

**ACTION MATTERS**



*Private & Confidential*

**Investor Presentation**

**October 2024**

**A LEADER IN CLIMATE SOLUTIONS**

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Ostrom Climate Solutions Inc. (Ostrom Climate) is a **leading global climate company** based in Vancouver, British Columbia, Canada with 60+ team members globally. Ostrom Climate has worked with **200+ organizations, including Fortune 500 companies,** managed projects with Indigenous stakeholders and has extensive emerging markets experience.

Ostrom Climate is **publicly traded:**  
**TSX-V:COO | Frankfurt: 9EAA**

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# Company Overview

Ostrom Climate is a B2B  
global carbon leader  
with a **reputable brand.**

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## OSTROM CLIMATE **BUSINESS**

What we do...

**PROJECT DEVELOPMENT**

Develop and own carbon projects

**NET ZERO SOLUTIONS**

Professional services for climate risk management

**CARBON TRADING**

Sales, marketing, and trading for carbon assets

## OSTROM CLIMATE **OFFSETTERS COMMUNITY**

#1 Brand in Canada to measure, reduce and be climate positive

2024 OFFSETTERS  
**CLIMATE FRIENDLY**  
COMPANY

2024 OFFSETTERS  
**CARBON NEUTRAL**  
COMPANY

2024 OFFSETTERS  
**CLIMATE POSITIVE**  
COMPANY

## OSTROM CLIMATE **EXPERTISE**

We have global leading expertise in the following areas of emissions reductions

- reducing methane production in **rice cultivation**
- improved **forest management**
- blue carbon focused on **ocean & coastal conservation**
- preventing **deforestation**
- biochar technology to **enhance carbon sequestration**
- developing **sustainable biofuels**
- **shaping global climate policy, under Article 6 of the Paris Agreement**

## A CARBON GROWTH COMPANY

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Ostrom Climate is a global carbon leader embarking on a new strategy to develop and own high-quality carbon projects for recurring carbon credit (tCO<sub>2</sub>e)<sup>1</sup> revenue in a market setup for tremendous growth due to global *Net Zero* commitments.

1. tCO<sub>2</sub>e stands for "tonnes (t) of carbon dioxide (CO<sub>2</sub>) equivalent (e)", the unit of measure for carbon credits.



**19+**  
Years

Operating History

**5**  
Continents

Developed Projects

**10+**  
Million

Carbon Credits Developed

**16+**  
Million

Acres Forest Projects for  
Conservation & Restoration

**200+** Million

Carbon Credits Generated Over Life of 2 Projects

## Our Customers & Partners<sup>†</sup>



bp



International  
Olympic  
Committee



**lundin mining**

<sup>†</sup> Includes current and past

# Executive Team & Directors



**Tejinder Virk**  
**Chief Executive Officer & Director**  
Tej is responsible for strategic planning, business development, international expansion, corporate development and investor relations. He was previously a Managing Director at Bank of Montreal, and has over 20 years of experience in corporate finance and capital markets.



**Phil Cull**  
**Chief Operating Officer & Director**  
Phil has been working in the environmental markets for 15 years and is responsible for carbon finance deal structures, revenue-sharing deals and manages offtake negotiations. He previously ran an equities trading desk at Goldman Sachs.



**Jane Boles**  
**Director of International Land Use**  
Jane oversees the design and deployment of nature-based solutions. Working primarily with voluntary offset markets, her team splits focus between Improved Forest Management and Climate-Smart agriculture. Jane has been with Ostrom Climate for 15 years.



**Cornelia Rindt**  
**Director of Domestic Land Use**  
Cornelia is responsible for the development & management of forest and other land-use carbon offset projects within Canada. She oversees the development of Projects from design through to validation and verification. She has been at Ostrom Climate for 20 years.



**Colin Haddock**  
**Chief Financial Officer**  
Colin has over 11 years of experience, and also acts as CFO for RCM Capital. He has demonstrated success in steering companies through periods of restructuring to growth, with proven proficiency in leveraging data and scenario planning through to execution.



**Edmund Rico**  
**Country Lead, ILU (Philippines)**  
Edmund brings 20 years of experience in biodiversity conservation and nature-based solutions projects. He has extensive knowledge and experience of the Philippines' carbon finance-related policies and initiatives.



**Navdeep Dhaliwal**  
**Executive Chairman & Director**  
Navdeep, Founder & CEO of NLX Capital, is an entrepreneur and financier focused on sustainability ventures that create positive change for humanity globally. He has extensive private, public company experience in sustainability, CPG, biotech and technology.



**Christopher Morris**  
**Chair of Audit Committee & Director**  
Chris is a Managing Partner at RCM Capital a private asset management firm focused on special situations debt and equity investments, based in Vancouver and Toronto. Christopher began his career in investment banking at Credit Suisse First Boston in London.



**Tar Deol**  
**Director**  
Tar is principal at Taiga Solutions Inc and was previously with The Supreme Cannabis Company and Kiewit Corporation, a leading engineering and construction firm working on a series of design-build projects over \$3B in value over his 16 year career.

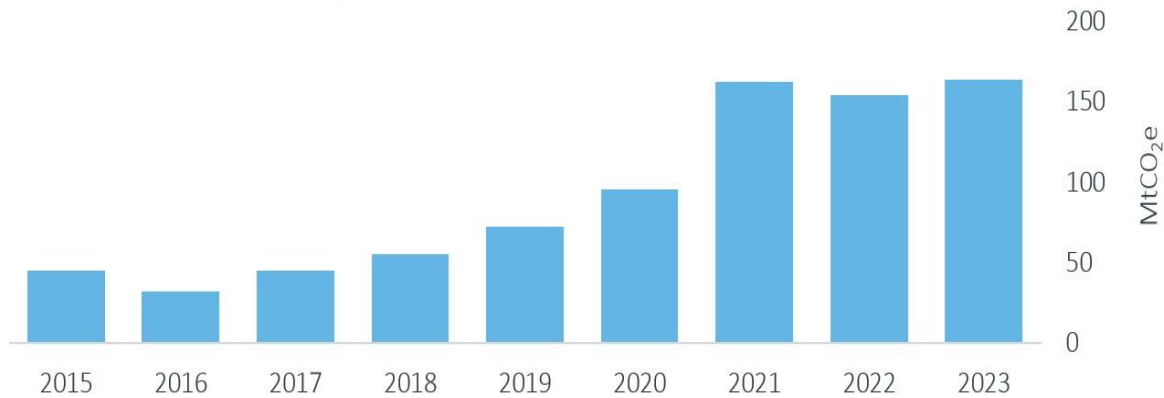
# Carbon Market Overview

## Net-Zero Commitments Driving Demand for Carbon Assets



### New Offsetting Record

Carbon offset retirements, by year



Source: BloombergNEF, Verra, Gold Standard, American Carbon Registry, Climate Action Reserve

Note: Chart is based on public data from the four largest carbon offset registries.

BloombergNEF

Buyers purchased and retired a record 164M tCO<sub>2</sub>e in 2023<sup>4</sup>

- Transition to a Net-Zero Greenhouse Gas economy, stimulated by government regulations and corporate commitments.
- 65+ countries representing **23% of the world's emissions have carbon pricing policies** in place.<sup>1</sup>
- **195 Countries have endorsed the Paris Agreement**, which establishes a framework for global climate action.<sup>2</sup>
- 21% of the world's 2,000 largest public companies have committed to meet Net-Zero targets, collectively representing **sales of ~\$14 trillion**.<sup>3</sup>
- In March 2024, the SEC ruled that large companies, constituting **95% of US market capitalization, must issue comprehensive climate disclosures**, including Scope 1 and Scope 2 GHG emissions.<sup>5</sup>

1. The World Bank, <https://ppp.worldbank.org/public-private-partnership/sites/ppp.worldbank.org/files/2023-10/State%20and%20Trends%20of%20Carbon%20Pricing%202023.pdf>

2. The United Nations, [https://www.un.org/en/climatechange/paris-agreement#:~:text=Today%2C%20195%20Parties%20\(194%20States,strengthen%20their%20commitments%20over%20time.](https://www.un.org/en/climatechange/paris-agreement#:~:text=Today%2C%20195%20Parties%20(194%20States,strengthen%20their%20commitments%20over%20time.)

3. Oxford Net Zero, [https://ca1-eci.edcdn.com/reports/ECIU-Oxford\\_Taking\\_Stock.pdf](https://ca1-eci.edcdn.com/reports/ECIU-Oxford_Taking_Stock.pdf)

4. BloombergNEF, <https://about.bnef.com/blog/carbon-offset-demand-hits-record-in-2023-off-huge-december/#:~:text=Even%20after%20a%20turbulent%20year,of%20these%20offsets%20in%202023>

5. The Guardian, <https://www.theguardian.com/business/2024/mar/06/us-sec-climate-change-emissions-disclosure#:~:text=They%20will%20affect%20about%205%2C300,governance%20principles%2C%20known%20as%20ESG.>

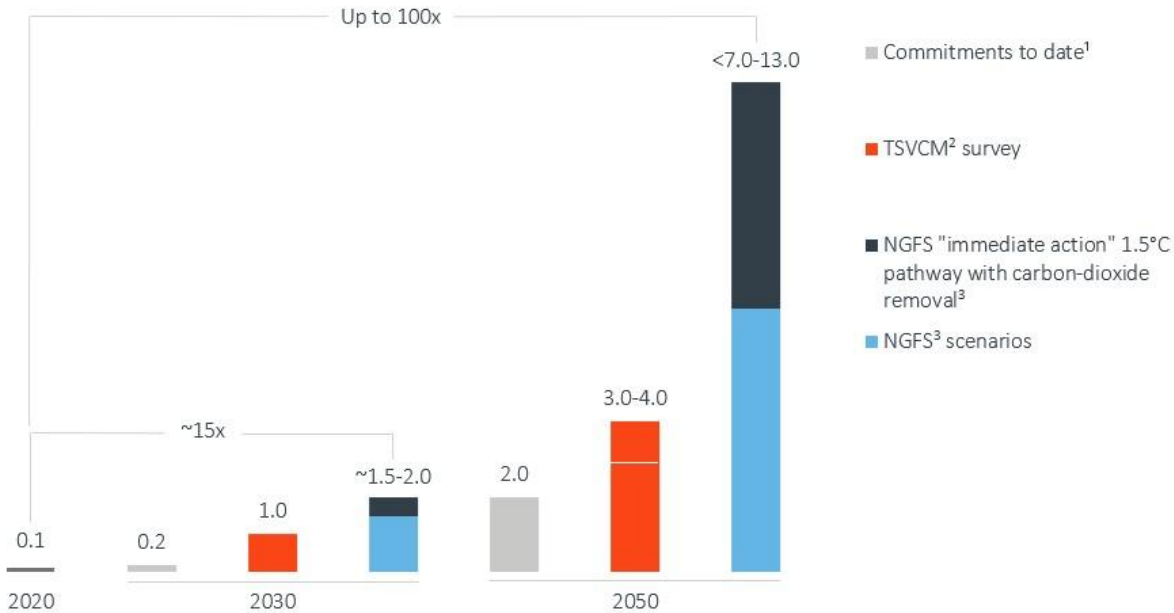


# Carbon Market Demand & Price Outlook

90% of Voluntary Carbon Market Credits are traded Over-the-Counter (OTC)<sup>1</sup>



Voluntary demand scenarios for carbon credits, gigatons per year



<sup>1</sup> These amounts reflect demand established by climate commitments of more than 700 large companies. They are lower bounds because they do not account for likely growth in commitments and do not represent all companies worldwide.

<sup>2</sup> TSVCM = Taskforce on Scaling Voluntary Carbon Markets. These amounts reflect demand based on a survey of subject-matter experts in the TSVCM.

<sup>3</sup> NGFS = Network for Greening the Financial System. These amounts reflect demand based on carbon-dioxide removal and sequestration requirements under the NGFS's 1.5°C and 2.0°C scenarios. Both amounts reflect an assumption that all carbon-dioxide removal and sequestration results from carbon credits purchased on the voluntary market (whereas some removal and sequestration will result from carbon credits purchased in compliance markets and some will result from efforts other than carbon-offsetting projects).

Source: NGFS; TSVCM; McKinsey analysis

- Voluntary action through the carbon markets will need to **increase 15-fold by 2030 and 100-fold by 2050 from 2020 levels.**<sup>2</sup>
- Science Based Targets initiative (SBTi) has endorsed using **carbon credits towards Scope 3 emissions** abatement<sup>3</sup>, ~70% of corporate emissions globally.<sup>4</sup>
- Carbon pricing could rise to **US\$80 to \$150 per tCO<sub>2</sub>e** by 2035.<sup>5</sup>
- **Carbon credits are predominately traded over-the-counter (OTC) and not via exchanges** because final emitters prefer upstream exposure to ensure highest quality and best price.

Demand and Price are forecasted to increase significantly

1. Six Group, <https://www.six-group.com/dam/download/company/report/whitepapers/six-whitepaper-voluntary-carbon-markets-en.pdf>

2. McKinsey, <https://www.mckinsey.com/capabilities/sustainability/our-insights/a-blueprint-for-scaling-voluntary-carbon-markets-to-meet-the-climate-challenge>

3. SBTi, <https://sciencebasedtargets.org/news/statement-from-the-sbti-board-of-trustees-on-use-of-environmental-attribute-certificates-including-but-not-limited-to-voluntary-carbon-markets-for-abatement-purposes-limited-to-scope-3>

4. UN Global Compact, <https://www.unglobalcompact.org.uk/scope-3-emissions/>

5. EY, [https://assets.ey.com/content/dam/ey-sites/ey-com/en\\_au/topics/sustainability/ey-net-zero-centre-carbon-offset-publication-20220530.pdf](https://assets.ey.com/content/dam/ey-sites/ey-com/en_au/topics/sustainability/ey-net-zero-centre-carbon-offset-publication-20220530.pdf)

# Carbon Credit Quality is Paramount

Large sophisticated final emitters must conduct significant due diligence to ensure quality



**The Guardian**  
News provider of the year

**Revealed: more than 90% of rainforest carbon offsets by biggest certifier are worthless, analysis shows**

Investigation into Verra carbon standard finds most are 'phantom credits' and may worsen global heating

**THE NEW YORKER**

**THE GREAT CASH-FOR-CARBON HUSTLE**

*Offsetting has been hailed as a fix for runaway emissions and climate change—but the market's largest firm sold millions of credits for carbon reductions that weren't real.*

**The Washington Post**

**Airlines want you to buy carbon offsets. Experts say they're a 'scam.'**

Spending a few dollars to offset the footprint of your flight may sound too good to be true because it is, climate experts say

**THE WALL STREET JOURNAL.**

SUSTAINABLE BUSINESS

**Rebuilding Trust in Carbon Offsets Faces Uphill Battle**

Around 95% of buyers today don't meet new standards on carbon offsets

- Media scrutiny **exposing low-quality projects.**
- Critical for final emitters to purchase high-quality carbon credits to **reduce reputation risk.**
- Carbon offset projects must deliver real and quantifiable emission reductions and removals while delivering **co-benefits to the communities and biodiversity.**
- High-quality carbon credits in the voluntary carbon market (VCM) are commanding **price premiums of around 200%.<sup>1</sup>**
- Final emitters have **large sophisticated and experienced** global carbon buying teams.

**Final emitters determine quality and will pay a premium**

1. BeZero, <https://bezerocarbon.com/insights/towards-efficiency-carbon-credit-pricing-and-risk>



Past Project Profile:

# Great Bear Forest Carbon Project

*The Great Bear Rainforest is the largest intact coastal temperate rainforest remaining in the world. The resources of the Great Bear Rainforest are vast and valuable to coastal First Nations, environmental groups, forest companies and governments.*

**INTERVENTION:** Changes in land-use legislation and regulation, converting forests that were previously designated, sanctioned or approved for commercial logging to protected forests.

**RESULT:** Established protected areas, reduced harvest levels, and returned forest management to coastal First Nations Communities.

**Largest Coastal Rainforest in the World**

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## PROJECT AT A GLANCE

**LOCATION:** North and Central-Mid Coast & Haida Gwaii, British Columbia, Canada

**TYPE:** Improved Forest Management

**STANDARD:** BC Forest Carbon Offset Protocol (FCOP)

**CREDITS:** 30 million tCO<sub>2</sub>e over 25 years

**VIDEOS:**

- <https://youtu.be/XMn2V8T7Ppk>
- <https://youtu.be/YgOrfHf-PMs>

Current Project Profile:

# Kwahu Carbon Project

*A landscape restoration project in Ghana to restore degraded and deforested landscapes in the Kwahu area and enhance the livelihoods of local communities, while generating carbon credits.*

**INTERVENTION:** Regenerate an estimated 100,000 hectares of degraded lands, restore the landscape's biodiversity and transform it into an economically productive ecosystem for the local Indigenous population.

**RESULT:** New income opportunities through agroforestry practices training and job creation, empowering 22,000 members of the local community.

**One of the first Article 6.2 projects in the World\***

\* Per Management forecast and analysis



## PROJECT AT A GLANCE

**LOCATION:** Kwahu Afram Plains, Ghana

**TYPE:** Afforestation, Reforestation and Revegetation (ARR)

**STANDARD:** Verra, Article 6.

**CREDITS:** Forecasted up to 12 million tCO<sub>2</sub>e over 25 years\*



## Growth Strategy

Ostrom Climate is developing high-quality carbon projects to generate recurring carbon revenue at scale.

## High-Quality Project Development

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Leverage expertise to build high-quality carbon projects for the voluntary carbon markets:

- Grow carbon revenue by developing high-quality **climate-smart agriculture** and **forest-based carbon** projects at scale.
- Deploy risk capital into carbon project development to maintain large equity stakes with large, long-term carbon offset positions.
- Develop projects **in tandem with large final emitter carbon buyers at the outset via long-term carbon supply agreements to reduce risk and establish high-quality pricing.**
- Focus on project origination but also explore joint ventures with project owners to add expertise and investments into carbon streams.

Strategic Focus:

# AWD Rice in Southeast Asia

*Globally, approximately 8% of agricultural greenhouse gas emissions are produced by growing rice. Methane is 28 times more potent a GHG than carbon dioxide.<sup>1</sup>*

## Ostrom Climate Advantage:

- ICVCM has the Rice Methodology in its first 3 methodologies for review and adoption
- Ostrom Climate has a proven curriculum for changing farmer behaviour. The curriculum is repeatable, scalable and exhaustive.
- Our approach to MRV will allow us to access hundreds of thousands of farmers across the key production jurisdictions in Southeast Asia.

**Ostrom Climate is a leader in AWD Rice and will expand**

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Current Rice Project Profile:

# Climate-Smart Rice Cultivation

*The Upper Pampanga Rice Climate-Smart Rice project leverages demand for Nature-based solutions to drive carbon financing into the hands of smallholder rice farmers in Central Luzon, Philippines. It is the largest rice methane reduction project in the world.<sup>1</sup>*

**PROJECT OVERVIEW:** Rice farmers in the project contribute to climate change mitigation by reducing methane emissions through Alternate Wetting & Drying (AWD) water management. AWD allows rice fields to be periodically dried. Studies show that AWD reduces methane emissions by 30%–50% and water use by 10%–20% without reducing rice yield.<sup>2</sup>

**OUR APPROACH:** Train farmers in the implementation of AWD through our extensive Farmer Field School program which involves the timely release of continuously flooded paddy water to prevent anaerobic breakdown of organic material.

**Opportunity of millions of high-quality tCO<sub>2</sub>e/year**

1. Quantum Commodity Intelligence  
2. Asia Development Bank  
\* Per Management forecast and analysis



## PROJECT AT A GLANCE

**LOCATION:** Central Luzon, Philippines

**TYPE:** Climate-Smart Agriculture

**STANDARD:** TBA

**CREDITS:** Forecasted 17 million to 33 million tCO<sub>2</sub>e over 22 years\*



Intellectual Property Focus:

# Communities are Heart of Projects

- Ostrom Climate's projects are designed, implemented, and managed in partnership with Indigenous stakeholders, incorporating carbon revenue to resource management and decision making.
- Projects include **smallholder farmers**, using carbon revenue to incentivise the adoption of **climate-smart agriculture** and connect farmers to markets for sustainable commodities.
- Ostrom Climate is **building its expertise and intellectual property into technology applications (IE: "RICE.OS")** to deploy key processes, scale and affirm community adoption.
- RICE.OS will be a key driver of quality and pricing for offtakers.

**Driving behavioural change, designing IP with technology and improving data for quality**



# Investment Highlights:

1. Ostrom Climate has a 19 year and **10 million tCO2e delivered track record**
2. Reputable leadership team with **unique execution experience** on-ground in over 14 countries
3. Extensive **carbon buyer relationships with Fortune 500**
4. Embarking on **new growth strategy to grow recurring carbon revenue**
5. **Global leader in strategic growth focus of AWD Rice with first project - largest in the world**



TSX-V: COO   Frankfurt: 9EA	
Market Capitalization	\$8,556,833
Debt	\$1,078,402
Cash & Equivalents	\$537,878
Basic Shares Outstanding	114,091,113
Fully Diluted Shares Outstanding	147,305,323

All figured in this slide are represented in Canadian Dollars (CAD) as at September 23, 2024

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## Thank You

*Contact Information:*

**Tejinder Virk, Chief Executive Officer**

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*“Little by little, bit by bit, family by family, so much good can be done on so many levels.”*

— **Elinor Ostrom** (First woman to receive the Nobel Prize for Economic Sciences in 2009)