



# Investment Opportunity – Plant Protein Fractionation

With an abundant supply of plant proteins and an integrated supply chain to move products to consumers – the Edmonton Metropolitan Region is poised to dominate this skyrocketing global industry.

Investing in fractionation close to the point of harvest will add value and increase profits.

**\$100B by 2030**

*The global demand for plant-based protein is anticipated to reach \$100 billion by 2030*

**\$7.5B**

*Canada is the world's largest pulse exporter*

**\$4.5B**

*Canada is the world's largest canola exporter – Canola protein has significant potential demand*

**31%** *growth in US plant protein demand*

*Preferred market access to* **1.4B** *global consumers*

**8%** *Canada's lowest corporate tax rate*

## OPPORTUNITY

Globally, plant-based protein is one of the fastest-growing food and agri-food sub-sectors. This growth is driven by a rising global population fueling increased global consumption and a corresponding need to find new protein sources to fulfill that demand.

In 2019, the retail market for plant-based protein in the United States grew by 31%, to a total of \$6 billion.

Historically, soybeans were the top protein source, but innovations have made pulse-derived protein (peas, beans, lentils) much more popular and palatable.

This trend is anticipated to continue. By 2022, the global demand for plant-based protein is anticipated to reach \$14.2 billion - and as much as \$100 billion by 2030.

## EDMONTON METROPOLITAN REGION VALUE PROPOSITION

### ACCESS TO LAND/FEEDSTOCK

- The size of the Edmonton Metropolitan Region relative to its agricultural access is unparalleled. The region has roughly 1.7 million acres of farmland and is closely connected to producers across Canada.
- The pulse inputs best suited to plant-based protein (yellow peas, green peas, fava beans) grow abundantly in the region. Canola, an emergent input, is also widely produced.

### CONNECTION TO INTERNATIONAL MARKETS

- Supported by transportation capacity (truck, rail, and air) and trade agreements, the Edmonton region has excellent access to the USA (35% of the global market for plant protein), the EU (15% of the market), and the UK (8% of the market). Canada's 14 trade agreements open access to 1.4 billion consumers.

### EXPERTISE & TALENT

- The Edmonton region has excellent post-secondary capacity in agriculture and access to skilled labour.
- The University of Alberta is ranked 33rd in the world for agriculture and food science research.
- Beyond training, labour can be contracted on a day-use basis in all specialty areas from the Food Processing Development Centre.

### SUPPORTIVE BUSINESS ENVIRONMENT

- Attractive subsidies exist from the Government of Canada for qualifying business investments in plant-based protein.
- The Government of Canada supports funded access to machinery for product testing and manufacturing at the Food Processing Development Centre.
- At 8%, Alberta has the lowest corporate tax in Canada.

## ECOSYSTEM SNAPSHOT

### FOOD PROCESSING DEVELOPMENT CENTRE

- A pilot plant dedicated to food sector promotion
- Received \$4.2 million in funding in August 2020 to support the establishment of fractionation and product development capabilities.

### ALBERTA BIO-PROCESSING INNOVATION CENTRE

- Product development and scale-up support for new food and agriculture products.

### UNIVERSITY OF ALBERTA

- Research Farms
- Capacity for research in plant protein.
- Agri-Food Discovery Place
  - A state-of-the-art facility for industry/academic collaboration
  - Research can span the entire chain of bio-refining to meat processing

### PRIVATE SECTOR AGRICULTURAL RESEARCH FARMS

- Corteva Edmonton Seed Research Facility

### PLANT PROTEIN ALLIANCE OF ALBERTA (PPAA)

- Maintains a province wide membership of 100 firms – many located in the Edmonton region

### PROTEIN INDUSTRIES SUPERCLUSTER (PROTEIN INDUSTRIES CANADA)

- A \$153 million Government of Canada initiative supporting research and economic development of the plant protein industry in Canada.

Contact Edmonton Global's Trevor Kloeck to receive a detailed business case and competitiveness scan for plant protein fractionation investment opportunities in the Edmonton Metropolitan Region.

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