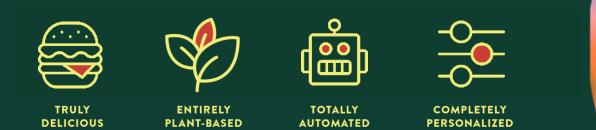
# Savor Eal



# More than just a meat alternative. A game-changing platform.

December 5, 2021

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# SavorEat



SavorEat is developing plant-based alternative products that feel and taste as close as possible to real meat.



The product will be made by a smart robot (digital manufacturing technology), incorporating integrated cooking system of the meat alternatives and dish preparation based on diner's preferences



The company's vision is to provide a customized, tasty, and healthy solution while solving significant challenges which the company has identified in the rapidly evolving meat alternatives market.



#### Uniquely personalized. Always forward thinking. Healthy. That's SavorEat.

# 3 Major Trends Driving the Meat Alternative Industry

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- Over 100 million Americans are actively seeking alternatives to animal products.
   57% of all U.S. households purchased food from plant sources (over 71 million households).
- Animal proteins are perceived as a high-fat saturated food, while plant proteins are rich in healthier dietary fibers, unsaturated fats, and antioxidants

#### Goal: Better for the Customer

Sources: (1) Nielsen, WeForum, GFI PBFA

 By 2050, food production should increase by at least 56%

> 56%

**SUSTAINABILITY** 

- In 2050, we'll need to feed 10 billion people
- Environmental and moral issues continue to concern consumers

# > \$1 Trillion

**FOOD SAFETY** 

- The cost of slowdown in the global economy caused by COVID-19
- > \$55 billion annual cost caused by other food contamination

#### Goal: Better for the Planet

Goal: Safer (Isolated) System

### Market potential and the business opportunity Plant-based meat alternative segment is growing by 43%

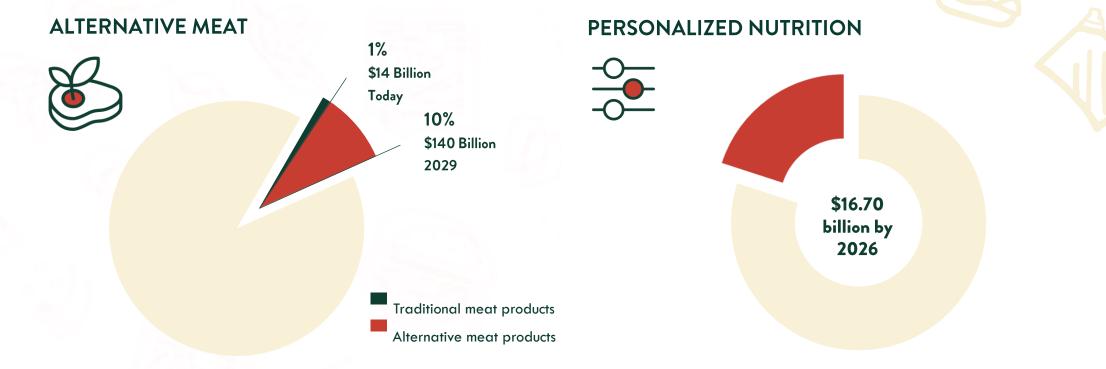
#### Leap in investments

 Plant-based alternative protein companies received \$2.1 billion in investments in 2020—the most capital raised in any single year in the industry's history and more than three times the \$667 million raised in 2019

#### Rapidly growing sales

- Plant-based foods sales have grown 43 percent in the past two years- nine times faster than total food sales while meat sales increased by 19.2%.
- Plant-based food sales grew almost 2.5x faster than total food sales from 2018 to 2020

# **The Future – Trends and Opportunities**



#### \$140 Billion by 2029(1)

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- Today the meat alternatives industry is estimated at about \$14 billion
- By 2029, it will reach up to 10% of the global meat market about \$140 billion
- **80%** of consumers today are more likely to make a purchase when brands offer personalized experiences (2)
- This approach is also becoming common in the food industry And many companies are developing approaches and products for "personalized nutrition".
- Personalized nutrition market size to reach USD 16.70 billion by 2026, growing at a CAGR of 16.53% during the period 2021-2026. (3)

Sources: (1) Barclays, (2) Epsilon (3) Yahoo

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# Industry Challenges...

## and SavorEat Solutions

GETTING THE TASTE (AND TEXTURE)

Most meat alternatives have a homogeneous texture which affects the overall experience of the dish; SavorEat's technology is designed to enable heterogeneous texture, offering meat experience in a plant-based product.

#### BEING SAFE

The product will be cooked right before serving as an integral part of the production process and without human touch, thus minimizing microbiological risks and allergen concerns

#### **BEING SUSTAINABLE**

SavorEat's products are in-line with

consumer demands for sustainable options.



Industrial products usually have specific and limited range predetermined in the production; The company, following global trend, will enable the production of customized products on the spot. Spot on consumers' needs and preferences

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# The Technological Groundwork Tasty + Personal = Incomparable

Compose YOUR OWN fresh & savory product on the spot and without human touch — in minutes!

Robot: Cartridges Full IoT Solution

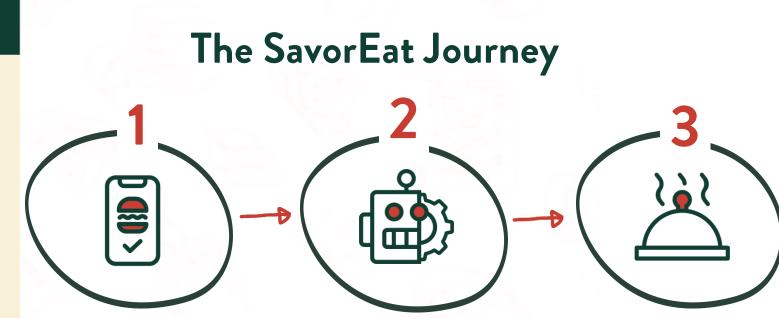
Smart

Proprietary digital manufacturing technology in an automatic cooking machine

Purely plant-based ingredients combined with a proprietary ingredient

Advanced tech allows us to store and process all customer-preference data





YOU choose a dish from the menu, and pick YOUR preferences (size, protein, doneness). Then push the button.

Load cartridges into our SMART-ROBOT. And let it go to work. Produce & cook fresh dishes simultaneously within a few minutes.

# OUR PLANT-BASED MEALS HAVE

Cholesterol

Hormones

#### Antibiotics

Preservatives

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# **Business Strategy**



Commercialization of the company's first flagship product: a plant-based burger, digitally manufactured by the company's unique Robot Chef, according to the diner's preferences, targeting the Israeli and US food service segment



Commercialization of additional products (turkey and pork plant-based alternatives) leveraging the company's abilities and digital production platform.



Expansion to new global markets



Development of additional types of protein alternatives, such as sea food and poultry, along with adjustments to the production process



Development and commercialization of a home-use Robot Chef appliance

# **Business Model**

**GO-TO-MARKET** 



The foodservice market: institutional kitchens, restaurants, cafeterias, hotels

Commercialization in the local market and the American market, followed by additional markets later on

#### **DISTRIBUTION MODEL**



External distributors and logistics companies

#### **REVENUE MODEL**

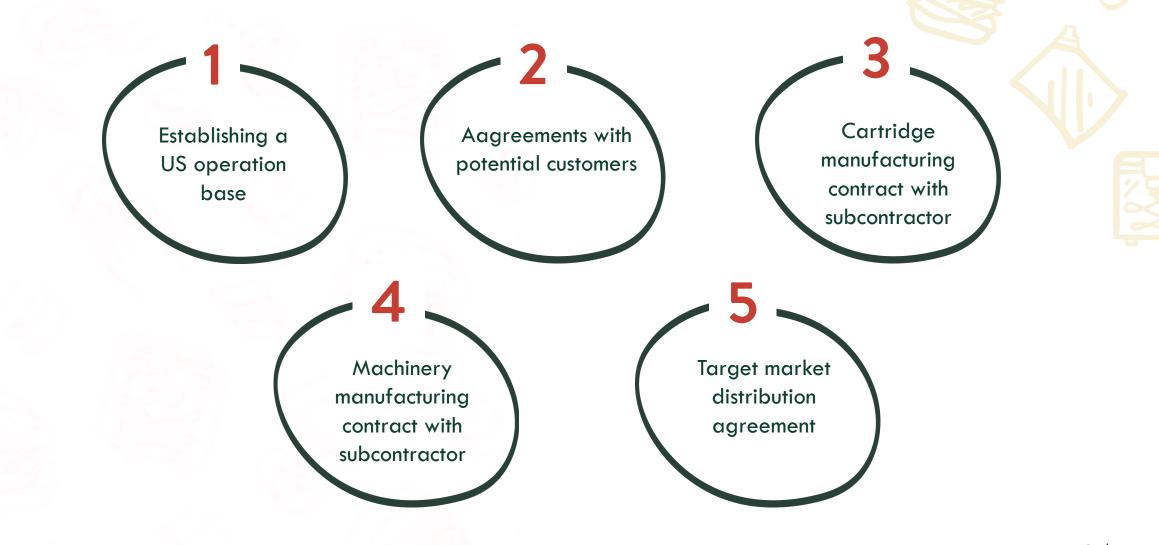


Sale of machines

Sale of cartridges for the production of a variety of food products

Most of the profits come from the sale of the cartridges Commercialization during 2023

# 2022 Business Targets Road Map



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# **Financial Data**

#### **Resources:**

- 18.5 M \$ raised, including 13M \$ through IPO on TASE
- The company received the Israeli Innovation Authority approvals for grants in total sum of approximately 1.6 M \$ for the developments of the company's product.

#### Main Investors:

- Millenium Food-Tech
- Mor Investment House
- Altchuler-Saham (Psagot)
- Meitav Dash

#### Capital:

As of June 30, 2021, the reflected average cash burn rate is approximately \$ 350K.

# The Capital raised is dedicated to R&D:

- Completion of product development and feasibility tests for target market
- Continued development of additional food products, expanding customization options
- Cost saving
- Strengthening company's intellectual property assets
- Development of additional product applications in the food industry, using the company's unique raw material (egg'n'up subsidiary e.g)

#### **Preparations for Commercialization:**

- Establishment of operations in the target market
- Preparation for commercialization in the US and Israeli markets
- Production trials and scale-up
- Brand building



# **Our First Product: The Plant-Based Burger**



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# Timeline: So Far

Company establishment

Product development

2018



- 1<sup>st</sup> prototype
- production for R&D

   The world's first printed
- meatless burger

2019



- Strategic partnership with Sodexo US
- Collaboration with Yarzin-Sela food service group
- Received Israel Innovation Authority support
- Production of prototypes of the Robot Chef system and of the raw material cartridges, which will be used in the first pilot in the BBB network.

### 2016

 Research initiation at the Hebrew University

### 2019

- Raised SEED round
- Initiated the development of our second prototype



### 2020

- Received Israel Innovation Authority support
- Raised A round, \$5.5M
- IPO in the TASÉ,
- Established strategic
  - partnerships with BBB chain Israel
- Collaboration with a leading corporation from the food industry for the joint development of formulations



- Development of an advanced Robot Chef version and formulation  $\ddot{\mathbf{v}}$ 
  - Consumers tasting tests
  - Cartridges Production agreement
  - Established strategic partnerships with Sodexo
  - Pilot at BBB

2021

# **Timeline: Going Forward**

- Production for commercialization
- Commercialization of the product in the markets

2023



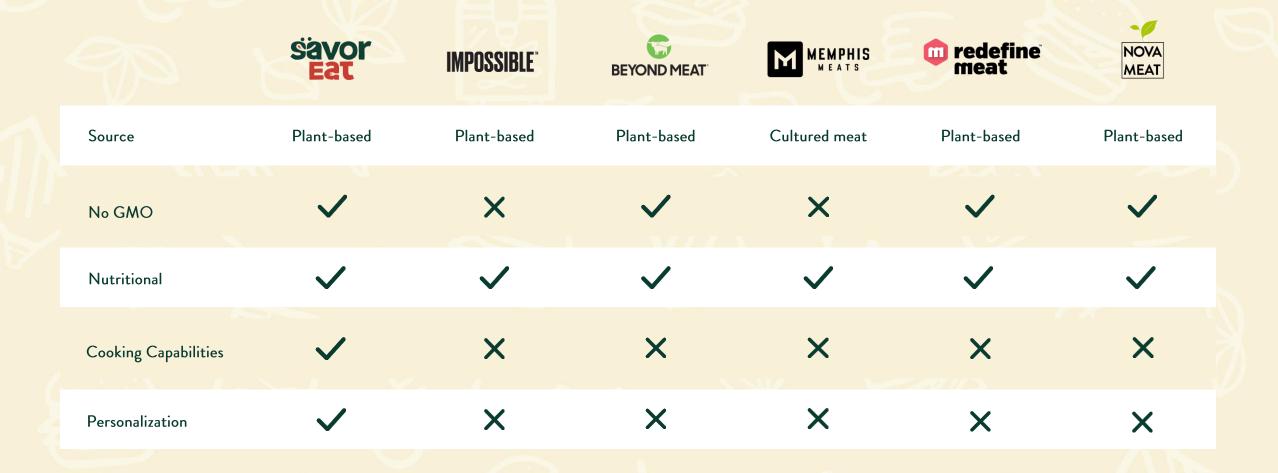
2022

- Additional consumer pilots
- Integrating cultural meat into the company's platform
  - Commercialization preparations
  - Agreements with potential customers

#### 2025

#### B2C offerings in multiple varieties

# Today's Technology is Evolving



# **Potential Products**

The solution that SavorEat is developing is expected to enable the company to produce a variety of quality alternatives to animalderived products, such as:

- Meatless chicken breast
- Turkey and pork alternatives
- Minced meat alternative
- Sea food alternatives
- Hybrid products with cultured meat



# Additional Innovation

#### a subsidiary of SavorEat that develops alternative egg solutions

Egg'n'up is developing sustainable alternative egg products using proprietary plant-based ingredients to get the egg's unique taste, texture, appearance, and functionality properties without compromising on taste and nutritional values.

## **Unique Solution**

Tasty + Healthy

Purely plant-based ingredients with a <u>proprietary</u> texture generating material



### **Market Potential**





**2.1**\$B Estimations for market Size of egg alternative products by 2026<sup>2</sup>

 $\textbf{Sources: https://www.globenewswire.com/news-release/2020/01/22/1973404/0/en/Global-Egg-Replacement-Ingredients-Market-is-Expected-to-Reach-2-1-Billion-by-2026-Fior-Markets.html and the state of th$ 

# Potential Customers

Restaurants, diners, burger restaurants' chains Food trucks Institutional kitchens: workplaces, universities, hotels, schools, etc. Airlines

In the future, B2C products



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# **Business collaborations**

QUALITY TIME Pilot in the Israeli culinary world

sodexo

В

В

B

YARZIN SELLA High-End Food Services Collaboration with food and catering services giant Sodexo USA - pilot at higher education institutions

Collaboration with food and catering services giant Sodexo USA - pilot at higher education institutions



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# Intellectual Property

- 3-Dimensional Printing of Food PCT/IL2016/050731.
   Status: national phase
- Australia Patent Authority patent for the printing method, Patent Number: 2016290223
- 1 core patent application (projected expiry of any issued patents: 2033)
- The invention concerns a process and system for the production of a nutritional low- calorie food product, and food products printing
- The company holds an exclusive license from the Hebrew University for commercial use of the invention covered by the above patent
- A unique know-how for the production of an innovative raw material that will be used in the company products

Total: 5 patents filed in different territories





# Leading management and staff



Ms. Racheli Vizman CO-FOUNDER, CEO, B.SC., MBA Beyond Air The Magic of Breathing Beyond Air State of Breathing Beyond Air State of Breathing

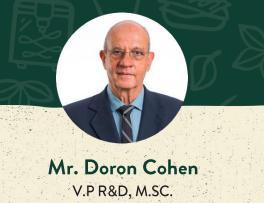


Prof. Oded Shoseyov CO-FOUNDER, CSO 



Ms. Mira Damgian CFO, CPA 





FRUTAROM

Ms. Michal Katzir Emek PRODUCT & MARKETING DIRECTOR, MBA Prigat

Food Solutions

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## The Board





#### Prof. Oded Shoseyov

Prof. Ido Braslavski

Mr. Chanan Schneider

millennium foodtech



Ms. Lori Hanover

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# Advisory Board





Mr. Sarosh Mistry Chair of Sodexo North America & CEO Homecare, Worldwide sodexo



#### Mr. Cédric Guillemette Country Manager France & Maghreb

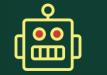




TRULY

DELICIOUS





TOTALLY

AUTOMATED



COMPLETELY

# Thank You — and Happy Eating!

Racheli Vizman, CO-FOUNDER & CEO

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