

Q4-2024

RV RESORTS | LIFESTYLE COMMUNITIES

TSX.V: RV | OTCQB: RVRVF



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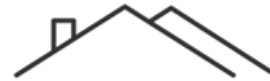
— *Ventures* —

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.



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— *Camp Resorts* —



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Lifestyle Communities



Mom & Pop Owned

Outdated Properties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- Outdated business management systems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

Rv Park Consolidation: a Fragmented Industry

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

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

GREEN FIELD DEVELOPMENT

- 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

1

2

3

4



- Pathfinder Agassiz
(Expanding)
- Pathfinder Fort Camping
Langley
- Pathfinder Parkville
(Expanding)
- TARGET ACQUISITIONS:
ALBERTA (4 Locations)
- TARGET ACQUISITION:
interior
- TARGET ACQUISITIONS:
Southern BC





Acquired October 2020

Location: Agassiz-Harrison, South BC

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



10 Unit MHC Park in Parksville



Target Q1 2025

Size: 10 acres
of Sites: ~90 Sites
NOI 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

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%

Planned Launch: FY24



MANAGEMENT

Resort Mangement of Unowned RV Parks and Resorts
Revenue

% Based Fees

Right of first refusal

Building an Acquisition Pipeline

Launched: Q1 2024

Total # of campsites: 1



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**





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.



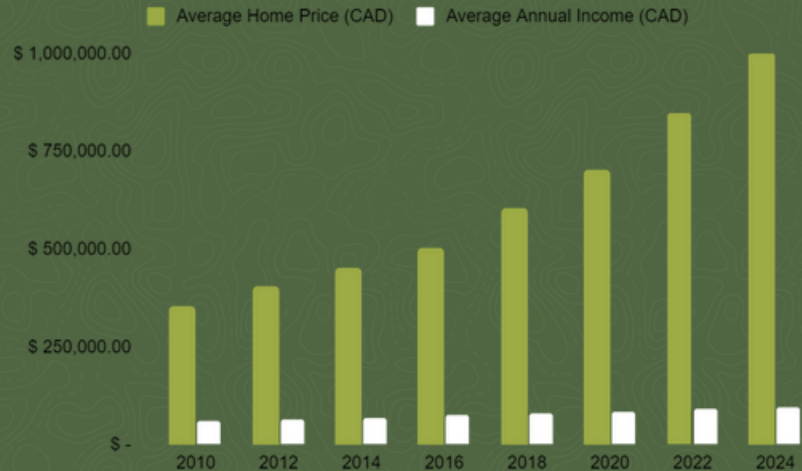
Cascade Village Manufactured Home Community – Oregon



Pathfinder 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)

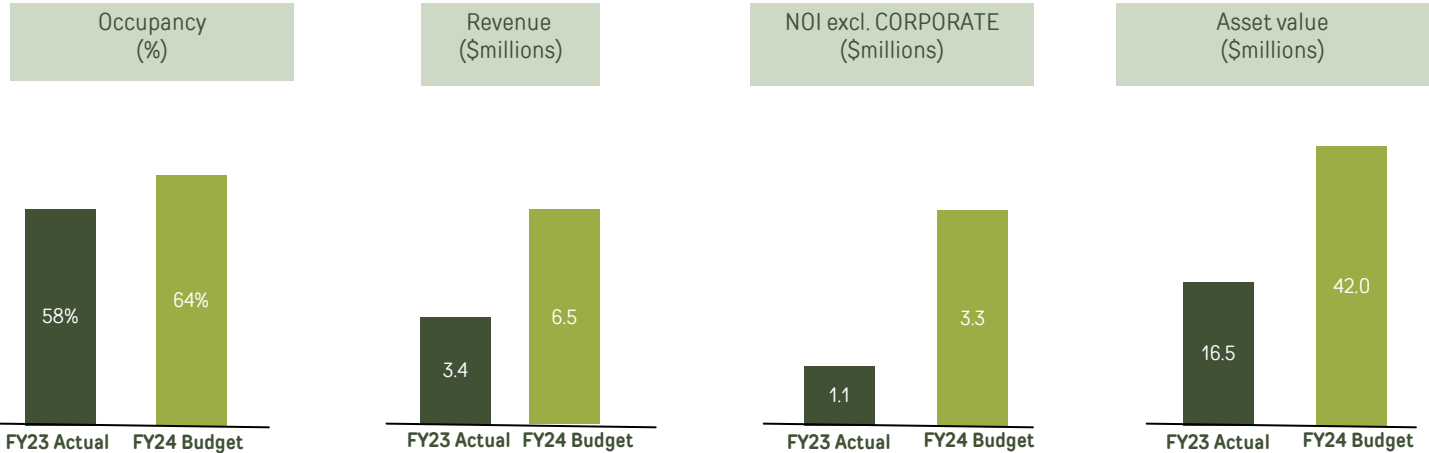


Source: Data and stats by CMHC

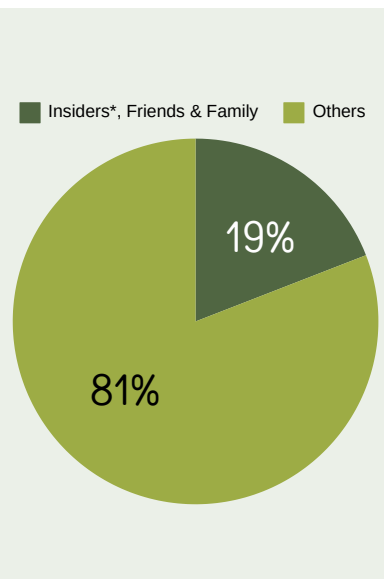
FINANCIAL PROJECTIONS



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.



Insider Ownership



CURRENT Financing Terms

Issue Price: \$0.10

Amount: \$1,000,000

Warrants: ½ \$0.20 (36 Months)

Use of Proceeds

Acquisition Capital (deposits)
Ongoing Expansions & Development
General Working Capital

Corporate Debt

Mortgages	~\$7,200,000
Corporate Debt	\$2,395,000
Founders Notes	\$800,000
Maturity	March 2026

Cap Table – Post Consolidation and Financing

SHARE PRICE (09/10/2024)	\$0.10
Market Cap	\$2.3M
Common Stock	23,420,494
Warrants	1,657,397
Options	1,326,515
Total Fully Diluted	26,404,406
Avg. Exercise Price of Warrants	\$0.32
POST FINANCING	
Market Cap	\$4.0M
Common Stock	33,420,494
Warrants	6,657,397
Options	1,326,515
Total Fully Diluted	41,404,406
Avg. Exercise Price of Warrants	\$0.21

COMPELLING VALUE
OPPORTUNITY



TSX: MHC.UN

10.99



NYSE: ELS

11.25



NYSE: SUI

7.61



TSX.V:RV

3.53

SHARE INFORMATION AS OF FEBRUARY 26TH

EV / Revenue LTM



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.



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

CFO

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.



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.



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.



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.

Interest Rates vs. Real Estate



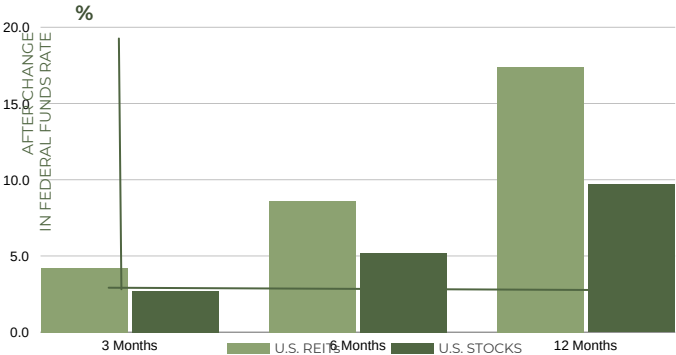
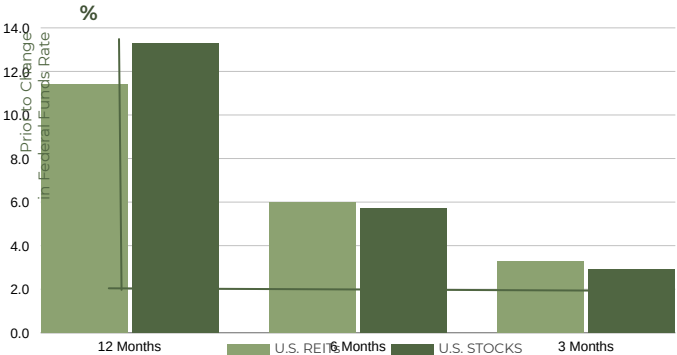
Real estate is an essential service, property cannot be replaced

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

REITs outperform during times of rising interest rates.



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 Acquisition
- RV Sales launch
- Increase Asset Value
- Launch of Pathfinder Lifestyle Communities

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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