



- 67 Million Americans Have Complex Metabolic Health Issues*
- 225 Million Are Overweight Or Obese*
- 50 Million Have Chronic Pain Due To Inflamation*
- 88 Million Are Pre-Diabetic*
- 70 Million Have Sleep Disorders*
- 59 Million Are Depressed*
 (47 Thousand Commit Suicide Annually)

OUR SOLUTION

- We Researched Ayurvedic "Food Is Medicine" Principles
- We Learned About The Benefits Of Organic, Nutrient-Dense Foods
- We Focused on Low Sugar & Healthy Fat Options (Omega 3-6-9)

WE CAN

& SHOULD

DO BETTER

- We Focused on Gut Health (Fermented Foods, Pre & Probiotics)
- We Started Using Intermittent Fasting and Daily Exercise
- We Engaged In Local & USA-Based Food Sourcing
- We Researched Products w/ Supporting Clinical Data

Data References

vww.CDC.Gov/ Gut Health, Diabetes, lbesity, Heart Disease, Cancer, etc. vww.HopeForDepression.org vww.Healthline.com

*www.news.gallup.com
*www.sleenassociation.org







A Premium Lifestyle Brand That Delivers Targeted, Therapeutic, **Functional Mushrooms** & Botanical Stacks.





- Use Of Functional-Mushrooms & Botanicals Is Now Becomming Mainstream To Combat Global Health & Wellness Concerns*
- 63% Of Americans Are Now Open To Using Functional Mushrooms For Health Concerns*
- Post Pandemic 50% Of Americans
 No Longer Trust Big Pharma*
- Consequently, Consumers Are Actively Researching Functional Mushrooms*
 A Rate Of 350k Google Searches Per Month

THE OPPORTUNITY

- \$29+ Billion Global Opportunity*
- \$4+ Billion US Market Alone*
- \$44+ Billion Globally By 2028*

KEY TAKE AWAY

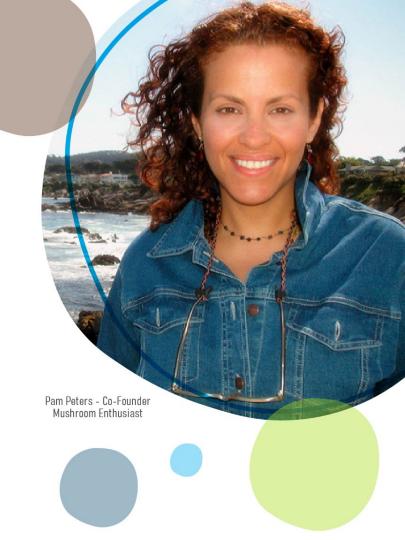
- Current Reasearch With Lion's Mane Mushroom Extracts
 @ NIH, Johns Hopkins, Mount Sinai, Etc., Is Showing Amazing
 Results With Both Neuroplasticity & Neural Regeneration*
- Consumers Are Finding This Research & Purchasing Functional Mushroom Products More Than Ever Before*

Data References

AlliedMarketResearch.com Data Nutritional Outlook Data NXURSAorg Data Mordorintelligence.com Data "Databridgemarketresearch.com Data Pbleiner.com/en/collagen-whitepaper Da Prightfieldgroup.com Data "YouGov.com National Survey 'National Center For Integrative Health



"Our Vision Is To Build A Brand That Truly Matters To Consumers By Engaging Their Daily Goals, Struggles & Health Needs, Then Passionately Delivering On That Engagement Throughout Their Wellness Journey."





Blue Toad[™] Grows Market Share By Focusing On Multi-Format Need-State Protocols.





COMPETITORS

OM Mushrooms
Four Sigmatic
Host Defense
Real Mushrooms
FreshCap
MUD\WTR
Genius Brand
UMBO

*The Top 6 Functional Mushroom Brands On Amazon Are Each Generating Between \$750k - \$1mm Per Month In Gross Sales.



Blue Toad Botanicals

 Our Products Are Attractive To Multiple Demographics In Multiple Retail Categories.

- We Are Strategically Focused On Solving Consumer Problems.
- We Are Plant-Based, Non-GMO, Vegan, Gluten Free & We Use Organic US Grown Mushrooms.
- We Focus On Gut-Health To Support Balanced Mood & General Wellbeing.
- We Use Clinically Proven Ingredients With FDA Approved Structure/ Functional Claims.





STUNNING RETAIL SHELF SET

Fun/Colorful Brand | We Are On Trend | Competitive Price Point | Highly Functional Formulas | Shipping Now!









PASSIONATELY CONNECT WITH CONSUMERS



BUILD LASTING **PARTNERSHIPS** DISRUPT WITH INNOVATION



DELIVER A
CUSTOMER FIRST
OMNICHANNEL
EXPERIENCE



BUILD A BRAND THAT **MATTERS**





DEVELOP A STRONG IP **PORTFOLIO**



PUT TRUST IN YOUR TEAM & ADVISORS



EXECUTE WITH PURPOSE & INTEGRITY



Omnichannel Focused

- Recently Activated Our Brand Via: Email, SEO, Affiliates, Paid Ads, etc.
- Our Online Retailers: Amazon, Walmart & FAIRE (iHerb, Vitamin Shoppe)
- Focused On Direct Store Delivery Opportunities
 - 21,500 Small Independent Grocers
 - 45,500 Specialty Food Retailers
 - 162,000 Health Stores
 - 19,000 Wellness Clinics & Spas
 - 70,000 Chiropractic Offices
- Albertsons Grocery & Pharmacy Channel

SRP'S: \$24.95 - \$89.95 GROSS MARGINS: 70%+ CURRENT AOV \$91+ *2024 REVENUE: \$1MM *2025 REVENUE: \$5MM *148,000 TRANSACTIONS





ww.thegoodbody.com ww.ibisworld.com ww.naturopathic.org ahoo Business



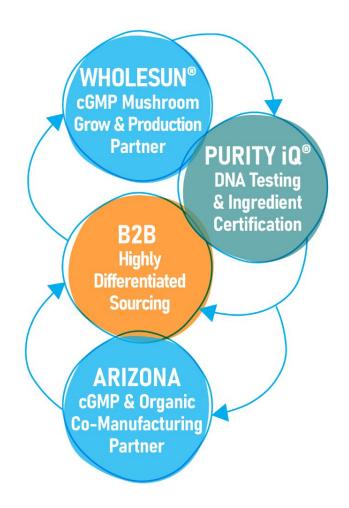
Business Partnerships

- Wholesun® Is The US-Based Premium Raw Material Supplier That Utilizes State-Of-The-Art cGMP Processes To Produce Highly Functional, Organic, Dual Extract Fruiting Body Ingredients.
- PURITY iQ® Certification DNA Testing & Ingredient Certification. Certification Costs Are Pennies Per Package & Will Create A Strong Marketing Advantage.
- Arizona Custom Blends® A leading contract manufacturer specializing in powders & capsules. ACB is an FDA registered facility with NSF cGMP certification, USDA Organic, Kosher, & NSF Sport Certified.











Experienced Team

Cross Functional Execution

- 15+ Years Of Innovation & GMP Manufacturing For Large Scale CPG Customers Like; Kroger, Garden Of Life, Onnit, Dr. Mercola, Melaleuca, USANA, Labrada, Life Extension, Walmart, Etc.
- Award Winning Innovation Team With NUTRACON® & SSW® Editors
 Choice Wins For Their Groundbreaking Functional-Food Products.
- A 2019 Exit From Good Superfoods LLC GSF Was Built From \$0 ➤ \$8.3mm Run Rate, Employing 68 People In Boise For 10+ Years.



PAMELA PETERS Co-Founder & COO

26 year veteran entrepreneur with startup/ bootstrap operational experience thru building and operating a 65 headcount co-manufacturing facility & national brand.



PAUL FRANTELLIZZI Co-Founder, CEO & CINO

Award winning & disruptive entrepreneur with 40+ years experience in technology, CPG innovation, functional-foods, hemp/cannabis & medicinal mushrooms.





Advisory Team

Blue Toad™ Has Assembled A Rockstar Advisory Team To Push, Guide & Advise Us Accross The Finish Line.



KEVIN SMITH
Founder & CEO/CBO
SMASHBRAND® Brand
Strategy & Design



BRAD FRAZER
Partner @ Hawley Troxell®
LLP & IP Law Chair
Deputy General Council
@ Micron Technology®



REM FOX COO Behavioral Imaging® Patented "Live Observation Diagnostic Sequencing" (LODS)



CHUCK WATSON
Founder & CEO
S!deaway Foods®
CO-Founder Nature's
Earthly Choice®



KAI SACHER

GLOBAL VP R&D Chobani® CEO, Founder @ Sacher Food Creation® LLC, Probiotic &

> KIMBERLY STUCK Founder & CEO of ALLAY® HACCP Certified Consulting Psilocybin & Hemp Expert

Blue Toad Botanicals™

- Brand Activation Sales & Marketing
- In-Store Demos & Brand Support
- Customer Acquisition & Retention
- Building A Strong Supply Chain
- CapEx For Innovation Lab
- Continuing Brand IP
- Operating & Legal



- Founders Cash In To Date: \$250k
- Headcount 3 People
- Full Innovation Lab & GMP Compliant Facility
- Currently Selling DTC & Limited Retail
- Ready To Expand

Misc. Cap Ex 15 % 10%

G&A 15%

Innovation 10%

Capital Allocation

Legal 5%

Inventory 20%

Sales & Marketing In-Store Support 25%





We Want To Hear From You

Blue $Toad^{\mathsf{TM}}$ is actively looking for the right industry partners to help grow our amazing brand and support as many consumers as possible. You are smart, kind, want to change the world, extremely passionate about wellness, you know the value of the functional mushroom space.

We are everything you are - join us so we can build something amazing together & change the world!

Paul Frantellizzi
Paul@BlueToadBotanicals.com
BlueToadBotanicals.com
800.732.0472
208.914.1015







ADDITIONAL SLIDES



3 Year P&L Forecast

Gross Revenue		
COGS		
Gross Profit		
Operating Expenses		
EBIDTA		
NET%		
YE Net Cash		
Average SRP		

Gross Margins

Financing

Customers/Transactions

20% Marketing Spend

 *Year 1	*Year 2	*Year 3
\$158k	\$1,011k	\$5,530k
\$53k	\$341k	\$1,921k
\$65k	\$457k	\$2,531k
\$134k	\$643k	\$1,925k
(\$41k)	(\$134k)	\$826k
-26%	-13%	15%
\$163k	\$543k	\$941k
\$39.95	\$39.95	\$39.95
72%	73%	74%
4,300	27,000	148,000
\$250k	\$500k	\$500k
\$31k	\$212k	\$1,078k

^{*}In Thousands/ Assumes An Initial \$250K Capital Investment







FUNCTIONAL MUSHROOM LINE SHEET I



BRAIN

SRP: \$34.95 | WHSL: \$20.97 UPC: 860006310813

Single: 3.5"L x 3.5"W x 5"H Case: (12 Units) 11"L x 8"W x 8.5"H Weight

Unit: 7.5 oz. Gross | 5.3 oz. Net Case: (12 Units) 6 lbs. Gross

Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months

Product Coding Internal 8 Digits



GOLDEN 15

SRP: \$34.95 | WHSL: \$20.97 UPC: 860006310851

Dimensions Single: 3.5"L x 3.5"W x 5"H Case: (12 Units) 11"L x 8"W x 8.5"H

Unit: 7.5 oz. Gross | 5.3 oz. Net Case: (12 Units) 6 lbs. Gross Minimum Order

WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months **Product Coding** Internal 8 Digits



MYCOJAVA

SRP: \$34.95 | WHSL: \$20.97 UPC: 860008327284 Dimensions

Single: 3.5"L x 3.5"W x 5"H Case: (12 Units) 11"L x 8"W x 8.5"H Weight

Unit: 8.5 oz. Gross | 6.35 oz. Net Case: (12 Units) 7.5 lbs. Gross Minimum Order

WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months

Product Coding Internal 8 Digits



BEETS

SRP: \$34.95 | WHSL: \$20.97 UPC: 860004533207

Single: 3.5"L x 3.5"W x 5"H Case: (12 Units) 11"L x 8"W x 8.5"H Weight

Unit: 8.5 oz. Gross | 6.35 oz. Net Case: (12 Units) 7.5 lbs. Gross

Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months **Product Coding** Internal 8 Digits



COLLAGEN

SRP: \$24.95 | WHSL: \$14.97 UPC: 860006310820 Dimensions

Single: 3.5"L x 3.5"W x 5"H Case: (12 Units) 11"L x 8"W x 8.5"H Weight

Unit: 8 oz. Gross | 5.8 oz. Net Case: (12 Units) 7 lbs. Gross

Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months

Product Coding Internal 8 Digits



GUMMIES

SRP: \$24.95 | WHSL: \$14.97 UPC: 860006310875

Single: 3.5"L x 3.5"W x 5"H Case: (12 Units) 11"L x 8"W x 8.5"H Weight

Unit: 9 oz. Gross | 7 oz. Net Case: (12 Units) 7.75 lbs. Gross

Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months **Product Coding** Internal 8 Digits



LION'S MANE

SRP: \$24.95 | WHSL: \$14.97 UPC: 860004533290

Dimensions Single: 3.5"L x 3.5"W x 5"H Case: (12 Units) 11"L x 8"W x 8.5"H Weight

Unit: 5.5 oz. Gross | 3.5 oz. Net Case: (12 Units) 5 lbs. Gross

Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months

Product Coding Internal 8 Digits

BLUE



SRP: \$24.95 | WHSL: \$14.97 UPC: 860004533283 Dimensions Single: 3.5"L x 3.5"W x 5"H

Case: (12 Units) 11"L x 8"W x 8.5"H Weight Unit: 5.5 oz. Gross | 3.5 oz. Net

Case: (12 Units) 5 lbs. Gross Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit

Shelf Life 12 Months **Product Coding** Internal 8 Digits



CORDYCEPS

SRP: \$24.95 | WHSL: \$14.97 UPC: 860008327215 Single: 3.5"L x 3.5"W x 5"H

Case: (12 Units) 11"L x 8"W x 8.5"H Weight Unit: 5.5 oz. Gross | 3.5 oz. Net

Case: (12 Units) 5 lbs. Gross Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life

12 Months **Product Coding** Internal 8 Digits



TURKEY TAIL

SRP: \$24.95 | WHSL: \$14.97 UPC: 860006310806 Single: 3.5"L x 3.5"W x 5"H

Case: (12 Units) 11"L x 8"W x 8.5"H Unit: 5.5 oz. Gross | 3.5 oz. Net

Case: (12 Units) 5 lbs. Gross Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit

Shelf Life 12 Months **Product Coding** Internal 8 Digits



TREMELLA

SRP: \$24.95 | WHSL: \$14.97 UPC: 860008327222 Single: 3.5"L x 3.5"W x 5"H

Case: (12 Units) 11"L x 8"W x 8.5"H Unit: 5.5 oz. Gross | 3.5 oz. Net

Case: (12 Units) 5 lbs. Gross Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life

12 Months **Product Coding** Internal 8 Digits



SRP: \$24.95 | WHSL: \$14.97

UPC: 860004533276 Single: 3.5"L x 3.5"W x 5"H

Case: (12 Units) 11"L x 8"W x 8.5"H Unit: 5.5 oz. Gross | 3.5 oz. Net Case: (12 Units) 5 lbs. Gross

Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life

> 12 Months **Product Coding** Internal 8 Digits



SRP: \$24.95 | WHSL: \$14.97 UPC: 860003931332 Dimensions Single: 3.5"L x 3.5"W x 5"H

Case: (12 Units) 11"L x 8"W x 8 5"H Weight Unit: 7.5 oz. Gross | 5.3 oz. Net

Case: (12 Units) 6 lbs. Gross Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life

12 Months **Product Coding** Internal 8 Digits



POOCH

SRP: \$34.95 | WHSL: \$20.97 Calm UPC: 860004533238 Probiotic UPC: 860004533245

Single: 3.5"L x 3.5"W x 5"H Case: (12 Units) 11"L x 8"W x 8.5"H

Unit: 7.5 oz. Gross | 5.3 oz. Net Case: (12 Units) 6 lbs. Gross Minimum Order

WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months **Product Coding** Internal 8 Digits



FUNCTIONAL MUSHROOM LINE SHEET II



AMANITA SLEEP

SRP: \$89.95 | WHSL: \$53.97 UPC: 860003931356 Dimensions Single: 1.125"L x 1.125"W x 5"H

Case: (12 Units) 6"L x 4"W x 8.5"H Weight Unit: 3 oz. Gross I 2 oz. Net

Case: (12 Units) 3 lbs. Gross Minimum Order WHSL: 2 Units | Drop Ship: 1 Unit

Shelf Life 12 Months **Product Coding** Internal 8 Digits



BRAIN CAPSULES

SRP: \$49.95 | WHSL: \$29.97 UPC: 860006310882 Dimensions

Single: 1.5"L x 1.5"W x 5"H Case: (12 Units) 6"L x 4"W x 8.5"H

Unit: 2.5 oz. Gross | 1.5 oz. Net Case: (12 Units) 2.5 lbs. Gross Minimum Order

WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months

Product Coding Internal 8 Digits



CALM CAPSULES

SRP: \$49.95 | WHSL: \$29.97 UPC: 860008327208

Single: 1.5"L x 1.5"W x 5"H Case: (12 Units) 6"L x 4"W x 8.5"H Weight

Unit: 2.5 oz. Gross | 1.5 oz. Net Case: (12 Units) 2.5 lbs. Gross Minimum Order

WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months **Product Coding** Internal 8 Digits



SLEEP CAPSULES SRP: \$49.95 | WHSL: \$29.97 UPC: 860008327246

Dimensions

Weight

Unit: 2.5 oz. Gross | 1.5 oz. Net

Case: (12 Units) 2.5 lbs. Gross

Minimum Order

WHSL: 2 Units | Drop Ship: 1 Unit

Shelf Life

12 Months

Product Coding

Internal 8 Digits

SRP: \$59.95 | WHSL: \$35.97 UPC: 860008327260 Dimensions

Single: 1.5"L x 1.5"W x 5"H Single: 1.5"L x 1.5"W x 5"H Case: (12 Units) 6"L x 4"W x 8.5"H Case: (12 Units) 6"L x 4"W x 8.5"H Weight

> Unit: 2.5 oz. Gross | 1.5 oz. Net Case: (12 Units) 2.5 lbs. Gross Minimum Order

WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life 12 Months **Product Coding** Internal 8 Digits



AMANITA CALM

SRP: \$89.95 | WHSL: \$53.97 UPC: 860004533221

Dimensions Single: 1.125"L x 1.125"W x 5"H Case: (12 Units) 6"L x 4"W x 8.5"H Weight

Unit: 3 oz. Gross | 2 oz. Net Case: (12 Units) 3 lbs. Gross Minimum Order

WHSL: 2 Units | Drop Ship: 1 Unit Shelf Life

12 Months **Product Coding** Internal 8 Digits



BRAIN CHOCOLATE

SRP: \$3.49 | WHSL: \$2.09 UPC: 860003931318

Single: 2"L x .25"W x 6"H Case: (12 Units) 9"L x 2.5"W x 6.5"H Weight

Unit: 1.5 oz. Gross | 1 oz. Net Case: (12 Units) 2 lbs. Gross Minimum Order WHSL: 12 Units | Drop Ship: 1 Unit Shelf Life 12 Months

Product Coding Internal 8 Digits



CALM CHOCOLATE

SRP: \$3.49 | WHSL: \$2.09 UPC: 860003931301

Single: 2"L x .25"W x 6"H Case: (12 Units) 9"L x 2.5"W x 6.5"H

Unit: 1.5 oz. Gross | 1 oz. Net Case: (12 Units) 2 lbs. Gross Minimum Order WHSL: 12 Units | Drop Ship: 1 Unit

Shelf Life 12 Months **Product Coding** Internal 8 Digits



MOOD CHOCOLATE

SRP: \$3.49 | WHSL: \$2.09 UPC: 860003931387 Dimensions Single: 2"L x .25"W x 6"H

Case: (12 Units) 9"L x 2.5"W x 6.5"H

Unit: 1.5 oz. Gross | 1 oz. Net Case: (12 Units) 2 lbs. Gross Minimum Order WHSL: 12 Units | Drop Ship: 1 Unit

Shelf Life 12 Months **Product Coding** Internal 8 Digits



ENERGY CHOCOLATE

SRP: \$3.49 | WHSL: \$2.09 UPC: 860003931370 Dimensions Single: 2"L x .25"W x 6"H

Case: (12 Units) 9"L x 2.5"W x 6.5"H Weight Unit: 1.5 oz. Gross | 1 oz. Net

Case: (12 Units) 2 lbs. Gross Minimum Order WHSL: 12 Units | Drop Ship: 1 Unit

> Shelf Life 12 Months **Product Coding** Internal 8 Digits



SHROOMIN CHOCOLATE

SRP: \$3.49 | WHSL: \$2.09 UPC: 860004533214 Dimensions

Single: 2"L x .25"W x 6"H Case: (12 Units) 9"L x 2.5"W x 6.5"H Weight

Unit: 1.5 oz. Gross | 1 oz. Net Case: (12 Units) 2 lbs. Gross Minimum Order

WHSL: 12 Units | Drop Ship: 1 Unit Shelf Life 12 Months **Product Coding** Internal 8 Digits

