



PRONOF A | Q3 2022 Presentation

November 21 2022





Agenda

Highlights

Financials

Company overview

Main developments (1/2)

Insect operations update

- Construction started in Q1 2022 for Pronofa's first industrial pilot for BSF (Black Soldier Fly). The facility will test and develop (i) the optimal biological environment and (ii) industrial automation and processing equipment
- The on-boarding of our new COO has strengthened our technical team, and we are currently taking time to review the ambitions for our industrial pilot to ensure that we maximize synergies and de-risk future scaling
- Pronofa is in dialog with peer companies i.e. Enorm (DEN) and Ynsect (FRA), and we are gaining further industrial knowledge which will be beneficial for our industrial pilot as well as towards future scaling
- Scale-up on track for H2 2023 (as planned)

Tunicate operations update

- Pronofa is in the process of planning our first production facility at Marine Feed's site in Sweden. The plant will have the capacity process +1.400 tons (one shift) of tunicates and will produce products geared towards the consumer market: marine meat and taste enhancers
- In conjunction, Pronofa has initiated a process to develop a go-to-market strategy. This will consist of:
 - Product development to ensure optimal taste and texture
 - Product trials – likely done in Sweden at schools and local grocery stores
 - Marketing and branding strategy



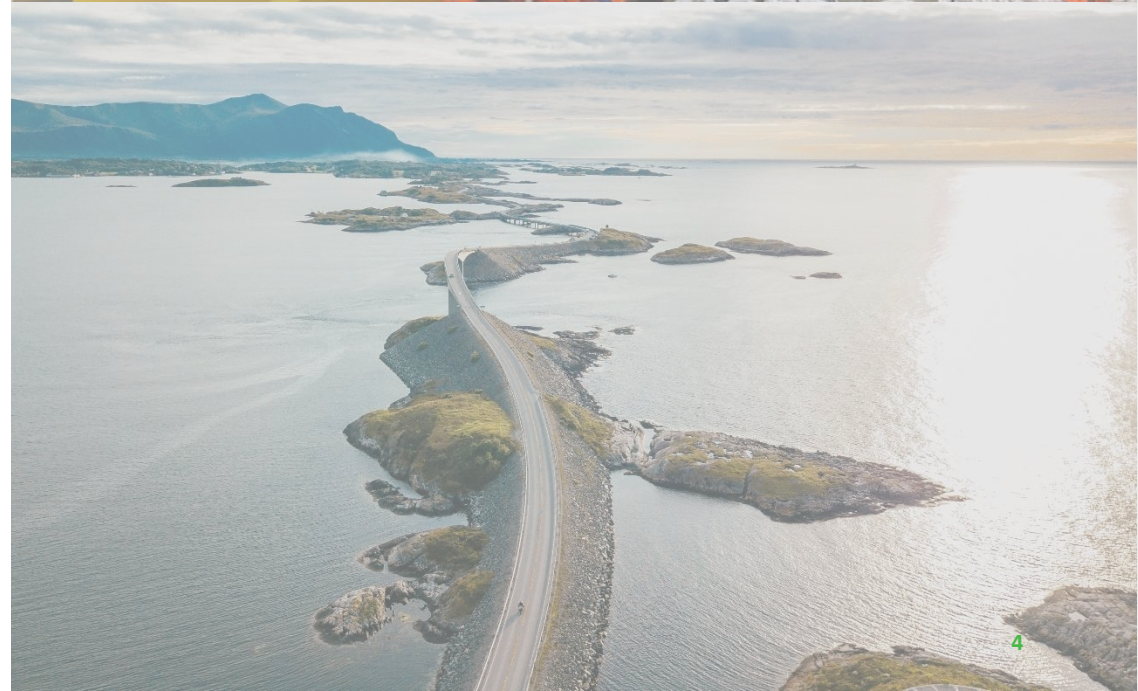
Main developments (2/2)

Tunicate operations update (cont.)

- The goal will be to have an optimal product to launch towards larger potential customers during H2 2023
- Pronofa is also driving R&D at 4 sites in Norway (3) and Sweden (1). The sites will test different equipment and technologies for optimizing cultivation, maintenance, harvesting and processing solutions geared towards industrial scale operations
- Experience from testing during the 2022/23 season will build a foundation for scaling up in 2023 and beyond (as planned)

Financial status

- Solid cash balance - NOKm 140 at end of Q3 2022
- Conservative cost base and capex positions Pronofa ahead of initial budget
- No interest bearing debt





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Pronofa – financial summary

Strong financial position with conservative cash burn

Solid financial position

- Q3 2022 ended with a cash balance of NOKm 140
 - Solid cash position through private placements raising ~NOKm 200 in net proceeds (NOKm 210 in gross proceeds)
 - Pronofa seeks to maintain a solid liquidity reserve, by proactively planning and diversifying sources of funding going forward (i.e. soft funding/grants etc)
 - No interest-bearing debt
-

Conservative approach to use of capital

- Pronofa has had a lower cost base than initially budgeted
 - Moderate cost base from utilizing Denofa expert resources at an on-demand basis - very cost efficient
 - Capital has primarily gone towards company development, R&D, certain equipment and M&A
 - M&A transactions have been done primarily through issuing stock plus growth capital injection after completion of acquisition
-

Limited committed CAPEX

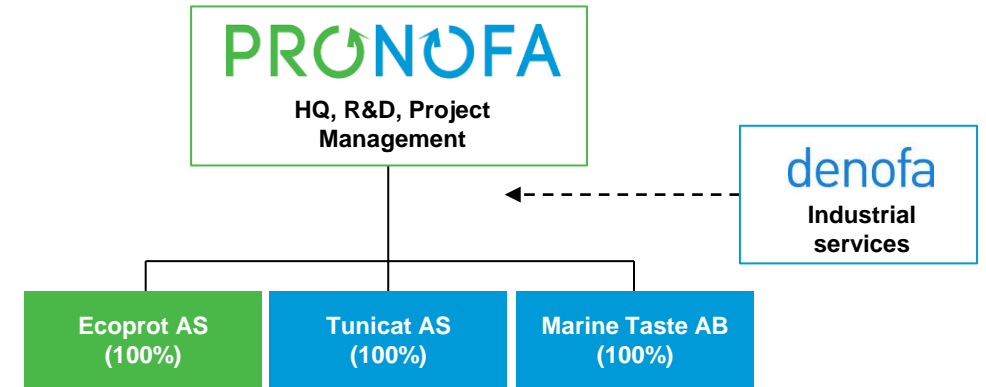
- For the insect business, committed capital is geared towards the development of the industrial pilot
- The tunicate business currently has committed capital towards Marine Feed

Pronofa – Profit & Loss

Consolidated Group figures 30.09.2022

Amounts in NOK	2021	Q1 2022	Q2 2022	Q3 2022	YTD 2022
Revenue	21,681	16,467	17,632	61,845	95,944
Other operating income	61,539	22,096	28,253	15,857	66,206
Total revenue	83,220	38,563	45,885	77,702	162,150
Raw materials and consumables used	57,327	10,397	49,681	197,303	257,380
Salaries and personnel expense	1,088,616	887,408	1,969,293	2,947,744	5,804,445
Depreciation and amortization expense	260,392	171,550	173,530	509,155	854,236
Other operating expense	8,366,162	5,459,607	5,177,553	3,940,818	14,577,978
Total operating expenses	9,772,496	6,528,961	7,370,057	7,595,021	21,494,039
Operating profit	-9,689,275	-6,490,398	-7,324,172	-7,517,319	-21,331,889
Interest income	85	14,526	-	-	14,526
Other financial income	4,030	5,575	4,243	5,183	15,001
Total financial income	4,116	20,101	4,243	5,183	29,527
Interest expense	-22,223	-6,292	-5,986	-30,071	-42,349
Other financial expense	-	-10,783	-163,365	-142,475	-316,623
Total financial expense	-22,223	-17,075	-169,351	-172,546	-358,972
Profit before income tax	-9,707,383	-6,487,372	-7,489,280	-7,684,682	-21,661,334
Income tax expense	-	-	-	-59,217	-59,217
Net profit /(loss) for the year	-9,707,383	-6,487,372	-7,489,280	-7,743,899	-21,720,551
Other comprehensive income	-	-	-	56,250	56,250
Total comprehensive (loss) for the year	-9,707,383	-6,487,372	-7,489,280	-7,687,648	-21,664,300

Corporate Structure



Pronofa – Balance Sheet

Consolidated Group figures 30.09.2022

Amounts in NOK	31.12.2021	Q1 2022	Q2 2022	Q3 2022
ASSETS				
Non-current assets				
Property, plant and equipment	3,824,343	5,017,598	8,353,751	12,584,866
Research and development	1,866,667	1,766,667	18,127,131	17,760,121
Right-of-use assets	699,240	651,238	603,236	555,234
Goodwill	1,968,218	1,968,218	26,064,772	26,064,772
Total non-current assets	8,358,467	9,403,720	53,148,890	56,964,993
Current assets				
Inventories	236,416	236,416	236,416	236,416
Accounts receivable	-	-	208,413	20,949
Other receivables	5,722,768	5,604,848	6,347,470	7,675,143
Cash and bank deposits	47,019,299	181,692,308	160,068,390	140,638,510
Total current assets	52,978,483	187,533,572	166,860,689	148,571,018
Total assets	61,336,950	196,937,292	220,009,579	205,536,011

Amounts in NOK	31.12.2021	Q1 2022	Q2 2022	Q3 2022
EQUITY AND LIABILITIES				
Equity				
Share capital	1,000,000	1,553,846	1,612,912	1,612,912
Other paid in capital	55,827,164	197,494,331	219,471,832	219,403,305
Retained earnings	-9,444,426	-16,245,448	-25,854,712	-33,158,624
Minority Interests	4,859,573	4,579,755	-	-
Total Equity	52,242,311	187,382,484	195,230,032	187,857,593
Non-current liabilities				
Borrowings	-	-	1,118,527	1,077,444
Lease liabilities	522,091	474,846	427,738	381,342
Deferred tax	-	-	3,553,000	3,493,783
Provisions	-	-	5,100,000	5,100,000
Total non-current liabilities	522,091	474,846	10,199,264	10,052,570
Current liabilities				
Trade and other payables	8,234,216	8,737,738	13,610,935	6,950,168
Lease liabilities	184,749	186,435	187,567	187,567
Public duties payables	153,583	155,790	781,780	488,113
Total current liabilities	8,572,548	9,079,963	14,580,283	7,625,848
Total equity and liabilities	61,336,950	196,937,292	220,009,579	205,536,011

Pronofa – Cash flow statement

Consolidated Group figures 30.09.2022

Amounts in NOK	2021	Q1 2022	Q2 2022	Q3 2022	YTD 2022
CASH FLOW FROM OPERATIONS					
Profit before income taxes	-9,707,383	-6,407,364	-7,569,288	-7,684,682	-21,661,334
Depreciation, intangible and fixed assets	260,392	171,550	173,530	509,155	854,236
Net interest expense	22,137	6,292	5,986	30,071	42,349
Change in accounts receivable	-525	-	-	186,146	186,146
Change in inventory	-28,560	-	-	-	-
Change in accounts payable	10,956	-	-	-	-
Change in other accruals	2,064,417	-79,085	4,836,819	-8,168,553	-3,410,819
Net cash flow from operations	-7,378,566	-6,308,607	-2,552,953	-15,127,862	-23,989,422
CASH FLOW FROM INVESTMENTS					
Purchase of fixed assets	-602,435	-1,187,544	-2,589,375	-4,157,025	-7,933,943
Investments in subsidiaries net of cash acquired	-1,702,674	-	-16,316,571	-	-16,316,571
Net cash flow from investments	-2,305,109	-1,187,544	-18,905,946	-4,157,025	-24,250,515
CASH FLOW FROM FINANCING					
Proceeds from capital contributions	56,827,165	142,221,012	-113,058	-68,527	142,039,427
Lease payments for the principal portion of lease liability	-102,054	-45,560	-45,976	-46,395	-137,931
Interest payments	-22,137	-6,292	-5,986	-30,071	-42,349
Net cash flow from financing	56,702,973	142,169,160	-165,019	-144,993	141,859,148
Net changes in cash for the period	47,019,298	134,673,009	-21,623,918	-19,429,880	93,619,211
Cash and cash equivalents IB	-	47,019,299	181,692,308	160,068,390	47,019,299
Cash and cash equivalents OB	47,019,299	181,692,308	160,068,390	140,638,510	140,638,510

Comments

- Conservative cash use
- Solid financial position post private placements in 2021 and Q1 2022

Shareholder overview as of September

Shareholders as of September 2022

Number	Name	Shares	%	
1	DENOFA AS	20,070,511	29.86%	
2	KREANO AS	6,570,511	9.78%	Bjørge Gretland (Chairperson Board)
3	REITAN KAPITAL AS	6,474,360	9.63%	
4	CANICA AS	6,474,357	9.63%	
5	SIX-SEVEN AS	6,250,000	9.30%	Håkon Sæter (Board Member)
6	MACAMA AS	3,423,081	5.09%	
7	FARVATN PRIVATE EQUITY AS	2,447,408	3.64%	
8	LANI INVEST AS	1,250,000	1.86%	
9	GODTHÅB HOLDING AS	1,164,746	1.73%	
10	Nordnet Bank AB	982,287	1.46%	Fredrik Norèn (CEO Marine Feed)
11	HORN, HANS HERMAN	917,325	1.36%	
12	ANDERSEN HOLDING AS	843,335	1.25%	
13	SINKABERGHANSEN AS	769,230	1.14%	
14	ROMAR INVEST AS	765,626	1.14%	"Ecoprot" Family Office
15	ARILD STEN LARSEN AS	753,095	1.12%	
16	DOMAREN I GÖTEBORG AKTIEBOLAG	734,615	1.09%	
17	SALTHAVN AS	615,384	0.92%	
18	SVENSKA HANDELSBANKEN AB	602,046	0.90%	
19	The Bank of New York Mellon	536,000	0.80%	
20	NORUSHOLDING DATTER AS	530,000	0.79%	
TOP 20 SHAREHOLDERS		62,173,917	92.51%	
TOTAL SHARES		67,204,662	100.00%	

Comments

- The largest shareholder is industrial partner Denofa with 30% of the shares
- Chairman Bjørge Gretland holds ~10% of the shares through Kreano AS
- Board member Haakon Sæter holds ~9% of the shares through Six-Seven AS
- CEO of Marine Feed Fredrik Norèn holds ~1.3% of the shares through N-Research AB
- Founds of Ecoprot AS hold ~1% of the shares though Romar Invest AS



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PRONOF A



Sustainable insect and marine nutrients for high-value applications



Human, Animal & Plant Nutrition



Immediate **access** to protein production **value chains**, **industrial infrastructure** and **industrial competence**

PRONOF A

Insects – creating valuable products from organic waste

- Insect are robust, have short lifecycles and demand limited input vs. other protein sources
- Insect farming is highly sustainable as you are able to process and utilize all bi-products
- Insect farming collects organic waste to feed and grow insect larvae
- The larvae can be processed into protein rich meal and oils. Organic fertilizer with high qualities are a bi-product and the skeletons can be processed to Chitosan which has applications for agriculture, medical and industrial products



Protein



Oil



Organic Fertilizer



Chitosan

Tunicates – naturally occurring marine animals

- Tunicates are “filter feeder” marine animals which grow naturally on excess ocean nutrients (such as plankton) and clean the ocean in the process
- Tunicates are rich in proteins and minerals and also contain Omega-3, cellulose and glucosamine
- Pronofa’s ambition is to transform tunicates into protein rich foods for consumers and animals



Protein



Marine Meat



Taste Enhancers

High quality and sustainable products for consumers and animals, as well as agricultural and industrial applications



Building a leader in sustainable insect and marine nutrients

Introduction to Pronofa

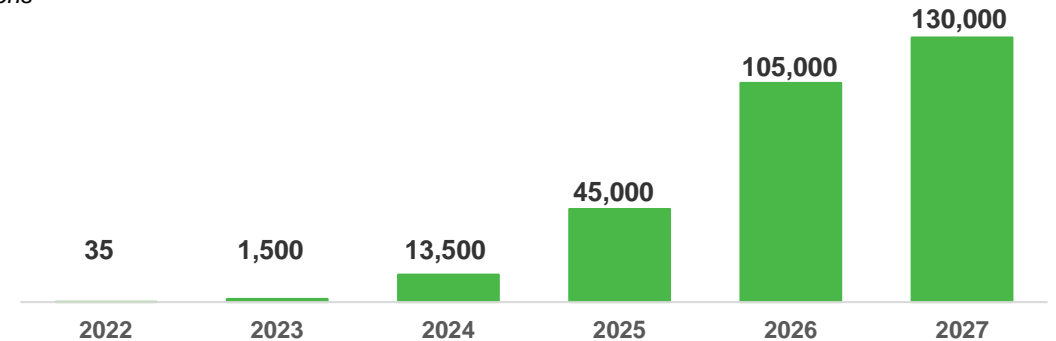
- 🔄 Agtech company which aims to produce human, animal and plant nutrition products from insects and tunicates
- 🔄 Spin-off from Denofa (30% ownership) that holds over 100 years of industrial food & feed production experience, strong position in the value chain and deep knowledge of sustainable nutrients
- 🔄 Focus on efficient use of capex, optimal operations and high profitability
- 🔄 Active approach to growth through partnerships and M&A with recent acquisitions of Ecoprot and Marine Feed
- 🔄 Clear strategic plan with solid financial backing (fully funded through pilot phase) from blue chip industrial partners (i.e., Denofa, Reitan/Norsk Kylling)
- 🔄 First-movers in an industry that is projected to be a vital part in solving the global agriculture challenge

Key milestones and goals

2021-2022	Pilot plants, feed & food development and testing
2023	Final design/spec for large scale facility, contracts for sourcing of equipment
2023-2026	Ramp up phase

5 year production goal (est.)

Metric tons



Sustainable alternative nutrients solves multiple global goals

A waste-to-value business model reducing food production's adverse impact on the environment



- **Minimizing food losses** created during production, storage and transport
- Tunicate production **increase food security in a sustainable way**, with vital proteins and essential fatty acids

- Production with a **low carbon footprint, water use and emission of toxic gasses**
- **Rich in proteins, lipids and minerals** is positive for animals and consumers

- Waste streams from food production used as feed for larvae will **reduce the climate footprint**
- Tunicate production requires **no water, no feed and no land**

- Tunicates **clean the oceans** and provide positive ecosystem effects
- 1,000 tons insect feed represents 250 tons of pelagic fish preserved

- Insects are **5,000 - 10,000 times** more efficient than beef in terms of protein produced per acre
- **Ecological fertilizer** from insect production to improve plant health

Pronofa - solid foundation with a strong partner in Denofa

Recent acquisitions add existing production, in addition to know-how and competence

PRONOFA

Competent Management team

Strong industrial knowledge

High biology expertise

Pilot plants in operations

Pronofa HQ in Fredrikstad – (next to Denofa)

Insect pilot plant in Meløy (*Acquisition of Ecoprot – established 2019*)

Tunicate pilot and ramp-up in Stenungsund
(*Acquisition of Marine Taste AB – established 2012*)

Tunicate test facilities in Kristiansund (*Acquisition of Tunicat AS – established 2017*)



Partnership providing

Food safety programs and quality systems

Access to value chain and competence/labs

Market access and partnerships

Smart capex with rapid scale-up

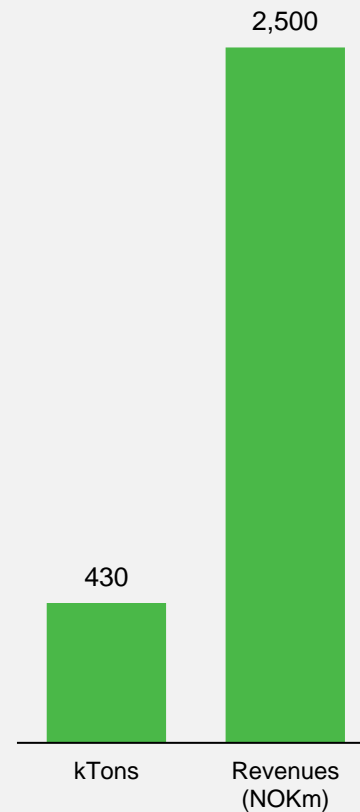
Partnership with Denofa brings a strong industrial foundation

Established feed processor backed by a global leading protein producer

Location



Tons and revenue (2021)



Platform of relevant resources to draw upon



- 100+ years of industrial development within food and feed processing
- Strong market access built since inception



- Industrial infrastructure and logistics chain in place
- Established global network of partners and customers



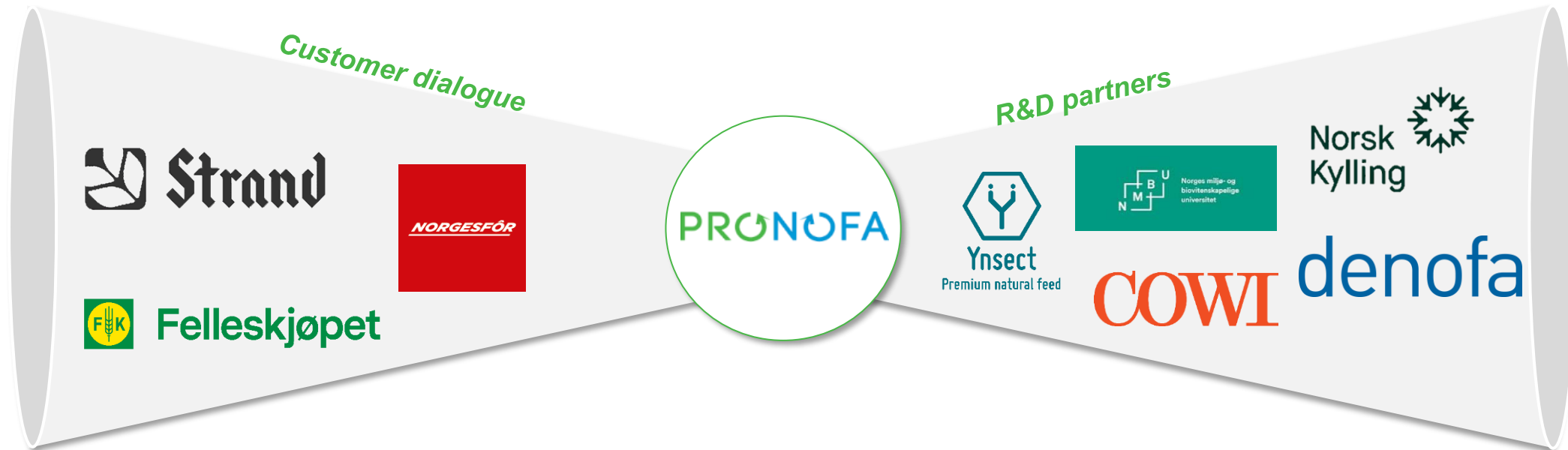
- 75+ highly skilled and competent employees
- 24/7 operations system will be used to monitor and operate Pronofa



- Sustainability strategically embedded
- Vast experience in quality management and food safety

R&D partners and customers

Strong indications from customers that they want to buy all output from Pronofa's production depending on successful feed trials

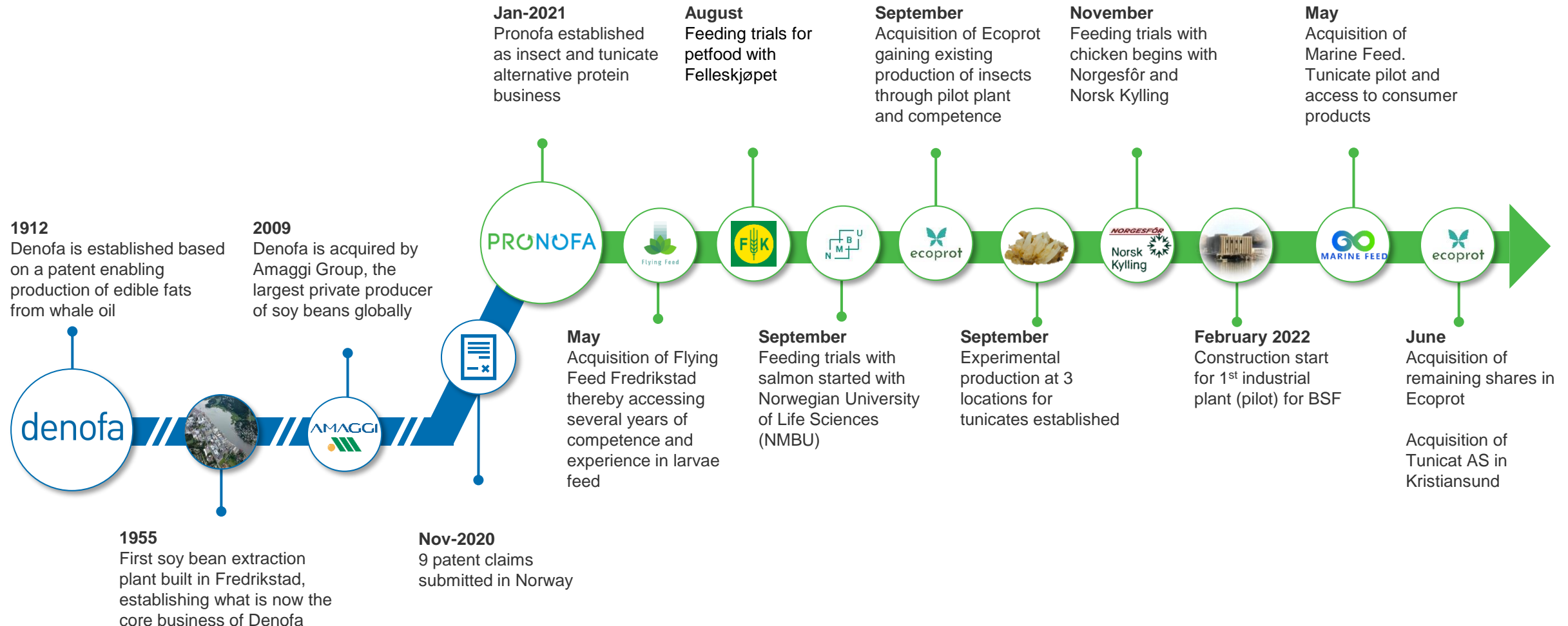


- LOI signed with Norgesfôr/Strand Unikorn, Norsk Kylling and NMBU for feed development and feed trials based on larvae ingredients. The same partners are also in discussions for tunicate nutrients
- We are contemplating details around a potential collaboration with Ynsect related to production facilities based on mealworms for products towards the food market.
- Testing and dialog with potential fertilizer customers

Strong interest from industrial partners for Pronofa's insect and tunicate products

Highly active business development and R&D pipeline executed

Pronofa is actively pursuing business development through R&D-partnerships and M&A with an additional pipeline of ongoing processes



Core team team

Denofa provides services from its technical, financial, quality and food safety teams to support rapid development



Hans Petter Olsen

CEO

- CEO Denofa AS & Pronofa ASA
- Former CEO at Jackson Scandinavia
- Army officer for 16 years
- Graduate of the Norwegian Army Military Academy and education in IT and economics



Hans Jørgen Torgersen

CTO / COO

- Former technical manager at Sykehuset Østfold HF and Forlagssentralen
- Former engineer at Goodtech AS, ABB and Prediktor AS
- Engineer, Automation from Østfold University (HiØ); AFF from NHH



Hege R. Ødegaard

R&D director Denofa AS & Pronofa ASA

- Director Quality & Sustainability Denofa
- Biochemical laboratory Scientist
- MSc Food Scientist



Cato Halsaa

CFO

- Former Investment Director at Kistefos AS
- Former partner at Attivo, Pareto Securities and Medici Corporate
- B.S. in Finance from San Diego State University



Per Christian Olsen

Head of Sales & Marketing

- Former Country Manager for Hansgrohe
- Former CEO for Ecoconsult AS, Division Manager for Ventistål AS and Marketing and Development Manager for Blåklåder
- MBA from BI Norwegian Business School



Eva M. H. Byhrø

Denofa

- R&D Engineer
- PhD in Biotechnology



Asbjørn Torrissen

Pronofa – Insects (EcoProt)

- Co-founder of EcoProt
- 3 years of R&D and production of insect larvae for application in salmon feed
- More than 40 years experience from the aquaculture industry



Magnus Petersen

Project Manager Tunicates

- MSc in Aquaculture biology
- Master thesis on Tunicates: *"Feeding response to fish feed diets in Ciona Intestinalis; Implications for IMTA (Integrated multi-trophic aquaculture)"*



Ole Torrissen

Pronofa – Insects (EcoProt)

- PhD in Nutritional biology
- Co-founder of EcoProt
- 40 years experience from Institute of Marine Research
- 3 years of R&D and production of insect larvae for application in salmon feed
- Professor bioscience at University Tromsø



Fredrik Norèn

CEO Marine Taste - Tunicates

- Founder of Marine Feed (2017). Former consultant for IVL – Swedish Environmental Research Institute
- PhD in Marine Biology and Marine Ecology from the University of Gothenburg

Strong board with extensive and broad competence

Board of Directors



Bjørge Gretland

Chairman

- Venture capital, M&A and capital markets - food and sustainable tech
- Master Economics and PhD strategy and finance



Haakon Sæter

Board member

- Broad experience from investments and capital markets
- Sustainable tech investments
- Education from Oslo Business School (HA)



Hans M. Kjernsbæk

Board member

- CFO Denofa AS
- MSc Business Administration
- Extensive experience from audit, transactions and advisory in public interest companies



Hege R. Ødegaard

Board member

- Director Quality & Sustainability Denofa
- Biochemical laboratory Scientist
- Msc. Food Scientist



Hege Buer

Board member

- CEO Jackon
- MSc Business Administration
- Extensive experience from top level financial positions in industrial and shipping companies



Hilde Talseth

Board member

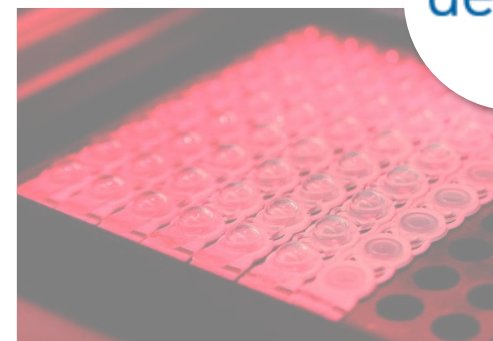
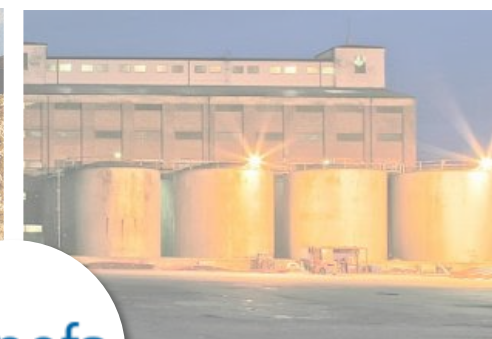
- Director Sustainable Innovation at Norsk Kylling
- MBA in Strategy and Management from NHH



Terje Andersen

Board member

- Board Member of Borregaard and Senior Advisor for Orkla Industrial Investments
- Previous CFO of Orkla and CEO of Orkla Investments



Pronofa - sustainable insect and marine nutrients

The Insect Circular Model

Organic Waste recycled to insect feed



The insect and all input factors are processed into valuable products



Protein & Oils for animal feed



Organic Fertilizer from bi-product



Chitosan from insect skeletons have industrial applications



The Marine Tunicate Circular Model

Tunicates grow naturally on excess ocean nutrients while cleaning the ocean in the process



The entire tunicate is processed to valuable products



Tunicates processed to protein for humans and animal feed



Rich in glucosamines and cellulose which have industrial applications



Insects and Tunicates bring an innovative, natural and sustainable response to a major global challenge

Insect farming creates valuable products from organic waste

Efficient and sustainable production...

Substrate access

- Substrate availability in Norway mapped and dialog established with potential substrate suppliers
- Nutrient properties for various substrates monitored and analysed to optimize growth

Egg/genetics

- 5% of larvae are kept for reproduction through selection
- Each fly lays up to 900 eggs
- 1 g egg turns into 2.4 kg protein in 18 days

Production & processing

- Eggs hatch to larvae in 4-5 days
- Extract fatty acids, amino acids and make organic fertilizer of the rest
- No waste production

Sales and distribution

PRONOF
denofa

...yielding high value products (output from Black Soldier Fly)

Protein Meal



~22.0% of output

Feed ingredient for pet food, fish and poultry feed

- ✓ 50% protein content
- ✓ High content of amino acids
- ✓ Anti inflammatory effect

Oils



~9.5% of output

Potentially a good source to EPA, DHA

- ✓ Flexible composition depending on substrate
- ✓ Anti-microbiological activities against enveloped viruses and bacteria

Organic Fertilizer



~50% of output

Organic fertilizer with anti-inflammatory effect

- ✓ Improves soil health and resilience
- ✓ Anti micro biotic effect with protection against fungus and other diseases
- ✓ Applicable to organic agriculture

Chitin / Chitosan

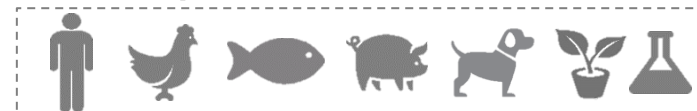


~1.7% of output

Multiple applications in pharma industry

- ✓ Sustainable alternative to chemical pesticides

Improved Health and Nutrition



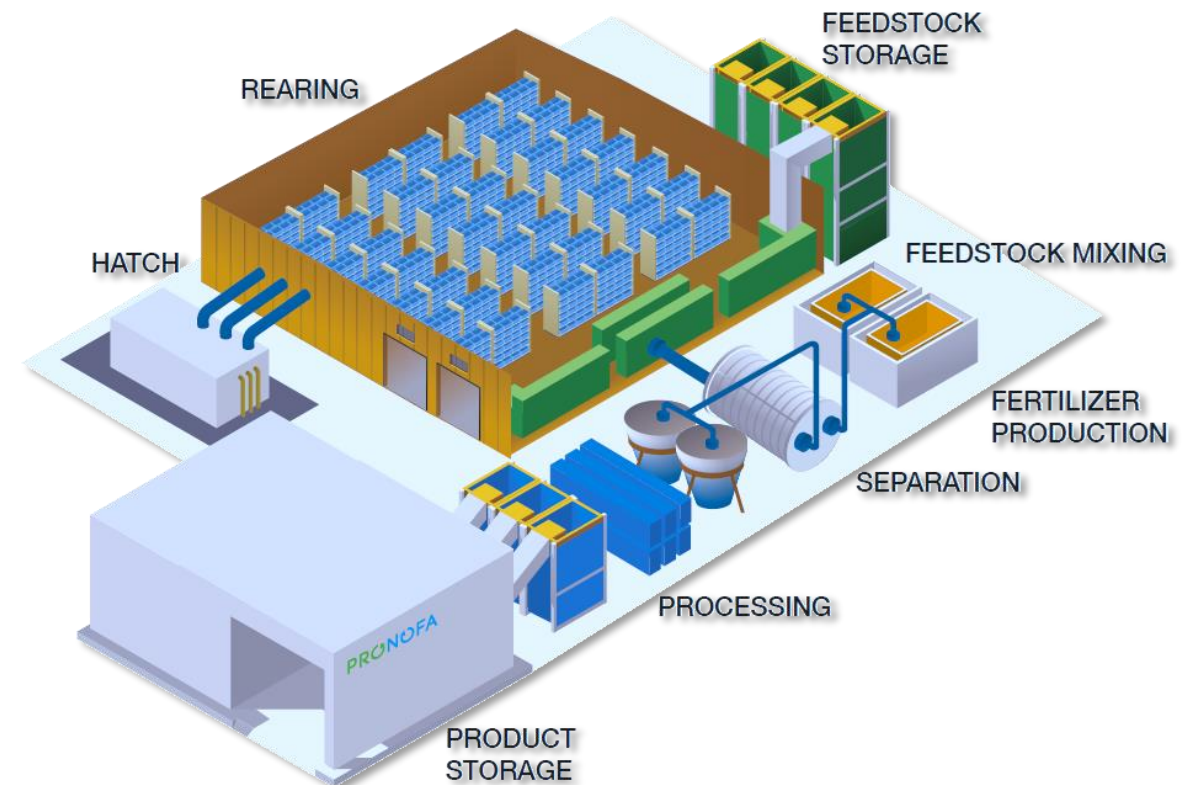
Insect industrial pilot paving way for profitable future scaling

Construction of first industrial insect pilot at Meløy (Black Soldier Fly)

Denofa and Pronofa expertise driving testing and development of technology and equipment - (new industry = no turn-key solutions)

- Environmental control of hatch & rearing zones in order to maximize yield and quality parameters (biology).
- Substrate: high focus on testing; mapping and sourcing on-going
- The plant will have a high degree of automation and robotization
- Discussions with several renowned manufacturers for processing and separation machinery
- Pronofa is in dialog with other alternative nutrient companies, Enorm (DEN) and Ynsect (FRA), to gain further industrial knowledge which will be beneficial for our industrial pilot as well as towards future scaling

BSF Plant Illustration (full scale)



Optimizing and testing plant setup to enable efficient production and reduce future risk & capex when upscaling

Pronofa will industrialize the tunicate industry

Pronofa on track to industrialize tunicate marine nutrients

Denofa and Pronofa expertise driving development

- Global drive for sustainable alternative nutrients amongst corporates, consumers and the feed industry
- Tunicates have a high protein and omega-3 fatty acid content making it a sustainable and healthy protein alternative
- Consumer products: Pronofa to build first plant in Sweden focusing on consumer products (see next page)
- Feed products: Animal feed made from tunicates approved for fish, pork, poultry and pets
- Pronofa is driving R&D at 4 sites in Norway and Sweden with partners to develop cultivation solutions as well as equipment and technology for maintenance, harvesting and processing – this to drive down future OPEX

Cultivation



- Grown underwater on ropes/nets from buoys
- Natural production – no need for chemical additives
- Feeds on plankton and cleans the ocean with no feed expenses

- ✓ Testing and optimizing cultivation solutions and geographies

Harvesting & Processing



- Harvested by boat
- Biomass is boiled, dewatered and dried
- Last step of process is milling into desired size

- ✓ Testing of maintenance, harvesting techniques using modified ROV solutions
- ✓ Testing of offshore pre-processing technologies (dewatering & separation)
- ✓ Modifications of existing processing equipment

Products, sales and distribution



- Launch consumer products
- Integrate as a feed component in pet & animal feed

- ✓ Pronofa in position to capture consumer market
- ✓ Pronofa/Denofa expertise will drive product quality and acceptance towards feed market

Pronofa to build first plant and launch consumer products

First plant to create foundation for scaling beyond 2023

Pronofa to build first plant for products geared towards the consumer market

- The aim of the plant is to provide testing and optimization of products and operations towards a “launch” of products in H2 2023
- First products will include minced meat, burgers and taste enhancers
- The plant will be situated near Marine Feed’s current pilot and when completed the plant will have a capacity of producing +1.400 tons of tunicates
- The plant will utilize proven and tested equipment thus minimizing risk
- Pronofa has also started the process of creating a branding and go-to-market strategy

Product development, branding strategy and product testing

Market launch in Q3/Q4 '23



- ✓ High quality products
- ✓ Exceptionally low CO2 footprint
- ✓ No occupation of arable land, no fertilizers or pesticides
 - ✓ Breaks down nitrogen in the ocean
- ✓ No use of feed in cultivation or freshwater in cultivation
- ✓ Contributes to biological diversity in the ocean
- ✓ Zero-waste production

Developing high quality products with unique sustainable attributes

Pronofa – clear strategy for operational development

Insects

- Pronofa's first industrial pilot for BSF (Black Soldier Fly) is being constructed to test and develop (i) the optimal biological environment and (ii) industrial automation and processing equipment
- The plant will allow for testing and adjustments to ensure optimal production and reduce operational risk and capex when Pronofa scales up
- Pronofa is testing the biology at the pilot facility and at a facility in Fredrikstad
- Pronofa in dialog with equipment providers and peers to gain further industrial knowledge which will be beneficial for our industrial pilot as well as towards future scaling
- Scale up of BSF on track and expected during H2 2023

Industrial pilot will yield reduced operational and financial risk

Marine tunicates

- Pronofa to build first plant aiming at producing consumer products. The plant will have a capacity of processing 1.400 tons and will be completed during Q3 2023
- Pronofa is building a go-to-market strategy aiming at launching consumer products towards potential clients during Q3/Q4 2023
- Pronofa R&D is working with various partners on cultivation - 4 sites in Norway and Sweden
 - Cultivation solutions and techniques being tested to understand and optimize growth
 - The sites will test different equipment and technology for optimizing maintenance, harvesting and processing solutions
 - Results aimed at reducing CAPEX and OPEX levels
- Pronofa developing & testing products for the petfood and animal feed market

Entering consumer market with plan for future feed market

A global drive towards sustainable food and nutrients

Global trends are driving change...

1 Agriculture and food industry integration

2 Dietary shifts

3 Reduce GHG emissions

4 Zero waste and circular economy

5 Water scarcity

6 Improved soil health

Digital and technology revolution in farming, food production and food supply chain



EU Green Deal 2030 ambitions

- Reduce nutrient losses
- Organic farming and sustainable farming models
- Food waste reduction and sustainable diets
- Reduction of chemical pesticides

USDA Ag Innovation Agenda

- Cutting environmental footprint of US farmers in half by 2050
- Increase agricultural production by 40 percent

...with governments and corporates committed to transformation

Working towards "Net Zero" by 2050

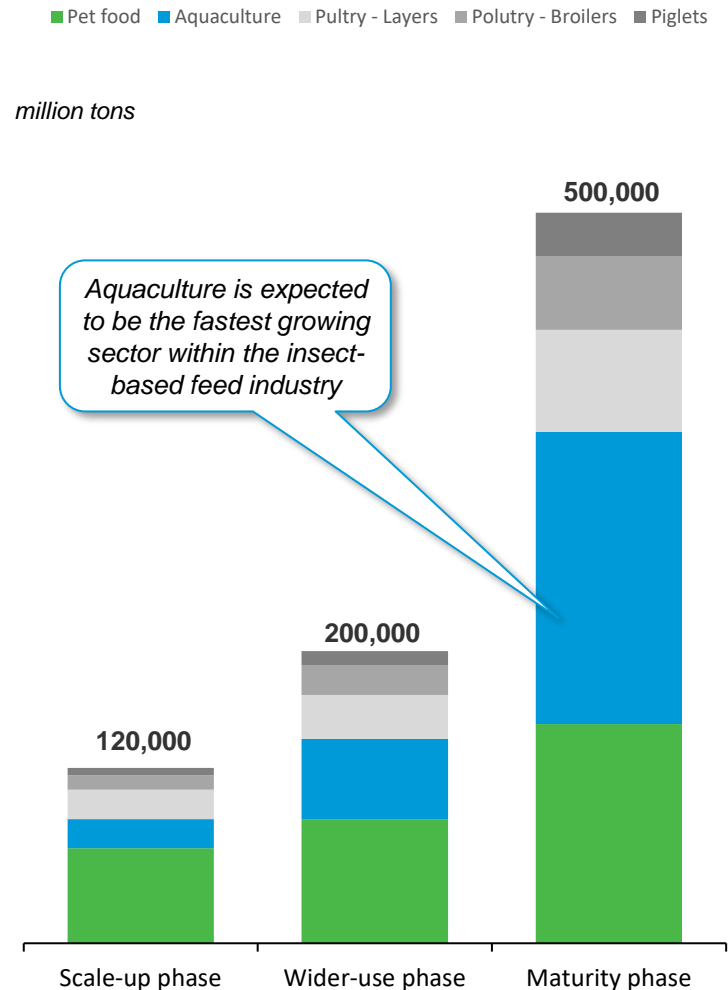


A rapidly growing global population will put further pressure on agriculture – 70% more food needed by 2050 with limited resources

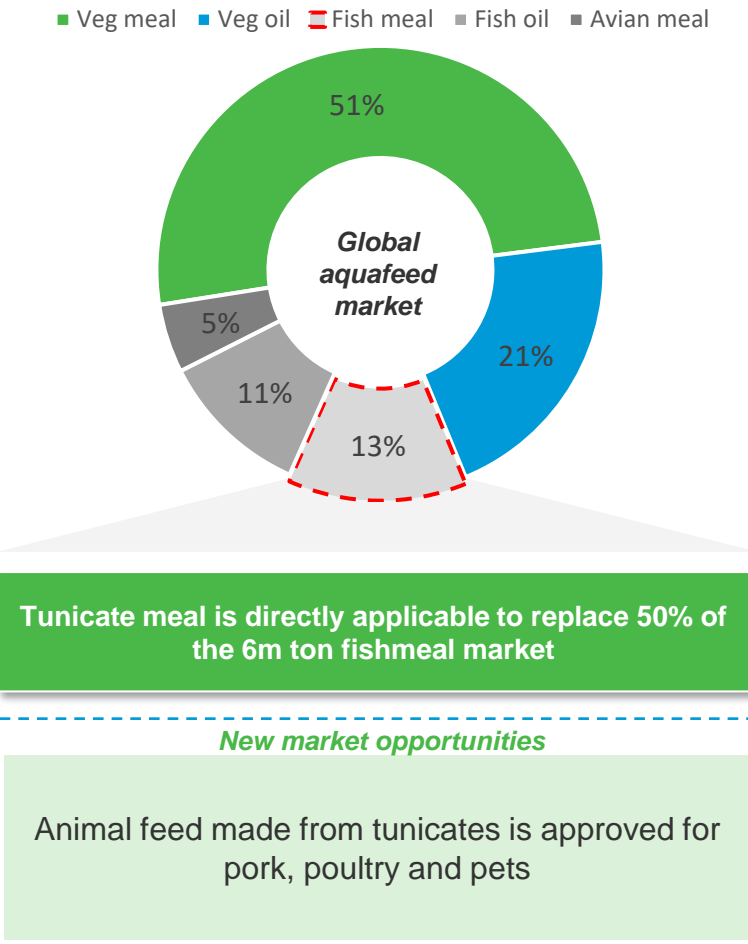
20% of GHG emission from agriculture, forestry and land use changes

Feed products: growth across multiple segments...

Insect protein market is growing in all sectors...



...and tunicate fishmeal target a large market...



...with sought after properties

- Profitable**
Cheaper compared to traditional fishmeal and plant-based feeds
- Amino acids**
Outperform the amino acid profile of plant-based soy
- Omega 3**
Insect feed has a natural high level of the highly desirable omega 3 acid
- Protein**
Natural high level of digestible insect protein in insect larvae
- Efficient**
Insect farming is among the highest sources of protein output per land used

Sources: Rabobank, Kontali, MOWI Salmon Farming Industry Handbook 2020, OECD, Nofima

...with vast market potential within consumer products

Pronofa will have food grade production from Tunicates

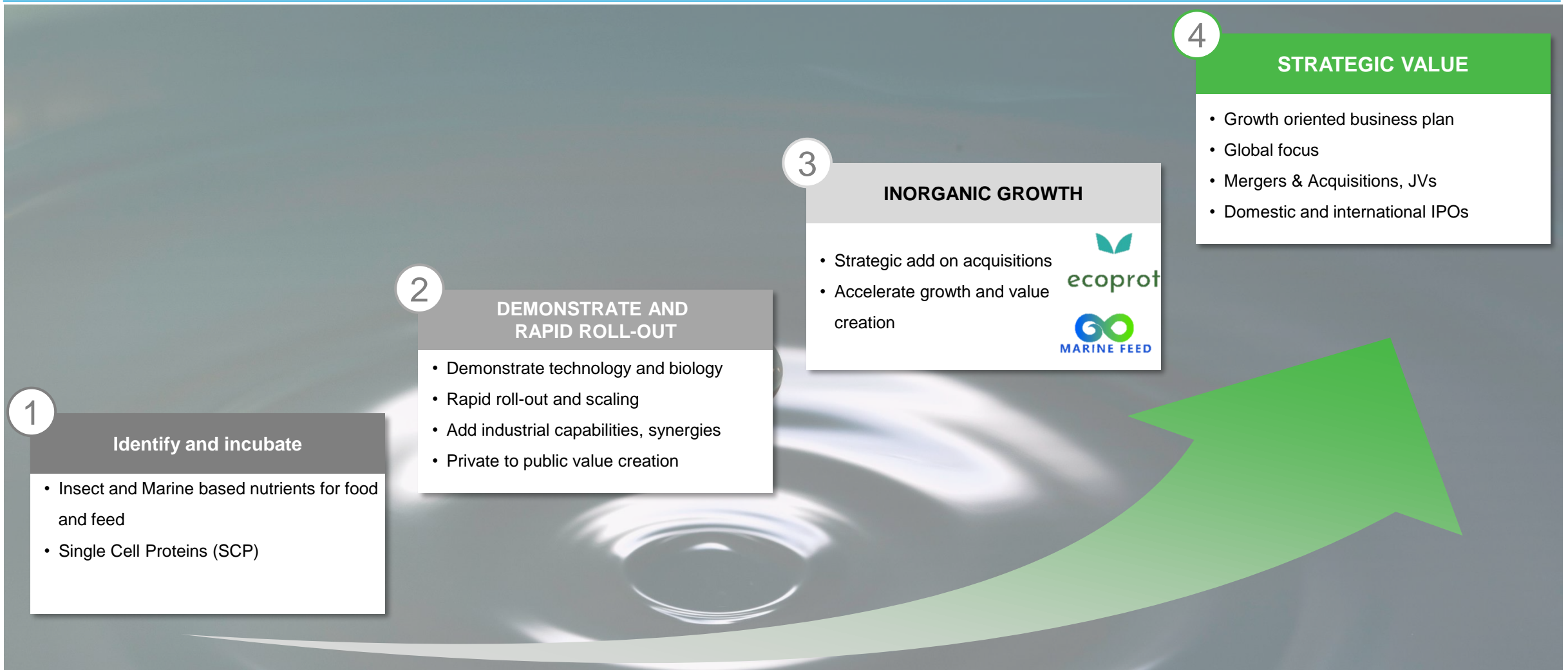
- Through the acquisition of Marine Taste, Pronofa will enter the consumer market with high quality marine meat and taste enhancers
- BSF is currently not approved for food, but is expected to be so in the future
- Plan to maintain a population of mealworms in addition to BSF in pilot production. Mealworms are approved for human consumption
- Pragmatic look at insect production by utilizing the organisms which best serves the market, substrate availability and generate the most attractive returns

Example food grade products



Rapid value creation and smart scaling

Incubate, rapid build out and smart add on acquisitions for accelerated growth



Clear investment strategy to full commercialization

On track for ramp-up and commercialization

2021-2022

2022-2023

2024-2026



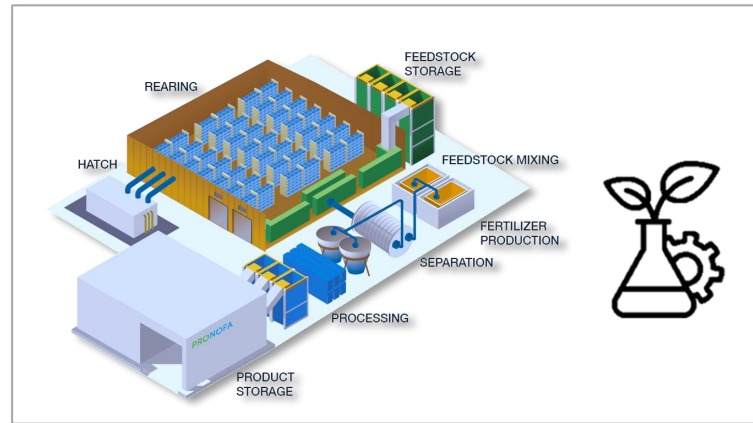
Pilot production



- R&D center established in Fredrikstad
- Continued insect pilot plant production for substrate and feed trials
- First tunicate pilot site established
- Large expanded pilot in Meløy at Ecoprot



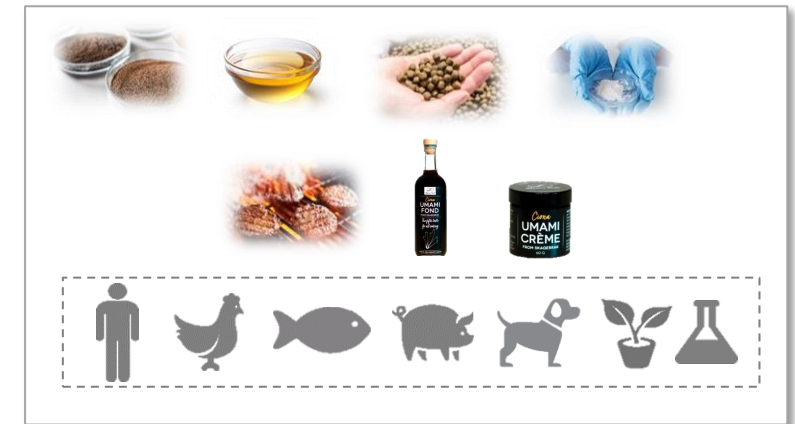
Ramp-up



- Construction and ramp-up of industrial scale insect and tunicate facilities
- First delivery of insect nutrients (animals & plants) and tunicate nutrients (human)



Commercialization



- Full scale production with 80,000 ton larvae produced
- 50,000 ton tunicate meal annually
- Production of various nutrients for humans, animals and plants

Highlights

- 1 Leader in sustainable alternative nutrients for humans, animals and plants
- 2 Sustainably produced nutrient-dense proteins solving several global challenges
- 3 Strong industrial foundation through partnership with Denofa
- 4 Rapid value creation scaled with low capex and efficient production methods
- 5 Large demand from several industries supported by feed trials with key partners
- 6 Platform of industry leading competence established through M&A and strong partnerships

PRONOF A

Sustainable alternative nutrients for humans, animals and plants

Mission

*Building a leader in sustainable insects
and marine nutrients*

High
Demand

Smart
Capex

Industrial
backing



PRONOFIA