

Introduction



- Established in 2019
- BC based company with First Nations equity partner Nak'azdli Whut'en Dev. Co.
- Developed two technologies:
 - Patented log stranding (scrimber type technology)
 - Lumber upgrading (rapid densification & stabilization)
 - High value products from underutilized species and low value lumber
- Successful pilot operation upgrading aspen lumber
 - De-risked tecno-economics
 - Developed minimum viable product
 - Determined product-market-fit
- First commercial demonstration scale \$24M plant construction this year
- ~\$10M in development costs from ideation to current
- First industrial forestry tech company in Canada to partner with VC







Innovation:

New process, using novel equipment/machines, to produce new products at scale.

Not innovation as process optimization.

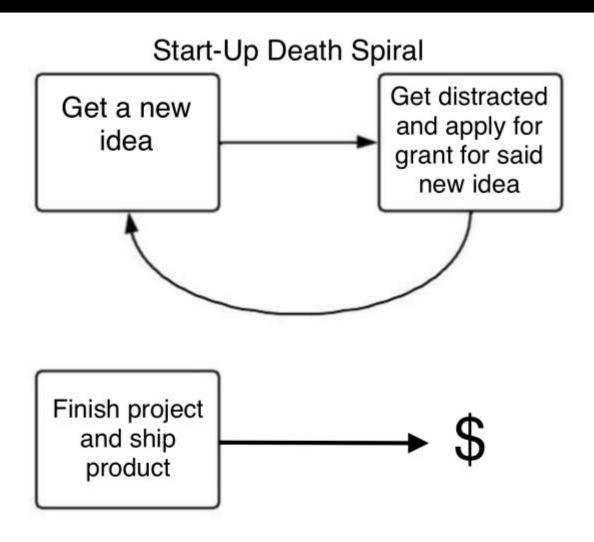
Start-Up:

Founders developing and commercializing new innovation

Not start-up as entrepreneurs commercialization existing technologies/services.



Build to create value





Minimum Viable Product (MVP) Development









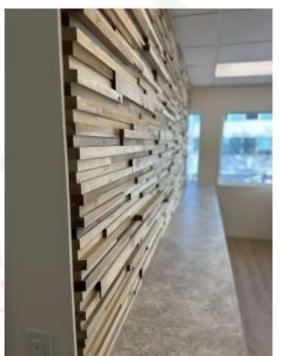
Objective:

High performing sustainable alternative to tropical or high price hardwoods.

- Densified and thermally modified aspen
- Two main products, one for indoor use, one for outdoor use
- Product specifications meet or exceed premium and treated lumber



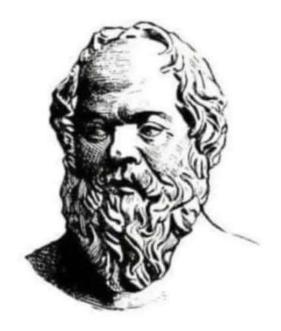








"ehh, good enough"



- Mediocrates



Product Market Fit (PMF)

Objectives:

- Fetch high price in growing segments
- Insulate from commodity cycles

Leveraged relationships to build trust with B2B that has existing channels and expertise – Interex Forest Products

 Engaged through R&D to support development of MVP and determination of PMF.

PMF:

Outdoor & Furniture Segments in Asia-Pacific



If it's not very obvious your product is working, it isn't:



Plant 1 – Tl'Oh Upgrader

Process

- Species agnostic
- Rapid densification and thermal modification
- Scalable

Plant 1

- ~7000m3/yr product
- 92% uptime, 24hr ops, 15 P/FT staff
- Major equipment co-designed and fabricated by vendors around the world





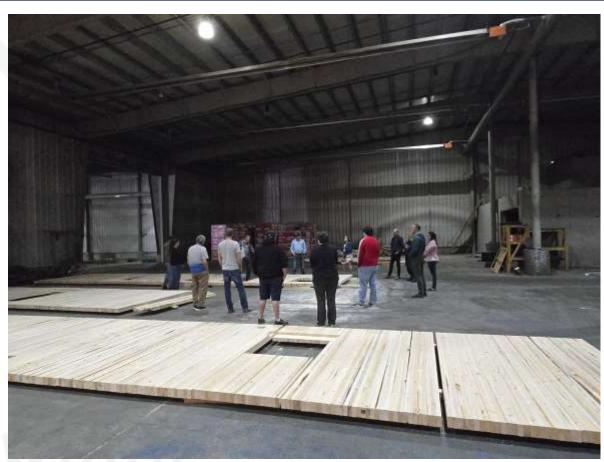


Plant 1 – Mass Timber Home Kits

Process – Industrialized Pre-Fabrication

- Local lumber
- Local labour
- Scalable

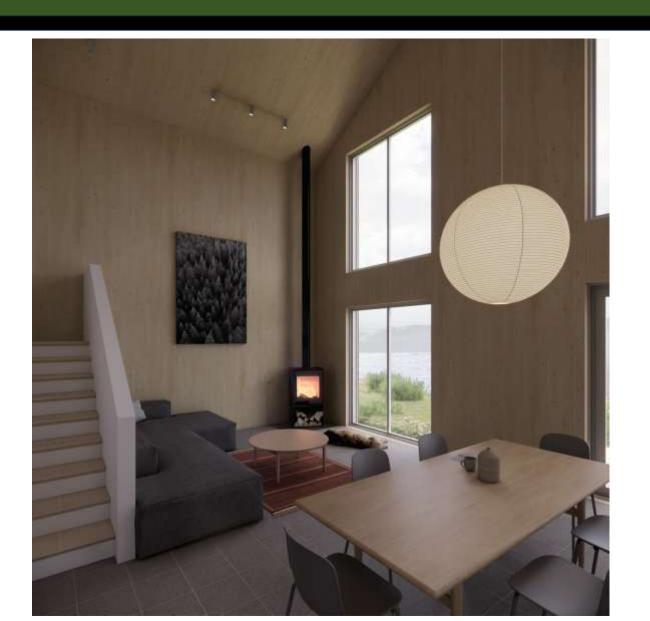




INNOVATIONS

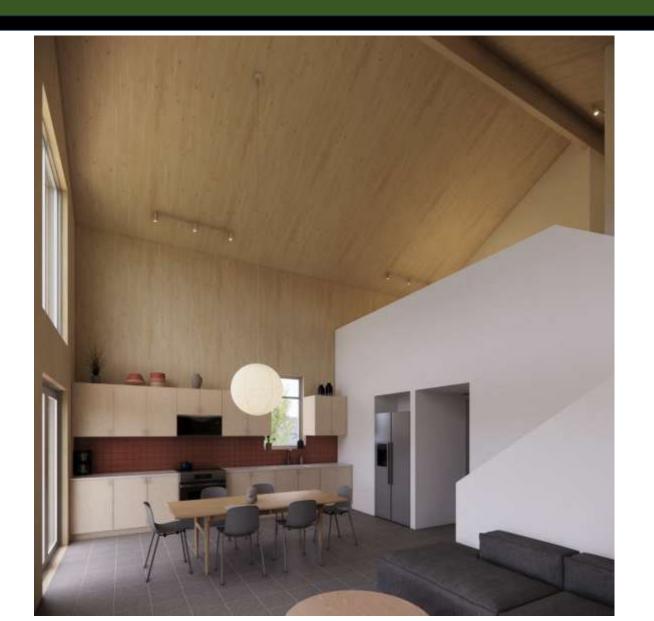


Demonstration Home - NLT



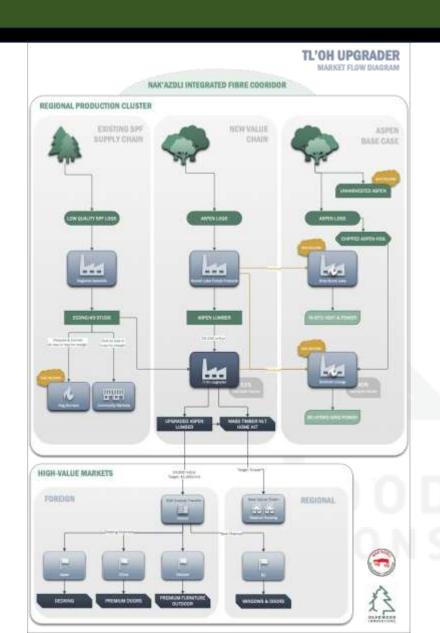


Demonstration Home - NLT





New Value Pathway in Forestry





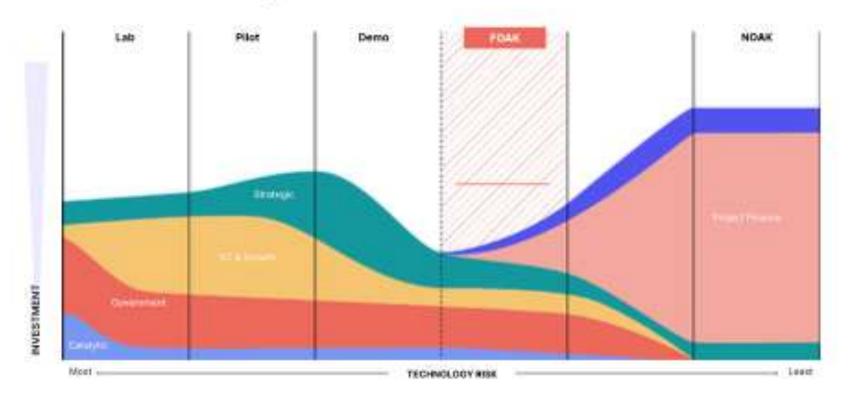
First of a Kind (FOAK) Financing

Benchmark industrial tech FOAK capital stack to compete with USA

Target at least 50% non-dilutive/unsecured gov mechanisms, balance of strategic and infrastructure investors

The blended capital stack: from FOAK to NOAK





Capital availability against project stage (Source: Sightline Climate)



Next of a Kind - Quesnel

Partnering with Deadwood Innovations in Forestry 2.0 mission can create a new solid wood bioeconomy:

Upgrading underutilized aspen to sell at high prices

- Shifting away from monocrop forestry improves biodiversity, sustainability, and wildfire resiliency on landscape
- Creates new value chain in forest sector

Creating community-up industrialized mass timber housing production cluster

- Debottlenecks supply chain through use of studs and underutilized lumber
- Use locally produced lumber and labour

Upgrading SPF for structural market

- Add margin to commodity products
- Improve building design efficiency
- Recover market share where synthetics and alloys have replaced wood



Next of a Kind - Quesnel

Rights & Title Holders:

- First Nation Equity Partner in new Operating Company (Op Co)
 - Dividends from own operations can flow back to community members
 - Owner's equity provides ability to invest in other opportunities
 - Lead strategy development and decision making for Op Co
- Harvesting Operations

Stakeholders:

- Primary Producer
 - Op Co equity or supply chain operational partnerships, or both
- Academic partners
- Local government
- Provincial government
- Federal Government
- Export Development Canada
- Canadian Fl's
- Industrial Innovation development entities (BC CICE, NGen)

