



# PATHFINDER

— *Ventures* —



**PATHFINDER**

— *Camp Resorts* —

**Q2 2022**

(TSXV: RV) (OTCQB: RVRVF)





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# Explore. Stay. Store.

*The outdoor recreation industry has changed... Significantly.*

Pathfinder Ventures Inc. is building a network of branded family-oriented RV Resorts, RV communities and storage solutions.

Pathfinder is staged to capitalize on the new demands and growth of the recreational vehicle, camping, glamping, cabin travel market, and its ancillary demand for storage solutions.

# VALUE PROPOSITION

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(TSXV: RV) (OTCQB: RVRVF)

Market Capitalization  
(May 13, 2022)

\$5,590,000

100 Day  
Moving Average

\$0.14

Common Shares  
Outstanding

55,926,803



# Consolidation & Development



BRITISH  
COLUMBIA

ALBERTA



- 3** RV Resorts in Operation
- 1** \*RV Resort Re-development
- 3** 2022 Target Acquisitions





# Consolidation: Fragmented Industry

- 4500 RV Parks and campgrounds in Canada / 15,000 in USA
- 80% + of private parks owned by "Mom & Pop"
- RV Customers demanding modern day services & amenities

## Target Properties

### Outdated Properties

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



### Lacking Digital Innovation

Outdated business management systems  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



### New Development Opportunities

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



## Project Completion

### Extensive Site Development

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



### Integrate & Digitize

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



### Business Savvy Approach

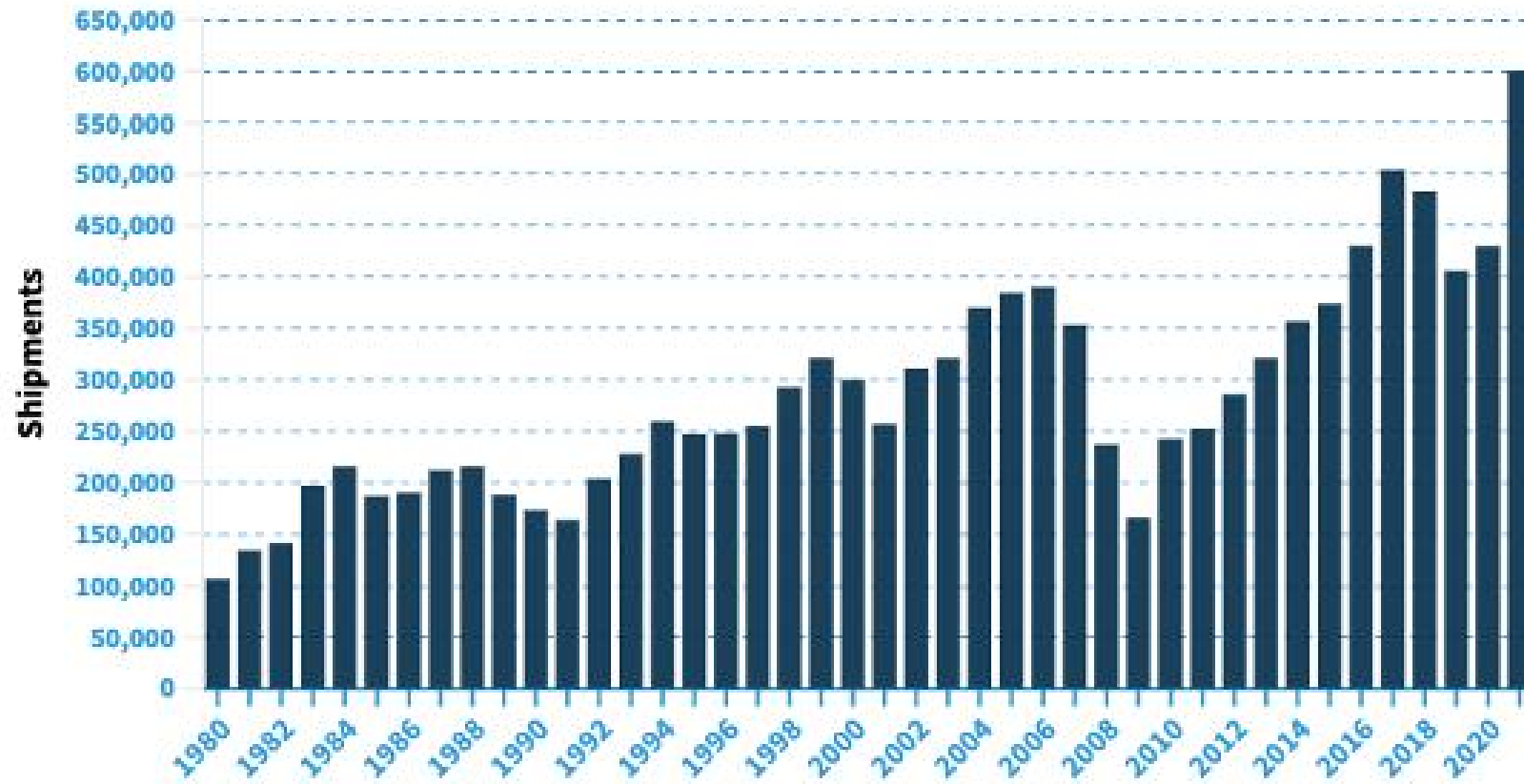
Management with proven track record  
Focused on growth and development



# RV MARKET STATISTICS

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## RV Shipments 1980 - 2021



## Canadian Market Highlights

\$5 billion RV/Camping Industry in Canada

2.1 million Canadians own an RV (2019)

90% RV parks report increasing demand

8 million RV trips made annually

## Industry Highlights

New RV shipments set records in 2020 & 2021

RV maker Thor Industries reports \$18B backlog

KOA reports 51% increase in 2022 bookings

2.6 million new camping households in 2021

(N.A. Camping Report 2021 report)



# STORAGE MARKET STATISTICS

*Over 40 million households are subject to HOA regulations in the United States. Less than 14% of existing HOAs offer RV & Boat storage, forcing residents to find alternative storage solutions.  
(Mini-Storage Messenger, 2021)*



## Industry Highlights

- Approx. 70% of self-storage ownership in Canada is single asset/location.
- Canadian supply ratio less than 2.25sqft/person (US estimates are 3X)
- Capitalization rates major markets range of 4.75% to 6%.

## Transition & Trends - Market Drivers

- Downsizing & Upsizing
- Urbanization & Density
- Work from home



# RV RESORT TARGET MARKET ACQUISITIONS

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## OKANAGAN

BC's Okanagan is known for hot summer days swimming at the beach, boating, golfing, and scenic vineyard views.



## FRASER VALLEY

Conveniently located an hour from Vancouver, the Fraser Valley has everything an outdoor enthusiast could ask for—and more.



## VANCOUVER ISLAND

The Island is a camper's paradise, with oceans, mountains, fishing, skiing, all within a short drive in any direction.





# Acquisitions & Targets



Acquired Oct 2020  
Projected Value: \$7.0 million +



Acquired Operating Co. Dec 2020  
Projected Value: \$2 million



Acquired Dec 2020  
Projected Value: \$7.0 million +



[Expansion] Acquired Mar 2022  
Price: \$750k | Size: 1.89 acres



Targeting South Okanagan



Targeting Vancouver Island



## 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 &  
Storage

37%

of total consumer  
spending



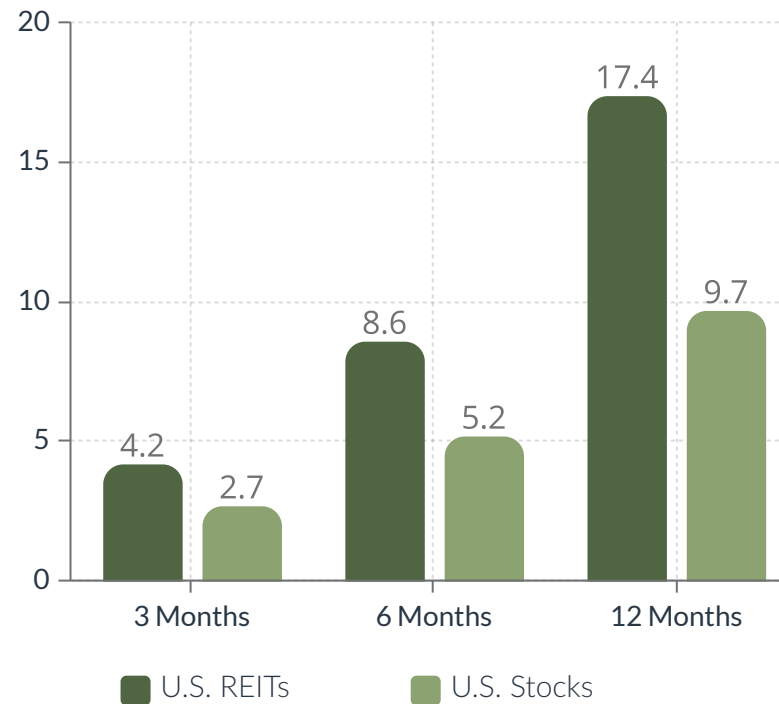
# Interest Rates vs. Real Estate

REITs outperform during times of rising interest rates.

Prior to Change in Federal Funds Rate



After Change in Federal Funds Rate



**Real estate is an essential service,**  
property cannot be replaced.

**Market Volatility favors real estate.**  
Real estate is a safe haven for  
investors.

Real Estate is a hedge against  
inflation.

**Fixed interest rate debt is inflated  
away** as property values increase.



# ONWARD & UPWARD

**2019/2020**

Company Founded  
Team Positioned  
Secured Financing  
Acquired 3 RV Resorts

**2021**

Major Renovations  
Open 2 new RV Resorts  
Launch Pathfinder Camp  
Resorts Brand in B.C.  
Go Public (TSXV: RV)  
Announce Expansion Plans

**2022**

Enter RV & Self Storage Space  
Execute Roll-up Strategy  
Key Management Additions  
USA Stock Listing  
Expansion into South  
Okanagan

**2023**

Continue to add Pathfinder RV  
Resort locations

Introduce Storage into  
developing markets  
Enter RV Communities space



# COMPETITIVE ANALYSIS

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## Publicly Traded Companies

Name	Symbol	EV / EBITDA	Price / Sales	Market Cap
Pathfinder Ventures	TSXV: RV		2.27	\$5.6 M
Sun Communities	NYSE : SUI	22.69	7.77	\$19.07 B
Equity Lifestyle Properties	NYSE : ELS	26.92	10.29	\$13.01 B
Main Street Equities	TSX: MEQ	7.10	6.01	\$1.02 B
Storage Vault	TSX: SVI	32.70	9.62	\$2.18 B

SHARE INFORMATION AS OF MAY 13, 2022



# MANAGEMENT & DIRECTORS

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**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 investment & consulting company and has been a director and executive officer of numerous public companies. Mike developed and sold Niogold to Osisko Mining. He was previously the President, CEO, and Founder of Fortuna Silver Mines (FVI.T)



**Len Brownlie**  
**Director**

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 and CEO of Goldrush Resources Ltd. ("Goldrush").

# ADVISORY BOARD



**Shenoor Jadavji**  
**Advisor**

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



**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 and has overseen more than \$500M in transactions and managed over 70 RV Resorts in his career.



**Chris Clarke**  
**Advisor**

Chris is 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.



**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.





# 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 family-friendly RV resorts and campgrounds in desirable locations.**

**Our main priority is providing customers with an unforgettable experience with quality and consistency. - Joe Bleackley, CEO**





# PATHFINDER

— *Ventures* —

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PATHFINDERVENTURES.CA