PLUG AND PLAY

SILICON VALLEY SUMMIT

JUNE 10-12 2025



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SV SUMMIT

SUSTAINABILITY EXPO

#PNPTCSiliconValley

Join us at **pnptc.com**

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OPENING REMARKS

Anna-Sophia Haub

Partnerships Lead, Sustainability
Plug and Play

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Sustainability

Sustainability Innovation Landscape Snapshot

The Momentum (from 2024)

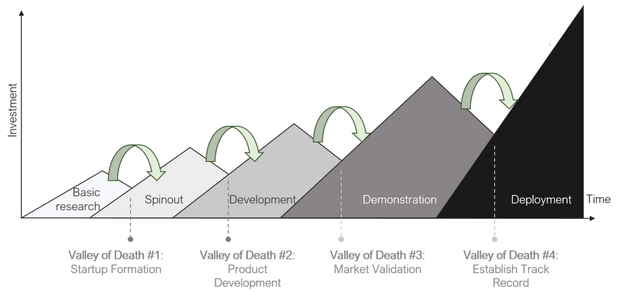
$30B+ in global climate tech investment in 2024.
Albeit down 14% from 2023 → Entering New Normal

Climate **exits rose 136%** in 2024. Fortune 500 companies still actively acquiring in 2025.
European startups dominate Climate Tech M&As, accounting for 53% of global deals followed by North America at 37%.

Carbon tech & energy are leading investment activity.

AI-enabled climate startups have raised $1B more in 2024.

The Challenge (in 2025)



The first half of 2025 has been marked by economic caution, geopolitical uncertainty, and continued slowdown in venture activity. Investment volumes remain below peak, deployment timelines are stretching, and infrastructure and permitting challenges persist.

Yet beneath the surface, the climate tech market is not retreating—it's recalibrating.

What's Needed (Going forward)

Cross-sector collaboration

Faster validation and commercialization pathways

Regulatory alignment and support

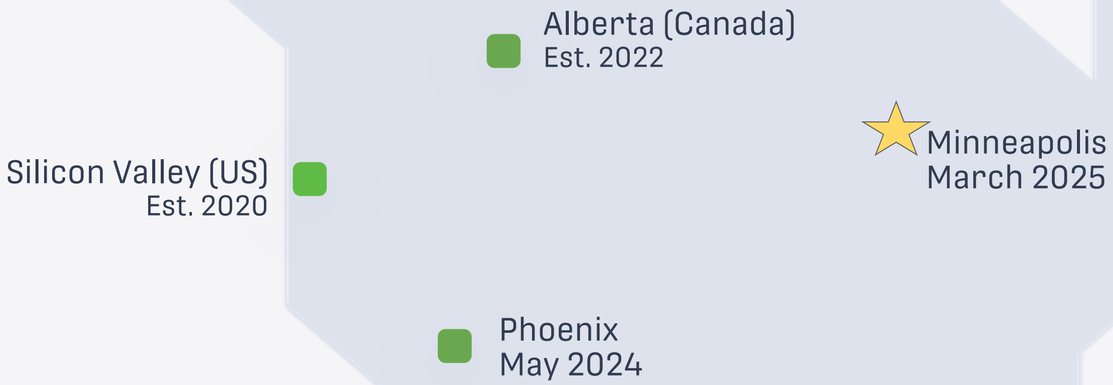
Infrastructure readiness

Sources: PnP Ventures, PwC, Net Zero Insights

Sustainability

An Unmatched Sustainability Platform: North America

12 Global Sustainability Hubs



Vertical Established October 2019

Topic Coverage: Spring 2025

- Decarbonization
- Circular Economy
- Climate Finance
- Water **Management**
- Energy Resilience
- Clean Resources
- **Regenerative Agriculture**

Our Partners

Allianz, Alberta Innovates, Arizona Commerce Authority, Bremer Bank, Carlson, cenovus energy, Canadian Natural, EPCOR, Greater MSP, Honeywell Aerospace, Shell, SWSIE, TC Energy

...and many others.

Sustainability

Startup Acceleration and Commercial Traction

Program Milestones

2,000+	Startup Introductions to Partners
375+	Startups Accelerated
340+	Commercial Pilots and POCs Secured
$350M+	Capital deployed into startups from greater ecosystem

Accelerated Startups: 2025 Q1-Q2

CARBOMAT

c/naught

Edgecom Energy

Helix
Closing the carbon cycle.

ONEPOINTONE

WAVR technologies, inc.

ZERO SOUND

Sustainability

Investment Milestones and **Highlights**

New Investments and Portfolio Highlights

ATOMIC CANYON — Closed $7 million seed round

ENERGY IMPACT PARTNERS · COMMONWEAL VENTURES · Tower RESEARCH CAPITAL

...and one hot investment coming very soon!

Heirloom — 500K tonne CDR offtake with United

GIGABLUE — 200K tonne CDR offtake with SkiesFifty

vaulted deep — $32M Series A + $8M Xprize

Investment Key Metrics

44	Evergreen Portfolio Companies
10	PnP Sustainability Fund I Portfolio Companies
47%	Female Founders
62%	Deep Tech Portfolio Companies

Sustainability

Plug and Play Global Sustainability Landscape

9,800+
Sustainability Startups

6
Programs

38
Global Partners

46
Sustainability Team

Partners

..and more

Evergreen Portfolio Startups 44

Acquired

Fund I Portfolio Startups 10+

Startups Accelerated 375+

Sustainability

Our North America Team

Leadership Team



Saeed Amidi
CEO Plug And Play



George Damouny
Partner
Ventures



Matt Claxton
Partner
Ventures - Sustainability



Jackie Hernandez
SVP of Global Partnerships



Robert Grey
Director, Sustainable Future

Investment Team



Stefan Wan



Tarek El Naggar



Agata Baryzewska



Palak Jauhari

Partnerships Team



Anna-Sophia Haub



Shyaam Ramkumar



Charlotte Boyer Chammard

Program Team



Tabitha Mills



Tina Phanmanivong



Ethan Kemp

Agenda



- Opening Remarks
- Panel Discussion
- Startup Pitches: Part 1
- Fireside Chat
- Startup Pitches: Part 2
- Closing Remarks

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PANEL DISCUSSION

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SCALING DIRECT AIR CAPTURE PANEL



MODERATOR

Robert Grey

Director, Sustainable Future
Plug and Play



Albert Luu

Head of Finance
Heirloom



Nick Linton

Senior Associate, Sustainable Flight Fund
United Airlines Ventures

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STARTUP PRESENTATIONS

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EMCEE

Stefan Wan

Ventures Associate
Plug and Play

#PNPTCSiliconValley

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STARTUP PRESENTATION

UCANEO

Ucaneo

Ucaneo is developing a pioneering Direct Air Capture technology

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Join us at **pnptc.com**

UCANEO

A pioneering Direct Air Capture (DAC) technology

Plug and Play Tech Summit

2025

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By 2030, world needs to cut emission by 43%: UN report

Massively Off Track To Limiting Warming To 1.5°C: UN Chief Guterres

Vishwa.Mohan
@timesgroup.com

Getty Images



New Delhi: The world needs to cut 43% of its emission by 2030, compared to 2019 levels, to be within the 'safe' limit of global temperature rise, but emissions under the current

able nationally determined contributions (NDCs) — climate actions — are implemented, current commitments will increase emissions by about 8.8%, compared to 2010 levels. "This is a marginal improvement over last year's assessment, which found countries were on a path to increase emissions 10.6% by 2030, compared to 2010 levels," it says.

Noting the huge emission gap, Guterres said, "Inch by inch progress will not do. It is time for a climate ambition

...al emissions will occur in this decade, the report says

...W: The report underlines that the world is way

supernova in every country



BBC

Home News Sport Business Innovation Culture Travel Earth Video

World breaches key 1.5C warming for record number of days

7 October 2023
By Matt McGrath, Mark Poynting, Becky Dale & Jana Tauschinski,
BBC News climate & science and data journalism team





'Can we have two golds?' Our writers' best moments of Tokyo 2020

Sport

The Guardian

Tuesday 10 August 2021
£2.50 | €2.90
From £1.75 for subscribers

For 200 years



▲ A woman shows her distress as an inferno nears her home in Gouves, on the Greek island of Evia. The EU yesterday began a huge operation to tackle fires on the island. **Wildfires in Greece** Page 22→

Global climate crisis: inevitable, unprecedented and irreversible

- Devastating report is 'code red' warning for humanity, UN chief says
- Rapid and drastic cuts to CO_2 emissions needed this decade, warns IPCC
- 'Future is not written and very worst effects still avoidable' - Sharma

Fiona Harvey
Andrew Sparrow

Human activity is changing the Earth's climate in ways "unprecedented" in thousands or hundreds of thousands of years, with some of the changes now inevitable and "irreversible", climate scientists warned the world yesterday.

Within the next two decades, temperatures are likely to rise by more than 1.5C above pre-industrial levels, breaching the ambition of the 2015 Paris climate agreement and bringing widespread devastation and extreme weather. Only rapid and drastic reductions in greenhouse gases in this decade can prevent such climate breakdown, with every fraction of a degree of further heating likely to compound the accelerating effects, according to the Intergovernmental Panel on Climate Change, the world's leading authority on climate science.

The report was given a sombre welcome by world leaders and campaigners, who said the stark findings must force new policy measures as a matter of urgency to shift the global economy to a low-carbon footing. "If ever there was going to be a wake-up call to the world when it comes to climate change, this report is it," said Alok Sharma, the minister who will preside over the Cop26 UN climate summit in Glasgow in November. "But the future is not yet written. The very worst of climate change is still avoidable".

He said the world's biggest emitters of greenhouse gases must produce clear plans to cut carbon output. "What we really need now is for all major emitters to play their part, and the G20 are going to be absolutely key to our 1.5C

Leader comment

'The science is unequivocal. The verdict is clear. There is no more room for manoeuvre, delay or procrastination in dealing with a crisis that is this generation's responsibility to address'

Journal, page 2 →

WEST END FINAL

Evening Standard

FREE LONDON TUESDAY 8 AUGUST 2023

24/7 ONLINE NEWS STANDARD.CO.UK



WHO WILL STOP EARTH BURNING?

YOU'RE THE RINGMASTERS IN FIGHT TO SAVE PLANET, UN'S NEW CLIMATE CHIEF TELLS WORLD LEADERS IN EXCLUSIVE STANDARD INTERVIEW **FULL STORY PAGE 2**

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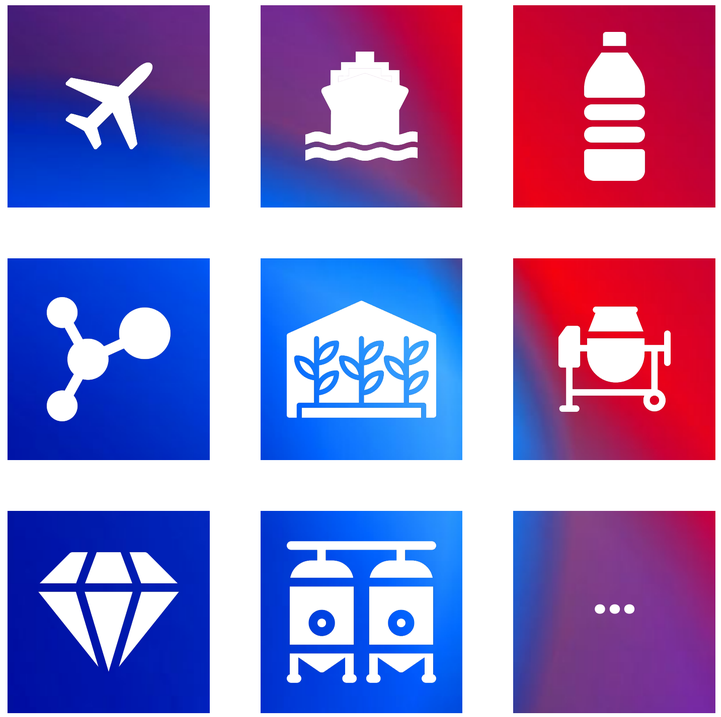
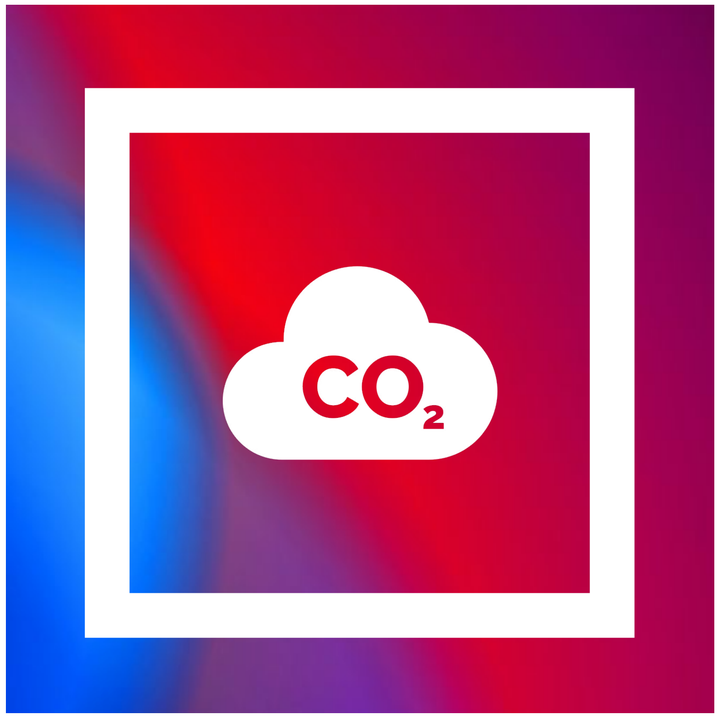
Finding a technological solution (Direct Air Capture) to remove CO2 from air cost efficiently radically changes..

The future of production



The future of carbon mgmt



Sources:Flat Icon

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DAC currently is facing major criticism and challenges – however, there is a very promising upward potential



This Louisiana project was promised up to $550 million to pull CO2 out of the air. Now Trump might kill it

Direct air capture plants like Project Cypress are necessary to avoid the worst impacts of climate
gy Department putting it on ice?

Trump aggressively working to dismantle U.S. efforts to fight climate change

Swiss firm that captures carbon from air to cut workforce by more than 10%

Downsizing at Climeworks comes amid economic uncertainty and 'reduced momentum' for climate tech

Promising upward potential:

- The **market** for carbon dioxide removal (CDR) **is** expected to **grow strongly** (2030: ~$15B; 2040: ~$45B)
- The EU is currently discussing to **integrate DAC into the EU Emissions Trading System**, one of the largest CO_2 markets in the world
- **EU CDR Buying Program** is currently discussing to bridge the market for CDR (2025-2030)

Sources: Alexandersson & Grettisson (2025); BCG (2023); Brangham & Hudgins (2025); European Commission (2025); European Commission (n.d.); Icons Freepik FlatIcon; Niranjan (2025); Pahle (2025); Peters (2025)

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EXAMPLE VISUALISATIONS OF A UNIT DESIGN

Ucaneo's Solution

Superior unit economics already at small scale enabled by an innovative electrochemical process (<300€/t within upcoming years) unlocks huge market opportunity

Proven by 3rd party feasibility study - required efficiencies already shown in the lab (currently testing on industrial scale)

An **optimal fit for future energy grids**, powered by **(renewable) electricity** and **flexible load profile** allowing **energy arbitrage**

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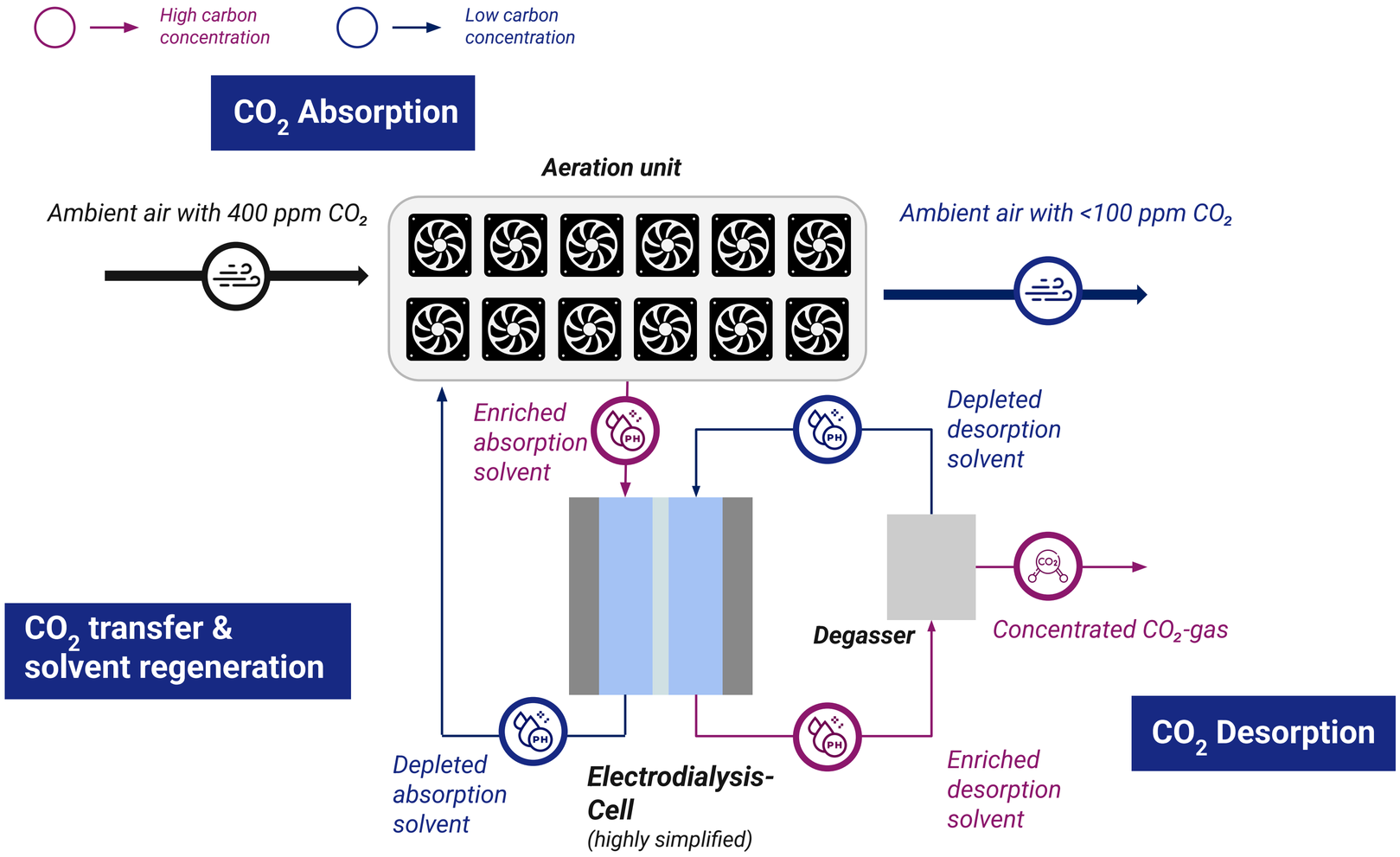
Ucaneo's patent pending electrochemical DAC technology mimicking the human lung is energy and cost efficient leveraging existing supply chains



Secret sauce

Inspired by the human lung working with bicarbonates, **(bio)catalysts** and **bioinspired structures**

Patent pending technology combining innovative **solvents** with **different (bio)catalytic properties** and **proprietary key components**

The **modular 3 step process** allows **fast building, testing and scalability** as well as **flexible operation for dynamic energy loads**

Sources: Icons Freepik FlatIcon

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Beyond unit economics we have several decisive USPs allowing Ucaneo to be more flexible as well as go to market and scale faster

>50% cheaper and 2-3x lower energy consumption = <300 €/tCO2 in upcoming years at already ~1000tCO2/year scale

Optimized for intermittent energy (solar/wind) making it the optimal solution for leveraging energy arbitrage revenue models

Highly flexible (only electricity, no heat) so can be deployed off grid and without thermal energy

Interchangeable Modular System Architecture (IMA) enabling learning curves & retro fittings, e.g. ED cells

High financial and operational derisking by modular scale-up and leverage of existing supply chains

SPV structures opens the door for partners to recycle cash / allowing franchisezing

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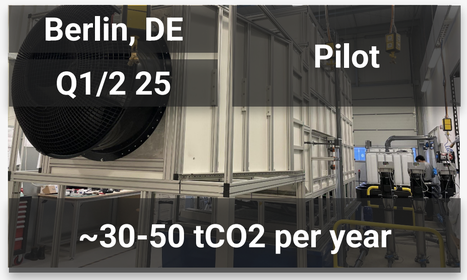
We are on track to deploy the largest DAC plant in Germany with a strong capital stack - long-term we make money through SPV structures

25 → 26 → 28



>1 paid pilot with 1 large O&G major

Non disclosed (€400k revenue)

Testing of industrial-sized **components mitigating technical risk**





Pre-purchase carbon credits

First 300t CO2 sold (~€200k revenue)

Technical qualification in fully integrated plant proving integration & robustness



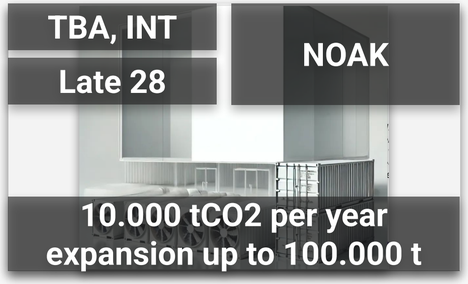


Mainly offtakes in carbon credits or CO2

Currently selling 3000t CO2 (~3m revenue)

Commercial optimization and **demonstration of full value chain**





Licensing & technology provider (SPVs)

>€100m planned revenue

Low-cost production on further large **scale**



Grants
Equity
Sales
Debt

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We are the right team to do it combining leading scientific, engineering and startup experience

Founders



Florian Tiller – Founder & CEO

Previous **McK consultant** at which built up **4 ventures in energy & O&G**



Carla Glassl – Founder & CTO

Previous **Biotech Startup** and **pragmatic product building**

Team



Team of ~20 people combining **world class experience** in electrochemistry, material science, (bio)chemistry, process engineering, mechanical & electronics engineering

~50% female and ~60% international

Selected board members and advisors



Nicolas Repond

Energie 360°, 10 years at **Climeworks** incl Head of Development



Dr. Simone Less

15 years **Saudi Aramco,** incl. **Head of Research** und Corporate Venture Capital



Kevin Tidwell

MD **Grantham Foundation**, 10 years **Global Environmental Fund**



Dr. Isabella Fandrych

Partner **Nucleus Capital,** Ex-**McKinsey & Company**

Backed by leading climate tech investors

energie360° · IBB Ventures · PLUG AND PLAY · Grantham Foundation for the Protection of the Environment · CARBON REMOVAL PARTNERS · Apprecia Capital · NUCLEUS CAPITAL · Founders of FLIXBUS · Pjotr van Schothorst · aramco ventures

Globally recognized

Santander X Global Challenge Countdown to Zero · Global Challenge Finalists · Breakthrough Energy Fellows · Diamond List · Startup Pitch Competiton · Venture 20 Innovative

Supported by

Advanced Materials Lab · UnternehmerTUM Venture Labs · Creative Destruction Lab · chemstars.nrw · eit Climate-KIC · AIR MINERS Launchpad · HySPRINT Helmholtz Innovation Lab · IRIS Adlershof · Co-funded by the European Union · ESF Berlin · Humboldt Innovation

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We just secured several grants worth €8.1m - join a €2.5m opportunity ticket to unlock €4.7m accelerating FOAK built ahead of Series A

€2.5m Opportunity ticket

€4.7m grant cFOAK****

*~€1.3m grant employees**

*€0.7m grant fixed assets***

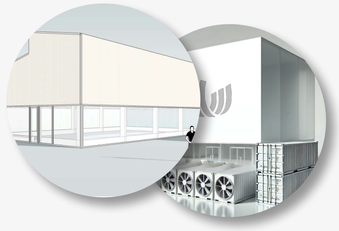
€1.4m grant tFOAK***

Unique €2.5m Opportunity Ticket to build FOAK

Join a strong industrial / financial investor syndicate



With significant traction since Seed Round in June 2024



Saves ~1.5 years as normally FOAK is build after Series A enabling a uniquely derisked Series A

** Forschungszulage, funding rate of 35% I ** GRW, funding rate of 30% I *** ProFit, funding rate of 70-100% (€440k in grant, €980k in debt) I **** BIK, funding rate of 60%*

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Florian & Carla, Founders of Ucaneo

Thank you!

We would love to work with you on the forefront of carbon removal!

Florian, Co-Founder & CEO

florian.tiller@ucaneo.com

+49 (0)178 2670979

/floriantiller/

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At Ucaneo our goal is to build a bankable product blueprint with good unit economics – this is followed by a blended SPV finance model to scale

Today

Pilot
~30-50 tCO2/y

Extensive 3rd party feasibility study - one of the lowest DAC cost worldwide



Seed + mainly grants

H1 2026

Technical FOAK
~150-365 tCO2/y

Show efficiencies for
~<300€/t CO2



Series A

End 27

Commercial FOAK
(>1000-1500tCO2/y)

Levelized costs of
~<300€/t CO2



Series B

End 28

NOAK
(>10kt/y)

Levelized costs of
~150-250€/t CO2



Licensing & capex light SPV model to enable mass production & deployment + selected own deployments

Up to date
Total equity funding: €6.75m
Total grant funding: >€8.1m

Build a bankable competitive product

VC funding

Scale-up and ensuring a financially scalable model

Blended finance (InfraFunds, PE, strategics, etc.)

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STARTUP PRESENTATION

ONEPOINTONE

OnePointOne

Automating vertical and molecular farming to improve the health of humanity through plant-based foods and medicines

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OnePointOne

The Vertical Farming Platform™



Problem

Supply Inconsistency

INCONSISTENT

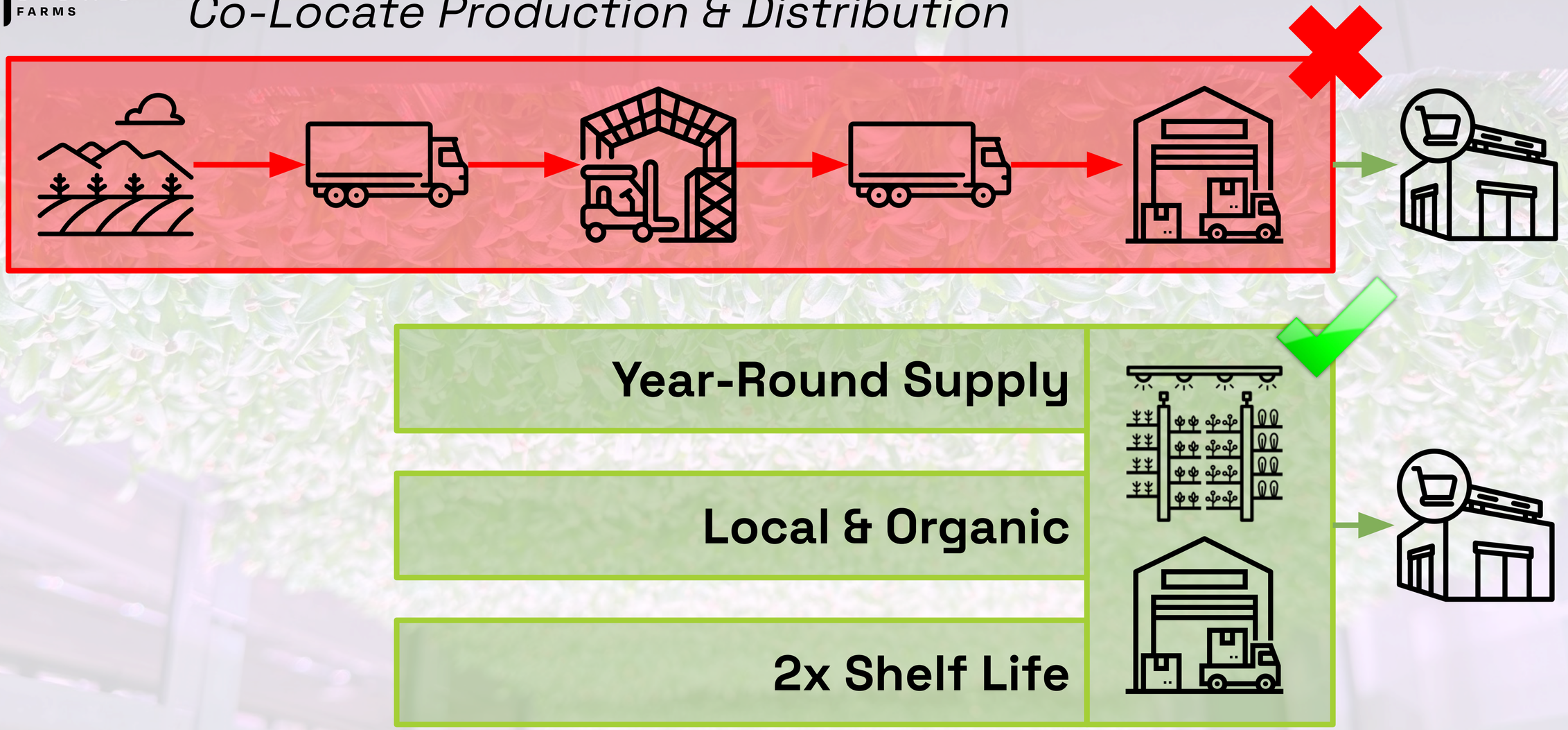
QUALITY	VOLUME	PRICE





Solution

Co-Locate Production & Distribution



opollo FARMS

Investors


LUDDY


DJOKOVIC


BRYAN


GIANNANDREA


CHEN


KbA AL SAUD

PATENTED
in US & EU

ARIZONA
based

$75MM
raised

ORGANIC
certified



opollo FARMS

THE AUTOMATED VERTICAL FARM.

As an Opollo® Farmer you can bring

LOCAL, ORGANIC, FRESH PRODUCE

anywhere on Earth.

USDA ORGANIC

SQF



Indoor Vertical Farming

End-to-End Automation



ENCLOSED

Insulated metal panels separate the farm from weather, pests, disease.

CONTROLLED

Power, irrigation, and HVAC are all controlled in a single room called the “Utility Pod”.

AUTOMATED

A fleet of robots manages the movement of plants around the farm.

SCALABLE

Thousands of “Growbins” stacked together in the “Grid” enable infinite scalability.

STREAMLINED

All Growbins enter and exit from the same place, called a “Port”.

Farm Benefits
Earth-Approved

Which industry does the most environmental harm?

FARMING.

We must immediately transition fruit and vegetable production indoors...

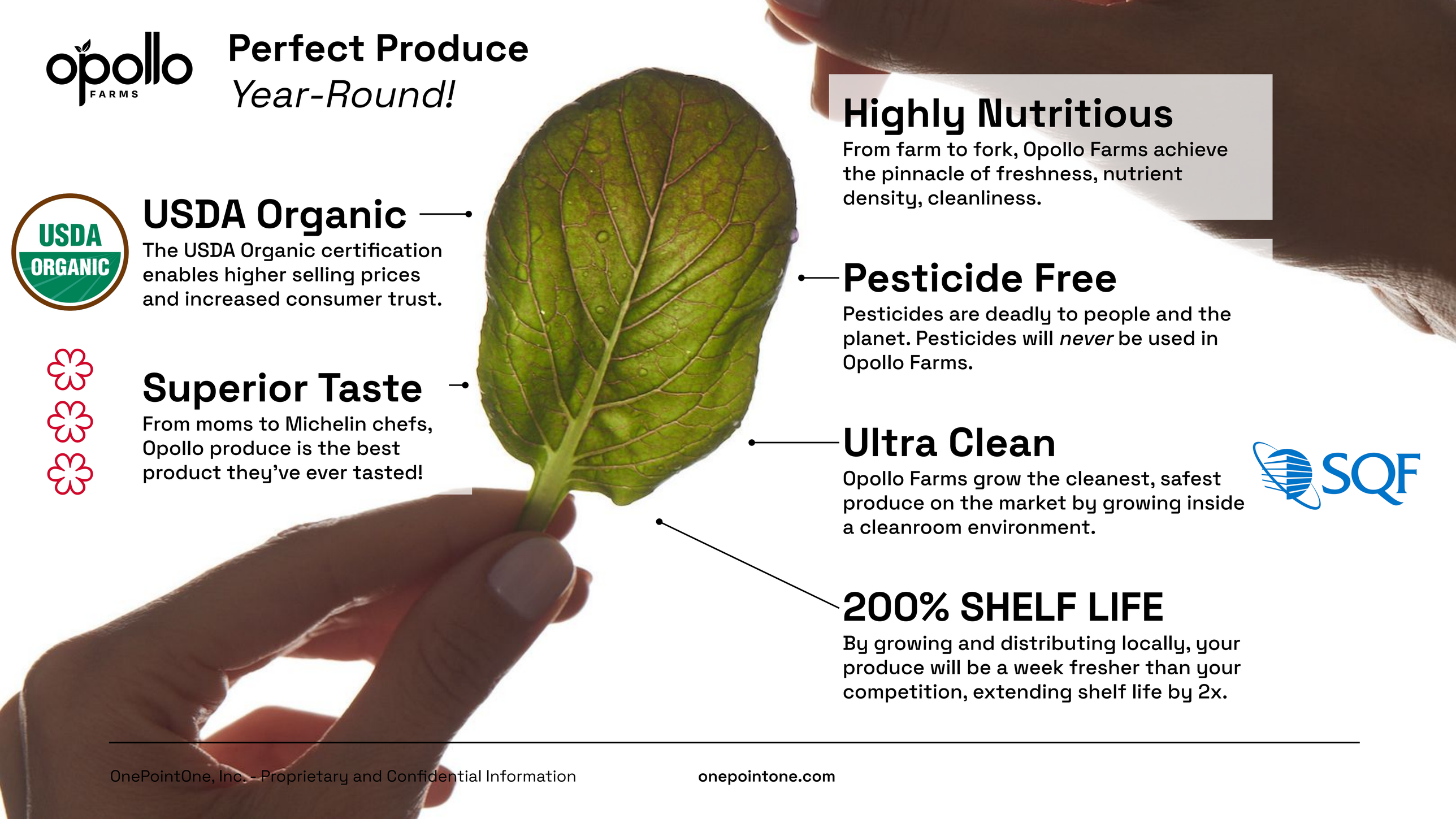
TO PRESERVE THE PLANET.

>99% LESS LAND	**>95%** LESS WATER	**>90%** FEWER FOOD MILES
OPOLLO® BENEFITS		
ZERO SOIL DESTRUCTION	**ZERO** WATER RUNOFF	**ZERO** SEASONALITY



opollo FARMS

Perfect Produce
Year-Round!



Highly Nutritious
From farm to fork, Opollo Farms achieve the pinnacle of freshness, nutrient density, cleanliness.

USDA Organic
The USDA Organic certification enables higher selling prices and increased consumer trust.

Pesticide Free
Pesticides are deadly to people and the planet. Pesticides will *never* be used in Opollo Farms.

Superior Taste
From moms to Michelin chefs, Opollo produce is the best product they've ever tasted!

Ultra Clean
Opollo Farms grow the cleanest, safest produce on the market by growing inside a cleanroom environment.

SQF

200% SHELF LIFE
By growing and distributing locally, your produce will be a week fresher than your competition, extending shelf life by 2x.

opollo FARMS

U.S. Patent No. 11,483,988

Hardware

AutoStore

LIBRA

Zwart Irrigation Solutions

QUEST DEHUMIDIFIERS

Growbins	Robots
Grid	Ports
LED Lighting	
Irrigation	
HVAC	

+

U.S. Patent No. 11,483,988

Software

+

Trade Secrets

Data

Farm Control & Analytics

Farm Control & Visualization

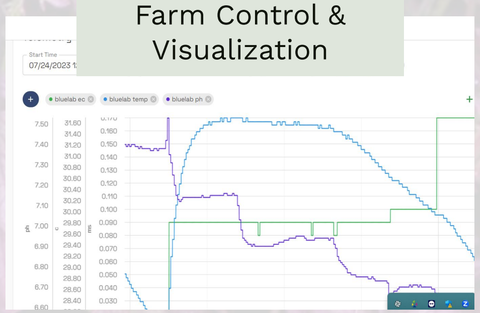
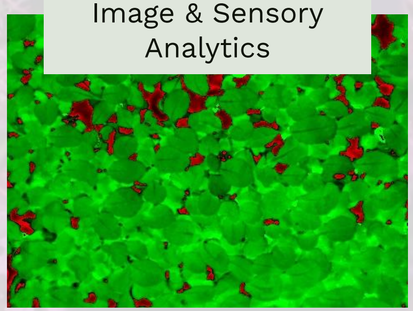


Image & Sensory Analytics



AI/ML Plant Science



Perfect Produce

Local, Organic, Fresh, Clean

AVAILABLE NOW (+ MIXES):

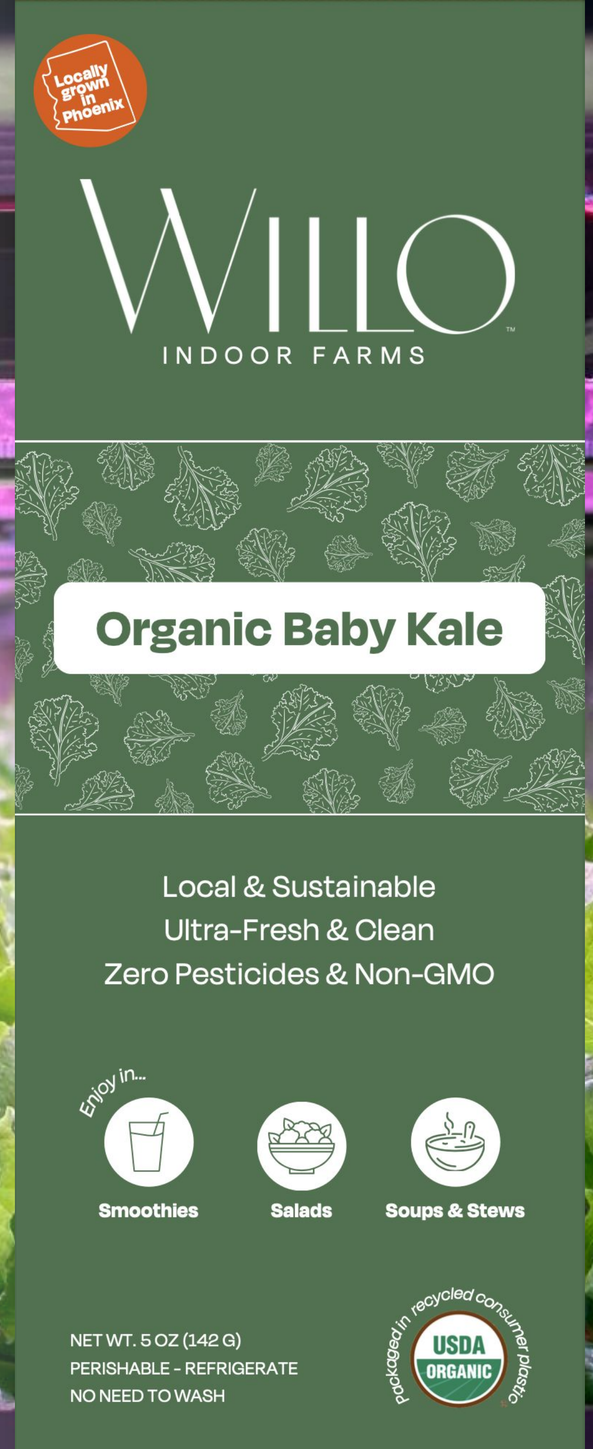
- Bok Choy – Baby Green
- Kale – Baby Green
- Lettuce – Baby Green
- Spring Mix (Mustard, Kale, Mizuna, etc.)
- Arugula – Baby Green
- Microgreens (Radish, Kale, Broccoli)

AVAILABLE UPON REQUEST:

- Spinach – Baby Green
- Basil – Herb
- Beet – Baby Green
- Cilantro – Herb
- Turnip – Baby Green
- Parsley – Herb
- Swiss Chard – Baby Green
- Dill – Herb

AVAILABLE IN 2025:

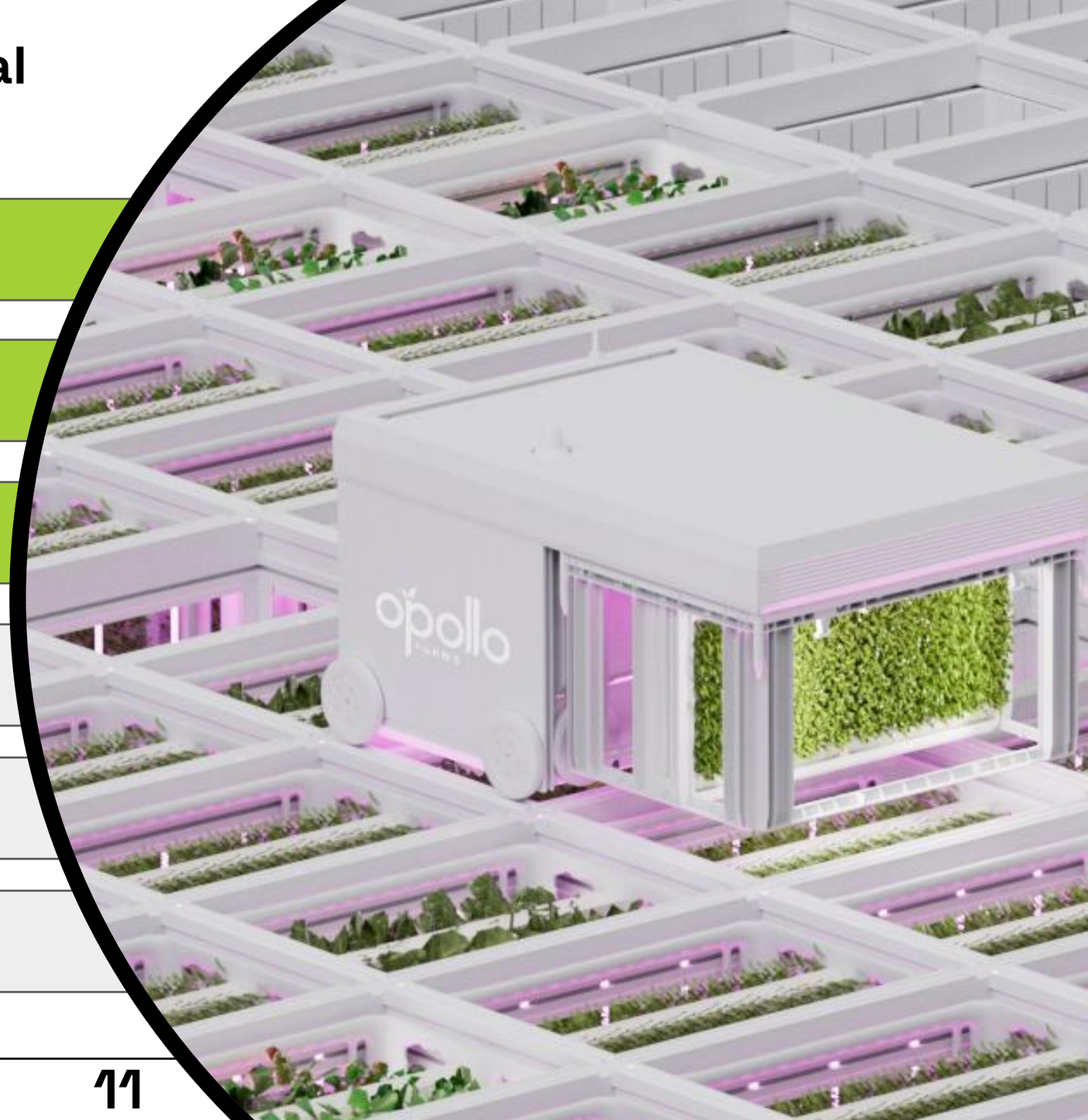
- Strawberries
- Mushrooms



Massive Global Potential

Customer Targets

- **Food Retail & Distribution**
- **Pharmaceuticals**
- **Supplements**
- **Agricultural R&D**
- **Nursery Production**
- **Materials Manufacturing**



Product Timelines

Globally Impactful



Berries



Supplements



Animal Feed



Garnishes & Microgreens



Greens



Biopharma



Outdoor Farm Nursery



Tree Saplings



Herbs



Mushrooms



Cannabis



Greenhouse Nursery



Mars

2015	2020	2025	2030	2035

opollo
FARMS

The Future of Farming is Opollo®



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STARTUP PRESENTATION



Wavr Technologies

a new paradigm in atmospheric water harvesting

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Join us at **pnptc.com**

WAVR technologies, inc.

bringing water to life

Rich Sloan, CEO
rich@wavrtechnologies.com

Team & partners



Ryan Phung
Project Manager
Co-founder



Yiwei Gao, PhD
Chief Technology Officer
Co-founder



Rich Sloan
Chief Executive Officer
Co-founder



Yihong Zhao, PhD
Senior R&D Engineer



Jeremy Cho, PhD
Chief Scientific Officer
Co-founder

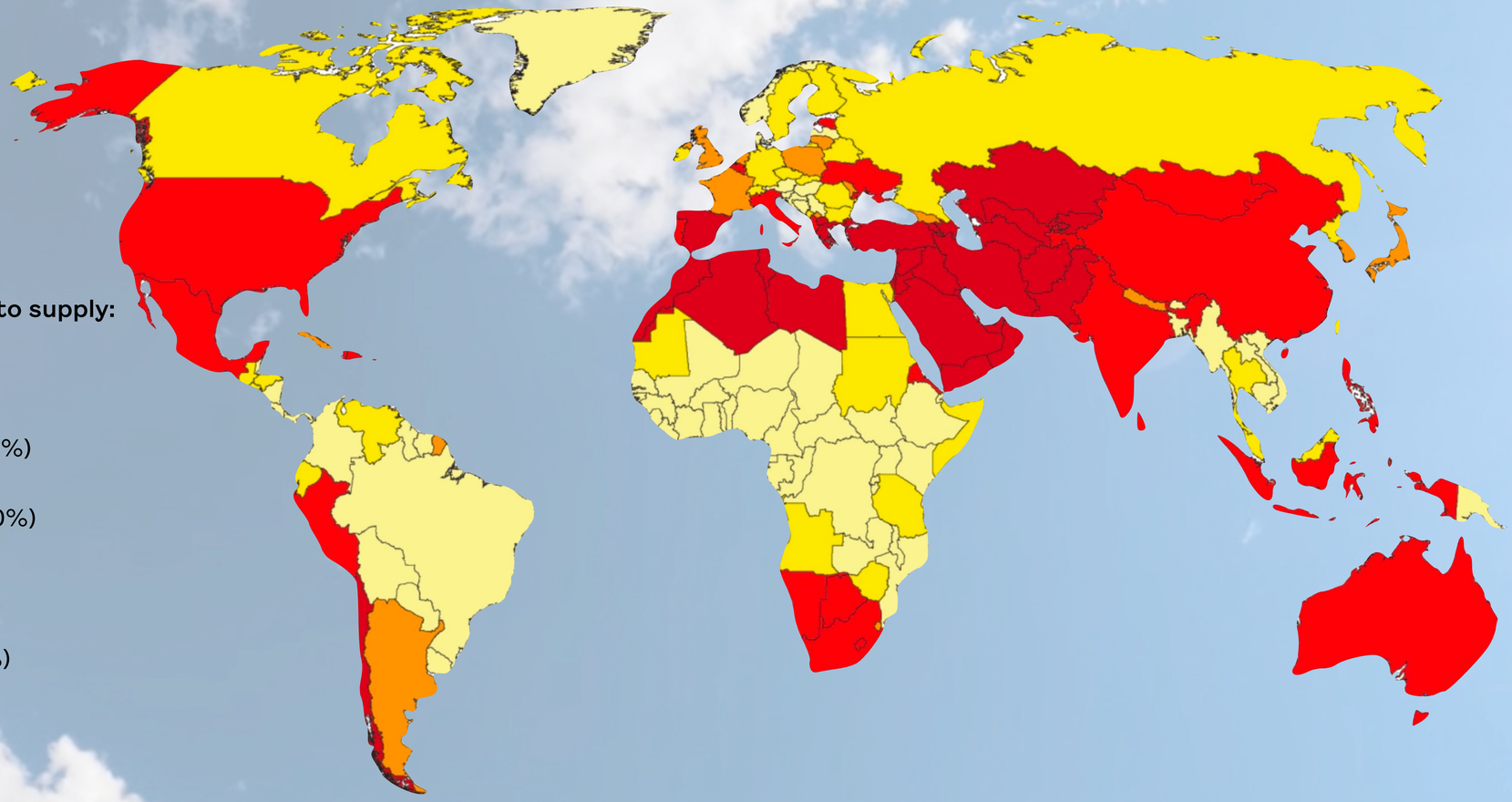
UNLV | HOWARD R. HUGHES COLLEGE OF ENGINEERING

PLUGANDPLAY Sustainability Accelerator

NSF Futures Engine in the Southwest

Water stress is an existential challenge

By 2030, global fresh water demand will outstrip supply by 40%



Water sustainability is a top priority



Risk Mitigation



Operational Resilience



Rising Consumer & Investor Expectations



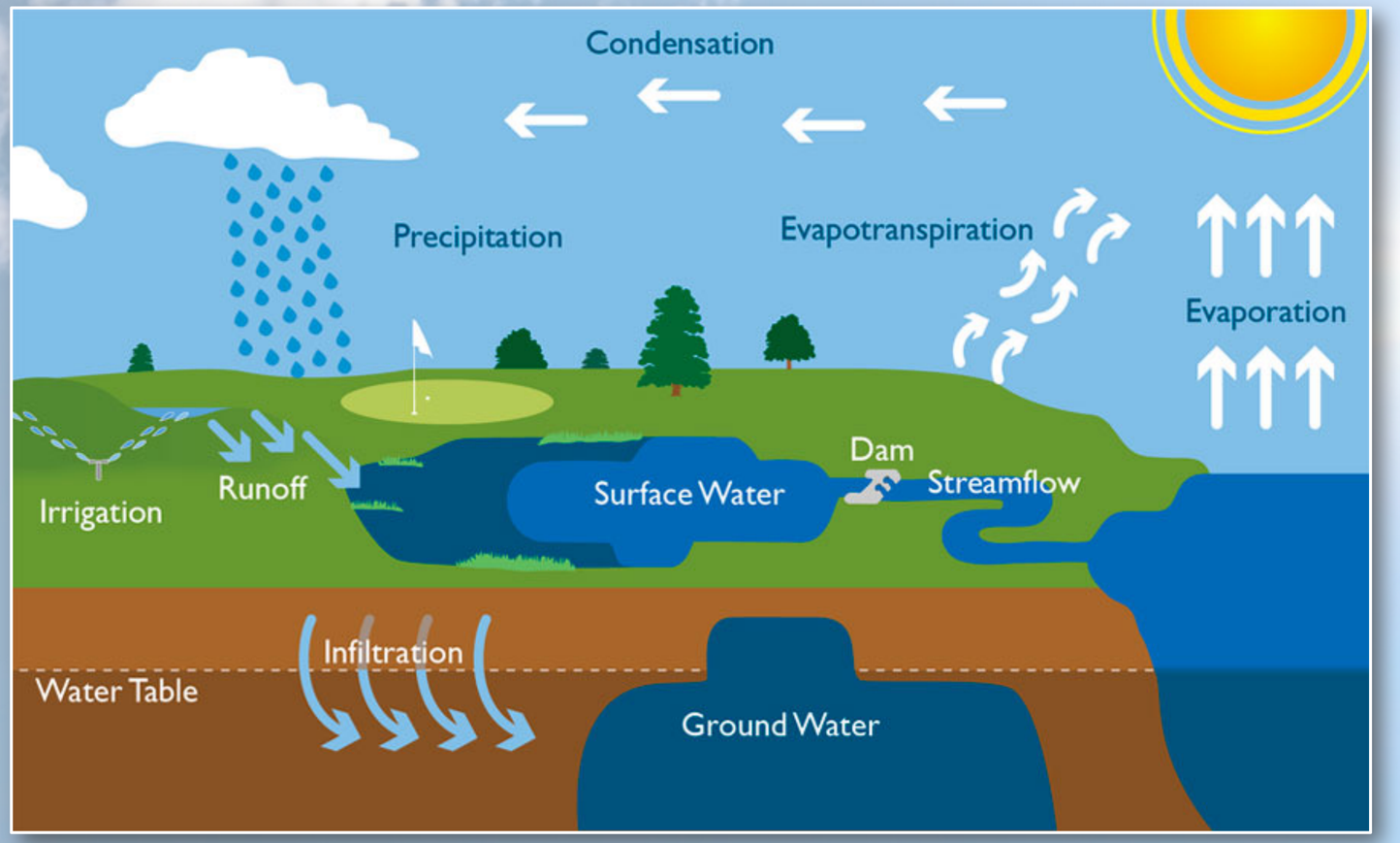
Regulatory Pressure & Siting Options

An untapped sea of water awaits

Water in the atmosphere is >100x what we consume globally

Even in Southern Nevada, there's more water in the first 30ft of air than is used each day

nature's water cycle:



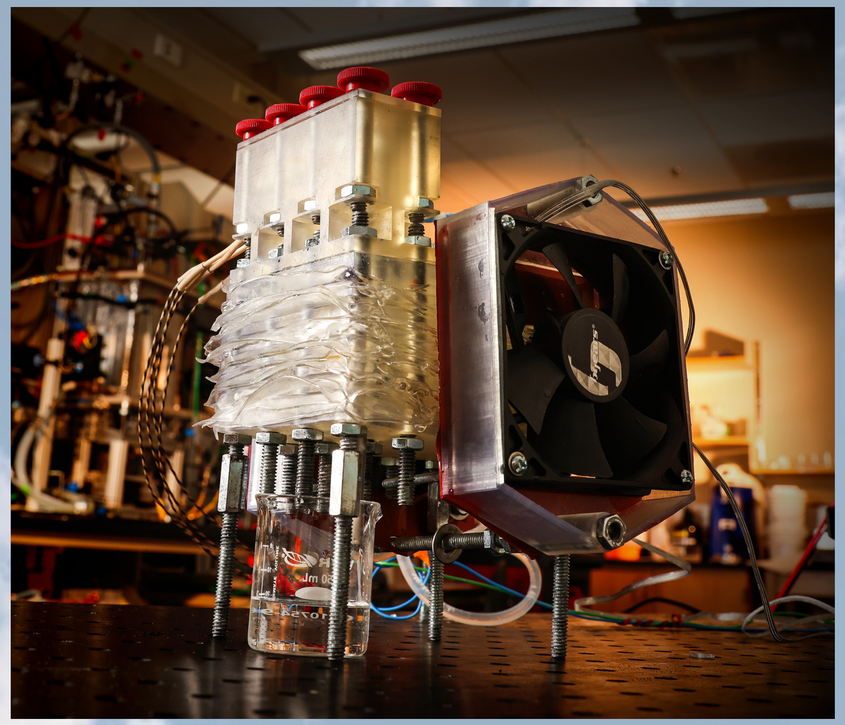
Bringing water to life from thin air



Inspired by nature, WAVR's atmospheric water harvesting makes pure water — even in arid regions



Superior performance



See peer-reviewed paper published in Proceedings of National Academy of Sciences

Up to **20x more yield** than current state of the art

Works in 10% humidity, effective in the desert

Distilled water that's **free of conventional water impurities**

Customer target of **1.3¢/gal is achievable ($3.43 / M³)**

Closed loop **low maintenance** system

Easy to operate via remote monitoring

Compact modular footprint unlocks new applications

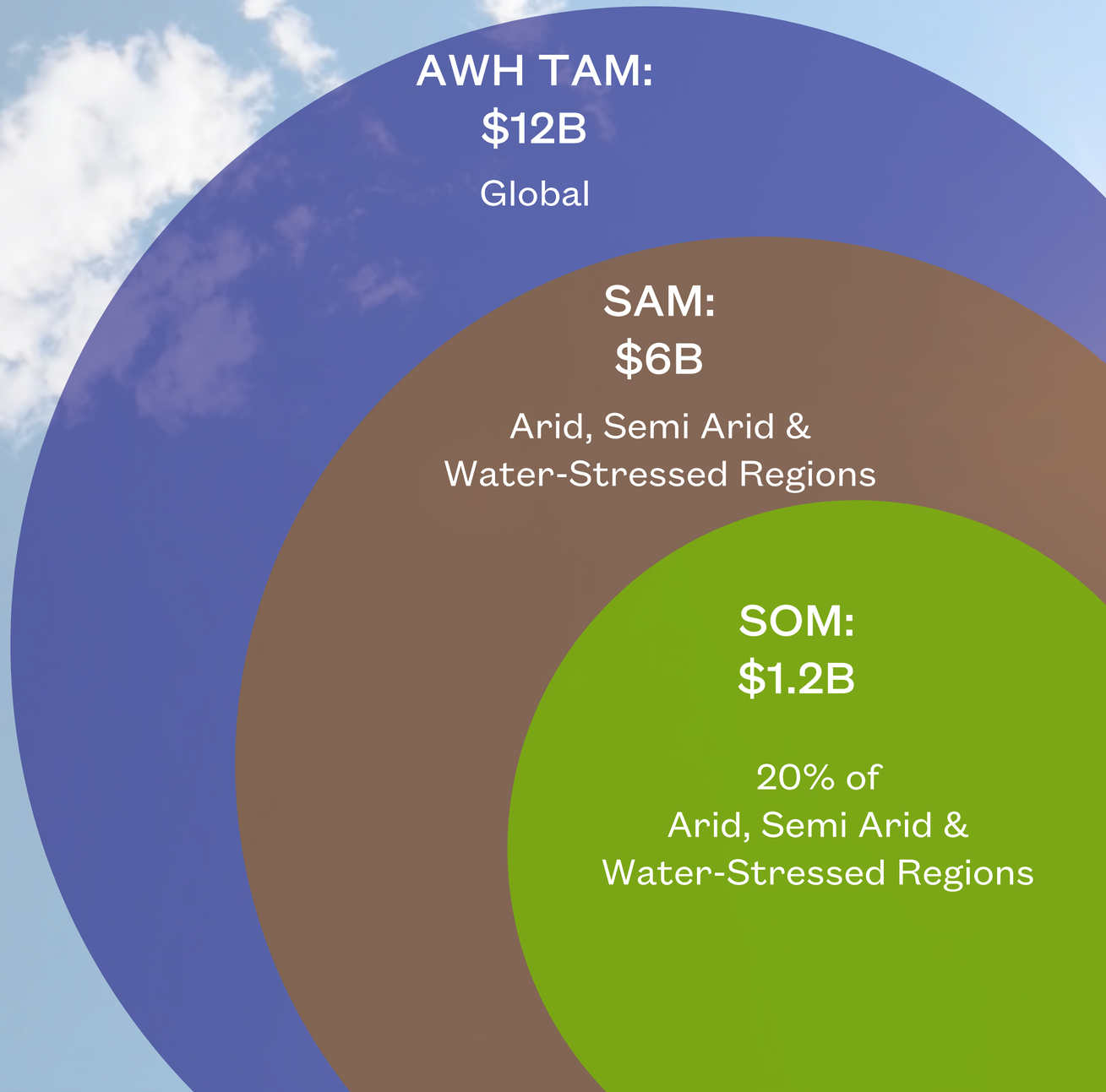
No negative impact on air quality

Atmospheric water harvesting market

$1.25 Trillion global water market by 2030

CAGR of 16.3% through 2031 for AWH

50% of the global population lives in arid and semi-arid regions where they face water scarcity, desertification, and massive societal displacement



Product line - upfront & recurring revenue

Max Impact

Capacity	10 gal/day	100 gal/day	1,000 gal/day	10,000 gal/day
Size	0.5-meter cube	1-meter cube	2-meter cube	4-meter cube



Uses	Personal, Medical, Portable	Residential, Mobile/Vehicular, Military/DoD	Commercial Properties, Campuses, Disaster Response, Neighborhood Communities	Industry, Chemicals, Agriculture, Data Centers, Pharma, Chip Makers

Outpouring of interest

NDA	Project underway, focused on water purity - Fortune 50 beverage company	$830k (booked)
NDA	Pilot for kidney dialysis machines - Fortune 500 company	
UNLV	Pilot for landscape irrigation at facilities. Will incorporate solar power	
NDA	Pilot for neighborhood-scale residential applications - Fortune 500 company	$700k (prospective)
Howard Hughes	Pilot for landscape irrigation. Will incorporate solar power	

Active pilot: water-neutral irrigation

Project: $650k paid pilot

Location: UNLV's Technology & Innovation campus

Timing: Fully operational Q2 2026

Output: 200 gallons/day

Power: Optional solar PV

Water Loss Offset: 100%



Project Impact: Full project will replace > 20 million gal/year

Current seed round & use of proceeds

Total raise:	**$4M**
Stage:	**Seed**
Discount	**25% off Series A**
Minimum unit size:	**$250k**
Resulting runway:	**24 months**

Value enhancing milestones will include:

- ✓ Multiple commercial pilots
- ✓ Completion of production-ready system
- ✓ >$1M in booked sales by end of 2025
- ✓ Patent prosecution (international and new filings)
- ✓ Raise Series A round to scale business

PLUGANDPLAY

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STARTUP PRESENTATION

ZERO SOUND

ZeroSound Systems Inc.

The Anti-Noise Company

#PNPTCSiliconValley

Join us at **pnptc.com**

The **Anti-Noise** Company



Plug & Play Summit
June 2025

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Noise Pollution is Today's Second-Hand Smoke

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The Dangerous Impacts of Industrial Noise Pollution

Health, Community, Environmental, Social:

- Stress related illnesses
- Cardiac impacts & sleep issues
- Hearing loss
- Wildlife & ecosystems
- Quality of life

Industry & Infrastructure:

- Operational disruption
- Lost revenues
- Regulatory/fines & penalties
- Reputational damage
- Sustainability/ESG costs

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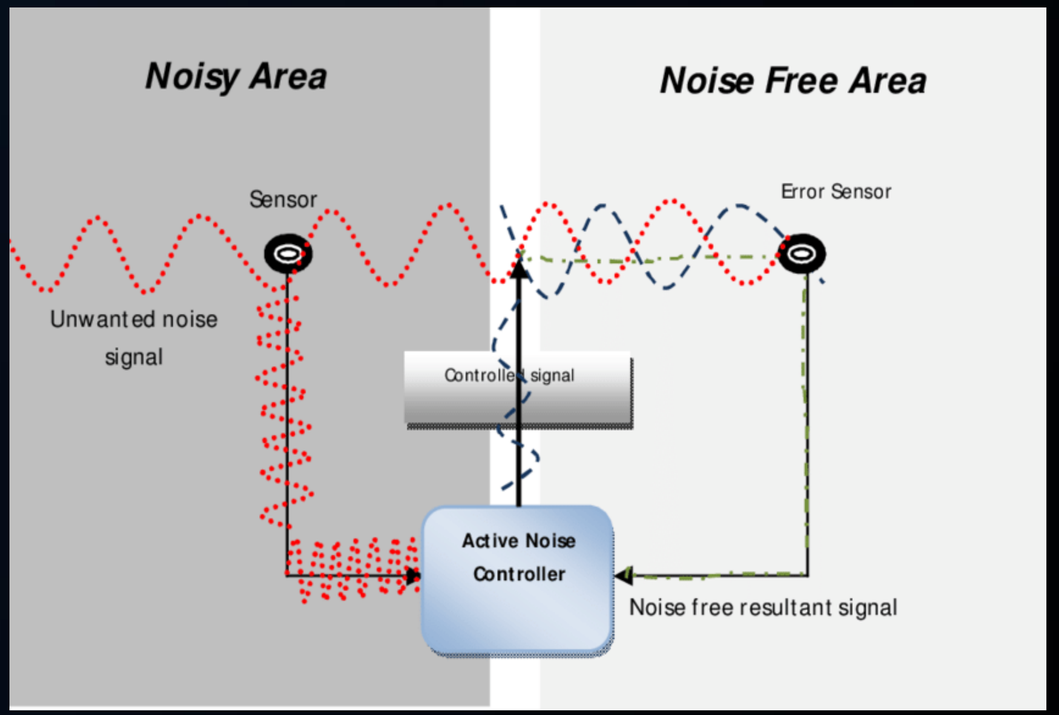
ZeroSound's Active Noise Control For Industry

Think earbuds for industry – WITHOUT the earbuds.

ZeroSound delivers:

- a patented, digital Active Noise Control platform
- virtual, real-time suppression zones over large outdoor areas
- up to 92% noise reduction
- targets industry and urban infrastructure



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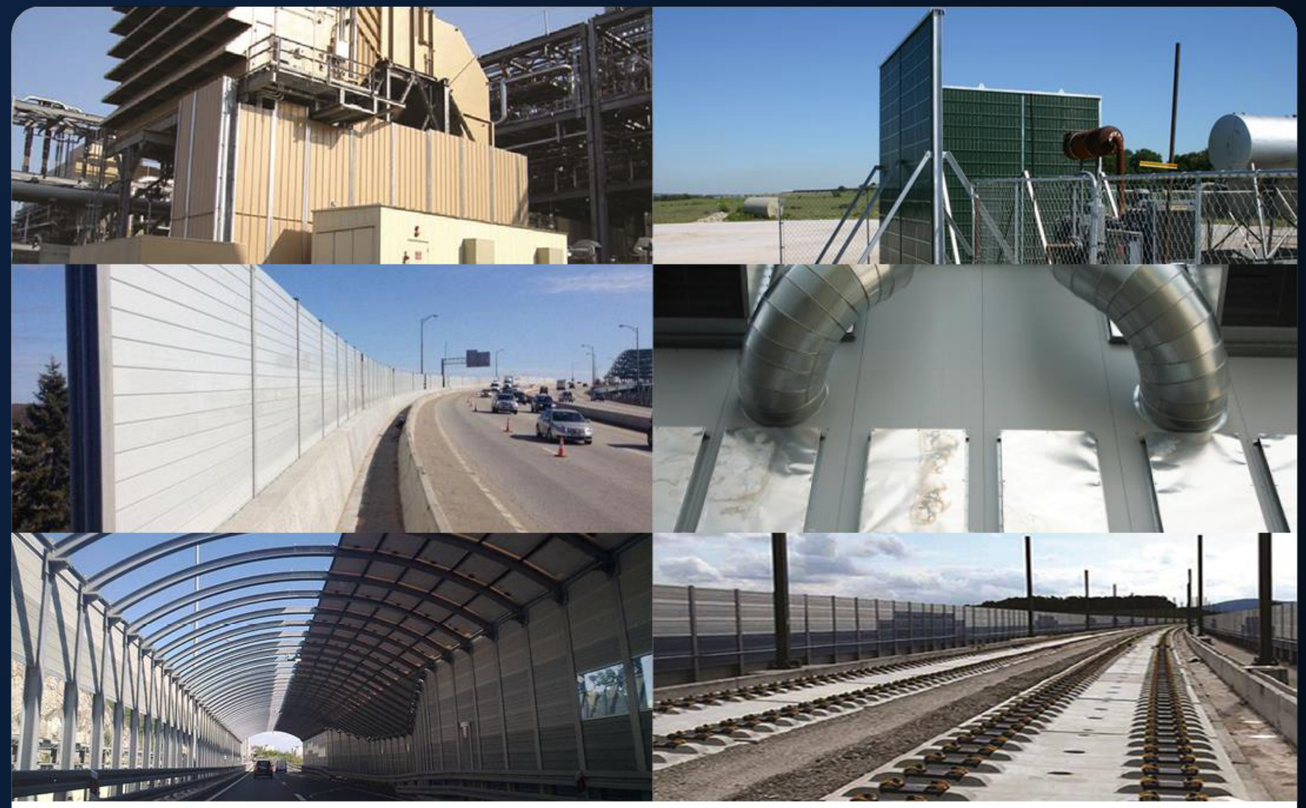

Traditional Noise Control Solutions

- Analog – physical walls, barriers and silencers based on insulation, absorption and reflection
- Inflexible in their deployment (almost always permanent)
- Capital intensive and often ineffective
- Structural barriers create blind spots, safety and equipment efficiency issues

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Elegant | Intelligent | Disruptive

ZeroSound's Key Differentiators

- Software enabled hardware solution ruggedized for outdoor industrial use
- Easy installation reducing installation time, cost and down-time
- Tunable solution for specific use cases
- Sustainability "Improver" - Noise data collection and analytics for client reporting and proactive management

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COMPETITIVE LANDSCAPE – BOSTON CONSULTING

BCG Digital Ventures: Competition Summary

	ZERO SOUND	URBAN SOLUTION GROUP	ECHO BARRIER Environmentally Sound	ENVIRONMENTAL NOISE CONTROL	Silentium Silence in a Chip
Value Prop	Intelligent Active Digital Noise Suppression for Industry	Temporary sound walls, fast install, target oil & gas operators	Temporary sound-absorbing panels that surround a perimeter for outdoor projects	Offer various solutions for noise in oil & gas with consulting services for monitoring, analysis and reporting	Adoptive Sound Technologies devices produce white, pink and brown noise - multiple options
Active Noise Cancellation	✓	✗	✗	✗	✓
Easy Setup	✓	✓	✓	−	−
Vision Mitigation	✓	✓	−	✓	✓
Custom Reports / Analytics	✓	✗	✗	−	−
Industrial focus	✓	✓	✓	✓	✗

BCG Digital Ventures ✓ Offered − Partially Offered ✗ Not Offered

NOTE: ONLY ZeroSound creates broad, real-time suppression zones

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ZERO SOUND

Utility Use-case: Substation Noise Suppression, Ancoa, Chile

"ZeroSound's solution prevented building a 15m wall and saved about $3 million USD."
Alejandro Rehbein, VP Innovation & Technology, Transelec

Problems:
- Engineering study mandated a 15m wall around the ENTIRE facility
- Fines of $10m+ USD at risk
- Target: 3-5 dBA reduction

ZeroSound Solution:
- ZeroSound deployed in priority areas with small sections of walls in others

Results:
- ~34% noise reduction (~4-6 dBA)
- $3m+ USD saved
- Multiple site deployments

Proposed



ZeroSound



This use-case led to expansion within Chile and opened the door to the global utility market.

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ZeroSound's Core Team and Industry Experts

Core Team:

Norm Bogner – CEO & Co-founder
- 25+ yrs international bus/tech executive

Richard Simpson – Chief Revenue Officer
- 25+ yrs international sales and tech scale

Catalin Voinea P.Eng. – Lead Engineer
- 10+ yrs electrical & embedded systems

Phil Moore – Fractional CFO
- 20+ yrs Investment Banking/Finance

Core Advisory Board:

- Anthony Grimani – Acoustics
  - Dolby, Lucasfilm, sound executive
- Dr. Robert Davies Ph.D., P.Eng.
  - Senior Research Engineer at S.A.I.T.
- Dan Horner – Corporate Law
  - Managing Partner
- Ray Sobol – Inventor
  - Inventor and Co-founder of ZeroSound

International Client Traction - Snapshot

Clients

Projects in Progress

Projects in Development

Partnerships in Development (Energy Services)

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10

ZeroSound’s Global Opportunity Markets

Global markets for ZS’s hardware sales and SaaS model include:

Primary:

- Utilities / Battery Storage (BESS)
- Energy & Extraction
- Data Centres

Secondary:

- Ports
- Construction
- Traffic Noise Barriers









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Company and Funding

Company & Investment To-date:

- Active since 2019
- Commercially deployed since 2024
- Fiscal 2025 revenues - ~$800k
  - hardware sales and SaaS model
- Raised to-date - ~$4.1m
  - $3m in equity and $1.1m in non-dilutive grants
  - Cap table < 25
- Scalable client pipeline - ~$7m weighted
  - open deals $17M unweighted

Raise and Asks:

- **$5m equity raise** for scale to address pent-up global demand
- CVC's/corporates – funding and/or paid pilots/PoCs for scale

ZERO SOUND

For further information contact:

Norm Bogner
CEO & Co-founder
norm@zerosound.com



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Stefan Wan

Ventures Associate
Plug and Play



Julia Reichelstein

CEO & Co-Founder
Vaulted Deep

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STARTUP PRESENTATIONS

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STARTUP PRESENTATION

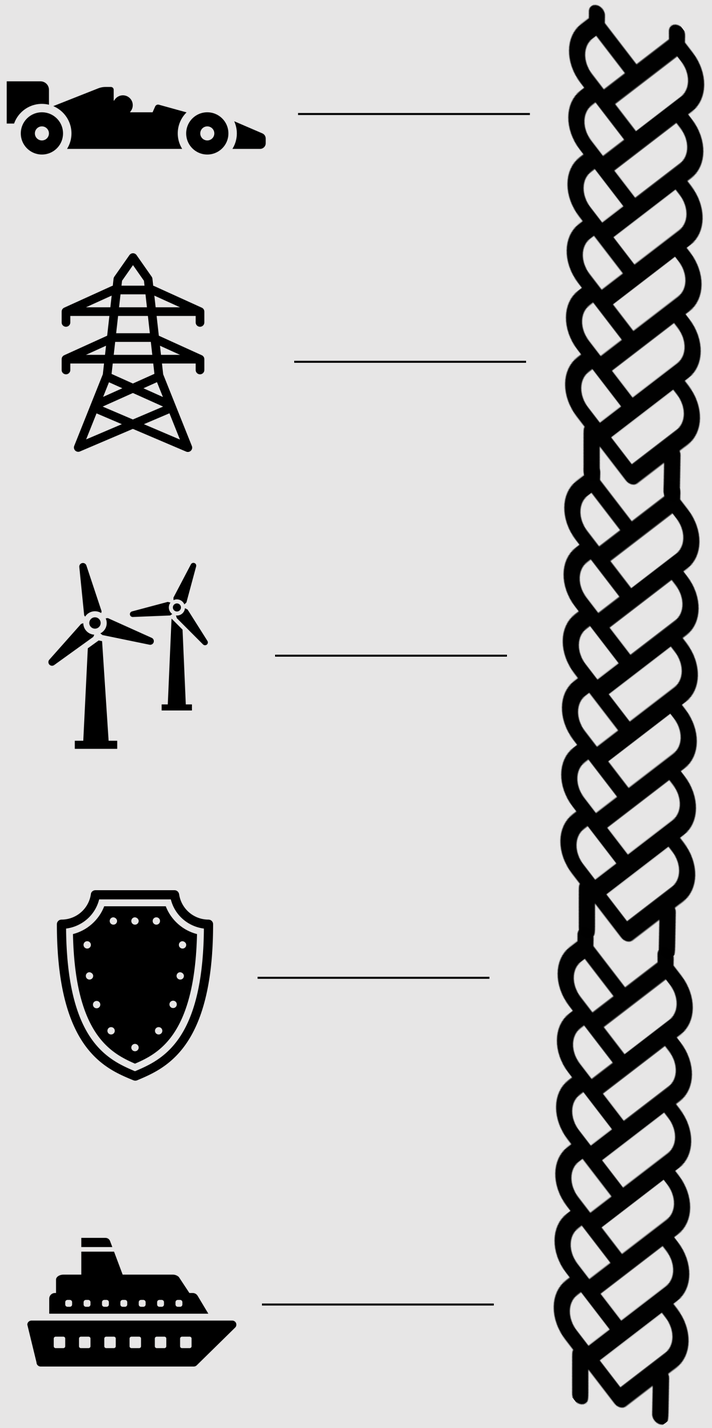


CarboMat

Transforming low-value waste by-products from Alberta into high-value carbon fibers

#PNPTCSiliconValley

Join us at **pnptc.com**



CARBOMAT

LOW-COST AND SUSTAINABLE CARBON FIBERS FROM LOW-VALUE WASTE BY-PRODUCTS

LIGHTWEIGHT, SUSTAINABLE, & STRONG

Plug & Play Silicon Valley Summit
Sustainability Expo, June 12th, 2025



Carbon intensive metals constitute ***10-15%*** of total global materials

Steel and aluminum production alone responsible for ***3-9% of global CO_2 emissions***

What can be some **alternate**, **sustainable**, **and strong** materials?

Carbon fibers

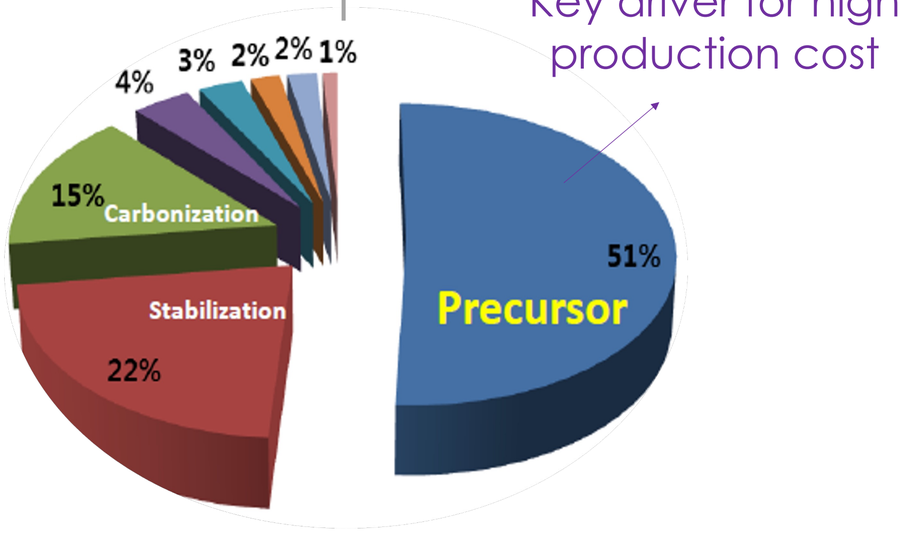
“Lightweight, Strong, and Recyclable”

THE PROBLEM

Carbon fibers **not affordable** for commodity applications in automotive, sports, marine, recreation, defense, etc. with combined industry **worth $8B**[1]



- **High production cost** (~$20/kg to $150/kg) by grade of existing carbon fibers
- **High GHG emissions** (>20kg CO_2-eq/kg CF) by grade of existing carbon fibers[2]

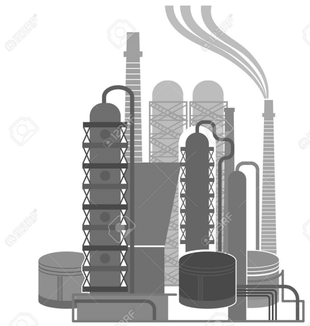


OUR UNIQUE SOLUTION

Paving the way towards lightweight materials

$ **LOW MARKET VALUE**

$$$$$ **HIGH MARKET VALUE**

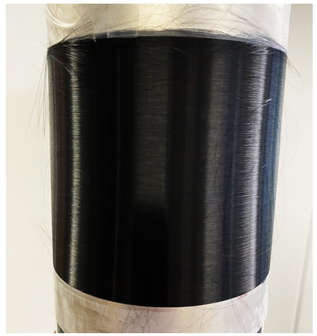


Petroleum Refining

Waste by-products



Asphaltenes, Vacuum Residue, Hydro-Conversion Bottoms, etc.



Carbon Fiber

Our patent-pending technology solution

- *Automotive*
- *Electric Grid*
- *Marine*
- *Sports*
- *Energy Storage*
- *Compounding*

SAVING MONEY, SAVING EMISSIONS!

LEADERSHIP TEAM



Shabab Saad, MSc
CEO & Co-Founder

10+ years of experience in technology and business development along with leading high-performing teams



Md Kibria, PhD, PEng
Scientific Director & Co-Founder

Serial Entrepreneur and world-renowned leader with 25+ years of experience in sustainable technologies and advanced materials



Shafiq Irfan, PhD
R&D Lead, Engineering

15+ years of experience in carbon fibers, polymer fibers, composite structures, extrusion, molding, and advanced materials



Timothy Robson, MSc, MBA
Technology Scale-Up Expert

HILLS INC.

23+ years of experience in building customized pilot and commercial scale carbon fiber production units



Stephen Cheng, PhD, MBA
Commercial Director, Pre-Hire

SOLVAY DOW victrex ESSO

25+ years of experience in business development, GTM strategies, sales, and marketing of carbon fibers



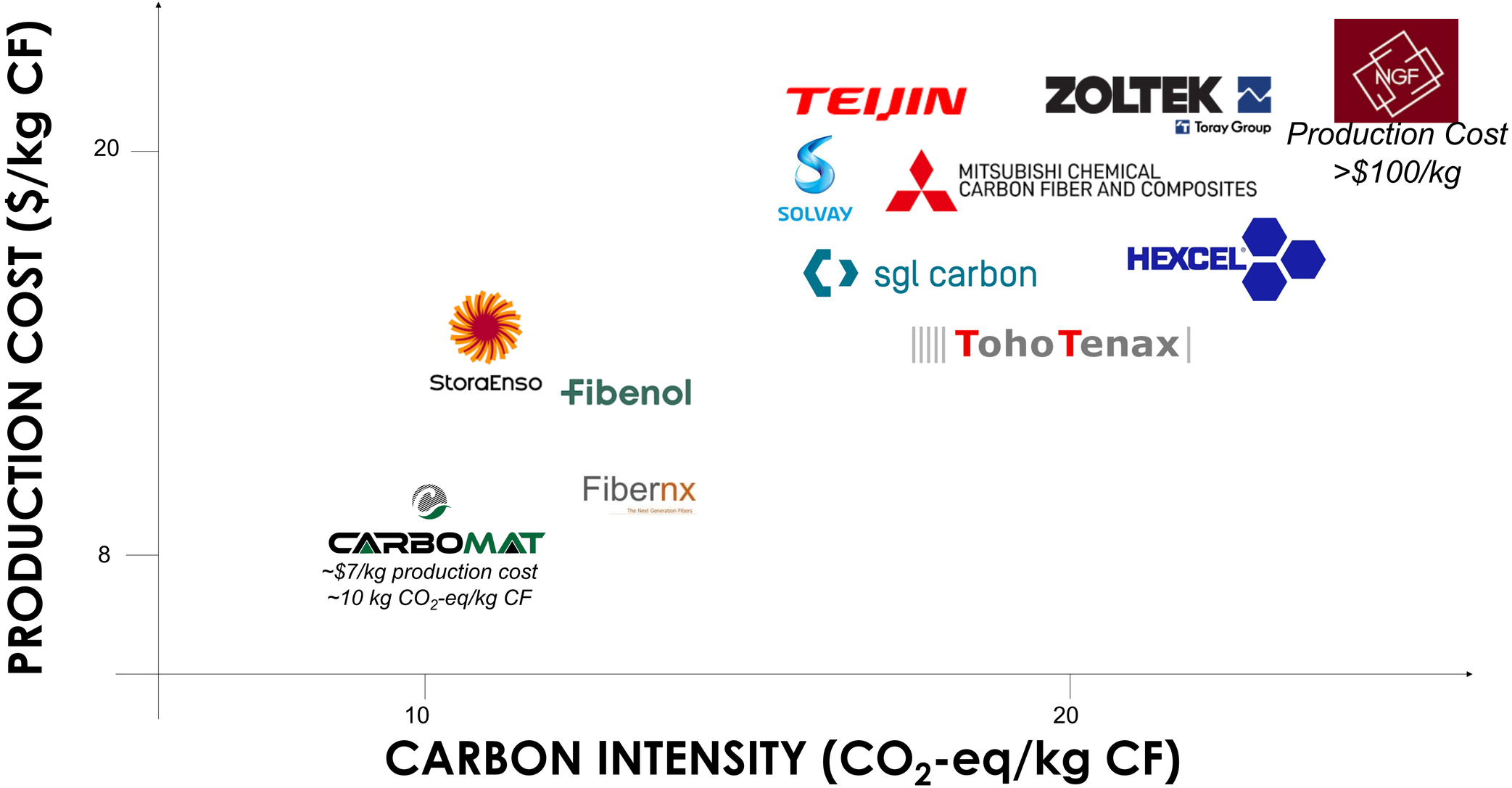
Deborah Peacock, JD
Strategic Advisor, Legal & IP

PEACOCK LAW P.C.
INTELLECTUAL PROPERTY LAW SERVICES
TECHNOLOGY COMMERCIALIZATION

30+ years of expertise in IP, licensing, acquisitions, and legal agreements in energy, materials, battery, etc.

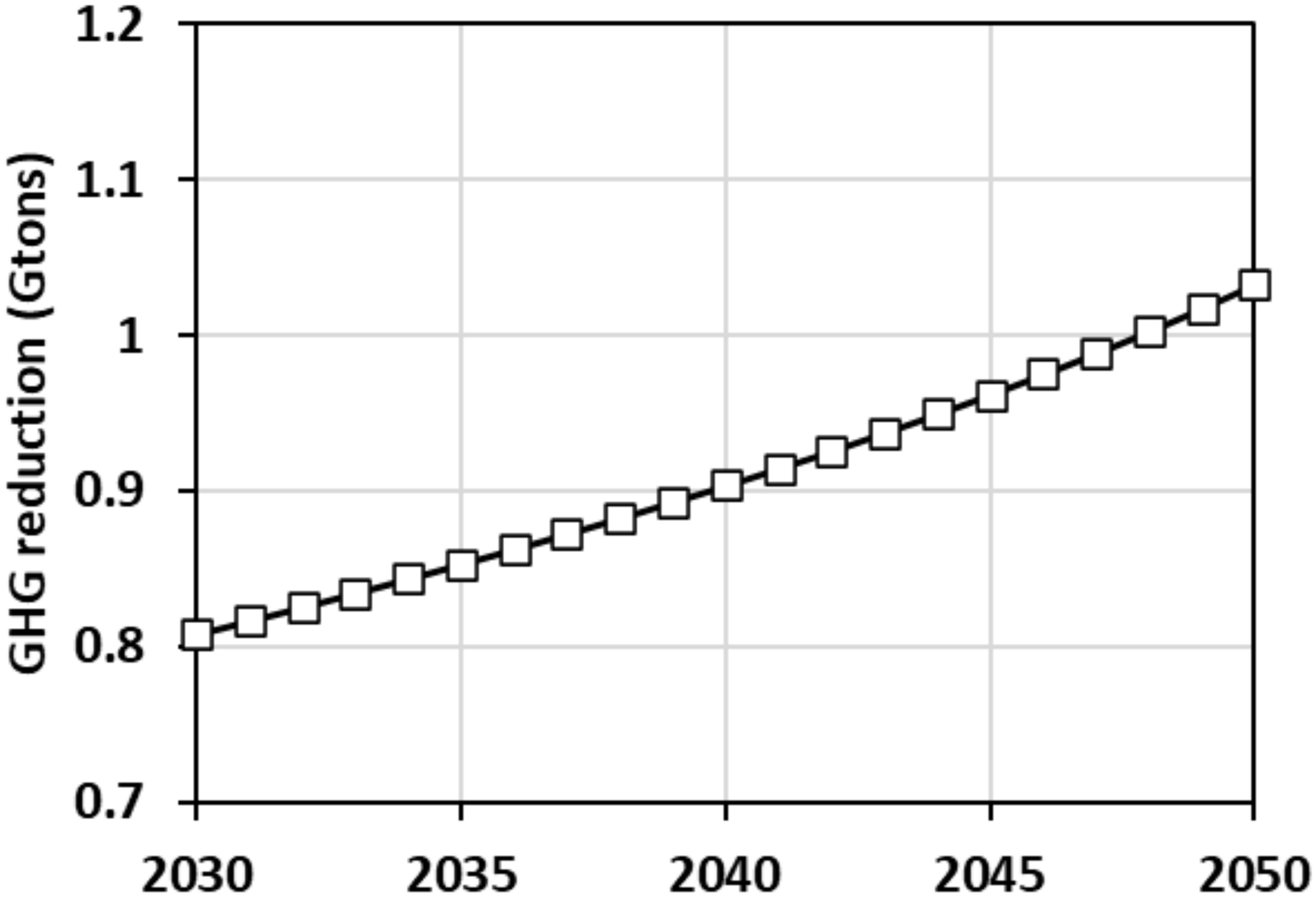
OUR COMPETITIVE ADVANTAGE

CarboMat will supply sustainable carbon fibers at
60% lower costs** with **50% lower GHG emissions



Bari, M. A. A., Nabil, S. K., Saad, M. M., Kibria, M. G., "Economic and Environmental Assessment of Asphaltene-derived Carbon Fiber Production", Green Chemistry, 2023.

GHG Reduction Potential: Sustainability

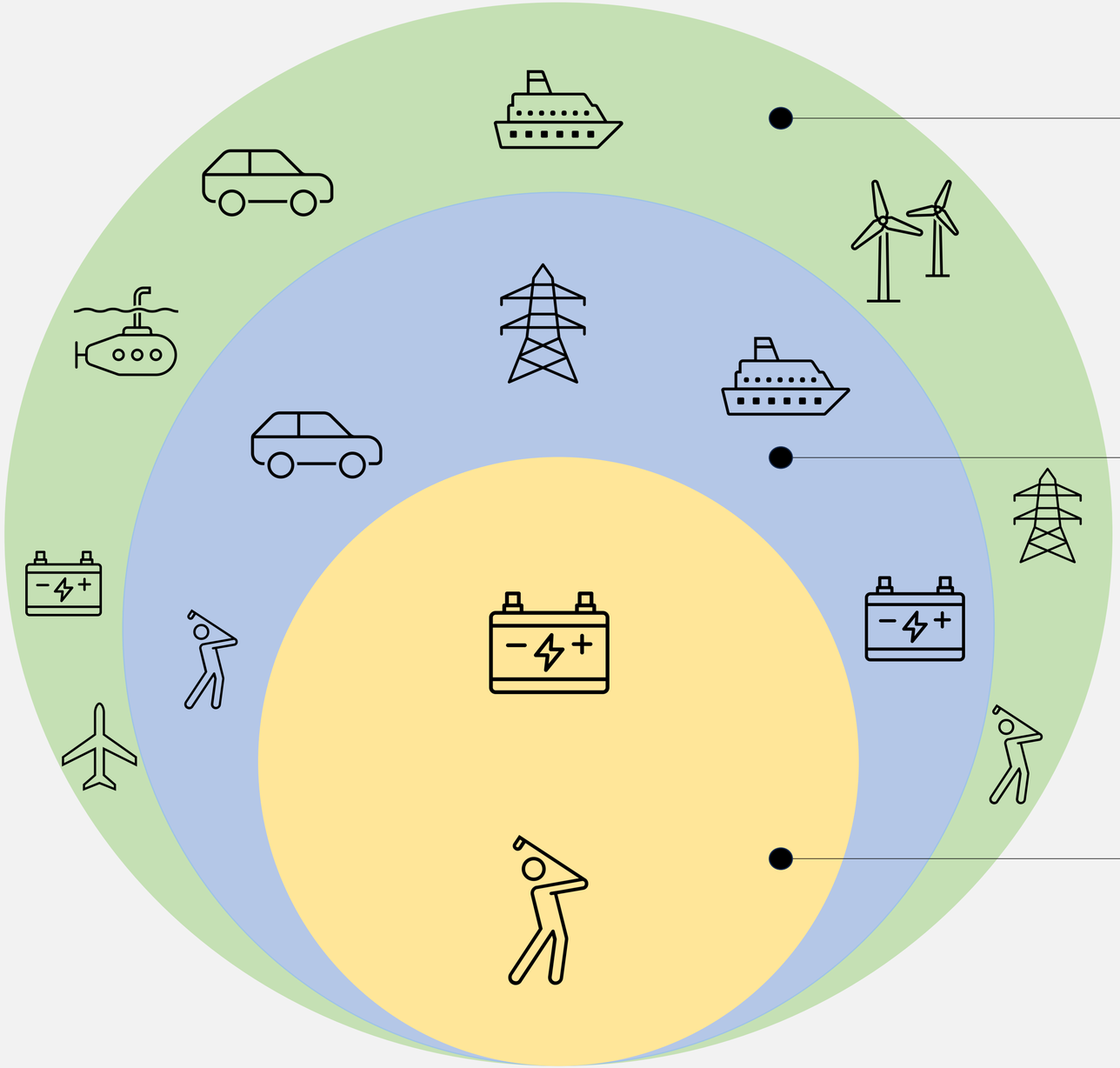


*CarboMat strives to **reduce >1Gt of global GHG emissions** annually through:*

i) 50% replacement of PAN CFs, and

ii) 5% metal replacement in 25% of North American automotive industry

MARKET OPPORTUNITY



TOTAL ADDRESSABLE MARKET (TAM) >$8B

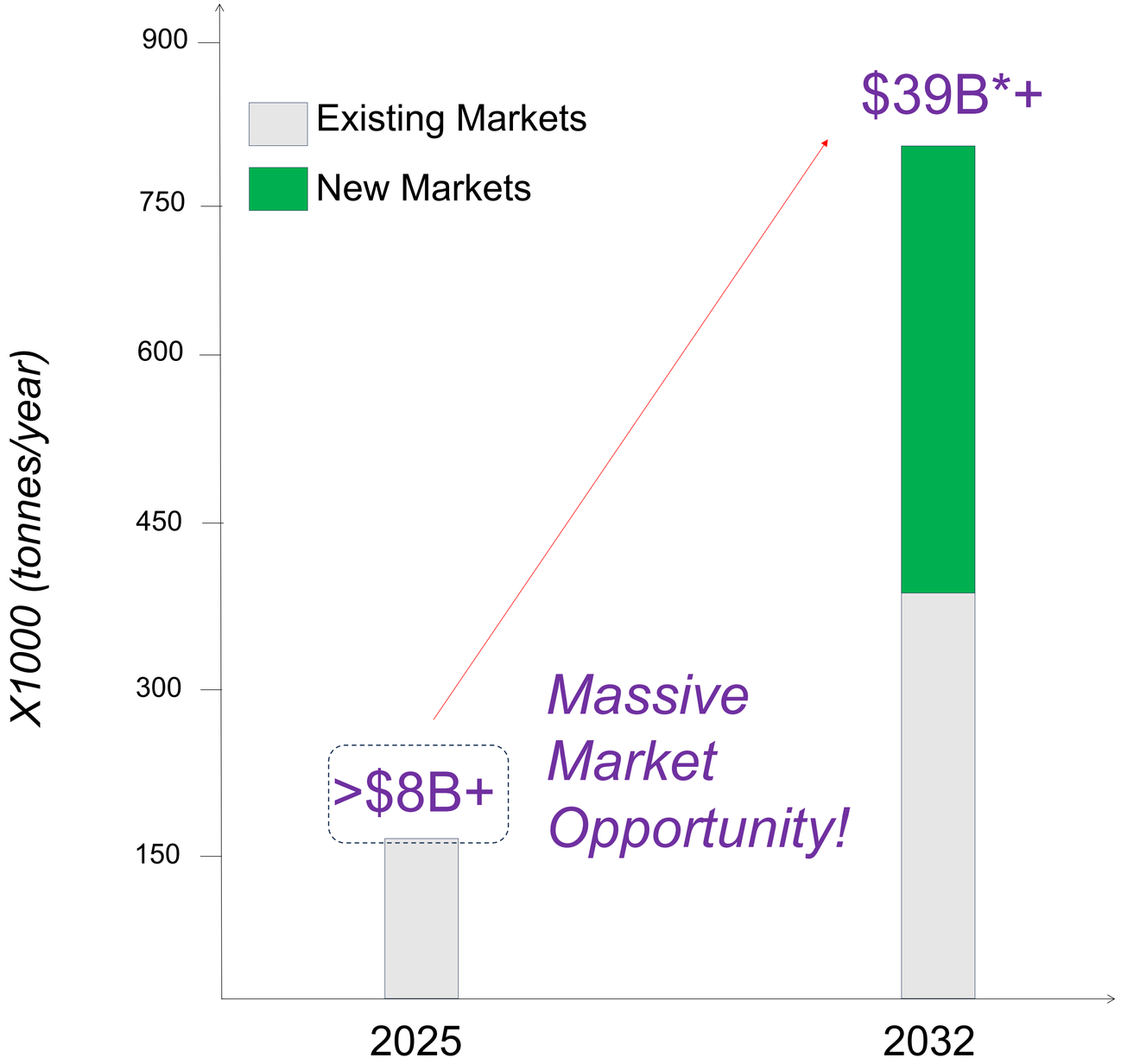
SERVICE ADDRESSABLE MARKET (SAM) >$6B

SERVICE OBTAINABLE MARKET (SOM)* >$100M

*With immediate beachheads

*Within 2-3 FY from now

MARKET GROWTH POTENTIAL



Reduce the Precursor Cost by ½

5X Increase in the CF Market

*Derived from 10-year carbon fiber market projection, considering a $50/kg retail CF sale price

FUNDING HISTORY & RECOGNITION

CARBOMAT

4.2M+

Non-Dilutive Grants

EMISSIONS REDUCTION ALBERTA

ALBERTA INNOVATES

CANADA FIRST RESEARCH EXCELLENCE FUND

NRC·CNRC Canada

NRC Industrial Research Assistance Program

mitacs

3+

Accelerator/Incubators

CREATIVE DESTRUCTION LAB

RICE ALLIANCE CLEAN ENERGY ACCELERATOR

JEC WORLD STARTUP BOOSTER FINALIST 2025

PLUG AND PLAY

100+

Customer Discoveries

CORIOLIS

Ford

HYCCO BIPOLAR PLATES

CALIAN Confidence. Engineered.

NASA

Fibrotek Advanced Materials

SIEMENS Gamesa RENEWABLE ENERGY

TVS

MITSUBISHI CHEMICAL GROUP

TEXONIC

HUTCHINSON

VECTORPLY CORPORATION

HONDA

BGF INDUSTRIES

brose

MARKET TRACTION

SUPPLY CONTRACTS EXECUTED

Canadian Natural

cenovus ENERGY

SUNCOR

MEG Energy

SCALE-UP PARTNERS & COLLABORATORS

THE NONWOVENS INSTITUTE NC STATE UNIVERSITY

DITF DEUTSCHE INSTITUTE FÜR TEXTIL+FASERFORSCHUNG

HILLS INC.

Sumitomo Corporation

TEIJIN

SIGNED CUSTOMER LOIs & MOUs

سابك sabic

MC MANAGING COMPOSITES

GEN2 CARBON

ARRIS

CMSI ADVANCING MATERIAL CHANGE

NASA

NIACE Advanced Composites & Engineering

HAZE CANADA

ZiprPrint Manufacturing the future

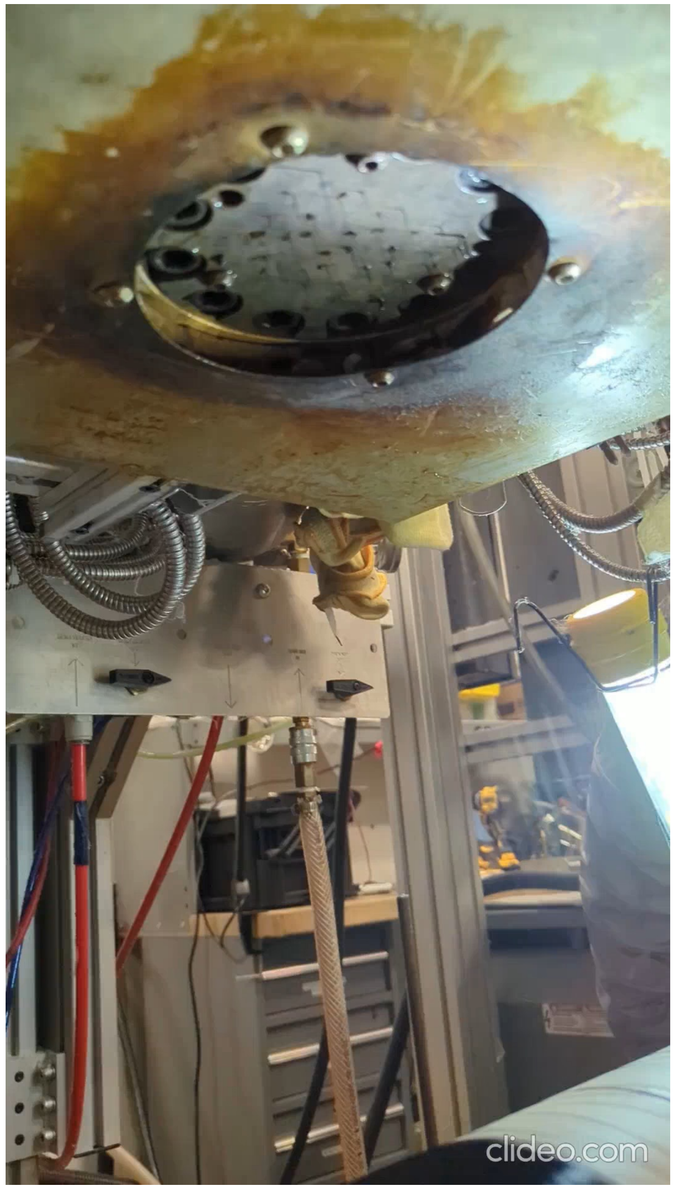
carbon upcycling

SCALE-UP PROGRESS



POC Completed

10X Scale-Up
Demonstrated



Simulated Scale-Up Completed

100X Scale-Up

PILOT

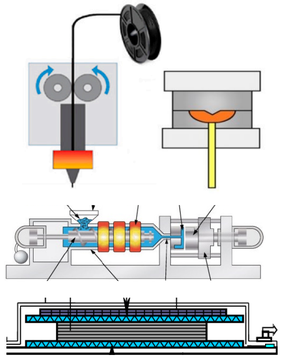
Q4 2025

Tow- 1K, 3K, 6K, 12K, etc.

PRODUCT DEVELOPMENT: MVP POCs

CarboMat's Chopped Carbon Fibers





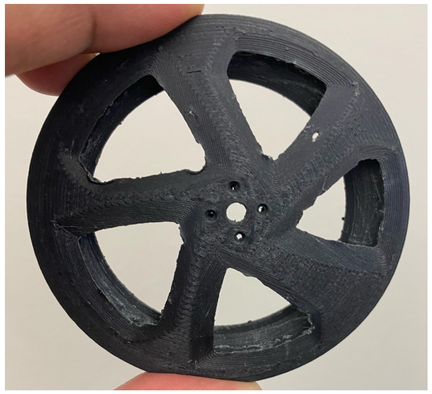
3D Printing
Comp. Molding
VARTM

Some Proof-of-Concept Products



Drone Compartments





Wheels



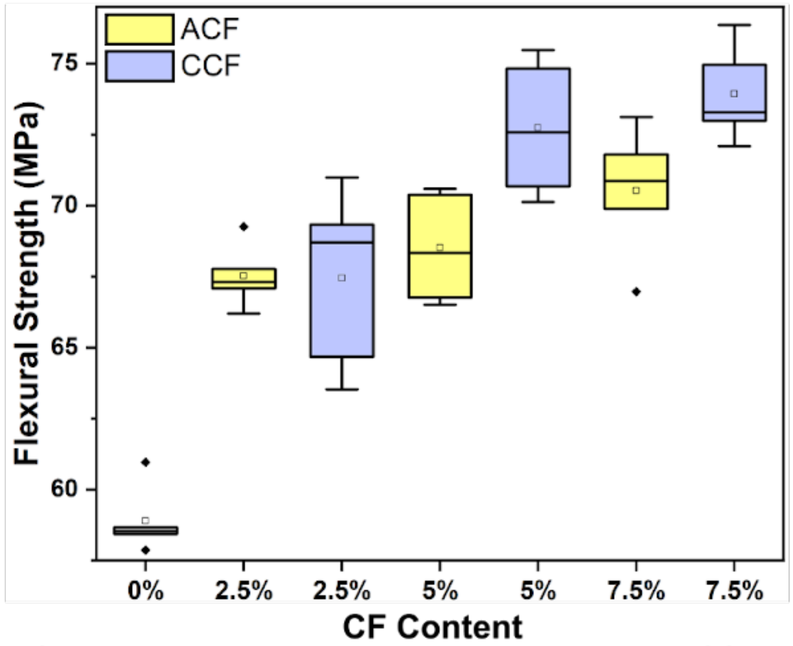


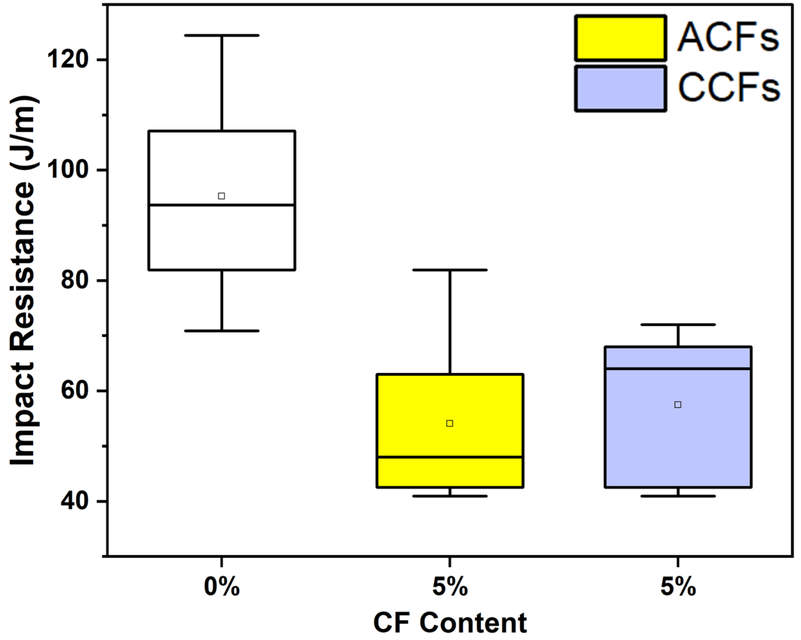
Pickleball Racket

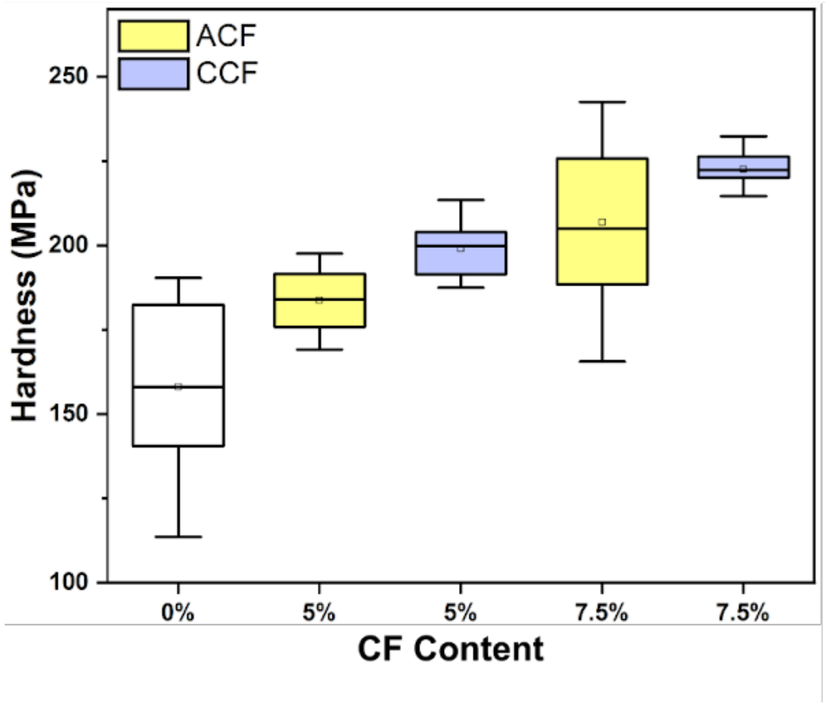


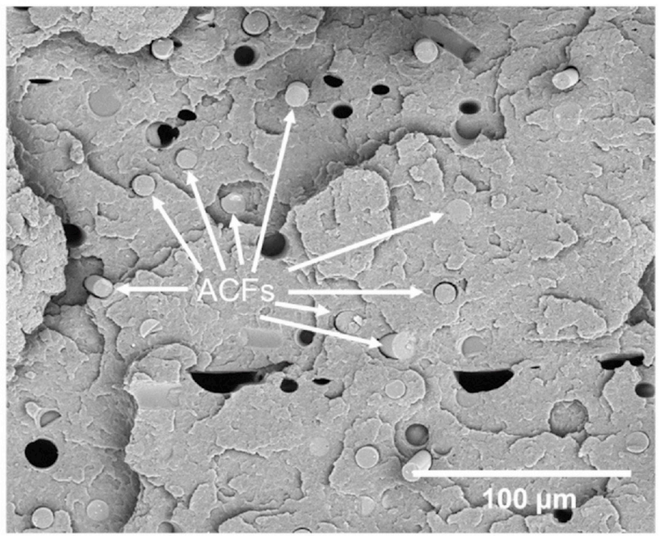
COMPLETED PROJECTS: THERMOPLASTICS

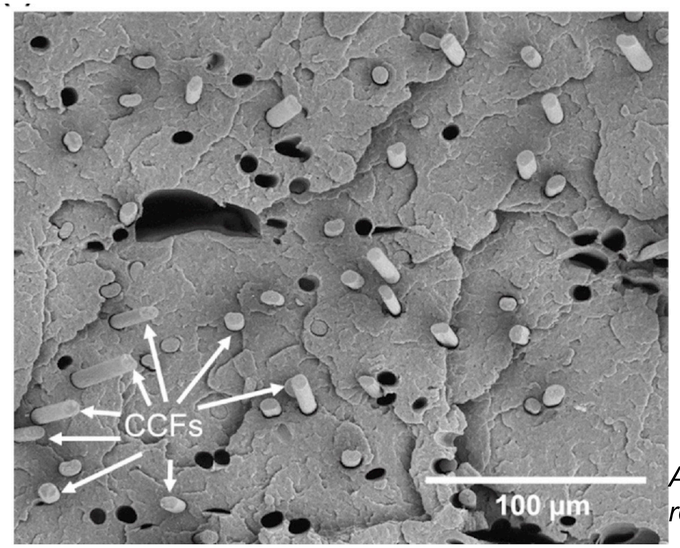
Competitive Product Performance Comparison with PAN CFs











CarboMat mid-tier ACFs: Non-sized, no surface treatment;
Commercial high-tier CCFs: Sized, surface treated

Akash, N. M. Saad, S., Kibria, M. G., "Development of asphaltene-derived carbon fiber reinforced composites via additive manufacturing", Carbon, 2024.

COMPLETED PROJECTS: THERMOSETS



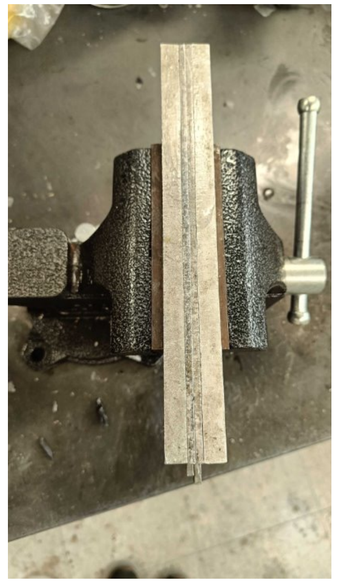
Chopped ACFs (6mm)



Long Tow Strands ACFs (16.5 cm)



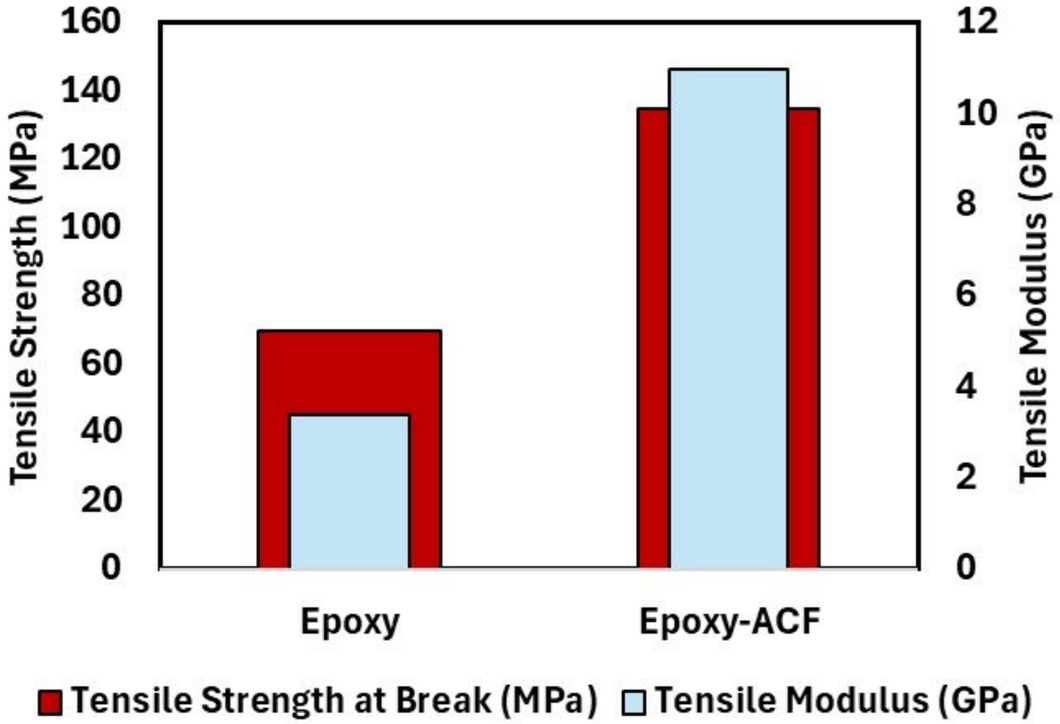
Epoxy and hardener mixed in a high shear planetary mixer



ACF resin mixture under compression



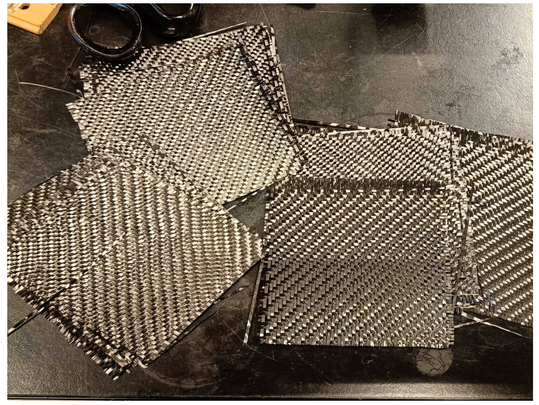
Tensile samples from CM



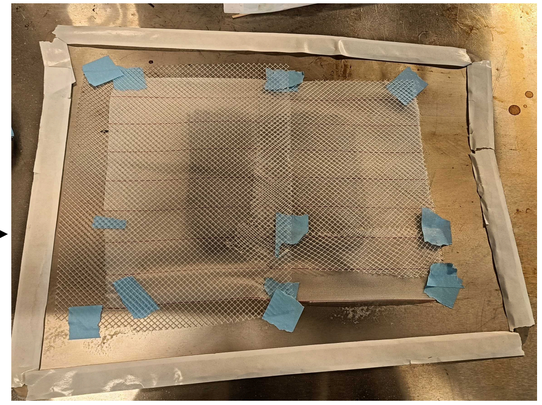
- High-throughput, cost-effective manufacturing method
- **Resin: Epoxy**
- **CF Content: 40% by weight**

Application
- Small to medium composite parts in automotive, satellites, marine, etc.

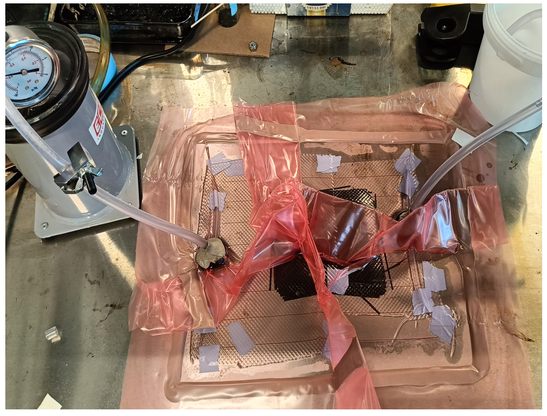
THERMOSET PROJECTS: VARTM, ONGOING



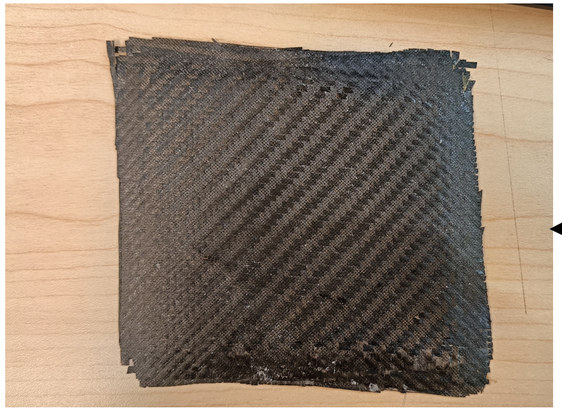
Carbon Fiber Mats



Mats with infill mesh and peel ply



Complete VARTM Setup



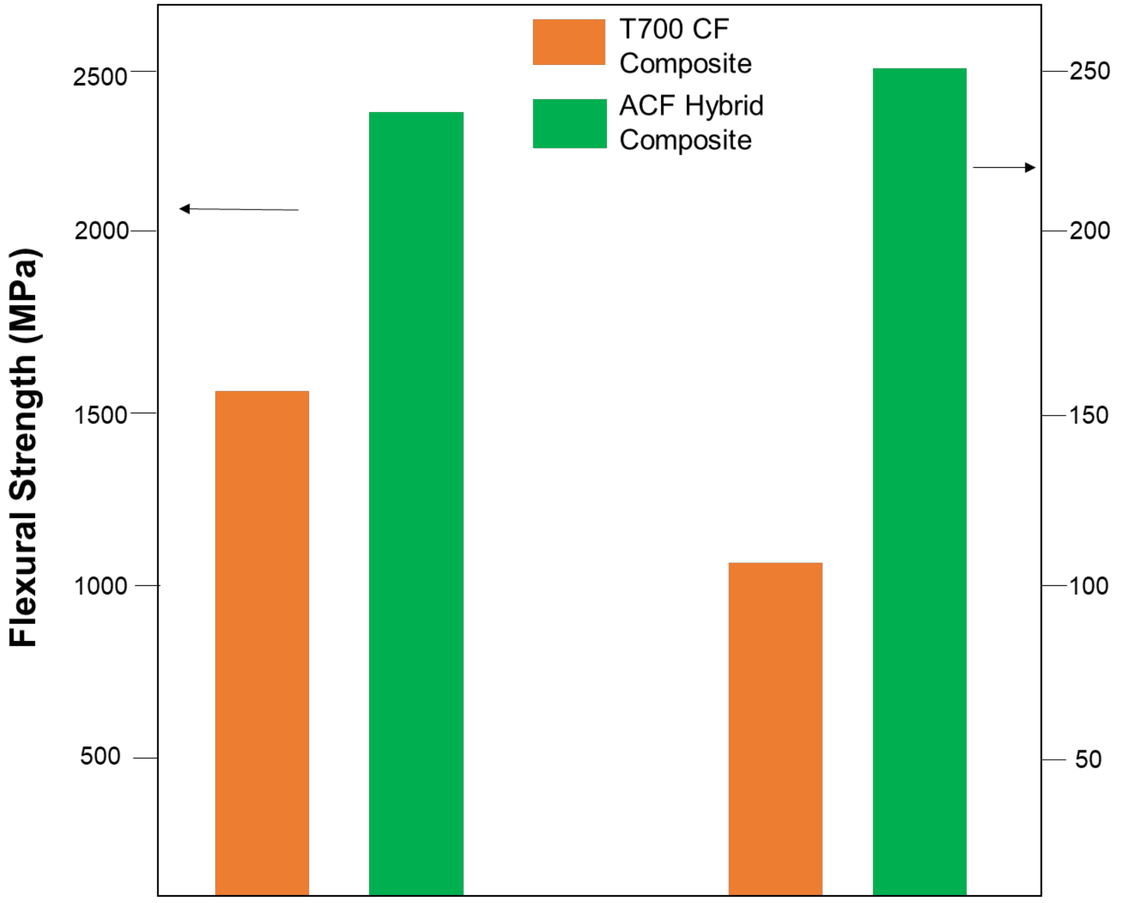
Final composite after curing

Application

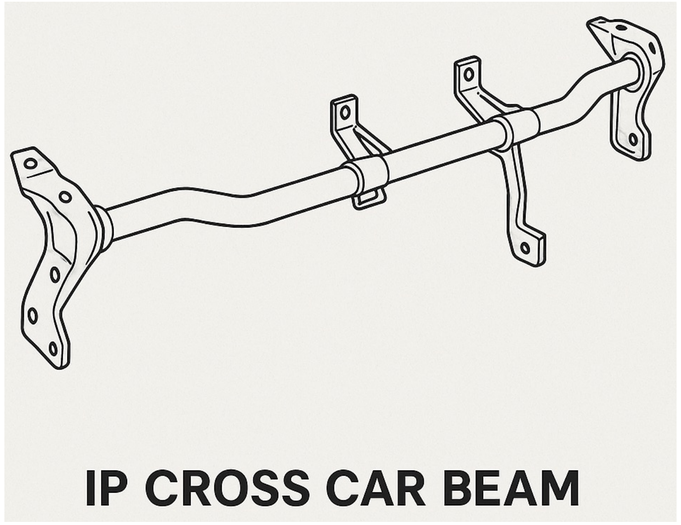
- Automotive parts, sporting goods, wind turbines, etc.

- Low-cost, scalable manufacturing method
- **Resin: Epoxy; CF content: 60% by wt.**
- *15 layers of CCF mat, 3 layers of ACF mat*
- 3 layers of thicker ductile ACF to effectively enhance the flexibility of the structure

Simulated Performance

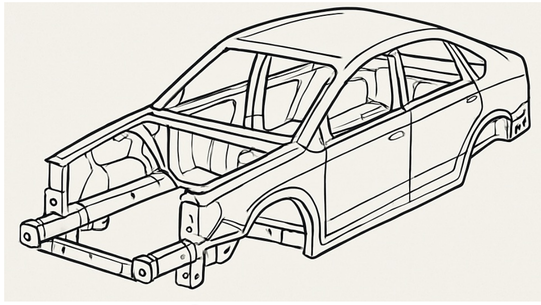


ONGOING LARGE CUSTOMER PILOTS

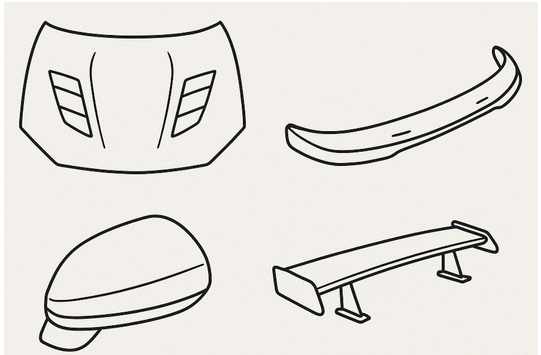


IP CROSS CAR BEAM

Injection Molded Short Fiber Reinforced Structure
PA6,6 + 40% CF by wt.

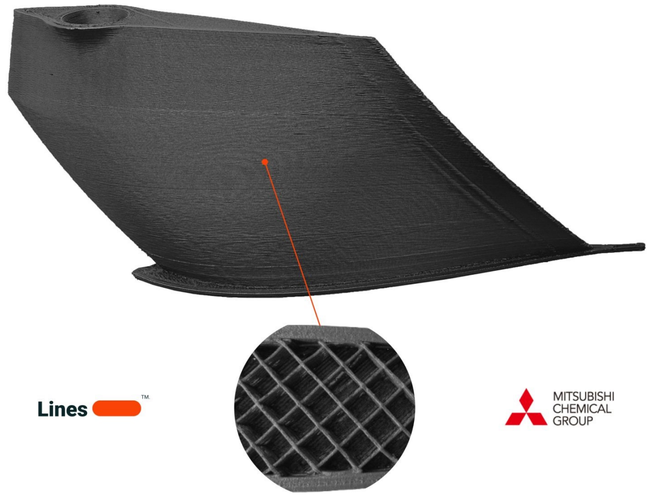


VEHICLE FRAME



AESTHETIC COMPONENTS

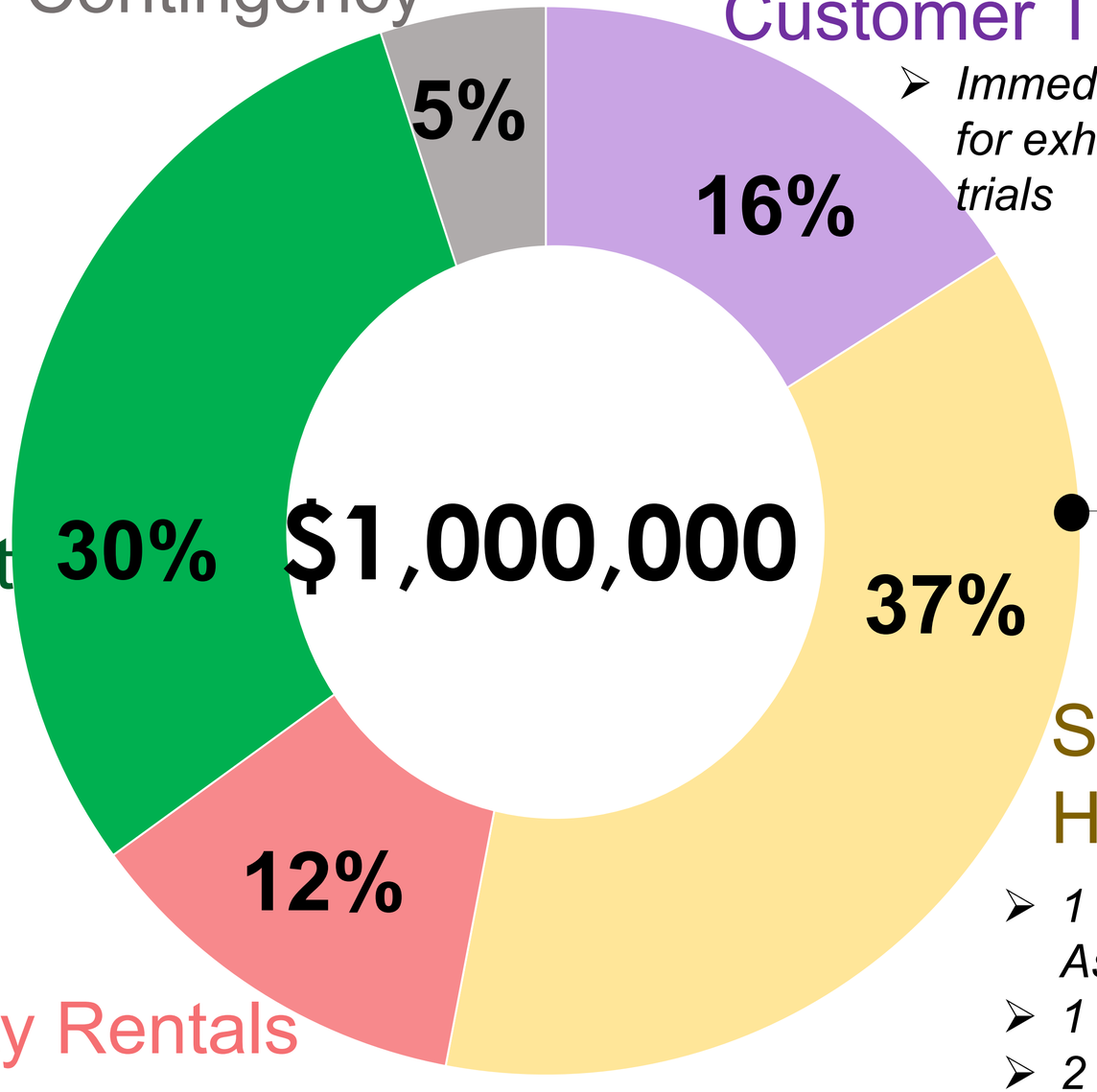
Large-Scale Additive Manufacturing and Injection Molding of Carbon Fiber Reinforced Structures
PETG/PP/PE + 20-40% CF by wt.



YACHT FIN STABILIZER

Large-Scale Additive Manufacturing of Carbon Fiber Reinforced Structures
PC+ 20% CF by wt.

OUR ASK FOR CONTINUED GROWTH



Contingency

Customer Trials

- *Immediate 3-4X scale-up for exhaustive customer trials*

Energy Storage Enhancement Applications

Facility Rentals

Salaries & Hiring

- *1 Business Development Associate*
- *1 Commercial Director*
- *2 R&D Operators*

Potential to Unlock Additional $1M of further non-dilutive funding

Runway for 12-18 months

THANK YOU

Questions?

SHABAB SAAD
CEO & CO-FOUNDER

shabab@carbomatinc.com
587-436-7551
https://carbomatinc.com/

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Empower Large Facilities to Make the Right Energy Decisions

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EDGECOM ENERGY

Edgecom by the Numbers

West Fraser · Dr. Oetker · Stellantis · BGIS · Celestica · RBC · Allied · Alamos Gold Inc. · Bell · Sobeys inc. · Metrolinx · Cadillac Fairview

Active Devices

750+

50%+ YOY

950+

MW Served

Growing Team

Team of 26 People

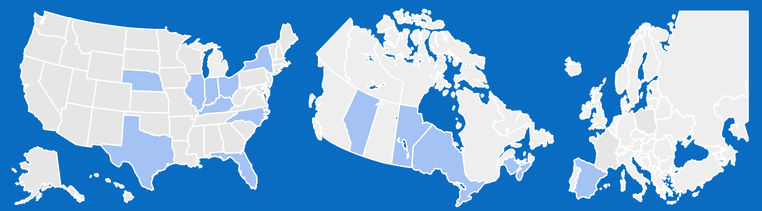
Facilities

190+

Throughout North America

Rapidly Expanding

Currently operating in Canada, USA, and Europe



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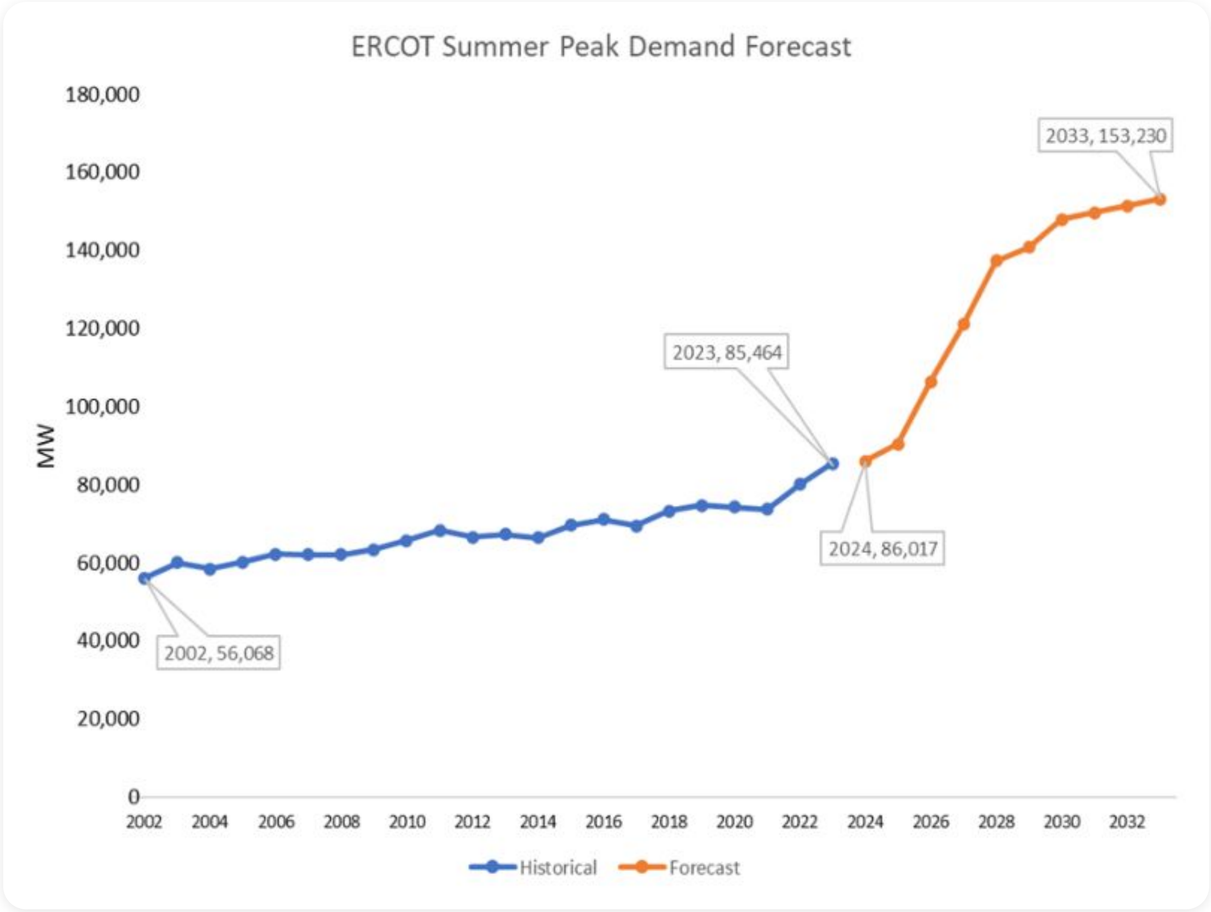
EDGECOM ENERGY

The Electricity Grid Has Never Been Under So Much Stress

Problem

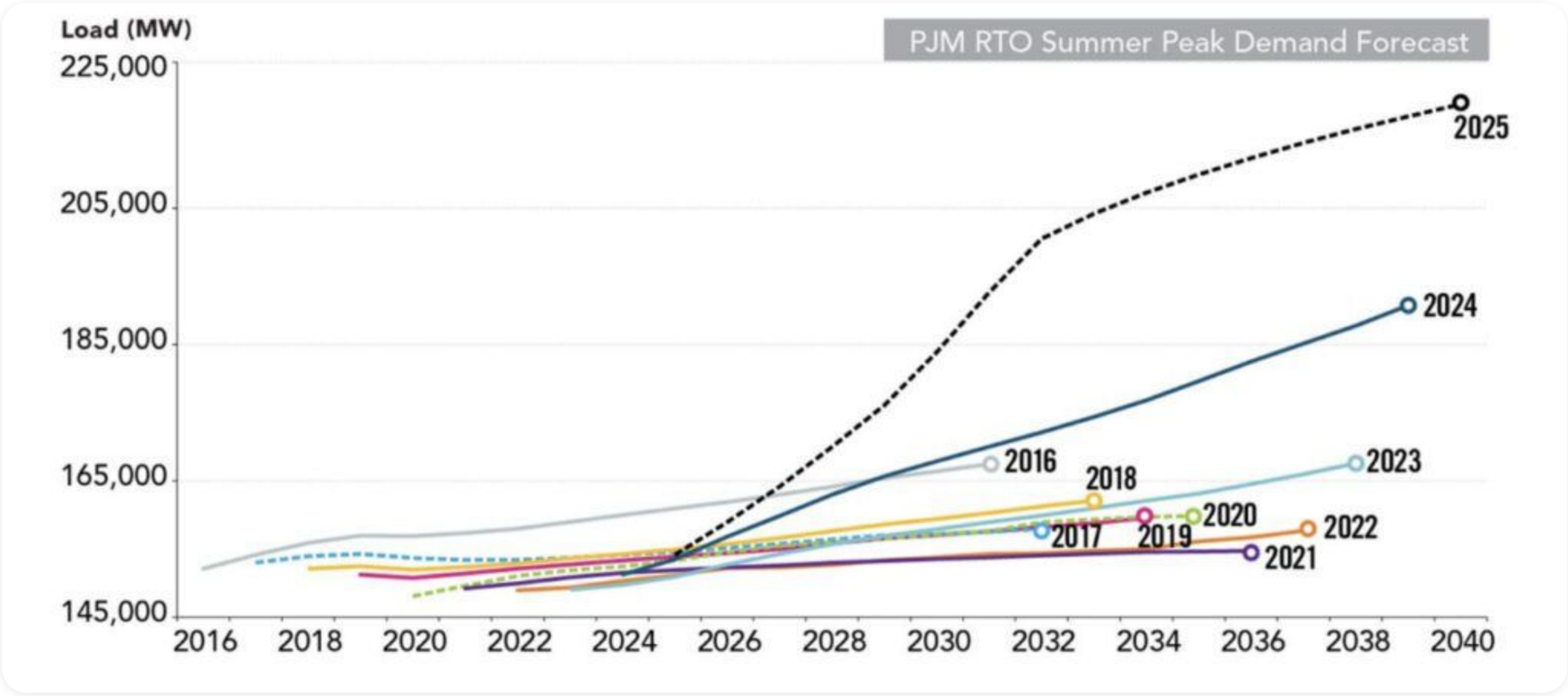
It's No Longer *just* a "Sustainability" Problem



Texas

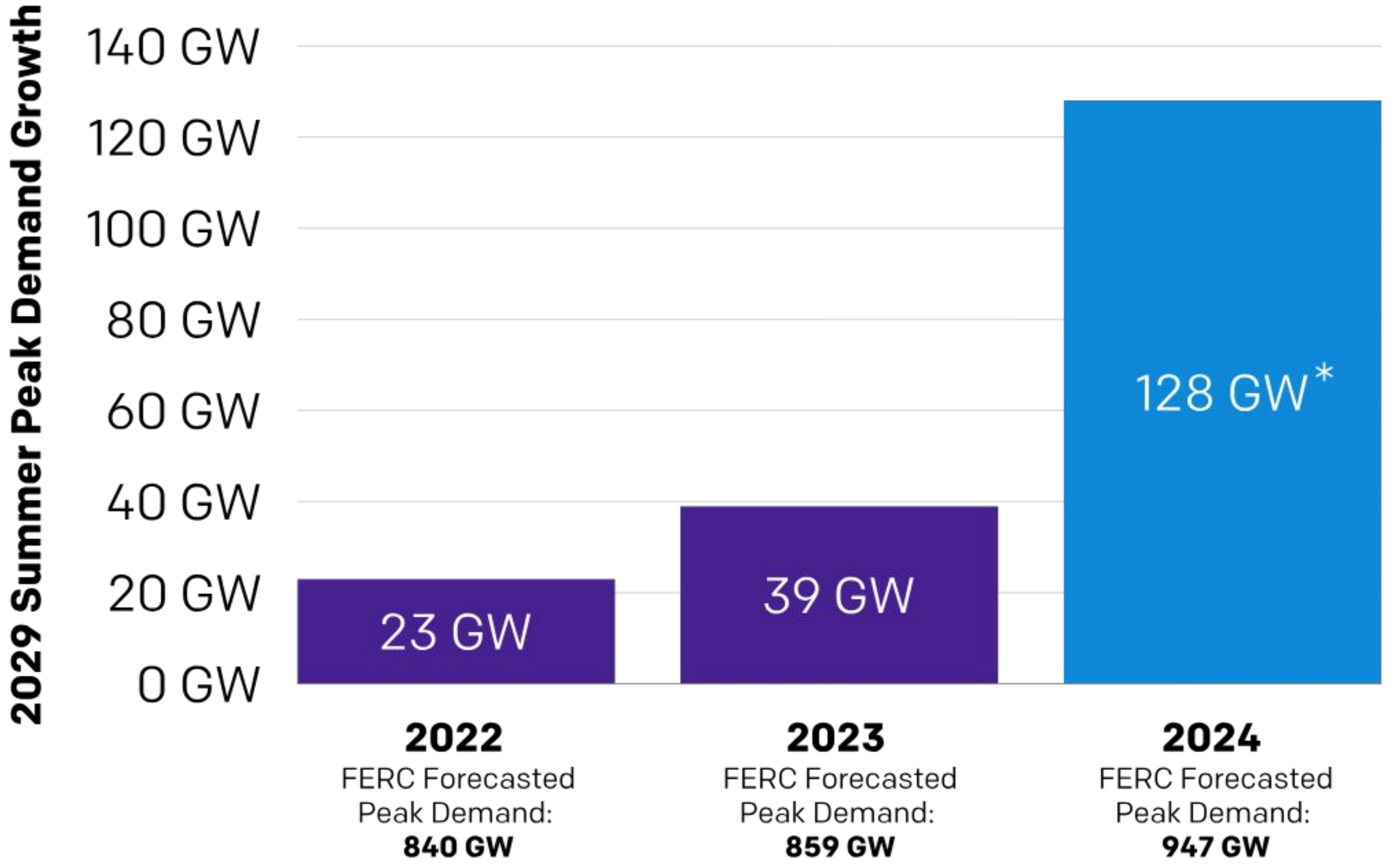
Problem

Every Grid Needs More Power



PJM

5-Year Nationwide Growth Forecast



Problem

Industrial Users Are Stuck in The Past:
Energy is an Afterthought

Energy Corp

2235 Maple Street
Toronto, ON, M2K 1A2
(416) 111-2222

Data Delayed By 31 Days

Some Usage Info

Demand kW	75 kW
Total Facility Usage kW	1089.531 kW

Stuff No-one Knows

On-Peak, Usage 157.894 kWh @ $0.128	$971.00
Mid-Peak, Usage 172.95 kWh @ $0.128	$497.00
Off-Peak, Usage 758.597 kWh @ $0.128	$494
Regulatory Fee	$78.5
Distribution Fee	$54.2
Global Adjustment	$1502.22
Delivery	$45
Total Electricity	$3641.92
Charges	

Some Weird Fees

Admin Fee	$50
Your Total Customer Charges	**$3691.92**
H.S.T. (H.S.T. Registration 728604299)	$479.95
Ontario Electricity Rebate	$648.60 CR



Problem

Industrial Facilities Are NOT Navigating the Energy Transition Well

Waste Money and Emit More CO2



Gather



Analyze



Control



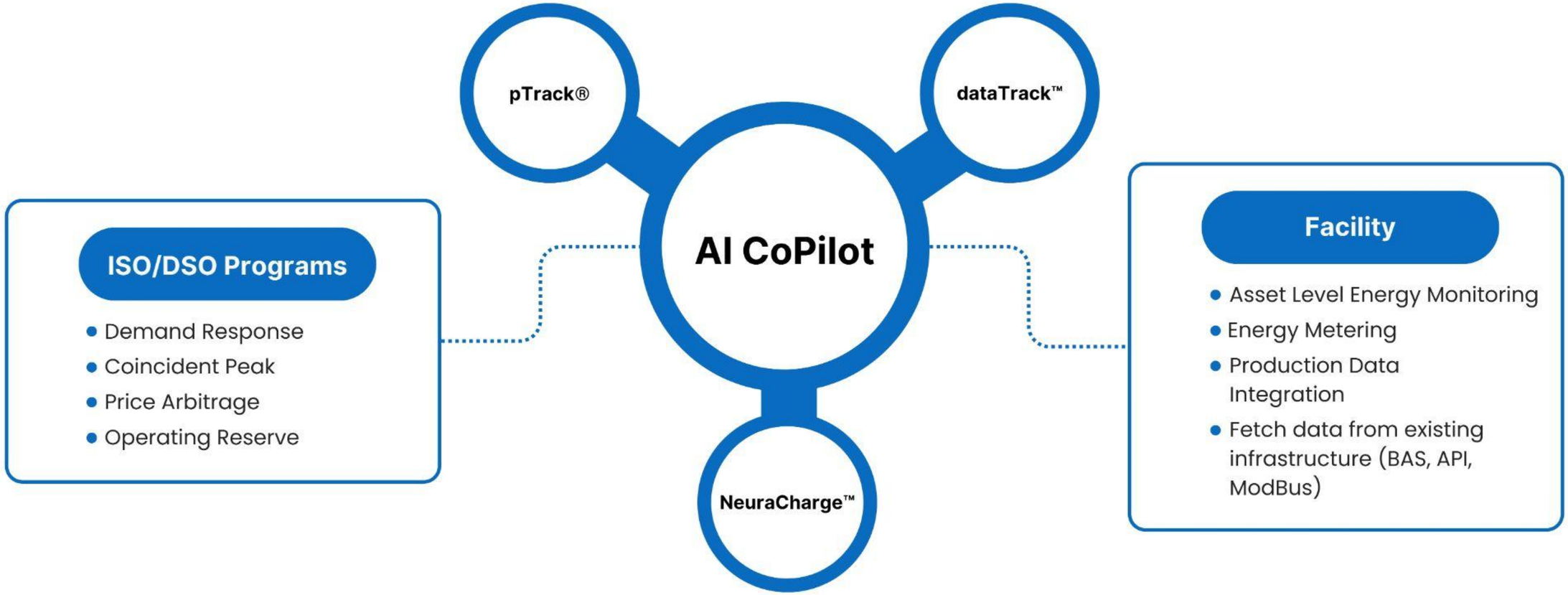
THE FUTURE OF ENERGY

What used to be a cost center is now a controllable, strategic asset.

That requires automation, integration, and AI.

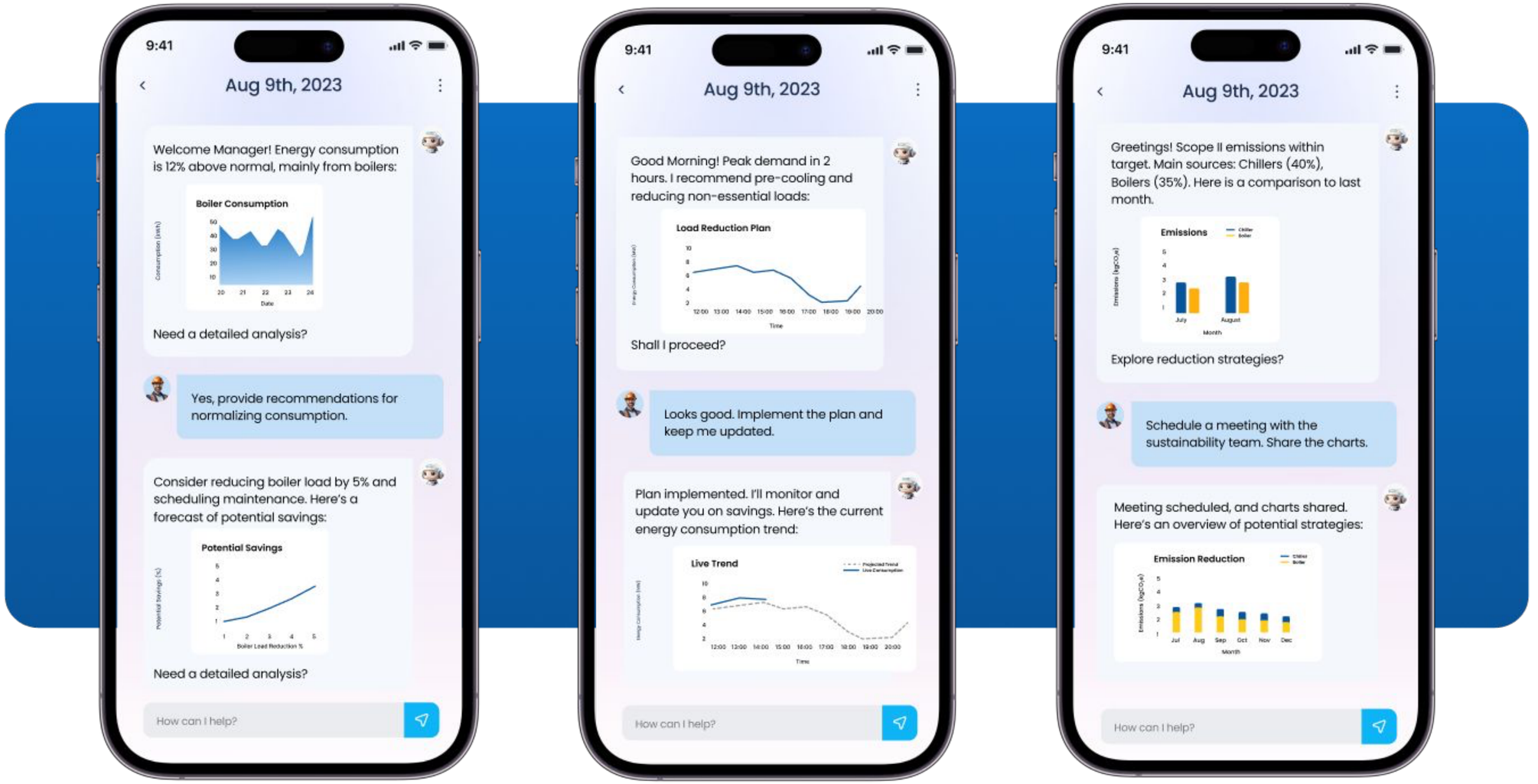
Solution

Full Stack Demand Flexibility for C&I



Solution

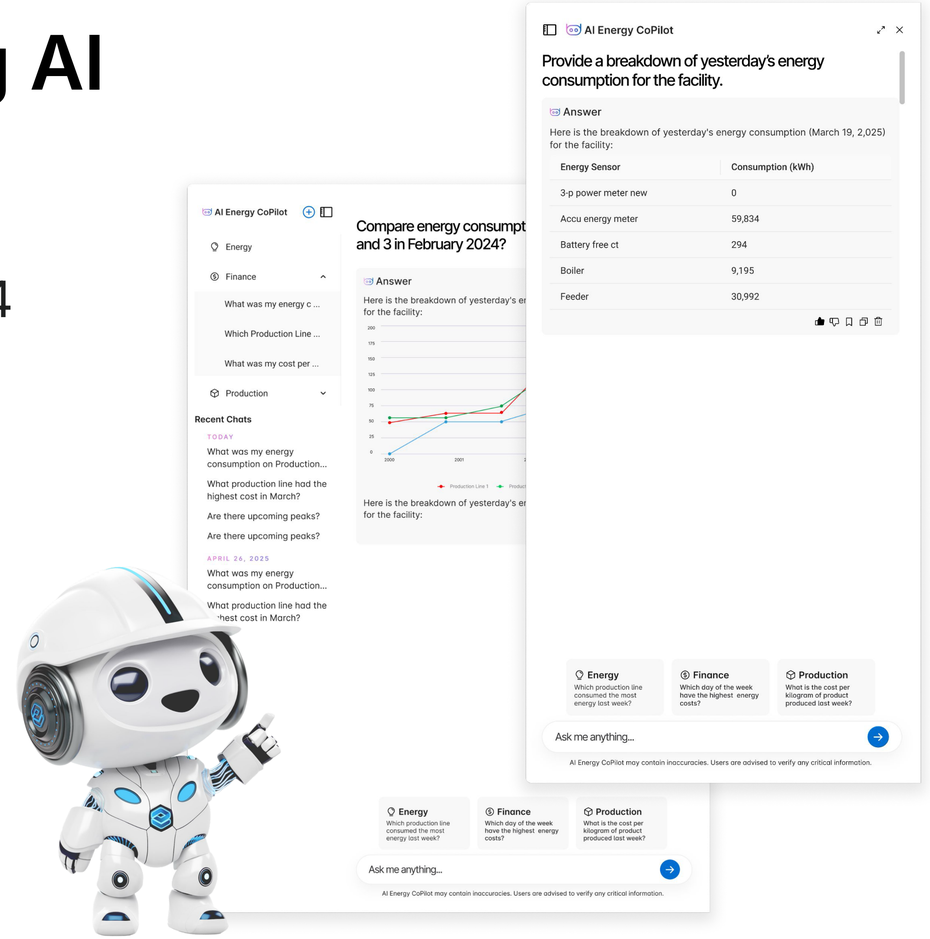
Energy Management CoPilot



ACHIEVEMENTS

Award-Winning AI

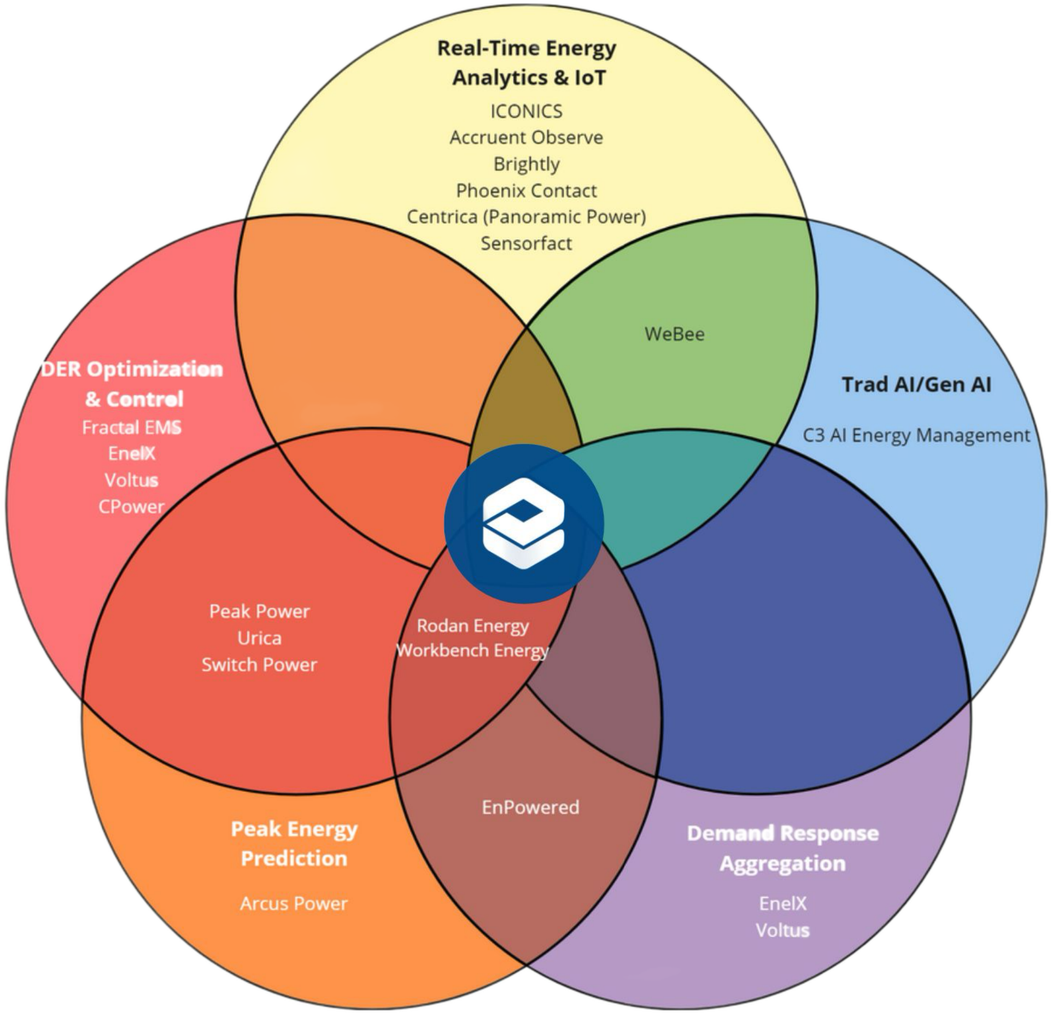
- Winner of Shell New Energy Challenge 2024
- Winner of ABB Startup Challenge 2024
- AWS Gen AI Labs Cohort
- Trusted by Leading Enterprises
- Experts in Grid Programs



Trusted By Industry Leaders

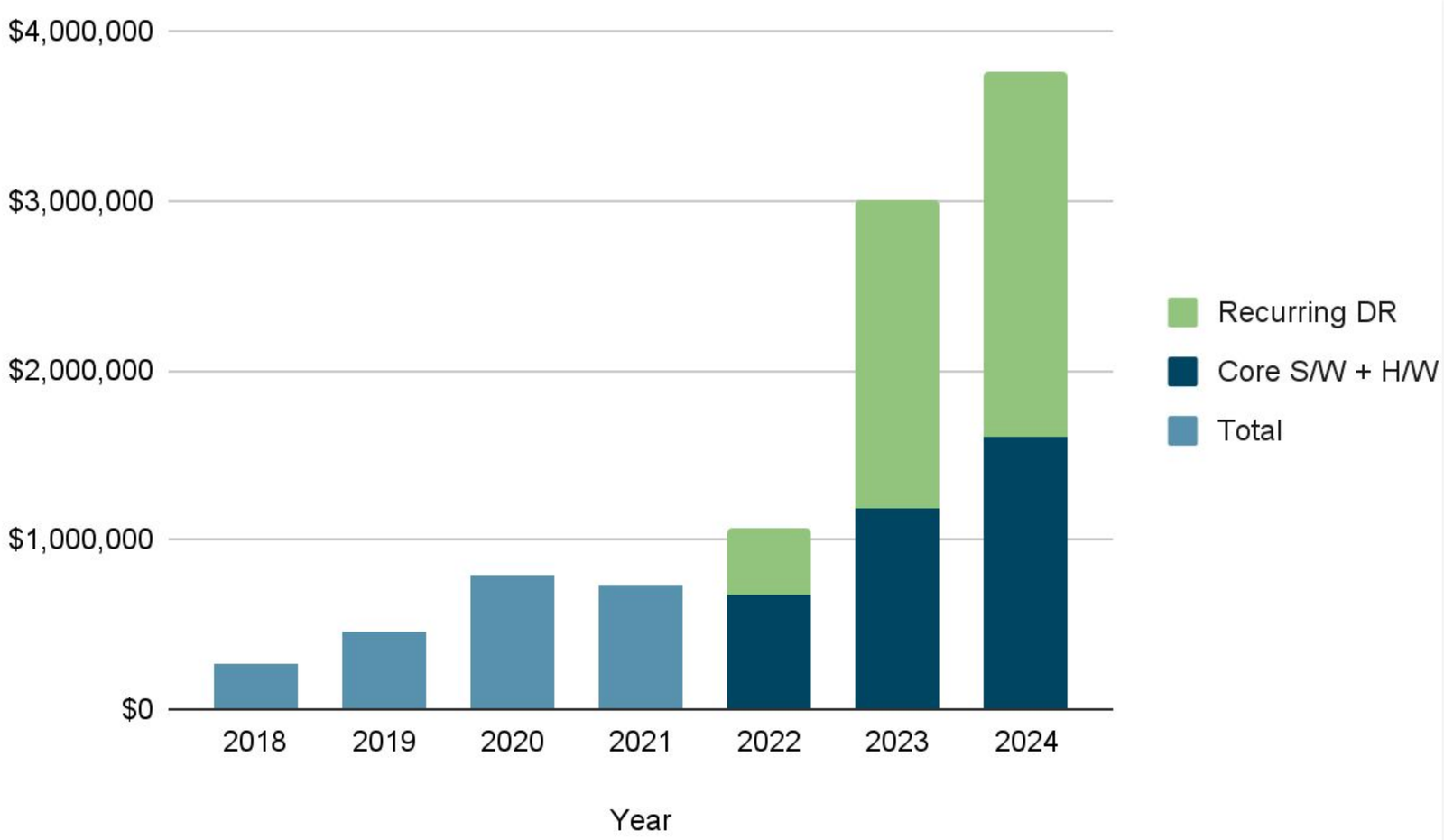
Solution

Need *at Least* 5 Tools to Cover Energy Needs



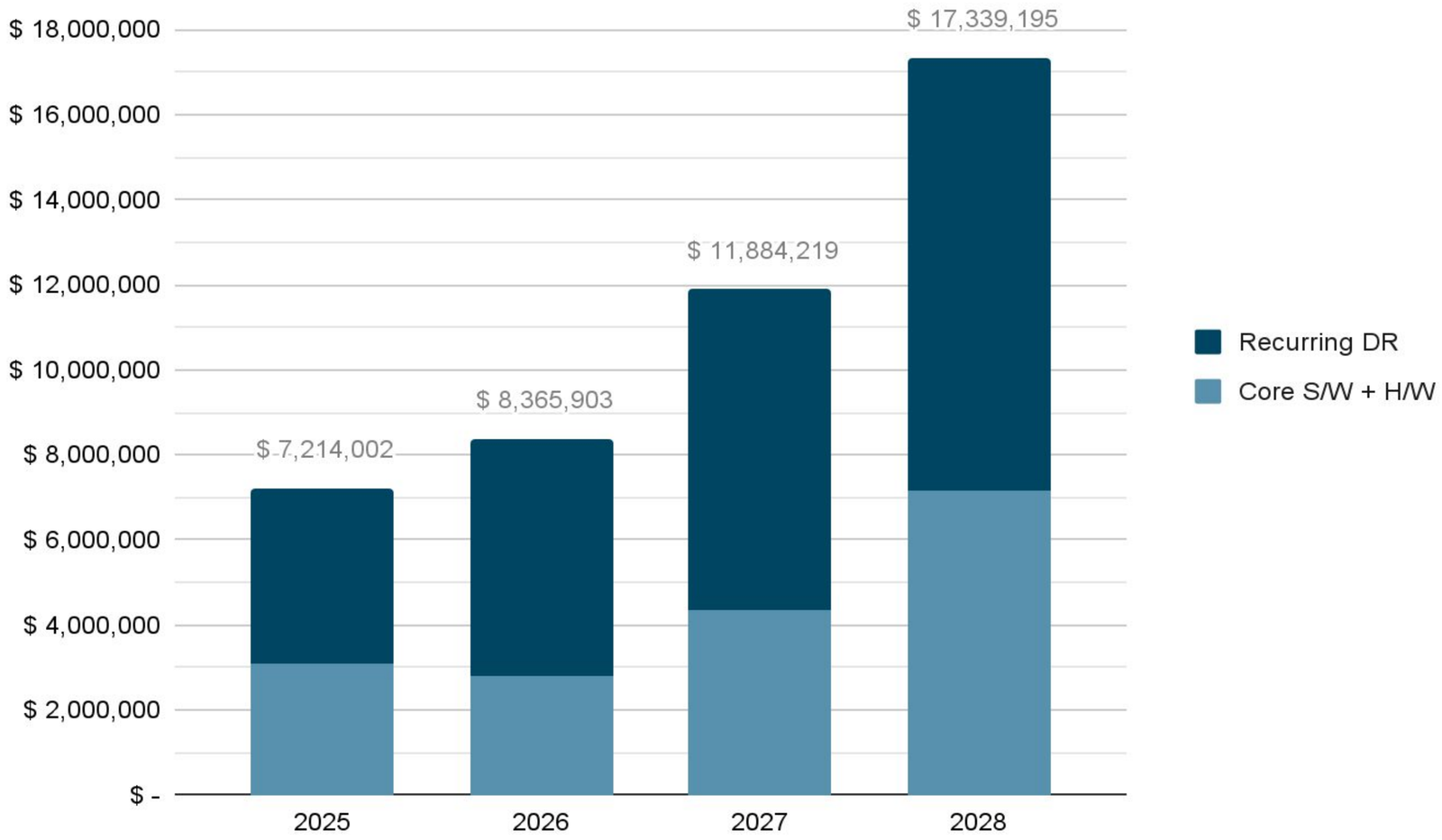
Financials

Historical Revenue



Financials

Projections



Team

Energy Experts



Co-Founder & CEO

Behdad Barahmi

CEM®, CMVP®

- 7+ Years of hands-on energy management experience
- Delivered more energy savings in 2 years than 45 utilities combined in 6 years
- Engineer from McMaster University

alectra utilities



Co-Founder & CTO

Mehdi Parvizi

PhD

- PhD in Power Engineering from the University of Waterloo
- Multiple journal publications
- Machine learning engineer and data scientist
- Google Scholar

UNIVERSITY OF WATERLOO



Managing Partner & CRO

Sean Mirrahimi

P.Eng

- 12+ years of experience in energy sales in Ontario
- University of Toronto electrical engineer
- Led sales team over 25+

UNIVERSITY OF TORONTO

RICOH imagine. change.



EVP of Strategic Growth & DERs

Nasreddine Guerfala

MBA, P.Eng, MSc, CEM®, CMVP®

- 15+ years of experience in energy efficiency and sustainability
- 2025 Clean50 Emerging Leader
- 2018 AEE Canada Young Energy Professional of the Year

hydro one

enwave



VP of Distributed Energy Resources

Robert Weir

P. Eng

- 20+ years of experience in energy across North America and Australia
- General Manager of Constellation NewEnergy
- President of Sunwave Gas & Power

Constellation



VP of Sales

Colin Lee

- 25+ years of energy sales experience
- Intimate knowledge of ontario energy market and customers



Director of Marketing

Christine Billinger

- 10+ years of marketing expertise in the tech industry
- Specializing in B2B SaaS marketing and product development

Team

Advisors



Advisor

Claudio Canizares, PhD, P.Eng.

- Executive Director of the Waterloo Institute for Sustainable Energy
- Authored over 370 publications in electrical and computer engineering
- Current Editor-In-Chief of IEEE Transactions on Smart Grid
- Recipient of IEEE Electric Power Medal, IEEE PES Outstanding Power Engineering Educator Award, and more.



Advisor

Mahraz Amini, PhD

- Expert in power system modeling and renewable integration, with a focus on achieving net-zero targets.
- Manager of Market Analytics at National Grid, skilled in strategic planning and industry analysis for decision-making.
- Gold Award recipient for developing a roadmap for EV charger impact on transmission networks.



Advisor

Alireza Bakhshaei, PhD

- Specialized in the design and implementation of advanced power electronics systems.
- Professor of Electrical and Computer Engineering at Queen’s University and a fellow of the IEEE.
- 40+ years of academic and industrial experience in high power electronics and applications, renewable energy conversion, and control systems.

Patiently Waiting for This Moment

2016 → 2023

Raised $1M USD Angels

Working on PMF for Core OS

2024

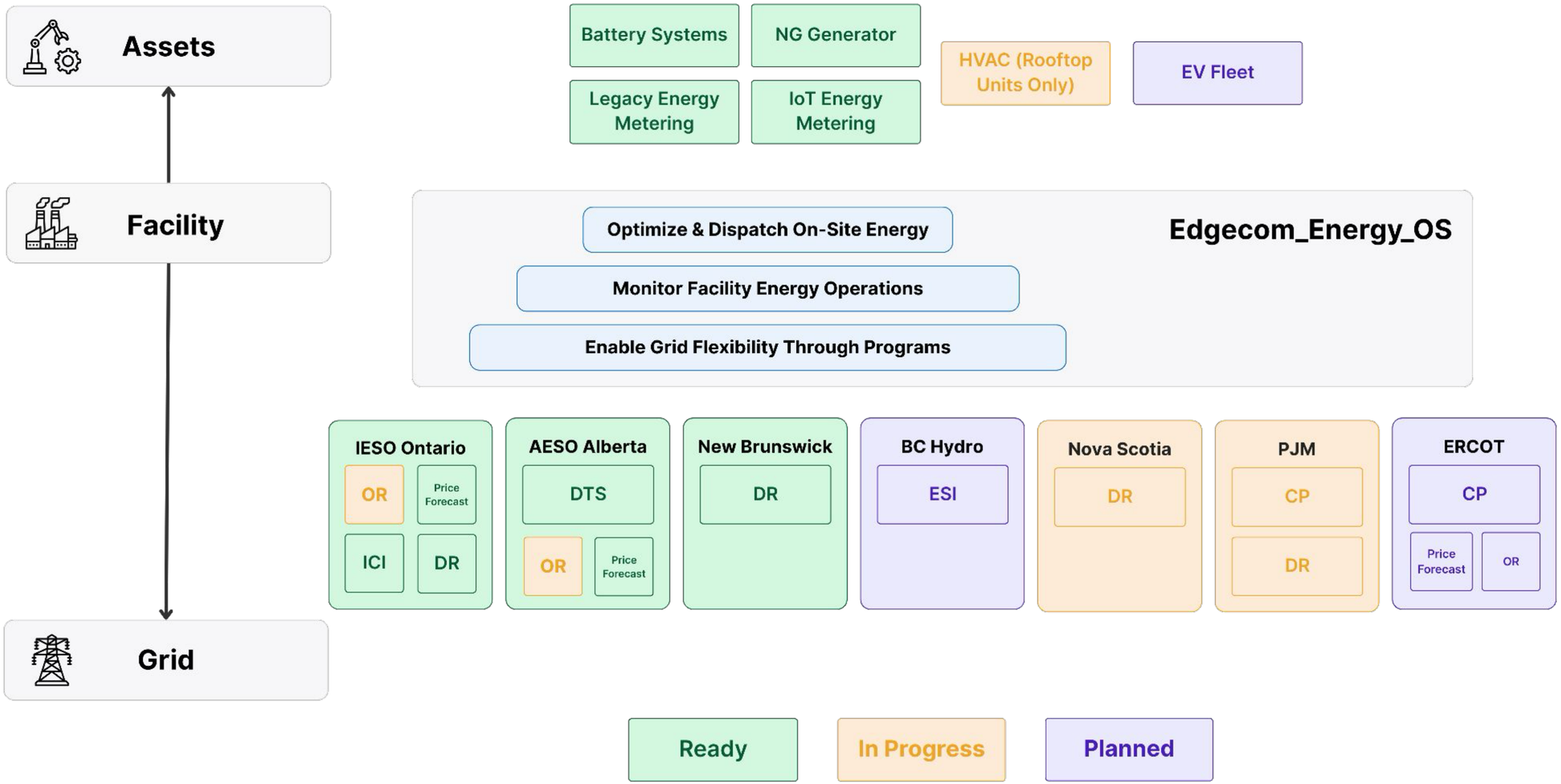
- $1.8M USD
- CoPilot Launched
- Multi-Market

2025

- Scaling Revenues + Markets

Solution

Vertical Energy Software Platform



ASK

SERIES A

Milestones for the next 18-24 months

Product

- Expand core Edgecom_OS into new grids
- Expand AI CoPilot capabilities
- Support more DERs

Sales and Marketing

- $11.8MM revenues in 2027
- Expand into all NA ISOs
- European Expansion

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Edgecom Energy

Empower Industry to Make the Right Energy Decisions Through IoT and AI Solutions.

STRICTLY CONFIDENTIAL

www.edgecom.ai

bbahrami@edgecom.ai

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c/naught

CNaught

Carbon credits you can trust

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Cø c/naught

Be confident in your carbon credit strategy



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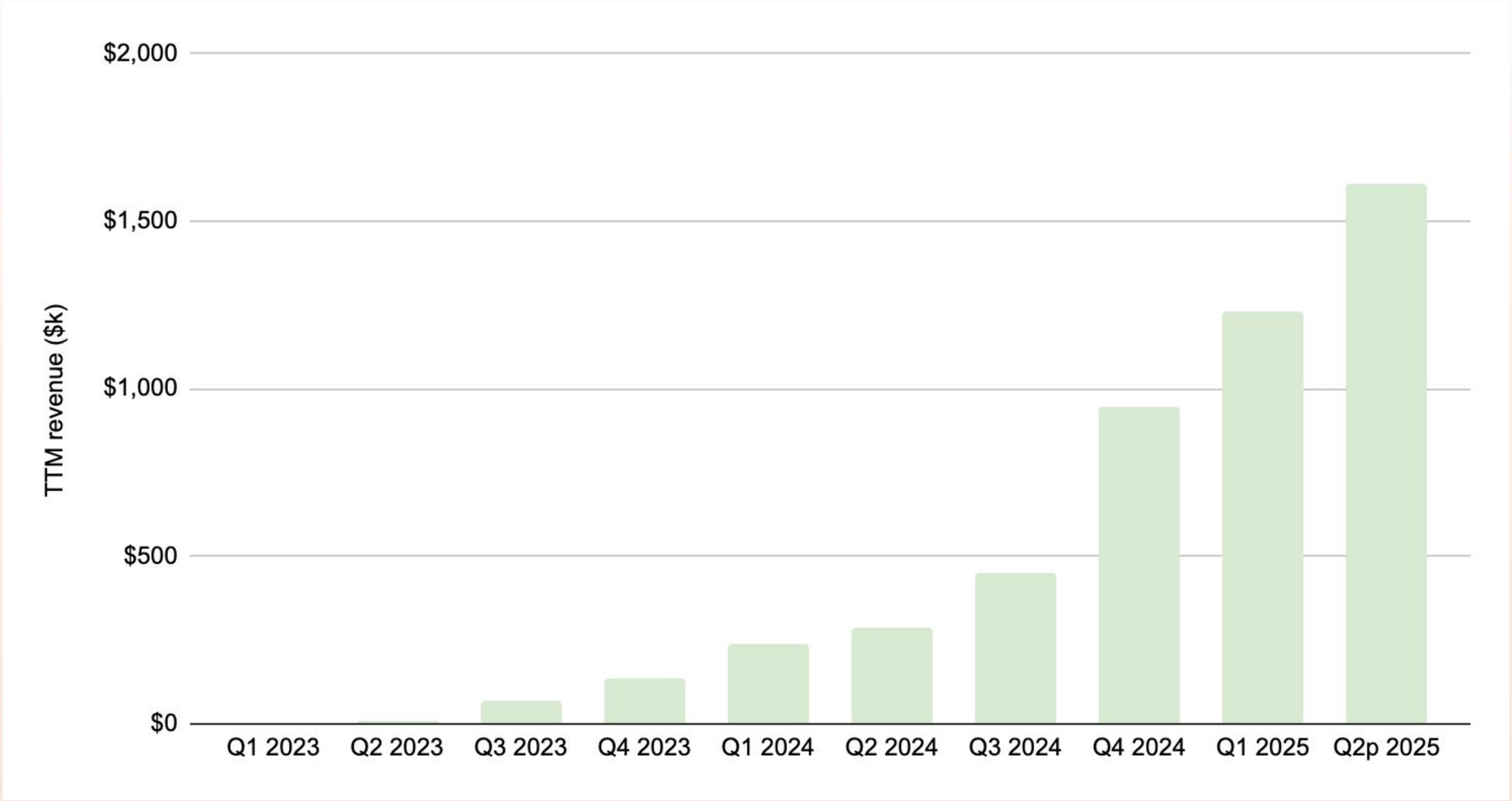
Silicon Valley Summit
June 12, 2025

CNaught revenue up 7x yoy



Strong traction across several verticals

Financial services

TIGERGLOBAL

pure INSURANCE

ivp

Dimensional

DBS

KingSett CAPITAL

FERNBRIDGE

Technology

Palantir

OpenAI

asana

DuckDuckGo

Mammoth Climate

KICKSTARTER

Medium

Travel and transportation

eShipper

seel

zeelo

Hostfully

Advanced Aviation Team

motive

Professional services

Debevoise & Plimpton

POPULOUS

ZGF

MUNGER TOLLES & OLSON LLP

Harvard Business School

Consumer

KICKSTARTER

Lollapalooza

SEATTLE CHOCOLATE

Better Battery Co.

LUBANZI CPT WINES RSA

ICP: Companies with revenues of $100M-$5B with no/small sustainability team

Decades of experience in climate, AI, and marketplaces



Mark Chen
CEO



Caitlin McGarry
Business Operations



Rachel Engstrand
Head of Science



Steven Siger
COO



Leslie Chao
Product Marketing



Daren Owen
Sales



Mark Chen
CTO



Jason Chen
Engineering



Injy Johnstone
U. of Oxford
Advisor

Problem: It’s too hard to buy effective carbon credits

It’s complicated

>30,000
Projects

on **37**
Registries

for **116**
methodologies

No expertise

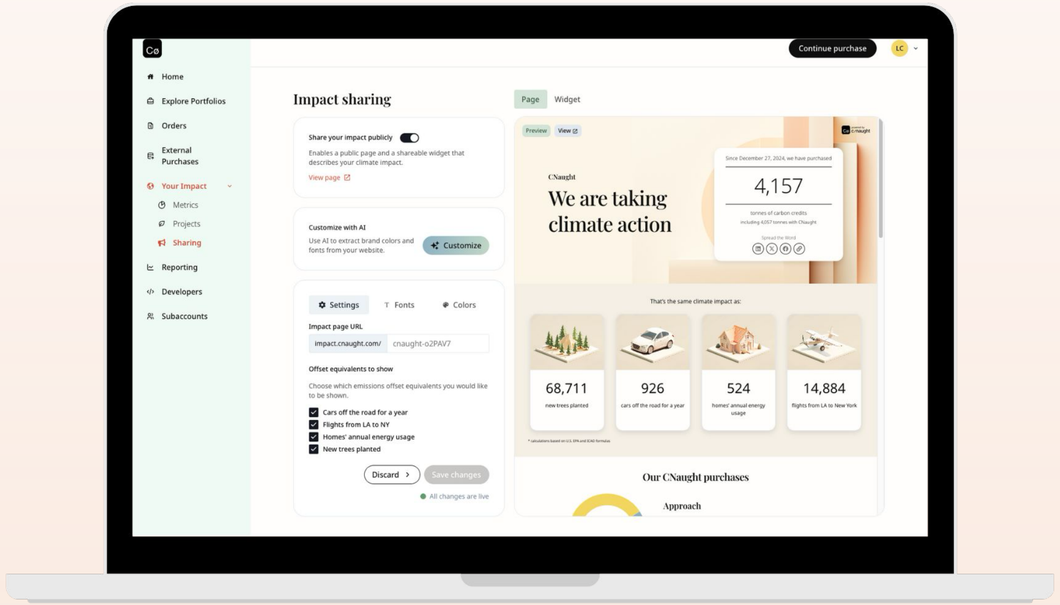
60%
of companies lack sustainability lead

60%
of sustainability leads
NOT sustainability experts

No time

5%
Time spent on carbon procurement
by sustainability lead

CNaught delivers an end-to-end solution



Science-Backed Strategy
Diversified portfolio of high-integrity credits, aligned with Oxford's Principles for Net Zero Aligned Offsetting

Due Diligence
Every portfolio project must pass our deep internal diligence and be highly-rated by at least one 3rd party rating agency

The CNaught Guarantee
Ongoing project monitoring and added protection against project failure with every purchase, at no additional cost

Reporting Tools
Free, easy-to-use tools for your reporting needs like AB1305 and CDP, inclusive of other 3rd party purchases

Storytelling Tools
Free tools to help you share your climate impact including: AI- powered brand customization, personal impact page and embeddable widget, and downloadable project assets

Carbon Credit Advisory
Our team of experts provide support along the way - get past project assessments, emissions calculations, and more

Building a wide moat by applying technology to solve sustainability leaders' needs

- **Product**
  - Self-serve
  - Easy to use
  - Developer friendly

- **Platform**
  - System of record for carbon credit purchases
  - Portfolio management

- **AI native**
  - Built into due diligence (geospatial imaging, news alerts, regulatory risks)
  - Predictive model

Seeking buyer intros and corporate partnerships

- **Not currently fundraising**
  - Raised $7M in pre-seed and seed financing from Greycroft, Bow Capital, FJ Labs, Silence VC, and Carthona Capital

- **Looking to support companies with net zero goals**
  - Reduce their costs, deliver greater impact, and lower risk

- **Partnering with companies to test sustainable products and services**
  - POCs to assess customer demand
  - Pilot projects to offset events

Thank you!

mark@cnaught.com



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CLOSING REMARKS

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Anna-Sophia Haub

Partnerships Lead, Sustainability
Plug and Play

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Sustainability Innovation Landscape Snapshot

July

UC Berkeley Haas and Chalmers University of Technology Student Visit

TBD

August

Sustainable Leadership Forum

August 18th
12:00 - 5:00 pm

Babson College Innovation Day

August 21st
4:00 - 6:30 pm

September

Program Selection Days

September 15th - 19th

SV Sustainability
Sunnyvale, California

MN Sustainability
Minneapolis, Minnesota

Alberta Sustainability
Calgary

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THANK YOU FOR ATTENDING

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