

# - PATHFINDER — Ventures —

Q4-2024

**RV RESORTS | LIFESTYLE COMMUNITIES** 

TSX.V: **RV** | OTCQB: **RVRVF** 



The contents of this presentation and any attachments are confidential and are intended solely for the addressee. The information may also be legally privileged. This transmission is sent in trust, for the sole purpose of delivery to the intended recipient. If you have received this transmission in error, any use, reproduction, or dissemination of this transmission is strictly prohibited. This presentation is not, and under no circumstances is to be construed as, a prospectus, offering memorandum, or advertisement or a public offering of securities. This presentation is intended to be a corporate update. Certain information included in this presentation, including any information as to the future financial or operating performance and other statements that express expectations or estimates of future performance, constitute 'forwardlooking statements'. For example, statements about expected market growth, future revenue, and profits are all forward-looking statements. Forward-looking statements are necessarily based upon a number of estimates and assumptions that, while considered reasonable by management, are inherently subject to significant business, economic, and competitive uncertainties and contingencies. Forwardlooking statements known and unknown risks, uncertainties, and other factors that may cause actual financial results, performance or achievements to be material different from the estimated future results, performance or achievements expressed or implied by those forward looking statements and the forward-looking statements are not guarantees of future performance. Except as required by law, the Company disclaims any obligation to update or revise any forward-looking statements, whether as a result of new information, events or otherwise. Readers are cautioned not to put undue reliance on these forward-looking statements. This presentation contains information obtained by the company from third parties, including but not limited to market data. The Company believes such information to be accurate but has not independently verified such information. To the extent such information obtained from third parties sources, there is a risk that the assumptions made are conclusions drawn by the Company based upon such representations are not accurate.





Pathfinder Ventures Inc. is a premier operator of RV resorts and affordable manufactured housing communities, dedicated to providing outstanding hospitality and contemporary amenities as key aspects of its offerings.





## CONSOLIDATION, A FRAGMENTED INDUSTRY

# Mom & Pop Owned



IDER

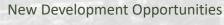
Ventures -

#### **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



 Land within proximity to high tourist areas
 Fee-simple or land lease opportunities Private RV parks and campgrounds: **3,500** in Canada

# **12,000** in USA

**85% +** of private parks owned by "Mom & Pop"

RV Customers demanding modern day services & amenities

# Pathfinder Properties

#### 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



## nroven track





## ROLL-UP AND REDEVELOPMENT

- Target screening based on location and size
- Redevelopment to increase density and upgrade service
- Value uplift through increased occupancy and rate
- High quality cash flow through customer retention



- Strategic land acquisition
- Develop & hold for continued cash flow
- Opportunistic disposal to recycle capital
- Target IRR of 10%+

# PARTNERSHIP & MANAGEMENT

- Registered lease or management contract with First Nations / private owners
- Unleveraged EBITDA growth with minimum capital investment requirement
- Continued brand building

## **RV UNIT SALES**

- Option to sell an RV, park model or tiny home at participating current and future Pathfinder Locations
- Seasonal RV site lease at participating Pathfinder Resorts.
- Increased occupancy percentage and revenue per RV site



### **PATHFINDER PHASE 2 GROWTH**



PATHFINDER CAMP RESORTS: AGASSIZ (EXPANDING)

PATHFINDER FORT CAMPING: LANGLEY

PATHFINDER CAMP RESORTS: PARKSVILLE (EXPANDING)

TARGET ACQUISITIONS: ALBERTA (4 LOCATIONS)

TARGET ACQUISITION: INTERIOR

TARGET ACQUISITIONS: SOUTHERN BC

06



6

## **PATHFINDER PORTFOLIO**





**ACQUIRED OCTOBER 2020** Location: Agassiz-Harrison, South BC

lion+

Land Type:	Freehold Land	
Project Value:	\$5 Million+	
Size:	6.87 acres	
# of Sites:	32 Sites + 8 Cabins	
Expansion:	24 Sites	



**ACQUIRED DECEMBER 2020** Location: Fort Langley, South BC

Land Type: Registered Land Lease Project Value: \$4 Million Size: 18.4 acres # of Sites: 156 Sites + 5 Tent Cabins



**ACQUIRED DECEMBER 2020** Location: Parksville, Vancouver Island

Land Type:	Freehold Land
Project Value:	\$7 Million+
Size:	12.1 acres
# of Sites:	128 Sites + 1 BR Suite





**DEVELOPMENT OPP - APRIL 2024** Location: Osoyoos, BC

Size:	15 acres	
# of Sites Proposed:	117 Sites	
Revenue Potential:	~ \$1.9 Million	
RV Unit Sales:	+ \$5 Million	

Pathfinder MHC Park in Parksville

### PATHFINDER PIPELINE





#### **TARGET Q1 2025**

Size:10 acres# of Sites:~90 SitesNOI Contribution:\$250,000+Future Asset Contribution:\$4 M +



#### **TARGET Q1 2025**

Size:	22 acres	
# of Sites:	~60 Sites	
NOI Contribution:	\$150,000	
Future Asset Contribution: \$4 M +		
Expansion Potential:		



#### **TARGET Q1 2025**

Size:	48 acres
# of Sites:	215 Sites
NOI Contribution:	\$1,000,000
Asset Contribution:	\$10 Million

## **RV PROPERTY OPERATING MODELS**

#### **CAMP RESORTS**

S. P. State Street

Resort style tourism-based properties

TARGET REVENUE \$12k-\$14k/RV pad

> NOI MARGIN 35%-45%

TARGET FY OCCUPANCY 75%

RV/CAMP DAILY RATE \$60-\$80/day

WINTER SEASON \$700-\$965/month

Launched: FY21 Total # of campsites: 3 SEASONAL STAY

Long-term / seasonal stay solution providing steady cash flow

TARGET REVENUE \$8k-\$12k / RV pad

> NOI MARGIN 60%-65%

TARGET FY OCCUPANCY 95%



Launched: Q1 2024 Total # of campsites: 1

#### MANAGEMENT

ENCLOSING

Resort Mangement of Unowned RV Parks and Resorts

> REVENUE % Based Fees

RIGHT OF FIRST REFUSAL Building an Acquisition Pipeline



Planned Launch: FY24

Pathfinder Ventures, a leading operator of RV parks, is excited to announce the launch of its new division, Pathfinder Lifestyle Communities. This division will focus on acquiring and developing modular home communities, offering sustainable and affordable housing solutions to address the region's growing housing shortages and affordability challenges.

Pathfinder Lifestyle Communities aims to create vibrant, well-planned neighborhoods that provide residents with high-quality, affordable homes and resort-like amenities. By utilizing the efficiencies of modular construction, these communities can be developed more quickly and cost-effectively than traditional housing, making homeownership accessible to a wider range of people.

- Affordable Housing Solutions
- Land-Lease Community
- Stable, Attractive Asset Class
- Sustainable Development
- Community-Oriented Living

# **PATHFINDER** Lifestyle Communities

## PATHFINDER LIFESTYLE COMMUNITIES



### ADDRESSING CANADA'S AFFORDABLE HOUSING CRISIS

# ACQUISITION & DEVELOPMENT OF MANUFACTURED HOME COMMUNITIES

Key Highlights of Pathfinder Lifestyle Communities

- Affordable Housing Solutions: By utilizing manufactured housing construction techniques, pathfinder lifestyle communities can offer homes at a fraction of the cost of traditional construction, making homeownership more attainable.
- Land-Lease Community: Where the customer owns the home, RV, or residence, but not the land the unit sits on. instead, pathfinder leases the land to the homeowner and provides services to the residents. Such ownership is appropriate for young first-time home buyers or those looking to downsize.
- **Stable, Attractive Asset Class:** Manufactured home communities represent a stable and attractive investment opportunity, characterized by steady demand and resilient performance even during economic downturns.
- **Sustainable Development:** Manufactured homes are built with precision in controlled environments, reducing waste and promoting sustainability. these communities and homes are designed to be energy-efficient and environmentally friendly.
- **Community-Oriented Living:** Pathfinder lifestyle communities are designed to create a sense of community, offering amenities and shared spaces that encourage social interaction and a high quality of life for residents.

## Pathfinder Lifestyle Communities Launch 2024

#### Parksville - 10 Units Manufactured Homes (100% Occupancy)

Pathfinder will focus on partnering with manufacturers to develop affordable homes that can be developed quickly and that are cost effective. Home ownership can be made easier and more affordable by focusing on long term land leases where Pathfinder Communities can manage the lease and community.



Cascade Village Manufactured Home Community - Oregon

### PATHFINDER LIFESTYLE COMMUNITIES



### HOUSING AFFORDABILITY CRISIS STATS

#### Pathfinder believes that by 2030 Canada will need an additional 3.5 million housing units to restore affordability

 In Q3 2023 a median household would have to allocate a staggering 63.5% of its income to afford the mortgage on a "typical" home.

#### • Economic Accessibility:

 Affordable housing is designed to be within the financial reach of low-and moderate-income families. This helps ensure that individuals and families do not spend an excessive portion of their income on housing, which can improve overall quality of life and financial stability.

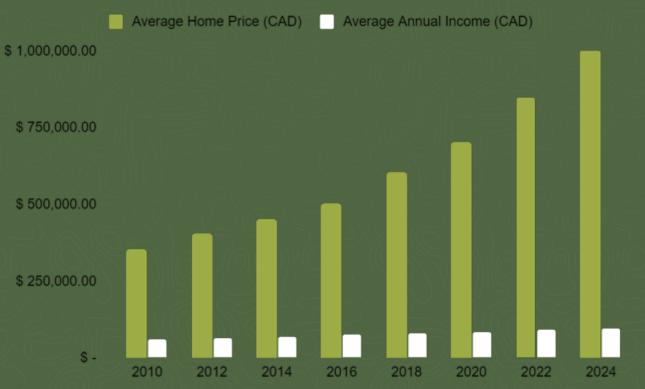
#### Reduced Financial Stress:

 When housing cost are manageable, people have more disposable income to spend on other necessities such as food, healthcare, and education.

#### • Sustainable Development:

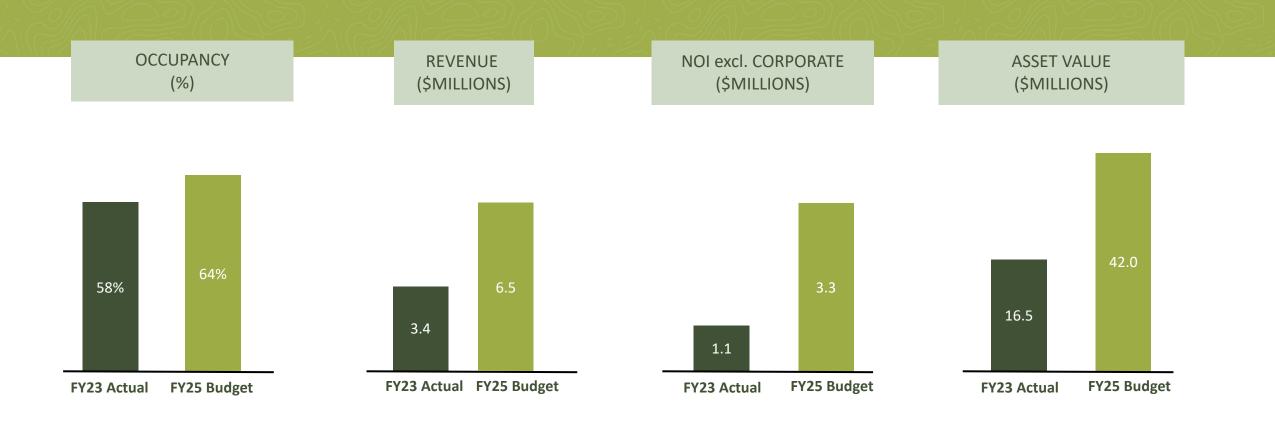
 Affordable housing projects are often integrated into broader urban planning strategies that focus on sustainability and long-term community development. This can include the use of energy-efficient building materials, green spaces, and accessible public services.

# Housing Affordability in Canada (2010-2024)

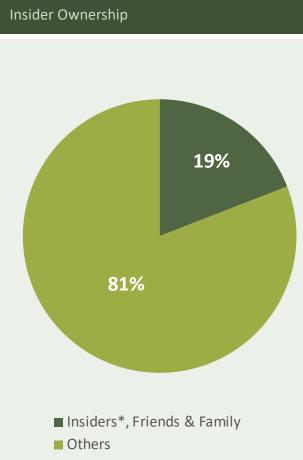




Camp Resorts seeing strong growth in customer demands since the opening in FY21. Organic growth to continue into 2024 and beyond through increased occupancy, expanded offerings and rate increases.







CURRENT Financing Ter	ms	Cap Table - Post Cons Financing	solidation and
Issue Price: \$0.10 Amount: \$2,000,000 Warrants: ½ \$0.20 (36 Months) 1 <sup>st</sup> Tranche closed on \$700,000 Recently UPSIZED from \$1m to \$2 Million		<b>SHARE PRICE</b> (10/20/2024)	\$0.11
		Market Cap	\$2.7 M
		<b>Common Stock</b> Warrants Options	<b>23,420,494</b> 1,657,397 1,326,515
<b>Use of Proceeds</b> Acquisition Capital Ongoing Expansions & Development General Working Capital		Total Fully Diluted	26,404,406
		Avg. Exercise Price of Warrants	\$0.32
		POST FINANCING	
Corporate Debt		Market Cap	\$4.7 M
Mortgages	~\$7,200,000	<b>Common Stock</b> Warrants Options	<b>43,420,494</b> 11,657,397 1,326,515
Corporate Debt\$2,395,000Founders Notes\$800,000MaturityMarch 2026	Total Fully Diluted	56,404,406	
		Avg. Exercise Price of Warrants	\$0.20

#### 



# **PATHFINDER PEERS – PRICE TO SALES (TTM)**

NDER

— Ventures —

•) A





Joe Bleackley CEO / Founder / Director

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.



**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.



#### **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 multifaceted tourism operations.



Matt Lee

Mathew has over 15 years of experience as a finance executive and is currently serving as president of Manning Lee Management Ltd.. Mathew specializes in providing M&A accounting, management, securities regulatory compliance, and corporate secretarial services. Mathew is a CPA Charter holder and earned a B. Comm from the University of British Columbia.



# Keith Watts

#### Director

A Kelowna realtor with 26+ years of experience, specializes in commercial & residential property development. Notable projects include a 109-lot development in West Kelowna (nearly \$43M in sales) and a 230-lot development in Lake Country (\$50M in sales). Keith is also a RE/MAX Hall of Fame inductee and Platinum Club Award winner. & DIRECTORS



# Leonard 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 and 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.

# 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

- Continue Asset Stabilization
- Key Management Additions
- USA Stock Listing

# 2023

Launch Management Services Division
Agassiz-Harrison Site Expansion Permit
Enter RV Communities Space

# 2024

- Continue Asset Expansions
  RV/MHC Sales launch
  Launch of
- Pathfinder Lifestyle Communities

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

