

TSXV: **RV**



PATHFINDER

— *Ventures* —



PATHFINDER

— *Camp Resorts* —

Corporate Presentation – Q1 2022

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HOME IS WHERE YOU PARK IT...

WE'RE FOCUSED ON BUILDING, THROUGH BOTH ACQUISITIONS AND NEW CONSTRUCTION, A NETWORK OF PREMIER BRANDED, UPSCALE AND FAMILY-FRIENDLY RV PARKS AND "CAMPGROUNDS" UNDER THE PATHFINDER CAMP RESORTS BRAND.

WE BELIEVE THAT THE OPPORTUNITIES FOR THE COMPANY ARE SIGNIFICANT, GIVEN THE GROWING TREND OF CANADIANS LOOKING TO EXPLORE, RESIDE AND VACATION IN AN RV.



PATHFINDERVENTURES.CA

TSXV: RV

SHARE INFORMATION



Share Price: \$0.16

Market Cap: ~ \$8.9M

Common Shares Outstanding: 55,836,312

Stock Options Outstanding: 2,000,546

Warrants Outstanding: 2,317,016

CANADA'S ONLY PURE-PLAY RV STORY
In the early stages of soaring RV use in N.A.



RV Resorts & RV Storage / Self-Storage
DIVERSIFIED REVENUE STREAMS



British Columbia - First & Best Market
AGGRESSIVE ROLL-UP STRATEGY



Pathfinder Ventures
is poised to dominate
the North American
RV resort & camping
market

STATISTICS



WWW.PATHFINDERVENTURES.CA



\$5 BILLION+
Camping Industry in Canada



2.1 MILLION
Canadian households own an RV



90%
Campgrounds report increasing
and stable demand



8 MILLION+
RV camping trips annually
in Canada

*stats from RVDA Canada & 2019 North American Camping Report.

DEMAND IS GROWING

A sales boom for RVs; campgrounds brace for snowbird wave, even in winter

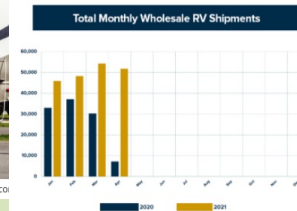
Darron Kloster / Times Colonist
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RV parks such as Salish Seaside RV Haven have little room to spare. DARREN STONE, TIMES CO

April RV Shipments Set Record, Continue 6-Month Streak

By: RVBusiness | Published on: May 25, 2021 | Categories: Today's Industry News, Top Story |



The RV Industry Association's (RVIA) April 2021 survey of manufacturers found that total RV shipments ended the month with 51,813 units, the most for any April on record and a more than 9% increase over the previous record set in April 2018.

RV manufacturers have set a new RV shipment record for each of the past six months, sending more and more RVs to dealer lots as consumer demand for RVs continues to soar. This demand was confirmed in a recent survey from RVIA that showed 56 million Americans are planning to travel this summer in an

RV they own, rent, or borrow.

Video: CNBC's Kramer Predicts 'Huge Long-Term Boost' in RV Industry

June 3, 2020

Written By: RV News Staff



RV Sales to 'Go Through the Roof' After Pandemic, Travel Editor Says

April 23, 2020 Article Source: Yahoo Finance Written By: RV News Staff



Travel experts predict a surge in RV sales among families looking for more private ways to vacation in the aftermath of COVID-19.


Airlines, cruises and other forms of group travel have taken quite the hit since personal anxieties or legal restrictions shuttered the industry in March. CBS News Travel Editor Peter Greenberg spoke to the Yahoo Finance team during a recent "On the Move" broadcast to discuss the RV industry's potential recovery.

Greenberg said a combination of personal choice and feasibility could lead to a big year for RV dealers as the pandemic subsides.

"You're going to see RV sales go through the roof," Greenberg said. "You're going to see national parks get crowded, campsites get

crowded. Families travelling together as one unit in their 'quarantine mode,' otherwise known as an RV, so that they don't have to stop and go to a hotel or even go to a restaurant."

MONTHLY RV SHIPMENTS (2016-PRESENT)

Year	Total: Jan-Oct	Annual Totals	YOY Change (%)
 2021	510,608	NA	18.66%
2020	347,421	430,316	6%
2019	348,796	405,956	-16.25%
2018	423,319	484,705	-3.94%
2017	426,921	504,599	17.16%
2016	363,051	430,691	-

Source: RVIA Industry Reports 2016-2021

Annual RV Shipments



"2021 officially becomes the year the RV industry built more RVs than ever before—and that is with two months left in the year"
- RV Industry Association President & CEO Craig Kirby

WHERE CAMPERS SPEND

1

Accommodation
Campsite fees

24%

of total consumer
spending

2

Food &
Beverage

26%

of total consumer
spending

3

Recreation &
Entertainment

13%

of total consumer
spending

4

RV & Equipment

37%

of total consumer
spending

We Discover Opportunity and create Value

Target Properties

Project Completion

Outdated Properties

Legacy infrastructure and facilities
Aesthetic improvement potential
Amenities requiring health & safety updates



Extensive Site Development

West-coast themed playgrounds and pools
Improved services for the modern RV
Highest regard to health and safety

Lacking Digital Innovation

Outdated business management systems
Lack of digital marketing / advertising programs
Family owned & operated



Integrate & Digitize

Online Booking systems / Analytics
Digital media as a cornerstone
Implement latest marketing strategies

New Development Opportunities

Land within proximity to high tourist areas
Fee-simple or land lease opportunities



Business Savvy Approach

Management with proven track record
Focused on growth and development

PUBLICLY TRADED RV & STORAGE COMPANIES

Name	Symbol	EV / EBITDA	Price / Sales	Market Cap
Sun Communities	NYSE : SUI	31.60	11.99	\$21.71 B
Equity Lifestyle Properties	NYSE : ELS	31.68	12.33	\$14.51 B
Public Storage	NYSE: PSA	27.58	16.54	\$52.2 B
UMH Properties	NYSE: UMH	26.49	6.23	\$1.11 B

Business roots in British Columbia

photo : kids enjoying at Pathfinder Parksville playground



FIRST AND BEST MARKET OPPORTUNITY TO TRIPLE CURRENT OPERATIONS

Camping is the 2nd most popular outdoor activity based on spending in the Fraser Valley Regional District. It makes up for 18% of the total, providing more than \$200 million to 6 small communities.

-2019 FVRD Outdoor Rec Economic Analysis

***BC Leads In Operating Days Per Year (230 Days)**

*Wifi Is The #1 Requested Service At Campgrounds

*The Future Of Camping Is Lead By Millennials

*RV Use Is Growing ~10% / Year

*Growth = 500,000+ Families Per Year

*50% Of Campers Seek Out Lakes / Rivers

*Most Campers Travel Less Than 80 Kms

*stats from RVDA Canada & 2018 North American Camping Report,

CURRENT LOCATIONS



Acquired Oct 2020
Renovated &
Opened May 2021
Expansion plans
announced Dec 2021



Acquired Operating Co.
Dec 2020
Currently Operating



Acquired Dec 2020
Renovated &
Opened July 2021
Opportunity to 3x
Current Revenue



TARGET MARKET – SOUTHERN BRITISH COLUMBIA



2022
TARGETING 6 RV LOCATIONS
IN 5 NOTABLE AREAS



3 - YEAR GROWTH PLAN

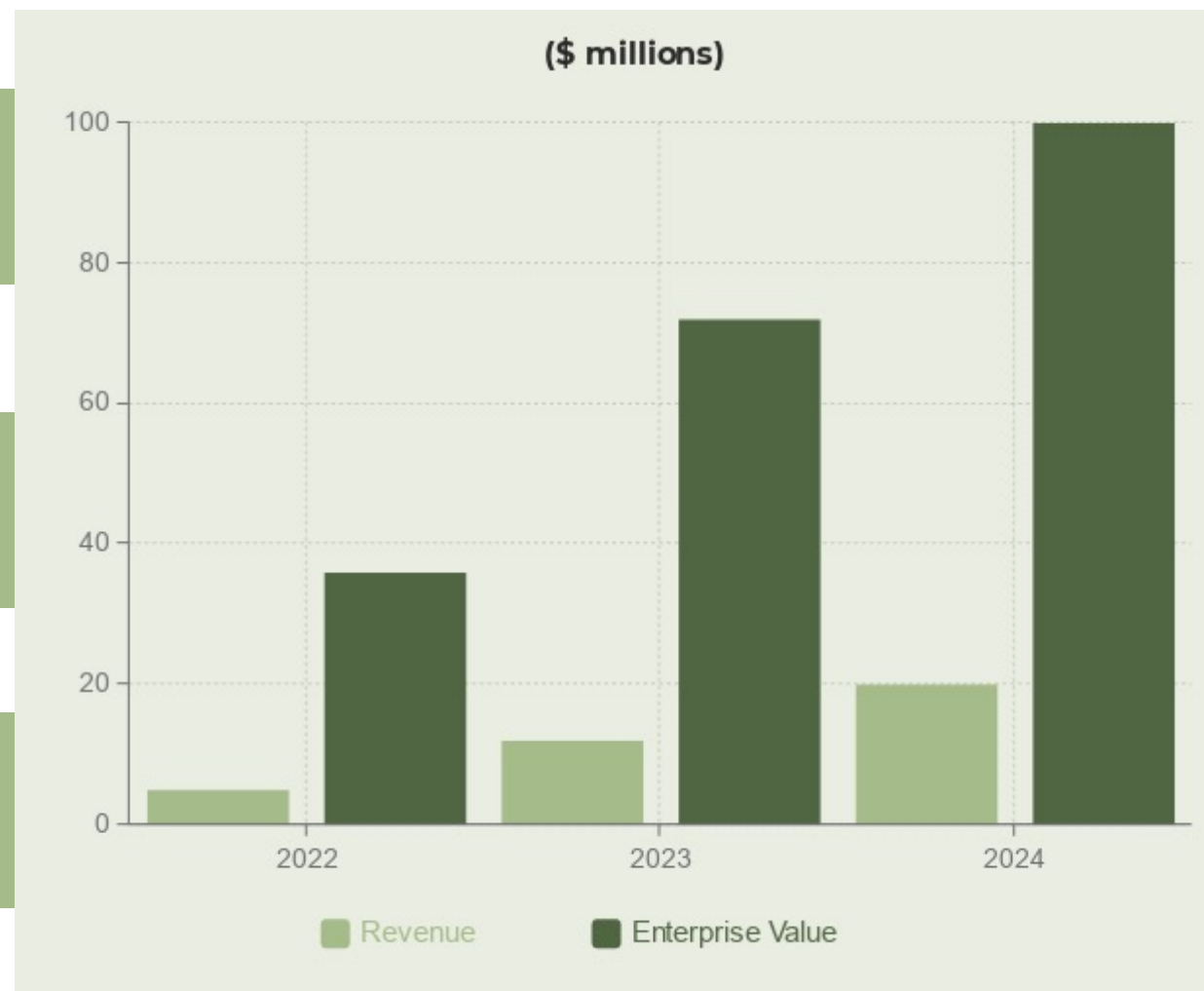
EXPLORING ALTERNATIVE ASSET CLASSES
WITHIN RV INDUSTRY (EX. RV STORAGE)



ACQUISITIONS VIA EQUITY/DEBT/CASH BLEND



LEVERAGE IMPROVED PROPERTIES
IN ACQUISITIONS



ONWARD AND UPWARD

Fall 2019

- ✓ Company Founded
- ✓ Team Positioned

Q3/Q4 2020

- ✓ Secure Financing
- ✓ Acquire 3 Locations;
Agassiz, Parksville, Fraser Valley

Q4 2021

- ✓ TSXV Listing Symbol "RV"
- ✓ Announced expansion plans for
Agassiz-Harison location (Dec 2021)



Q1/Q2 2020

- ✓ Evaluate Market
- ✓ Build Acquisition
Pipeline

Q1/Q2 2021

- ✓ Renovate acquired properties
- ✓ Bring all 3 locations online
under unified brand

Q1/Q2 -2022

- Entry into RV & storage market
- Execute roll up strategy for
Pathfinder locations
- Key management additions

CASE STUDY



Toronto Stock Exchange: PRK

"Canada's leading developer and owner-operator of residential land lease communities and RV camping & cottage resorts"

1998

Publicly Traded
Started with two properties
and a few dedicated
employees

2012

Acquired by BCiMC Pension
Fund for \$790 million all
cash purchase

2020

Privatized with 100
residential and RV camping
and cottage resort
properties and 1,100
employees across Canada

LEADERSHIP & BOARD OF DIRECTORS

Joe Bleackley CEO / Director / Founder



An entrepreneur and business leader who has built and led successful teams through several growth stages. Joe's been involved with significant fundraising efforts in the capital markets and has served in Sr. Leadership roles for both private and CSE / TSXV listed companies.



Stan Duckworth Chief Operating Officer



Stan's an accomplished leader with 20+ years of consulting and Sr. management experience in the campground and vacation rental industry, with proven success in planning, implementation, management and evaluation of small, medium and large multi-faceted tourism operations.

Mike Iverson Founder/Director



Mike owns a private investment and consulting company and has been a director and executive officer of numerous public companies since 1998. Mike developed and sold Niogold to Osisko Mining and was previously the President, CEO and Founder of Fortuna Silver Mines (FVI.T) where he was integral at building the Company into a silver producer worth over \$1.5 Billion dollars.

Darren Prins Founder / CFO



Darren is a Partner at Invictus Accounting Group with extensive experience in corporate development, capital markets, mergers & acquisitions, financial reporting, auditing, risk management, budgeting, forecasting and international tax planning. Darren has served as Chief Financial Officer for private, TSX, TSX Venture and NYSE listed companies.

Len Brownlie Director



Leonard Brownlie graduated from Simon Fraser University with a Ph.D in Kinesiology in 1993. Since 1986, Dr. Brownlie has acted as a Director and/or Officer of 17 publicly traded mining companies. From December, 2001 to January, 2016 Dr. Brownlie served as President & CEO of Goldrush Resources Ltd. ("Goldrush"). Dr. Brownlie oversaw the merger of Goldrush and a TSXV listed company, First Mining Gold Corp. in January 2016.

ADVISORY BOARD

David Galpin

Designer / Planner



David is a Retired Architect / Planner who was the senior partner with the Architectural firm of Downs & Archambault [now DA Architects]. He was the architect for many of Greater Vancouver's landmark projects including the Vancouver Library, River Rock Casino and Fairmont, Chateau Whistler. He currently works with

start up companies bringing important construction products to the Western Canada market and provides advise and consulting services on land planning.

Jayson Faulkner

Advisor



Jayson was Co-Founder, General Partner and General Manager of the Sea to Sky Gondola and is currently the President and Founder for the Bridal Falls Gondola Corporation. Previously serving as VP Sales and Marketing for Arc'teryx (300+ employees) and serving for BC

Tourism / Destination BC, he has a strong entrepreneurial and small business background, having launched new products and services in competitive markets – both emerging and mature.

Samantha Abelson

Advisor



Since 2012, Samantha has led MNC Capital Inc., a leading boutique investment bank's global business development initiatives, as well as the company's strategic direction. Samantha's career was launched at Goldman Sachs in New York, where she worked as an Analyst for several years.

Samantha has also worked as an Associate at the Toronto office of UBS AG on the Ultra High Net Worth Team. Samantha holds a B.Sc. in Business Administration from Boston University, with a concentration in Finance and also earned the designation of Chartered Investment Manager.

Shenoor Jadavji

Founder, President Lotus Capital



Founder and President of Lotus Capital, Shenoor is responsible for the strategic direction of the firm including capital sourcing and structuring value-aligned joint venture investments. She brings over 30 years of experience in real estate transactions totaling more

than \$3 billion across all real estate classes in major and secondary Canadian markets, as well as select US markets. She is currently serving on the Advisory Board for Nexii Building Solutions Inc. and is a trustee on the board of PROREIT (TSX: PRV), serving on its Investment Committee.

Chris Clarke

GM, Traveland RV Group



Chris graduated from BCIT in Operations Management and currently serves as the General Manager for Traveland RV Group. Traveland RV Group consists of 4 Super-centre locations in Langley BC, Kelowna BC, Airdrie AB, and Grande Prairie, as well as a large RV rental operation based in Langley BC.

Randy Hendrickson

Advisor



Randy is a hospitality & tourism industry veteran of nearly 30 years. He formed Horizon Outdoor Hospitality Group in 2003, a firm exclusively serving the outdoor hospitality industry. Randy has over 15 years of State Board experience, including stints serving as Vice President on the Board of Directors and President/Chairman of CalARVC. He has overseen more than \$500M in transactions and managed over 70 RV Resorts in his career.

An aerial photograph of an RV resort nestled in a lush green valley. The resort features numerous RVs parked in designated spots, several small buildings, and a paved road. In the background, there are large, forested mountains under a clear sky. The text "Philosophy" is centered over the image, flanked by two horizontal white lines.

Philosophy

With over 100 years of relevant experience in business, investing, real estate development and hospitality, our team is set to carefully grow our portfolio into a network of premier family-friendly RV resorts and campgrounds in the most desirable locations.

Providing customers with an unforgettable positive experience, originating from quality and consistency, is our main priority. - Joe Bleackley, CEO

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In the early stages of soaring RV use in N.A.



RV Resorts & RV Storage / Self-Storage
DIVERSIFIED REVENUE STREAMS



Investment Recap

**Pathfinder Ventures
is poised to dominate
the North American
RV resort & camping
market**

British Columbia - First & Best Market
AGGRESSIVE ROLL-UP STRATEGY



TSXV: RV



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Ventures



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— Camp Resorts —

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