



Clean Label Conference

May 24-25, 2022

SOWNAKED™
MINDFULLY FARMED OATS



High Protein Oats
Good for People & Planet

BayState Milling

A unique Oat that offers differentiation in various applications: SowNaked™ Oats



40% MORE
PROTEIN
than traditional oat

50% FEWER CARBON
EMISSIONS
than traditional oat

- ✓ Whole food protein source
- ✓ Free of Top 8 allergens
- ✓ Available in Sprouted
- ✓ Unique flavor profile, texture
- ✓ Purity Protocol gluten-free (<5ppm)

Breakfast foods
(granola, oatmeal)




Snacks and convenience
(bars, clusters)

Baked goods
(inclusions, flours)

Dairy alternatives
(milks, yogurts, frozen desserts)



What Are SowNaked Oats?

-  Naked Oats, or *Avena Nuda*, are **unique oat cultivars** that shed themselves of their hulls during harvest.
-  Grown from conventionally bred oat varieties that are **40% higher in protein** (20% dwb) than standard oats.
-  Grown in a closed system and **identity preserved** to each individual farm, then **minimally processed**.



30% **LESS MASS** (hull)
than traditional oat



Naked Oats reduce farm storage needs, transportation & fuel, and provide substantially **higher returns** to growers.

SowNaked Oats are the Sustainable choice



Naked Oats are harvested without the hull, eliminating the energy-intensive steps of hulling and steaming = **48% fewer carbon emissions.**

		 SowNaked Oats	 Hulled Oats
TRANSPORTATION	Miles Traveled	 83,000 miles	 135,000 miles
	CO2e	 232,000 lbs	 377,000 lbs
PROCESSING	Steam	 0 miles	 618,000 miles
	CO2e	 0 lbs	 67,000 lbs



SowNaked Oats
CO2e Reduction

= **212,000** LBS
(per 5,000 acres)

Data independently validated by
The Laboratory for Sustainable
Business at MIT, 2018



SowNaked Oats are ideal for dairy analogs



Minimally Processed and Purity Protocol Gluten Free

Utilizing SowNaked Oats eliminates
3 traditional oat processing steps



DEHULL



KILN



STEAM

FIELD RUN
OAT KERNELS

CLEANING
/ GRADING

BLENDING - PROTEIN
/ MOISTURE

RFC HEAT
TREATMENT

STABILIZED
OAT GROATS

MILLING
OR FLAKING



RESULTS IN: Reduced processing times and 30% more soluble protein

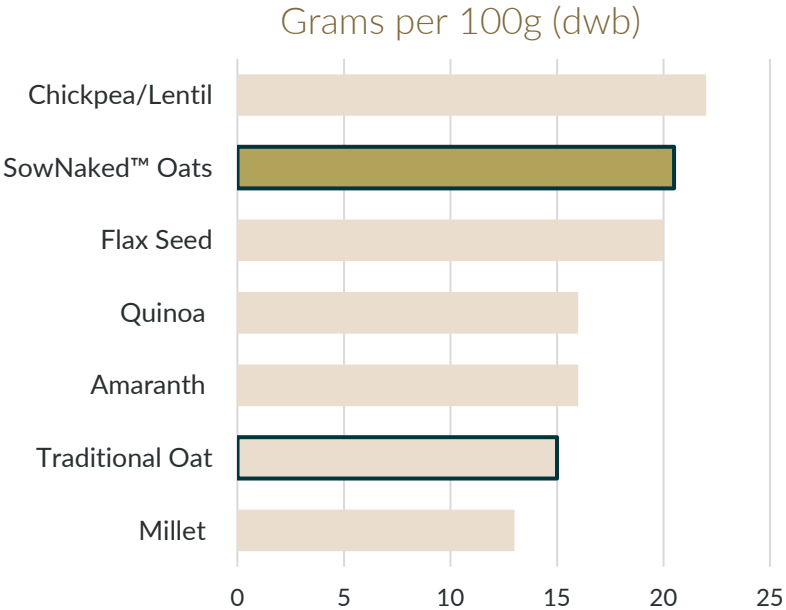
SowNaked Oats deliver more protein



Combined with the higher crude protein content in SowNaked, oat milk manufacturers can effectively increase their protein claim by 2X.

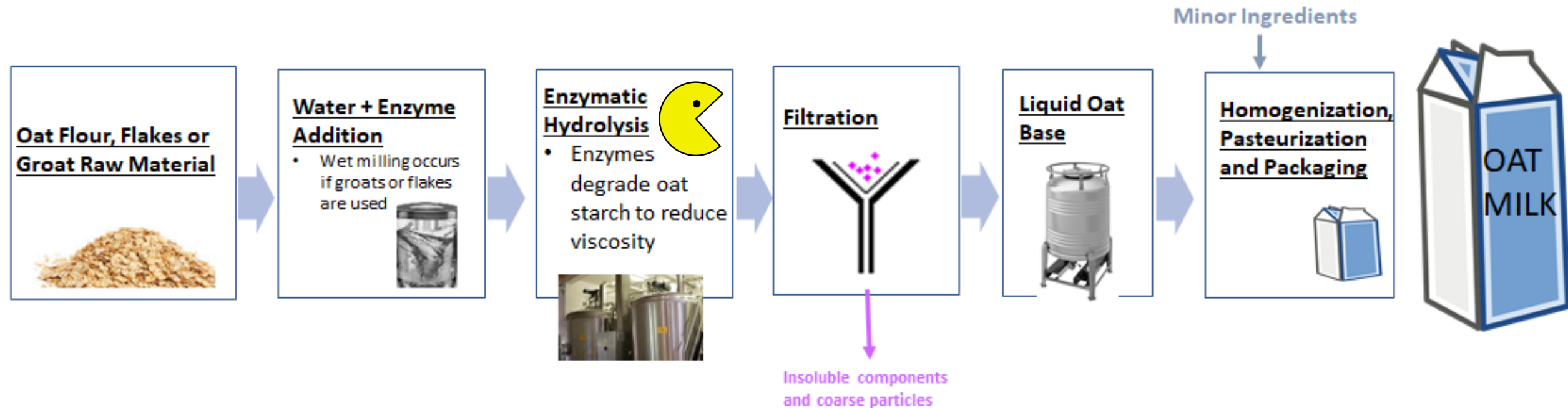
	Oatmeal	Bars	Granola	Oat Milk
Serving Size	55g	40g	30g	240ml (100g)
Inclusion Rate	100%	40%	40%	10%
Protein w/SowNaked	10g	3g	2g	4-5g
Incremental Protein	3g	1g	1g	2-3g

PLANT-BASED PROTEINS



SowNaked Oats are milled to optimize yield in dairy analogs

Oat Milk Produced by Enzymatic Hydrolysis



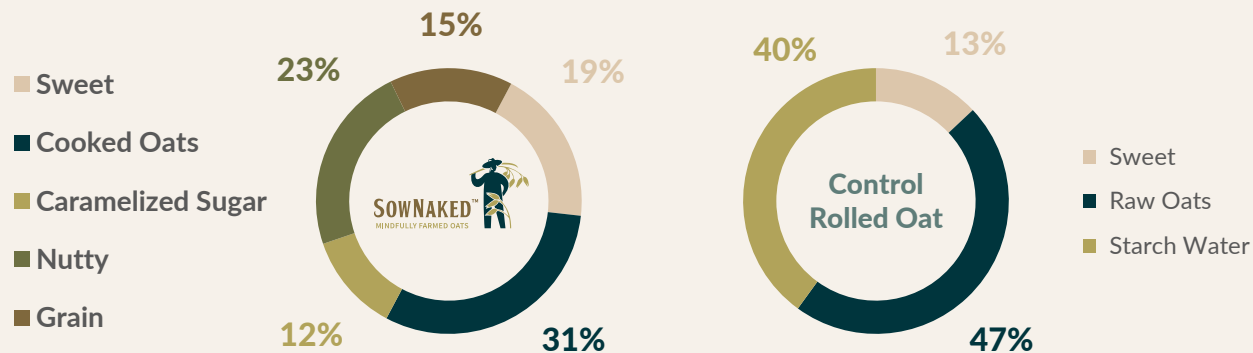
More oat in your oatmilk improves nutrition and profitability.

SowNaked Oats have unique sensory attributes

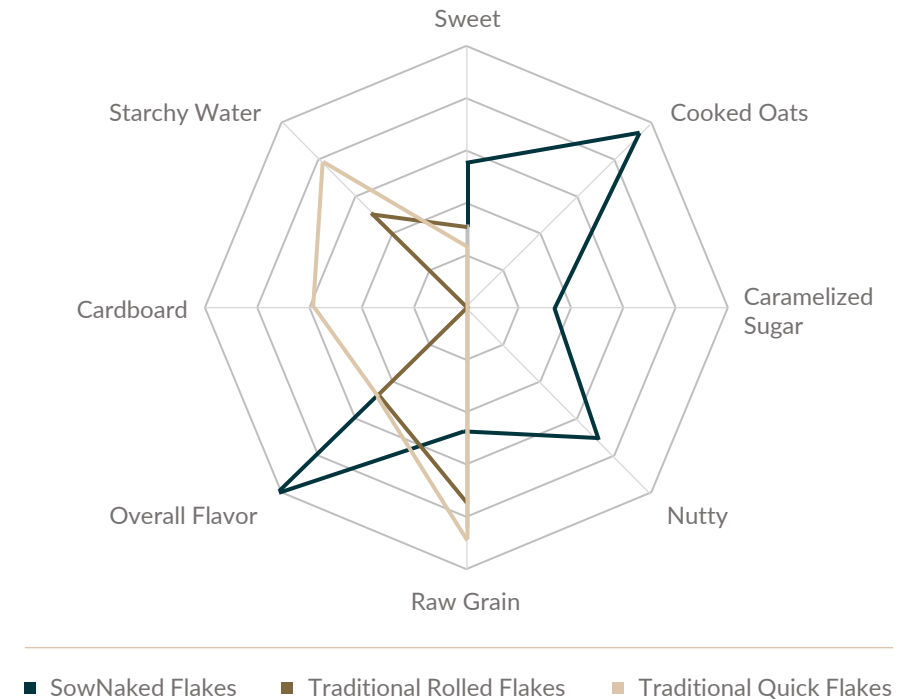


A UNIQUE OT WITH A UNIQUE FLAVOR PROFILE

- ✓ SowNaked™ compared against 2 “Gold Standard” controls
- ✓ Unprompted descriptors for SowNaked all positive
- ✓ Particularly high ratings on Overall Flavor, Cooked Oats and Nutty
- ✓ Gold Standards scored significantly higher on negative dimensions of Starchy Water and Cardboard /



SowNaked Oats vs. Traditional Oat Flakes



Source: Qualitative descriptive analysis performed April 2020 by

Sprouting further enhances sweet flavor

SowNaked Oats are a solution for the next generation of farmers



Trevor & Cassie Smieja Belgrade, MT

18

FAMILY FARMS
in grower network

7,000

TOTAL ACRES PLANTED
45% organic

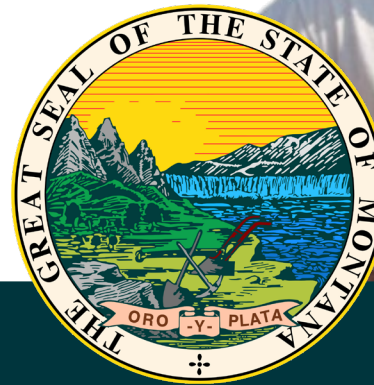
87%

GROWN UNDER
dry land farming practices

25%

IMPROVEMENT
in grower returns

COMPLETE GLUTEN-FREE ROTATION



SowNaked oats create differentiation



40% MORE
PROTEIN
than traditional oat

50% FEWER CARBON
EMISSIONS
than traditional oat

25% HIGHER GROWER
RETURNS
than traditional oat

30% MORE SOLUBLE
PROTEIN
than traditional oat

<5PPM GLUTEN

SUPERIOR SENSORY ATTRIBUTES

GOOD FOR PEOPLE AND THE PLANET





Colleen M. Zammer
Vice President of R&D
Bay State Milling
czammer@bsm.com