

**ACTION MATTERS**



*Private & Confidential*

**Investor Presentation**

**February 2025**

**A LEADER IN CLIMATE SOLUTIONS**



# Disclaimer

---



## **Non-Commercial Individual Reference Use Only**

The entire contents of this presentation are protected by copyright and may be used and copied for non-commercial, individual reference only. Any other use of the contents of this presentation is prohibited unless the user first obtains the Company's written permission.

## **No Offer to Purchase Securities**

The information in this presentation is intended for use only by persons resident in jurisdictions where such use is lawful. Nothing on this presentation constitutes, and under no circumstances is to be construed as, an offer or solicitation to purchase securities of, or advertisement for, securities of the Company. The securities of the Company have not been registered under the United States Securities Act of 1933, as amended or any state securities laws.

## **No Warranties**

The information in this presentation is provided "as is" and without warranty of any kind. Although it is believed to be accurate as of this date, the Company disclaims all liability for any failure to update it. This presentation could include inaccuracies, typographical errors, or out-of-date information, and changes to it may be made at any time without prior notice. You are therefore advised to use this presentation at your own risk.

## **Forward Looking Statements**

Certain statements contained in this presentation (including information incorporated by reference) are "forward looking statements", which include but are not limited to, information and statements regarding or inferring the future business, operations, financial performance, prospects, and other plans, intentions, expectations, estimates, and beliefs of the Company. Such statements include statements regarding the anticipated terms of any proposed transaction or engagement. Information and statements which are not purely historical fact are forward-looking statements. Forward-looking information and statements involve and are subject to assumptions and known and unknown risks, uncertainties, and other factors which may cause actual events, results, performance, or achievements of the Company to be materially different from future events, results, performance, and achievements expressed or implied by forward-looking information and statements herein. Although the Company believes that any forward-looking information and statements herein are reasonable, in light of the use of assumptions and the significant risks and uncertainties inherent in such information and statements, there can be no assurance that any such forward-looking information and statements will prove to be accurate, and accordingly readers are advised to rely on their own evaluation of such risks and uncertainties and should not place undue reliance upon such forward-looking information and statements. As such, any forward-looking information and statements herein are made as of the date hereof, and except as required by applicable laws, the Company assumes no obligation and disclaims any intention to update or revise any forward-looking information and statements herein or to update the reasons that actual events or results could or do differ from those projected in any forward looking information and statements herein, whether as a result of new information, future events or results, or otherwise, except as required by applicable laws.

Given these uncertainties, readers are cautioned not to place undue reliance on our forward-looking statements. All subsequent written and oral forward-looking statements attributable to the Company or to persons acting on its behalf are expressly qualified in their entirety by these cautionary statements.

## **Use of Information**

Any information communicated to the Company through this presentation becomes the Company's exclusive property. The Company shall be entitled to use any such information for any purpose without restriction or compensation to any person. Such information provided by the user shall be deemed to be non-confidential.





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**

**ACTION MATTERS**



**A LEADER IN CLIMATE SOLUTIONS**





# Company Overview

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

## OSTROM CLIMATE **BUSINESS**

What we do...

### CARBON PROJECT DEVELOPMENT

Developing owned and  
operated carbon projects

### CARBON INTELLIGENCE

Professional services for  
climate risk management

### NET ZERO SOLUTIONS

Sales, marketing, and trading  
for carbon assets

## OSTROM CLIMATE **OFFSETTERS COMMUNITY**

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



## 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

---

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>



<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.



**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.



**Jack Satzewich**  
**Director, Carbon Intelligence Services**

Jack is responsible for overseeing all stages of carbon project development. He works with diverse client across Canada and Asia to reach regulatory and voluntary climate goals. He has a B.A. and a Master of Resource Mgmt degree from Simon Fraser University.



**Romilly Cavanaugh**  
**Director, Net Zero Solutions**

Romilly manages corporate greenhouse gas (GHG) inventories, GHG reduction initiatives, water footprinting and other sustainability programs. She has been an environmental engineer for more than 30 years and has managed over 100 projects



**Raniela Rabe**  
**Project Director, Philippines**

Raniela has a combined experience of 15 years of management and technical background in Health, Safety and Environment (HSE), Engineering and Nature-based Solutions and a wide range of experience within the Philippines, Southeast Asia and Pacific Islands.



**Jack Mann**  
**Sales & Marketing, Net Zero Solutions**

Jack supports clients with GHG inventory management processes, data analysis, accounting, and reporting. In his previous role, his focus was GHG analyses, reduction strategies, and decarbonization of infrastructure projects within the built environment.



**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.

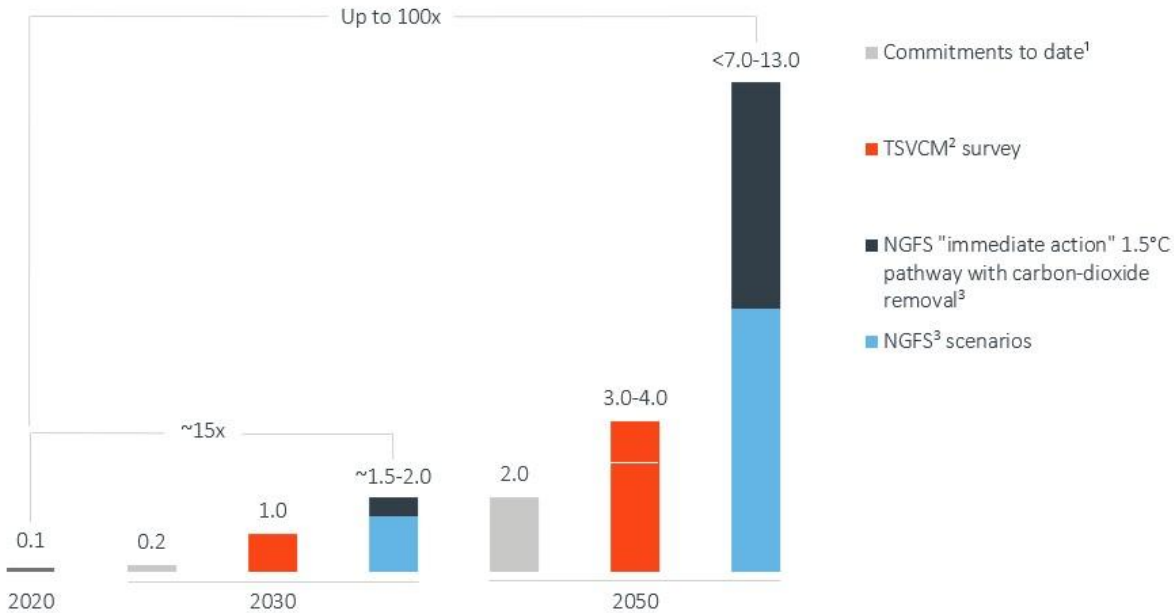


# Carbon Market Demand & Price Outlook

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

- 21% of the world's 2,000 largest public companies have committed to meet Net-Zero targets, collectively representing sales of **~\$14 trillion**.<sup>2</sup>
- Voluntary action through the carbon markets will need to **increase 15-fold by 2030 and 100-fold by 2050 from 2020 levels**.<sup>3</sup>
- Carbon pricing could rise to **US\$80 to \$150 per tCO<sub>2</sub>e** by 2035.<sup>4</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. The World Bank, <https://ppp.worldbank.org/public-private-partnership/sites/ppp.worldbank.org/files/2023-10/State%20and%20Trends%20of%20Carbon%20Pricing%202023-10.pdf>

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

4. 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



**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 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.*



**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



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>



# Global Experience

Our projects will generate 200M+ tCO<sub>2</sub>e over lifetime worth ~ \$2 billion<sup>1</sup>



GREAT BEAR RAINFOREST – SOUTH CENTRAL COAST  
NANWAKOLAS OFFSET LP



in partnership with



CORPORATE GHG INVENTORY & BENCHMARKING  
Ballard Power Systems Inc.

in partnership with  
**BALLARD**

LAGUNA SECA REDD, BELIZE  
The Forestland Group LLC

in partnership with



THE FORESTLAND GROUP

QUADRA ISLAND FORESTLAND CONSERVATION PROJECT, BC, CANADA

in partnership with



UNEP NAMA, PERU  
UNEP-DTU Partnership

in partnership with



ARATU FUEL SWITCH PROJECT  
DOW Chemical Company

in partnership with



Mai Ndombe REDD+ Project



THE UPPER PAMPANGA RICE CLIMATE-SMART RICE PROJECT  
Central Luzon, Philippines

FOREST & BIODIVERSITY CONSERVATION PROGRAM  
Center for Conservation Innovation (CCI-Phil), Philippines

in partnership with



Created with mapchart.net

1. This is a figurative illustration of the \$ value of tCO<sub>2</sub>e to be generated over the life of projects Ostrom Climate has acted as developer in, but may or may not have had ownership of the tCO<sub>2</sub>e, to demonstrate the experience and economic opportunity to now act as project owner and developer. The calculation is: 200M tCO<sub>2</sub>e x \$10 tCO<sub>2</sub>e average price over lifetime = \$2 billion

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**

**ACTION MATTERS**



## 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>





## Growth Strategy

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

## High-Quality Project Development

---

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**

**ACTION MATTERS**





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 at full project capacity

**ACTION MATTERS**



## PROJECT AT A GLANCE

**LOCATION:** Central Luzon, Philippines

**TYPE:** Climate-Smart Agriculture

**STANDARD:** TBA

**CREDITS:** Forecasted 11 to 15 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

A LEADER IN CLIMATE SOLUTIONS



## Thank You

*Contact Information:*

**Tejinder Virk, Chief Executive Officer**

[tej.virk@ostromclimate.com](mailto:tej.virk@ostromclimate.com)

*“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)