Investor Presentation CSE: BOIL | OTCQB: BEOLF



# Revolutionizing The Frying Industry

Improving Health, Increasing Sustainability, Reducing Costs

#### Disclaimer

#### Forward-Looking Information

This document contains forward-looking statements, that relate to our current expectations and views of future events. Statements or information which are not purely historical are forward-looking statements and include any statements regarding beliefs, plans, outlook, expectations or intentions regarding the future including words or phrases such as "anticipate", "objective", "may", "will", "might", "statements and information relating to Beyond Oil or the "Company") business strategy (including expected growth rate), any estimate of potential earnings, the contracts with potential customers, expected growth in the global market for our products, market growth and market penetration, timing of product development (both for future products and enhancements of existing products), expectations regarding expenses, sales and operations; our estimates regarding our capital requirements and our need for and ability to obtain additional financing; our expectations for the cost and timing of achieving our business objectives; our competitive position; and anticipated trends and challenges in the markets in which we operate including the requirement.

Forward-looking statements and information have been prepared by our management to provide information about management's current expectations and plans relating to the future. Readers are cautioned that relationed on such information may not be appropriate for other purposes, such as making investment decisions. While our management believes that the forward-looking statements have been prepared on a reasonable basis, reflecting management's best estimates and judgments. Beyond Oil is an early-stage company with a short operating history and it may not actually achieve its plans, projections, or expectations. Readers should read this document with the understanding that our actual future results may be materially different from what we expect. Given these risks, uncertainties and assumptions, you should not place undue reliance on these forward-looking statements.

Such statements and information are based on numerous assumptions regarding present and future business strategies and the environment in which Beyond Oil will operate in the future, including: general business and economic conditions; the demand for our products; anticipated costs and ability to achieve goals, business plan and growth strategy; the availability of financing on reasonable terms as needed, our ability to attract and retain skilled staff; our ability to complete any contemplated transactions; and that there will be no regulation or law that will prevent us from operating our business. Although Beyond Oil believes that the assumptions underlying these statements are reasonable, they may prove to be incorrect.

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#### Market & Industry Data

The information contained herein includes market and industry data that has been obtained from third party sources, including industry publications. Beyond Oil believes that its industry data is accurate and that its estimates and assumptions are reasonable, but there is no assurance as to the accuracy or completeness of included information. Although the data is believed to be reliable, But there is no assurance as to the accuracy or completeness of included information. Although the data is believed to be reliable, Beyond Oil has not independently verified any of the data from third party sources referred to in this presentation or ascertained the underlying economic assumptions relied upon by such sources.



### **Our Mission**

We provide a disruptive solution for industrial and food-service companies striving to produce & serve healthier food, increase sustainability, and save costs.





# **Frying Industry Problem**



# The World Has Changed

#### and the food-industry needs to adapt



#### **Increasing Oil Prices**

Cooking oil prices have risen dramatically since the COVID-19 pandemic and the war in Ukraine, causing increased cost sensitivity for frying users. Beyond Oil can decrease oil costs by reducing the amount of oil required.



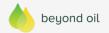
#### **Healthier Food Required**

Consumers and regulatory authorities are becoming increasingly conscious of the negative health effects resulting from repeated frying oil and regulation enforcement increases. Beyond Oil reduces health risks in frying oil.



#### **Sustainability Matters**

Frying oil production, transportation, and disposal are serious environmental issues in the food industry causing carbon emissions, waste and water depletion. Beyond Oil improves sustainability.



# A Deep Look Into the Fryer

During frying, oil degradation is accelerated by factors such as heat, air, water, food particles, carbon, salt and soap. Chemical reactions, including hydrolysis, oxidation, and polymerization occur, and harmful compounds like Free Fatty Acids ("FFA"), Total Polar Materials ("TPM"), free radicals, trans fats, and toxins are generated.

These compounds affect the oil's quality, leading to foaming, smoking, and a change in color, smell, and taste. They are absorbed by food, posing risks of cancer, cardiovascular disease, and other health issues.

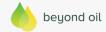
Oil degradation in the food industry necessitates frequent oil changes, leading to detrimental environmental consequences.

Proper maintenance and filtration of frying oil are crucial to minimize the formation of these harmful substances.





# **Our Solution**



### **Meet Our Product**

Our product helps frying users meet regulatory and food safety requirements while extending oil lifespan and preserving the oil's quality and nutritional value.

Beyond Oil is a safe and powerful powder that absorbs and prevents the formation of harmful components such as TPMs, FFAs, Trans Fats, Acrylamide, PAHs, and other impurities, ensuring frying oil stays fresh, and fried food tastes fantastic.

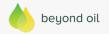




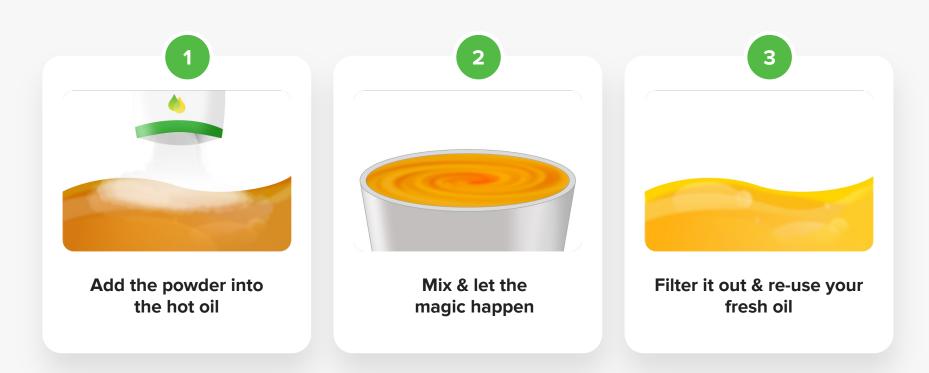


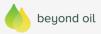
Our product meets the specifications of Health Canada, the US FDA and NSF Patented Protected: WO2016051412A1, US10815449B2, ES2883402T3, IL251394B





### **How Does It Work?**





# **Consume Less, Fry Beyond**

Users who incorporate our products into their daily frying routine experience a wide range of benefits



#### **Healthier Food**

Our products enable you to produce & serve healthier and more flavourful food, increasing customer satisfaction.



### **Cost Savings**

By safely extending the lifespan of frying oil, our products assist in reducing oil consumption and cost-cutting.



### Sustainability

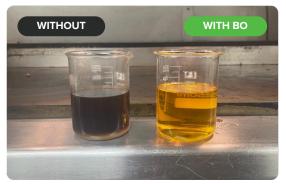
By reducing the oil consumption and disposal, our products make your business more environmentally friendly and sustainable.



### **Healthier Food**

- Keeps frying oil stable and consistent.
- Improves oil color, smell, taste and clarity.
- Serve crispy, golden, fresh and tastier food.
- Keeps the oil healthy and safe for human consumption (reduces FFAs, TPMs, Trans Fats, Acrylamide, PAHs, and other toxins).



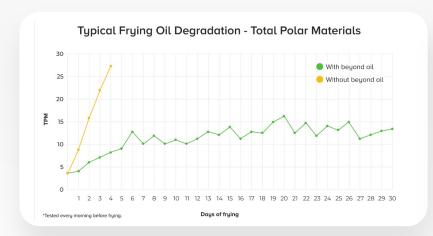


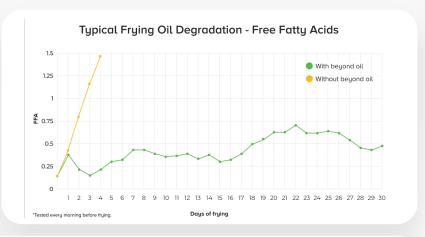




# Fry healthier and extend Oil Life up to 1000%

In most countries, the quality of fried oils is determined by the level of degradation as indicated by FFA and TPM levels. Our product helps frying users meet regulatory and food safety requirements while extending oil lifespan and preserving the oil's quality and nutritional value.







LASTS UP TO 30 DAYS



# **Health Report on Frying Oil Risks**

Revolutionizing the Frying Industry: Beyond Oil's Novel Solution May Reduce Cancer Risks Associated with Repeatedly Frying Oils.

The release of the report examines the health risks associated with the repeated use of frying oil and the potential health benefits of Beyond Oil's innovative technology.



**Professor Nissim Garti**The Hebrew University of Jerusalem

Read full report



"Several studies conducted worldwide in recent years have shown that Beyond Oil's formulation has the potential to significantly reduce the risk of morbidity and mortality from various types of cancers and other diseases – which is particularly relevant given the direct link between fried food consumption and the development of many serious diseases. I am confident in concluding that adopting Beyond Oil's innovative solution will enable **restaurants**, **food producers**, **and other food manufacturers** to offer safer and healthier food to their customers, reducing the risk of severe diseases and improving the general health of the population."



# **Cost-Savings Food Service**



#### **Commercial fryer**

With ~25L capacity and changes every 3 days





#### Uses beyond oil daily

Prolong the oil lifespan while preserving its high quality



**Profits +"\$5000** 

Increase annual gross profit per fryer



Saves ~2,000 liters

Reduce annual oil consumption cost





# **Cost-Savings - Food Service**

A case study made with a medium-volume frying restaurant in Israel in December 2022

Details:	#3	25L	10%	\$3.15	Every 3 days
Before using Beyond Oil	Annual oil consumption 10,800L	Annual oil cost	Annual gross Saving	\$21,735	$\Diamond$
Oil life extension	n with Beyond Oil (3 days to 21 da	+ <b>700</b> %	Total cost of B (\$5,040)	Beyond Oil	Annual Waste Reduction
After using Beyond Oil	Annual oil consumption <b>3,900L</b>	Annual oil cost <b>\$12,285</b>	Annual net Saving	\$16,695	6,900L

earns 3.3x return on its bottom-line profit

The case study is based on management analysis.
\*Restaurant fresh oil quality: TPM - 4.5%, FFA - 0.2%.

3.3x return

15

Reduce Cost



# **Cost-Savings Industrial Frying**



#### **Industrial fryer**

With ~10,000L Capacity and changes every 3 days





### Uses beyond oil daily

Prolong the oil lifespan while preserving its high quality



Profits +"\$2M

Increase annual gross profit per fryer



Saves ~1,000 tons

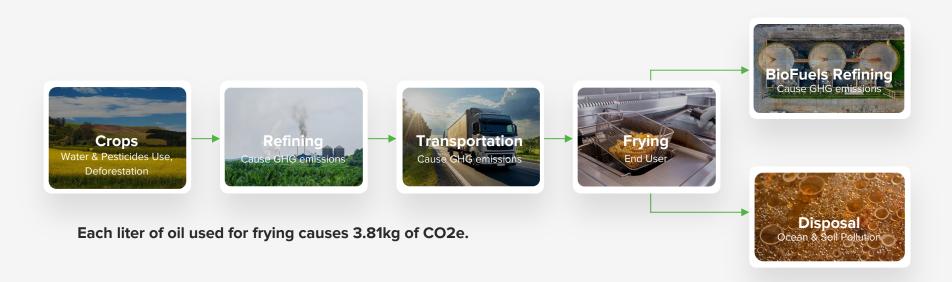
Reduce annual frying oil consumption





# Frying Oil / Carbon Footprint Ratio

This new study reflects almost 6,000 producers in 38 countries and is representative of over 71% of global vegetable oil production. Across all oil crop systems, median GHG emissions were 3.81 kg CO2e per kg refined oil.





# **Sustainability Benefits**

Beyond Oil significantly increases oil life and reduces overall oil consumption and carbon emissions.

This outcome will establish the customer as an environmental leader in sustainability.

Frying Oil Saved	Oil to Carbon Conversion	Projected Saved Carbon
1,000,000 (lt/Y)	3.81	3,810,500 (kg/Y)

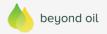
Reduce Carbon Footprint

Reduce Pesticides & Water Usage

Increase environmental recognition with boards, shareholders and NGOs



# **Market & Business**



### **Business Model**



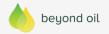
#### **Food-Service Market**

- Distribution & agents model expand globally to countries with high fast food consumption.
- Direct Sales with global foodservice chains.
- Pricing model: usage-based pricing.
- Optimize processes for food service frying filtration.
- Continue to scale via partnerships with distributor networks and foodservice chains.

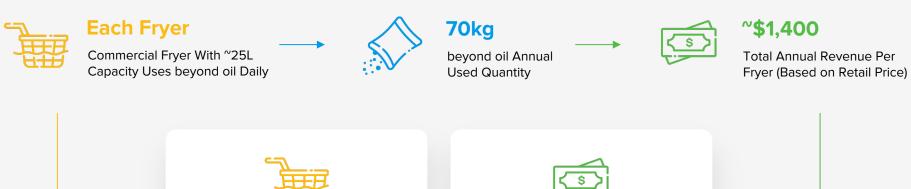


#### **Industrial Frying Market**

- Direct Sales Model with large industrial frying users.
- Pricing model: value-based pricing model.
- Target early adopters, in the food processing industry.
- Optimize processes for industrial frying filtration.
- Continue to scale via partnerships with large industrial frying users.

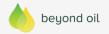


### **Total Available Market - Food Service**



"30M Fryers
Estimated Commercial Fryers
Around the World





## **Total Available Market - Industrial Frying**



#### **10 Ton Fyrer**

Industrial Fryer With ~10,000L Capacity Uses beyond oil Daily



#### **70 Ton**

beyond oil Annual Used Quantity

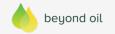


#### ~\$1.4M

Total Annual Revenue Per Fryer (Based on Retail Price)



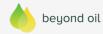




# **Competitive Analysis - Food Service**

		beyond oil	Magnesium Silicates	Frying Oil Stabilizers	Filter Pods
Lifespan & Price	Oil lifespan (by multiples)	5X-10X	1.3X-1.5X	1.2X-1.4X	Only 2-3 days
	Projected annual net cost savings per fryer (25 liters, oil change 3 days)	\$3500	\$1800	\$950	\$1500
ot d	Easy to use without filter machine	•	8	•	•
Easy to use	Works best with filter machine (micro-filtration benefit)	•	•	×	×
Oil quality parameters	TPM Reduction	•	•	•	•
	FFA Reduction		•	×	
	p-Anisidine Reduction	•	•	×	•
	Trans Fats Reduction	•	<b>8</b>	×	×
	Acrylamide Prevention	•	8	×	<b>×</b>
	PAHs Prevention		×	×	<b>&amp;</b>

Source: Market analysis; internal observations and research.



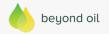
### **Recent Milestones**





# **Expanding Our Footprint**





## **Key Areas of Focus 2023**

#### Grow Distribution Network & Execute Industrial Pilots

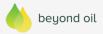
**Increase Production Capacity** 

Investor Relations & Financing

- Continue to scale via partnerships with distributor networks and larger industrial & foodservice chains.
- Focus on food service frying and industrial frying markets, building up a distribution network.
- Optimize processes and product modifications for industrial frying customers.
- Modify production facility for variable packaging to meet different food service industry requirements.
- Design and direct sale new packaging that meets industrial frying requirements.
- ✓ Increase visibility and shareholder engagement.
- Pursue financing to fund growth.



# **Company Structure**



### **Leadership Team**



### Jonathan Or CEO and Co-founder

- Co-founded and manages all aspects of Beyond Oil's operations.
- Played a key role in growing the company from a small lab to an innovative food technology firm.
- Served as a captain in an elite technology unit in the IDF.
- Brings extensive experience in oil filtration and production industries.
- Holds a degree in Accounting and Business Management from Reichman University.
- Certified as a board director by the Israeli Bar Association and in Product Management by Technion University.



Adv. Michael Pinhas Or President & Inventor

- Co-established Beyond Oil in 2018 and serves as Head of R&D and executive team member.
- Brings 25 years of entrepreneurial experience in food and textile industries, founding and managing manufacturing companies.
- Transitioned career path after overcoming high-risk esophageal cancer through research leading to the Beyond Oil invention.
- Possesses extensive experience in oil production and filtration for over a decade.
- Holds an M.B.A. in Industrial and Commercial Law from Bar Ilan University and is a lawyer.



Shany Touboul

- Wide experience in real estate, retail, accommodation, and industrial sectors, both publicly traded and private companies.
- Former senior associate at E&Y Israel and senior controller at Gazit Globe Ltd., involved in Gazit Globe's NASDAQ IPO.
- CFO positions held at A.S.R.R. (publicly traded company in Israel), Chemada Fine Chemicals Ltd. (industrial medical industry), and Dalal Group Ltd.
- Holds a BA in Business Administration from the College of Management Academic Studies in Israel and is a Certified Public Accountant.



Michal Werner

CTO

- R&D, technology, process engineering, performance improvements, and plant management expertise.
- Former CEO of Karmiel City Economic Company, Bar Lev Industrial Zone director.
- Managed R&D and production at Gennie Enterprise Ltd., a food startup.
- Food engineer and biotechnologist, Technion graduate (BSc), completed L'Oréal's General Management course at Cedep Fontainebleau.
- Holds a Masters degree in Public Policy from Hebrew University of Jerusalem.



Robert Kiesman Vice President

- Private business owner and corporate lawyer, specializing in securities law and M&A at Stikeman Elliott LLP.
- Vice Chair of the board of Provincial Health Services Authority, overseeing a budget of C\$4 billion.
- Former CEO and promoter of the company merged with Beyond Oil.
- Law degree from UBC, BA in Political Studies from Trinity Western University.

### **Board of Directors**

#### Dani Itzhaki Chairman

- Currently the CEO of Shomera Insurance Co. Ltd.
- Served as a member of the board of directors at Menora Mivtachim Pension & Provident Funds Ltd.
- BA in business management, specializing in finance, computers and information systems from the College of Management Academic Studies.
- MA in Law from Bar-Ilan University.

#### **Erez Winner Independent Director**

- Over 25 years of experience in senior management roles across multiple industry sectors including food and beverage, manufacturing, import and export, and more.
- Vast experience in business operations in the manufacturing industry and was formerly the CEO of Jerusalem Wineries, a major winery in Israel with intensive export activity.
- Current CEO of Willi Food Investments Ltd., a leading food import and distribution company listed
  on the TASE, also currently VP at G. Willi Food International Ltd., listed on the NASDAQ and the
  TASE. Also served as Chairman of the Board at Sde Boker Educational College.

Jonathan Or Co-Founder, Director & CEO

Michael Pinhas Or Inventor, Director & President

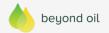
#### Hanadi Said Independent Director

- Over 20 years' experience in the field of strategic consulting & risk management.
- Co-founder and CEO of Sensai Networks Ltd., a startup providing machine learning based anomaly detection & prediction tool for hybrid cloud environments.
- 2004 2013 senior manager at Deloitte Israel & 2002 and 2004 senior auditor in PwC Boston.
- B. Commerce- Accounting from McGill University; MBA Corporate Finance (with distinction) from Bentley University, USA; US CPA (non-practicing), a certified internal auditor, and a certified risk manager (CRMA).

#### Dr. Gad Penini Director & Chair of Audit Committee

- A CPA with over 40 years as a managing partner of the CPA firm Penini & Penini.
- Serves as a director and Chair of the Financial Committee.
- Dr. Penini was deputy mayor of the City of Ramat HaSharon.
- PhD in Business Administration and a Master of Laws (LL.M) from Bar Ilan University, Israel.
- Masters in Science of Finance (MSF) from Baruch College CUNY.
- BA in Economics and a BA in Accounting from Tel Aviv University.

#### **Robert Kiesman Director & Vice President**



# **Capital Structure**

	a. a	
Current Structure	Share Capital	Notes
Issued & Outstanding Shares	52,091,853	<ul> <li>* 16,907,311 under 36 month staged escrow</li> <li>* 3,375,003 during 18 month staged release</li> <li>* 24.4 M held by insiders &amp; founder group</li> </ul>
Stock Options	3.73M	
Warrants	6.74M	5.15M: Exercise price C\$1.25 and C\$1.18; exp May 2024 0.79M: Exercise price C\$1; exp Jan 2024 and 0.8M: Exercise price C\$1; exp March 2024
Milestone I Shares	4.88M	US\$3M in orders by November 2024
Milestone II Shares	4.88M	US\$6M in cumulative sales by May 2025
Milestone III Shares	4.88M	US\$13M in cumulative sales by May 2026
Milestone IV Shares	4.88M	Positive EBITDA by June 2025



Any other questions?
Feel free to contact us at ir@beyondoil.co