



Nexe.

Investor Presentation 投资者报告

Global Chinese Financial Forum (GCFF)

国际金融投资博览会

TSX.V: NEXE

Frankfurt: NX5

OTC: NEXNF

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We create disruptive sustainable innovations using advanced materials and manufacturing technologies to support a circular economy. 我们利用先进的材料和制造技术创造颠覆性的可持续创新，以支持循环经济。



Consumer Demand is Driving Innovation for Sustainable Alternatives 消费者的需求正在推动可持续替代品的创新

Advancements in Sustainable Materials Technology have Created a Generational Opportunity for Product Innovators. 可持续材料技术的进步为产品创新者创造了一个难得的机会。



NEXE is at the forefront of the convergence of advanced materials science with manufacturing technologies to develop sustainable consumer products.

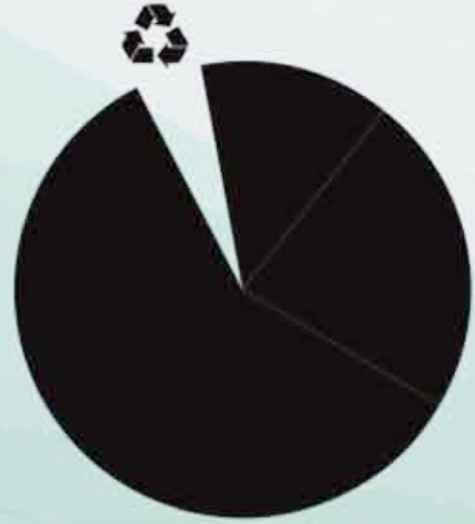
NEXE处于先进材料科学与制造技术融合的前沿，有能力开发可持续的消费产品。

Global Plastic Crisis 全球塑料危机



MILLION TONS OF PLASTIC PRODUCED YOY *
百万吨，塑料产量同比增加

LESS THAN
少于
9%*
RECYCLED
实现了再循环



79%*

ENDS UP IN THE ENVIRONMENT (LAND AND OCEANS) 依然是在环境中（土地和海洋）



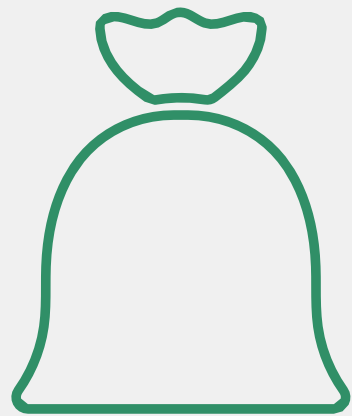
500+ ** YEARS
年

500-10,000 YEARS FOR PLASTIC PODS TO BREAK DOWN
年塑料包才能分解

* <https://www.nationalgeographic.com/news/2017/07/plastic-produced-recycling-waste-ocean-trash-debris-environment/>
* <https://www.nationalgeographic.com/news/2018/05/plastics-facts-infographics-ocean-pollution/>
** <https://www.wwf.org.au/news/blogs/the-lifecycle-of-plastics#gs.7wxvt5>

Circular Economy 循环经济

Understanding the Bigger Problem 理解更大的问题



PLASTIC WASTE IN LOCAL LANDFILLS IS OVERFLOWING!

当地垃圾填埋场中的塑料垃圾已经泛滥！

- A global R&D initiative for alternative materials to replace conventional plastic is gaining momentum 寻找传统塑料的替代材料的全球研发活动正在获得进展
- Increased need for new industrial facilities to provide quick digestion solutions for waste 增加对新的工业设施的需求，以提供快速消化废物的解决方案。



NEW MATERIALS INNOVATION LOOKS

PROMISING BUT... 新材料创新看起来前景很好，但是...

- Industrial compost facilities struggle with material acceptance 工业堆肥机构难以获得材料接受
- Compost certification agencies (BPI) are at odds with the industrial compost facilities on what is compostable 在什么是可堆肥的问题上，堆肥认证机构(BPI)与工业堆肥机构存在分歧
- Many promising new materials technologies to replace traditional plastic exist, yet many are not yet fully functional and compromise the product (e.g. taste, appearance, shelf-life) 目前已有许多有前途的新材料技术来替代传统的塑料，但许多新材料技术还没有完全发挥其功能，并影响了产品的质量（如味道、外观、保质期）

Global Coffee Market 全球咖啡市场



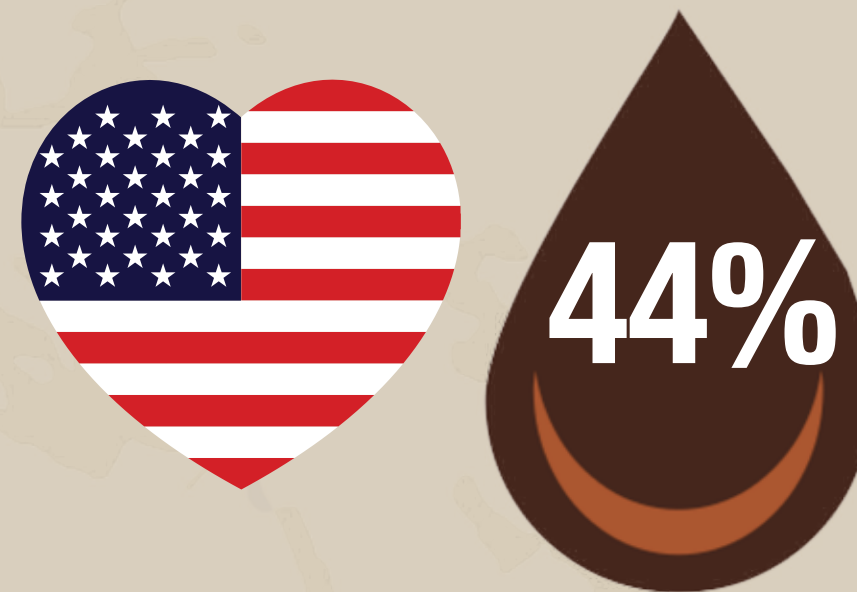
Global coffee market was valued at ~ USD \$102.15bn in 2019 and is expected to reach revenue worth USD \$155.64bn by 2026 and is growing at a CAGR of 6.2% between 2020-2026. 2019年全球咖啡市场价值约为1021.5亿美元，预计到2026年将达到价值1556.4亿美元的收入，在2020年至2026年间以6.2%的复合年增长率增长。

Zion Market Research, August 2020 / 2020年8月



US at-home coffee market is set to grow by 4.9% in 2020 to reach \$15.6bn compared to a total of 3.9% growth experienced between 2015-2019. 美国居家咖啡市场将在2020年增长4.9%，达到156亿美元，而2015年至2019年期间增长3.9%。

Mintel, September 2020 / 2020年9月



44% of the US coffee demand comes from millennials. 美国44%的咖啡需求来自千禧一代。

National Coffee Association in NY
纽约的美国国家咖啡协会



\$29.2B



Global coffee pod and capsule market is expected to reach USD \$29.2bn by 2025. 预计到2025年，全球咖啡荚和胶囊市场将达到292亿美元。

Fior Markets
March 2020 /
2020年3月

Single-Serve Coffee Pods 一次性咖啡荚

Coffee maintains high ethical requirements and consumers are demanding a solution.
咖啡保持着很高的道德要求，消费者也要求一个解决方案

50%+ 8.5%+

OF ALL COFFEE
CONSUMED
消费的所有咖啡

COMPOUNDED
GROWTH PER YEAR
每年复合增长

PROBLEM: Why hasn't there been a smart, compostable coffee pod that has emerged as the category killer? 问题: 为什么没有一款智能、可堆肥的咖啡荚成为品类杀手呢？

 **CHALLENGING
ENGINEERING**
有挑战性的工程

Engineering new plant-based materials to achieve the needed barrier properties for the K-Cup is challenging.为实现K杯所需的阻隔性能而设计新的植物性材料是有挑战性的

 **COMPROMISED
TASTE** 口感受损

New eco-friendly single serve pods have fared poorly in 'pour-over' tests. In other words, taste was compromised.新的环保型一次性咖啡荚在 "倾倒 "测试中表现不佳。换句话说，口感受到了影响。

 **TOXICITY** 毒性

Many products that appear compostable still produce microplastics upon breakdown.许多看似可堆肥的产品在分解后仍会产生微塑料。



THE SOLUTION 解决方案

The Patented NEXE Pod 获得专利的NEXE咖啡荚

1 Plant-based 植物基

Plant-based, fully compostable, no compromise
植物基，完全可堆肥，不损害其他方面

2 Science-Backed 科学支持

Our ecotoxicity and compostability results are backed by scientific and industrial studies
我们的生态毒性和堆肥性结果得到了科学和工业研究的支持。

3 5 Years R&D 五年研发

After 5 Years of R&D, NEXE mastered 'barrier' without compromise and proved compostability in as little as 35 days. 经过5年的研发，NEXE不折不扣地掌握了“屏障”，并在短短35天内证明了其堆肥性。



Lessons Learned 获得的经验教训

The lessons learned from the creation of the pod will propel NEXE to new innovations. 从创造咖啡荚中获得的经验将推动NEXE进行新的创新



Scientific & Commercial Validation

科学和商业验证



Carrots (left) and onions (right) after 3 weeks of growth in soil containing 10 wt% NEXE POD compost. 胡萝卜(左)和洋葱(右)在含有10wt% NEXE 咖啡荚堆肥的土壤中生长三周后

“Soil containing NEXE POD compost had no negative influence on the growth of carrots and onions over a period of six weeks, with no evidence of toxicity to the plants.” “含有NEXE 咖啡荚堆肥的土壤在六周内对胡萝卜和洋葱的生长没有负面影响，没有证据表明对植物有毒性。”



Dr. Zachary Hudson

Sustainable Chemistry, University of British Columbia 卑诗大学
and Chief Scientific Officer, NEXE.
/ NEXE首席科学官



Post-shredded coffee pods.
碎后的咖啡荚



Fine/compost pod particles after
“composting cycle 3”. “堆肥周期3”后的细小/
堆肥咖啡荚颗粒

“In optimum conditions the pods can be fully degraded within a 35 day process. At an average organic waste facility it would take approximately 70 days to fully degrade. We are working towards BPI certification.” “在最佳条件下，咖啡荚可在35天内完全降解。在一般的有机废物设施中，完全降解大约需要70天。我们正在努力争取获得BPI认证”

Terravis Ltd.

Private Sector Compost Study
私营部门堆肥研究

The NEXE Pod Facts / NEXE咖啡荚数据

35 DAYS 天

COMPOSTABILITY
可堆肥

BARRIER
屏障

NO ADHESIVES
SOY BASED INK
不含粘合剂大豆
基油墨

NEXE POD
NEXE咖啡荚

COOL TO THE TOUCH
冷到可触摸

FULLY COMPOSTABLE
完全可堆肥

SUPERIOR TASTE
口感上乘

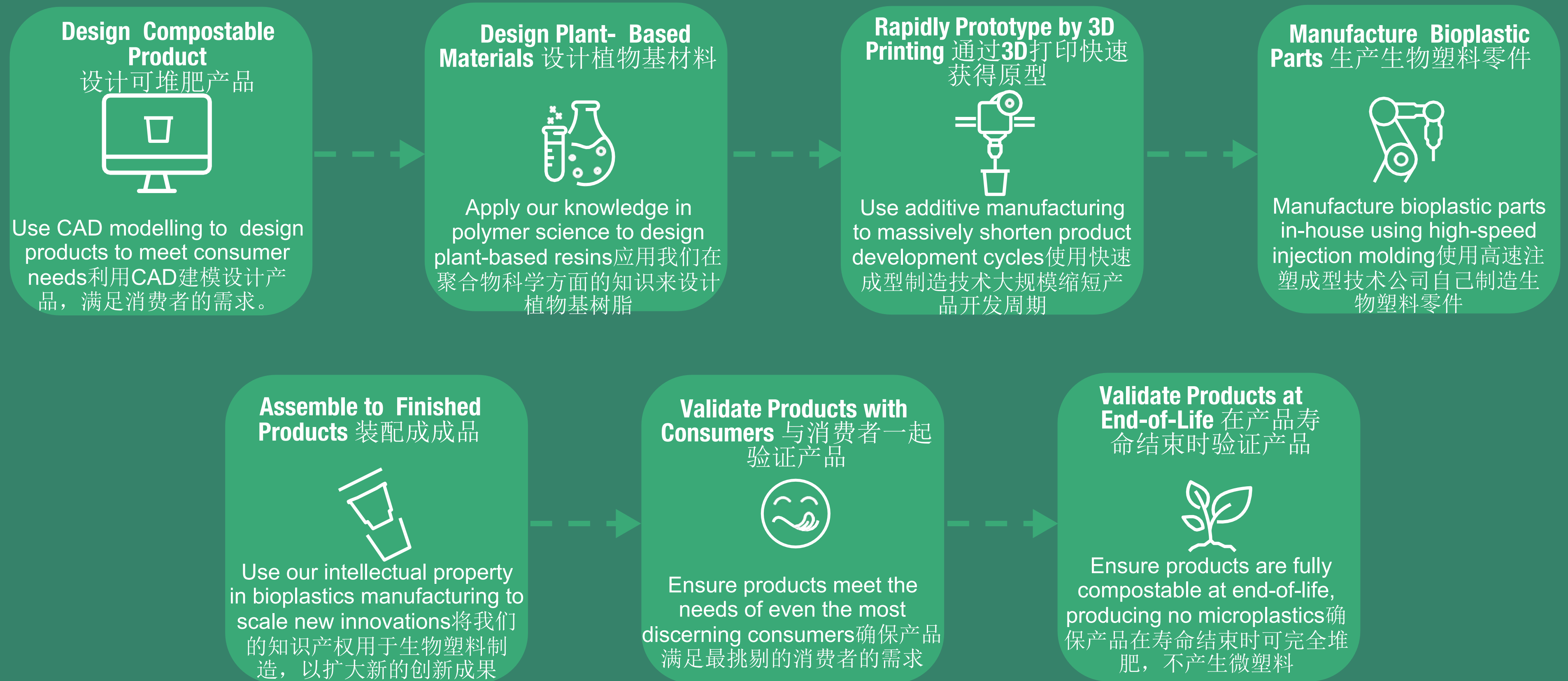
PLANT-BASED
植物基

MORE VOLUME
量更大

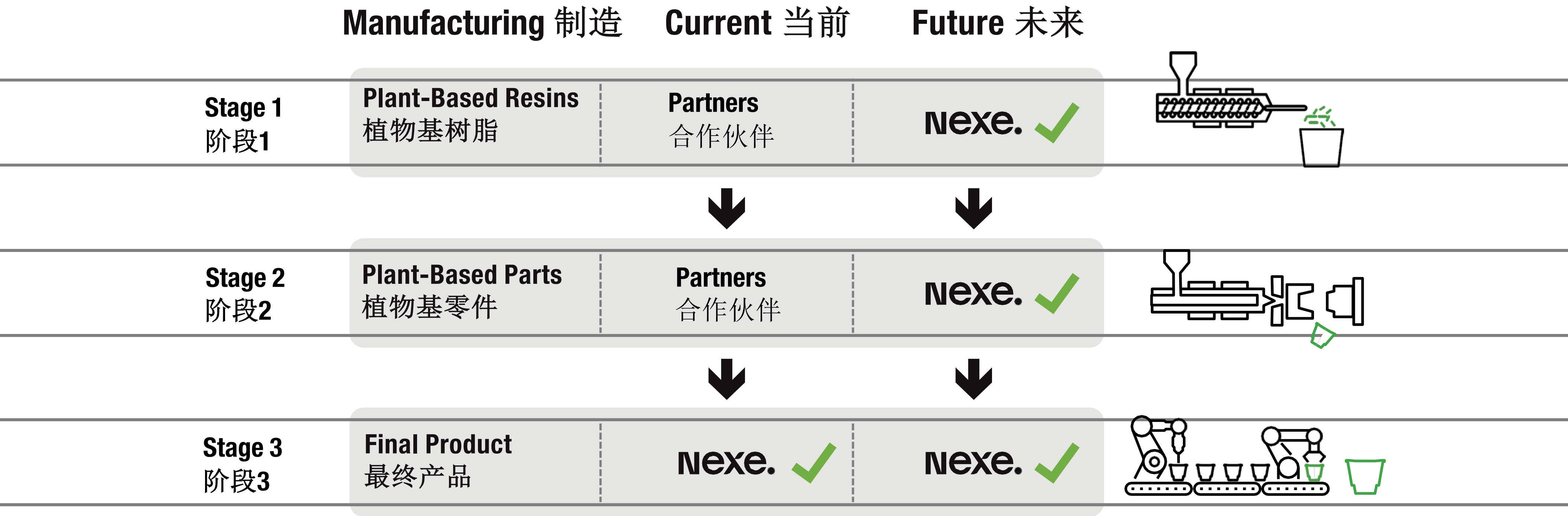
Coffee Boldness	Great 更多	- Design allows more volume than K-Cup, 11-13 grams (up to 15% more) 设计的容量比K杯更多，多11-13克（15%）
Coffee Freshness 咖啡新鲜度	Full 完全	- Barrier integrated with cup 屏障与杯体一体化
Sustainability 可持续性	Full 完全	- Plant-based materials 植物基材料 - Fully compostable 完全可堆肥 - Zero waste 零废弃物 - Easily identifiable as compostable by waste workers 容易被废物处理人员识别为可堆肥
Compatibility 兼容性	Full 完全	- Fully compatible with all Keurig brewing systems and accessories 完全兼容所有咖啡机冲泡系统和配件
Usability 可使用性	Full 完全	- COOL to touch 冷到可触摸

* <https://www.wwf.org.au/news/blogs/the-lifecycle-of-plastics#gs.7wxvt5>

Our Approach 我们的方法



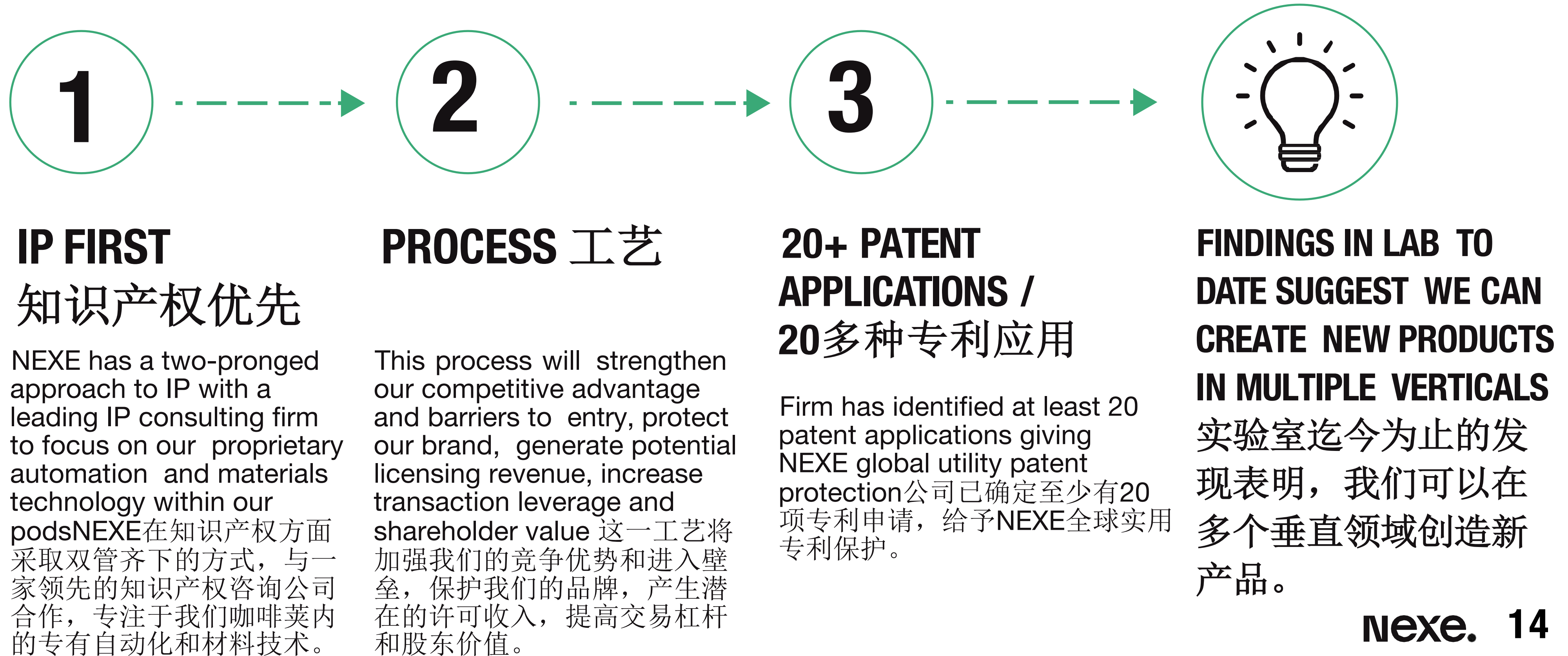
Vertically Integrated Manufacturing 垂直一体化制造



- NEXE is installing equipment for the production of plant-based resins, plant-based parts, and finished consumer products throughout 2021. / NEXE正在安装用于设备，用于2021年生产植物基树脂、植物基零部件和消费品成品。
- This vertically integrated strategy will increase operating margins, improve IP protection, reduce supply chain risk, and accelerate R&D. 这种垂直一体化的策略将提高经营利润率，提升知识产权保护，降低供应链风险，加速研发。

Leveraging IP to Create New Innovations

利用知识产权实现新的创新



Compostable Mask 可堆肥口罩

NEXE will leverage existing collaborations in polymer science, plant-based materials, and municipal composting that were utilized for its NEXE pod. NEXE将利用在聚合物科学、植物基材料和城市堆肥方面的现有合作，用于NEXE咖啡荚开发

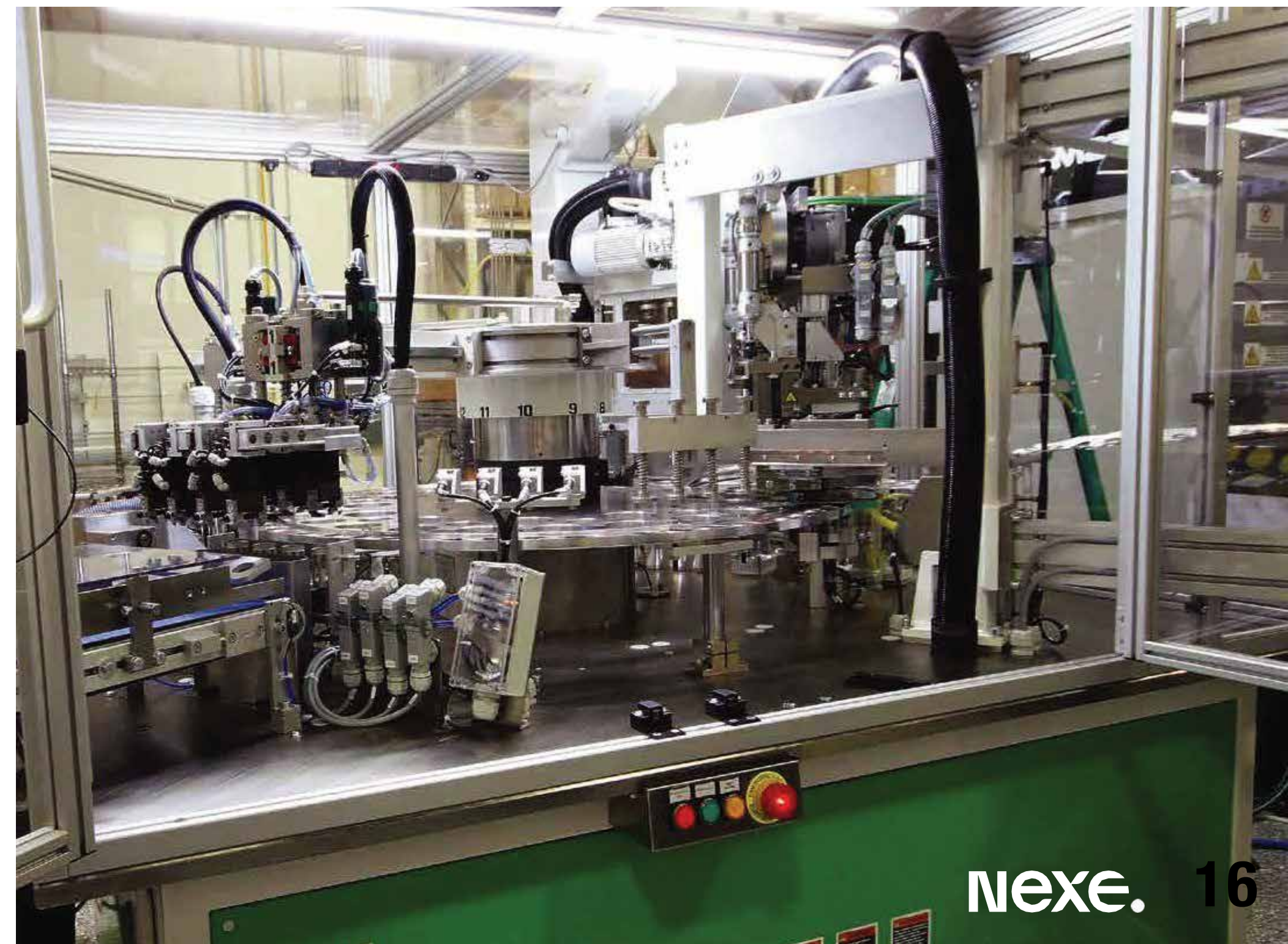
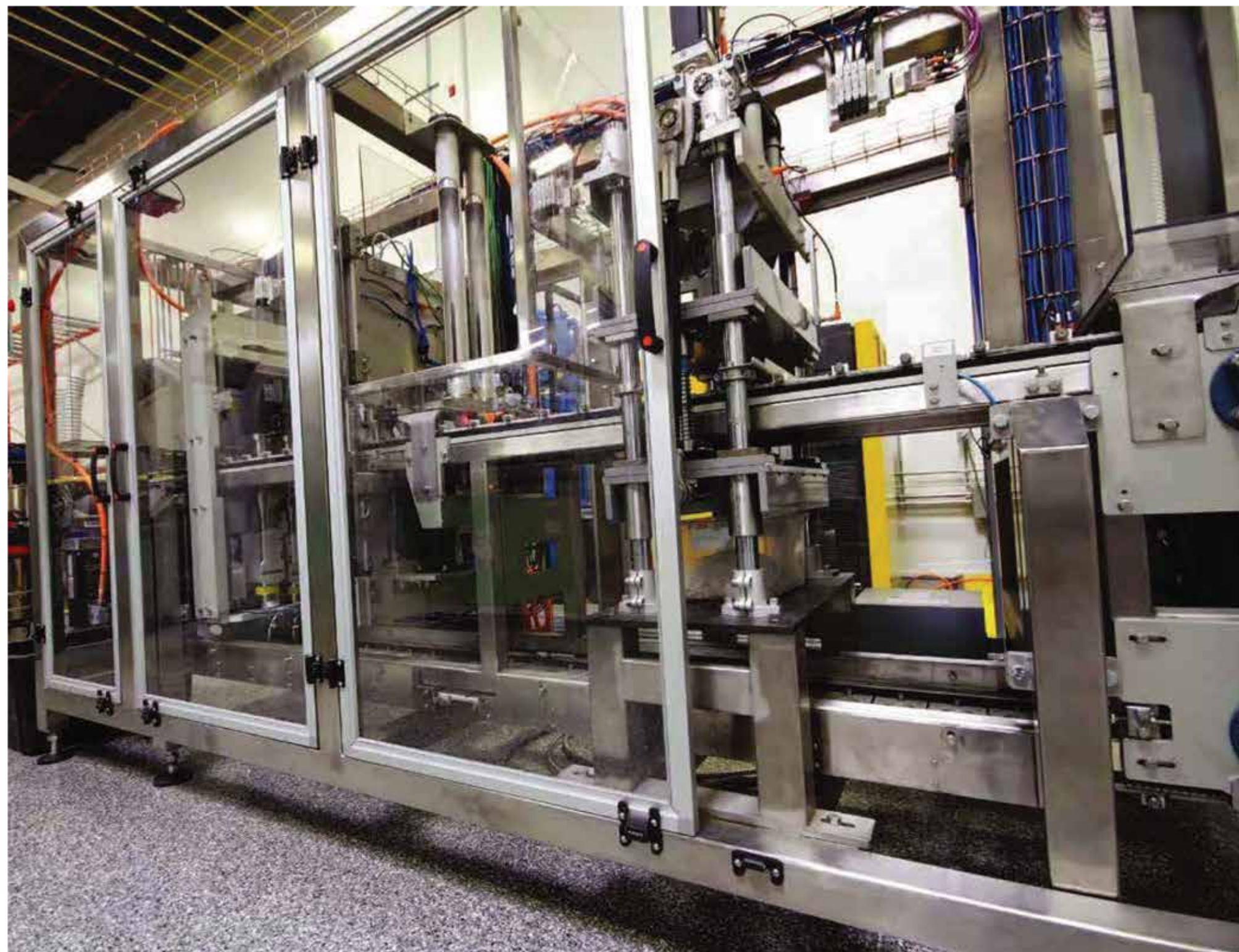
- The global market for disposable masks exceeded \$70bn USD in 2020, more than double the size of the market for single-serve beverage pods / 2020年全球一次性口罩市场规模超过700亿美元，是一次性饮料包市场规模的两倍多。
- Innovative platform showcases NEXE ability to develop additional plant-based products focused on the masses 创新平台展示了NEXE开发更多面向大众的植物基产品的能力。
- Business model is to work with strategic partners who have the manufacturing and distribution channels and collect a licensing fee 创新平台展示了NEXE开发更多专注于大众的植物基产品的能力。
- NEXE's goal is to develop a disposable facemask that is made from plant-based materials without compromising on safety or comfort. NEXE的目标是在不影响安全性和舒适性的前提下，开发一种由植物材料制成的一次性口罩
- By engaging with leaders in materials science, compostability, PPE manufacturing, and healthcare, NEXE aims to apply our technologies to one of the world's fastest-growing sources of plastic waste. 通过与材料科学、可堆肥性、个人防护设备制造和医疗保健领域的领导者合作，NEXE旨在将我们的技术应用于世界上增长最快的塑料废物来源领域。
- NEXE has developed initial prototypes and will focus on creating a fully functional compostable disposable facemask that meets international healthcare standards in the coming months. / NEXE已经开发出了初步的原型，并将在未来几个月内专注于创造一种符合国际医疗标准的全功能可堆肥一次性口罩。



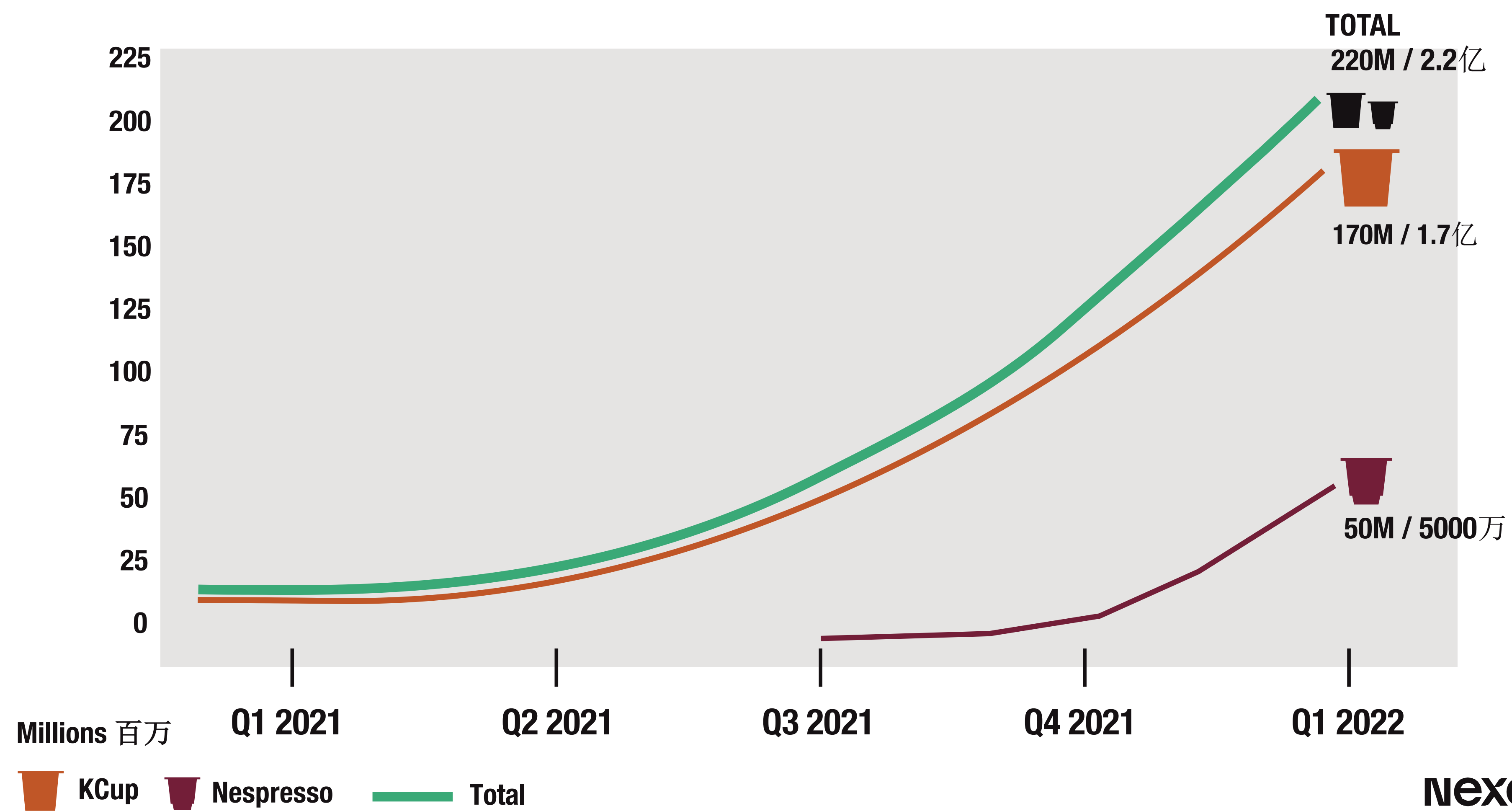
State-of-the-Art Commercial Facility

最先进的商业设施

Our 100% owned facility allows NEXE to begin to address the rapidly growing demand for plant-based alternatives to plastic. 我们100%的自有工厂使NEXE开始满足对替代塑料的植物基材料快速增长的需求。



Funded Annual Capacity 有资金支持的年度产能



XOMA Superfoods / XOMA超级食品

High-quality coffee and superfoods for functional health and a greener planet. 高品质的咖啡和超级食品，为功能健康和绿色地球提供了保障

- NEXE Innovations has launched its new in-house brand, XOMA Superfoods, to meet the growing needs of health- and environmentally conscious consumers. NEXE Innovations推出了新的内部品牌--XOMA超级食品，以满足日益增长的健康和环保意识强的消费者的需求。
- The first XOMA Superfoods SKU, a soluble micro-ground coffee fortified with medium-chain triglycerides (MCT) oil packaged in the NEXE Pod, launched as a pilot in late January.第一款XOMA超级食品产品 - 采用中链甘油三酯(MCT)油的可溶性微研磨咖啡，以NEXE包包装，于1月底试点推出。
- NEXE plans to add more products, available for purchase online and through subscription, via a new direct-to-consumer e-commerce platform. / NEXE计划增加更多的产品，通过新的直接面向消费者的电子商务平台，可在线购买和通过订阅购买。



XOMA Superfoods

XOMA 超级食品

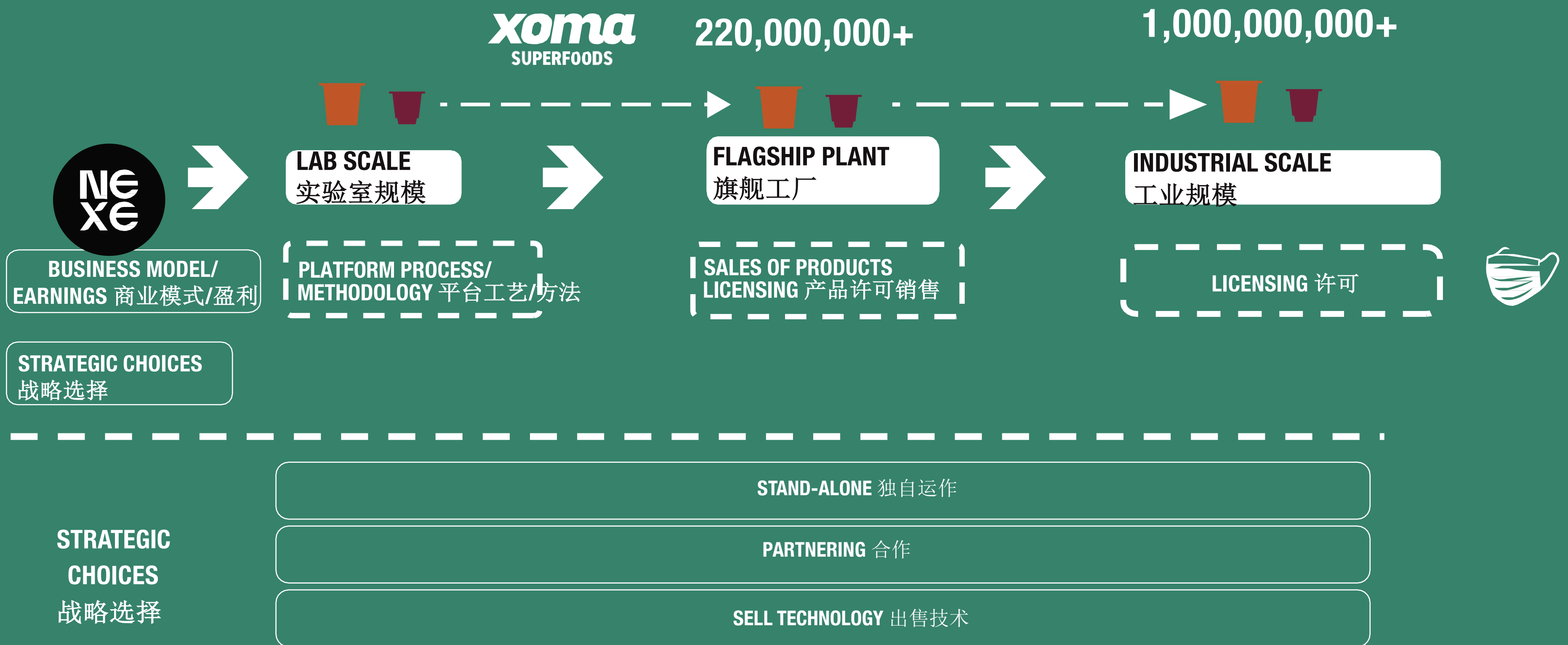
High-quality coffee and superfoods for functional health and a greener planet.

高品质的咖啡和超级食品，为功能健康和绿色地球提供保障



Value Creation 价值创造

A Flexible Monetization Strategy 灵活的货币化策略



Leadership Team 领导团队



Darren Footz CEO 首席执行官

A serial entrepreneur, Darren is the past President of Granville Island Coffee, a company he built in 5 years from a small artisan roaster to a national brand. He is the innovative mind behind the plant-based and fully compostable NEXE POD. His expertise, dedication and pioneering ideas are the backbone of our organization.

作为一个连续创业者，Darren曾任Granville Island Coffee的总裁，用了5年时间将这家公司从一个小型的手工烘焙厂打造成一个全国性的品牌。他是植物基和完全可堆肥的NEXE袋的背后创新头脑。他的专业知识、敬业精神和先锋理念是我们组织的支柱。



Ash Guglani President, Co-Founder 总裁、联合创始人

Ash spent 12 years in capital markets with a national investment bank in Vancouver. As an original founder of NEXE, he plays an integral role in helping NEXE in all capacities across financing (public, private and government), operations, and marketing. / Ash在温哥华的一家全国性投资银行的资本市场工作了12年。作为NEXE的最初创始人，他在帮助NEXE在融资（公共、私人 and 政府）、运营和营销等各方面发挥着不可或缺的作用。



Dr. Zac Hudson Chief Science Officer 首席科学官

Dr. Zac Hudson is the Canada Research Chair in Sustainable Chemistry at the University of British Columbia. Dr. Hudson holds a B.Sc. and Ph.D in chemistry from Queen's University, and has held research fellowships at top universities in Japan, China, the US and UK. His Ph.D. thesis was named the top chemistry Ph.D. in all of Canada, as well as the top Ph.D. at Queen's in any field. / Zac Hudson博士是加拿大卑诗大学可持续化学研究主席，拥有女王大学理学学士和化学博士学位，曾在日本、中国、美国和英国的顶尖大学获得研究奖学金。他的博士论文被评为全加拿大最优秀的化学博士论文，他同时也是女王大学任何领域最优秀的博士。



Raj Kang CFO 首席财务官

Rajwant S. Kang is the founder & president of RSK Management Consulting Inc. a private company that provides management services and has over 25 years of accounting and finance experience. He has proficient knowledge of capital markets, raising capital, M&A and corporate regulation of publicly listed companies. / Rajwant S. Kang是提供管理服务的私营公司RSK Management Consulting Inc.的创始人和总裁，拥有超过25年的会计和财务经验，精通资本市场、融资、并购和上市公司的公司监管等方面的知识。



Don Chisholm New Product Development 新产品开发

For over 30 years, Don Chisholm has been working at the intersection of business and design. With a unique skillset that balances creativity with innovation and strategy with operations, Don is passionate about working closely with entrepreneurs, executives and marketers to transform businesses and generate results. / 30多年来，Don Chisholm一直在商业和设计的交叉领域工作。他拥有独特的技能，能够平衡创意与创新、战略与运营，热衷于与企业家、高管和营销人员紧密合作，帮助企业转型并产生成果。



Paul Bhogal Automation 自动化

Paul has over 20 years of manufacturing and automation experience. He grew a small family Hamilton-based machine shop into a Tier 1 & 2 automotive production machining/assembly/- testing facility with two locations in Ontario and one in Saltillo, Mexico / Paul拥有超过20多年的制造和自动化经验，曾将一个位于汉密尔顿的小型家族式机械厂发展成为一个一级和二级汽车生产加工/装配/测试大型公司，使其在安大略省有两处工厂，在墨西哥萨尔蒂略有一处工厂。



Anthony Rosenfeld Marketing 营销

Anthony holds 20 years of experience in marketing, strategy and business development. In 2007, pursuing his passion for natural health and sustainability, he joined Vega in its infancy as Vice President of Marketing. There he built a strong 50- member team that developed a leading marketing program overseeing consumer, trade, PR, creative and digital marketing. He played a key role in building an internationally recognized premium brand while seeing revenue grow from \$3.5M in 2007 to \$200M in 2015. / Anthony拥有20年的市场营销、战略和业务发展经验，2007年为了追求对自然健康和可持续发展的热爱，在Vega公司成立之初就加入了Vega公司，担任营销副总裁，在那里建立了一个50人的团队，开发了一个领先的营销项目，负责消费者、贸易、公关、创意和数字营销。他在建立一个国际公认的优质品牌的过程中发挥了关键作用，同时见证了收入从2007年的\$350万提高到2015年的\$2亿。

NEXE Board of Directors / NEXE董事会

Darren Footz CEO and Director 首席执行官兼董事

A serial entrepreneur, Darren is the past President of Granville Island Coffee, a company he built in 5 years from a small artisan roaster to a national brand. He is the innovative mind behind the plant-based and fully compostable NEXE POD. His expertise, dedication and pioneering ideas are the backbone of our organization. 作为一个连续创业者，Darren曾任Granville Island Coffee的总裁，用了5年时间将这家公司从一个小型的手工烘焙厂打造成一个全国性的品牌。他是植物基和完全可堆肥的NEXE袋的背后创新头脑。他的专业知识、敬业精神和先锋理念是我们组织的支柱。

Haytham Hodaly Independent Director 独立董事

Mr. Hodaly is the Senior Vice President, Corporate Development of Wheaton Precious Metals, with over 23 years’ experience the mining sector. Mr. Hodaly previously spent 16 years in the North American securities industry, most recently as Director and Mining Analyst, Global Mining Research, at RBC Capital Markets. He holds a B.Eng. and M.Eng. from the University of British Columbia. / Hodaly先生是Wheaton Precious Metals企业发展高级副总裁，在矿业领域拥有超过23年的经验，此前在北美证券行业工作了16年，最近的职务是RBC Capital Markets全球矿业研究部总监和矿业分析师，拥有卑诗大学的工程学士学位和工程硕士学位。

Ash Guglani President and Director 总裁兼董事

Ash spent 12 years in capital markets with a national investment bank in Vancouver. As an original founder of NEXE, he plays an integral role in helping NEXE in all capacities across financing (public, private and government), operations, and marketing. / Ash在温哥华的一家全国性投资银行的资本市场工作了12年。作为NEXE的最初创始人，他在帮助NEXE在融资（公共、私人 and 政府）、运营和营销等各方面发挥着不可或缺的作用。

Graham Gilley Independent Director 独立董事

Mr. Ruby is the President and CEO of Malaspina Consultants Inc. in Vancouver, specializing in financial management and public company reporting. Prior to joining Malaspina, Mr. Ruby was an assurance partner at Wolrige Mahon LLP (now Baker Tilly Canada) working predominantly with junior public companies. He also previously served as senior manager with KPMG LLP working with a range of public companies and reporting issuers. / Ruby先生是温哥华Malaspina Consultants Inc.的总裁兼首席执行官，专门从事财务管理和上市公司报表工作，在加入Malaspina之前，曾是Wolrige Mahon LLP（现为Baker Tilly Canada）的审计合伙人，主要为初级上市公司服务，还曾在毕马威会计师事务所担任高级经理，为多家上市公司和报表发布方服务。

Killian Ruby Independent Director 独立董事

Mr. Gilley is Director of Enterprise Risk Management and Data Protection at Mulgrave School – The International School of Van- couver. For the past 15 years, he has been responsible for the leadership, innovation, governance, and management of the school’s operational, financial, and strategic risks. By developing tools, practices, and policies that analyze and report enterprise risks, he has created an enterprise risk management framework guided by strategic priorities. Previously, Graham was Executive Director of Ideation & Development with Cloud9 Secure Digital Services, where he drove the creation of applications to help power mobile online banking in the Canadian market. / Gilley先生是Mulgrave School - 温哥华国际学校的企业风险管理和数据保护总监，在过去的15年里一直负责领导、创新、治理和管理学校的运营、财务和战略风险，通过开发分析和报告企业风险的工具、实践和政策，创建了一个以战略重点为指导的企业风险管理框架。此前，Graham曾担任Cloud9 Secure Digital Services的创意与开发执行总监，在那里推动了应用程序的创建，以帮助推动加拿大市场的移动在线银行。

Collaborations & Partnerships 协作与合作

Government / Academic Partnerships 政府/学术合作机构



Government of
Canada 加拿大
政府

Gouvernement du
Canada



Awards 奖项



Government of
Canada 加拿大
政府

IRAP Innovation Assistance Program (IAP) /
IRAP创新援助计划 (IAP)



Wall Solutions Award



Capital Table 资本结构一览表

Common shares Issued and Outstanding 已发行及流通的普通股		95,717,705
Stock Options Outstanding 未行使的股票期权		5,154,000
Warrants Outstanding 未到期的权证		20,661,465
Fully Diluted Shares Outstanding 完全稀释的已发行的股票		121,533,170

Current Cash 当前现金	
Nov 2020 2020年11月	\$3.49M / \$349万
Dec 2020 2020年12月	\$14.16M / \$1416万
Apr 2021 2021年4月	\$34.5M / \$3450万
	\$52.149M / \$5214.9万



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what's
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For more information please contact

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