

**Investor Presentation** 

September 8, 2021



## Disclaimer



The information in this presentation has been provided by PlantX Life Inc. (the "Company" or "PlantX") for information purposes only and is not intended as, and does not constitute, an offer to sell or a solicitation of an offer to buy any security, and should not be relied upon by you in evaluating the merits of investing in any securities. This presentation is not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use is contrary to local securities laws or regulations.

The Company believes the information contained in this presentation to be reliable but makes no warranty or representation, whether express or implied, in respect of, and assumes no legal liability for, the accuracy, completeness or usefulness of any information disclosed. Any estimates, investment strategies and views expressed in this presentation are based upon current market conditions and/or market data and information provided by unaffiliated third parties and are subject to change without notice. To the extent any information in this presentation was obtained from third party sources, the Company has not independently verified that information and there is a risk that the assumptions made and conclusions drawn by the Company based on such representations are not accurate.

All dollar amounts in this presentation are in Canadian dollars unless otherwise specified herein.



# **Forward Looking Statements**



This presentation contains certain information, forecasts, projections, and/or disclosures about PlantX that may constitute "forward-looking information" under applicable Canadian securities laws (referred to herein as "forward-looking statements"). In some cases, forward-looking statements can be identified by the use of forward-looking terminology such as "expect", "likely", "may", "will", "should", "intend", "anticipate", "potential", "proposed", "estimate", "believe", "plan", "forecast" and other words of similar import, understanding and meaning, including negative and grammatical variations thereof, or statements that certain events or conditions "may" or "will" happen, or by discussions of strategy. Forward-looking statements in this presentation, include, but are not limited to, statements describing the Company's expectations regarding retail and e-commerce trends, the opening of additional brick-and-mortar locations, the expansion of Bloombox Club into Europe, and the Company's business and strategic plans.

Forward-looking statements are based on certain key assumptions and analyses made by the Company in light of management's experience, perception of historical trends, current conditions, expected future developments and other factors the Company believes are relevant and reasonable in the circumstances at the date such forward-looking statements are made. Forward-looking statements are subject to inherent risks and uncertainties that may be general or specific and which give rise to the possibility that expectations, forecasts, predictions, projections or conclusions will not prove to be accurate, that assumptions may not be correct and that objectives, strategic goals and priorities will not be achieved. A variety of factors, including known and unknown risks, many of which are beyond the Company's control, could cause actual results to differ materially from the forward-looking statements in this presentation. Such risks include, without limitation: the Company's ability to comply with all applicable governmental regulations including all applicable food safety laws and regulations; impacts to the business and operations of the Company due to the COVID-19 epidemic; the Company's limited operating history; the ability of the Company to access capital to meet future financing needs; the Company's reliance on management and key personnel; competition; changes in consumer trends; foreign currency fluctuations; and general economic, market or business conditions.

Readers are cautioned that the foregoing list of risk factors should not be construed as exhaustive. Additional risk factors can also be found in the Company's Annual Information Form, which have been filed on SEDAR and can be accessed at www.sedar.com. Readers are cautioned to consider these and other factors, uncertainties and potential events carefully and not to put undue reliance on forward-looking statements The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, estimates or opinions, future events or results or otherwise or to explain any material difference between subsequent actual events and such forward-looking statements, except as required by applicable law.

# **High Growth Plant-Based Investment**





PlantX is a company that bridges two multi-billion dollar industries: e-commerce and plant-based foods.

From platform launch, within the first 5 months PlantX achieved monthly recurring revenues of \$1.3 M.

## **Company Overview**

As the digital face of the

everything plant-based.™

plant-based community, we truly

represent the one-stop-shop for









5,000 + SKUs of plant-based goods





### Distribution

An All Encompassing Online Platform + Flagship Retail Locations





Collaboration & Education

# **Key Milestones**



Past performance is the best indicator of future performance



CSE: VEGA, OTCQB: PLTXF, Frankfurt: WNT1

## **Our Team**





### Sean Dollinger | Founder

A serial entrepreneur who, at the age of 17, started a delivery company that quickly grew into the largest of its type in Canada. In 2014, he launched Namaste Technologies—his first public company. Sean founded PlantX as a passion project and a way to give back while focusing on something that he truly loves.



### Lorne Rapkin | CEO / President

Lorne is a partner at Rapkin Wein LLP and services clients from a variety of industries including financial services, real estate, automotive, professional services, manufacturing and media.



### Alex Hoffman | CMO

Having worked in a creative field for the past 10 years, Alex has a passion for design and an appreciation for beauty.

Alex spearheaded award-winning marketing campaigns for companies based out of New York and Los Angeles. She has joined PlantX to oversee all brand marketing activities.



### Julia Frank | COO

Julia has both an MBA and a Master's Degree in digital entrepreneurship and has successfully set up renowned strategies for large corporations like BMW and Daimler in Germany. Julia is an accomplished executive who focuses on a healthy and active lifestyle, loves to cook plant-based recipes, and travels the world to experience as many different cultures as possible



### Shariq Khan | CFO

Shariq is a finance professional with 15 years of experience demonstrating a high degree of work ethic and integrity in providing expertise in accounting, financial reporting and ERP implementations. Results-oriented team leader providing mentoring and support to inspire drive to exceed expectations. Shariq earned his Chartered Accountant with KPMG and he is a member of the Institute of Chartered Accountants in England & Wales (ICAEW).



### Fred Leigh | Executive Chairman

Fred Leigh, who previously served as a PlantX special advisor, has played a key founding and executive role in the capital markets for nearly four decades, and has founded, invested in, been a director of, and helped take many companies public with assisting CEOs and CFOs in funding, IPOs, market support and business advice. His career, passion and experience is in funding start-ups, funding seed rounds, and providing expertise in the capital markets, banker, and broker networks.

## **Board of Directors**

An Experienced Management and Board Team with Industry Expertise.





#### Peter Simeon

Peter Simeon has over 19 years of experience as a lawyer focused on securities, corporate finance, and mergers and acquisitions. Since February 2015 he has been a partner at Gowling WLG (Canada) LLP



### Quinn Field Dyte

Quinn Field-Dyte held the position of President, CEO and Director of Winston Resources Inc. and currently holds the positions of CFO and Director at both Vantex Resources and Quantum Batteries Corp.



### Lorne Rapkin

CPA, CA, LPA is a partner at Rapkin Wein LLP and services clients from a variety of industries including financial services, real estate, automotive, professional services, manufacturing and media.



### Ralph Moxness

Mr. Moxness is President of Greenfields Investment Corporation, a firm that he founded in 1987, which specializes in advisory services related to M&A and corporate finance. With a solid background in banking and finance, he is an extremely valuable asset to all of us at PlantX.



#### Alex Hoffman

Having worked in a creative field for the past 10 years, Alex has a passion for design and an appreciation for beauty. Alex spearheaded award-winning marketing campaigns for companies based out of New York and Los Angeles. She has joined PlantX to oversee all brand marketing activities.



# **A Quick Introduction**





## **Plant-Based Market & Trends**



Table 1: Global Plant-Based Food Market: Key Industry Highlights, 2020 and 2030

PARTICULARS	2020	2030	CAGR (2020-2030)
obal Plant-based Food Market: les Value (in US\$ Billion)	35.61	111.96	12.1%

MARKET BY REGION	2020 (IN US\$ BILLION)	2030 (IN US\$ BILLION)	CAGR (2020-2030)
Asia Pacfic	13.19	43.53	12.7%
North America	10.00	31.78	12.3%
Europe	8.06	23.14	11.1%
Latin America	2.87	8.97	12.1%
Middle East & Africa	1.50	4.55	11.8%
Clobal	35.61	111.96	12.1%

Source: Analyst Report, Expert Interviews and IMARC Group

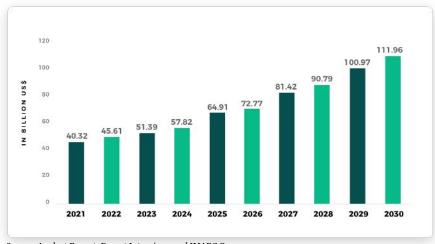


Rising Awareness of Health Benefits Across the Globe + Rise in Flexitarian Diet



Ongoing Investment in New Product Development

Table 1: Global Plant-Based Food Market Forecast: Sales Value (In Billion US\$), 2020 and 2030



Source: Analyst Report, Expert Interviews and IMARC Group



**Environmental Sustainability** 

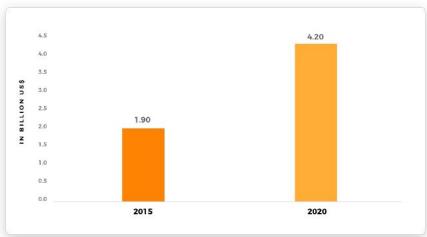


Increase in Merger & Acquisition Activity by Industry Giants

## **Retail & E-Commerce Trends**

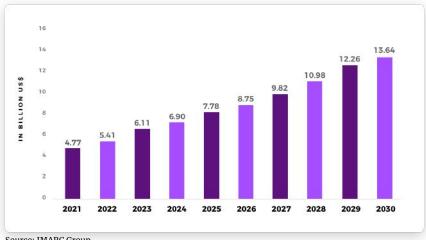


Global Plant-Based Food (Online Stores) Market: Sales Value (In US\$ Billion), 2015 & 2020



Source: Analyst Report, Expert Interviews and IMARC Group

Global Plant-Based Food (Online Stores) Market Forecast: Sales Value (In US\$ Billion), 2021-2030



Source: IMARC Group



Increased Demand for PB Products Across **Online Stores** 



Greater Reach, Improved Communications, Doorstep Delivery = High Customer Accessibility



Covid-19 Pandemic Changed Conventional **Brick & Mortar Shopping** 



Rising Influence of Social Media



**Rise in Food Safety Concerns** 



Direct to consumer model becoming increasingly important

# **Shop For Plant-Based Goods**

X

10

Past performance is the best indicator of future performance



- Groceries
- household items
- beauty products
- pet food
- and MORE.





Meal Delivery Across the U.S. & Canada powered by our Chief Culinary Officer, Celebrity Chef Matthew Kenney.

### E-commerce



PlantX is building a powerful e-commerce ecosystem by linking consumers to products/services.



#### **WEB TRAFFIC**

230,000 Q2 -2021

+51% Growth rate, PlantX.com, Q2-2021

#### TRANSACTIONS

**2,650** Q2-2021

+135% Growth rate, PlantX.com, Q2-2021

#### **SOCIAL MEDIA**

**40.7K** Followers

**+264**% Growth rate, Q2-2021

#### **INFLUENCERS**

Venus Williams Matthew Kenney Remy Metailler Nick Mcnutt Justin Fields

#### **PARTNERS**

PlantX sells it's complete product catalog on: TheBay.com Walmart.ca

wellandgood.com







# **Experiential Retail Centers**





Attractive brick and mortar locations in high traffic epicenters of thriving plant-based communities that enhance the e-commerce presence through interactive shopping.







Venice Beach (Los Angeles)



Squamish







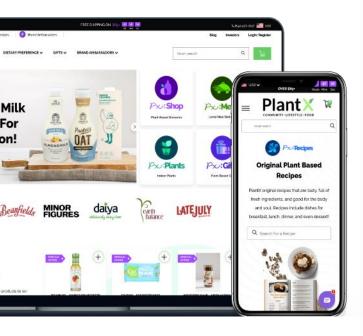
San Diego
Opening September 2021!



Tel Aviv
Opening October 2021!

## Education

























- A resource to make a plant-based lifestyle more accessible through education and collaboration.
- Our website is a place to learn more about plant-based diets, find new recipes and share their own.
- Customers can watch recipe videos on the PlantX Youtube Channel and then click through to purchase ingredients.
- All recipe videos are updated weekly to increase variety of choices, further promote PlantX items, and boost community engagement.

- Education is priority, and customers can also learn about plant-based products through the YouTube series titled 'Taste This!" a program that showcases PlantX products through blind tasting.
- PlantX is committed to giving back, lifting others, and fostering ties with local communities.
- We support charities, food banks and sustainability projects and will continue to expand our contributions.

CSE: VEGA, OTCQB: PLTXF, Frankfurt: WNT1

# Acquisitions

PlantX has already made some very successful acquisitions of top-level operators to support its growth and mission to be the largest online marketplace in the plant-based industry, and will continue to accelerate its expansion through strategic synergies and growth capital moving forward.

















## **PlantX Brands**



### PlantX Acquires Bloombox Club UK



**CLOSING DATE:** November 6th 2020 for £560,000 in cash and 10,782,559

in Common Shares.

**THE COMPANY:** A UK based website that sells and delivers indoor plants to its

established wellness community via subscription service and

online shop.

**RATIONALE:** Bloombox Club UK was acquired to gain access to the UK plant

delivery  $\,$  market. PlantX intends to bring Bloombox Club to the

rest of Europe and Bloombox Club will assist PlantX source

plant growers across North America.

### **PlantX Acquires Locavore**



15

**CLOSING DATE:** January 7th 2021 for CAD 327,435 in cash and 1,897,152 in

Common Shares.

**THE COMPANY:** Based in Squamish, BC, the Locavore Bar & Grill and

Cloudburst Cafe is a restaurant and outdoor space that

includes a café, food truck and full-service bar for beer, wine

and mixed drinks.

**RATIONALE:** To serve as the Company's flagship location in Canada.

CSE: VEGA, OTCQB: PLTXF, Frankfurt: WNTI

## **PlantX Brands**



### PlantX Acquires New Deli

New Deli is The Exact Same Idea as the PlantX flagship concept.



**CLOSING DATE:** 

May 27th 2021 for US\$470,999 in cash and 2,515,983

Common Shares.

THE COMPANY:

A modern convenience store serving only plant-based

products and grab and go meals.

**RATIONAL:** 

New Deli in Venice Beach will be renamed XMarket. By acquiring such a similar concept to the XMarket brick and mortar locations, the plan is to leverage Matthew Kenney's operational excellence while continuing to focus on e-commerce expansion to build a multi-faceted ecosystem for all things plant-based.

Acquiring New Deli brings PlantX one step closer to realizing

our vision for expansion.

### PlantX Acquires Little West



16

CLOSING DATE:

May 10th 2021 for US\$385,000 in cash plus 7,305,674 in

Common Shares.

THE COMPANY:

Little West is a California-based company that offers a wide

range of curated cold-pressed juices and products.

RATIONAL:

PlantX acquired Little West to enhance its meal delivery vertical and offer fresh, cold-pressed juices. Little West products can be found throughout the U.S. in well-known Fortune 500 company corporate headquarters, coffee shops, restaurants, grocery stores and hotels. PlantX intends to build out a private label

product line under the Little West brand.

## **Growth Strategy**



17



#### **Product Diversity**

The growth strategy for PlantX is surprisingly simple. The e-commerce platform is the main driver of growth. By offering the widest possible array of plant-based products, PlantX is positioned to be the online destination for all plant-based needs and desires.



#### **Geographic Expansion**

While PlantX is currently active in North American markets (Canada and U.S.), the company plans to expand services globally to Australia, Latin America, Europe, UK, and Asia.



#### Acquisitions

Through mergers and acquisitions, PlantX will continue to add relevant, already-established verticals to complement the e-commerce site and further drive growth. Our aim is to increase market share, add complementary products and brands to the portfolio, develop new geographical markets, and diversify.



#### **Supply Chain Expansion & Integration**

Further, through its strategic acquisitions and by developing relationships with product sources, PlantX will create its own private label products (i.e. juices through Little West with PlantX label), to deliver superior products at affordable prices for consumers.



#### Marketing

PlantX is driving awareness and trial of the brand with a significant investment in non-traditional marketing. Messages helping consumers understand how to incorporate plant-based living into their lives are curated and shared by ambassadors across social media, YouTube, and online at www.PlantX.com & www.PlantX.ca. Omnichannel campaigns for grocery items, meal delivery, plants and retail leveraging PlantX's digital expertise to maximize web traffic and shopping conversions. Further, cross-promotion across PlantX's verticals help position the brand as the complete solution for plant-based living, helping it serve consumers as the destination for products and services.

CSE: VEGA, OTCQB: PLTXF, Frankfurt: WNTI

# **Market Cap Comparison**

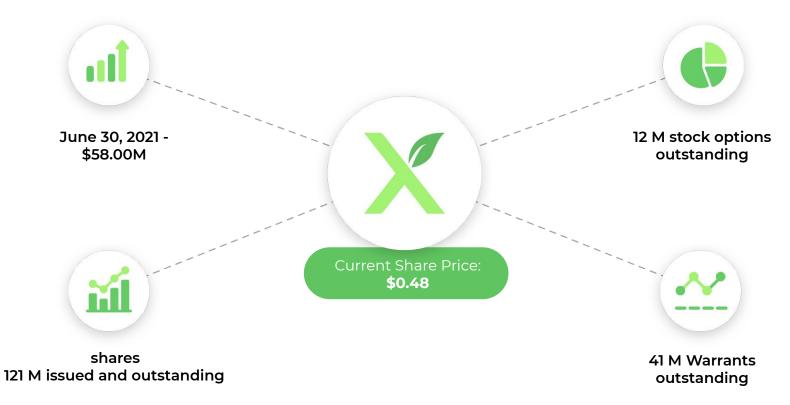
X

June 30, 2021

	PlantX VEGA	VERY	MODERN -MEAT- MEAT	BEYOND MEAT BYND	ВАВУ
Market Cap	CAD\$58M	CAD\$372M	CAD\$46M	US\$9.92B	CAD\$285M
Current Share Price	CAD\$0.48	CAD\$3.82	CAD\$1.52	US\$157.49	CAD\$2.98

# **Market Cap**





# **Investment Highlights**



Established and Proven Management Team + Strong Execution



First Mover Advantage



Technology Platform With High Gross Margins



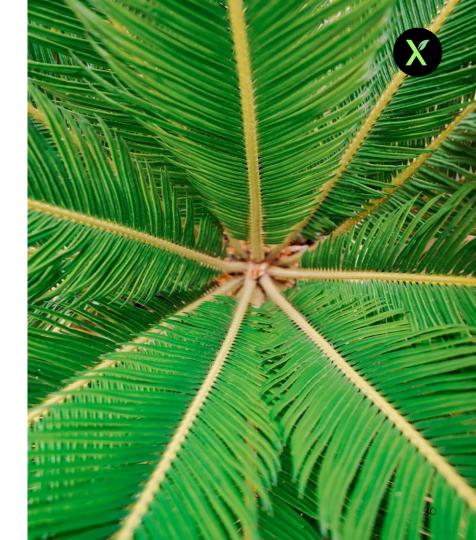
Attractive Valuation Trading Below Peers



Strategic M&A and Organic Growth



Explosive High Growth Sectors / Industries



# Appendix A



Domains:

www.PlantX.com

www.PlantX.ca

www.Investor.PlantX.com

www.bloomboxclub.com

www.bloomboxclub.de

www.shopnewdeli.com

www.littlewest.com

www.locavorebarandgrill.com

Social:

- @GoPlantX
- @ShopNewDeli
- @BloomboxClub
- @LittleWest
- @Locavore barand grill



# Appendix C

Meet Our Medical Advisory Team



#### Dr. Thomas A Burdon

Thomas A. Burdon, MD, is a Professor of Cardiothoracic Surgery at Stanford University and Chief of Surgery at the VA Palo Alto in California. He is an active surgeon and also supervises more than 150 staff that perform 6,000 surgical cases a year. Dr. Burdon's commitment to improving the quality of life for his patients encompasses corrective and palliative surgical techniques, as well as providing dietary information and other methods to ameliorate and improve lifestyle habits. He is known by his colleagues and patients for the "Dr. Burdon Diet", which has helped many in his work environment.



#### Dr. Paul Gross

Paul Gross, MD, is a family physician working in downtown Vancouver. He completed medical school at McGill University and residency at St. Paul's Hospital. Most of his clinical practice is concentrated at Spectrum Health, a multidisciplinary primary care clinic in downtown Vancouver that provides full-service care with an emphasis on the LGBTQ community.



Dr. Eva Weinlander

Eva Weinlander, MD, is a Clinical Professor in the Department of Medicine, Division of Primary Care and Population Health at Stanford Health Care. She is a seasoned family medicine physician with a passion for high-quality primary care, medical education, primary care research and healthcare professional wellness.





### Dr. Katie Cooper

Dr. Katie Cooper is a doctor of psychology based out of London, England, and the author of the book Plant Therapy, which focuses on the well-being benefits of plants and the negative effects that an indoor lifestyle can have on mental health. After seeing how powerful plants could be as therapeutic tools with clients, Dr. Cooper went on to launch Bloomboxclub Limited, a successful plant subscription service in the UK, which is now a part of the PlantX family.



#### Dr. Edward Tam

Edward Tam, MD, FRCPC, is a clinical hepatologist. His full time clinical practice is in Vancouver, BC, where he is also active in clinical research, teaching, education, and community outreach. He has a focused interest in the area of non–alcoholic fatty liver disease, including the intersection of how lifestyle and pharmacotherapeutic interventions may address this growing epidemic.



### **Amy Gensel**

Ms. Gensel is a registered dietitian that specializes in nutrition support at the Veterans Affairs Hospital in Palo Alto, California. She has a passion for wellness and is also a group fitness instructor. Ms. Gensel has 15 years of experience as a registered dietitian and believes nutrition plays a crucial role in disease treatment and prevention.





## **X** Community

# Fitness (Fall 2021)

Join a virtual class with like-minded individuals. The PlantX.com fitness vertical has a community-like vibe, where people can share and grow the world's plant-based fitness knowledge to maximize the benefits of everyday movement. Our goal is to build bridges between those with knowledge and those who need it, bring together people with different ideas so they can understand each other better, and to empower everyone to share what they know and ultimately benefit the rest of the world.

The PlantX fitness vertical is free for all PlantXpress members. Every week fitness instructors from around the world will upload content to the PlantX library. This vertical will cover everything from meditation & breathwork, HITT & Boxing, Yoga poses, flows & pilates AND so much more.



For more Information Contact

# Sean Dollinger



(604) 355-6100



sean@PlantX.com

