

Armanino Foods of Distinction, Inc

OTC: AMNF



Disclaimer

This presentation contains forward-looking statements within the meaning of U.S. securities laws, including statements regarding the Company's goals and growth prospects. Forward-looking statements generally are accompanied by or include words such as "will", "expect", "intends" or other similar words, phrases or expressions. Forward-looking statements include the estimated or anticipated future results and benefits of the Company's future plans and operations, future capital structure, future opportunities for the Company, and all other statements that are not historical facts. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those projected, including general economic conditions, fluctuations in customer demand, competitive factors such as pricing pressures on existing products, and the timing and market acceptance of new product introductions, the Company's ability to achieve manufacturing efficiencies necessary for profitable sales at current pricing, and the risk factors listed from time-to-time in the Company's annual and quarterly reports filed with the Securities and Exchange Commission.

In this document, we sometimes use information derived from consolidated financial data but not presented in our financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP). Certain of these data are considered "non-GAAP financial measures" under the U.S. Securities and Exchange Commission rules. These non-GAAP financial measures supplement our GAAP disclosures and should not be considered an alternative to the GAAP measure. The reasons we use these non-GAAP financial measures and the reconciliations to their most directly comparable GAAP financial measures are included in our earnings release, our quarterly report on Form 10-Q, and the appendix of this presentation and prior earnings presentations, as applicable. Amounts shown on subsequent pages may not add due to rounding.

The Company assumes no obligation to update the information included in this presentation.

The best source of information on the company is the OTC Markets website <u>http://www.otcmarkets.com/stock/amnf/company-info</u>, or the Company website <u>http://www.armaninofoods.com</u>.





A Trusted Brand for Nearly 100 Years



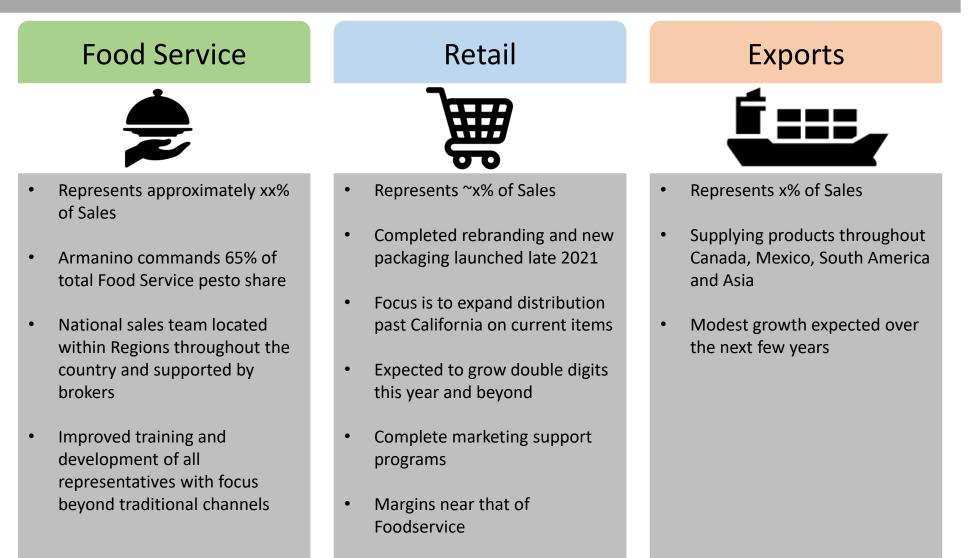


For nearly 100 years, Armanino has taken the time and care to grow and select locallysourced, artisan ingredients by chef-inspired recipes that add flavor and spice to your favorite foods. From select cut basil to select grated Parmesan, our small batch cuisines are farm to fantastic.

3



Armanino Division Breakout – Journey Beginning



313



How is Armanino Uniquely Positioned to Succeed?

- Pesto category dominance with over +65% market share within the FS/away from home industry
- High performing SKUs within FS and Retail channels illustrating operator/consumer preference for these items versus all other brands

- Superior sourced local ingredients that provide produce with the most robust flavor, highest quality and fresh available in the world year-round.
- 40+ years of cold process manufacturing excellence with Global Food Safety Initiative BRC Grade AA certification. Receive exceptionally low number of complaints each year.
- Strategically focused Sales Team with regional and national accounts relationships throughout the USA with average experience +15 years within Foodservice and Retail including experience expanding brands nationally

Operational

Quality

- Financially well positioned from balance sheet perspective to strategically invest and capitalize on growth
 opportunities including acquisitions
- Availability to readily access capital from multiple sources including public and private options



Transformative Strategy Since 2020

Actively building and executing upon key growth strategies

Continual organizational development and alignment to ensure focus and continuity across all functions

Ongoing cost reduction efforts across all functions within the company to invest toward growth and offset inflationary impact

Implementing and fine-tuning new operation system to improve efficiencies and effectiveness

Executing marketing strategies across all Business Units

Exploration into alternative channels and adjacent products both organically and possibly through acquisition

Organization is ahead of plan against execution of growth drivers resulting in higher than expected growth



Foodservice Core Business

Top Selling Foodservice Items



Basil Pesto Basil Pesto with Nuts Organic Basil Pesto



Our products are frozen fresh, so we can keep ingredients natural, honest, and delicious. With a range of authentic choices, we promise true flavor that you will savor, and keep coming back for more.

AND



MAC[™] Stage: ubiquity ○ ○ ○ ● found on 30.5% of menus (+6% since 2015)

81%	61%	43%
know it	tried it	love or like it

source: Datassential SNAP™ 2020

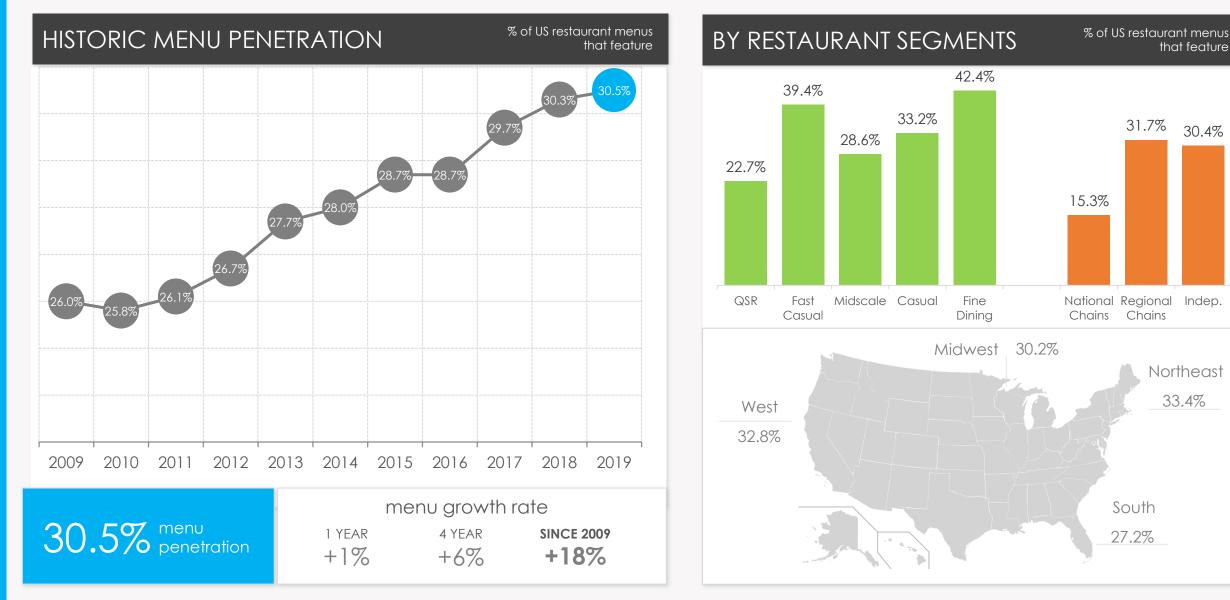
Ability to grow the category with Awareness of 81% and less than 31% of menu placement

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menu availability

source: Datassential MenuTrends™





Opportunity to increase menu penetration within all Restaurant Segments



Retail Review OTC: AMNF



Retail Distribution Footprint 2019 – Significant Opportunity for Growth

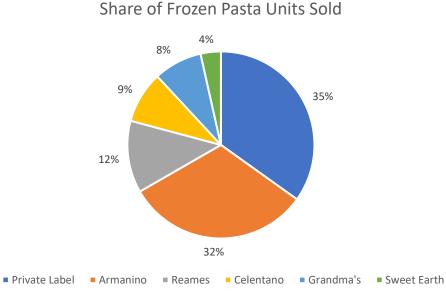


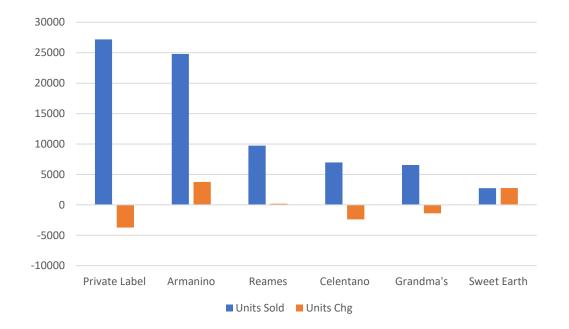
Armanino Retail Family of Products



- Refreshed with new brand positioning utilizing key differentiated purchase drivers
- 94% top box scores for purchase intent and brand fit
- Gusseted Packaging stand up on shelf

Branded leader with 32% Market Share at Albertson's SW Stores

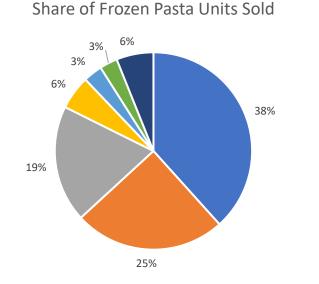


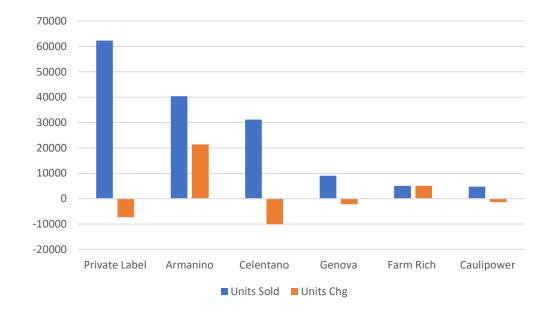


Source: IRi with segmentation for Armanino Foods, Latest 26 WE 07-16-23

- First introduced in Safeway/Albertson's Southwest stores in June 2021
- Latest 26 weeks sales reflect that Armanino sales represent 32% of Total Safeway/Albertson's pasta category
- #1 Brand of pasta sold in stores outselling nearest branded competitor by +2.5 times

#1 Brand at Safeway Northern California After One Year





Private Label Armanino Celentano Genova Farm Rich Caulipower All Other Brands

Source: IRi with segmentation for Armanino Foods, Latest 26 WE 07-16-23

- Introduced in Northern California Safeway stores in February 2022
- Latest 26 weeks sales reflect that Armanino sales represent 25% of Total Safeway category sales
- #1 Brand of pasta sold in stores outselling nearest branded competitor by 33%

Current Distribution – Huge Opportunity to Expand!



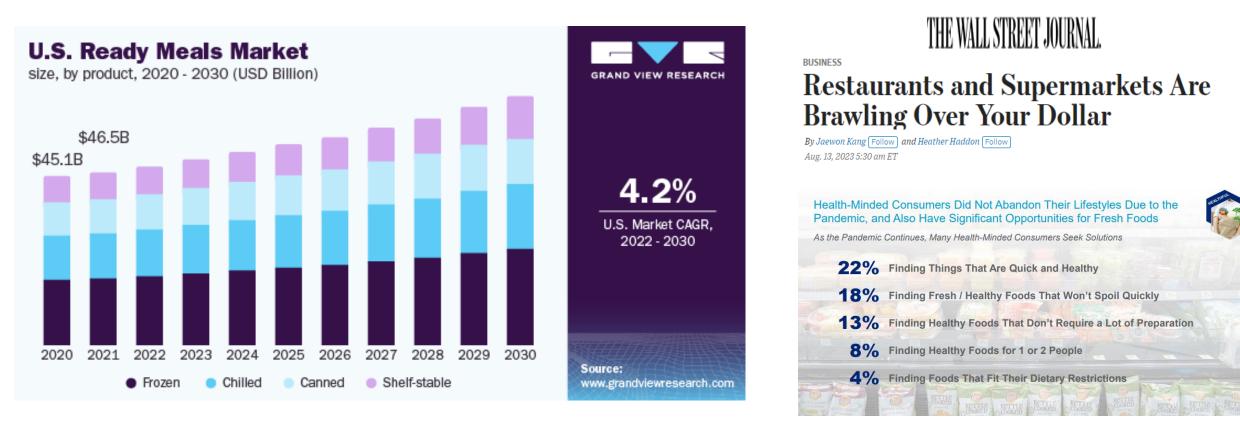
Geographic expansion to Southwest, Texas and recently Southeast. New Customers include Safeway Northern California, Albertson's Southwest, Brookshire Brothers and Harris Teeter



New Product Platform

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Ready Meals Trends



Source: Grand View Research, Ready Meals Market Size, Share & Trends Analysis Report, Published April, 2022 https://www.grandviewresearch.com/industry-analysis/ready-meals-market

Source: Grocery Dive, Deep Drive: 7 tends that will shape the grocery industry in 2022, Published Jan. 4, 2022 https://www.grocerydive.com/news/7-trends-that-will-shape-the-grocery-industry-in-2022/616497/

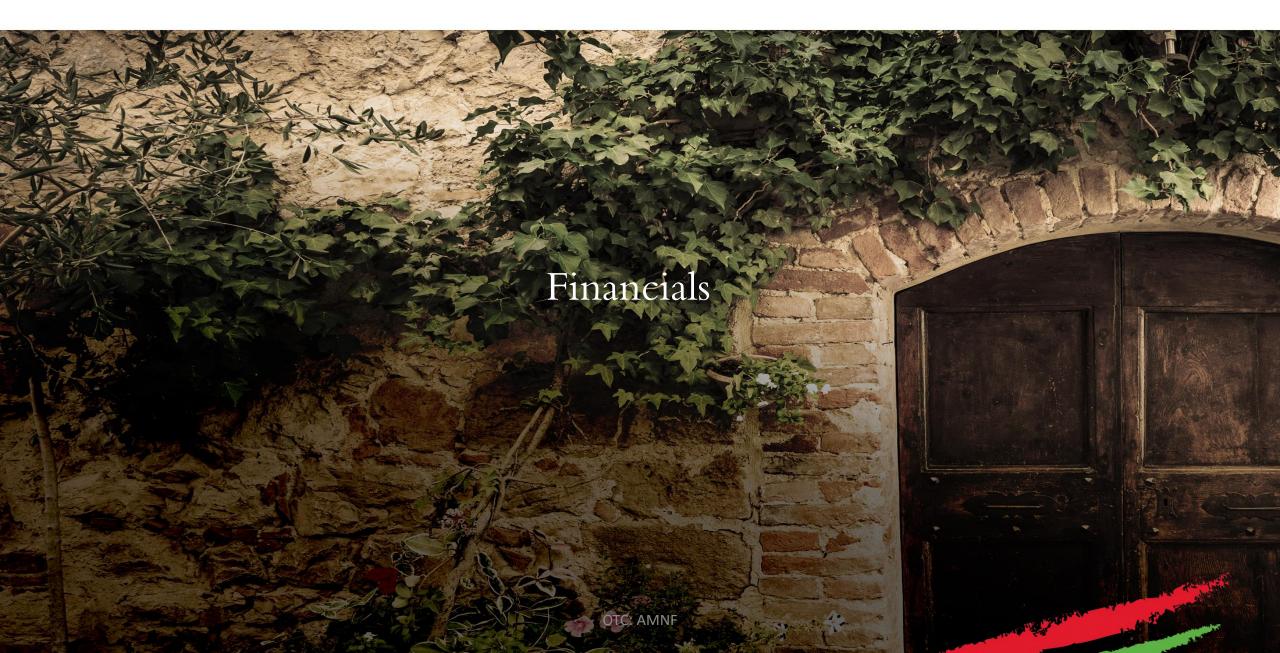
New Product Platform! Armanino Prepared Meals Portfolio

Perimeter of Store strategies compliment Armanino Foods core competencies and Retail growth strategies

- 43% of Retail sales are from perishable foods within deli, bakery, meat, seafood and produce with deli as the largest growth area in Retail.
- Labor savings and training are largest issues within Retail
- Armanino is providing selling and problem-solving solutions with Retailers
 - Restaurant quality popular meal options
 - 100% natural with no preservatives or additives
 - Frozen and fresh solution product offerings







n Millions)								
\$	42.6	\$	31.8	\$	43.8	\$	57.9	\$	31.4
\$	14.8	\$	9.0	\$	14.2	\$	17.3	\$	10.0
	35%		28%		32%		30%		329
\$	8.2	\$	2.3	\$	7.2	\$	8.9	\$	5.3
\$	6.5	\$	2.0	\$	5.7	\$	6.6	\$	3.9
\$	8.9	\$	3.0	\$	7.9	\$	9.6	\$	5.6
	21%		10%		18%		17%		189
	19.4%		18.8%		16.9%		14.4%		14.39
	<u>12.6</u> %		<u>17.0</u> %		<u>13.5</u> %		12.5%		<u>13.3</u> 9
	31.9%		35.8%		30.4%		27.0%		27.59
\$	0.37	\$	0.34	\$	0.32	\$	0.47	\$	0.29
\$	0.13	\$	0.58	\$	0.70	\$	0.44	\$	0.29
Ś	0.50	Ś	0.92	\$	1.02	\$	0.90	\$	0.58
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FYE 2020

FYE 2021

FYE 2022

1H'23

FYE 2019

FINANCIAL POSITION (USD in Millions)									
Net Working Capital	\$	17.1	\$	16.1	\$	17.1	\$	19.8	\$ 21.6
Debt (Excl Leases & Trade)	\$	2.2	\$	0.7	\$	-	\$	-	\$ -
Dividends Declared	\$	3.2	\$	2.6	\$	3.4	\$	3.8	\$ 2.1
Stockholder's Equity	\$	21.4	\$	20.9	\$	23.2	\$	26.0	\$ 27.8

- Experiencing significant growth since 2020 with record results starting in 2021
- Combined Trade and Opex decreasing as % of Net Sales reflects ongoing cost reduction efforts with savings to support growth i.e. R&D and Marketing expenses
- 2023 first Half reflects record results

Key Highlights

Material changes have taken place in the organization over the past three plus years, which have helped us successfully weather the unprecedented pandemic and corresponding economic headwinds, while setting up the organization for continued growth

There is a significant opportunity to continue to strengthen our core business while simultaneously investing in new products and markets that meet evolving consumer needs

Armanino Foods is well positioned financially to strategically invest in diversified channels to capitalize on growth trends and pursue adjacent acquisition opportunities

Experiencing accelerated growth with expectation of continuing record Sales and Profits results



Thank you!

W. Artelette