

## **Komo Announces Q2 Results, Solid Revenue Growth Driven By Expansion In Wholesale Distribution**

**Vancouver, B.C. – April 3, 2023: Komo Plant Based Foods Inc. (CSE: YUM) (OTCQB: KOMOF) (FSE: 9HB0) (“Komo”)**, a premium plant-based food company, today reports financial results for the quarter ended January 31, 2023.

"We're excited to announce a remarkable 182% revenue growth for the quarter and 148% for the six-month period over last year's results, driven by our successful expansion into wholesale distribution across Canada, including our national listing with Loblaws," says Komo CEO William White. "Our strategic focus on the wholesale channel has resulted in substantial growth, with wholesale revenue accounting for 96% of total revenue."

### **Financial highlights:**

#### **For the three months ended January 31, 2023**

- Komo grew its revenue to \$467,437, which is an increase of 182% as compared to the same period of the prior year. Revenue growth was driven by expanded wholesale distributions across Canada. Komo finalized a national listing with Loblaws and delivered initial orders during the quarter. Wholesale revenue grew by 363% and accounted for 96% of total revenue. Direct to consumer (DTC) sales declined by 76% and accounted for 4% of total revenue. Komo's strategic focus is to grow revenue through the wholesale channel. The decline in DTC sales was mainly due to the termination of Komo's hot meal delivery business which did not strategically fit with Komo's long term goals.
- Komo's gross profit margin was 36% which is consistent with Komo management's expectations, as compared to 37% in the same period of the prior year.
- Operating expenses were \$707,444 as compared to \$1,070,833 for the same period of the prior year. The decrease in operating expenses was primarily driven by cost management measures in advertising, investor relations and share-based compensation.
- Komo incurred a net loss of \$640,030, as compared to net loss of \$1,121,872 in the same period of the prior year. The decrease in net loss was driven by an increase in sales and gross margin and a decrease in operating expenses.
- Loss per share, basic and diluted, was \$0.07, as compared to net loss per share, basic and diluted, of \$0.13 of the same period of the prior year.

#### **For the six months ended January 31, 2023**

- Komo grew revenue to \$645,727, which is an increase of 148% as compared to the same period of the prior year. Revenue growth was driven by greater market presence through wholesales distribution, especially with recent deliveries to

Loblaws. Wholesale revenue grew by 307% and accounted for 95% of total revenue. DTC sales declined by 68% and accounted for 5% of total revenue.

- Komo's gross profit margin was 37%, which is the same in the same period of the prior year.
- Operating expenses were \$1,044,854 as compared to \$2,865,893 of the same period of the prior year. The decrease in operating expenses was primarily driven by cost control measures in advertising, investor relations and share-based compensation.
- Komo incurred a net loss of \$883,670, as compared to net loss of \$2,900,243 in the same period of the prior year. The decrease in net loss was primarily driven by an increase in sales and gross margin and a decrease in operating expenses.
- Loss per share, basic and diluted, was \$0.09, as compared to \$0.33 per share of the same period of the prior year.

### **Operational Highlights**

Komo launched five of its plant-based comfort foods in March 2021. Since then, Komo has been adding innovative plant-based products to its offerings. Currently Komo offers 10 products through wholesale distribution and Komo's own eCommerce web store.

As of today, Komo has on-boarded eight distribution partners across Canada and one in the USA. Through these distribution partners, Komo's products are sold in over 1,200 retail locations in Canada. Komo is currently being carried by many multi-location retail customers including: Your Independent Grocer Stores of Loblaws, Safeway, IGA, Metro, Thrifty Foods, Whole Foods Market, Foodland, Fresh St. Market, Choices, Stong's Market, Country Grocer, Nestors, Nature's Fare Market, Foodland, Aisle24, Goodness Me!, Nature's Emporium, Ambrosia, Highland Farms, La Boite à Grains, Pasquier and Fairway Market. Komo's products are also available in various specialty and independent stores and online stores.

The management's discussion and analysis for the year and the accompanying consolidated financial statements and notes are available under Komo's profile on SEDAR.

### **About Komo**

Komo Plant Based Foods Inc. is a premium plant-based food company that develops, manufactures and sells a variety of plant-based frozen meals that are always hearty, satisfying, and made with wholesome ingredients. At Komo, our mission is to help make plant-based meals a staple on every dinner table by sharing our love for feel-good food that connects the people to the planet. We believe plant-based eating is the future and - Change can start with a single bite™. Our experienced plant-based innovation and development team recreates vegan versions of traditionally cheesy and

meaty classics, with 100% plants. Komo's products are sold direct-to-consumer through our eCommerce website and a distribution network of online and brick and mortar grocery, convenience and natural retailer channels. We launched in 2021 with our flagship products: plant-based Lasagna, Shepherd's Pie and Chickenless Pot Pie and Komo Plant-Based Meal Helpers TM - versatile meal starters to allow the creation of many dishes at home. Komo's newest product is Mac & Greens. All of our products are 100% plant-based, made with wholesome ingredients, free from preservatives and frozen for freshness. Freezing products is a natural and effective way of keeping food products for longer without having to use any preservatives. Komo's meals have a frozen shelf life of 18 months.

Learn more at: [www.komocomfortfoods.com](http://www.komocomfortfoods.com) and follow on Instagram: @komocomfortfoods For further information, please contact:

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*The Canadian Securities Exchange has not reviewed, approved or disapproved the contents of this news release.*

#### *Cautionary Statement Regarding Forward-Looking Statements*

*Certain statements contained in this press release constitute forward-looking information. These statements relate to future events or Komo's future performance. The use of any of the words and similar expressions and statements relating to matters that are not historical facts are intended to identify forward-looking information and are based on Komo management's current belief or assumptions as to the outcome and timing of such future events. Actual future results may differ materially. In particular, Komo's ability to retain key personnel, its projected revenues, its projected expenses, its ability to raise capital, and its expectation as to the continued increase in the number of retailers and consumers of its products constitute forward-looking information. Actual results and developments may differ materially from those contemplated by forward-looking information. Readers are cautioned not to place undue reliance on forward-looking information. The statements made in this press release are made as of the date hereof. Komo disclaims any intention or obligation to publicly update or revise any forward-looking information, whether as a result of new information, future events or otherwise, except as may be expressly required by applicable securities laws.*