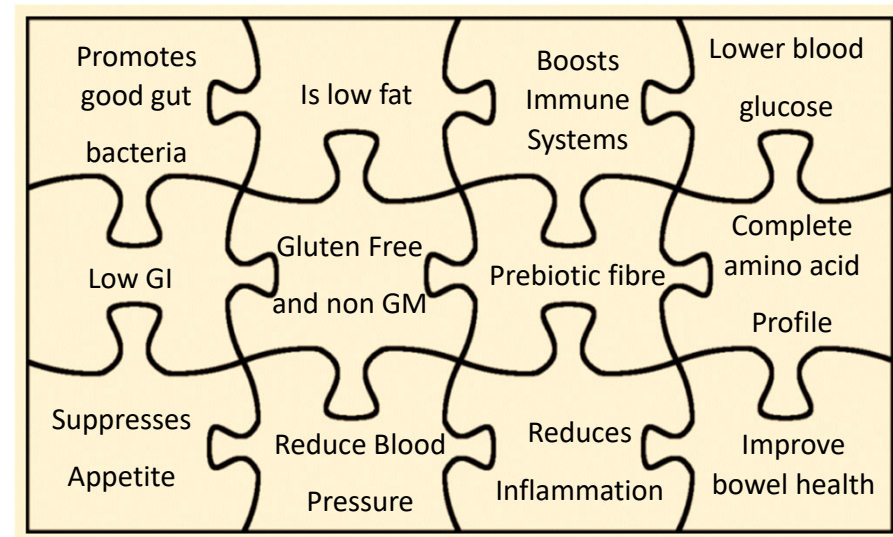
Scientific Research – Plant Based/Legume Lupin Food products



LUPIN FLAKES COMPARED TO OTHER GRAINS AND LEGUMES



Health Benefits – completing the puzzle



Western Australia is the world's leading lupin producer responsible for greater than 80% of total global production

<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC8777979/>

Australian Sweet Lupin - Sustainable & Genuine – global award winner

United Nations – 17 Sustainable Development Goals alignment



- ✓ Fixes organic Nitrogen to the plant roots – available to other crops
- ✓ Carbon capture through deep tap roots
- ✓ Is a genuine ‘Break’ crop, assisting crop rotations
- ✓ Reduces weedicide use
- ✓ Reduces the need for fungicides
- ✓ Reduces fossil fuel use
- ✓ Improves soil quality and carbon levels significantly
- ✓ Reduces Nitrogen fertiliser requirements
- ✓ Highly sophisticated GPS guided precision farming
- ✓ Plant-based protein for non-Meat farming
- ✓ Carbohydrate reduced food as low GI for a healthier world
- ✓ Water use efficiency - world leading technology



17 Sustainable Development Goals (SDGs)



THE GLOBAL GOALS
For Sustainable Development

Product Development Horizon

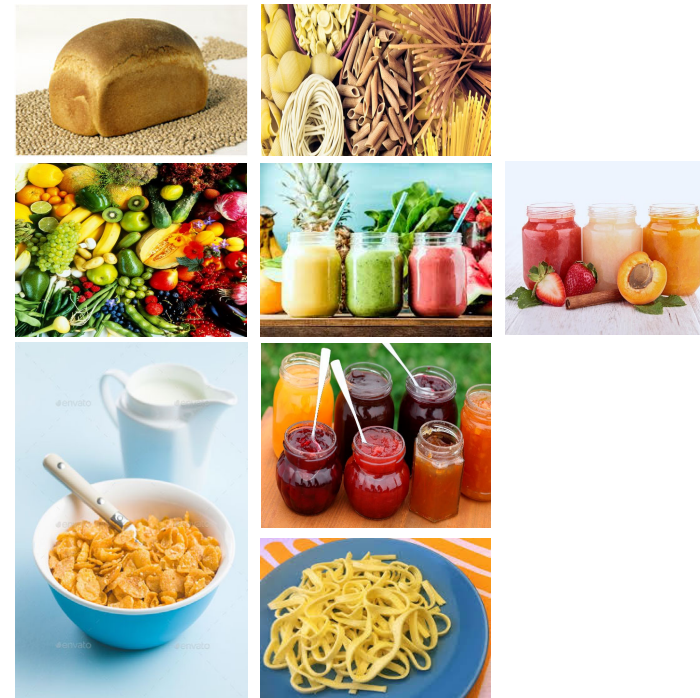


Food Products

- ✓ Bakery – cookies & biscuits, cakes & pastry, breads, tortillas and wraps
- ✓ Chocolate & Confectionary
- ✓ Dairy – Yogurt, ice cream, mayonnaise and cream
- ✓ Snacks
- ✓ Seasonings
- ✓ Pasta & noodles
- ✓ Breakfast Cereals
- ✓ Sports Nutrition
- ✓ Soups
- ✓ Beverages for weight management
- ✓ Other food Products – Fibre from Husk

Beverages – powdered natural protein , flavored and dairy alternative

Dietary Supplements – Protein Isolates, Protein Hydrolysates and Concentrates at high protein levels – circa 95% protein



Market Growth Opportunities



Growth of Plant-Based Alternatives by Category

Category	Dollars	Growth
Milk	\$2B	5.0%
Meat	\$939M	18.4%
Meals	\$377M	8.3%
Ice Cream	\$336M	5.7%
Creamer	\$287M	34.3%
Yogurt	\$283M	31.3%
Butter	\$198M	8.4%
Cheese	\$189M	18.3%
Tofu and Tempeh	\$128M	7.8%
Ready-to-Drink Beverages	\$122M	18.4%
Condiments, Dressings, and Mayo	\$64M	10.9%
Spreads, Dips, Sour Cream, and Sauces	\$30M	53.7%
Eggs	\$10M	191.7%
TOTAL PLANT-BASED FOODS	\$5.0B	11.4%

Source: 52 weeks ending December 2019.
Commissioned data from SPINS.



plantbasedfoods.org

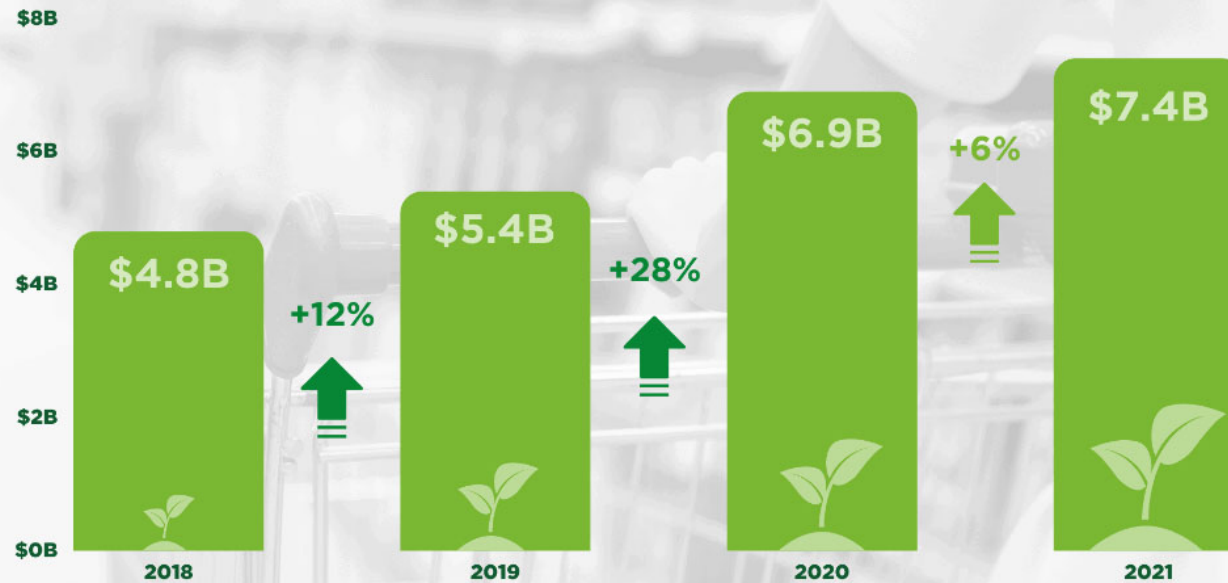
Company	2020 invested capital (\$M)	Headquarters
Impossible Foods	\$700	Redwood City, USA
LIVEKINDLY Co.	\$338	Los Angeles, USA
Oatly	\$278	Malmö, Sweden
Califia Farms	\$172	Los Angeles, USA
NotCo	\$85	Santiago, Chile
Green Monday	\$70	Hong Kong, SAR, China
Ripple Foods	\$56	Berkeley, USA
v2food	\$55	Sydney, Australia
Good Catch	\$37	Heath, OH, USA
Meatless Farm	\$32	Leeds, UK

Market Growth Opportunities



THE PLANT-BASED MARKET CONTINUES TO GROW

TOTAL U.S. PLANT-BASED FOOD MARKET, LAST 4 YEARS



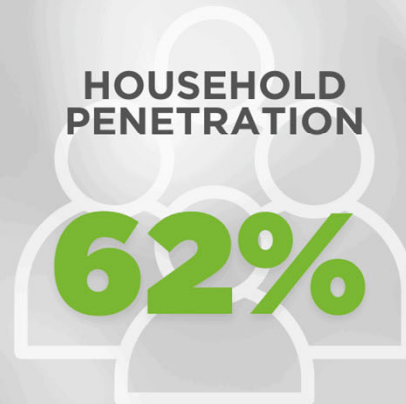
Source: SPINS "plant-based positioned" product attribute, customized by PBFA and GFI to include private label and custom categories, 52-week, 104-week, 156-week, and 208-week periods ending December 26, 2021, from the SPINS Natural Enhanced and Conventional Multi Outlet (powered by IRI) grocery channels.

Market Growth Opportunities



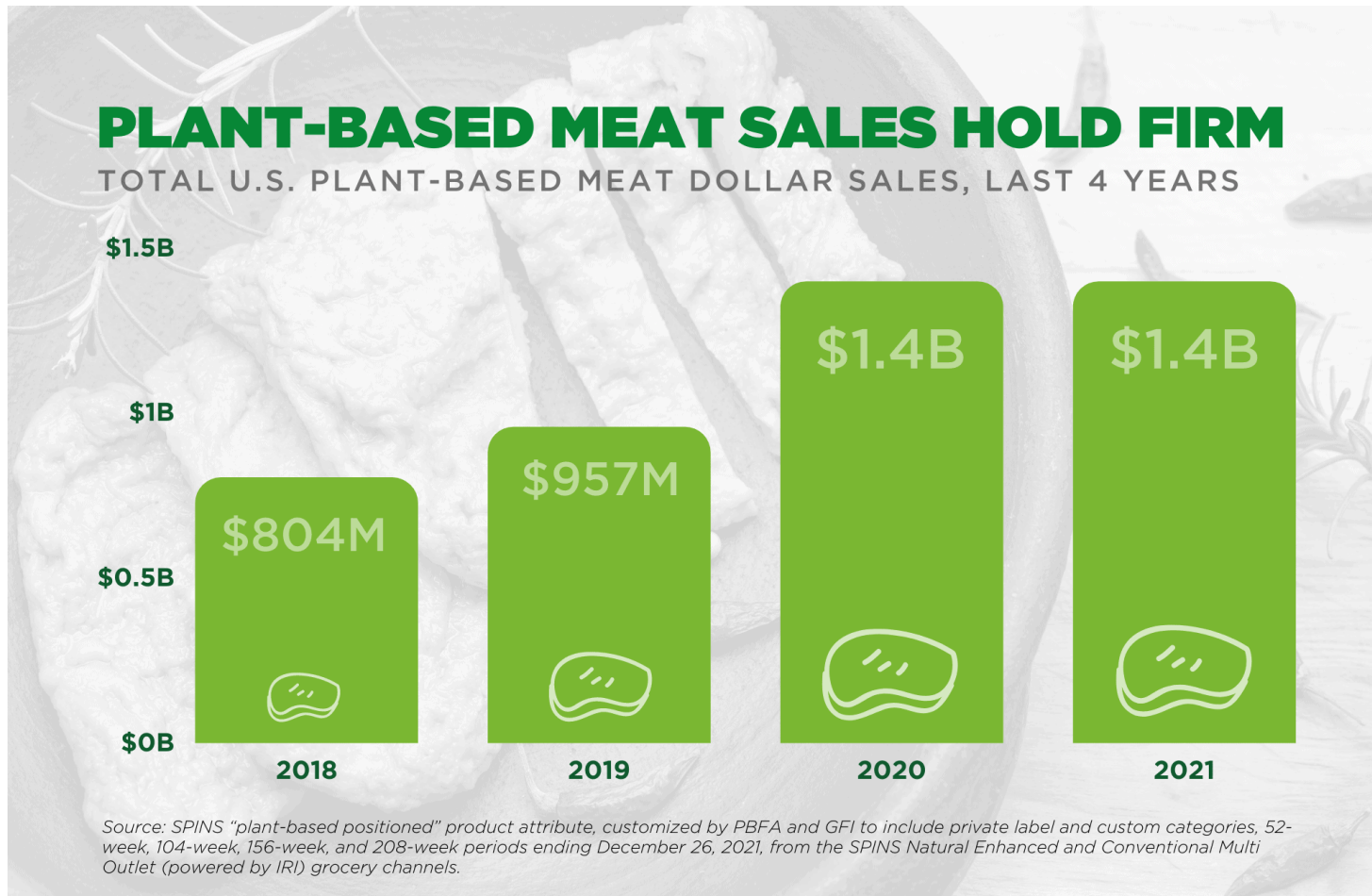
MORE PEOPLE TRIED PLANT-BASED—AND CAME BACK FOR MORE

TOTAL PLANT-BASED FOOD SALES AND PURCHASE PATTERNS, 2021



Source: SPINS "plant-based positioned" product attribute, customized by PBFA and GFI to include private label and custom categories, 52-weeks ending December 26, 2021, from the SPINS Natural Enhanced and Conventional Multi Outlet (powered by IRI) grocery channels.

Market Growth Opportunities

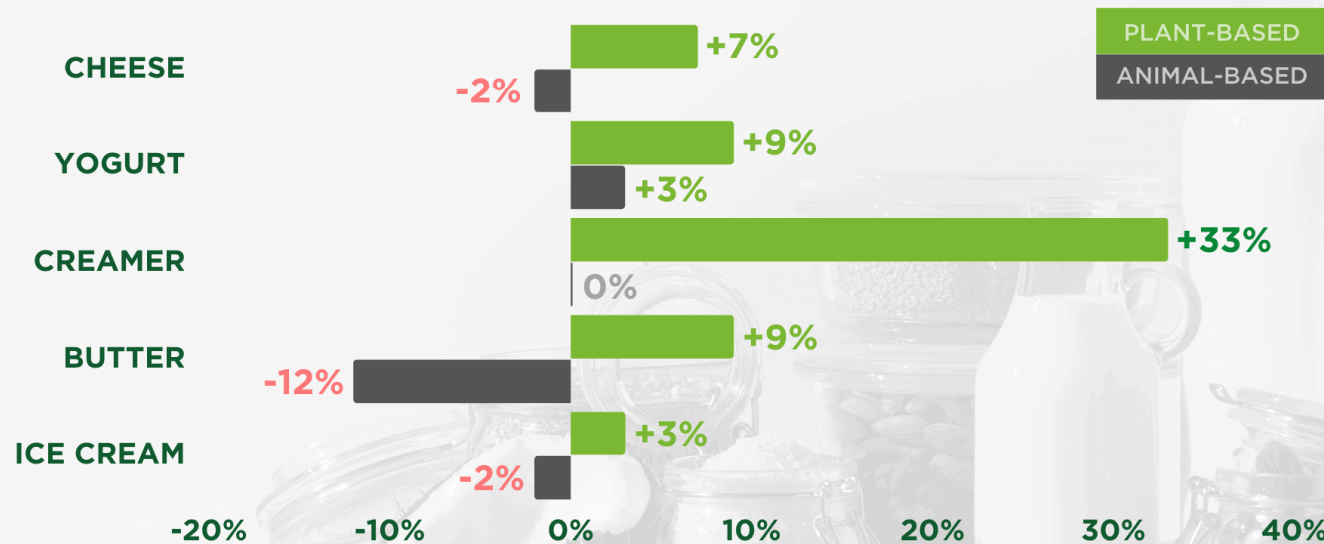


Market Growth Opportunities



PLANT-BASED IS GROWTH DRIVER ACROSS DAIRY CATEGORIES

PLANT-BASED DAIRY VS. ANIMAL-BASED DAIRY SALES GROWTH, 2021



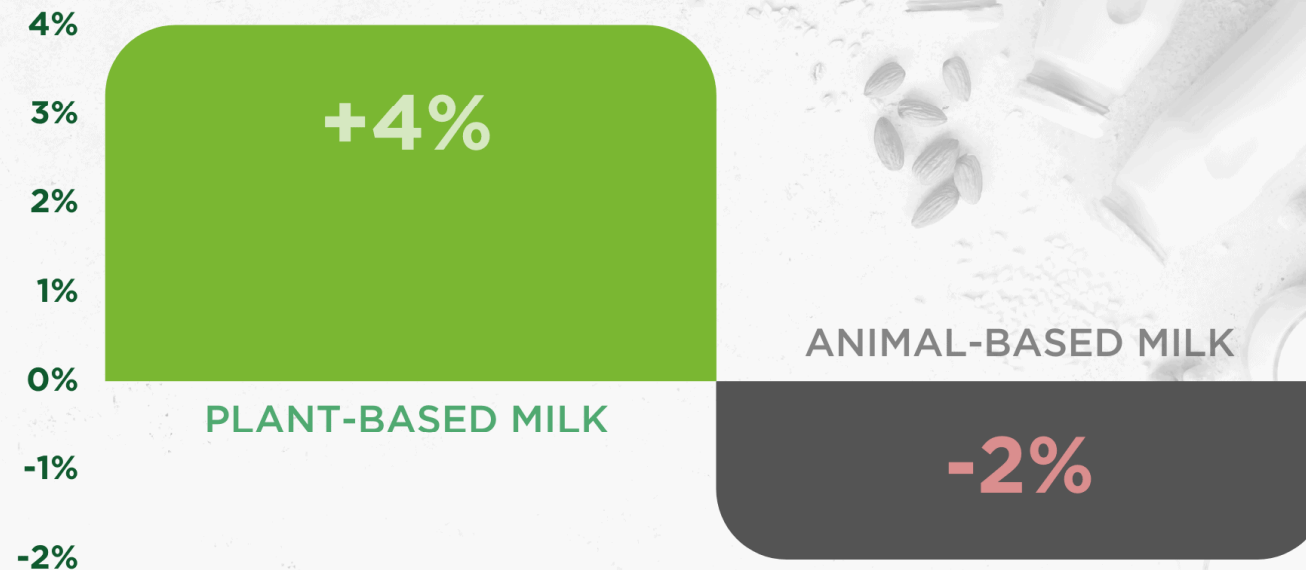
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Market Growth Opportunities



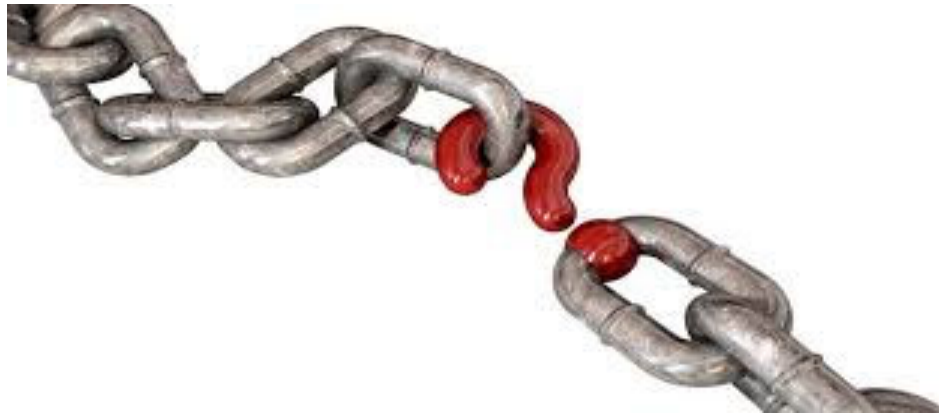
PLANT-BASED IS MILK CATEGORY'S GROWTH ENGINE

PLANT-BASED MILK VS. ANIMAL-BASED MILK SALES GROWTH, 2021



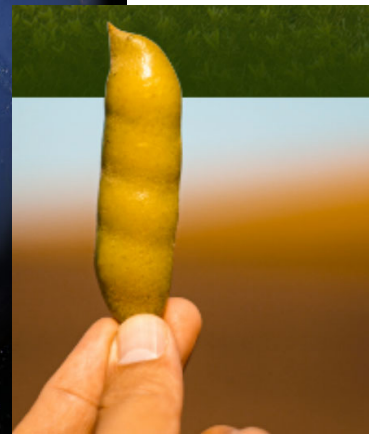
Source: SPINS "plant-based positioned" product attribute, customized by PBFA and GFI to include private label and custom categories, 52-weeks ending December 26, 2021, from the SPINS Natural Enhanced and Conventional Multi Outlet (powered by IRI) grocery channels.

So where is the Missing Link
for Lupins?





Global Movements



The Magic Of Sweet Lupin

Canada's Newest Superfood









As the global demand for plant-based protein ingredients continue to grow, it presents a unique opportunity for Canada.

Sweet Lupin is a new commercial pulse crop offering significant economic, environmental, and



Global Movements



 <p>Lupin</p> <p>Micronised Lupin Flour</p> <p>Not GM Gluten Free</p> <p>Conventional</p>  <p>Our micronised lupin flour, Farilup 200, is mainly used in the making...</p>	 <p>Lupin</p> <p>Lupin Protein Concentrate</p> <p>Organic Not GM</p> <p>Gluten Free Conventional</p>  <p>Fralu-Con is a lupin protein concentrate that will bring the perfect texture...</p>
 <p>Lupin</p> <p>Standard Lupin Flour</p> <p>Not GM Gluten Free</p> <p>Conventional</p>  <p>Farilup 500 is a standard lupin flour. It is used in brownies,...</p>	 <p>Lupin</p> <p>Toasted Lupin Flour</p> <p>Organic Not GM</p> <p>Gluten Free Conventional</p>  <p>Farilup 350T is used in many applications: cakes, crepes, pie shells or...</p>



Global Movements





Global Movements





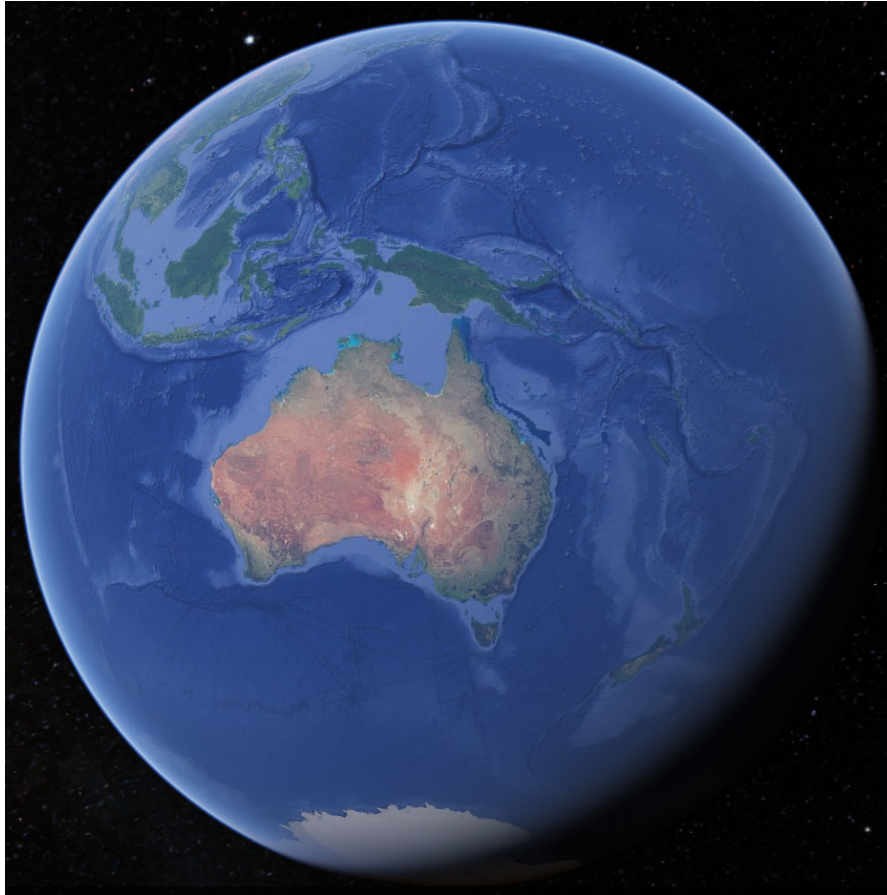
Global Movements



Prolupin GmbH
Tribseeser Chaussee 1
18507 Grimmen

A brand of





Australian Movements



Irwin Valley Lupin Foods

@lupinflour · Food & drink



Australian Movements



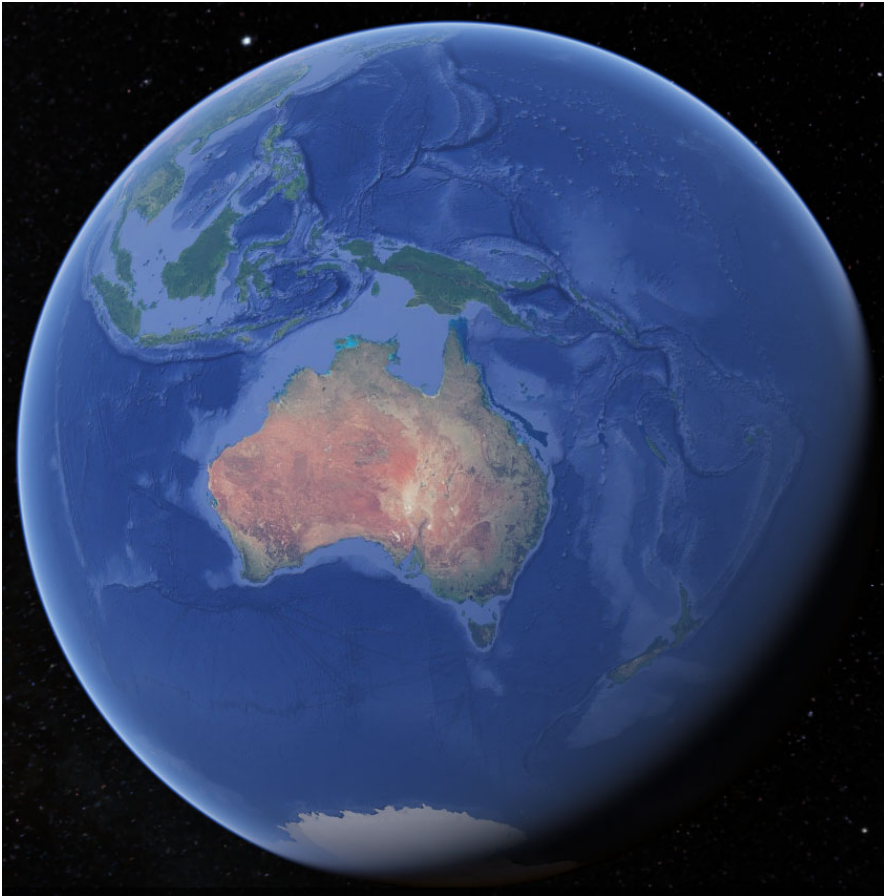
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Australian Movements



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Australian Movements





Australian Movements



**WE'RE HARD AT WORK PREPARING
NATURE'S HEALTHIEST, SUSTAINABLE,
VERSATILE, & DELICIOUS
PLANT BASED PROTEIN...**

READY YOUR FORKS!





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Australian Movements



Product	Price	Rating
Super Lupin Intro Pack	\$29.50	★★★★★
Lupinola 1kg - High Protein Cereal	\$21.25	★★★★★
Lupin Protein Flakes	\$7.20	★★★★★
SuperLupin Protein Cookie Mix	\$9.55	★★★★★
Super Lupin Turmeric and Coconut Rice	\$5.70	★★★★★
Super Lupin Crumbling Mix	\$8.00	★★★★★
SuperLupin Protein Bars	\$6.80	★★★★★
Lupin Flakes 5kg Service Pack	\$35.00	★★★★★
Lupin Splits 5kg Service Pack	\$35.00	★★★★★

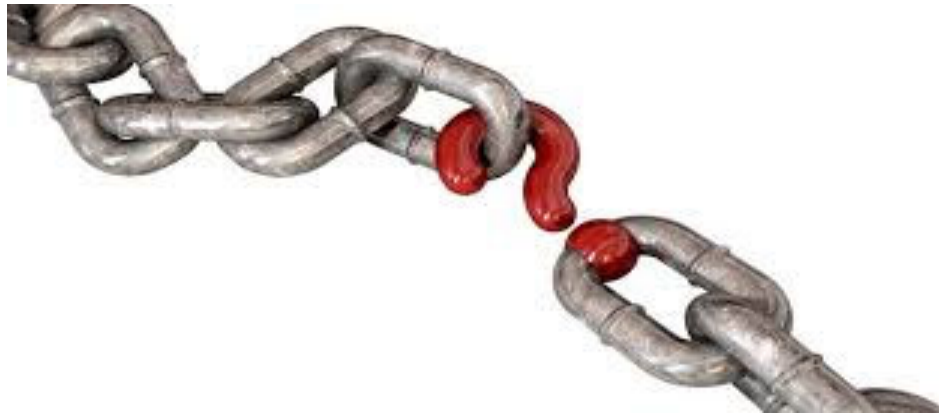
	Avg Qty Per Serving	Avg Qty Per 100g
Energy	229kJ	1196kJ
Protein	8.0g	39.9g
Fibre	Not Detected	Not Detected
Fat - Total	4.2g	21.1g
- Saturated	4.0g	20.1g
Carbohydrate	13.7g	67.9g
- Sugars	0.5g	2.5g
Dietary Fibre	6.6g	32.9g
Sodium	14mg	70mg

INGREDIENTS
Lupin Flakes (80%), Flaked Almonds (11%), Puffed Rice (10%), Cranberries (15%), Sunflower Kernels (4%), Shredded Coconut (2%), Peppas (2%)

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So where is the Missing Link
for Australian Sweet Lupins as
a Global Food?



1. Strategic relationships across Western Australia/Australia – Australian Sweet Lupin Inc



2. Sophisticated Food Technology Assets



3. Appealing Ready-to-Eat & Ready-to-cook Options



4. Marketing – the world has never heard about Australian Sweet Lupins



5. Patient capital
- Focus on post-farm gate value increase + State economic value.





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Thank You

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