



local
bounti



PETE'S

Pete's® Strategic Acquisition Summary

March 15, 2022





FORWARD LOOKING STATEMENTS

This presentation is for the purpose of summarizing certain aspects of the proposed acquisition (the “Transaction”) of the Hollandia Produce Group, Inc. (including related entities and subsidiaries), which does business as Pete’s (“Pete’s”) by Local Bounti Corporation (the “Company” or “Local Bounti”) pursuant to certain purchase agreements entered into among the parties (the “Purchase Agreements”). Certain statements in this presentation are “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such forward-looking statements are often identified by words such as “anticipate,” “approximate,” “believe,” “commit,” “continue,” “could,” “estimate,” “expect,” “hope,” “intend,” “may,” “outlook,” “plan,” “project,” “potential,” “should,” “would,” “will” and other similar words or expressions. Such forward-looking statements reflect current expectations or beliefs concerning future events and actual events may differ materially from historical results or current expectations. The reader is cautioned not to place undue reliance on these forward-looking statements, which are not a guarantee of future performance and are subject to a number of uncertainties, risks, assumptions and other factors, many of which are outside the control of the Company. The forward-looking statements in this presentation address a variety of subjects including, for example, the Transaction, the Company’s potential issuance of shares in satisfaction of the terms and conditions of the Purchase Agreements and the business prospects of the Company following the Transaction. The following factors, among others, could cause actual results to differ materially from those described in these forward-looking statements: the effects of disruption to Local Bounti’s businesses as a result of the Transaction; the impact of transaction costs on Local Bounti’s quarterly 2022 and full year 2022 financial results; Local Bounti’s ability to retain Pete’s customers following the consummation of the Transaction; Local Bounti’s ability to achieve the anticipated benefits from the Transaction; the uncertainty of water supply (and related uncertainty for certain water rights) for Pete’s facilities located in California; Local Bounti’s ability to effectively integrate the acquired operations into its own operations; the ability of Local Bounti to retain and hire key personnel; the uncertainty of projected financial information; the diversion of management time on Transaction-related issues; Local Bounti’s increased leverage as a result of additional indebtedness incurred in connection with the Transaction; restrictions contained in the Company’s debt facility agreements with Cargill; Local Bounti’s ability to repay, refinance, restructure and/or extend its indebtedness as it comes due; and unknown liabilities that may be assumed in the Transaction. In addition, actual results are subject to other risks and uncertainties that relate more broadly to the Company’s overall business, including Local Bounti’s ability to generate revenue; the risk that Local Bounti may never achieve or sustain profitability; the risk that Local Bounti could fail to effectively manage its future growth; the risk that Local Bounti will fail to obtain additional necessary capital when needed on acceptable terms, or at all; Local Bounti’s ability to build out additional facilities; reliance on third parties for construction, delays relating to material delivery and supply chains, and fluctuating material prices; Local Bounti’s ability to decrease its cost of goods sold over time; potential for damage to or problems with Local Bounti’s CEA facilities; Local Bounti’s ability to attract and retain qualified employees; Local Bounti ability to develop and maintain its brand or brands it may acquire; Local Bounti’s ability to maintain its company culture or focus on its vision as it grows; Local Bounti’s ability to execute on its growth strategy; the risks of diseases and pests destroying crops; Local Bounti’s ability to compete successfully in the highly competitive natural food market; Local Bounti’s ability to defend itself against intellectual property infringement claims; changes in consumer preferences, perception and spending habits in the food industry; seasonality; Local Bounti’s ability to achieve its sustainability goals; and other risks and uncertainties indicated from time to time in the Company’s filings with the Securities and Exchange Commission (“SEC”), including the Current Report on Form 8-K filed with the SEC on November 24, 2021, and subsequent annual reports on Form 10-K and quarterly reports on Form 10-Q, which reports are available on the SEC’s website at www.sec.gov. The forward-looking statements in this presentation speak only as of its date. Local Bounti undertakes no obligation to revise or update publicly any forward-looking statement, except as required by law.



Key Investment Considerations

Pete's represents an opportunity to invest in one of the country's leading CEA platforms

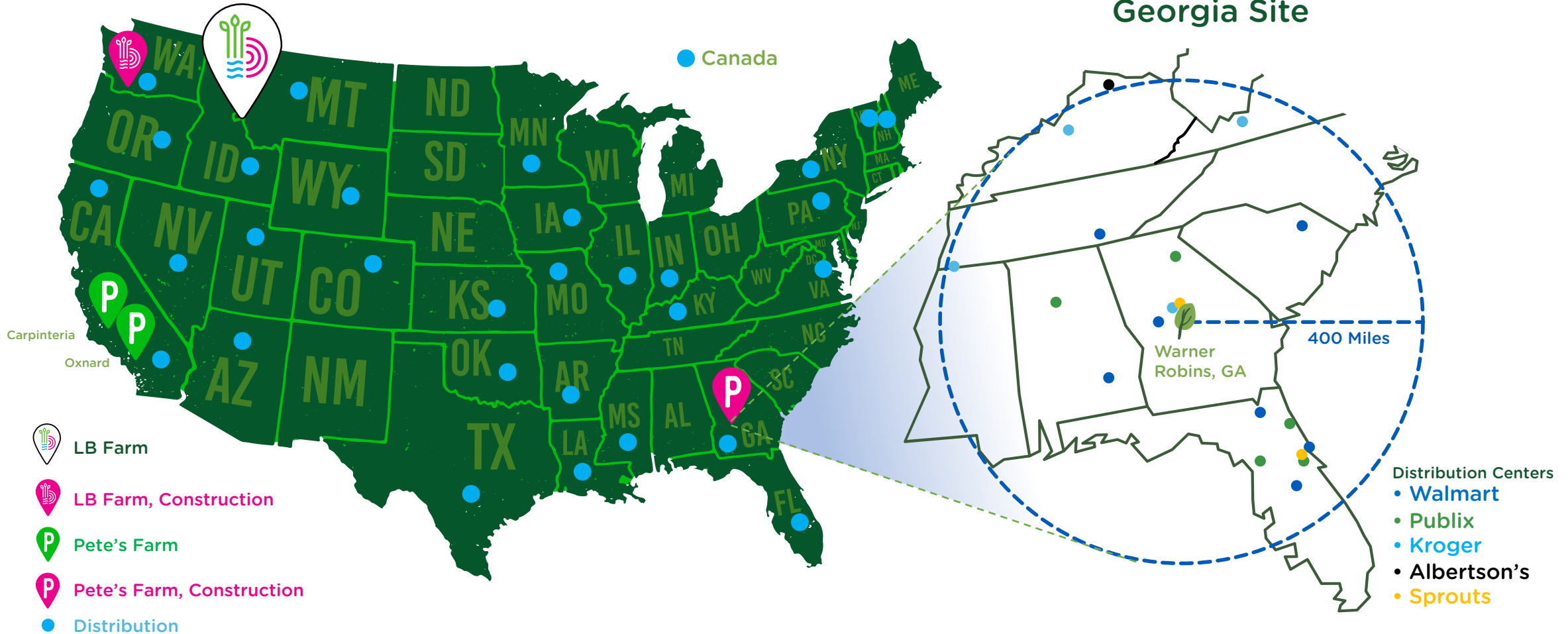
-  Synergistic Footprint
-  Expansive CEA Retail Distribution
-  Category Penetration/Differentiation
-  Local Bounti Stack & Flow Technology™ Retrofit Opportunity



Pete's Distribution Footprint



Pete's footprint is synergistic with Local Bounti's expansion plan



Pete's Expansive CEA Retail Distribution Creates Immediate Scale for Local Bounti



Diverse Blue-Chip Customer Base

Pete's has built a nationwide sales network, laying the groundwork to serve existing customers, nationally, through the development of new facilities

Select Customers



~10,000
RETAIL DOORS

Pete's Customer Base			
	West	Central	East
Customers	93	27	23
Customer Door Count	6,416	2,965	619
% TTM July 2021 Revenue ¹	81%	14%	5%

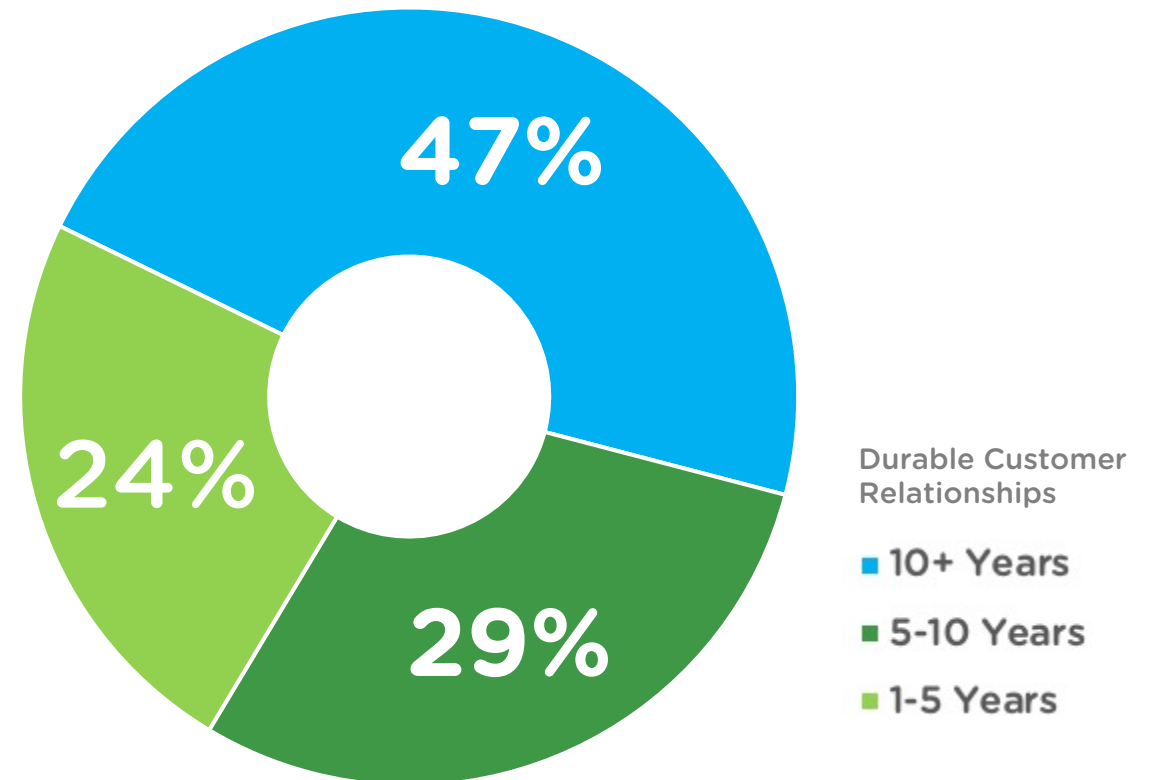
1. Unaudited. Provided by Pete's.



Pete's enjoys durable relationships with regional and national customers, as demonstrated by ~75% of net revenue generated in 2021 from customers with a 5+ year tenure

- Coast-to-coast coverage allows Pete's to work with large retail, wholesale and foodservice accounts
- During 2021 Pete's generated 81% of net revenue from retail and wholesale customers
- Pete's has a proven track record of successful product introductions with its customers

Pete's Delivers Deep & Diverse Blue-Chip Customer Base to Expand Local Bounti Presence



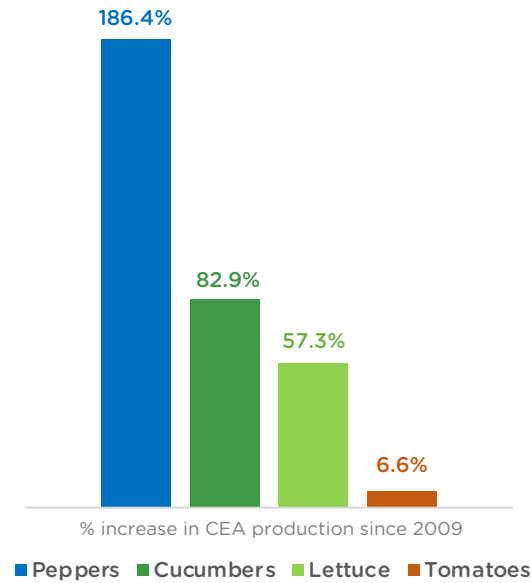
Pete's Established Category Penetration



A growing share of crops are cultivated using hydroponic methods, highlighting CEA's disruptive potential

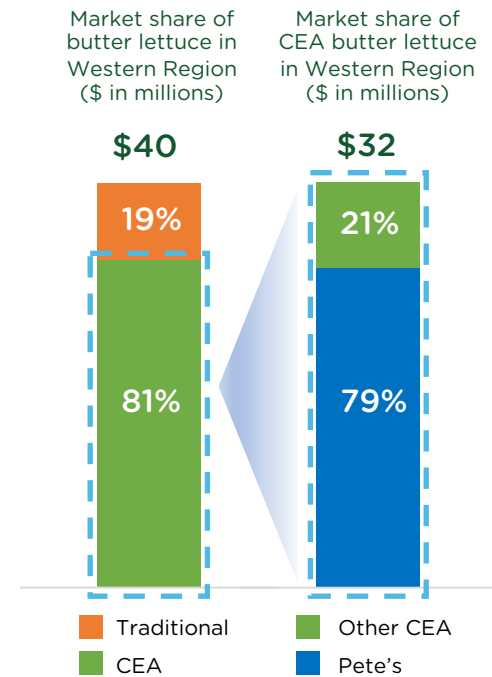
- A rising share of products are CEA-grown, highlighting customer and consumer adoption
 - Over 25% of tomatoes are grown through CEA methods versus 9% in 2003¹
 - Certain products are now majority CEA-grown: ~ 81% of butter lettuce sold in the Western region (comprising the Pacific and Mountain regions) is CEA-grown¹

Case Study¹
CEA Production Increase
Since 2019



Over the past 12 years, production of other vegetable varieties has shifted increasingly towards CEA

CEA Indoor butter lettuce replaces field-grown¹



Pete's shows how CEA product can be more popular than traditional products

1. USDA, Nielsen, Pete's Estimates. Case study is not indicative of any future performance by Local Bounti or Pete's.



Track Record of Successful Expansion

Pete's has a long history of completing transformative capital projects that boost output and margins

Development of Oxnard, CA Facility

Pete's acquired the Oxnard location in 2010, transforming a palm-tree farm into a highly efficient greenhouse

- 1 Expanded growing capabilities to include ponds, gutters and channels
- 2 Increased yields and reduced growing cycles in organic products through the implementation of best practices, learned over 25+ years
- 3 Launched new suite of organic and Greenhouse Fresh products

Industry-Leading Operations



Three distinct growing systems, depending on product category



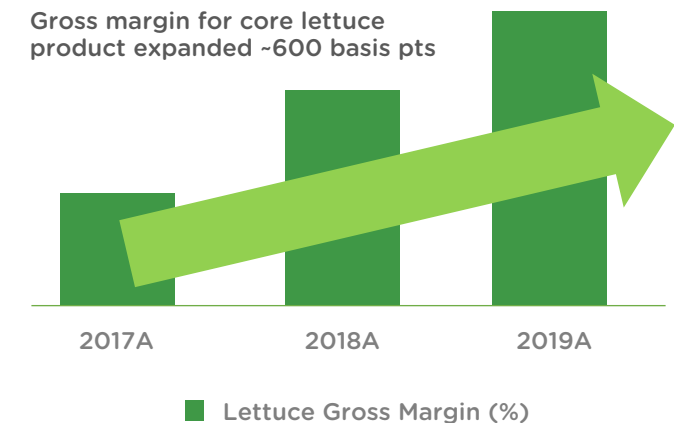
Proprietary fertilization techniques for organic segments



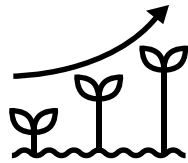
State-of-the-art harvesting and packing technology

Process Improvements Yield Gross Margin Expansion¹

Pete's success in adding both capacity and additional acreage in California positions the Company for continued expansion in Georgia as well as throughout other targeted geographic regions

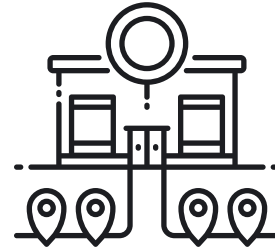


Substantial Operational Synergies



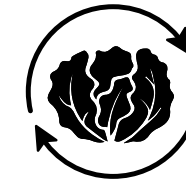
Yield Efficiency Improvements

- Incorporate Stack & Flow Technology™ at Pete's three facilities (2 in California and 1 in Georgia)
- Leads to increased grow zone capacity and higher yields



Expanded Retail Presence

- Pete's has an extensive retail network (~10,000 doors vs. Local Bounti at 500 doors today)
- Immediately leverage Pete's customer base to sell Local Bounti product in Northwestern US and beyond
- Enable a multi-tiered brand strategy



Supply Chain Cost Savings

- Pete's has spent 25 years building an efficient supply chain
- Expect to utilize significant cost savings on inputs, such as raw material procurement and packaging

Retrofit Opportunity Expands Pete's Yields



Stack & Flow TECHNOLOGY™



Unique Stack & Flow™ retrofit capabilities provide opportunity to expand addressable market to other existing greenhouse operations

Vertical Farm



Stack + Flow

Greenhouse



35+%¹

Expected retrofit yield improvement

40+ SKUs

Optimal production potential

90%+²

Less water and land usage

EFFICIENCIES

- ✓ Yield
- ✓ Cost
- ✓ Capital
- ✓ Product
- ✓ Resource

1. Based on Company information. Expected yield improvement with addition to Stack & Flow Technology™ to Pete's California and Georgia farms.

2. Based on publicly available market research on Controlled Environment Agriculture



TURN A NEW LEAF

Starting a new chapter in agriculture, **together**

