



TSX.V: POND, OTCQB: PNDHF

#### **ADVISORY**

This presentation contains forward-looking statements and information (collectively referred to as "forward-looking information") within the meaning of applicable securities laws about Pond's projections, targets and estimates based on certain assumptions disclosed in this advisory and in our publicly available documents available on SEDAR (sedar.com). Although Pond believes that the expectations represented by such forward-looking information are reasonable, there can be no assurance that such expectations will prove to be correct. Readers are cautioned not to place undue reliance on forward-looking information as actual results may differ materially from those expressed or implied. Pond undertakes no obligation to update or revise any forward-looking information except as required by law.

Forward-looking information in this presentation is identified by words such as "intended", "potentially", "anticipated", "planned" and "target" and includes: statements about the design, plans, timing, revenue and output capacity of Pond's plants; the harvest rate, land, capex and production using Pond's algae harvesting system.

Developing forward-looking information involves reliance on certain key expectations and assumptions made by Pond and consideration of certain risks and uncertainties, some of which are specific to Pond and others that apply to the industry generally. The assumptions on which the forward-looking information in this presentation is based include: the receipt of anticipated funding; the receipt of regulatory and partner approvals; the ability of Pond to raise capital; the ability of Pond to achieve commercial scaling; the increased demand for its products and the completion of plants as designed, scheduled and budgeted. Specifically, the underlying assumptions for output capacity for Pond projects as disclosed herein, and continuous commercial algae growth operations for 330 days/year.

Additional information about risks, assumptions and uncertainties and other factors that could cause Pond's actual results to differ materially from those expressed or implied herein is contained under the "Risk Factors" section of Pond's MD&A for the period ended September 30, 2020, available on Pond's website and on SEDAR (sedar.com).



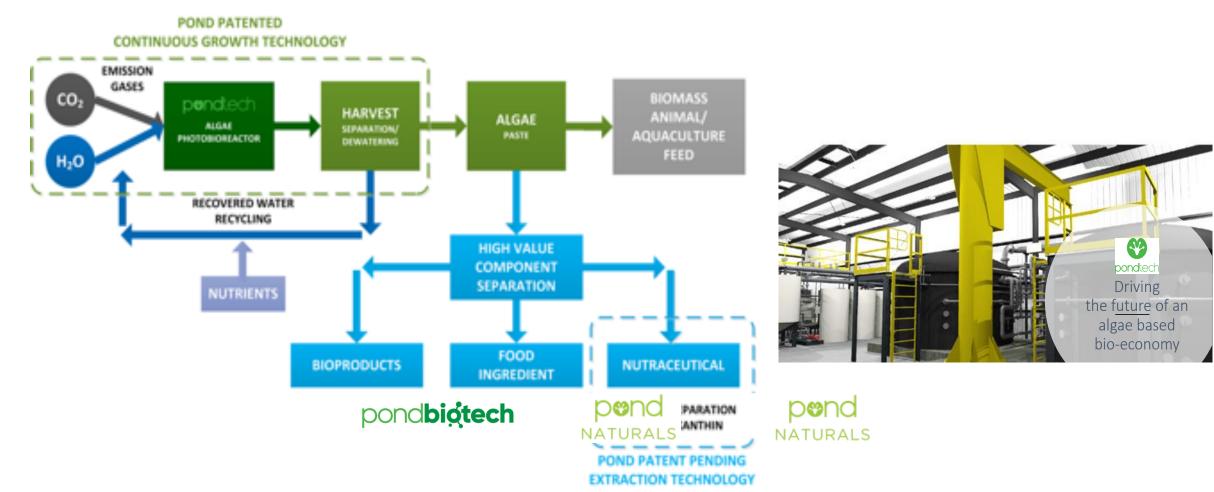
#### **POND: OVERVIEW**

- Pond Technology has developed a disruptive technology platform that has been proven to grow various species of algae faster and with better quality than any other method
- Pond's technology is protected by 9 US patents as well as 19 international patents in various European and Middle Eastern countries.
- Annual global markets that algae can supply exceed \$400 Billion<sup>(1)</sup>
- Pond's focus on high-value algae are:
  - Protein source for animals and humans (vegan and renewable);
  - Natural food colorants (Pepsico, Kraft, Coca Cola and the Mars candy company continue to use synthetic food colors);
  - Nutraceuticals (dietary supplements and food additives); and
  - Complex proteins used in the development of antigens, vaccines, medicines and diagnostic equipment.
- (1) Global Nutraceutical market: \$385 Bn: https://www.grandviewresearch.com/industry-analysis/nutraceuticals-market Global Alternative proteins market: \$17.9 Bn (https://www.businesswire.com/news/home/20190819005325/en/17.9-Billion-Alternative-Protein-Market-by-StageType-Application-and-Geography---Global-Forecast-to-2025---ResearchAndMarkets.com). Global fishmeal and fish oil market: \$15.8 Bn (https://www.globenewswire.com/news-release/2020/07/29/2069705/0/en/Fishmeal-Fish-Oil-Market-To-Reach-USD-15-8-Billion-By-2027-Reports-and-Data.html



# **POND: HOW POND TECHNOLOGY WORKS**

Pond transforms CO<sub>2</sub> from any source into valuable algae products





# MARKET | GROWING OPPORTUNITIES

The market for algae is a multibillion-dollar industry, and our patented technology can capture all market segments

#### **NUTRACEUTICALS**

Target Market: >\$10 billion CAGR: 10% – 20%

Price per tonne: \$10,000 - \$450,000



#### **FOOD COLOURANTS**

Target Market: >\$2 billion

CAGR: 4% – 7%, accelerating Price per tonne: \$175,000 - \$300,000



FISH & ANIMAL FEEDS
Target Market: >\$20 billion

CAGR: 10%

Price per tonne: \$1,500 - \$3,000

#### **BIO-MATERIALS AND PLASTICS**

Target Market: >\$15 billion CAGR: 5% -> 15%

Price per tonne: \$1,500 - \$3,000



# POND: CONTROLLED GROWTH OUTPERFORMS

Pond boosts the productivity of micro-algae beyond the power of nature





# **Current Competitors: Outdoor methods:**

- Algae grows in top few inches only-
- Large area required
- Large cooling and water requirements
- Climate dependant
- Contamination vulnerable
- Daylight hours only





#### **Pond's Growth Platform:**

- Controls total growth environment including light, gases and temperature in enclosed photo-bioreactors
- Increased yield
- Less contamination
- Operates 24/7 year-round
- A fraction of land required
- Uses less water then outdoor farms



# **POND: BUSINESS UNITS BY PRIORITY**

Across multiple sectors to fully exploit our platform technology



#### POND BIOTECH (BIO-PHARMA DIAGNOSTICS AND THERAPEUTICS)

Pond Biotech grows genetically modified algae that express complex proteins used in diagnostics, therapeutics and medicines. The division was created with the potential to become a global CMO for bio-tech diagnostic and pharmaceutical companies looking to grow specific proteins at scale.



#### POND NATURALS (PRODUCTION, SALES AND MARKETING)

Pond Naturals is engaged in the production, formulation and creation of custom blended nutrition products. Products include Astaxanthin produced at Pond's Agassiz, BC facility. In 2020, Pond Naturals achieved sales of \$4.3 million.



#### **POND TECH (PRODUCT SALES, LICENSING AND ROYALTIES)**

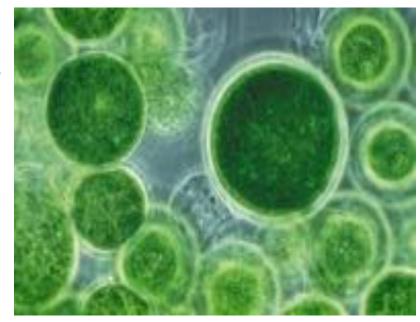
Pond Tech is engaged in the sale and licensing of its CO<sub>2</sub> abatement technology to project developers, funders, engineering companies, and others in partnership with industrial emitters.



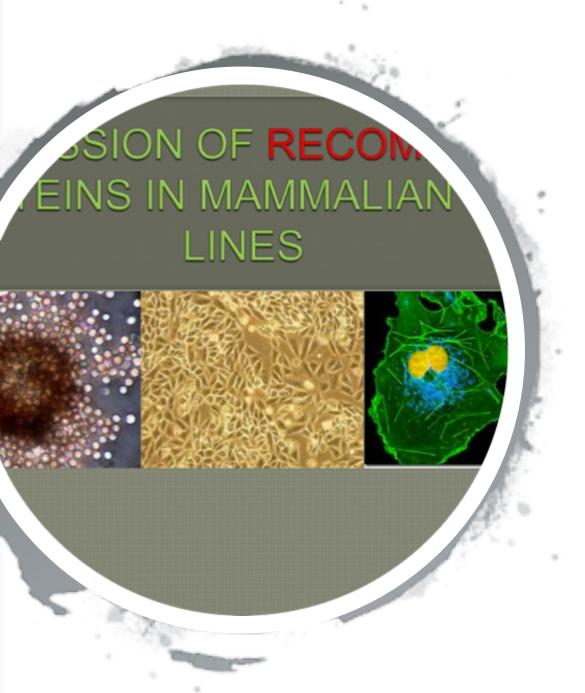
#### POND BIOTECH: BIO-PHARMA DIVISION

The initial business focus is on the development and growth of genetically modified algae strains that can express valuable proteins for use in diagnostic and therapeutic applications. The division was created to become a CMO for bio-tech and pharmaceutical companies looking to grow specific proteins at scale.

- Successfully grew genetically modified algae that express
   COVID-19 Antigens for diagnostic use under contract for Suncor.
- Currently growing other algae-expressed proteins as well.
- Genetically modified algae for protein expression are currently sourced from university partners and private corporations.
- Algae are uniquely and cost effectively suited to grow these proteins vs. current methods – yeast, bacteria, mammalian lines.







# Problem for Pharma – Proteins at scale for Diagnostics and Therapeutics

- Current production of complex proteins in Yeast, Bacteria and Mammalian Cell Lines. This can lead to quality issues and high waste.
- The current system for cultivating these proteins is expensive compared to Algae.
- Difficult to scale with consistent quality.
- Not always able to produce the folding in proteins necessary for bio-availability.



# Pond Platform Solution for Bio-Pharma

- Controlled growth environment for genetically modified algae that can express proteins for diagnostics and therapeutics.
- Consistent quality due to contained growth system.
- Proven scalability.
- Proper protein folding.
- Less expensive.

# POND NATURALS



#### POND NATURALS: FAST TRACKING REVENUES

Pond Naturals is a revenue producing division with existing commercial production and extraction of astaxanthin located in Agassiz B.C.

#### **FACILITY: ASTAXANTHIN PLANT**

- Technology improvements underway to deliver expanded capacity to produce and extract over \$1,000,000 of astaxanthin per month
- Patent pending all-natural extraction process that yields a premium value astaxanthin, nature's highest anti-oxidant
- Made in Canada Product can be sold as bulk wholesale, white labelled, or into our branded product (Regenurex)



Existing commercial production and extraction of astaxanthin located in Agassiz B.C.

# POND NATURALS: FAST TRACKING REVENUES

Existing commercial production and extraction of astaxanthin located in Agassiz B.C.



All-natural extraction process + potential combination with CBD is raising profile of Pond Astaxanthin among major customers

Covid -19 is increasing awareness of Astaxanthin as a premium high anti-oxidant, immunity product



Existing commercial production and extraction of astaxanthin located in Agassiz B.C.

# POND NATURALS: PRODUCTS AND REVENUE

- Pond Naturals grows and sells Astaxanthin at its BC facility and sells ingredients
- Patent pending all-natural extraction process at Pond's BC facility, yields a premium value astaxanthin, nature's highest anti-oxidant
- Ingredients include: microalgae, antioxidants, vegan proteins,

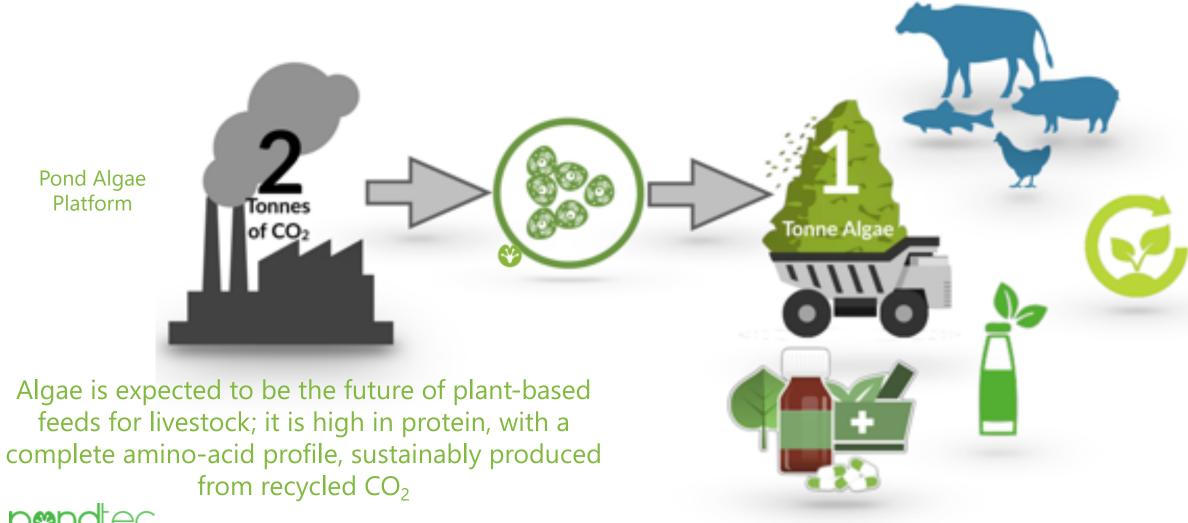


# POND TECH



# **PONDTECH: TECHNOLOGY PLATFORM**

Pond provides optimal growth conditions for algae, producing sustainable protein, nutraceuticals, and more



**PondTech** - Algae for Humans and Animals using Industrial Emissions

- Pond's proprietary growth system uses Photobioreactors to optimize growth conditions to maximize algae output.
- Protected by an extensive international patent portfolio,
   Pond markets and sells licenses to its technology around the world.
- Small Footprint, 24/7 year-round
- Contaminant Free
- Consistent product quality



# PONDTECH: MODULAR PHOTOBIOREACTOR FOR EXPORT

PondTech sale of PBR's allows companies the ability to inexpensively test the technology and algae strains against their emissions, de-risking new projects globally and shortening Pond's sales cycle

- Fully integrated modular facility for testing input gases and algae growth potential.
- \$1,875,000/Unit.
- Pond is currently quoting on projects for the sale of 5 Units in the UK, US, EU, and Asia.



**10kL Test Bioreactor** 





# POND TECH: LICENSE EXTENSIVE IP PORTFOLIO

Pond has a global patent portfolio covering its platform and algae production



#### **Active US Patents**

9 US patents in process, with over 3x more patents filed internationally

#### Patents granted to date include:

- 4 US (+ 5 in progress)
- 12 Europe (2 patents in 6 countries)
- UK, Germany, France, Switzerland, Italy, Netherlands
- 1 Taiwan
- 1 China
- 1 Middle East (6 GCC countries)
- Saudi Arabia, UAE, Kuwait, Oman, Qatar, Bahrain



#### Algae Platform Protection

Modulation patents protect flow of stack gas – crucial for industrial algae growth

Dilution patents protect mixing of stack gas

Adaptive control system that predicts optimum harvest rates based on growth

IP Portfolio allows Pond to own the space



#### **Patents Pending**

24 International Patents in process globally, also protect IP portfolio in Canada, Australia, India

Potential for 5+ additional equipment-related US patents on new technologies

Equipment related patents to cover new equipment

Advanced process patents



# POND TECH: LICENSING STRATEGY

Pond has engaged with project developers and funders to advance the agenda

#### **Europe:**

UK-based Remedi!ate\*\* Licensee

\$500,000 upfront license fee revenue in 2021 with

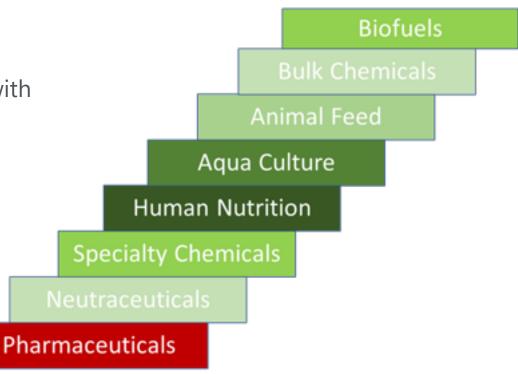
\$2,000,000 minimum annual revenue ongoing

#### **North America**

 US-based BioCarbN and others are developing projects to deploy Pond's technology on a turn-key, fully-funded basis\*

#### **Global expansion**

Strong global interest in India and Vietnam





#### **POND: LEADERSHIP**

#### A strong team to realize our vision



**GRANT SMITH** 

Chief Executive Officer

Executive with 20+ years experience in the global health supplements and ingredients space

Co-Founder & partner at RFI Canada, the distributor for ingredients to wellknown consumer brands across North America



**THOMAS MASNEY** 

Chief Financial Officer

Worked with Goldman Sachs & GE in venture capital, mergers & acquisitions, and for both Ernst & Young and Price Waterhouse in audit and corporate recovery. Thomas brings with him a strong understanding of the mining, construction, manufacturing, technology, and e-commerce industries.



**EMIDIO DI PIETRO** 

VP, Engineering

Comprehensive experience in high volume manufacturing environments, managing production, quality assurance and maintenance.

Extensive engineering experience in areas of program management; from receipt of order to steady state production by managing the design, validation process, production launch, and in-house/customer production.



**PETER HOWARD** 

VP Project Development
International cleantech and
sustainability executive

Climate change and sustainability consulting experience with PwC and Zerofootprint, developing multi-million dollar business lines

Senior policy advisor to Canadian governments on climate change policy



# **POND: LEADERSHIP**

Pond has built a track record of scientific excellence that has led us to develop a leading technology platform

- Anthony Giovinazzo has been appointed to the POND Board of Directors in September 2020 with the vision of growing the POND BIOTECH unit.
- Mr. Giovinazzo was founder, CEO, and Director of Cynapsus Therapeutics Inc., (Nasdaq: CYNA). Under his leadership, Cynapsus raised CAD\$176 Million and progressed from the TSX Venture Exchange to a Nasdaq IPO and listing. In 2016, Cynapsus was acquired for CAD\$841 Million.





# CAP TABLE: FEB. 2021

Shares / Warrants	Number
Common Shares Issued:	42.3 million
Reserved for Regenurex Acquisition:	4.6 million
Common Shares Issued and Reserved	46.9 million (Insiders control 8.9 Million shares ~19%)
Warrants: \$0.45 / share Exp. March 2023	10 million
Warrants: \$0.25 / share Exp. June 2022	2.0 million
Warrants: \$1.00 / share. Exp. June 2021:	2.8 million
Employee Stock Options:	2.3 million
Convertible Note, \$1/share Matures November 2021 <sub>(1)</sub>	2.0 million
Fully Diluted:	66 million

(1) Convertible Note is held by a Pond Director



# **POND: CONTACT INFORMATION**

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