






Terrasoul Superfoods Acquisition

BUILDING A SCALABLE, MULTI-BRAND SUPERFOOD PLATFORM

April 2026















Important Disclosures

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Important Disclosures (cont.)

In light of these risks, uncertainties and assumptions, you are cautioned not to place undue reliance on forward-looking statements, which are inherently unreliable and speak only as of the date of this presentation. The Company cannot guarantee that the future results, performance, or events and circumstances described in the forward-looking statements will be achieved or occur. The Company undertakes no obligation, and the Company expressly disclaims any obligation, to update or alter any forward-looking statements for any reason after the date of this presentation, whether as a result of new information, future events or otherwise, except as required by law. In addition, statements including phrases such as "we believe" and similar statements reflect the Company's beliefs and opinions on the relevant subject. These statements are based upon information available to the Company as of the date of this presentation, and while the Company believes such information forms a reasonable basis for such statements, such information may be limited or incomplete, and such statements should not be read to indicate that the Company has conducted an exhaustive inquiry into, or review of, all potentially available relevant information.
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This presentation contains unaudited consolidated financial information for Terrasoul Superfoods, LLC ("Terrasoul")'s fiscal year ended December 31, 2025. The unaudited financial information for the fiscal year ended December 31, 2025 is subject to the completion of the preparation of Terrasoul's audited financial statements for the fiscal year ended December 31, 2025, as well as Terrasoul's audit for fiscal year ended December 31, 2025.

While the Company is currently unaware of any items that would require the Company to make adjustments to the Terrasoul financial information set forth in this presentation for the fiscal year ended December 31, 2025, it is possible that the independent auditors may identify such items as the audited financial statements for Terrasoul for the fiscal year ended December 31, 2025 and any resulting changes could be material. There can be no assurance as to the reliability or correctness of such unaudited financials, nor should any assurances be inferred, and actual results may vary materially.
Acquisition Risk: Although we expect that the Acquisitions will result in benefits to the Company, we may not realize the anticipated benefits because of integration difficulties or other challenges.

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We are creating a leading portfolio of Superfood brands

NEW SUPERFOOD PORTFOLIO COMPANY
>$500 REVENUE OPPORTUNITY
DOUBLE-DIGIT GROWTH
OPERATIONAL AND COMMERCIAL SYNERGIES
STRONG EBITDA AND CASH FLOW GENERATION

LAIRD SUPERFOOD	NAVITAS ORGANICS	TERRASOUL SUPERFOODS	
FY25 $49.9M REVENUE	FY 25 $45.3M REVENUE	FY25 $65.8M REVENUE[1]	FUTURE STRATEGIC ACQUISITIONS

[1] Based on FY 2025 unaudited financial statements

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LSF exec team welcomes new CMO experienced in CPG



Jason Vieth

CEO | President

- President and CEO since January 2022
- EVP/GM at Sovos Brands
- SVP of Life Time Fitness
- SVP/GM at WhiteWave Foods
- Boston Consulting Group



Anya Hamill

CFO

- CFO since July 2022
- CFO at Little Secrets
- Sr. Director of Finance at Danone North America
- Sr. Director of Finance at WhiteWave Foods



Andy Judd

CMO

- CMO since April 2026
- CMO at Poppi
- CCO at LSF
- CMO at Yasso
- CMO at One Brands
- VP Marketing Boulder Brands and WhiteWave Foods



Jared Larkin

VP, Supply Chain

- VP of Supply Chain since August 2022
- Director of Ops and Finance at Picky Bars
- President of KIALOA Canoe Paddles

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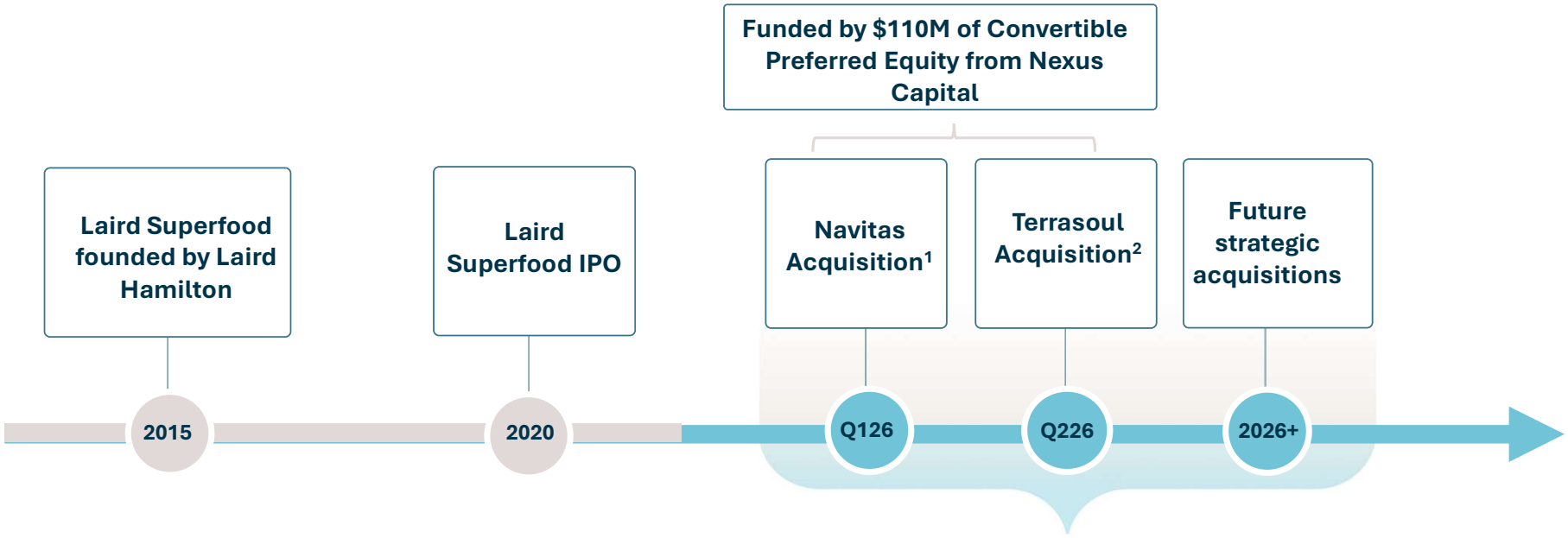
LSF is building a superfoods platform



STRATEGIC ACQUISITIONS TO UNLOCK:

- ✓ **Sales growth** from distribution synergies
- ✓ **EBITDA growth and margin expansion** from manufacturing & operational efficiencies

[1] Closed on 3/12/2026. [2] Closed on 4/21/2026.

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Transaction overview summary

- Laird Superfood acquired Terrasoul for $48 million with up to $5 million earnout potential[1] .
- Founder Dennis Botts is staying on in an advisory role for at least two years.
- Unaudited combined company FY25 Net Sales of $161 million[2].
- Acquisition funded by $60 million investment from Nexus Capital, which post-closing owns approximately 71.7%[3].
- No changes to LSF Board composition from previously announced Board structure as of March 12, 2026:
  - Founder Laird Hamilton
  - CEO Jason Vieth
  - Seven directors, including five directors designated by Nexus Capital

[1] As defined in the Purchase agreement filed with the SEC on April 21,2026. [2] Data is based on FY 2025 actuals unaudited financial statements
[3] Based on 12,147,094 of fully diluted common shares outstanding as of April 21,2026.

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Strategic acquisitions more than triple our revenue

$161M in pro forma FY2025 net sales with double-digit year over year revenue growth

FY2025 PRO FORMA NET SALES[1]
($S IN MILLIONS)



[1] Data is based on FY 2025 unaudited financial statements

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Terrasoul's portfolio

Terrasoul's portfolio includes over 110 USDA Organic products across powders, snacks, dried fruits, teas, functional beverages, nuts, seeds and baking ingredients – all aligned with today's top wellness trends



NUTS & SEEDS



DRIED FRUITS



COCONUT & CACAO



POWDERS



BAKING



TEAS & COFFEES

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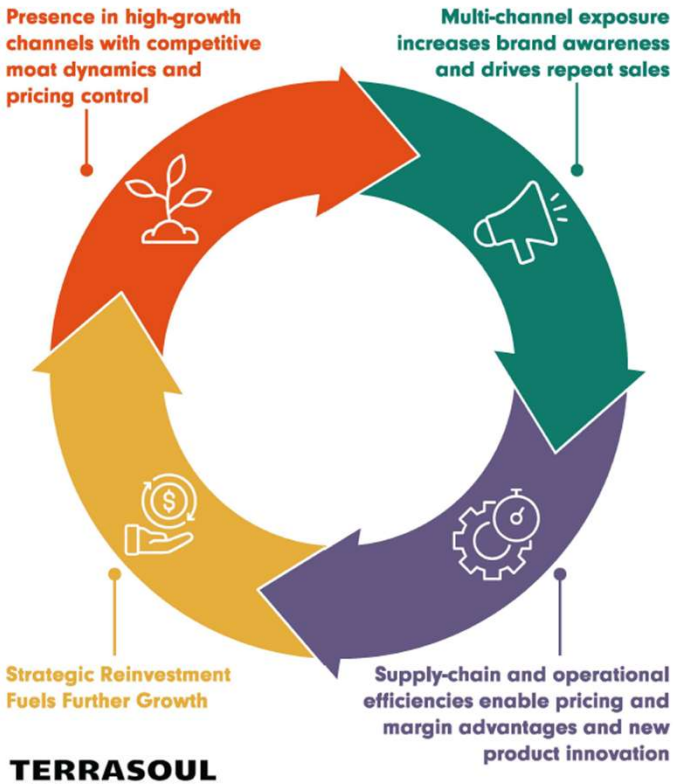
Terrasoul's scalable, omni channel distribution



TERRASOUL SUPERFOODS

Presence in high-growth channels with competitive moat dynamics and pricing control

- 90% of revenue in pricing-controlled channels (Amazon, DTC, Foodservice, B2B, TJX)
- Walmart.com, Brick & Mortar, B2B, and Food Service scaling rapidly

Multi-channel exposure increases brand awareness and drives sales

- Strong Amazon presence boost credibility and repeat purchases
- New channels (Walmart, Target.com, Amazon Canada/EU) broaden reach

Supply-chain and operational efficiencies enable pricing and margin advantages and new product innovation

- Direct sourcing ensures cost control
- Scalable Fort Worth facility; lean, broker-free model protects margins

Strategic reinvestment fuels further growth

- Investment in innovation, marketing, and automation to fuel growth and COGS savings

LAIRD SUPERFOOD

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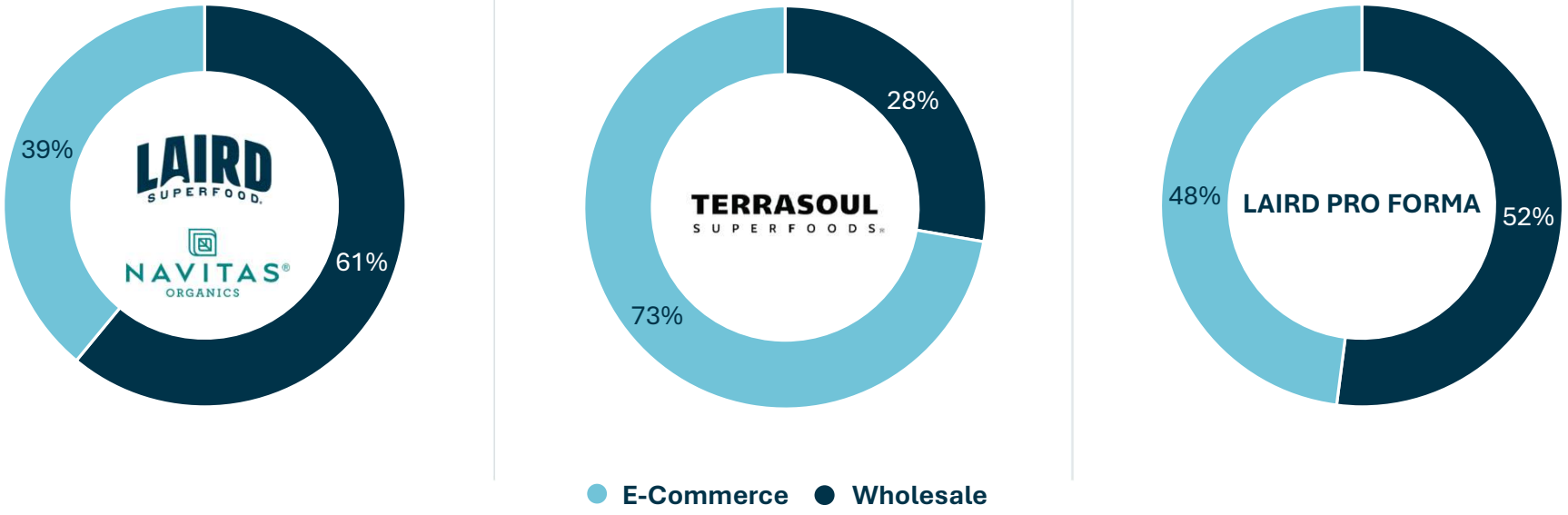
Balanced portfolio across Wholesale and E-commerce

Opportunity to leverage significant cross-sell opportunities and expand across channels

DISTRIBUTION[1]



[1] Data is based on FY 2025 unaudited financial statements

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Terrasoul acquisition accelerates LSF growth and scale

Expands brands in fast-growing superfoods market

Complementary Portfolio: nuts, seeds, powders, beverages

E-Commerce & Marketplace Expertise — Terrasoul $66M FY25 revenue driven predominantly through Amazon and online

Vertical integration — in-house processing and packaging, improving margins

Fulfillment scale — added hub lowers logistics costs and speeds delivery

Double-digit revenue growth YoY, FY25 $161M combined revenue[1]

[1] Data is based on FY 2025 unaudited financial statements

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Significant benefits for all stakeholders



CUSTOMERS

Access to a **broader product selection**

Enhanced quality and consistency across products

New **innovative product** offerings



TEAM

Commitment to **ongoing professional development**

Attractive **long-term growth** opportunities

Increased scale and reach

Dedicated to **operational excellence**



INVESTORS

Attractive growth profile

Highly **complementary portfolio** and channel mix

Enhanced scale

Stronger financial profile with **compelling synergy** potential

Strategic platform for growth optionality

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