



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.

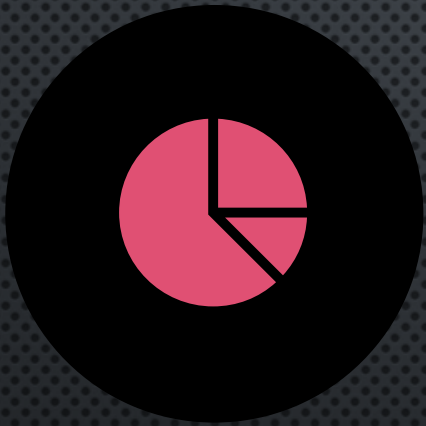


# LICENSING MARKET SEGMENTS

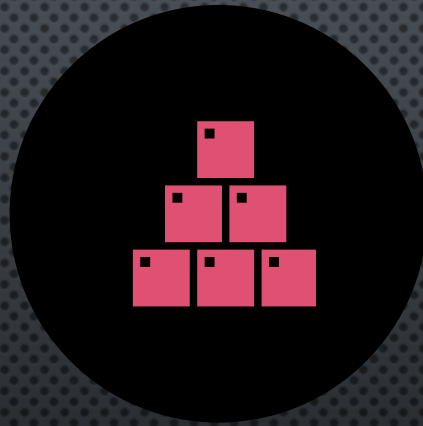
- NORTHSTAR LICENSES IT'S IP TECHNOLOGIES TO SPECIALTY MANUFACTURERS FOR BUILDING THEIR PRODUCTS USING NORTHSTAR'S BUILDING SYSTEMS AND METHODS
- NORTHSTAR LICENSEES CONTRACT DIRECTLY WITH THE CLIENT OR END-USER
- NORTHSTAR LICENSEES PURCHASE NORTHSTAR OEM MATERIALS DIRECTLY FROM NORTHSTAR AS A MATERIAL 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



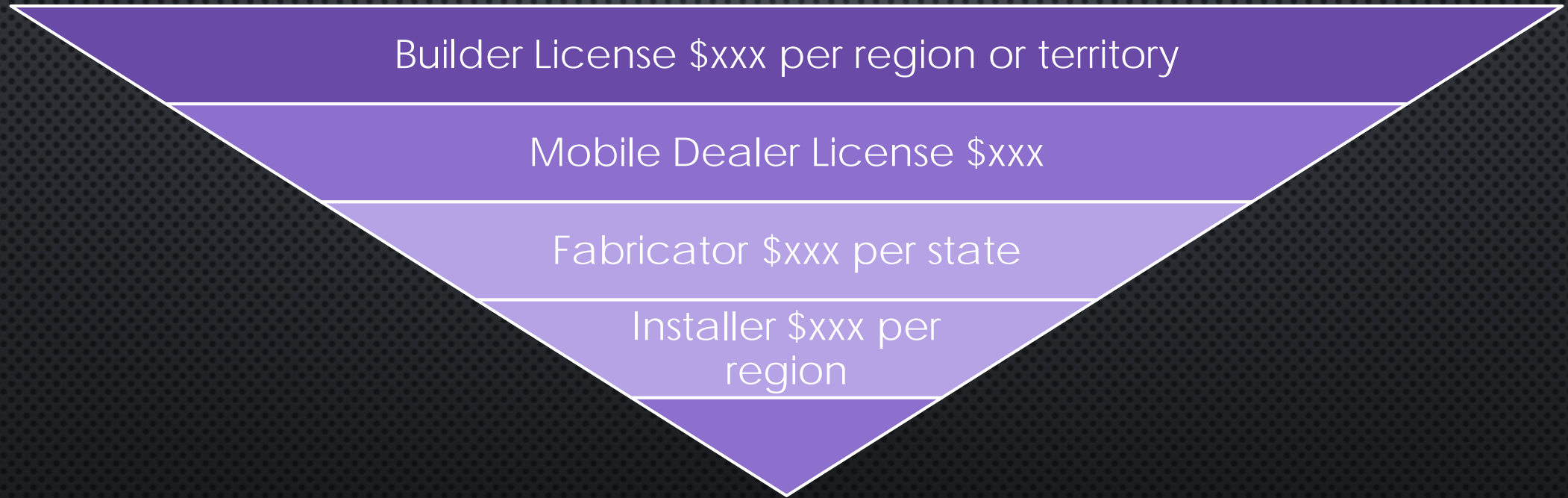
OEM MATERIAL SALES



PROJECT SALES



# LICENSING SALES REVENUE





# 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

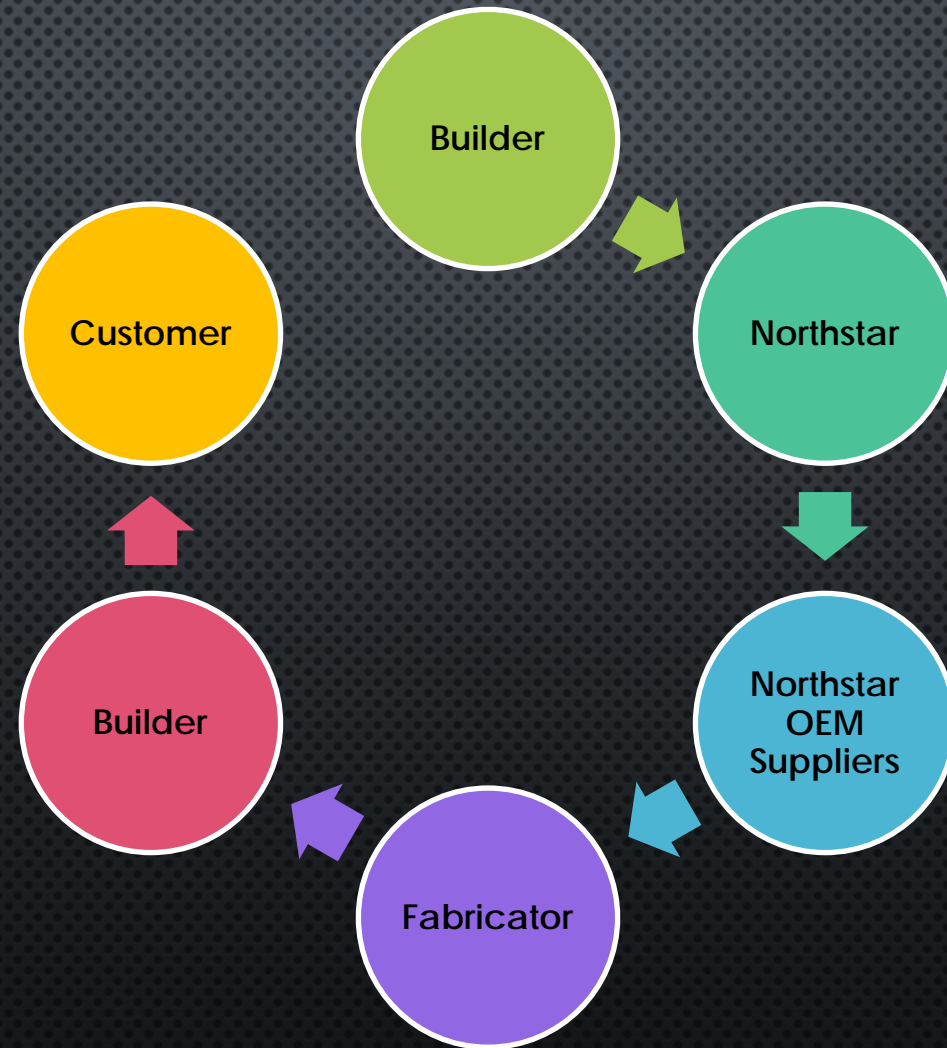


# PROJECT REVENUE – EXAMPLE MODEL

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

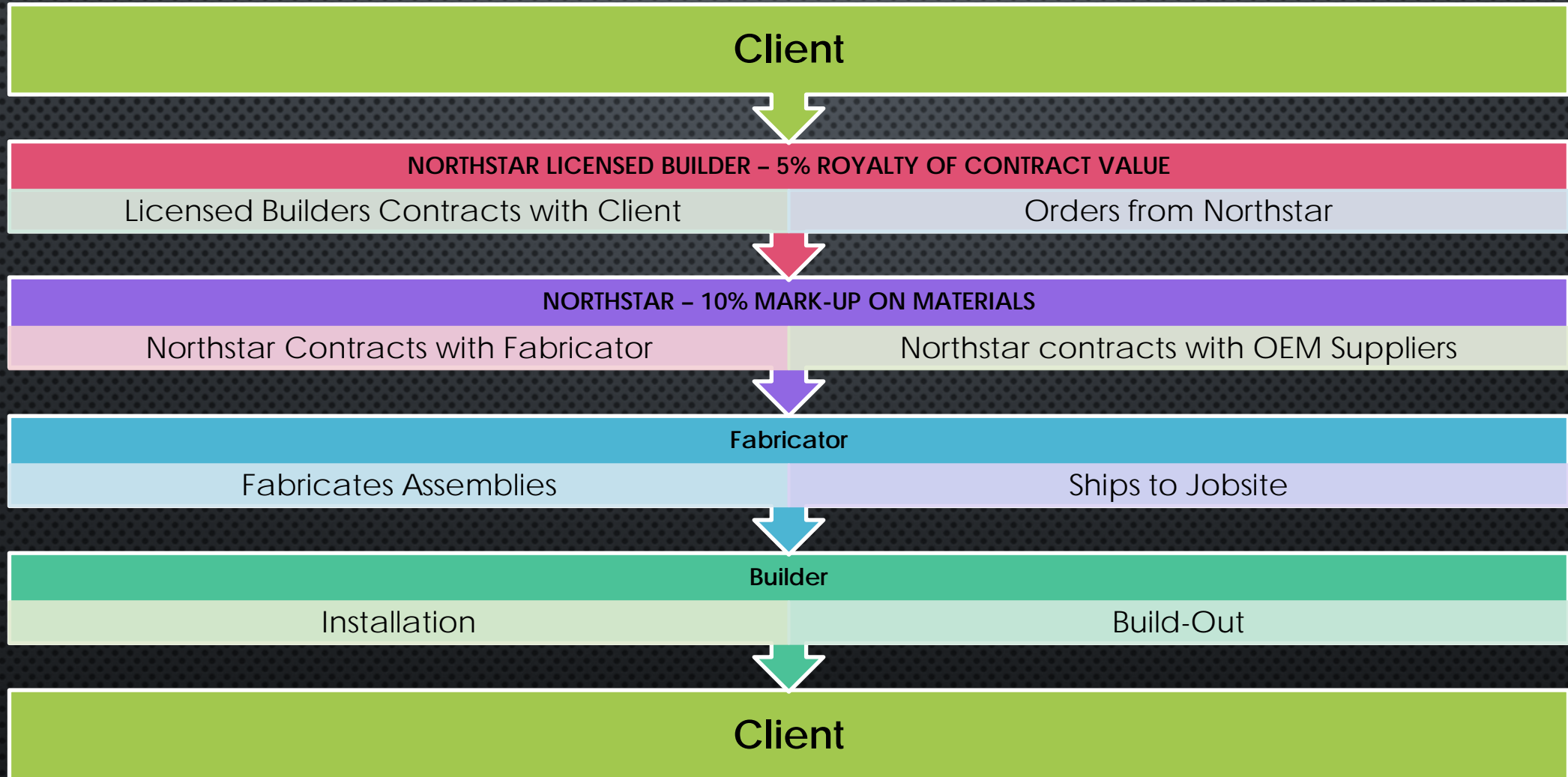


# SALES CYCLE





# 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

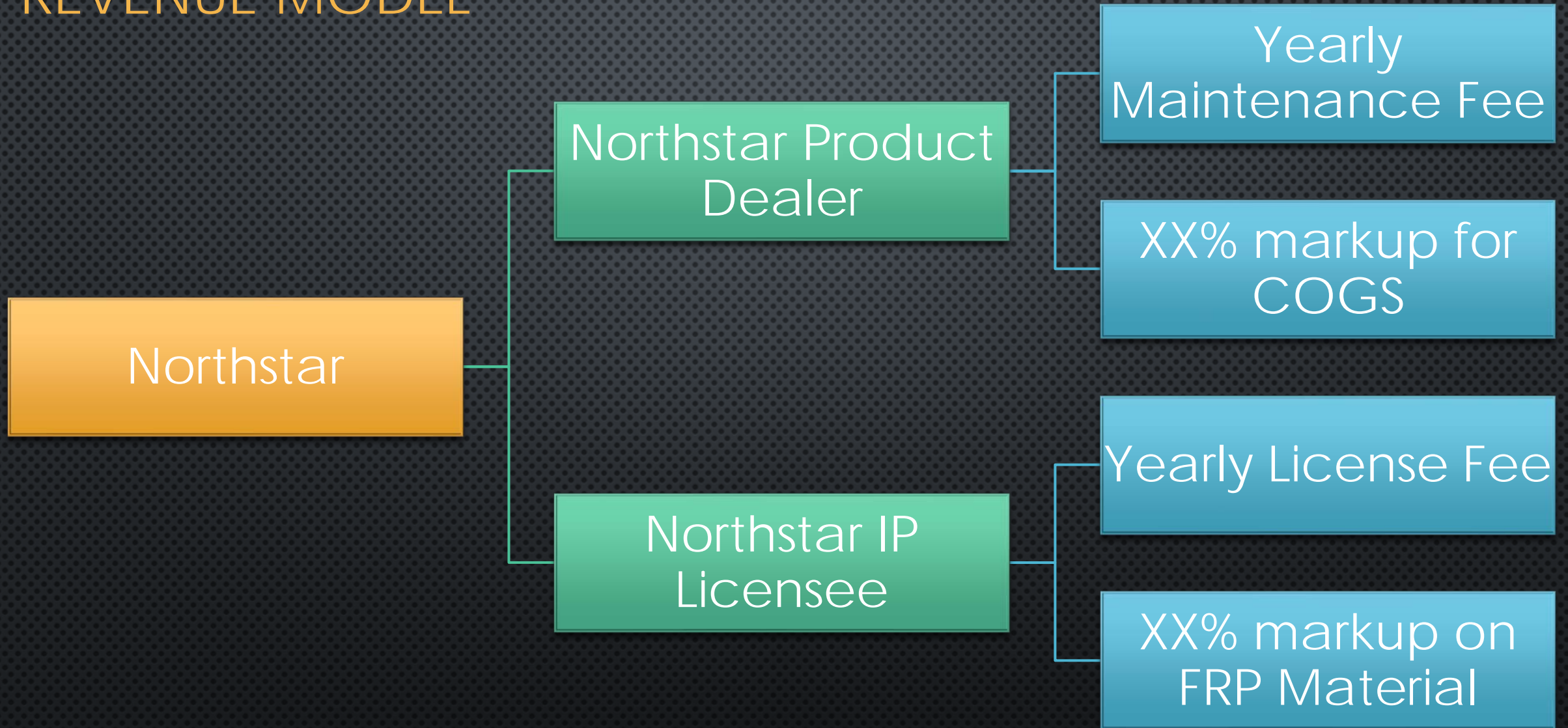
- Joist
- Open Web Truss

## PILINGS

- Composite
- Helical

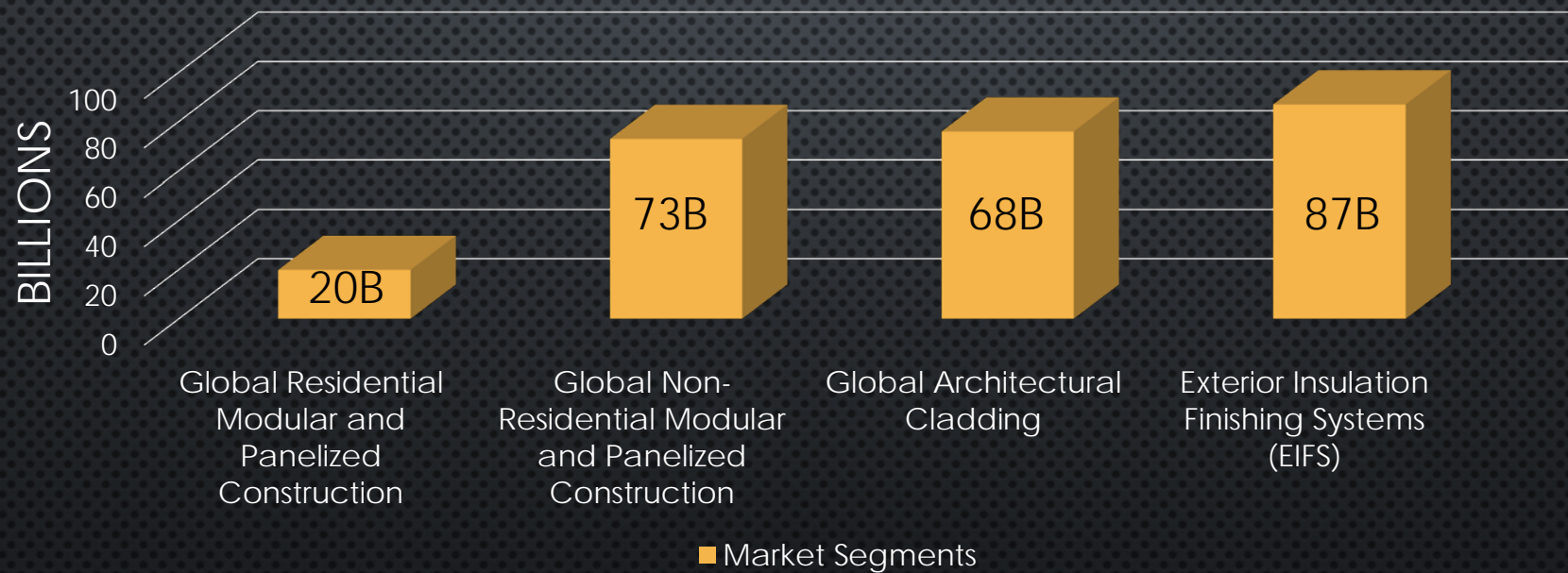


# REVENUE MODEL



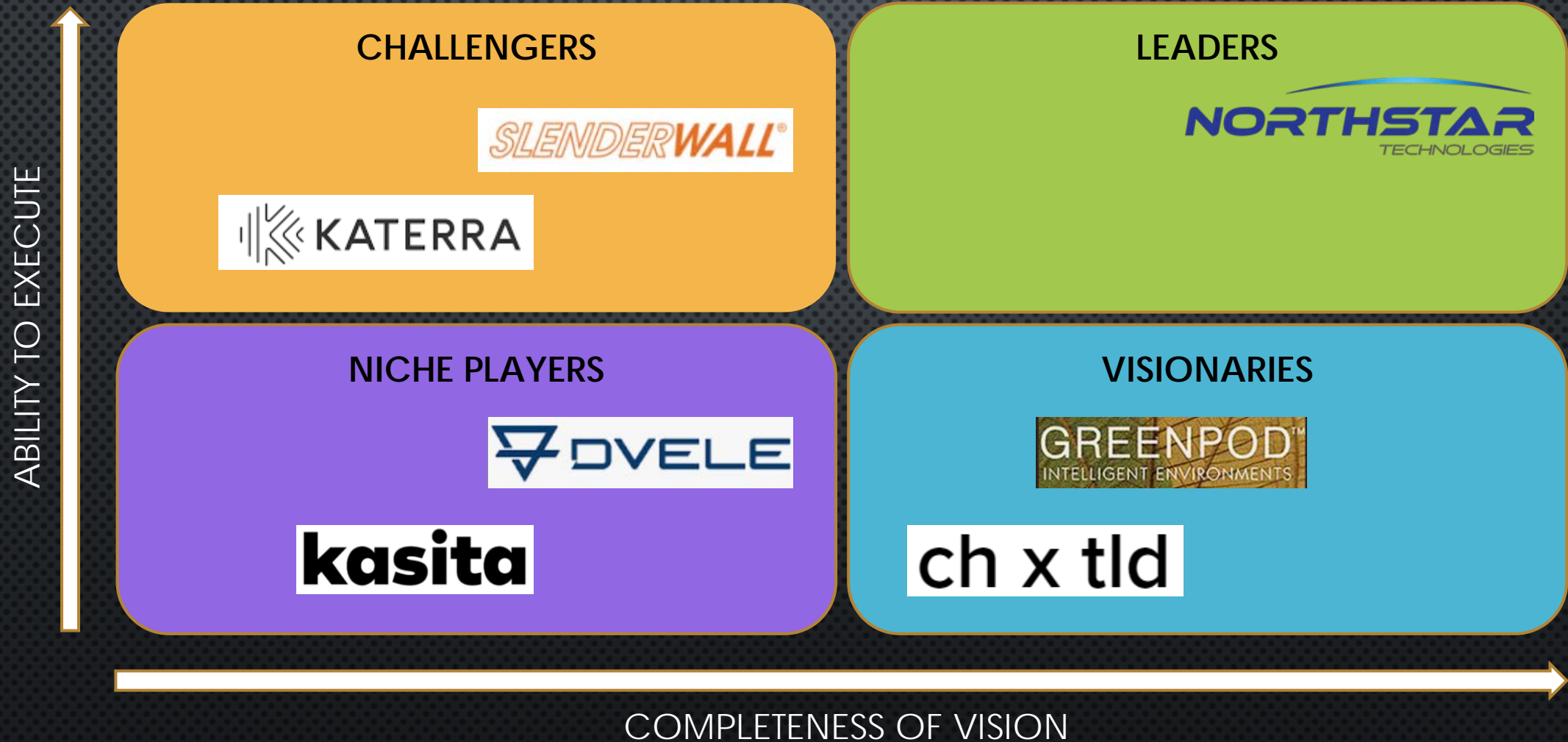


# MARKET SIZE





# COMPETITIVE LANDSCAPE





# TECHNOLOGY TIMELINE

Combination of steel and FRP composite to 100% FRP composite

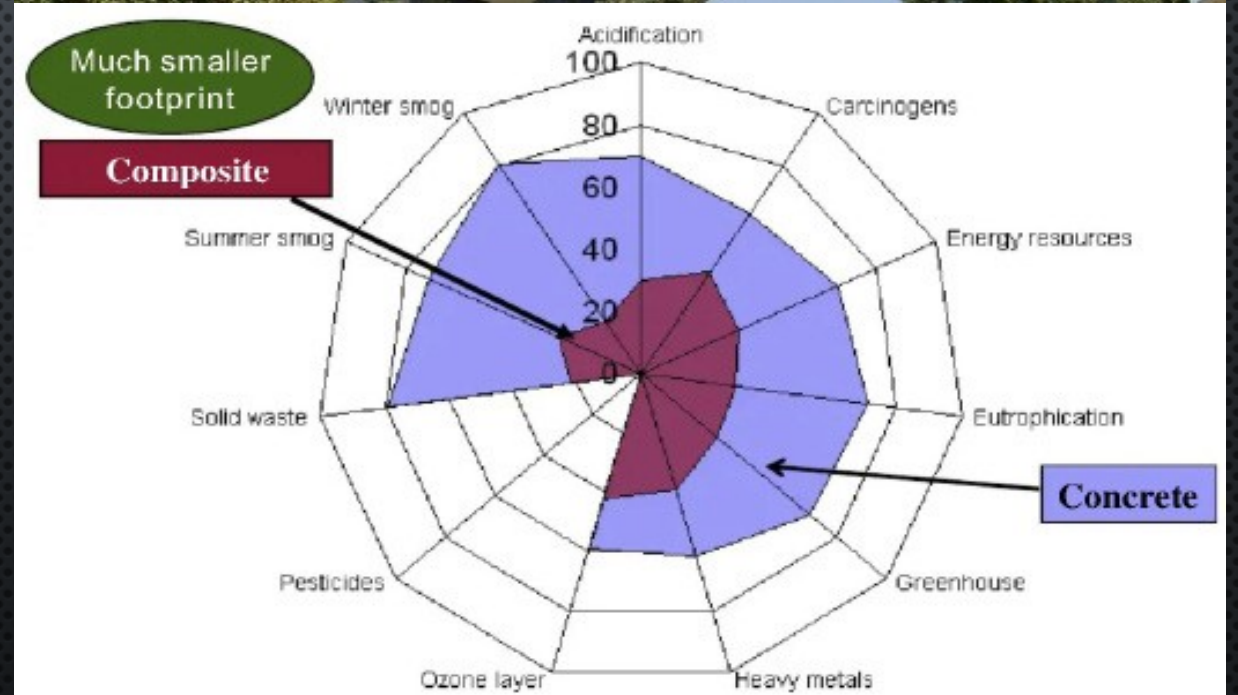




# SUSTAINABILITY

## 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





A satellite view of Earth at night, showing the curvature of the planet and numerous glowing city lights across the continents. The lights are concentrated in major urban areas, creating a network of golden-yellow points and lines against the dark blue and black background of the night sky and oceans.

One Source from Innovation to Integration.

The logo for Northstar Technologies. It features a stylized blue arc above the word "NORTHSTAR" in a bold, blue, sans-serif font. Below "NORTHSTAR" is the word "TECHNOLOGIES" in a smaller, blue, sans-serif font.

**NORTHSTAR**  
TECHNOLOGIES