

BUSINESS MODEL

PROCESS

PRODUCTS

ADVANTAGES

MARKET SEGMENTS

OPERATIONAL MARKETS

- Aerospace + Defense
- COMMERCIAL + INDUSTRIAL

LICENSING MARKETS

- Residential
- Healthcare
- ENERGY
- AGRICULTURE
- Mobile

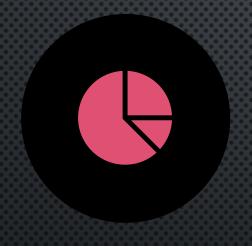
OPERATIONAL MARKET SEGMENTS

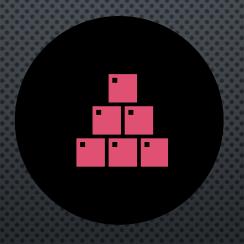
- NORTHSTAR OPERATES IN THE CAPACITY OF A SUBCONTRACTOR OR MATERIAL SUPPLIER TO THE PRIME CONTRACTOR.
- NORTHSTAR OFFERS TURN-KEY SERVICES INCLUDING CONSULTING, TRAINING, DESIGN, ENGINEERING, MANUFACTURING AND INSTALLATION OF IT'S BUILDING SYSTEMS.

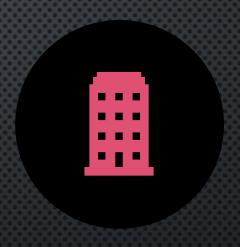
LICENSING MARKET SEGMENTS

- NORTHSTAR LICENSES IT'S IP TECHNOLOGIES TO SPECIALTY MANUFACTURERS FOR BUILDING THEIR PRODUCTS USING NORTHSTAR'S BUILDING SYSTEMS AND METHODS
- NORTHSTAR LICENSEES CONTRACT DIRECTLY WITH THE CLIENT OR END-USER.
- NORTHSTAR LICENSEES PURCHASE NORTHSTAR OEM MATERIALS DIRECTLY FROM NORTHSTAR
 AS A MATERIAL SUPPLIER
- NORTHSTAR PROVIDES ITS LICENSEES WITH CONSULTING, TRAINING AND PLANT CERTIFICATION
 TO COMPLY WITH NORTHSTAR PRODUCT APPROVAL AND QUALITY ASSURANCE PROGRAM

REVENUE STREAMS







LICENSING SALES

OEM MATERIAL SALES

PROJECT SALES

LICENSING SALES REVENUE

Builder License \$xxx per region or territory

Mobile Dealer License \$xxx

Fabricator \$xxx per state

Installer \$xxx per region

YEAR -1 LICENSE REVENUE MODEL

License Type	License Fee	Quantity Goals	Year 1 Revenue
Commercial Builder	\$xxx	50	\$xxx
Modular Home MFG	\$xxx	2	\$xxx
Mobile Dealer	\$xxx	1	\$xxx
Fabricator	\$xxx	5	\$xxx
Installer	\$xxx	50	\$xxx
Totals			\$xxx

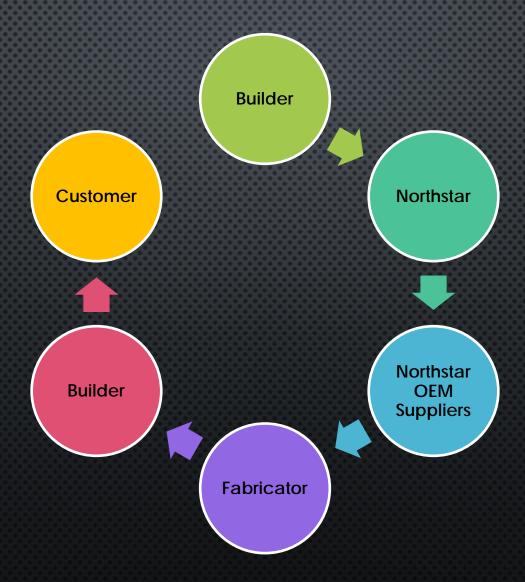
OEM MATERIAL REVENUE – EXAMPLE MODEL

Product	Quantity	Unit Cost	Total Cost	GPM	Gross Profit
Wall panels	130,000 SF	\$15.00/SF	\$1,950,000	30%	\$585,000

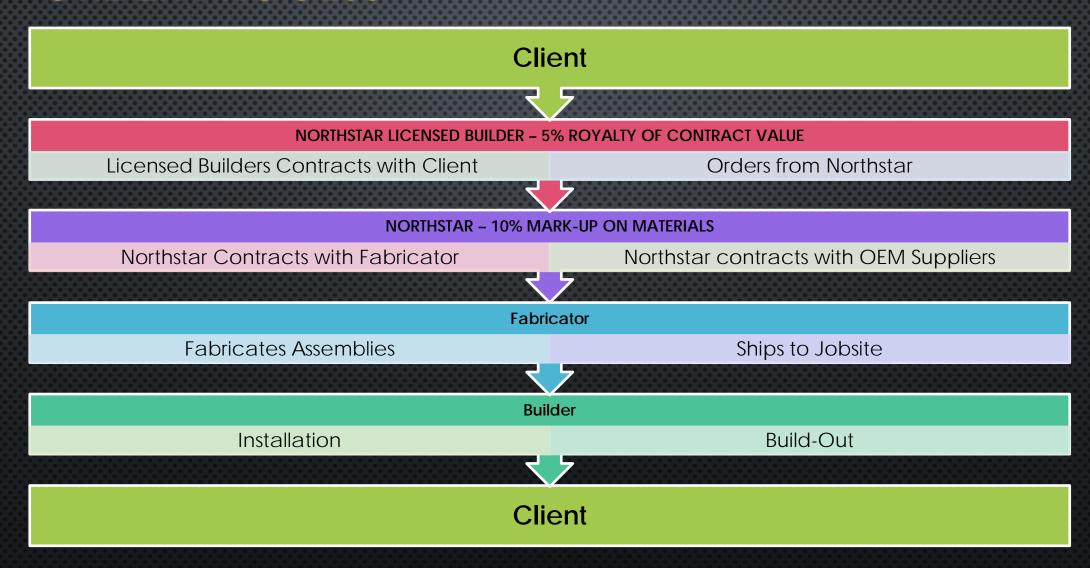
PROJECT REVENUE – EXAMPLE MODEL

Product	Quantity	Unit Cost	Total Cost	GPM	Gross Profit
Wall panels	130,000 SF	\$27.38/SF	\$3,559,400	30%	\$1,067,820

SALES CYCLE



ORDER PROCESS



NORTHSTAR OEM PRODUCTS

WALL SYSTEMS

- Northstar Exterior Wall Panels
- Northstar Architectural Precast Concrete Wall Panels

STRUCTURAL SYSTEMS

- Single-Story
- Multi-Story
- Modular
- Mobile

FLOOR SYSTEMS

- Joist
- Open Web Truss

ROOF SYSTEMS

- Joist
- Open Web Truss

PILINGS

- Composite
- Helical

REVENUE MODEL

Northstar Product Dealer Yearly <u>Maintenance</u> Fee

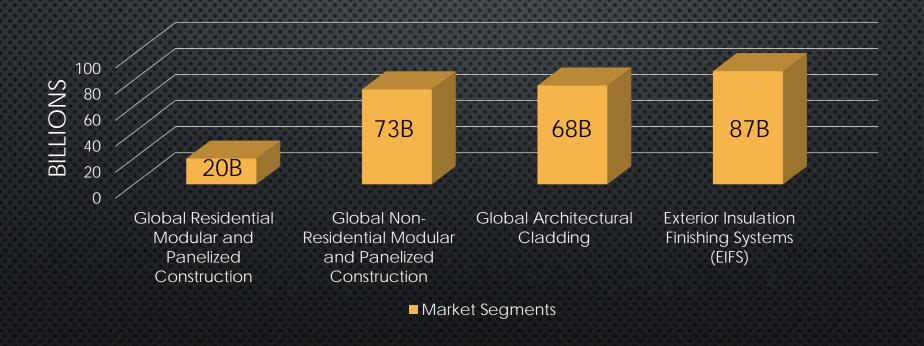
XX% markup for COGS

Northstar

Northstar IP Licensee Yearly License Fee

XX% markup on FRP Material

MARKET SIZE



CHALLENGERS





NICHE PLAYERS



kasita

LEADERS



VISIONARIES



ch x tld

TECHNOLOGY TIMELINE

Combination of steel and FRP composite to 100% FRP composite















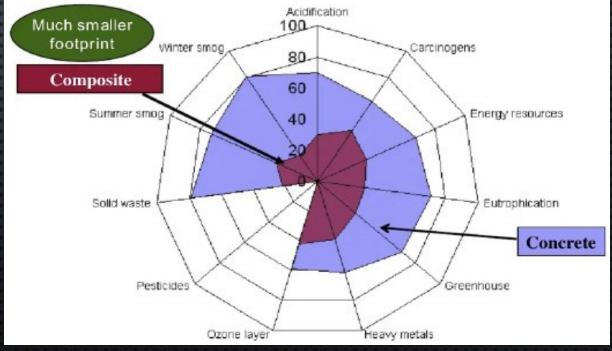


SUSTAINABILITY

Composite vs. Concrete

The energy consumed in the production of the concrete was the most significant contributor to differences between composite and concrete impacts.





NORTHSTAR COMMERCIAL PROJECTS







NORTHSTAR HOME MODELS



NORTHSTAR COUNTER-DRONE TECHNOLOGY







