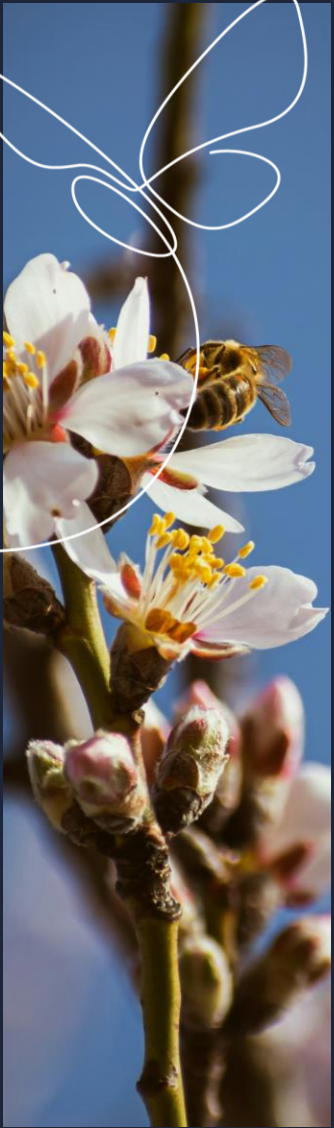




2024

ROOTED TOGETHER
THE ALMOND CONFERENCE





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THE ALMOND CONFERENCE

**Lunch Session:
Unlocking the Future of
Almond Food Innovation**

Moderator: Clarice Turner (ABC)



Thank You to Our Metal Sponsors



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SILVER



TOMRA

The Almond Conference

The central graphic is a rounded rectangular badge with a grey background. On the left side, the word "SILVER" is written vertically in white, bold, sans-serif capital letters. To the right of this, the TOMRA logo is displayed, consisting of a stylized blue and light blue icon followed by the word "TOMRA" in a bold, dark blue, sans-serif font. Below the logo, the text "The Almond Conference" is written in a white, sans-serif font.

THANK YOU EMERALD SPONSOR



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TITANIUM

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THANK YOU COBALT SPONSOR



A blue rounded rectangle containing the COBALT logo, the BeeHero logo, and the text 'The Almond Conference'. The COBALT logo is written vertically in white on the left side. The BeeHero logo consists of a yellow circle with a black center, followed by the text 'BeeHero' in bold black. The text 'The Almond Conference' is written in white at the bottom of the rectangle.

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YOUR VOICE



YOUR VOTE

Keep an eye
out for ballots
in the mail!

I VOTED



Make sure your voice is heard as you vote in the USDA's five-year referendum on continuing the federal marketing order, which supports marketing, research, and food safety efforts through the Almond Board of California.

 **california
almonds**[®]
Almond Board of California



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Lunch Session:
Unlocking the Future of
Almond Food Innovation

Speaker: Stan Chance (Yosemite Farm Credit)





YOSEMITE FARM CREDIT



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**Lunch Session:
Unlocking the Future of
Almond Food Innovation**

Speaker: Alicia Rockwell (ABC Board of Director)



The Almond Achievement Award



Congratulations!

**Dan
Cummins**

Almond Achievement
Award Winner



The Almond Technical Achievement Award



THE ALMOND TECHNICAL ACHIEVEMENT AWARD

Dr. Brent Holtz





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THANK YOU

ALMOND BOARD OF CALIFORNIA



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**Lunch Session:
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Almond Food Innovation**



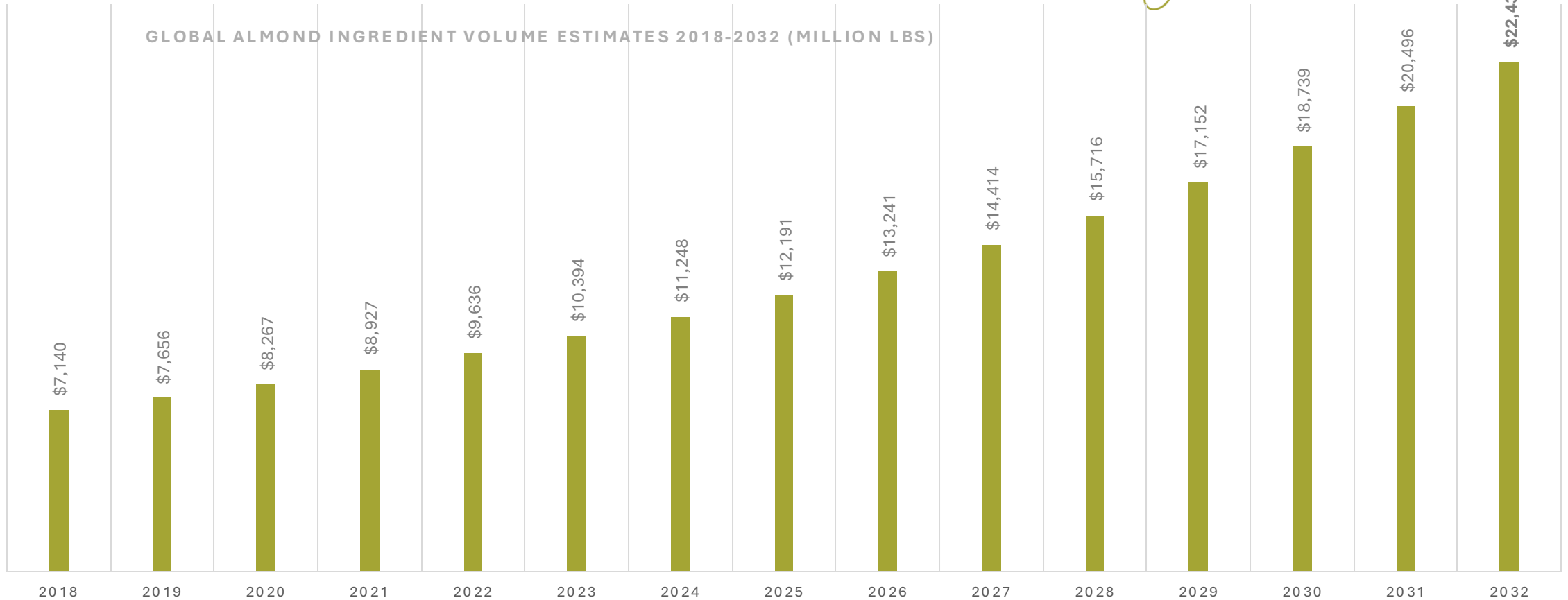


\$23Bn Ingredient Opportunity



Almond Ingredients Market Report
2024 - 2032

GLOBAL ALMOND INGREDIENT VOLUME ESTIMATES 2018-2032 (MILLION LBS)



Unlocking the Future of Almond Innovation



We believe that innovation thrives at the intersection of **viability, desirability and feasibility** — where ideas are transformed into solutions that meet market demands and consumer needs

foodthinq

Innovating with
leaders in all
segments of the
industry

What is *innovation* anyway?




What is
innovation
anyway...and
why is it so
important?



A photograph of three men walking through a vineyard. They are wearing hats and casual work clothes. The vineyard rows stretch into the distance under a bright sky.

What is *innovation* and why is it so important?

It's a journey, not
a destination



What is
innovation
and why is it
so important?

It's a journey, not
a destination

It's a discipline
that takes time



What is *innovation* and why is it so important?

It's a journey, not a destination

It's a discipline that takes time

It drives demand by **connecting** to user needs & motivations

Innovation
isn't always
high-tech...



— It's often
inspired
by nature

— And sometimes
it's accidental...







— The one constant
is change

*Our task is to
fearlessly evolve*



— Our task is to
fearlessly
evolve

...with *Optimism*



— we're *optimistic* about...

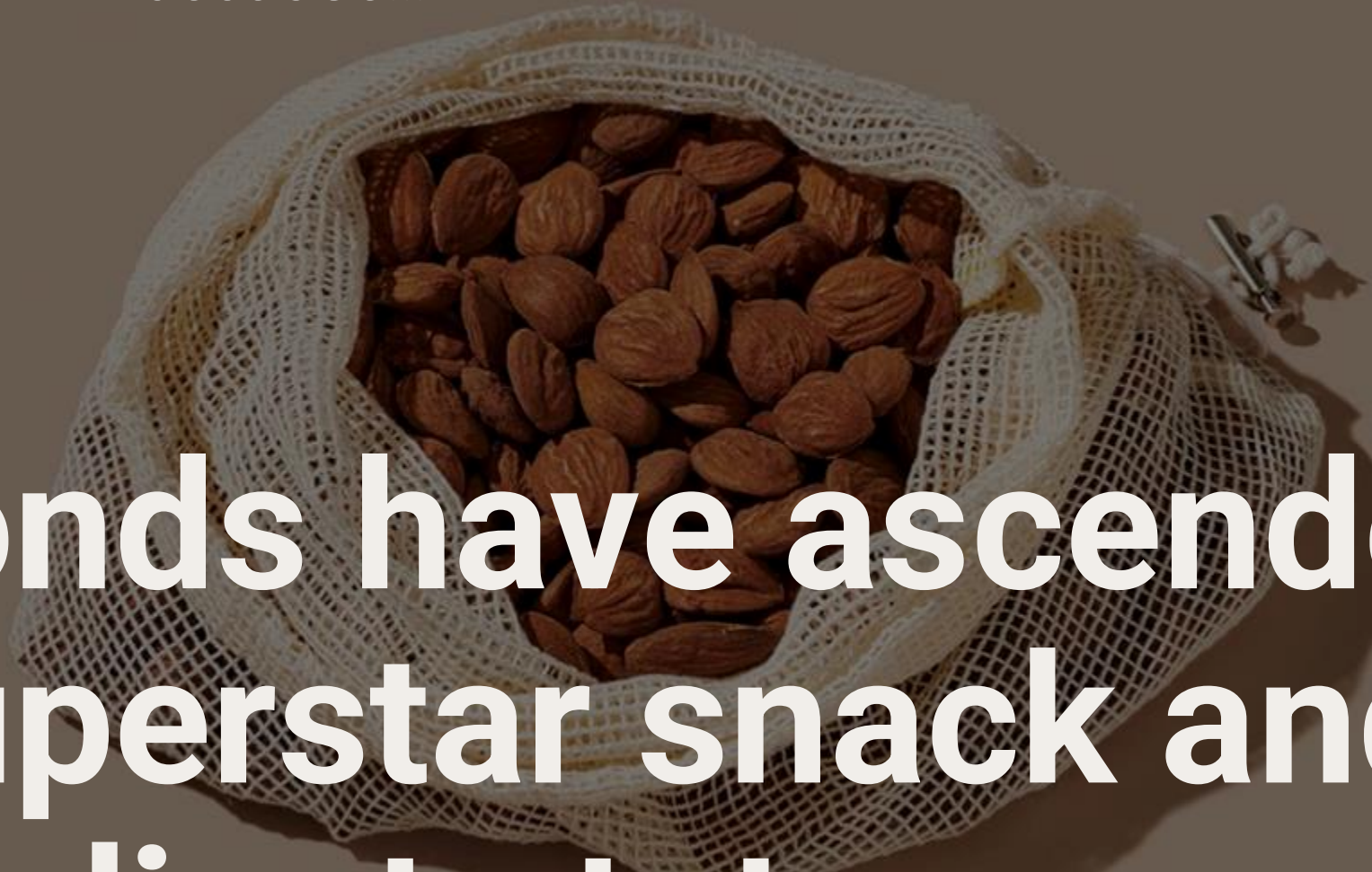
the future of almond innovation



foodthinque



we're optimistic because...

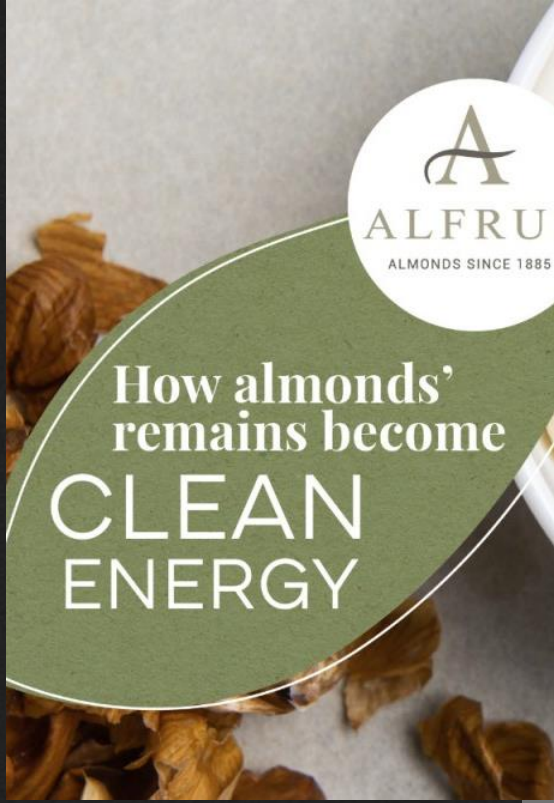


**almonds have ascended
to superstar snack and
ingredient status**

— In addition to the
core 14 forms...

we're creating innovative
consumer products





From biofuel to bioplastics, cosmetics, pharmaceuticals, & home goods



Almonds are poised
to grow in value to

\$23 billion

According to Global Market Insights 2024



we're **optimistic** because...

An aerial photograph of a vast agricultural field, likely a vineyard or orchard, with rows of green plants stretching towards the horizon. A tractor with a large red sprayer attachment is visible in the middle ground, moving across the field and releasing a fine mist of spray. The sky is a clear, pale blue, and the overall scene is bathed in soft, natural light.

**Californians have
always had a
pioneering spirit**



We set the standard for *humane dairy*



We set the standard for *sustainable seafood*



We set the standard for *eco wine production*

IMPOSSIBLE™

MADE FOR
MEAT
LOVERS



MADE POSSIBLE
BY IMPOSSIBLE

We set the standard for *plant-based tech*



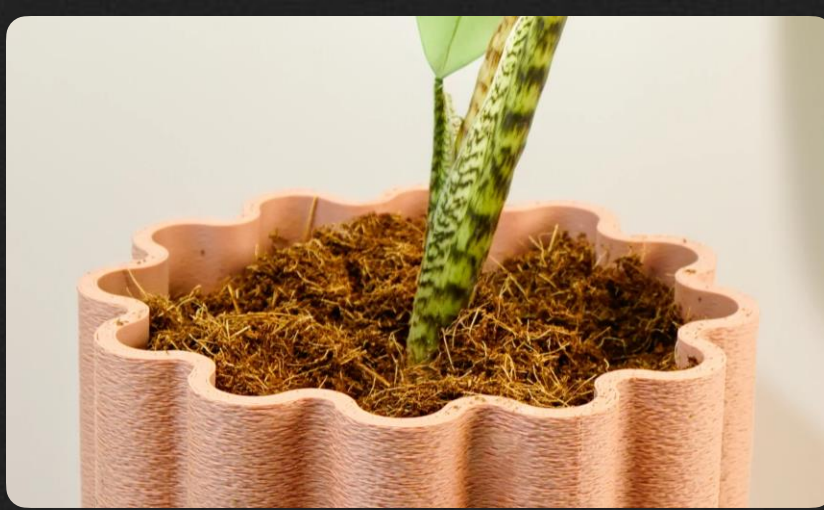
we're **optimistic** because...

**agriculture-based
innovation is at an
all-time high**



We're creating luxury leather
from mushrooms, cactus & fruit





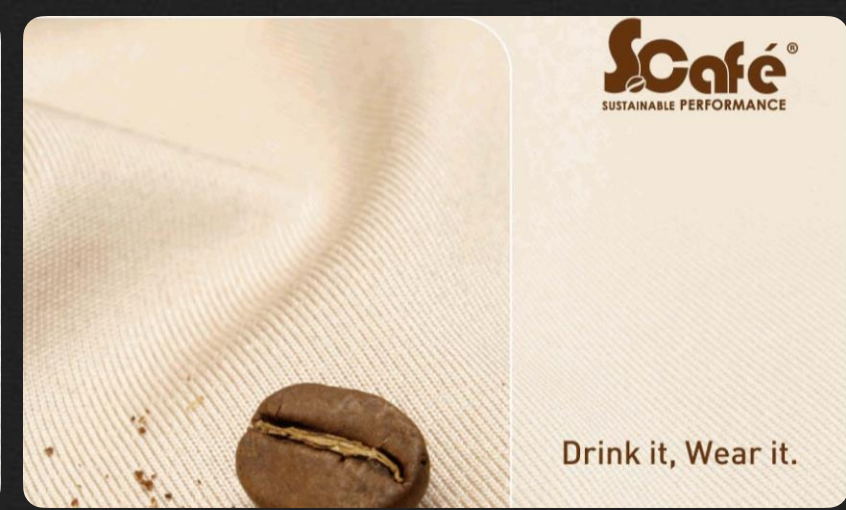
We're creating home goods
from coconut coir



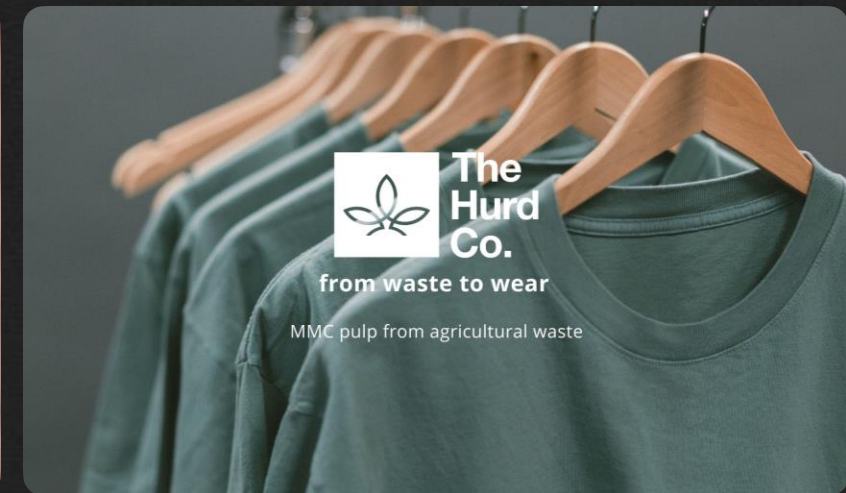


We're creating beauty products from wine grapes





We're creating clothes from coffee grounds, sugar & banana skins



Plus, *consumer trends
and behavior* are a
foundation for almond
success, in all forms



A SWEET SNACK THAT STOPS YOUR SNACKING

A hand holding a 'supergut THE GUT HEALTHY PREBIOTIC BAR'. The bar is wrapped in a white and red design. The text on the wrapper includes 'supergut™', 'THE GUT HEALTHY PREBIOTIC BAR', and '10g | 10g | 2g'. There is also a 'CLINICALLY PROVEN' seal.

A box and a packet of 'supergut THE GUT HEALTHY GLP-1 BOOSTER'. The box is green and white, featuring the brand logo and text: 'supergut™', 'THE GUT HEALTHY GLP-1 BOOSTER', '6g PREBIOTIC FIBER', 'IMPROVE DIGESTION', 'CLINICALLY PROVEN', 'Unflavored Prebiotic Mix', '15 - 4.1g (0.3 OZ) Stick Packs | NET WT 120g (4.3 OZ)', 'COFFEE • CATALAN • ADD-TO-ANYTHING • WATER • SMOOTHIES', and 'UNFLAVORED'. A packet of the product is shown next to a grey mug filled with coffee.

GLP-1 drugs are redefining our relationship to food



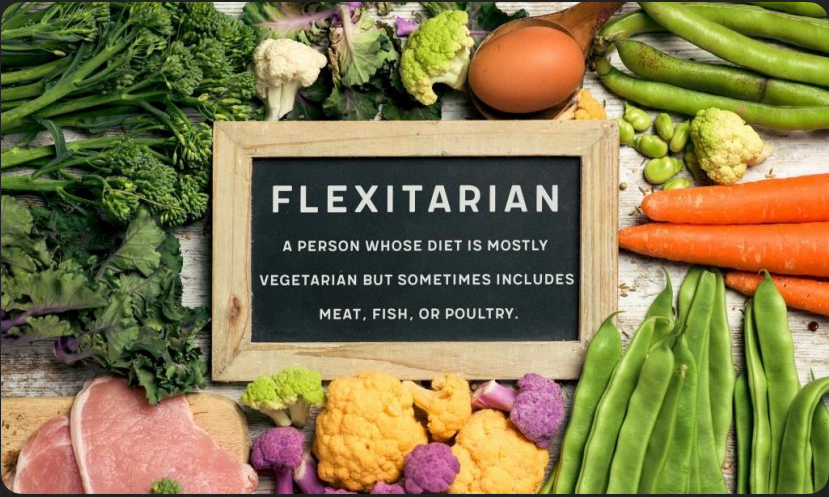
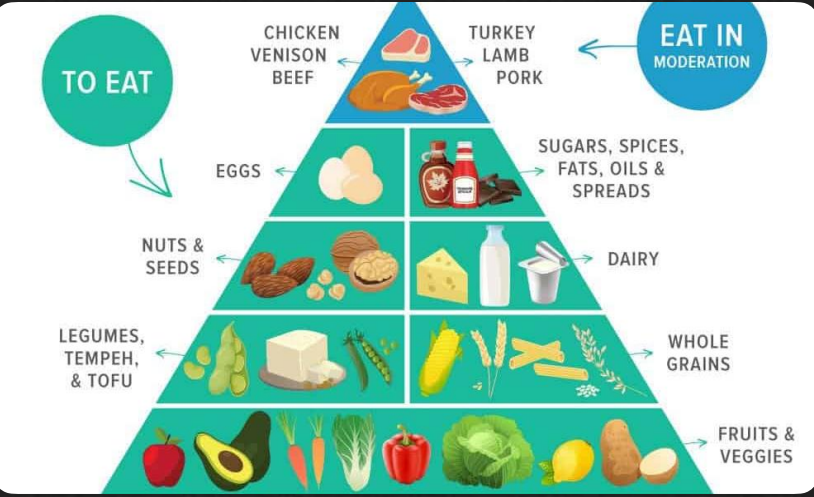
The Smoothie King logo is at the top. Below it is a smartphone displaying the Smoothie King app. The app screen shows 'FALL FAVORITES' and 'GLP-1 SUPPORT'. A red circular badge with a white outline contains the text '0g ADDED SUGAR'. In the foreground, there are three smoothies in clear plastic cups with white foam and a red, white, and green color scheme.



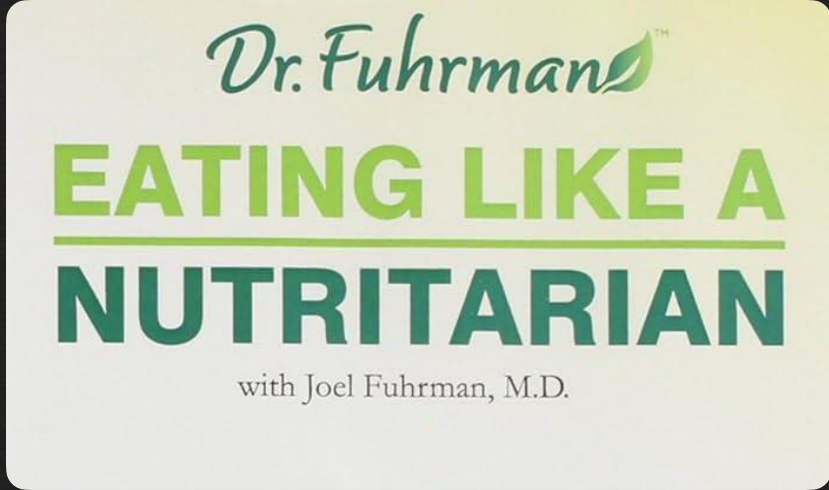
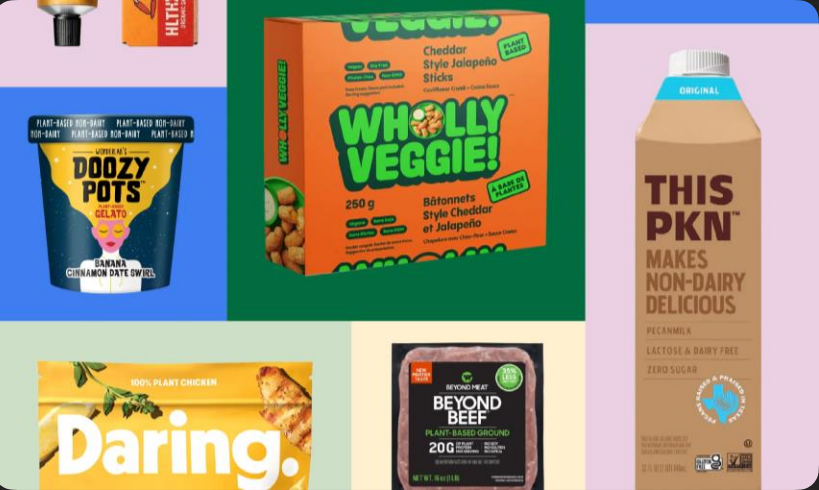


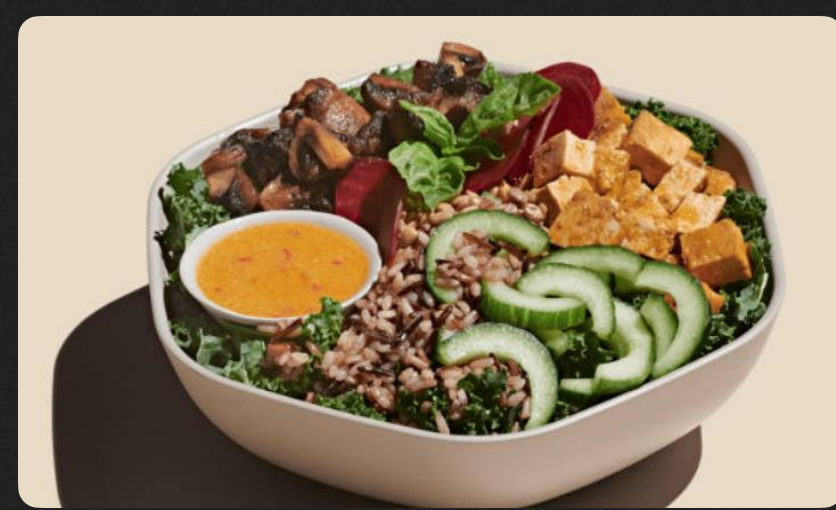
Snacking is rapidly replacing mealtime





From Flexitarianism to Nutritarianism, holistic diets are replacing fads





In foodservice, culinary purpose & creativity has never been as dynamic



Let's hear from the innovators



There are so many
reasons to be *excited*
about what's next for
almonds

Thank You

california
almonds[®] + food**thinque**

MARS
Snacking

The world we want tomorrow
starts with how we do business today

Robin DeLauter
*Global Tree Nut Sourcing,
KIND & Mars Snacking*

Do the kind thing®



ingredients that taste good
and are good for you



IMPACTFUL PLASTICS. MADE FROM NUTSHELLS

Natural and biobased plastic-alternative materials that are good for business and better for the planet.

cost | performance | sustainability



Patented nutshell-based plastic alternatives for extrusion, injection & compression molding

- **Cost parity** with PP / HDPE / PVC
- **Lossless** mechanicals
- **Drop-in** for extrusion & molding
- Real **sustainability** certified by 3rd parties



AllMadeTM
MATERIALS

Jeff Anderson, CEO
Jeff@allmadematerials.com

A HUGE RANGE OF NUTTY POSSIBILITIES

**NURSERY
POTS**



**BINS &
PALLETES**

**FOOD
PACKAGING**



Making something with plastic?

Nutshells are incredible bio-materials with lots of useful properties. We're working on loads of other impactful applications to help more industries take fossil fuel out of their products. The plastic in many goods such as building materials, furniture, and home goods can be replaced with Almalite.

Make your next project with Almalite →

Simple Mills is a snack brand on a mission to revolutionize the way food is made to nourish people and the planet!



Katlin Smith Founder & CEO



Soft Baked Almond Flour Bars



Almond Flour Crackers



Almond Flour Baking Mixes



Crunchy Almond Flour Cookies




The Simple Mills vision is a world where food creates a better tomorrow for people and planet

BOOSTING YIELD W/O PLANTING ONE ADDITIONAL TREE



RE  NUT

Technologies to process **unshelled** nuts to nut milk, flour & paste.

-  Fiber +
-  Profitability +
-  Sustainability +





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THANK YOU

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UP NEXT

1:00 PM – 2:30 PM



- 🌰 Dedicated Trade Show Time – Exhibit Hall
- 🌰 Researcher Meet & Greet – Poster Session in Exhibit Hall