


**COVICO**™

**COCONUT SOLUTIONS**



*Coconut Water and Coconut Milk innovation utilizing our proprietary evaporation technology*

The COVICO logo is positioned at the start of the main text block. It consists of the word "COVICO" in a black, sans-serif font, with a palm tree silhouette integrated into the letter "V".

COVICO<sup>™</sup> evaporated coconut water and coconut cream powders are the most versatile, consistent and high-quality coconut ingredients in the market. Our one-of-a-kind evaporation technology produces powders that give brand owners and manufacturers the flexibility to create a wide range of applications, reduce logistical costs, save on storage, manufacture without fear of microbiological issues, and achieve optimal taste.

# Our ingredients aim to overcome industry problems

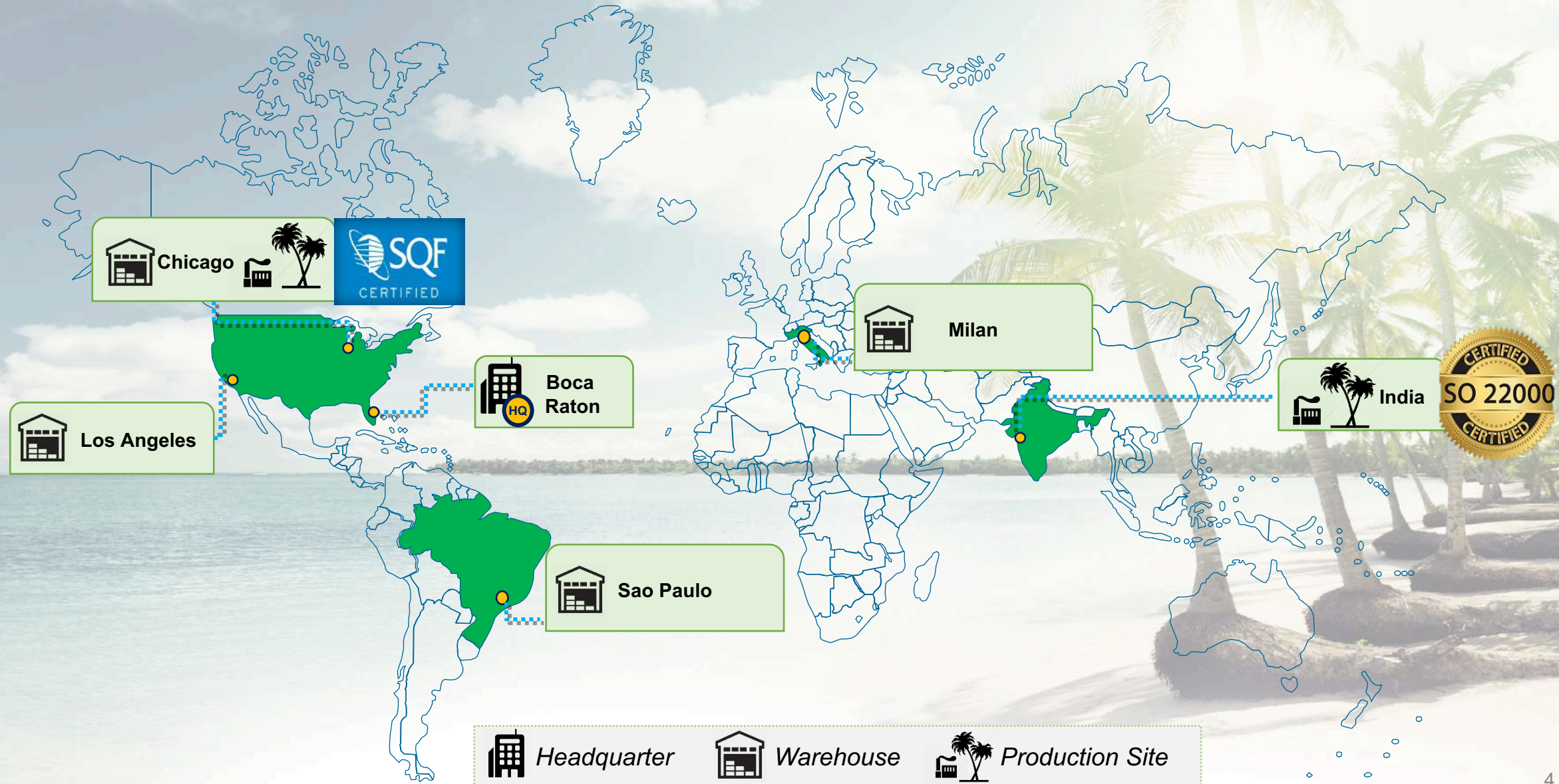
## Coconut producers and buyers are experiencing many difficulties

- Higher demand and reduced supply worldwide
- Dirty ingredient that potentially results in microbiological issues
- Expensive shipping/storage: it requires cold and frozen storage and liquid is heavy to ship
- Limited shelf-life
- Taste variances amongst coconut create quality control issues
- Potassium levels are not always consistent

## COVICO helps to eliminate industry issues

- Consistent supply
- Evaporation and powders provide clean ingredients
- Dry storage
- Light powder, not expensive to ship/storage
- 30 months shelf life for Coconut Water
- 12 months shelf life for Coconut Milk/Creamer
- Consistent flavor
- Versatile ingredient that allows R&D to create desired taste profiles within many applications
- High and consistent potassium levels

We currently sell in the US, Brazil, Europe, Middle East, and Asia to major Brands and Ingredient Companies



# Trend-based Ingredients for a wide range of categories and applications

## Evaporated Coconut Water

- Evaporated coconut water with no added ingredients or fillers.

### Applications

#### • Beverages

- Coconut Water Brand and PL (e.g. Zico)
- Sport Drinks Brand (e.g. Body Armor & Greater Than)

#### • Powdered Smoothies, Supplements, Meal Replacement

- Whey Protein w/ Coconut Brand (e.g. Whey Coco)
- Powdered Coconut Water Brand (e.g. Aloha)

#### • Others

- Bag in Box
- Fountain & Single Serve Machines
- Cosmetics
- Food (candy, desserts, bakery, sugar replacement formulas, bake-mixes)



## Coconut Milk/Cream Powder

- Non-Dairy, No lactose, Vegan, Non-GMO, and Gluten-Free Coconut Milk & Cream powder with naturally occurring MCTs.

### Applications

#### • Liquid Beverages

- Coconut Milk Brand and PL (e.g. Silk & Starbucks)

#### • Food

- Snack bars, desserts, chocolates, yogurt, ice-cream, soups, bakery

#### • Liquid Creamers

- Coffee Coconut Cream Brand and PL (e.g. Nestle & Trader's Joe)

#### • Powdered Coconut Milk & Creamer

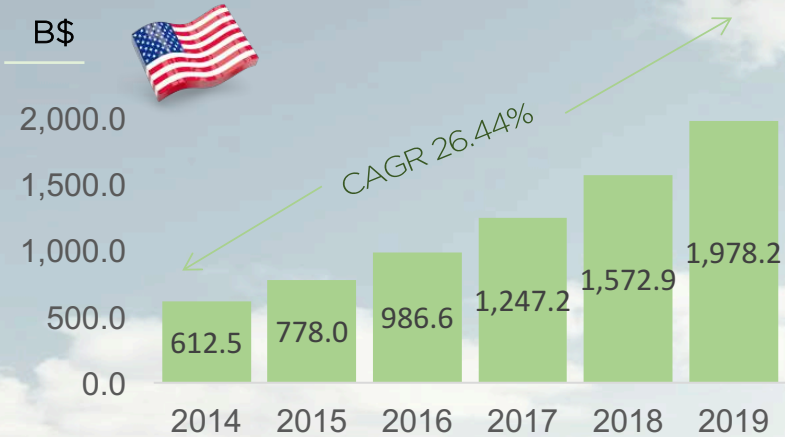
- Instant Coconut Milk and creamers



# Coconut Water continues to grow world-wide



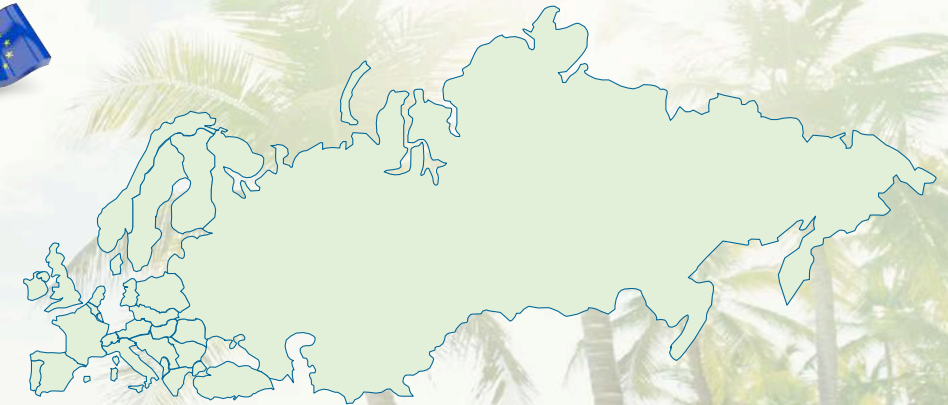
## Coconut water: the rising star of the food and beverage world



Source: Sista

- Population: 320m
- In the last 3 years coconut water has been the most **outstanding growth performance** in the US **beverage industry**
- The market is expected to keep **growing beyond 2019**
- Market Leader **Vita Coco** contributes to **affirm the trend** thanks to their advertising campaigns (features Rihanna, Madonna, Gisele)
- **Most retailers** are launching **PL products** to gain market share to Vita Coco / other market leaders (e.g. Coca-Cola Zico, Pepsi O.N.E.)

*The coconut trend is on his way to Europe*



- Population: 740m
- 2016 SIAL **tradeshow** in Paris designed **coconut** as the **top trend**
- Coconut water is the **fastest-growing non-alcoholic beverage** in the UK and have been for three years
- UK: **100€m<sup>1</sup>** pound in **2016**; expected **244\$m** in **2019** (CAGR 25.24%)<sup>2</sup>
- Assuming UK is 30% of the overall EU market; **expected 800m€** in **2019 equals to ~ 900m€**

1) <http://www.telegraph.co.uk/finance/newsbysector/retailandconsumer/12142910/Cracking-the-coconut-how-Vita-Coco-made-London-its-top-global-market.html>

2) Applied global coconut water CAGR; <http://www.businesswire.com/news/home/20160216006630/en/Global-Coconut-Water-Market-Grow-CAGR-25.24>

# Covico coconut water has many competitive advantages



## Concentrate

## Single Strength

	Covico Coconut Water	Concentrate	Single Strength
 Shelf-life	30 month shelf life	6 months (cold storage) or 1 year (frozen storage)	5 days (cold storage)
 Finished product per container (40ft)	400k liters	200k liters	18k liters
 Taste (and quality)	Consistent and premium (Clean taste, no oxidation)	Variances (due to coconut sourcing, pasteurization and fermentation process)	Variances
 Colour	Clear Liquid	Yellow shade	Slightly cloudy liquid
 Potassium	Guaranteed	Inconsistent	Inconsistent
 Supply seasonality	Fixed	Inconsistent	Inconsistent

# Coconut Milk/Cream is a new category that is showing tremendous growth



Major players like White Wave Foods and Starbucks have already invested in this new market, with the potential to grow more than soy and almond milk.

Covico Coconut Milk /Cream competitive advantages are the same as coconut water advantages



Soy Milk



Almond Milk



Regular Milk



Food Allergy	Coconut (U.S. Only)	Soy	Nuts	Lactose / Dairy
Health Concerns	None	Negative reviews for its unhealthy properties and allergies	Nut allergies	Hormone injected cows / lactose allergies
Health Benefits	Lauric Acid, Potassium, MCTs Non-Gmo, Vegan, Lactose Free, Soy Free, Gluten Free	Lactose Free, Nut allergy free, protein	Non-Gmo, Lactose Free, Soy Free, Vegan	Soy Free, Nut allergy free, natural calcium
Vitamins and Minerals	Natural potassium Other vitamins / calcium added	Vitamin and mineral mix added	Vitamins and minerals added	Natural calcium Vitamins and minerals added



# We can assist with technical services



- Our R&D team is available to assist with formulation needs
- We can sell coconut flavorings, kits (combinations of our powders, flavors, sweeteners, and/or acids)
- Co-brands available for use
- Turn-key private label coconut products



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