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WHIRL • CLASS®
BLENDED DRINKS

Investor Presentation

May 2026

PREMEASURED | PREPACKAGED | PERFECTION

Forward Looking Statements

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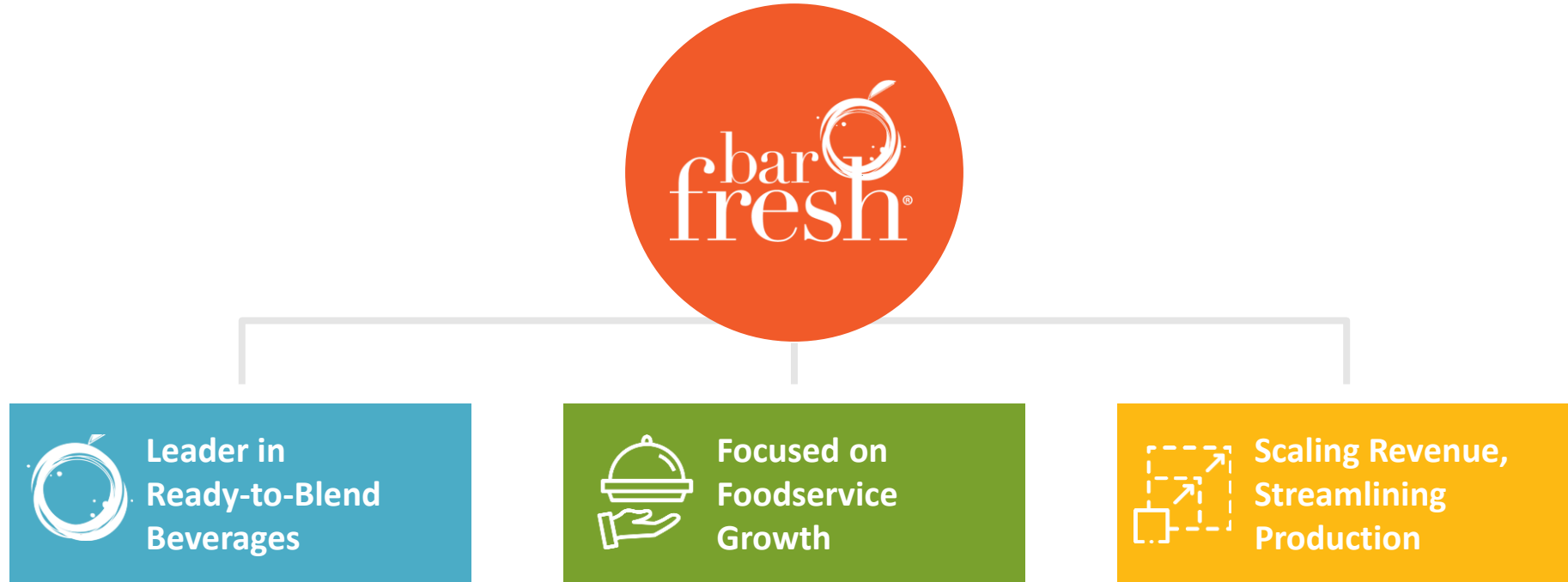
Real. Fresh. Deliciousness.

- Barfresh is a leader in **ready-to drink** and **ready-to-blend** frozen beverages for high-volume operations
- It's no secret that people are more obsessed than ever with living a healthier lifestyle and feeding their bodies with fresh and simple foods
- Barfresh founder, Riccardo Delle Coste recognized the growing “better for you” trend early in 2005 and developed a **proprietary, patented “whirl class” system** that made serving freshly blended frozen beverages **quick, easy and cost efficient**
- Our **Twist & Go, Pop & Go, Single-Serve and Easy-Pour Bulk products** have transformed the blended beverage industry for smoothies, shakes and frappes made with fresh fruit and other natural ingredients



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Barfresh company snapshot



COMPANY OVERVIEW AND FINANCIAL HIGHLIGHTS

COMPANY HQ

Los Angeles, CA

FY'25 REVENUE

\$14.2M

+33% YoY

FY'25 ADJ. EBITDA

(\$2.1M)

FY'25 GROSS MARGINS

22%+

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Full Year 2026 Financial Guidance

FY 2026¹

Revenue: \$28 to \$32M
(97% to 125% YoY growth)

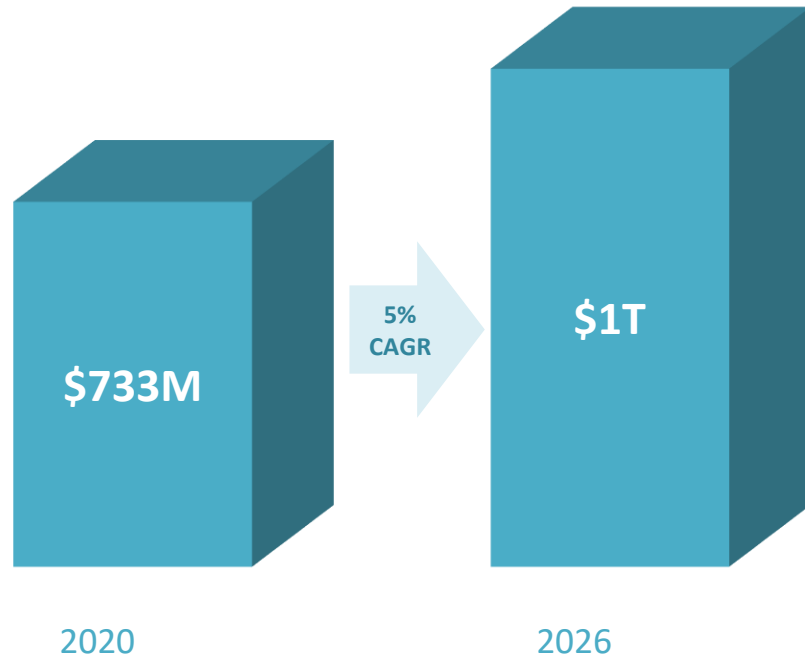
Adjusted EBITDA: \$3.2 to \$3.8M

¹ Includes Barfresh organic business as well as the acquired Arps Dairy business

Market Opportunity

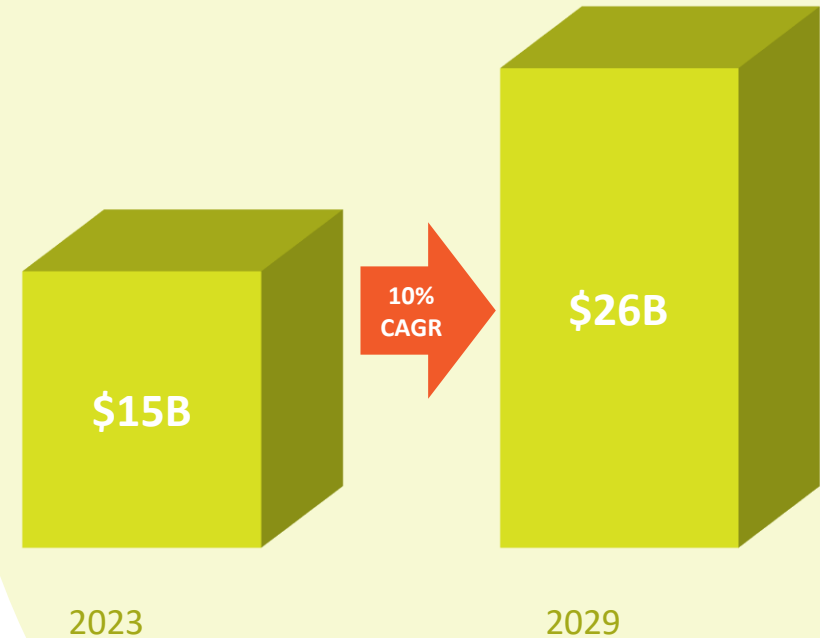
SMOOTHIE MARKET GROWING ALMOST 2X THE RATE OF ALREADY-STRONG HEALTHY FOODS CATEGORY

Global Healthy Food & Beverage Market



Source: Statista 2022

Global Smoothie Market Sales



Marketing Data Forecast (Jan, 2024)

Product Offerings

Ready to Drink

Twist & Go



Ready to Blend Concentrates

Single Serve

Easy Pour Bulk

100% Refreshers



Ready to Eat

Pop & Go



Bottled, Ready-to-Drink Solution for Schools

Twist & Go

by barfresh

SWEET FRUIT AND CREAMY YOGURT SMOOTHIES ARE THE PERFECT START TO ANY DAY OR "ON THE GO" SNACK IN FOUR AMAZING FLAVORS BOTH KIDS AND ADULTS LOVE



STRAWBERRY BANANA SMOOTHIE



PEACH SMOOTHIE

NO ADDED SUGAR

ONLY 125 CALORIES

5g OF PROTEIN



- ✓ 4 Ounces of Yogurt and ½ Cup of Fruit/Fruit Juice
- ✓ No Preservatives
- ✓ No Artificial Flavors or Colors
- ✓ No Sugar Added
- ✓ 125 Calories
- ✓ 5 Grams of Protein

Compliant with USDA reimbursable meal programs and smart snack compliant

barfresh®

Differentiated Single Serve Product Process

Operational Simplicity

- Perfect consistency every time
- Makes a smoothie in approx. 1 minute
- Only equipment needed: Blender
- No waste, no spoilage
- Reduces labor
- No complicated installation
- Portion controlled

Ingredients

- No artificial colors or flavors
- Premium taste
- Clean labeling
- Real fruit
- Gluten free
- Kosher certified



in Less Than a Minute!



barfresh®

Proprietary “Easy Pour” Bulk Format Solution

Response to Customers Requiring Rapid Speed of Service

The Barfresh Process

Barfresh Bulk Solution

1

1 gallon of concentrate



2

1 gallon of water



3



Any size finished smoothie

Flexible Solution Can Fit with Customer's Existing Equipment

100% Juice Freeze Pops for Schools



Your healthy freeze pop!

Nutritious and fun way for K12 school students and staff to get 1/2 cup of real fruit juice with no sugar added and no artificial ingredients

- ✓ ½ Cup of Fruit Juice; 100% Juice
- ✓ No Preservatives
- ✓ No Artificial Flavors or Colors
- ✓ No Sugar Added
- ✓ Good Source of Vitamin C
- ✓ Gluten Free

Compliant with USDA reimbursable meal programs and smart snack compliant

BUSINESS NETWORK:
CUSTOMERS,
DISTRIBUTORS and
MANUFACTURERS



Diverse Sales Channels



EDUCATION



MILITARY



**BUSINESS &
INDUSTRY**



**THIRD-PARTY
OPERATORS**



**NATIONAL QUICK
SERVICE
RESTAURANTS**



**RECREATION,
AMUSEMENT &
TOURISM**

Elementary and Secondary School Accounts

Massive market potential¹

School students in the United States

13K districts → **131K+** schools

Twist & Go, Pop & Go and **WHIRLZ** offerings **dramatically increase growth opportunities**



REAL FRUIT

No Preservatives

No Artificial Flavors or Colors

No Sugar Added

Non-GMO

Gluten-Free

Meets school nutrition regulations

- USDA Smart Snack Compliant
- Meets the “Buy American” requirement

¹ Research.com and National Center for Education Statistics, Department of Education, Table 105.20. Edweek.org

Immense opportunity in education with tailwinds behind us

- ✓ **Enormous amount of runway** with Twist & Go and Pop & Go offerings
- ✓ Emphasis of healthy options, especially in underprivileged areas
 - Importance of breakfast in academic performance is frequently documented
 - Twist & Go is the first chance to try a smoothie for some kids
 - Continued bi-partisan political momentum for free meals in schools
 - **Twist & Go increases breakfast participation rate by as much as 40%***
- ✓ Pop & Go targets lunch menu, which can be **up to 5x more in volume than the breakfast menu** where Barfresh's other products are offered
- ✓ Continued great feedback from parents, students and administrators alike
 - Twist & Go and Pop & Go are products that everyone is excited about
 - **All are thrilled to see the kids happy to eat healthy products**
- ✓ Barfresh is turning the corner after navigating supply challenges over the past couple of years

Transformative strategic acquisition overview

Barfresh has completed the acquisition of Arps Dairy: A family-owned creamery located in the Midwest with an 80+ year history and meaningful revenue operating at breakeven

- *This acquisition provides immediate scale to Barfresh:*

- ✓ New 44,000 sq ft manufacturing facility
- ✓ Robust synergies to enhance combined business profitability
- ✓ Arps Dairy's revenue to immediately accelerate combined business top-line growth
- ✓ Production security for Barfresh
- ✓ We view this as a value-accretive opportunity supported by a high-quality asset base



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Meaningful Synergies Identified

1

Tolling Charge Margin Recapture

Eliminates fees previously paid to third-party co-manufacturers, boosting gross margin by internalizing production

2

Freight Cost Reduction

Consolidated operations reduce inbound shipping and freight-to-storage costs through optimized logistics

3

Ingredient Volume Pricing

Larger, consolidated ingredient purchases drive better volume-based pricing and procurement efficiency

4

Cold Storage Savings

Owning the facility avoids third-party cold storage fees, lowering recurring overhead costs

New customer expansion opportunity



In addition to the acquisition of Arps Dairy, Barfresh has interest from multiple other large customers for production at its new facility.



We plan to **take advantage of our existing planned buildout** of the new Arps Dairy facility, making incremental improvements to accommodate this new customer's capacity, **streamlining construction and efficiency of the process**



We expect these new customers to **meaningfully enhance our go-forward financial profile and growth trajectory** in 2027 and beyond

Integrated Manufacturing Platform Positions Barfresh to Scale to \$200M+

Owned Manufacturing (Primary)

- Completed acquisition of Arps Dairy in October 2025, establishing full control over the majority of production
- Operational 15,000 sq. ft. processing facility currently producing and 44,000 sq. ft. state-of-the-art facility expected to commission Q4 2025
- Eliminates third-party manufacturing fees; improves ingredient procurement, freight, and cold storage economics

Supplemental Co-Manufacturing (Secondary)

- Two third-party contract manufacturing partners retained for incremental capacity and geographic flexibility
- 1 location dedicated to Twist & Go and 1 location dedicated to Pop & Go
- Supplemental model allows demand response flexibility while owned facility scales



Experienced management team

Executive	Position	Years Experience	Select Prior Experience
Riccardo Delle Coste	Founder & CEO	25	  
Lisa Roger	CFO	29	 
Steven Campbell	Director Of Operations	31	   



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