

# NEXTFERM TECHNOLOGIES

Leading The  
Alternative Protein Revolution

April 2022



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# ABOUT NEXTFERM: LEADING THE ALTERNATIVE PROTEIN REVOLUTION



**Experienced Team in the Food and Food-tech Industry**



**Breakthrough Technology for Innovative Yeast-based Proteins and Nutrients**



**ProteVin™ Revolutionary Protein**

- Yeast Derived Vegan Protein
- Animal-like Nutritional Value
- Neutral Flavor (unlike typical plants-based proteins)



**Commercial Stage Products**



**Significant Revenue and Profit Potential**



# ABOUT NEXTFERM – THE TEAM



## Experienced Team in the Food and Food-tech Industries

Company management is comprised of former Senior Management of **Enzymotec**, which developed innovative ingredients within the world of nutrition. Enzymotec reached revenues of over **\$80M** and went public (NASDAQ) during 2013, with a market cap of **\$300M**



# WORKING TOGETHER FOR OVER 15 YEARS



**Yossi Ohana, CFO**

Former VP Finance of Enzymotec



**Boaz Noy, CEO and Director**

Former Sr. VP and Head of the BioActive Ingredients Division at Enzymotec



**Yossi Peled, Chairman**

Former Chairman and board member of Enzymotec and Former CEO of Galam



**Yoni Twito,  
COO**

Former COO of Enzymotec



**Arkadiy Haikin,  
VP of Engineering**

Former Chief of Engineering of Enzymotec



**Gai Ben Dror,  
VP R&D & Process  
Development**

Former VP of Process Development of Enzymotec



**Elzaphan Hotam  
CEO of NextFerm USA**

Former CEO of Enzymotec USA

# ABOUT NEXTFERM - TECHNOLOGY



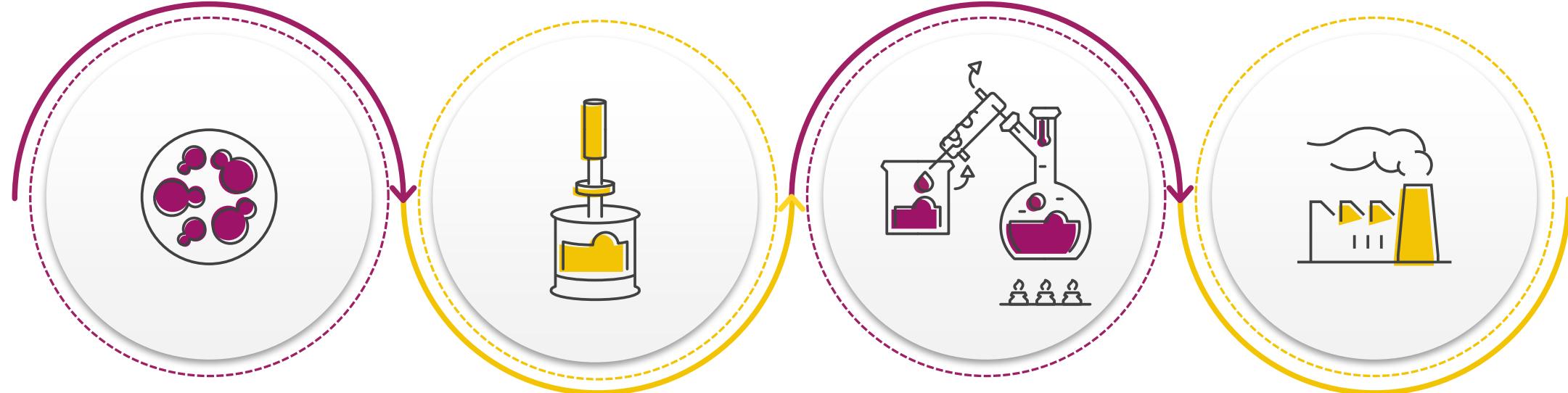
## Breakthrough Technology

For producing yeast-derived, innovative, functional vegan food ingredients, based on:

- **Non-GMO** Strain Improvement
- Fermentation Expertise
- Separation and Purification Techniques
- Proven Scale-up Capabilities



# BREAKTHROUGH TECHNOLOGY



## Yeast Improvement (Patented, Non-GMO)

Improvement of yeast characteristics for either elevated expression of specific metabolites, stress resistance, and yield

## Fermentation (Cost-effective)

Process optimization for economical production of the improved strain biomass

## Separation & Purification

Development of efficient purification process for obtaining the desired ingredients applicable to food or dietary supplement

## Scale-up (from Lab to Industry)

Implementation of the fermentation and purification processes to full production scale

# ABOUT NEXTFERM – COMMERCIALIZED PRODUCTS



**ProteVin™:** Vegan protein with an animal-like nutritional value and neutral flavor

- **Commercial launch expected H1-2022**
- Successful Industrial Pilot completed
- First POs from US customers

**AstaFerm®:** Novel & Powerful Astaxanthin Antioxidant  
**Launched in US & Canada**

**NextFreeze™ and Biofuel:** 2 yeast strains Licensed to Lallemand Inc., a global corporate specializing in yeast and bacteria. Included \$2.75M down payment

## Commercial Stage Products



# ABOUT NEXTFERM – SIGNIFICANT REVENUE AND PROFIT POTENTIAL



Based on its innovative technology and products developed and commercialized, the company expects significant revenue and profit.

## Significant Revenue and Profit Potential



# protevin™

The **only** fermented  
vegan protein with  
animal like nutritional  
value and neutral taste



# WHY VEGAN PROTEIN

## THE WORLD GOES VEGAN DUE TO THREE REASONS:



### Health

Plant based diet  
is healthier



### Compassion

Decrease animal  
suffering



### Sustainability

Securing world  
natural resources

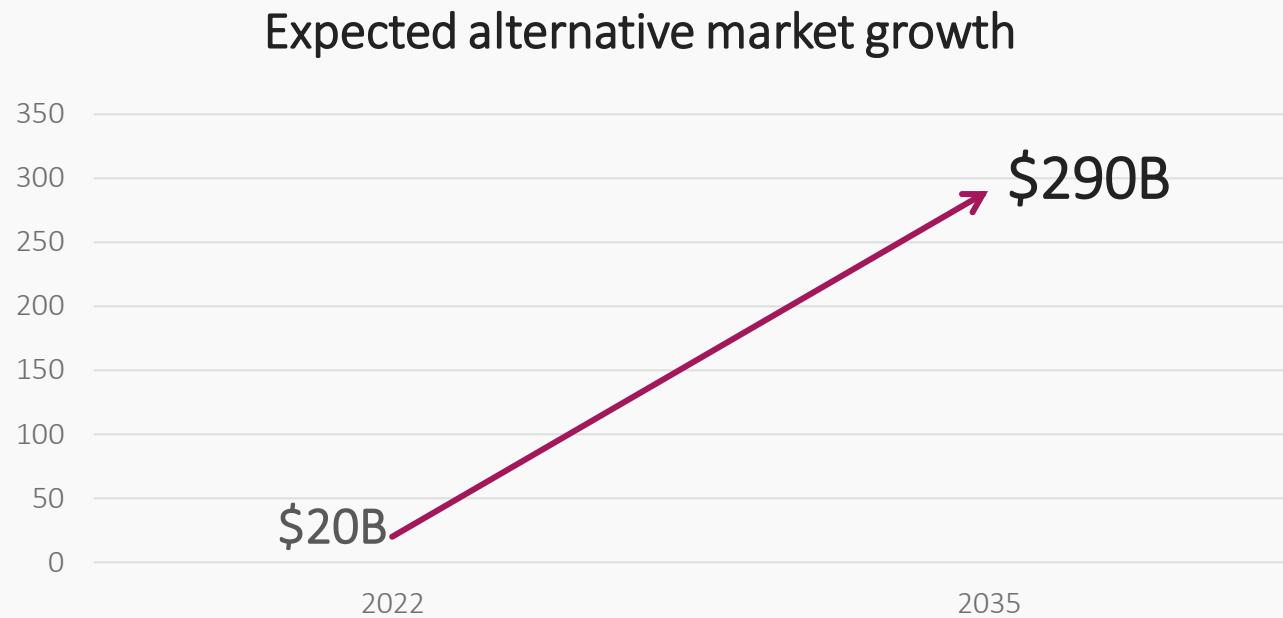
The growing shift towards vegan nutrition creates an increase in the need for vegan protein sources with better nutritional value that will enable consumers to enjoy vegan nutrition without compromising the joy of food

<https://www.un.org/development/desa/en/news/population/world-population-prospects-2019.html>

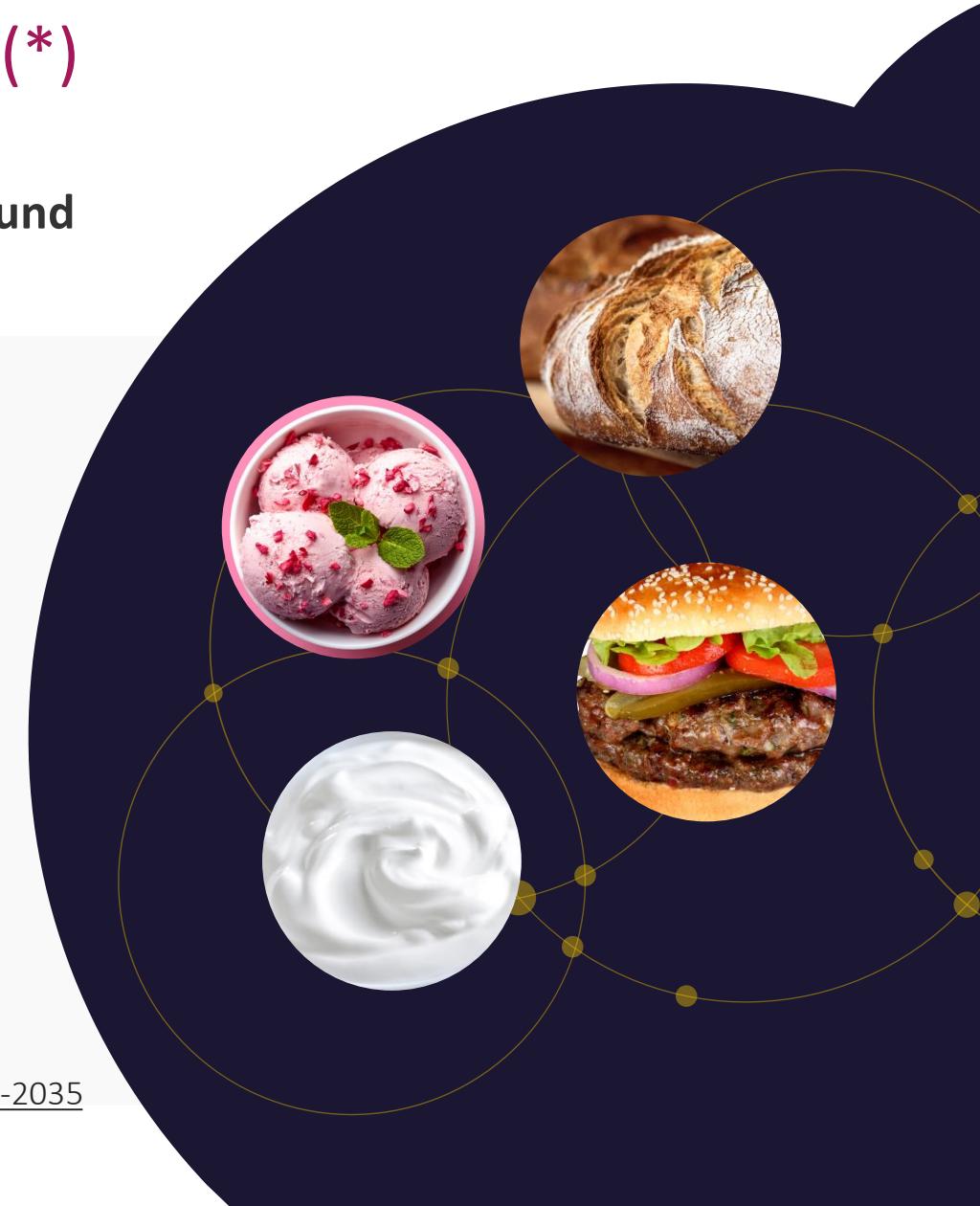
# ALTERNATIVE FINISHED PRODUCTS MARKET IS EXPECTED TO GROW TO \$290B TILL 2035 (\*)

An Analysis by BCG and Blue Horizon :

**“Every Tenth Portion of Meat, Eggs, Dairy, and Seafood Eaten Around the Globe Will Be Made from Alternative Proteins by 2035”**



(\*) <https://www.bcg.com/press/23march2021-alternative-protein-market-reach-290-billion-by-2035>



# ALTERNATIVE PROTEIN B2B MARKET IS EXPECTED TO GROW TO \$50B TILL 2035

17.5% CAGR



(\*) Based on McKinsey report:

<https://www.mckinsey.com/industries/agriculture/our-insights/alternative-proteins-the-race-for-market-share-is-on>

# proteVin™

Will Lead The  
**BOOMING**

Vegan Protein Market



# PROTEVIN™- DISRUPTIVE VALUE PROPOSITION

YEAST DERIVED NON-GMO VEGAN PROTEIN PRODUCED THROUGH INNOVATIVE FERMENTATION PROCESSES

## Animal-like nutritional value:

- High level of Essential Amino Acids (53% EAA), Branched Amino Acids (21%BCAA) and 9% Leucine
- Highly digestible protein (PDCAST=1)

**Neutral flavor and taste: unlike other typical plant-based proteins **or other yeast-based proteins****

- Optimal integration in food

**Highly sustainable**

**No allergens or impurities**

**Regulatory approval**

Open for marketing in US, EU and other

**Competitive pricing**

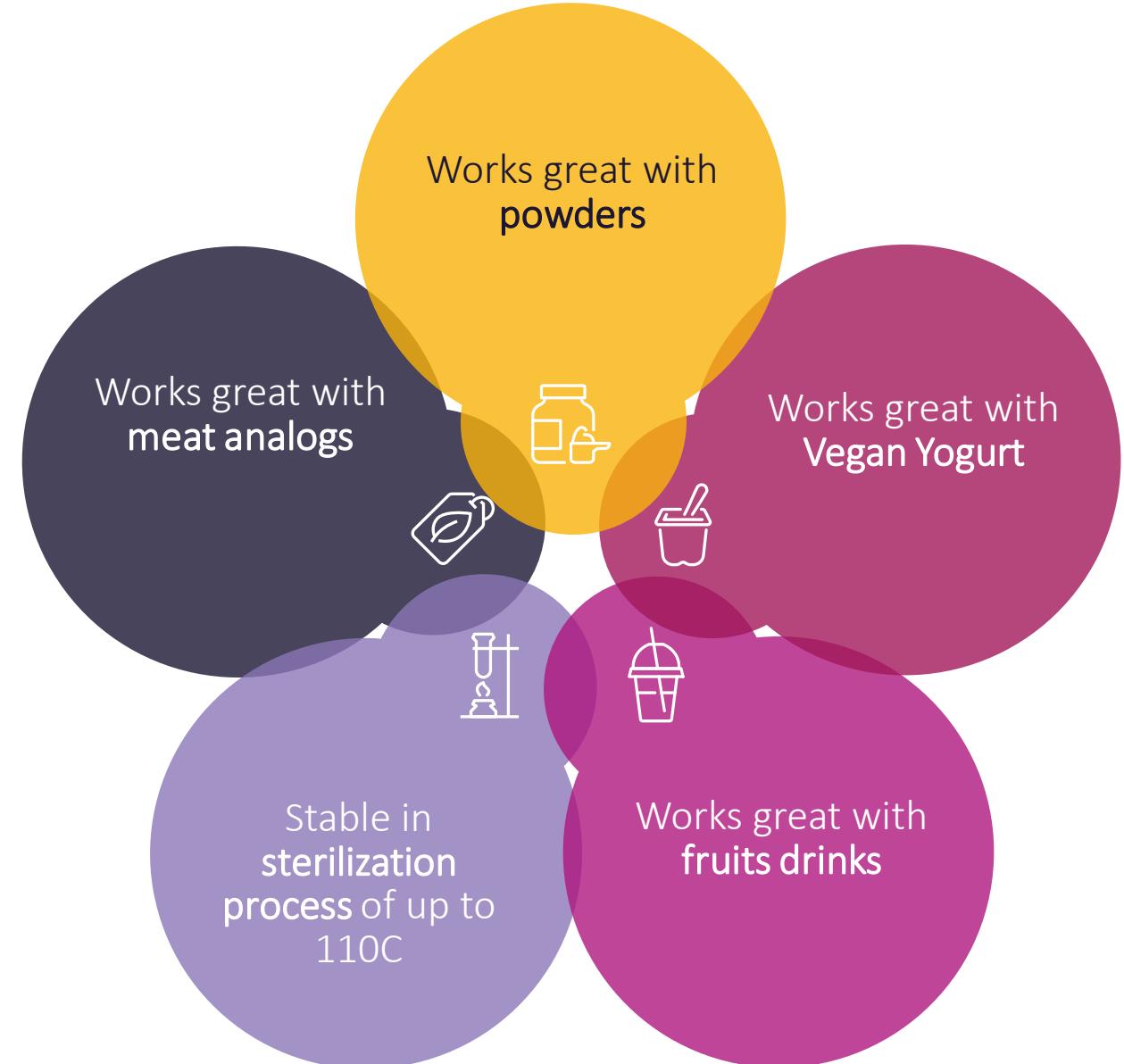


# proteVin™

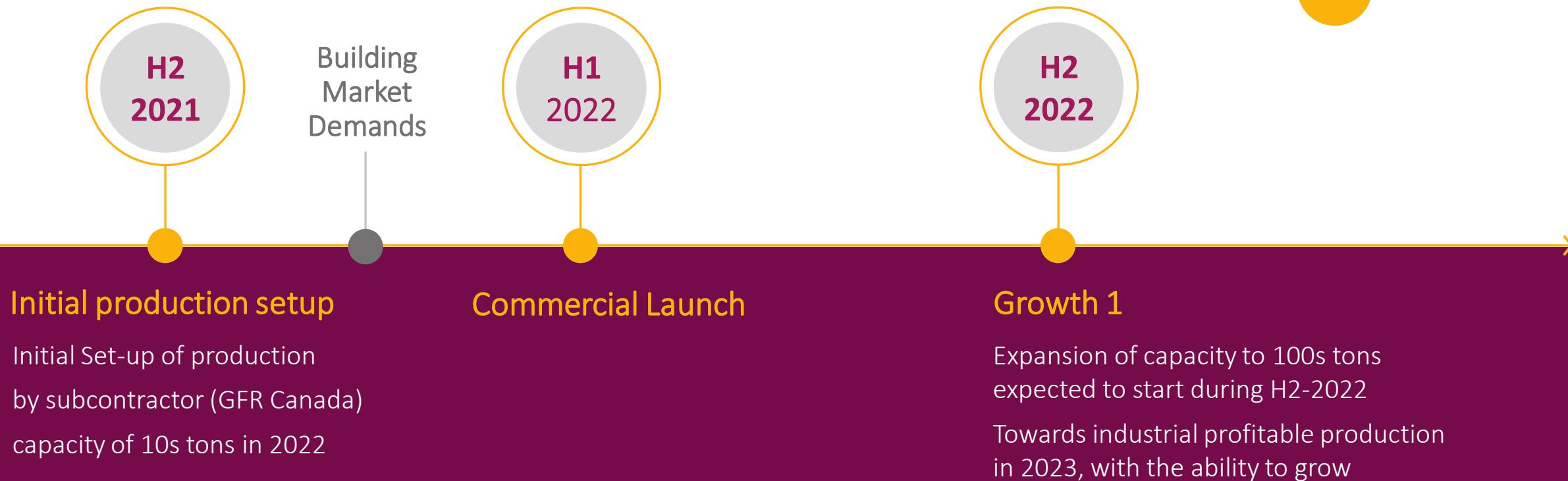
The leading  
alternative protein

Protein Source	ProteVin™	Whey	Soy	Pea & Rice Blend
 Vegan Source	+	-	+	+
 Allergen Free / No impurities	+	-	-	-
 Sustainability	+	-	+	+
 Taste & Flavor	+	+	-	-
 Amino Acid Composition (AA)	+	+	-	-
 High Digestibility	+	+	+	-

# PROTEVIN™ MAIN EVALUATION RESPONDS FROM CUSTOMERS AND EXPERTS



# PROTEVIN™: OPERATIONAL PLAN



# NEXTFERM – ACHIEVEMENTS IN 2021



## protevin™

- Successful Industrial Pilot completed
- First POs from US customers
- Engagement with subcontractor

## astaferm®

### Novel & Powerful Astaxanthin antioxidant

- Launched in US & Canada

### Completed Development of:

- Astaferm® Gummy product supporting the immune system
- Cold water dispersible (CWD) powder application
- Sugar reduced (80%) AstaFerm® gummies

# PROTEVIN™ KEY GOALS FOR 2022

**Operation of first manufacturing facility:** With a capacity of tens of tons for 2022, GFR Canada (H1-2022).

**Launch in USA:** Starting supplying first orders (H1-2022).

**Growing market demands:** Additional orders, accelerating growth into sports nutrition and food markets by dominant players.

**Expansion of production capacity:** Reaching industrial and profitable scale of hundreds of tons per year **will start during H2-2022. Industrial production planned for 2023, with the ability to grow.**

**Regulatory approval in Israel:** Israel is the world's leading country in the transition to vegan nutrition and alternative nutrition and is an important market for the company.

## MILESTONES & MARKETING GOALS

### 2021 Achievements

- ✓ Industrial Scale Pilot Completed
- ✓ First Pos from US Customers
- ✓ Production agreement with subcontractor

### Key goals 2022

- Running GFR initial plant
- Commercial Launch
- Creating Demands
- Growth 1 project
- ProteVin regulation IL

### ProteVin™ market expansion to new segments and territories



Well-being



Dairy substitutes



Infant Nutrition



Sports' Nutrition



Seniors' Nutrition



Meat substitutes

2021

2022

2022 - 2025

# astaferm™

THE STRONGEST ANTIOXIDANT IN  
NATURE

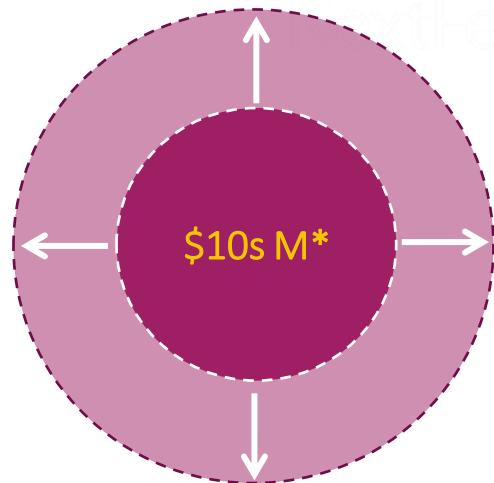
THE ONLY FERMENTED YEAST  
BASED ASTAXANTHIN, IS A  
GAME CHANGER IN THE DIETARY  
SUPPLEMENTS MARKET





## YEAST-BASED ASTAXANTHIN THE STRONGEST ANTIOXIDANT IN NATURE

- For the first time, a flavorless & odorless astaxanthin product, with a competitive price
- Enables market growth through expansion of Commercial sales in the USA & Canada
- Profitable and efficient supply chain



- Market potential with user expansion
- Current market (mainly soft-gels )





## STATUS & POTENTIAL



### Launched in the USA (2020)

By several dietary supplement companies including leading market brands



### Business progress (2021)

- Launched in Canada
- Distribution agreement with STUABER, a leading US distributor in the dietary supplement market
- Completed Development of:
  - Astaferm® Gummy product supporting the immune system
  - Cold water dispersible (CWD) powder application
  - Sugar reduced (80%) AstaFerm® gummies



### Goals for 2022

- Expansion of marketing activities
- Increase of sales and POs
- Launching of new developed products



# PATENTS AND REGULATION



	NextFreeze™	Astaferm®	ProteVin™	
Patents	<ul style="list-style-type: none"><li>EU: Granted for strain</li><li>Russia: Granted for strain</li><li>Under evaluation in additional territories</li></ul>	PCT filed for Strain and for process composition	In Process	
Regulation	Open for global marketing	Open for marketing in the US (Self GRAS) and in Canada	Open for marketing in US, EU and other based on existing baker's yeast derivatives regulation	

# FINANCIAL INFORMATION

## \$31M Raised (2014-2021)

- Privet Placement (December 2021): Raised \$8M
- TASE IPO (January 2021): Raised \$11M, Market cap of \$33M
- Former Equity Rounds (Privet investments): Raised \$12M
- **Cash & Cash equivalents as of December 31, 2021: ~ \$13M**  
The Cash will serve the company ongoing activities and production increase from tens to hundreds of tons per year

## Main Investors

Cider Holdings, Orgad, Arancia, Yitong  
Merge VC  
Phoenix-Excellence



# FINANCIAL INFORMATION

USD in thousands	2021	2020	2019
<b>STATEMENT OF OPERATION</b>			
Net Revenues	242	95	-
Gross Profit	23	19	-
Operating Loss	(4,467)	(3,056)	(3,941)
Adjusted EBITDA (*)	(4,112)	(2,635)	(3,569)
<b>BALANCE SHEET</b>			
Cash, cash equivalents and Short term deposits	13,164	716	2,008
Working Capital	10,151	(4,195)	(1,033)
Total Assets	16,468	2,163	2,936
Share Capital	11,674	(3,927)	(781)
<b>CASH FLOW</b>			
Cash used in operating activities	(3,823)	(2,976)	(830)
Cash used in investing activities	(1,259)	(77)	(184)
Cash used in financing activities	17,504	1,761	1,887

(\*) Net profit excluding Interest, taxes, depreciation, amortization and share based compensation

# NextFerm - Summary



Winning  
technology  
platform



Game changing  
A vegan protein with  
neutral taste & animal like  
nutritional value



Alternative protein-  
booming market



Experienced  
team



Leading value proposition  
in the global alternative  
protein market

A woman with blonde hair, wearing a blue and white striped sweater, is smiling and eating yogurt from a spoon. She is holding a yogurt container in her left hand. The background is a light brown color.

THANK  
YOU!



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