



CO2 GRO Inc.

# **CORPORATE DECK**

## **Q3 2023**



## Disclaimer →

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Certain information contained in this Presentation constitutes "forward-looking statements," which can be identified by the use of forward-looking terminology such as "may", "will", "should", "expect", "forecasted", "anticipate", "target", "project", "estimate", "goal", "work", "aim", "intend," "outlook", "continue" or "believe", or the negatives thereof or other variations thereon or comparable terminology. Forward-looking statements include, but are not limited to, general industry and macroeconomic growth rates of the biotechnology industry and the greenhouse growers market, the Company's future revenues, the ability of the Company to obtain, develop and foster its relationships with agri-industrial partners, the ability of the Company to obtain financing for the development of its projects and the anticipated size and timing of any such future financings, the intellectual property of the Company and the patentability thereof, the political and economic climate in the Company's operating regions, the Company's expectations with respect to the effectiveness of its revenue and business model, market development strategy, research and development strategy, sales process, patent strategy, future operations, products and services, the Company's financial forecasts, plans for expansion, the Company's business, statements about potential market developments and trends, demand for the Company's products and services, the ability of the Company to achieve its short and long-term business and other goals (and the timing thereof) and other statements that are not historical facts. Forward-looking statements are necessarily based upon a number of estimates and assumptions that, while considered reasonable by management, are inherently subject to significant business, economic and competitive uncertainties and contingencies. Such assumptions include but are not limited to: general business and economic conditions; the Company's ability to successfully execute its plans and intentions; the availability of financing on reasonable terms; the Company's ability to attract and retain skilled staff; market competition; the products and technology offered by the Company's competitors; that our current good relationships with our suppliers, service providers and other third parties will be maintained and; the accuracy, completeness and efficacy of the studies, trials and case studies referenced in this Presentation.

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Such risks and uncertainties include but are not limited to, the fact that the execution of the Company's business plan requires raising additional capital, the biotechnology industry and the greenhouse growers market are highly competitive, and technical advances in the industry as well as changing political and economic conditions present within the industry will impact the success of the Company. A description of additional risks can be found below and in the Company's Management's Discussion and Analysis for its most recently completed fiscal period as available on the Company's profile at [www.sedar.com](http://www.sedar.com). Except as required by law, we disclaim any obligation to update or revise any forward-looking statements, whether as a result of new information, events or otherwise. No forward-looking statement or projections can be guaranteed. Accordingly, you should not place undue reliance on any forward-looking statements or information.



## Disclaimer————→

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Public health threats such as the recent outbreak of the novel coronavirus may have a negative effect on our business and customers. The World Health Organization recently declared the coronavirus (COVID-19) outbreak to be a “pandemic”. Since its detection in China during 2019, the virus has spread to various countries, including Canada and the United States. Several countries, including Canada and the United States, have placed restrictions on travel, and a number of businesses in affected regions have temporarily closed either voluntarily or in response to government mandates or guidance. The geographic scope of the outbreak remains uncertain and changes daily. Although it is uncertain to what extent this outbreak will disrupt our business operations or demand for our products, the outbreak has already had a material adverse effect on the global economy. The outbreak’s impact on the economy may lead to a decrease in demand for our products. Our business would experience a material adverse effect if product demand were to decrease, we were unable to operate the business or our suppliers or vendors were unable to provide the products and services we require as a result of the outbreak.

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**Are you interested in being part of a grand vision?**



**Do you want to help feed more people with healthy food?**



**Want to know more about sustainable food production?**



**Want to learn about a disruptive agri technology that is transforming how to grow?**



# Our Vision

CO2 GRO Inc. is an innovative precision ag tech company focused on providing CO2 Delivery Solutions™ to the global protected agricultural sector. Its patented technology helps growers increase cash crop yields and profits by enhancing plant growth, resilience (Pathogen Perimeter Protection™), quality and water-use efficiency through aqueous CO2 misting.

CO2 GRO Inc. is committed to creating value for its shareholders by increasing the value of protected\* grow facilities sustainably, reducing their environmental footprint and supporting its employees and local communities.





# The CO<sub>2</sub> GRO Opportunity

Protected  
Food  
Production  
Globally



700 billion sq ft of global protected food agriculture



Producing 300 million metric tons of fruits & vegetables annually



About 1.5% currently supplement plants with traditional CO<sub>2</sub> enrichment



CO<sub>2</sub> GRO's technology could help grow up to 100 million metric tons of additional food



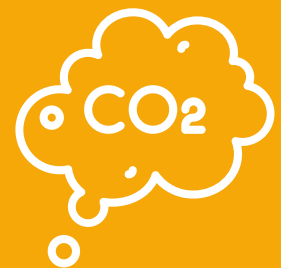
Enough to feed up to half a billion people annually





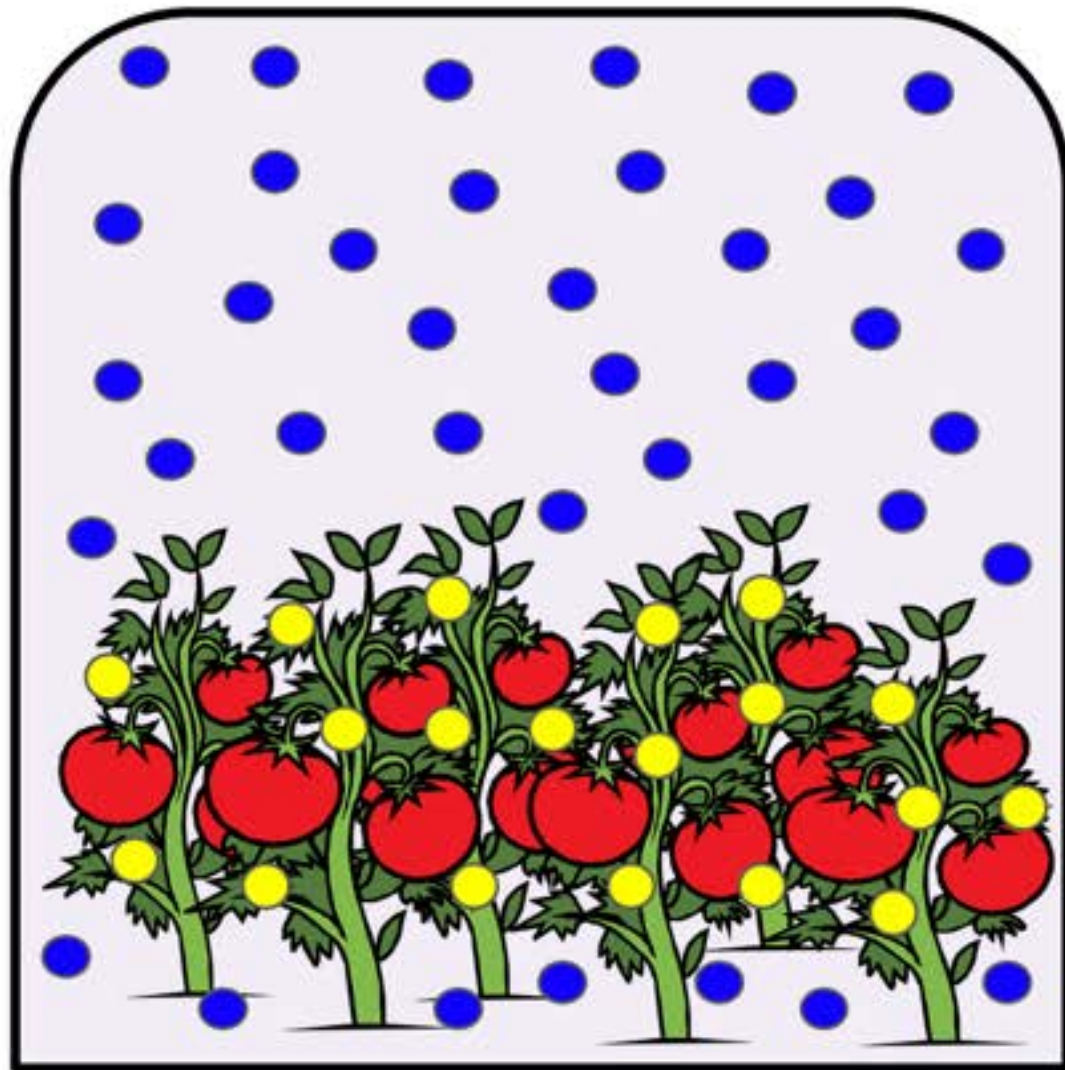
## Benefits of CO<sub>2</sub> enrichment

- ➔ Accelerated photosynthesis
- ➔ Faster plant growth
- ➔ Increased plant production



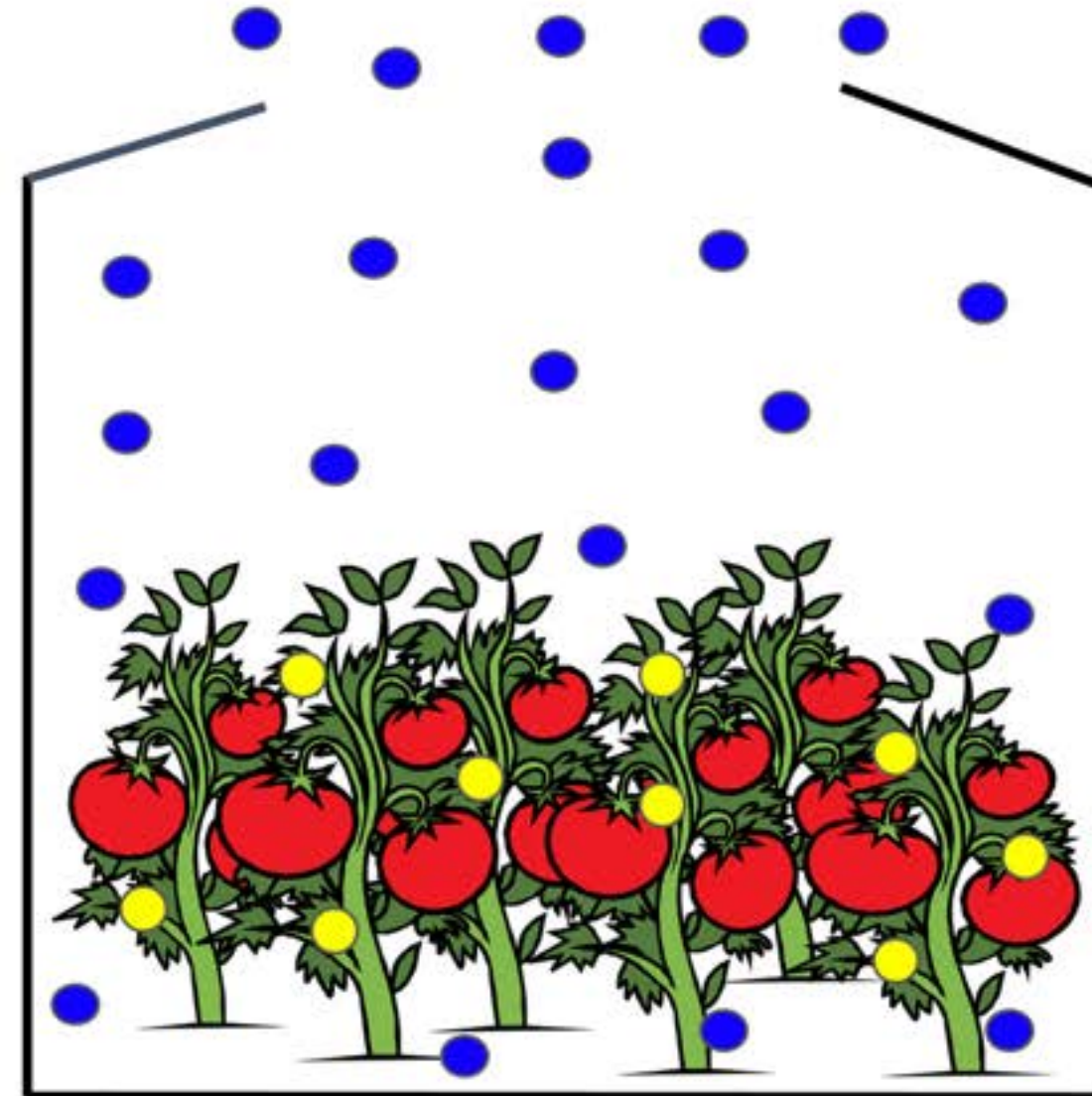


# Traditional CO<sub>2</sub> Gas Enrichment



**Sealed facilities**

- CO<sub>2</sub> gassing up to 1200 ppm
- CO<sub>2</sub> gas available for plants

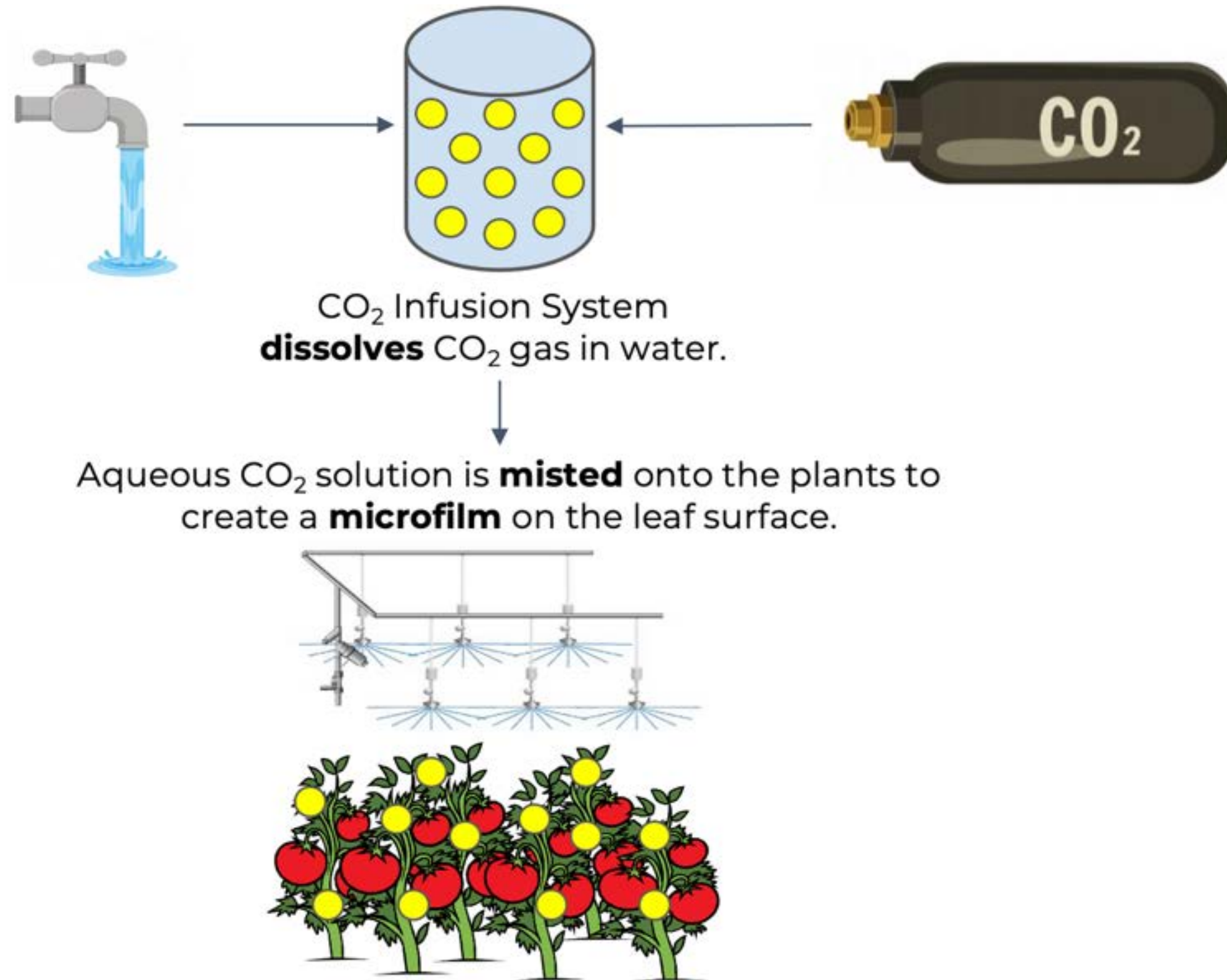


**Unsealed / venting facilities**

- **Sub-optimal** CO<sub>2</sub> 400 - 600 ppm
- Less CO<sub>2</sub> gas available for plants

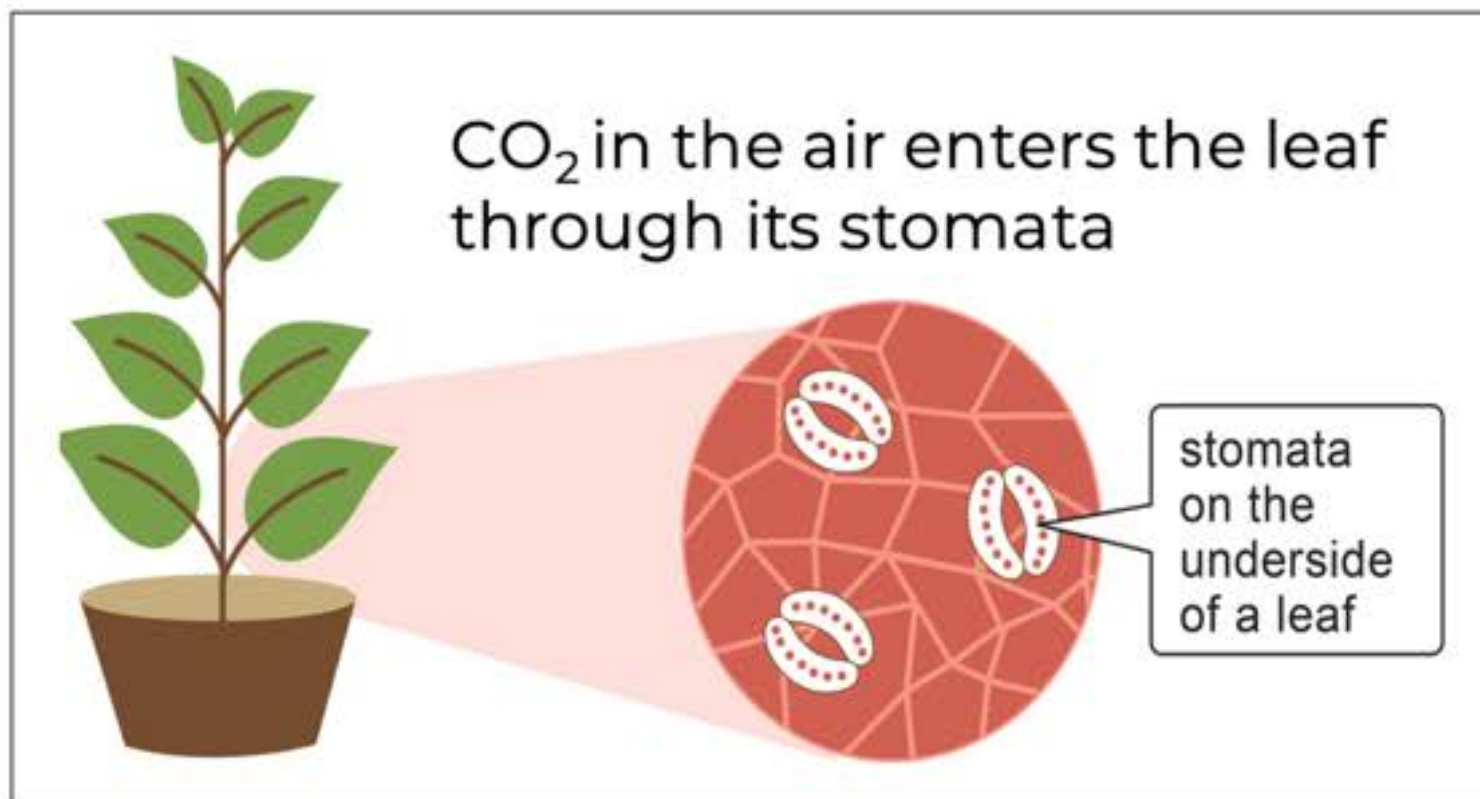


# CO2 GRO's Sustainable CO<sub>2</sub> Enrichment

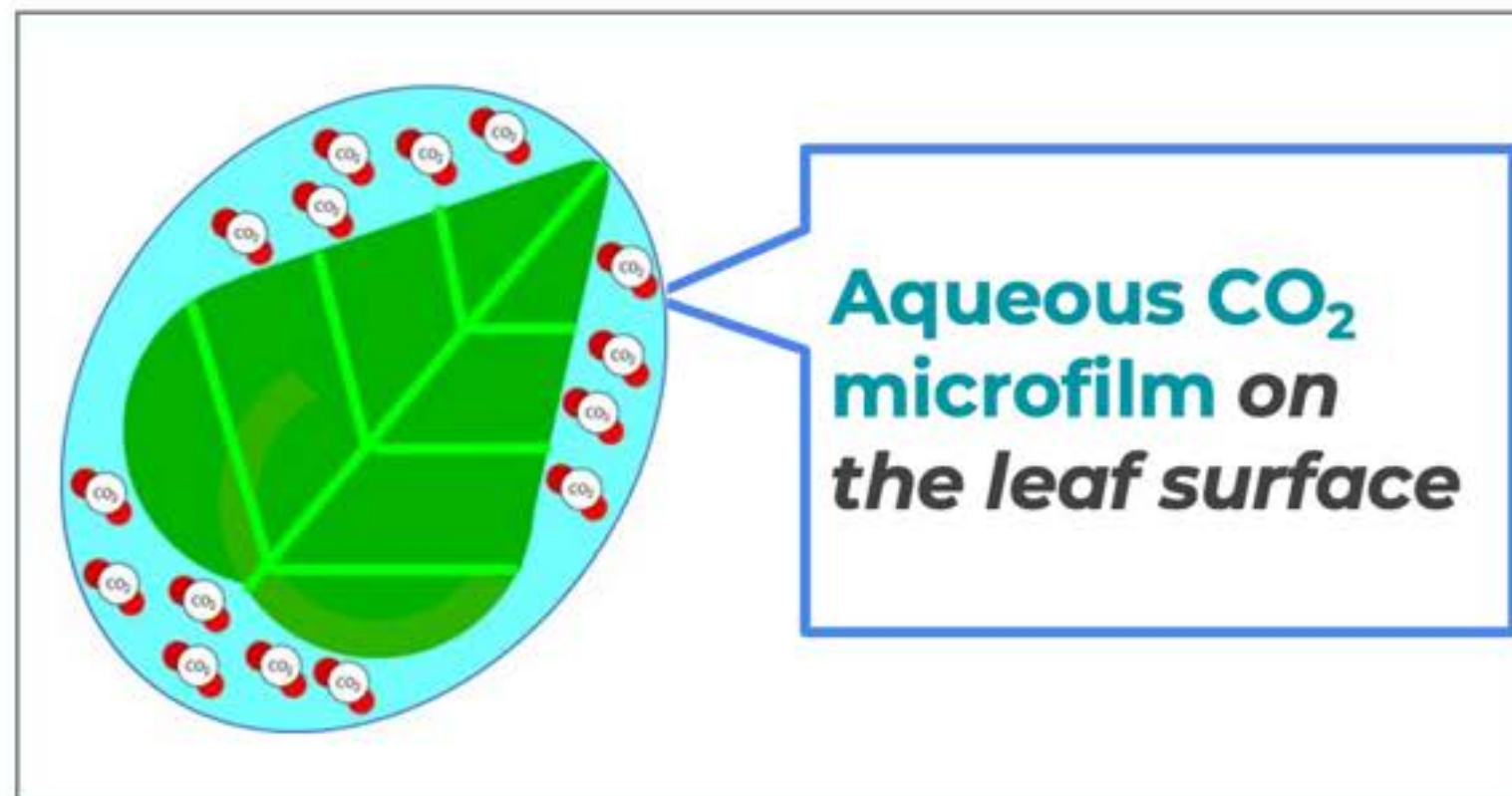




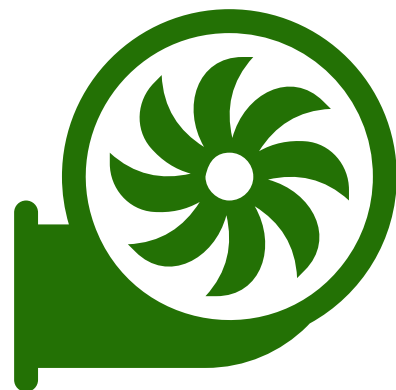
## ATMOSPHERIC CO<sub>2</sub> ABSORPTION



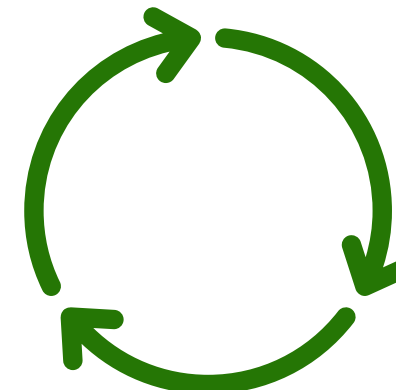
## CO2 GRO's AQUEOUS CO<sub>2</sub> ABSORPTION



Aqueous CO<sub>2</sub> diffuses through the leaf's surface



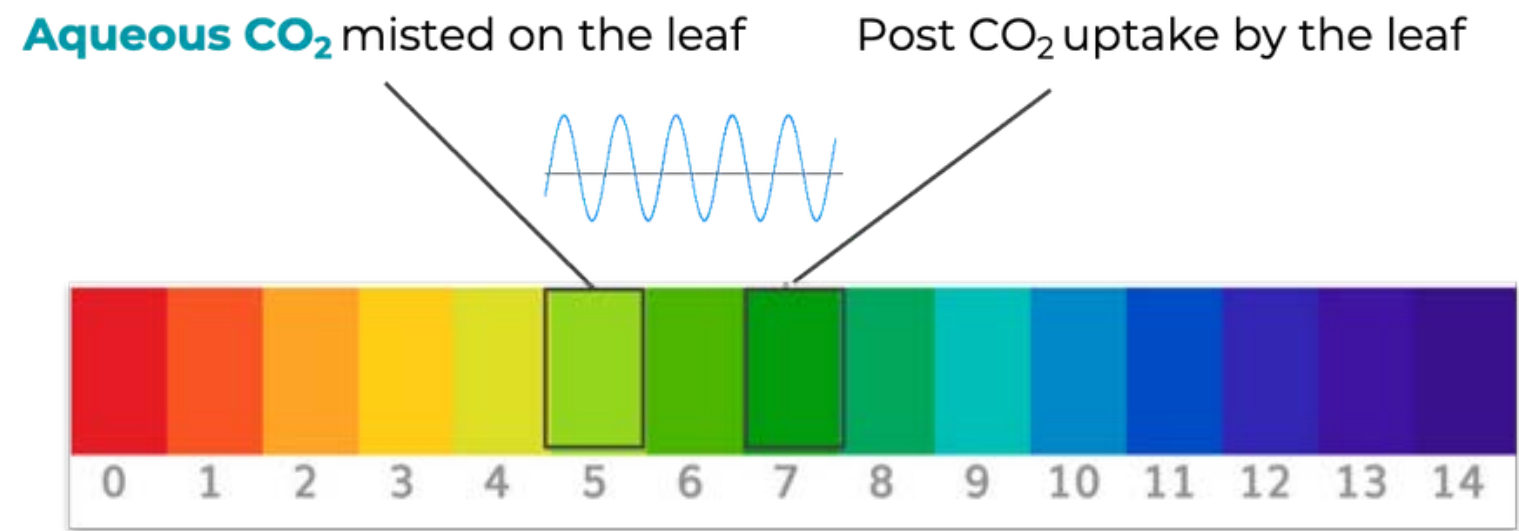
Aqueous CO<sub>2</sub> does not escape through venting



Aqueous CO<sub>2</sub> is provided to plants year-round



# Pathogen Perimeter Protection (PPP)<sup>™</sup>

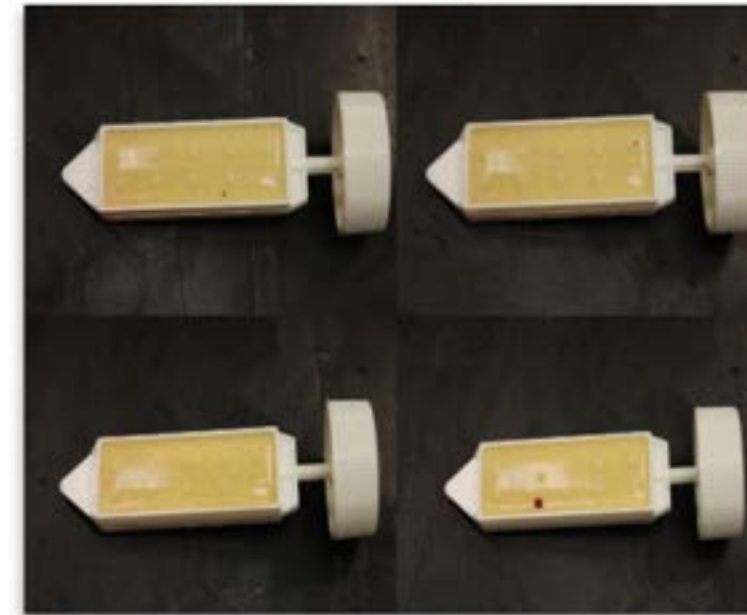


pH fluctuations on the leaf surface suppresses micro-pathogens such as mildew, mold, and bacteria



CO<sub>2</sub> gassing alone does not provide PPP

AQUEOUS CO<sub>2</sub> MISTED



CO<sub>2</sub> GASED & AMBIENT CO<sub>2</sub>



PPP suppresses the spread of *E. coli* by 99% - as demonstrated by *E. coli* cultures on growth medium paddles at St. Cloud State University



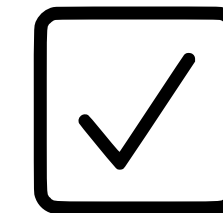
# Greenhouse CO<sub>2</sub> Sustainability Savings

## For the 10 billion sq. ft. of greenhouses gassing CO<sub>2</sub>

~\$650/MT CO<sub>2</sub> gas cost & carbon emissions tax of \$170/MT by 2030 (Canada)

## Per 1 million square feet

- ~2000 MT/yr of CO<sub>2</sub> is typically gassed
- \$1,300,000/yr delivered CO<sub>2</sub> gas costs
- \$340k/yr carbon emissions tax by 2030 (Canada)

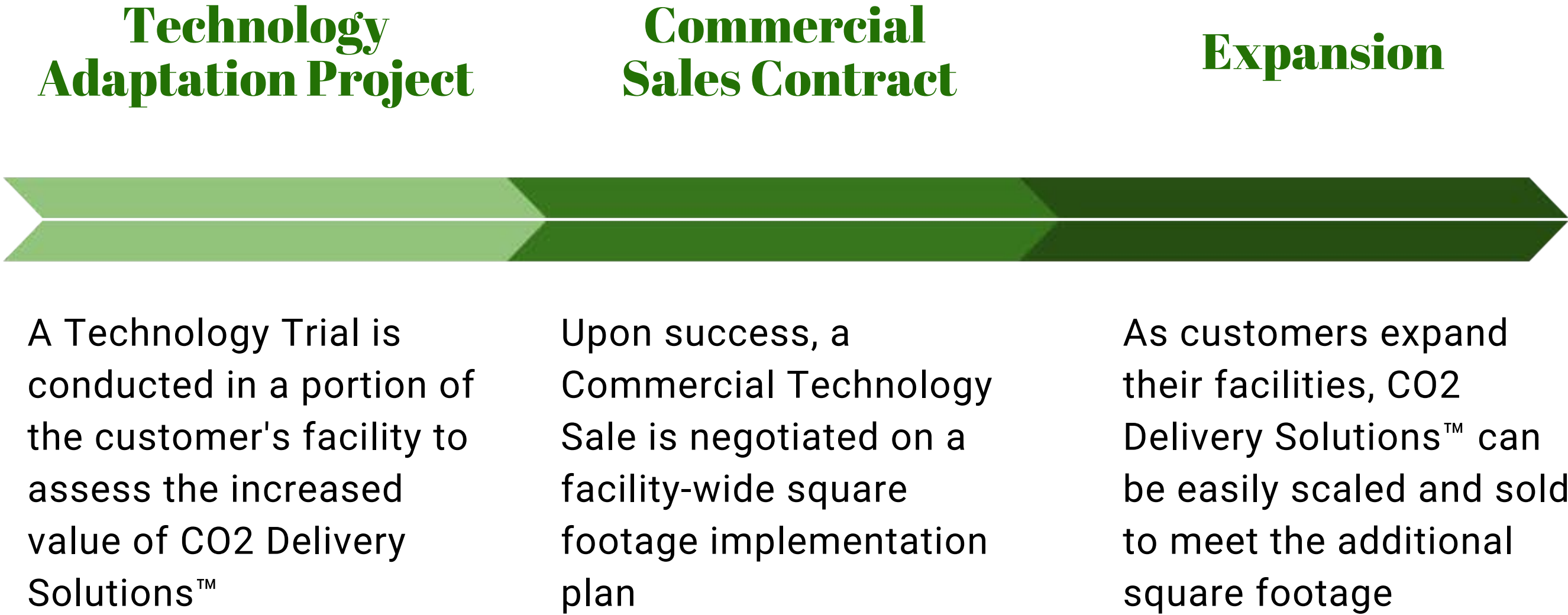


**CO<sub>2</sub> Delivery Solutions™ can save these greenhouses up to \$1.5 million annually**



# Technology Sales Cycle

Our goal is to gather enough data and success cases so that growers skip the Trial and go directly to a Commercial Sales Contract (a Capital Purchase or Pay-for-Use contract).





# CO2 GRO Inc.'s Revenue Model

## **Commercial Sales Contracts**

Pricing based on cultivation area

## **Flexible Commercial Terms**

Pay-for-Use contract or Capital Purchase





# 2023 Goals



Build on momentum to sign \$4 million to \$5 million in 2023 sales orders

Geographic Reach - currently adding sales partners in Japan and Korea. Over time, other top ten protected ag countries in South America, EU and Asia



Continue to research, patent, and optimize precision techniques of our aqueous CO<sub>2</sub> technology to achieve \$4 million to \$5 million in sales orders



# People, Planet, and Prosperity



Reduce CO<sub>2</sub> waste and cost by up to 95%



Minimize health and safety issues for workers from CO<sub>2</sub> gassing



Reduce pesticide and fungicide use



Safe for plants, people and animals



**Up to 30% more yield ≈ doubling profits**







# 30% more yield $\approx$ doubling profits



## Typical Protected Grow Economics

Current production (low-end): 10 kg/m<sup>2</sup>

Selling price: \$1.50/kg

Cost: \$1.20/kg

1 hectare annual production: 100,000 kg

1 hectare annual revenue: \$150,000

1 hectare annual profit: \$30,000

Increase revenue with CO2 GRO: \$45,000 (+30%)

CO2 GRO annual operating cost: \$10,000

**Increase profit with CO2 GRO: \$35,000 (doubling profit)**



# Benefits All Protected Grow Facilities



Tunnel



Net house



Shade house



Indoor vertical farm



Hoop house



Greenhouse



# Lettuce Greenhouse Trial



**Top left:** CO<sub>2</sub> Infusion System



**Top right:** Lettuce greenhouse



**Bottom right:** Overhead misting

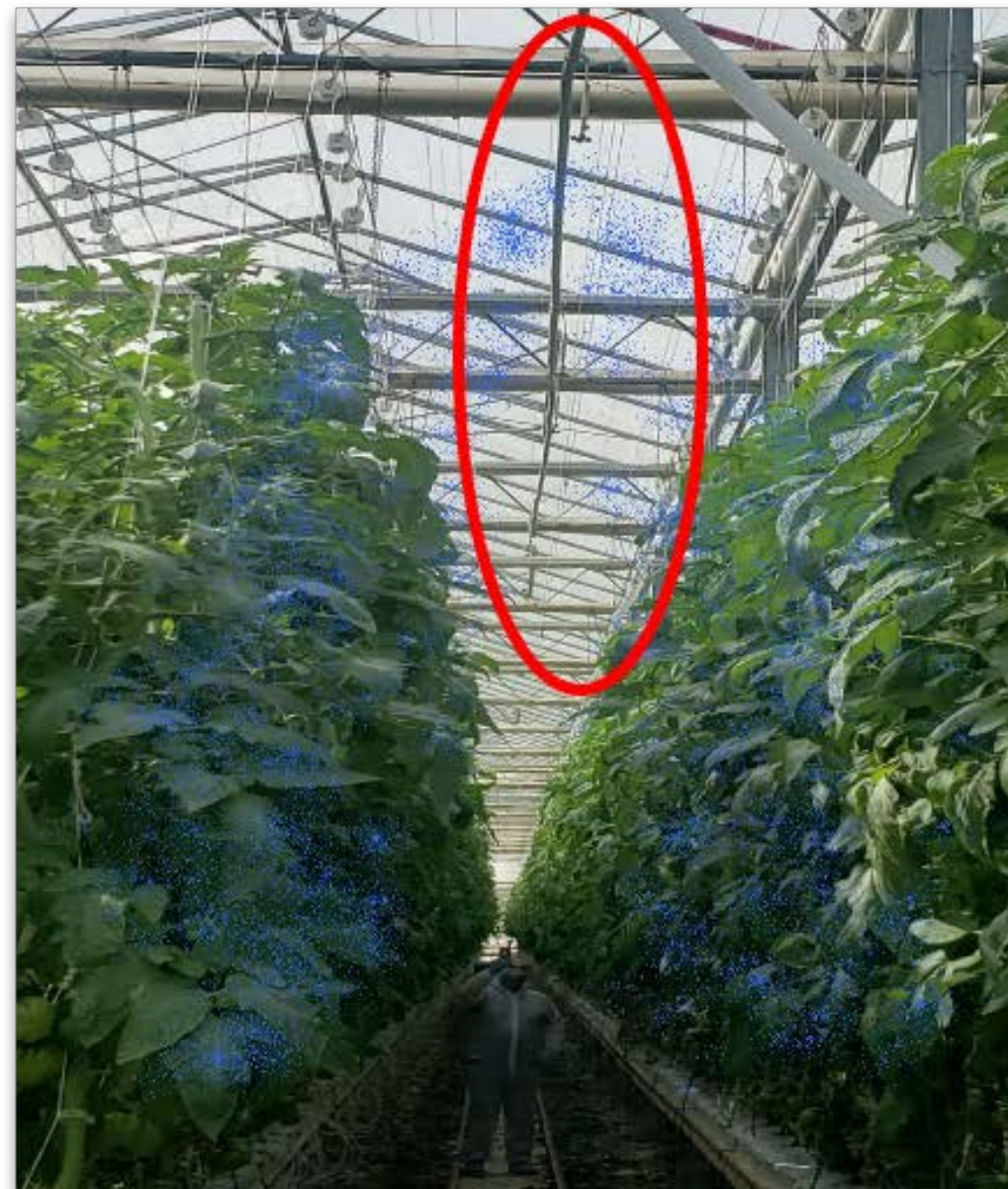


# Microfilm created from top-to-bottom

**Pepper greenhouse**



**Tomato greenhouse**






**Cucumber greenhouse**





# Bench Scale Study on Peppers

Metric	Aqueous CO <sub>2</sub>	*CO <sub>2</sub> gassing	Ambient CO <sub>2</sub>
Total Biomass	195 grams	192 grams	132 grams
Fruit Yield	8.5 fruit/plant	8 fruit/plant	7 fruit/plant
Harvest Time	22 days	22 days	25 days
Pathogen Suppression	Yes	No	No

-  20% more pepper fruit production vs ambient
-  10% faster growth vs ambient
-  \*Impossible to maintain 1200 ppm CO<sub>2</sub> when venting

Experiment conducted at St. Cloud State University



# Commercial Pepper Sales Success

Metric	Aqueous CO <sub>2</sub>	Ambient CO <sub>2</sub>
Kilos	49,885	41,977

Half hectare treatment vs half hectare control.



“Purchasing the technology again for a second greenhouse was an easy decision. Over time, we hope to install the technology in more of our greenhouses. We believe that CO2 Delivery Solutions™ can transform our business profitability and provide us with a competitive edge in the Central America pepper production market.”

- Rodrigo Martinez, General Manager, Hidroexpo.

Note: First technology trial delivered 20% increase in pepper production, second trial delivered 30% after technology protocol optimization.



# Technology Trial with Cherry Tomatoes

- Overall kg/m<sup>2</sup> has increased by 10%
- Calibre 27 tomatoes (highest value) are now 3% versus 1% of yield (3x increase)
- Calibre 25 tomatoes (second highest value) increased from 24% to 33% of total yield (37.5% increase)
- Quality defects are down 8%





# Technology Trial with Cucumbers

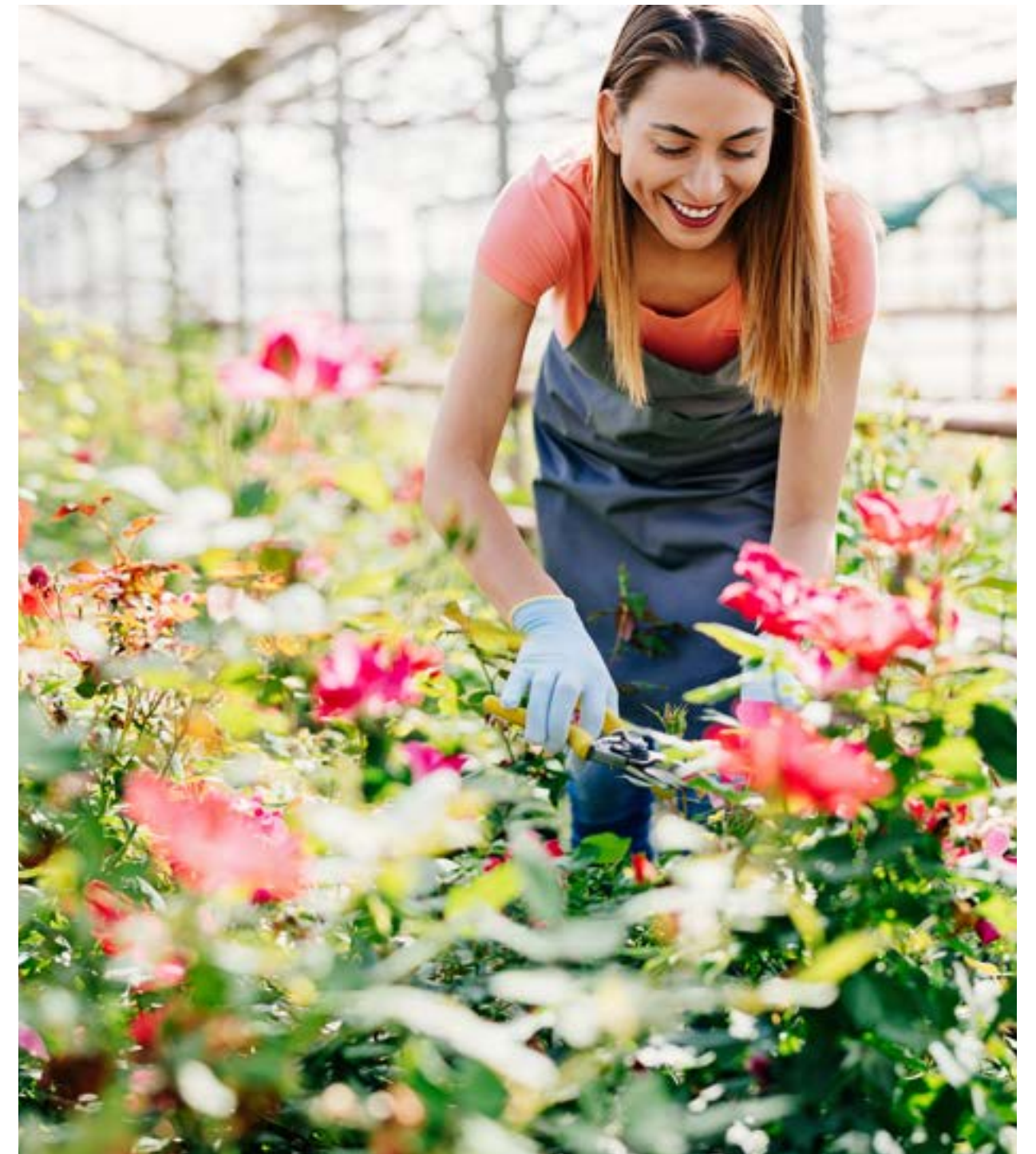
- 20% production increase in the first cycle.
- 37% production increase in the second cycle
  - CO2 GRO's Pathogen Perimeter Protection™ suppressed powdery mildew
  - Control block experienced powdery mildew outbreak
- Larger cucumber





# Technology Trial with Roses

- High-grade high value roses realized a 21% production increase
- High-grade roses are over 55 cm in stem length and have 6 cm wide flower buds
- 75% reduction in powdery mildew spread due to CO2 GRO's Pathogen Perimeter Protection™





# Technology Trial with Lettuce

- 7 varieties tested
- Average biomass increase of 17%, with one variety yielding a 28% increase





# Current Crop Applications



Leafy Greens



Peppers



Tomatoes



Cucumbers



Roses



Young Plants



Berries



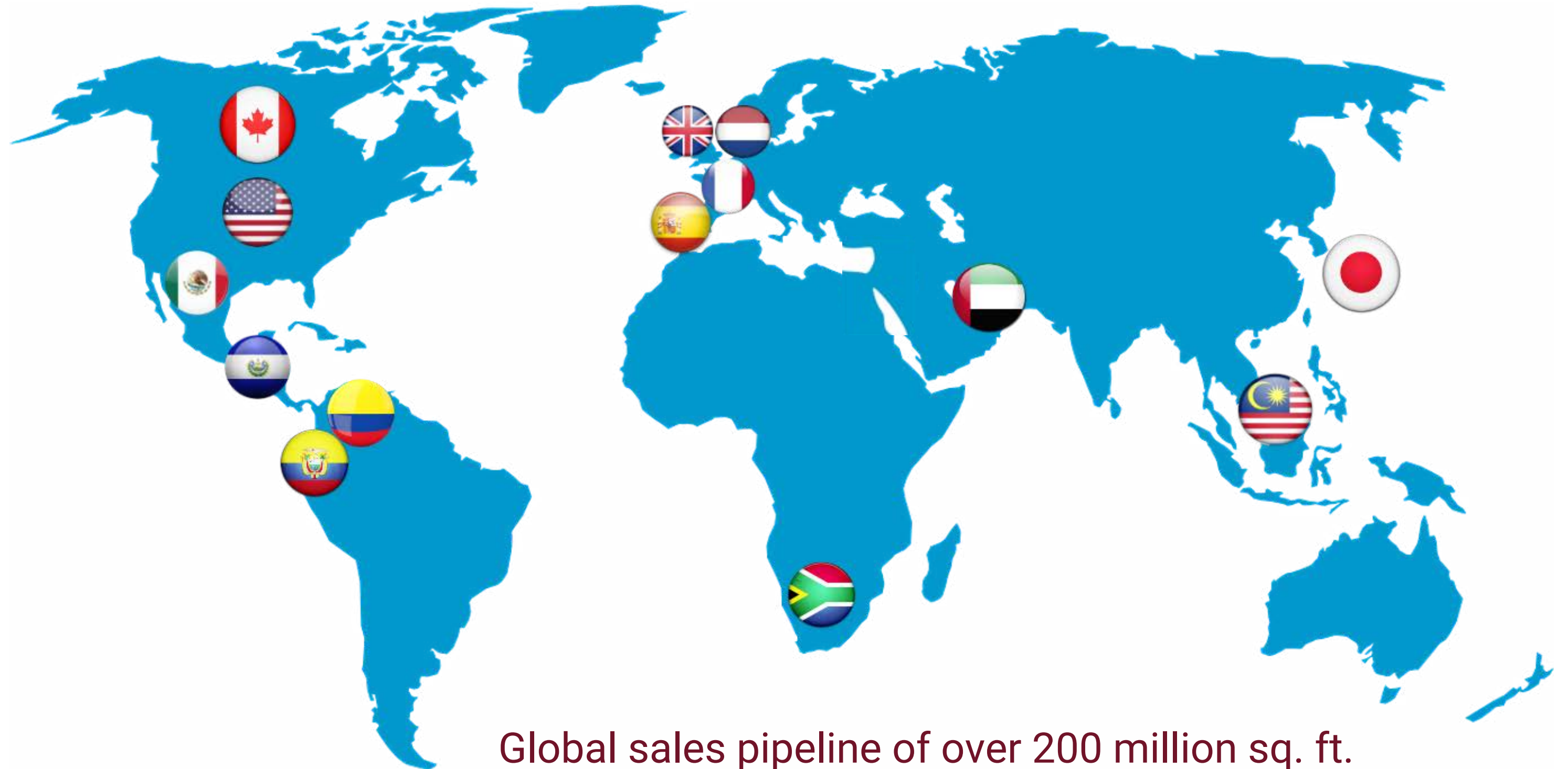
Pharma Crops



Other Floriculture



# Current Customers and Partners





# Environmental, Social, & Governance (ESG)

In 2023, CO2 GRO released its second aspirational ESG Report and Executive Summary

[Full 2023 ESG Report](#)

[2023 ESG Report - Executive Summary](#)





# Export Opportunity



900 billion sq ft global market (700 billion sq ft food cultivation + 200 billion sq ft floriculture & other crops): 99.9% outside Canada



Currently 90% of CO2 GRO's customer base is outside of Canada



Our cumulative goal over the next 3 years: \$50 million from international sales



Support Canada to become a leader in agri-tech exports



# Rapid Growth



Growth from 1 customer in 2019 to 50+ currently



In 2019, originally in Canada only. Expanded to over 15 countries currently



Sales orders of \$10,000 in 2019 to cumulative sales in excess of \$2.1 million as of Q2 2023



Forecast C\$2 million to C\$2.5 million in sales orders in 2023



# CO2 GRO Capitalization Table

## CAPITAL STRUCTURE AS AT JULY 2023 (# of shares)

Common shares	97,326,698
Options	4,827,000
Restricted Share Units	3,925,000
Warrants	0
	<u>106,078,698</u>



# Executive Management Team

## **John Archibald, P. Eng. – President & CEO**

Professional Engineer with over 35 years' experience managing the full spectrum of engineering projects from demonstration to large scale installations in North America and overseas. John along with his partners successfully built and sold their own company which deployed gas infusion technology in numerous industries.

## **Aaron Archibald – VP Sales & Strategic Partnerships**

A successful businessman and entrepreneur, for the last 17 years Aaron has headed teams that successfully commercialized gas-to-liquid mixing technologies globally in various industries including groundwater remediation, wellness, aquaculture and beverages. Aaron along with his partners successfully built and sold their own company which deployed gas infusion technology in numerous industries. It was that company that initially licensed the CO2 gas fusion technology to CO2 GRO Inc.

## **Sam Kanes, CPA, CFA – VP Market Research, Director**

From 1987 to 2011, Sam was Scotia Capital's Managing Director of Equity Research for fertilizer, chemical, biofuel, and energy infrastructure companies. He has also worked as an independent energy consultant. Sam is a member of both the Audit and Compensation committees.

## **Stephen Gledhill, CPA, CMA – CFO, Corporate Secretary**

A seasoned Chief Financial Officer with a number of publicly traded companies. Stephen brings valuable accounting, regulatory and exchange related expertise to our team.



# Board of Directors

## **Mike Boyd, MBA – Board Chair, Chair of Audit Committee and Independent Director**

Mike is a seasoned investment management executive with experience managing venture capital, private equity and high yield debt securities. His experience includes companies at all stages of development from start-ups to mature buyout situations. Mike has a background in strategic management, board processes and governance having experience on many boards, as chair of the audit, compensation or governance committees.

## **Rose Marie Gage, C. Dir and GCB.D - Chair of ESG Committee and Independent Director**

In April 2019, Rose joined GROW and is an Independent Director (ID). Currently she serves as the Environmental, Social and Governance Chair. Additionally, she is Vice Chair of the Agricultural Research Institute of Ontario (ARIO), a provincial agency, and independent member of Bioindustrial Innovation Canada (BIC). Rose is the former Vice Chair and ESG Chair for HEXO Corp.; Chair, People & Sustainability, Link Energy; Chair Ontario Agri-Food Technologies (OAFT) and Chair Agri Technology Commercialization Centre (ATCC). She has over 22 years of Board service experience. Rose is also the former CEO of Ag Energy Co-operative, an energy co-operative whose founding members came from the greenhouse sector. Rose holds a Chartered Director Designation from the Directors College and a ESG Board Designation from Competent Boards. She holds an Hons B. Comm. from McMaster University and received Exec. Education from Rotman and Harvard. In 2018, she was awarded the Directors' College Outstanding Governance Award. Rose was recognized as a 2021 Women of Inspiration award recipient and joined the Universal Women's Network Advisory Board as Chair in October 2021.



# Board of Directors

## Dr. Gord Surgeoner – Independent Director

After attaining his PHD in 1976, Gord became an esteemed professor at the University of Guelph in Environmental Biology and Plant Agriculture until 2004. From 1999 to 2014 Gord was the President of the Ontario Agri-Food Technologies (OAFT). He continues to work on sustainability initiatives on Boards such as Agriculture Research Institute of Ontario and the Advisory Board Bio-Products Research and development Centre. Currently Gord is a Director of Performance Plants and the Grand River Agriculture Society. In 2014 he was elected to Ontario the Ontario Agriculture Hall of Fame and has received the Legacy and Leadership Award World Congress Industrial Biotechnology. He was also inducted into the Order of Ontario.

## Tom Wiltout – Independent Director

Leadership, Ospraie Ag Science LLC, Past Strategic Leader Global Seed Development for Dow AgroSciences LLC, on the Board of Directors of Agriculture Alumni Seed improvement Association Inc., Innovative Seeds Solutions, LLC, and Remington Holding, LLC.

## John Archibald P. Eng. – President & CEO, Director

## Sam Kanes, CPA, CFA – VP Market Research, Director





# Become a Part of Our Vision



Join our team, in whatever capacity you can.

Install our technology, invest in us, work with us, or give us a like on social media.

 /co2gro

 /co2gro

 /company/co2-gro-inc





## Contact Information

Get in touch with our team to learn more about your specific needs



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