

### **GATE TO PLATE®**

SUPPLY CHAIN TRACEABILITY & ESG METRICS VALIDATION SOLUTIONS

October 2022 www.TrustBIX.com







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#### TSXV:TBIX | OTCQB:TBIXF

TrustBIX provides onsite and remote supply-chain technologies to the Agri-Food industry from Gate to Plate<sup>®</sup>. Through our BIX solutions, we strive to create a world where we trust more, waste less, and reward sustainable behavior.

#### **Digital Transformation in Ag & Sustainability**





Asset Tracking & Theft Protection

#### Why?

To mitigate the \$10-15 billion annual fraudulent food claims, and theft of agricultural equipment.



Traceability & Verification of ESG & Product Claims

#### Why?

To verify agri-food products source and means of production. To support ESG reporting.



Impact of Sustainability Practices & ESG goals

#### Why?

To reduce the roughly 1/3 of all edible food that is lost to waste annually and record ESG practices

Source: Deloitte TSXV:TBIX & OTCQB:TBIXF 3





### **INDUSTRY CHALLENGES & TRUSTBIX SOLUTIONS**



#### **PRODUCERS / FARMERS**



#### **CHALLENGES**

- Lack of incentives for farmers to share sustainable production information
- Few avenues to increase farm revenue and profit for the quality products produced
- No system to easily and efficiently share information and data within supply chains

#### TRUSTBIX SOLUTIONS

- Create opportunities for corporate buyers to reward producers for their sustainable production information
- Savings for the farmers by implementing ESG related technologies
- Provides a system for easy data entry





### **INDUSTRY CHALLENGES & TRUSTBIX SOLUTIONS**

#### **CORPORATE ENTERPRISES**



#### **CHALLENGES**

- Challenging to set targets and measure the supply chain ESG metrics to address customer and stakeholder demands and scrutiny
- Unsure how to source and verify products with specialized/unique attributes
- No efficient way to validate provenance and claims related to products



#### TRUSTBIX SOLUTIONS

Integrate, validate and aggregate information throughout the supply chain to:

- Measure ESG progress toward targets important to stakeholders and consumers
- Strategically source products with specialized/unique attributes
- Validate the provenance, and how the product was grown/processed and packaged/shipped.



# INVESTOR HIGHLIGHTS









#### **HUBERT LAU – PRESIDENT & CEO**

HUBERT HAS GROWN AND EXITED SEVERAL SUCCESSFUL TECHNOLOGY COMPANIES WITH CUSTOMERS GLOBALLY. HE HAS WORKED WITH MORE THAN 1000 ORGANIZATIONS TO HELP THEM GROW BY LEVERAGING TECHNOLOGIES TO MAXIMIZE BUSINESS OPPORTUNITIES.



#### GORDON MAH - CHIEF FINANCIAL OFFICER

GORDON IS KNOWN IN THE INDUSTRY AS A LEADER WITH PASSION AND VISION WHO KNOWS HOW TO SCALE AND DRIVE AN EFFICIENT FINANCE TEAM. HE HAS HELD SEVERAL LEADERSHIP POSITIONS IN TECHNOLOGY AND CONSUMER COMPANIES IN SILICON VALLEY.



#### **DEBORAH WILSON – CHIEF INDUSTRY ENGAGEMENT OFFICER**

DEBORAH'S COMPANY OWNED AND OPERATED THE LARGEST SINGLE BREED BULL TEST IN CANADA OVER 30 YEARS AGO. DURING THAT TIME SHE PIONEERED AND LEVERAGED COMPUTERIZED DATA FOR PERFORMANCE AND PRODUCTIVITY IN CATTLE. HER COMPANY BECAME THE LARGEST PRODUCER OF PERFORMANCE TESTED PUREBRED CATTLE IN CANADA.



#### **TOM OGARANKO - CHIEF INNOVATION OFFICER**

TOM HAS BUILT AND EXITED MULTIPLE TECHNOLOGY COMPANIES. HE HAS ADVISED THE GOVERNMENTS OF CANADA AND FRANCE AND PROVINCIAL GOVERNMENTS ON INNOVATION POLICY AND HAS BEEN INVOLVED IN STRUCTURING THE THREE CROWN AGENCIES INVOLVED IN RESEARCH, INNOVATION AND TECHNOLOGY DEVELOPMENT.



#### DR. MIKE KENNEDY - VICE PRESIDENT OF TECHNOLOGY DEVELOPMENT

MIKE HAS A DEEP START-UP AND ACADEMIC BACKGROUND IN INFORMATION SYSTEMS DESIGN, ARTIFICIAL INTELLIGENCE, COMMUNICATION NETWORKS AND DISTRIBUTED SENSOR SYSTEMS. MIKE EXCELS AT TAKING TECHNOLOGY INNOVATIONS FOR ENVIRONMENTAL AND SOCIAL PROBLEMS FROM 'CONCEPT TO MARKET'.



#### LEE IRVINE - GENERAL MANAGER OF VIEWTRAK TECHNOLOGIES

LEE IRVINE GREW UP WORKING IN THE AUCTION MARKET INDUSTRY AND ON RANCHES IN ALBERTA, AUSTRALIA, AND SASKATCHEWAN. PRIOR TO JOINING TRUSTBIX, LEE WORKED FOR 18 YEARS WITH BOEHRINGER INGELHEIM ANIMAL HEALTH AS SALES MANAGER AND KEY ACCOUNT MANAGER.



### **BOARD OF DIRECTORS**



#### DAVID SCHUSTER - CHAIRMAN OF THE BOARD

DAVID WAS A FOUNDING PARTNER OF ADROIT INVESTMENT MANAGEMENT LTD., AN INDEPENDENT ALBERTA-BASED INVESTMENT PORTFOLIO MANAGEMENT FIRM, AND GREW THE FIRM FROM ZERO ASSETS TO \$1.25 BILLION. PRIOR TO THE FOUNDING OF ADROIT, DAVID HELD SEVERAL POSITIONS AT TELUS CORPORATION INCLUDING THE DIRECTOR OF PENSION INVESTMENTS, RESPONSIBLE FOR THE MANAGEMENT OF \$2.3 BILLION IN TELUS PENSION FUND, SINKING FUND AND INSURANCE FUND ASSETS; HEAD OF THE PENSION INVESTMENT DEPARTMENT; AND DIRECTOR OF INVESTOR RELATIONS AND PORTFOLIO MANAGER OF EQUITIES WHERE HE CREATED THE EQUITY INVESTMENT STYLE FOR THE FUND AND BUILT THE CANADIAN EQUITY DEPARTMENT.



#### TED POWER - VICE CHAIRMAN AND CORPORATE SECRETARY

TED POWER WAS THE FORMER PRESIDENT AND CEO OF VIEWTRAK TECHNOLOGIES INC. HE IS ALSO AN ENTREPRENEUR, WHO HAS IMPLEMENTED TRACEABILITY TECHNOLOGY SOLUTIONS IN THE STRUCTURAL METALS INDUSTRY AND WORKS WITH MANY OF THE LARGEST PIPE, VALVE AND FITTINGS COMPANIES IN THE WORLD.



#### EMMA TODD - DIRECTOR

EMMA IS CEO OF MMH TECHNOLOGY GROUP, WHICH ENCOMPASSES DATA SYSTEMS, BLOCKCHAIN CONSULTING, COMMUNICATION AND EVENTS FOR EMERGING TECHNOLOGY ORGANIZATIONS, AND IS CHAIR OF THE CANADIAN BLOCKCHAIN CONSORTIUM'S MINING COMMITTEE AND CHAIR FOR GIRLS IN TECH. EMMA IS ONE OF THE 7% OF WOMEN OF COLOUR THAT CURRENTLY SIT ON A PUBLICLY TRADED BOARD IN CANADA AND IS PAST CHAIR AND EXECUTIVE BOARD MEMBER OF BLOCKCHAIN FOR IMPACT, WHICH WORKS ALONGSIDE THE UNITED NATIONS. SHE WAS NAMED AS ONE OF 2019'S TOP 100 INFLUENCERS FOR SUSTAINABLE DEVELOPMENT GOALS



#### **ANDREW KAO – AUDIT COMMITTEE CHAIR**

ANDREW HAS BEEN THE CHIEF FINANCIAL OFFICER OF HANBO ENTERPRISES LIMITED, AN APPAREL SUPPLY CHAIN MANAGEMENT COMPANY. IN 2014, HE MANAGED THE IPO PROJECT OF HANBO GROUP WHICH WAS SUCCESSFULLY LISTED ON THE MAINBOARD OF THE HONG KONG EXCHANGE. HE IS ALSO ONE OF THE FOUNDERS AND MAJOR INVESTORS OF INNOBLOCK TECHNOLOGY LIMITED, A STARTUP COMPANY PROVIDING BLOCKCHAIN SOLUTIONS IN SUPPLY CHAIN TRACEABILITY. CUSTOMER LOYALTY PROGRAM AND DATA SECURITY



#### **HUBERT LAU - PRESIDENT & CEO**

HUBERT HAS GROWN AND EXITED SEVERAL SUCCESSFUL TECHNOLOGY COMPANIES WITH CUSTOMERS GLOBALLY. HE HAS WORKED WITH MORE THAN 1000 ORGANIZATIONS TO HELP THEM GROW BY LEVERAGING TECHNOLOGIES TO MAXIMIZE BUSINESS OPPORTUNITIES.







#### **JERRY BOUMA - CHAIRMAN OF ADVISORY BOARD**

JERRY BOUMA IS AN EXPERIENCED MANAGEMENT CONSULTANT IN THE AGRICULTURE AND FOOD INDUSTRY. SOME OF HIS RECENT PROJECTS INCLUDE A DETAILED ASSESSMENT OF THE NORTH AMERICAN RED MEAT SECTOR AND THE DEVELOPMENT OF AGRICULTURE MASTER PLANS FOR SEVERAL AGRICULTURAL MUNICIPALITIES/COUNTIES INCLUDING THE REGIONAL AGRICULTURE MASTER PLAN FOR THE EDMONTON METROPOLITAN REGION BOARD. JERRY IS ALSO A DIRECTOR WITH AFSC (AGRICULTURE FINANCIAL SERVICES CORPORATION); DIRECTOR WITH AVAC AS CHAIR OF THE INVESTMENT COMMITTEE; CHAIR OF THE LITTLE POTATO COMPANY ADVISORY BOARD; AND CHAIR OF THE TRANSITION BOARD WITH NORTHLANDS.



#### **TONY BARLOTT - ADVISOR**

TONY'S BROAD INDUSTRY EXPERIENCE IN LEADING AND BUILDING ORGANIZATIONS INCLUDES: CFO OF RELIANCE GROUP OF COMPANIES, A NORTH AMERICAN DIVERSIFIED INDUSTRIAL AND OILFIELD MANUFACTURING AND DISTRIBUTION GROUP; PRESIDENT & CEO OF CREATIVE DOOR SERVICES LTD., NORTH AMERICA'S LARGEST SUPPLIER AND INSTALLER OF OVERHEAD DOOR PRODUCTS; AND CFO (AS WELL AS CORPORATE SECRETARY AND DIRECTOR (SUBSIDIARIES)) OF ZCL COMPOSITES INC., A TSX-LISTED PUBLIC MANUFACTURING COMPANY WITH OPERATIONS IN NORTH AMERICA, EUROPE AND ASIA.



#### **SHEA JAMIESON - ADVISOR**

SHEA JAMESON IS CURRENTLY THE CHIEF EXECUTIVE OFFICER FOR THE JGL GROUP OF COMPANIES. HE LEADS ALL ASPECTS OF FINANCIAL PLANNING AND BUSINESS DEVELOPMENT FOR THE GROUP THAT INCLUDE: JGL LIVESTOCK, JGL COMMODITIES LTD., CANADIAN CATTLE BUYERS CREDIT, HAWK'S AGRO INC., AND AG FIRST FINANCIAL CORP. SHEA HAS ALSO SERVED ON VARIOUS ADVISORY COMMITTEES WITHIN THE CANADIAN CATTLE INDUSTRY, AS WELL AS LOCAL FUNDRAISING COMMITTEES WITHIN THE MOOSE JAW AREA.





#### \$22B+ Retail Value

cattle tracked in BIX in Canada since 2014

#### 240M+ Sustainable Beef

Pounds Validated in BIX in Canada since 2017

#### 15M+ Cattle Tracked

in Canada & US over the last 20 years

#### 20M+ Pigs Graded

Globally - China, Mexico, Canada





2022



2021





2020

2019





2019 - 2017

2016 - 2015

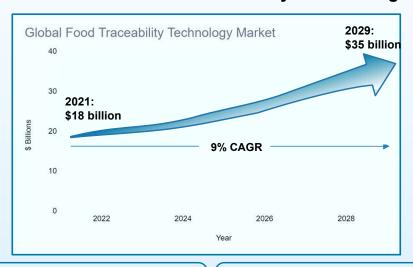
•Sign innovation contract with Cargill

- Complete acquisition of Insight Global Technology Inc.
- ·Sign master agreement with JBS Food Canada
- ·Launch National Biomass Traceability Pilot Project with the Biomass Quality Network of Canada (BQNC)
- •LOI to provide traceability technologies to Dubois Dairy Group in Eastern USA
- Canadian Forage and Grasslands Association selected BIX Impact as its ESG reporting solution
- Contract for BIX to track biochar All West Demolition and IRSI
- •Agreement for BIX to track plant-based foods Proteins Industry Canada, Farmers Edge and OPIsystems
- Joint project for BIX to track poultry feed supplement Arden Biotechnology
- Approved for trading on OTCQB in USA
- Contract for BIX to track biochar Biomass Quality Network of Canada (BQNC)
- •Agreement for BIX to track premium beef to Europe Cantriex Livestock
- •Agreement for BIX to track premium beef to Hong Kong GBI Global
- •VAR Agreement for BuildSense® energy management solutions Green Metrics Technologies
- TrustBIX lists on the TSX Venture Exchange
- Canadian Beef Sustainability Acceleration (CBSA) pilot is commercialized as Cargill Certified Sustainable Beef marketing program
- Canadian Beef Sustainability Acceleration Pilot Project (CBSA)
- Retailers contribute funds to reward producers and BIX tracks and issues cheques for fully Certified Sustainable Beef
- McDonalds Canada Verified Sustainable Beef Project



# GLOBAL AG-TECH TRACEABILITY MARKET

Demand for high-quality, affordable food that is sustainably sourced is growing dramatically.



The Food Traceability market is estimated to grow from \$18 billion in 2021 to \$35 billion by 2029\*.

The global market for Responsible Supply Chain tools is estimated to be \$US 2.7 billion in 2023\*\*.

TrustBIX mission is simple: address evolving consumer demands and become the most trusted and largest source of responsible global supply chain information – Gate to Plate<sup>®</sup>.

<sup>\*</sup> Polaris Market Research Analysis (Jan 2022)

<sup>\*\*</sup> Deloitte



# **BUSINESS MODEL**

### Flagship Business VIEWTRAK



#### Hardware/Software

Proprietary and third-party hardware and on-premise software

#### Professional Services

Pilots, project management, business analysis, and change management

# Growth Business B:X



#### SaaS/Subscription/Value

Per unit volume charge, membership subscription, and licensing/access fee

#### Information Services (Future)

Data analytics to produce insights for customers







Established revenue generator that provides cash-flow to the company for future growth.

Clients: Upstream and Midstream Ag-organizations

#### **Onsite Solutions:**

- Cattle auction software
- Feedlot management software
- Pork grading probes





# GROWTH BUSINESS: BIX (Business InfoXchange)



BIX is a proprietary platform that integrates, validates, aggregates and reports on supply chain ESG metrics.

Combined with innovative incentive solutions, TrustBIX increases participation and value across the whole supply chain.



Manage and verify data from Farmers, Growers, Feedlots, and Processors, and enable them to make verified claims about their products.

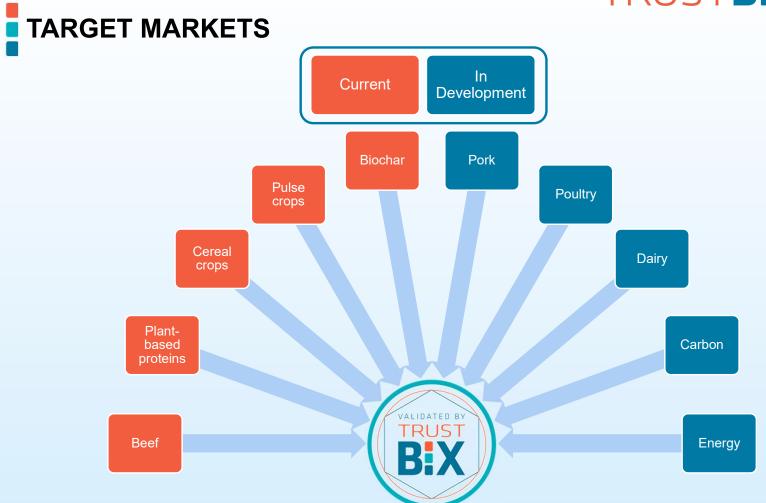
Validate and leverage claims with customizable product attributes that can be shared with customers.

Easily bulk upload or create new inventory including split, combine, move and transform inventory as it evolves in real time.

Reward sustainable behavior and assert claims with a uniquely branded QR Code.

Support claims when they are scrutinized or challenged in the marketplace





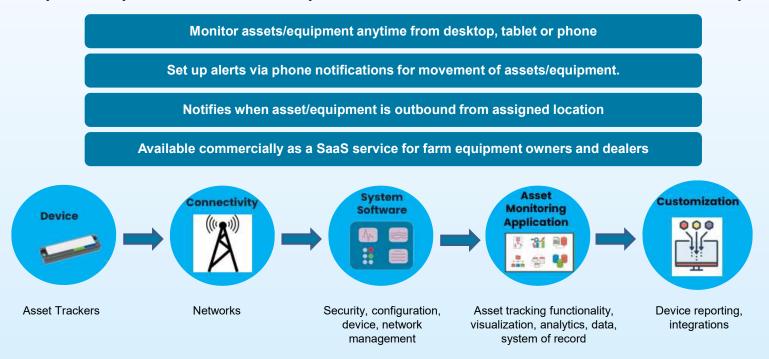




### **INSIGHT** ASSET TRACKING & THEFT PROTECTION

IoT devices to support traceability solutions.

Identify inventory theft, facilitate recovery and locate each asset in one convenient, affordable system.







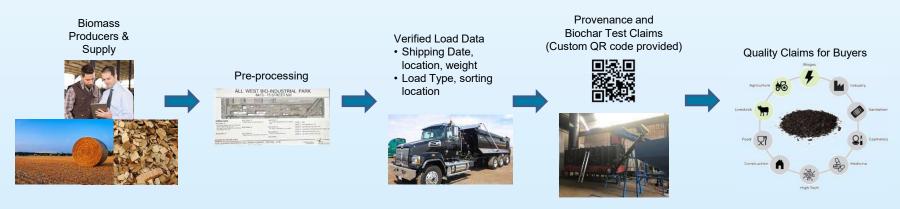
### **ORIGIN** PRODUCT TRACEABILITY

Provides traceability and validation of your ESG and product claims.

Aggregate inventories from vendors and provide traceability.

Provide a QR Code for downstream purchasers of a product.

Available commercially as a SaaS service for processors with financial transaction fees for various traceability and financial services







### **IMPACT** MEASURES IMPACT

Measures impact of sustainable practices to help achieve your ESG goals.

ESG standards compliance verification, certifications, and labeling.

Aggregation of sustainability metrics, such as energy, water, and carbon intensity per unit or per operation.

Available commercially as a SaaS service to processors, brands and ESG verification agencies.

Cattle, Pig, Poultry, Canola and Plant Protein Producers



Location & Supply chain traceability for user defined ESG metrics



Aggregating product claims for:

- Environmental attributes (e.g., renewable energy, carbon, water conservation, land stewardship, biodiversity)
- Social attributes (e.g., health & safety, working conditions, animal welfare)
- Governance attributes (e.g., ethical standards, regulatory compliance, stakeholder engagement)



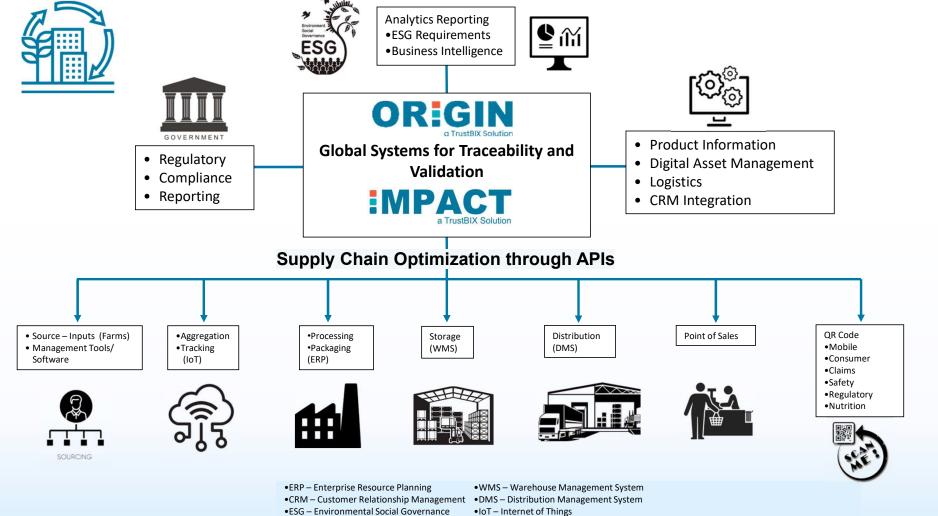


ESG Indicator Claims



Buyers

# TRUST**B**:X

















Capabilities	TrustBIX	Provision Analytics	Global Traceability Systems	iTrace Fresh	Source Trace
Agri-food	✓	✓	х	✓	<b>✓</b>
Multi-Industry	✓	✓	✓	х	✓
Order Management	✓	✓	✓	х	✓
Traceability	✓	✓	✓	✓	✓
Trace forward & Trace back	✓	✓	✓	<b>✓</b>	✓
Recall Management	✓	✓	✓	х	х
Recipe Management	✓	✓	✓	х	х
Quality Control	✓	✓	✓	х	✓
ESG Reporting	✓	Limited	х	х	✓
Supply Chain Programs	✓	х	х	х	✓





#### **Focus on ESG Metrics and Claims In North America**

- Protein Products
- Crop Products Including Plant-Based Proteins
- · Waste Value-Added Products
- · Carbon Intensity Measurements

#### Focus on High Growth and High Margin Revenue **Streams**

- · SaaS per unit sold
- · Subscription memberships, licensing

#### **Focus on Acquisitions**

 Exploring acquisition possibilities to increase market penetration and revenue growth





	October to December 2022	2023
TRUSTB:X Corporate	<ul><li>Explore 1 acquisition</li><li>Maintain ViewTrak revenue</li></ul>	<ul><li>Close min. 1 M&amp;A</li><li>Grow ViewTrak revenue through new features</li></ul>
BiX Insight, Origin, Impact	<ul><li>Onboard new customers</li><li>Add 1 new feature</li></ul>	<ul><li>Add 3 new features</li><li>Increase users by 50%</li></ul>
INSIGHT a TrustBIX Solution Asset Tracking & Theft Protection	Sign new customers	\$500K in sales (based on acquisition earn out target)
ORIGIN a TrustBIX Solution  Traceability & Verification of ESG & Product Claims	Sign 1 pilot	<ul><li>Sign min. 2 pilots</li><li>Commercialize min.1 pilot</li></ul>
IMPACT a TrustBIX Solution  Impact of Sustainability Practices & ESG goals	Sign 1 pilot	<ul><li>Sign min. 2 pilots</li><li>Commercialize min. 1 pilot</li></ul>



# SHARE METRICS

### TSXV:TBIX OTCQB:TBIXF - Oct 19, 2022

Market Cap	C\$3.58M
Share Price	C\$0.045
52-Week Range	C\$0.035 - 0.25
Issued & Outstanding*	59.65M
Options Outstanding	12.73M
Warrants Outstanding	6.32M
Shares in Escrow	20.00M

### Ownership \*

Mgmt & Board Ownership*	8.33%
Insiders & Close Associates*	53.35%



# INVESTOR HIGHLIGHTS

- ✓ Scaling up proven and commercialized supply chain traceability ag-tech solution - Gate to Plate®
- ✓ Multiple revenue streams in multiple sectors
- ✓ Leveraging existing base of clients, users, partnerships, and data
- ✓ ESG at its core
- ✓ TrustBIX is exploring acquisition possibilities to increase market penetration and revenue growth.
- ✓ Multi-billion-dollar growth market opportunity







#### TRUSTBIX INC.

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#### **INVESTOR RELATIONS**

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