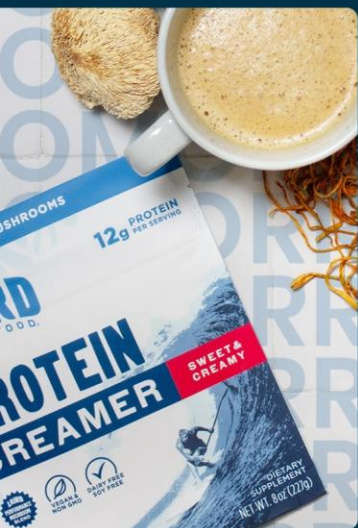




LAIRD SUPERFOOD®

BUILDING A SCALABLE, MULTI-BRAND SUPERFOOD PLATFORM

Planet Microcap Presentation

June 16, 2026



Important Disclosures

Cautionary “Safe Harbor” Statement Under the Private Securities Litigation Reform Act of 1995: This presentation and the accompanying oral presentation contain “forward-looking” statements that are based on Laird Superfood, Inc.’s (the “Company”, “Laird Superfood”, “Laird” or “LSF”) current expectations or forecasts of future events and are not guarantees of future performance. Forward-looking statements include all statements other than statements of historical fact contained in this presentation, including estimates of future synergies, growth opportunities, savings and efficiencies, expectations regarding the Company’s ability to effectively integrate assets and properties it may acquire as a result of the Navitas and Terrasoul acquisitions, expectations of future plans, priorities, focus and benefits of the Navitas and Terrasoul Transactions, the Company’s future financial performance, cash balance, plans and objectives, competitive position, market trends, succession planning, product pipeline, and potential growth and market opportunities. In some cases, you can identify forward-looking statements by words such as “intends,” “estimates,” “predicts,” “potential,” “continues,” “target,” “sustain,” “anticipates,” “plans,” “expects,” “believes,” “should,” “could,” “may,” “will,” “would,” “seeks” or the negative of these terms or other comparable terminology. Forward-looking statements involve risks and uncertainties, which may cause the Company’s actual results, performance or achievements to be materially different from those expressed or implied by forward-looking statements. Key factors that could cause actual results to be different than expected or anticipated include, but are not limited to: volatility regarding our revenue, expenses, including shipping expenses, and other operating results; our ability to acquire new direct and wholesale customers and successfully retain existing customers; our ability to attract and retain our suppliers, distributors and co-manufacturers, and effectively manage their costs and performance; effects of real or perceived quality or health issues with our products or other issues that adversely affect our brand and reputation; our ability to innovate on a timely and cost-effective basis, predict changes in consumer preferences and develop successful new products, or updates to existing products, and develop innovative marketing strategies; adverse developments regarding prices and availability of raw materials and other inputs, a substantial amount of which come from a limited number of suppliers outside the United States, including in areas which may be adversely affected by climate change; effects of changes in the tastes and preferences of our consumers and consumer preferences for natural and organic food products; the financial condition of, and our relationships with, our suppliers, co-manufacturers, distributors, retailers and food service customers, as well as the health of the food service industry generally; the ability of ourselves, our suppliers and co-manufacturers to comply with food safety, environmental or other laws or regulations and the potential impact of policy changes regarding imports, exports, and tariffs; our plans for future investments in our business, our anticipated capital expenditures and our estimates regarding our capital requirements, including our ability to continue as a going concern; the costs and success of our marketing efforts, and our ability to promote our brand; our reliance on our executive team and other key personnel and our ability to identify, recruit and retain skilled and general working personnel; our ability to effectively manage our growth; our ability to compete effectively with existing competitors and new market entrants; the impact of adverse economic conditions, consumer confidence and spending levels; the growth rates of the markets in which we compete; and other factors discussed in our reports filed with the Securities and Exchange Commission (the “SEC”), including our Annual Report on Form 10-K for the year ended December 31, 2025 and other filings we make with the SEC.

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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Non-GAAP Financial Information: The Company presents adjusted EBITDA in this presentation, which is a financial measure not required by, or presented in accordance with, accounting principles generally accepted in the United States of America (“GAAP”). The Company’s management uses non-GAAP financial measures, both internally and externally, to assess and communicate the financial performance of the Company. The Company defines adjusted EBITDA as net income (loss), adjusted to exclude: (1) interest expense and other (income) loss, (2) income tax (benefit) expense, (3) depreciation and amortization expenses, (4) stock-based compensation, (5) expenses related to the impairment of long-lived intangible assets, and (6) expenses and recoveries related to a product quality issue. The Company believes adjusted EBITDA is useful to investors because it facilitates comparisons of its core business operations, excluding non-cash costs and non-recurring events, across periods on a consistent basis. Management uses adjusted EBITDA internally in analyzing the Company’s financial results to assess operational performance and to determine the Company’s future capital requirements. The presentation of this financial information is not intended to be considered in isolation or as a substitute for the financial information prepared in accordance with GAAP. The Company believes that both management and investors benefit from referring to adjusted EBITDA in assessing its performance and when planning, forecasting and analyzing future periods. The Company believes adjusted EBITDA is useful to investors and others to understand and evaluate the Company’s operating results and it allows for a more meaningful comparison between the Company’s performance and that of competitors. Our use of adjusted EBITDA has limitations as an analytical tool, and you should not consider this performance measure in isolation from or as a substitute for analysis of our results as reported under GAAP. Some of these limitations are that adjusted EBITDA does not reflect, among other things: cash capital expenditures for assets underlying depreciation and amortization expense that may need to be replaced or for new capital expenditures; interest expense; income tax expense from continuing operations; our working capital requirements; the potentially dilutive impact of stock-based compensation; and the provision for income taxes. Other companies, including companies in our industry, may calculate adjusted EBITDA differently, which reduces its usefulness as a comparative measure. Because of these limitations, you should consider adjusted EBITDA along with other financial performance measures, including net sales, net loss, cash and cash equivalents, restricted cash, net cash used in operating activities and our financial results presented in accordance with GAAP.

Laird M&A strategy: consolidator in the superfoods market

A multi-brand superfood platform built to scale and grow earnings



PROVEN MANAGEMENT TEAM

Proven brand **leaders** with a strong track record of execution across both businesses



LEVERAGE CAPABILITIES

Utilize Laird's **scale, supply chain and distribution network** to supercharge growth



PIPELINE VISIBILITY

Actively evaluating a robust pipeline of **high-potential opportunities** in superfoods



CAPITAL FOR GROWTH

Nexus investment provides **flexible funding** to pursue future strategic opportunities

OUR PHILOSOPHY

What is a **Superfood** to Us?

Every ingredient we use is held to these standards.



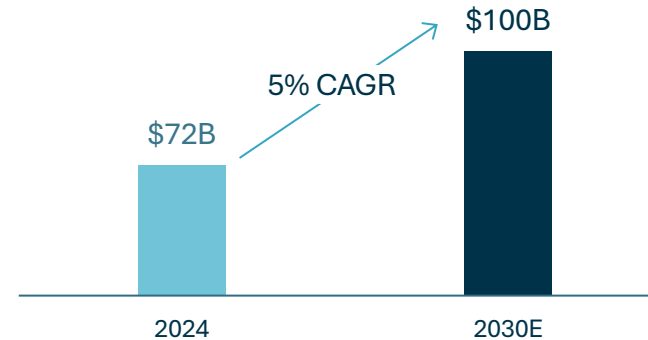
Superfoods is a large market – with strong secular tailwinds

Laird has an opportunity to significantly
increase its awareness and share in Superfoods

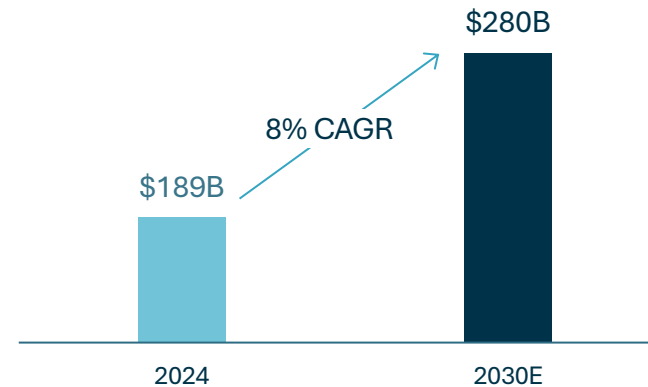


LAIRD
SUPERFOOD.

U.S. ORGANIC FOOD MARKET



GLOBAL SUPERFOODS MARKET



Source: Business Dasher, Nutraceuticals World, Organic Trade Association (2024 & 2025 Organic Market Reports), SLETIS 2024 Presentation on BIOFACH Trends in Organic Markets (U.S.), Technavio

89% of consumers prefer functional food & beverages to support their health

77% of Millennial and Gen Z consumers believe an organic label is important

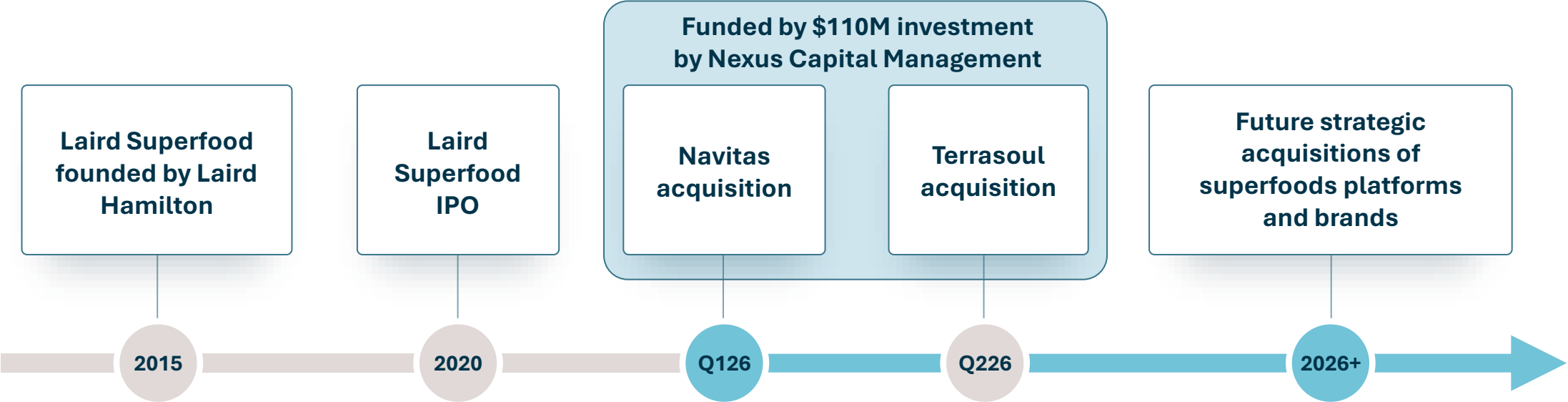
2/3 of Gen Z & Millennial consumers purchased functional nutrition products in the last year

74% of consumers are willing to pay more for products that provide both high-quality ingredients and functional benefits

66% of consumers are willing to pay a premium for healthier products than non-certified products

Source: Business Dasher, Nutraceuticals World, Organic Trade Association (2024 & 2025 Organic Market Reports), SLETIS 2024 Presentation on BIOFACH Trends in Organic Markets (U.S.)

The foundation is set to create a superfood powerhouse



POTENTIAL FUTURE ACQUISITIONS TO UNLOCK:

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

Laird Superfood Strategic Plan for growth and profitability

1

Grow our core business

- Expand distribution points
- Increase sales velocities
- Grow brand awareness and trial
- Optimize marketing efficiency

2

Innovate in Superfoods

- Expand existing product lines
- Execute packaging innovation
- Expand to new categories
- Cross-brand collaboration

3

Optimize our Supply Chain

- Ensure capacity and flexibility
- Reduce operational costs
- Ensure product quality
- Leverage own manufacturing

4

Build critical capabilities and improve our work processes

- Hire/train/retain critical employees to elevate business performance
- Continue to simplify work processes and IT infrastructure

5

Improve our P+L and accelerate the path to profitability

- Optimize pricing and leverage scale to sustain Gross Margin in the 30s
- Minimize annual overhead growth
- Pursue consolidation opportunities within/adjacent to our core portfolio

LSF exec team has extensive experience in Food and CPG



Jason Vieth

CEO | President

- LSF since January 2022
- EVP/GM at Sovos Brands
- SVP at Life Time Fitness
- SVP/GM at WhiteWave Foods
- Boston Consulting Group



Anya Hamill

CFO

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



Andy Judd

CMO

- LSF since April 2026
- CMO at poppi
- CMO at Yasso
- CMO at One Brands
- VP Marketing at Boulder Brands
- VP Marketing at WhiteWave Foods



Bridget Lasda

CSO

- LSF since June 2026
- CSO at poppi
- CCO at King Juice/Calypso
- VP of National Sales at Heineken
- VP of Sales at Coca-Cola



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



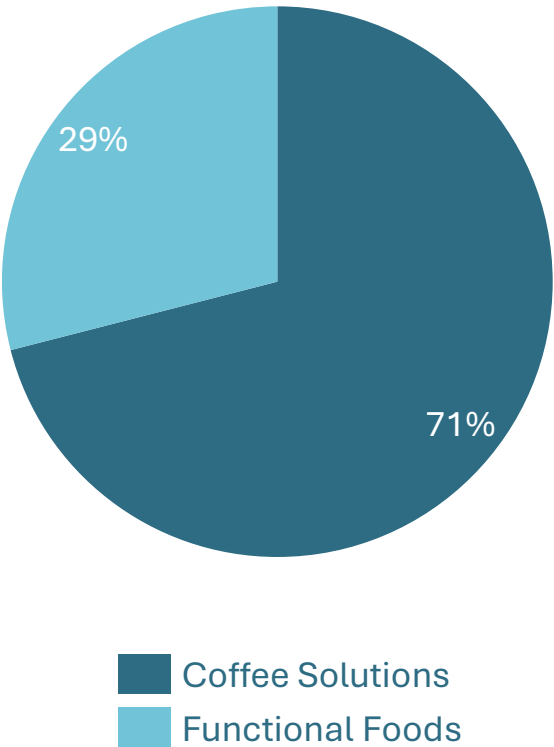
Dennis Botts

GM, Terrasoul

- Executive Advisor
- Founder and CEO of Terrasoul through LSF acquisition
- Principal at Sabre Travel Networks
- Nokia Corporation

LSF portfolio

Q126 GROSS SALES PRODUCT MIX



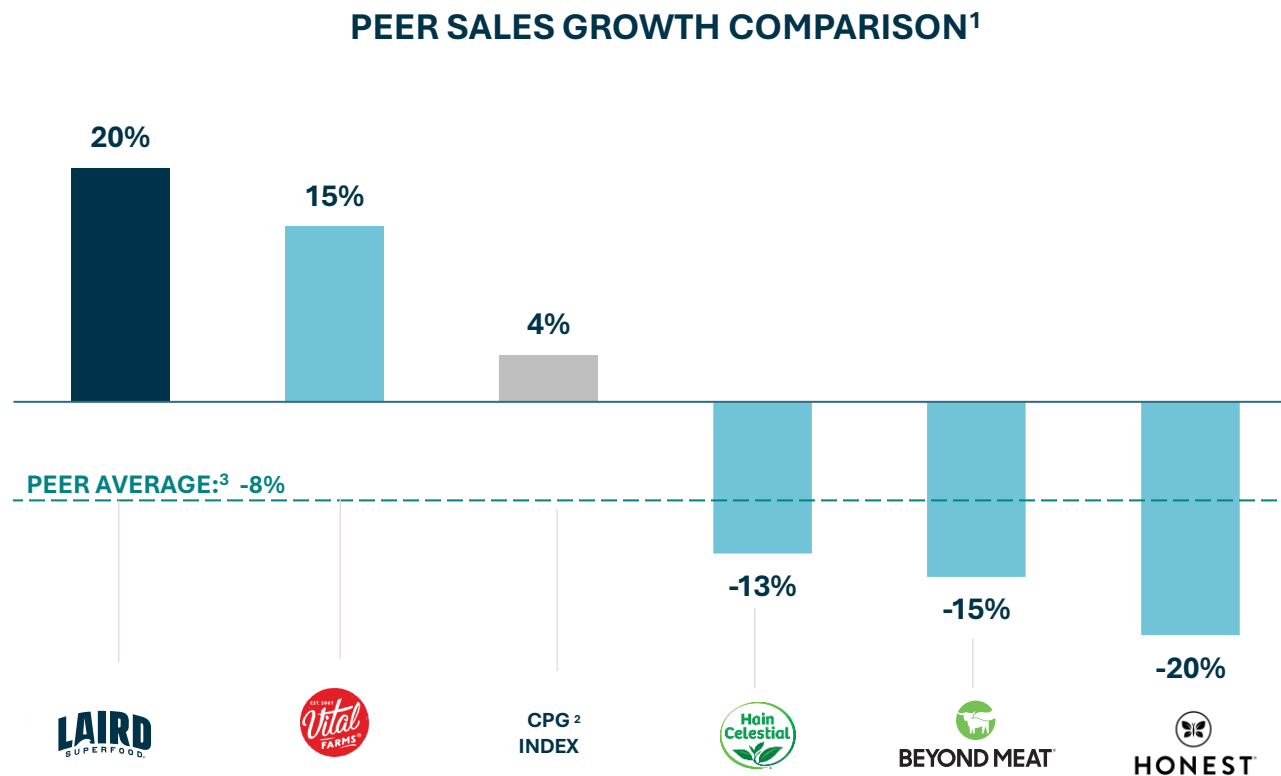
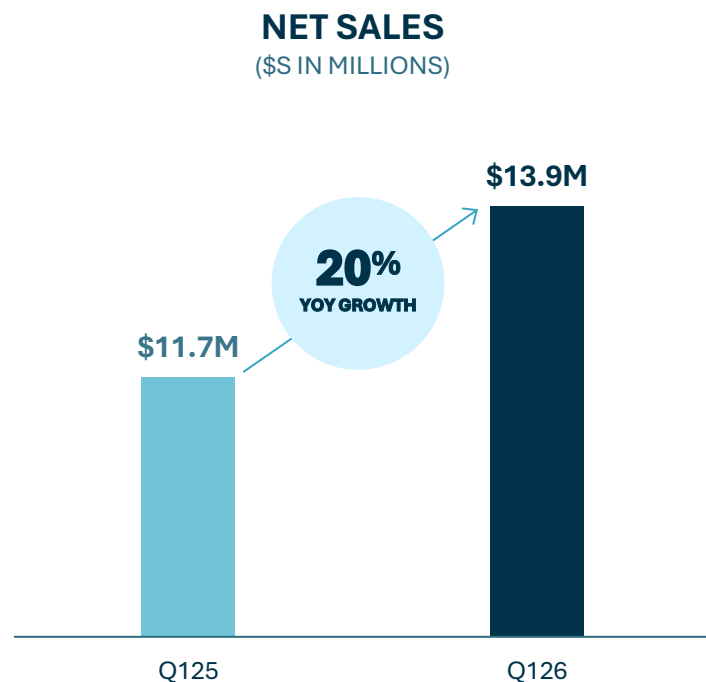
HIGHLIGHTS

Product Category	Gross Sales (\$M) ⁽¹⁾	Example Products*
Coffee Solutions	\$11.7	
Functional Foods	\$4.8	



* Not intended to represent entire product line. Only sample of products in each product line is shown.
¹ Gross Sales numbers reflect sales for the quarter ended March 31, 2026. Includes Navitas Organics from the acquisition date of March 12, 2026 to March 31, 2026

LSF: strong sales growth continued in Q1 (Laird + Navitas)



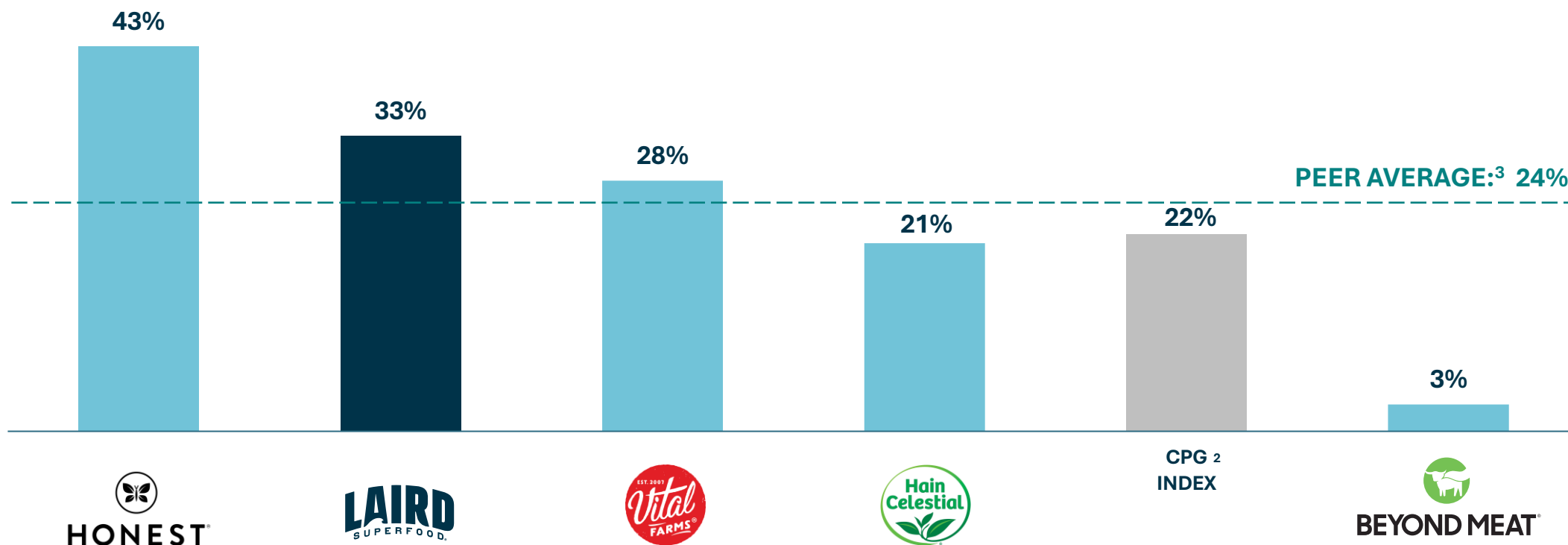
¹ Revenue figures are shown on a as reported basis for the quarter ended March 31, 2026. Includes Navitas Organics from the acquisition date of March 12, 2026 to March 31, 2026

² CPG Index = S&P Composite 1500 / Food Products.

³ Peer average includes: Beyond Meat, Inc. (BYND), Hain Celestial Group, Inc. (HAIN), Honest Company, Inc. (HNST), and Vital Farms, Inc. (VITL).

Source: Company documents, CSIMarket Food Processing Industry Financial Analysis Reports

LSF: continuation of strong gross margin¹



¹ Gross margins are shown on an as reported basis for the quarter ended March 31, 2026. Includes Navitas Organics from the acquisition date of March 12, 2026 to March 31, 2026

² CPG Index = S&P Composite 1500 / Food Products.

³ Peer average includes: Beyond Meat, Inc. (BYND), Hain Celestial Group, Inc. (HAIN), Honest Company, Inc. (HNST), and Vital Farms, Inc. (VITL).

Source: Company documents, CSIMarket Food Processing Industry Financial Analysis Reports

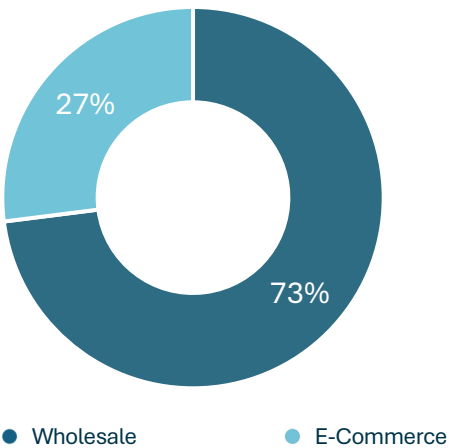
Navitas at a glance

BUSINESS OVERVIEW

Pioneer in superfoods with a premium, purpose-driven platform of functional food products that resonate with the modern wellness consumer

Organic superfood portfolio of high-quality, nutrient-dense products that span healthy baking, wellness staples, and functional berries, snacks & beverages

SALES BY CHANNEL¹



¹ TTM net sales are as of December 31, 2025.

Revenue (TTM¹)

\$45 MM

Revenue Growth (YoY¹)

24%



Source: SPINS – Total U.S. Natural Enhance Market, Mindset A&U Study (July 2025)

Navitas portfolio



HEALTHY BAKING

Includes a variety of **cacao products (powders, nibs and wafers)** designed to elevate the health of baked goods and homemade treats. All cacao products are made from **organic, fair trade-certified cacao** and help turn each sweet treat into a **better-for-you, nutrient-dense snack**



WELLNESS STAPLES

Includes a range of single-ingredient and blended, **nutrient-dense** products designed to support everyday wellness. All powders and seeds are **organic, minimally processed** and **versatile** enough to be added to smoothies, meals and snacks. These superfoods are meant to be **daily diet cornerstones**



FUNCTIONAL BERRIES, SNACKS & BEVERAGES

Includes a portfolio of **nutrient-dense on-the-go bites, berries and functional superfood latte mixes** designed to satisfy cravings and fuel the body with energy for the day. All products offer **healthy, nutrient-dense alternatives** to **replace unhealthy snacks and high-sugar beverages**

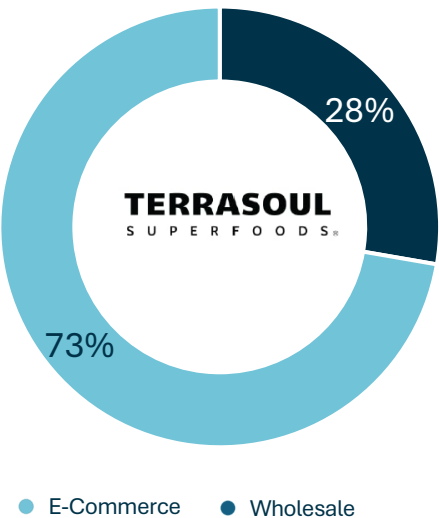
Terrasoul at a glance

BUSINESS OVERVIEW

Terrasoul Superfoods ("Terrasoul") is a vertically integrated, category-leading organic foods platform built on a best-in-class portfolio of USDA Organic, plant-based, non-GMO superfoods and pantry staples.

Terrasoul’s products include nuts, seeds, powders, snacks, and functional beverages. Terrasoul leverages a powerful omnichannel strategy across Amazon, DTC, Foodservice, Walmart.com and traditional Brick and Mortar retailers.

SALES BY CHANNEL¹



¹ TTM net sales are as of December 31, 2025.

² Revenue and revenue growth subject to external audit procedures currently underway.

Revenue (TTM¹)

\$66 MM²

Revenue Growth (YoY¹)

DD (TBD)²



Source: SPINS – Total U.S. Natural Enhance Market, Mindset A&U Study (July 2025)

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

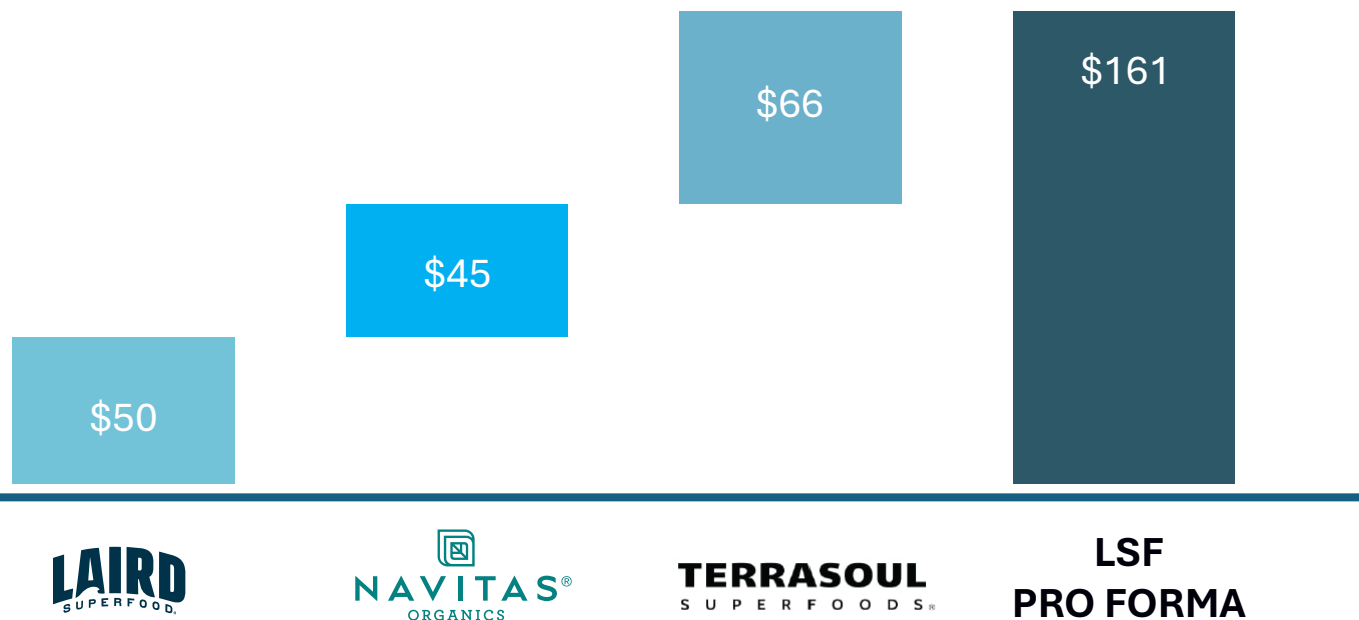


TEAS & COFFEES

Strategic acquisitions have more than tripled LSF revenue

\$161M in proforma FY2025 net sales with double-digit year over year revenue growth

FY2025 PRO FORMA NET SALES¹ (\$ IN MILLIONS)

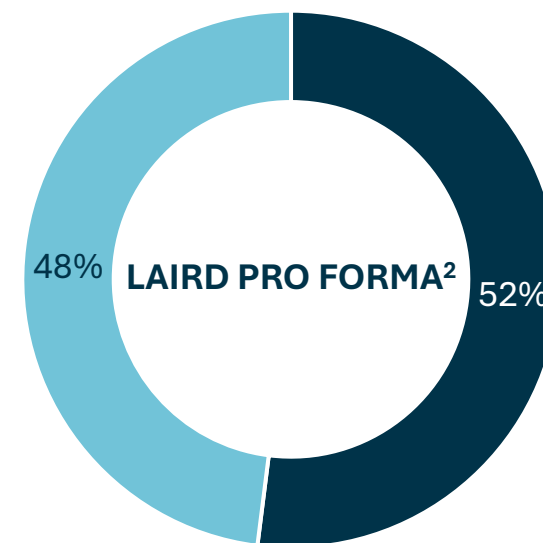
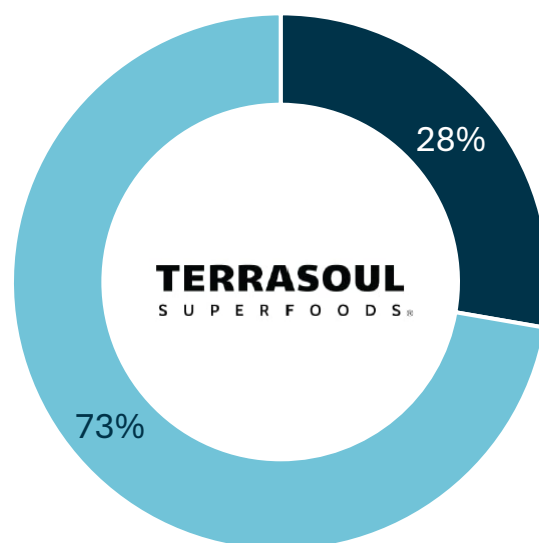
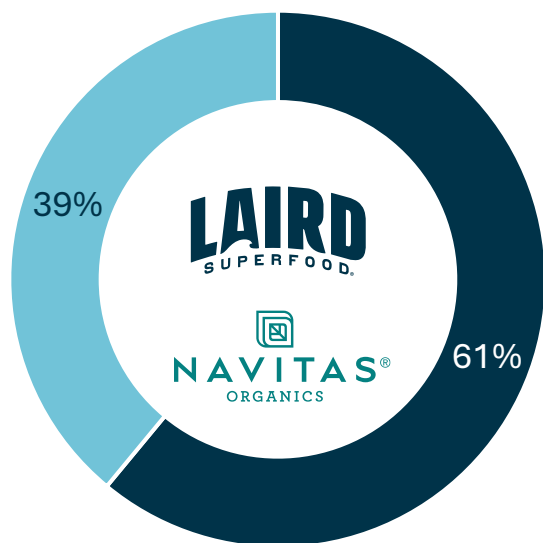


¹ Data is based on FY 2025 unaudited financial statements.

Balanced portfolio across Wholesale and E-commerce

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

DISTRIBUTION¹



● E-Commerce ● Wholesale



1. Data is based on FY 2025 unaudited financial statements.

2. Pro forma results as if Navitas and Terrasoul were acquired on January 1 2026.

Executing a robust 2026 innovation pipeline

FUNCTIONAL FORMATS

Coffee × Wellness



Mushroom
Instant Coffee
(Stick and
Pouch)



Half Caf
Focus
Ground
Coffee



Functional Instant

HYDRATION & RITUAL

Electrolytes Meet Espresso



Hydration Coffee



Protein Matcha

CLEAN PROTEIN

Fuel Without the Junk



Protein Coffee Instants
(Stick and Pouch)



Coffee Protein Bars

DAILY SUPERFOODS

Expanding Form Factors



Navitas Gummies

Building a highly complementary portfolio of natural food brands

Delivering clean, real nutrition to increasingly health-conscious consumers



BRAND MISSION	Empower people to live healthier, more vibrant lives through powerful and sustainable superfood nutrition	Make nutrient-dense, whole foods easy, enjoyable and a key part of everyday life	Make organic, nutrient-dense foods affordable and accessible to everyone
BRAND DNA	Real food products that fuel everyday performance and wellness	High-quality, clean-ingredient, functional nutrition that benefits the consumer and the planet	Quality without compromise; vertically integrated sourcing and value leadership
PRICING	Premium	Premium	Value-premium
CHANNEL MIX	Sales mix is almost evenly divided between club/grocery and e-commerce	Currently primarily in retail and club	Primarily online marketplaces and alternative retail and foodservice
CONSUMER PROFILE	Quality-conscious consumer, educated, socially engaged, and health conscientious	Quality-conscious consumer, educated, high-earning, health-oriented consumers (~69% are Gen Z or Millennials ¹)	Ingredient-conscious wellness consumers seeking quality, transparency, and value.

¹ Source: Mindsight A&U Study – July 2025

Combination unlocks significant value from synergies

ANNUALIZED COST SYNERGIES



REVENUE SYNERGIES

- ✓ Cross-sell in complementary distribution
- ✓ Expand innovative product offerings
- ✓ Expand reach across e-commerce and retail partners
- ✓ Accelerate brand awareness

¹ Based on Company estimates. Transaction costs from supply chain, sourcing, operating expenses, and G&A are also expected to be incurred. Estimated cash costs to achieve synergies of ~\$2 million.

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

Compelling investment profile



**\$95 million Q425 TTM
pro forma net sales¹**



**~\$4.5 million annualized
cost synergies²**



**Double digit revenue growth
and positive adj. EBITDA³**



**35% Q425 TTM pro
forma gross margin¹**



**Strong balance sheet,
enhanced cash position
and no debt**



**Long-term financial
partnership with Nexus
Capital Management**

¹ As of December 31, 2025 for Laird and Navitas pro forma.

² Based on Company estimates. Transaction costs from supply chain, sourcing, operating expenses, and G&A are also expected to be incurred.

³ Adjusted EBITDA is a non-GAAP financial measure. We have not reconciled the forward-looking adjusted EBITDA estimate to the comparable GAAP measure because applicable information for future periods, on which these reconciliations would be based, is not readily available due to uncertainty related to stock-based compensation, due to volatility in stock price, and state and local income taxes.