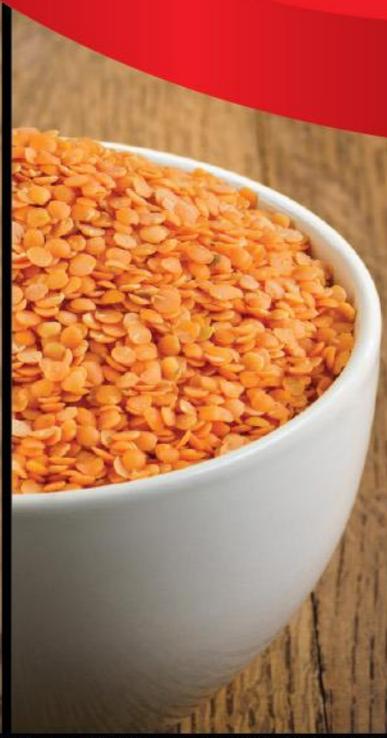


From Producer to the World



AGT
FOODS



AGT Poortman - Legume Innovation Network

www.agtfoods.com

December 2017



Forward Looking Statements

Certain statements in this presentation are forward-looking statements. The reader is cautioned that assumptions used in the preparation of such information, although considered reasonable by AGT at the time of preparation, may prove to be incorrect. Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of AGT (including its operating subsidiaries) to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Such risks and uncertainties include, among others, the actual results of harvests, fluctuations in the price of lentils and other crops, failure of plant, equipment or processes to operate as anticipated, accidents or labour disputes, risks relating to the integration of acquisitions or to international operations, as well as those factors referred to in the section entitled “Risk Factors” in the Annual Information Form of AGT dated March 24, 2016 which is available on SEDAR at www.sedar.com, and which should be reviewed in conjunction with this document. Although AGT has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in forward-looking statements, there may be other factors that cause actions, events or results not to be as anticipated, estimated or intended. There can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. AGT expressly disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except in accordance with applicable securities laws.



AGT Foods Highlights

Company Overview

- Global leader in pulse, staple food and food ingredient processing and distribution
- Merchandising offices and value-added processing facilities in Canada, the US, Turkey, India, China, Australia & South Africa
- European sales offices (U.K., Netherlands, Spain, Switzerland, Italy)
- Russian origination office
- Global customer base
- HQ: Regina, SK, Canada



Global Company & Brands

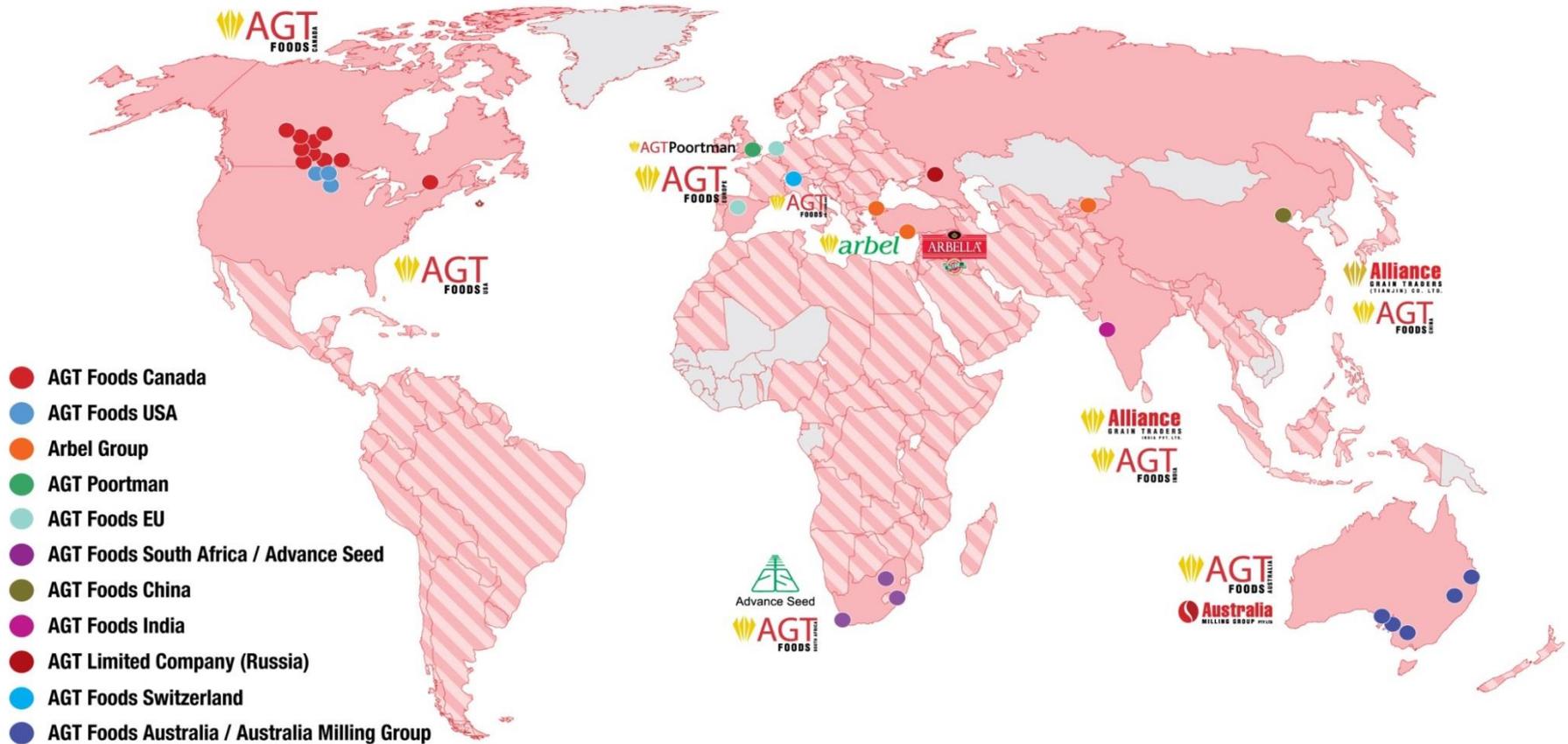




AGT Foods Global Operations



- Direct sourcing from growers in almost all the major pulse growing regions around the globe.





Global Facilities & Offices



AGT Food and Ingredients
Regina, SK, Canada



Arbel Group Head Office
Mersin, Turkey



AGT Foods Canada Regina Main
Regina, SK, Canada



AGT Foods Canada Saskatoon R&D Centre
Saskatoon, SK, Canada



Arbel Group Compound
Mersin, Turkey



AGT Foods USA Minot
Minot, ND, USA



AGT Foods USA Williston
Williston, ND, USA



Arbella Pasta
Mersin, Turkey



Arbel Rice
Edirne, Trakya, Turkey



AGT Foods Retail Division / AGT CLIC
Laval, QC, Canada



AGT Foods Canada Regina
Regina, SK, Canada



AGT Foods Canada Rosetown PD
Rosetown, SK, Canada



AGT Foods Canada Rosetown North
Rosetown, SK, Canada



AGT Foods Canada Aberdeen
Aberdeen, SK, Canada



AGT Foods Canada Milestone
Milestone, SK, Canada



AGT Foods Canada St. Joseph
St. Joseph, MB, Canada



AGT Foods Canada Wilkie
Wilkie, SK, Canada



AGT Foods Canada Assiniboia
Assiniboia, SK, Canada



AGT Foods Canada Gibbons
Gibbons, AB, Canada



AGT Foods Australia Horsham
Horsham, Victoria, Australia



AGT Foods Australia Bowmans
Bowmans, South Australia, Australia



AGT Foods Australia Kadina
Kadina, South Australia, Australia



AGT Foods Australia Narrabri
Narrabri, NSW, Australia



AGT Foods South Africa / Advance Seed
Johannesburg, Gauteng, South Africa



AGT Food and Ingredients (Tianjin) Co. Ltd.
Tianjin, China



A. Poortman (London) Ltd. / AGT Foods Europe
United Kingdom, the Netherlands, Spain



Round the World and Seasons offering





Why Pulses?

○ Sustainable



○ Advisable



○ Affordable



○ Enjoyable



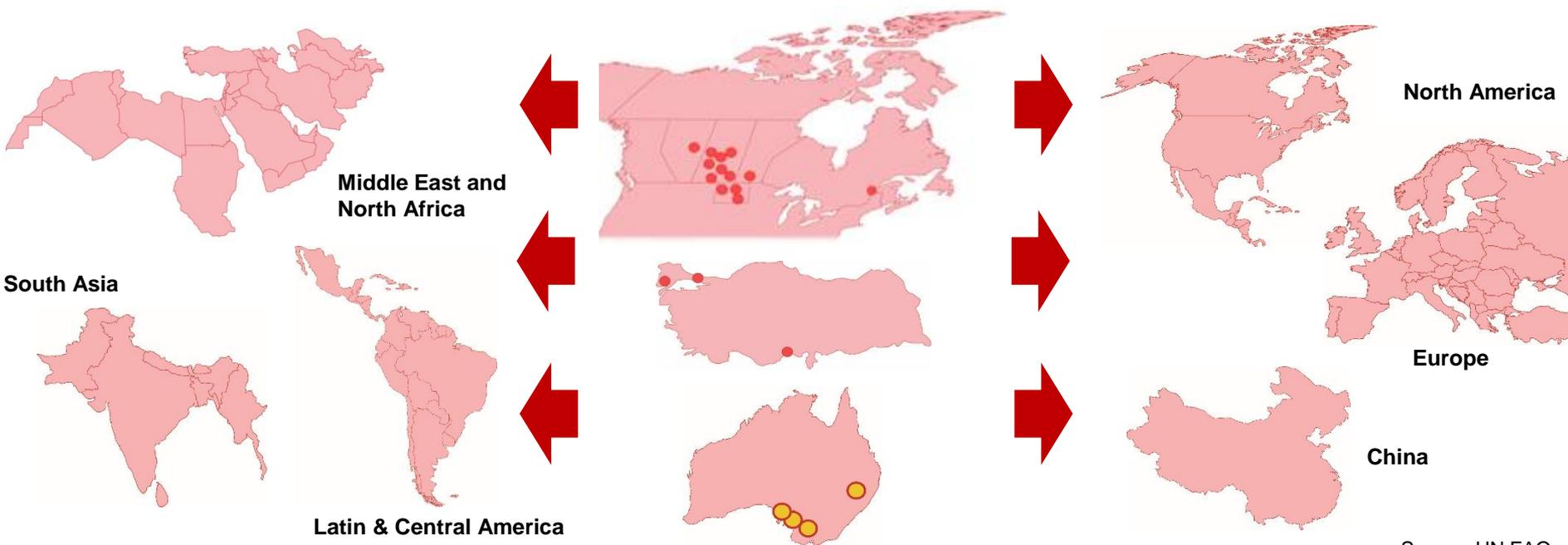


What will the future hold?

Traditional Markets for Pulses

Growth Driver: Population & Global Demand for Food

- 2050 - Global population expected to rise 30%
- Global food output will have to grow by 70% to feed the world with growing middle class
- Pulses are a sustainable source of protein, a key nutrient for large numbers of the world's populations



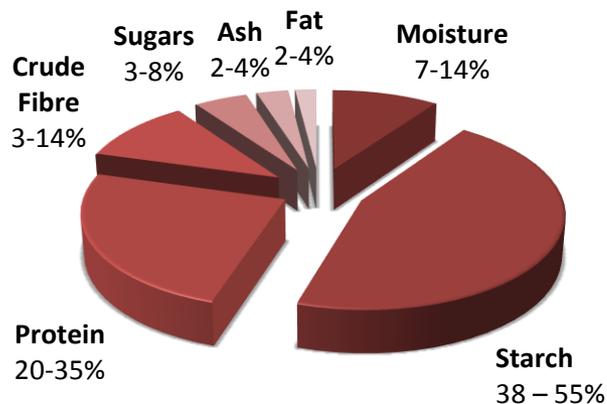
Source: UN FAO



The Picture of Pulses

- Pulse crops include lentils, peas, chickpeas and beans, which produce edible seeds, called pulses
- Represent a GMO free, gluten-free, low allergen, major source of protein and fibre, which developing nations particularly rely on
- Increasing consumption in developing and developed countries where pulses are increasingly viewed as healthy

Composition of Pulses

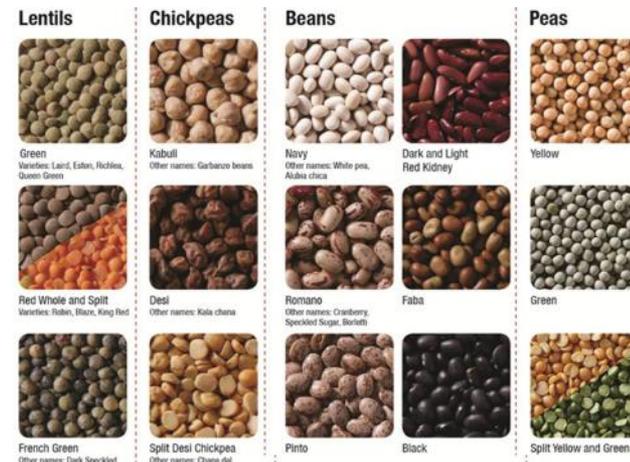


Source: Pulse Foods - Processing, Quality and Nutraceutical Applications, 2011; Edited by: Brijesh K. Tiwari, Aoife Gowen and Brian McKenna

Nutritional Characteristics of Pulses

- **High protein**
 - High lysine (higher than cereals and oilseeds)
- **High dietary fibre**
 - Rich in insoluble fibre
- **Low fat**
 - Pea, lentils and faba beans: <3%
 - Chickpeas: <7%
- **High micronutrients**
 - Folate, iron, zinc, selenium, potassium, magnesium, calcium and beta-carotene

Types of Pulses

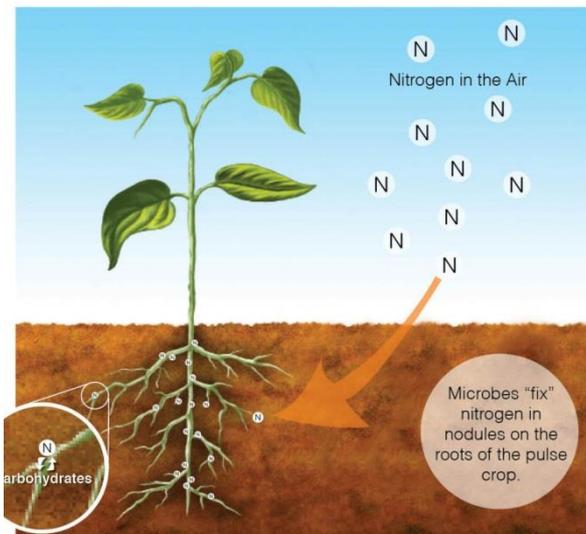




Pulses & Sustainable Agriculture

Plant Fixing Nitrogen

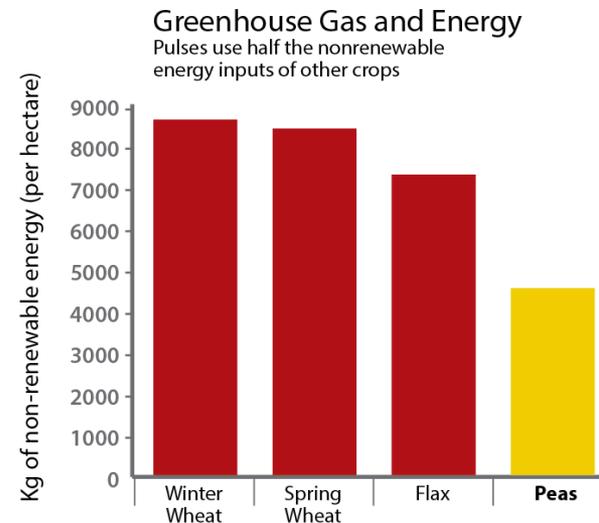
- Pulses produce their own fertilizer by utilizing nitrogen fixing soil bacteria that live inside their root systems.
- Pulses improve fertility of soil for other crops grown in rotation.



Pulse crop with root nodules

Lower Energy Requirement

- Pulses use less non-renewable energy relative to other crops.
- 70% of the non-renewable energy used in cropping systems in western Canada is attributable to fertilizers.



Source: (Zentner et al. 2004)

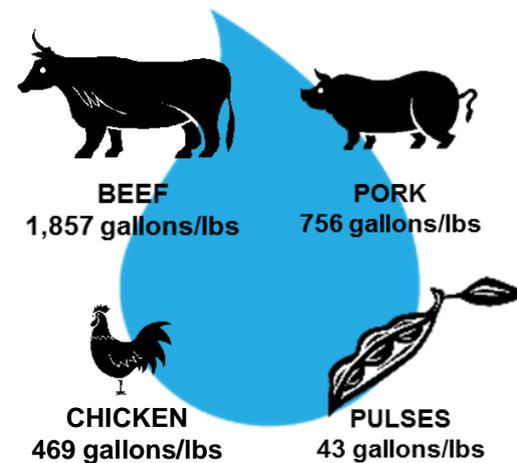


Water Use Efficiency Comparison



Increased Water Use Efficiency

- **43 gallons** of water required to produce one pound of pulses.
- **1,857 gallons** of water required to produce one pound of beef.



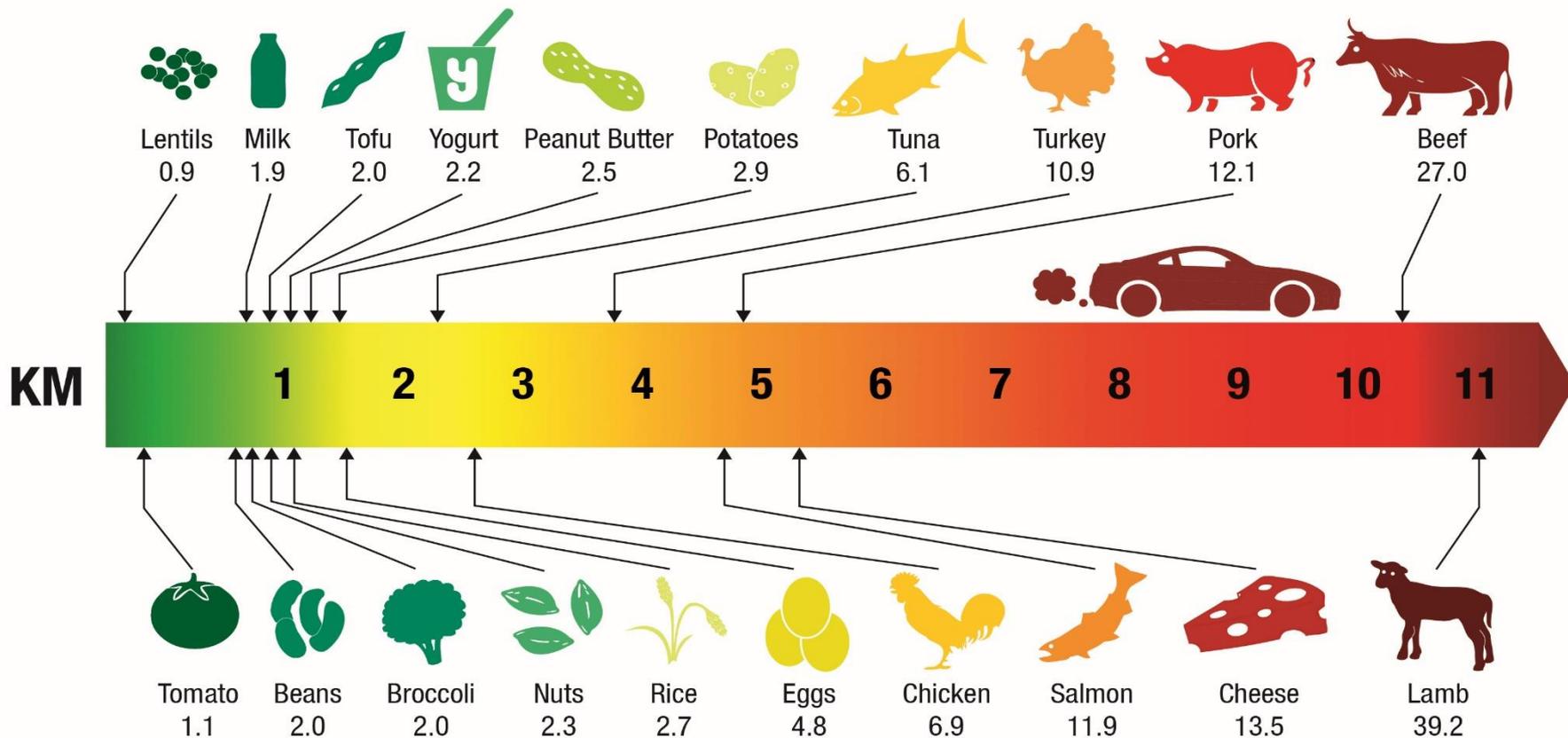
Source: Hoekstra and Chapagain, *Globalization of Water*, U. of Twente, Waterfootprint.org National Geographic, April 2010



Carbon Footprint

- Main chart compares 110g of food against a journey in a mid-sized car

- Number shows kg of carbon dioxide equivalent produced per 1kg of food



Source: <http://phys.org/news/2012-05-wwf-over-consumption-threatens-planet.html>



Sustainability Meets Consumer Demand

Consumers

1,262 food and beverage products introduced in 2011 that specifically referenced sustainability product descriptions, up substantially from the **132 products introduced five years earlier**

Consumers demonstrate they want and will pay for products that they view as sustainably produced and that they perceive as good for them

Target – 97% of its customers buy some products that are natural, organic or sustainable in other ways



Wal-Mart – 42% of its customers bought some organic or “natural” goods in 2011 and that 91 percent would consider such products



Retailers

Wal-Mart: #1 in the World and U.S.

- Locally sourced products
- Support 3rd world farmers
- Track pesticides, fertilizer and water use



Carrefour (France): #2 in the World

- Carbon legislation
- Social welfare



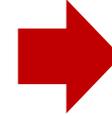
Tesco (UK): #3 in the World

- Carbon labeled products



Loblaws (Canada): #24 in the World

- Initiatives to reduce carbon footprint and source locally and sustainably



Food Companies

Hershey - Cocoa Sustainability milestones centered on – environment, sustainability, consumer, social, people



PepsiCo - Sustainable Farming Initiative to measure and report on enviro/econ impact to improve on it



Unilever - Source 100% of agricultural products sustainably by 2020



Heinz - 20% reduction in carbon emissions by 2015



General Mills – 4 step model to sustainable sourcing commitments for its 10 priority ingredients,



Source: Ceres and Sustainalytics, Gaining Ground report,; Company reports; Mintel; Agriculture Canada



What needs to happen?

- Everywhere should grow more pulses/legumes!





UK Picture

Domestically grown:

- FABA BEANS
- DRY PEAS
 - We are members of BEPA and actively promote UK grown Pulses worldwide

Consumed in the UK

- Navy Beans
- Chickpeas
- Lentils
- Dark Red Kidney and Speckled Beans
- Mung and Adzuki Beans





Growth and Future Innovation

Added value pulses/legumes as ingredients

- Fractionating of pulses into:
 - Proteins
 - Flours
 - High-Viscous Flours
 - Fibres





Commercial Examples





Commercial Examples





Commercial Examples





AGT Diverse Product Offering

Key Products	Category	Product Pillar Highlight
Lentils	Red, green, yellow Split, Football and whole	 <ul style="list-style-type: none"> #1 exporter in lentils globally, estimated 30% market share Largest red lentil splitter in the world and largest colour sorter of green lentils globally
Chickpeas	Kabuli, B90, desi, split desi	 <ul style="list-style-type: none"> #1 exporter in Kabuli type chickpeas globally with a multi-origin chickpea program for the canning, packing and hummus processing sector
Beans	Navy, Cannelini, pinto, faba, dark light red kidney, black	 <ul style="list-style-type: none"> Growing platform for multi-origin bean shipped globally with processing and origination in 10 countries
Peas	Yellow and Green Split and Whole	 <ul style="list-style-type: none"> World's largest peas splitter Focus on value-added peas rather than bulk shipment
Milled Durum Wheat	Pasta, semolina, bulgur	 <ul style="list-style-type: none"> Turkey: Arbella is a Leading domestic brand and export brand for pasta with distribution to over 90 countries of export
Rice	Medium and long grain	 <ul style="list-style-type: none"> New rice processing mill in Turkey
Food and Feed Ingredients	flour, protein, starch, fibre,	 <ul style="list-style-type: none"> New food ingredient facility located in Minot, North Dakota: largest US pulse ingredient factory Potential as a high growth/high margin platform
Other Products	Popcorn, Edible Seeds, Ancient Grains	 <ul style="list-style-type: none"> Largest multi-origin popcorn importer and exporter in Turkey and South Africa
Retail Canned, Dry Pack and Bulk Bag	Pulses, rice, staple and international foods	 <ul style="list-style-type: none"> Distributed in North America, Europe, Central Asia, Middle East and Southern Africa as CLIC, Arbel and Pouyoukas Foods brands

Source: Management estimates



Trending Growth



2016
INTERNATIONAL
YEAR OF PULSES

Added value pulses and legumes are a trending topic and of growing interest

United Nations designation of 2016 as the International Year of Pulses

The Global Pulse Confederation in negotiation with the UN Food & Agriculture Organisation to have Feb 10th recognised as World Pulse Day





Trending Growth

- Good for our Families
- Good for the Planet
- Lets grow together

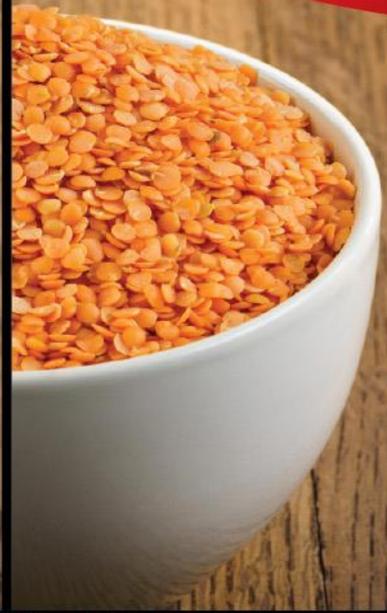
Thank you



From Producer to the World



AGT
FOODS



AGT Foods / AGT Poortman
(TSX: AGT)
www.agtfoods.com www.poortman.com

