BUSINESS MODEL
PROCESS
PRODUCTS
ADVANTAGES
MARKET SEGMENTS

OPERATIONAL MARKETS
- AEROSPACE + DEFENSE
- COMMERIAL + INDUSTRIAL

LICENSES 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 its 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**
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

<table>
<thead>
<tr>
<th>License Type</th>
<th>License Fee</th>
<th>Quantity Goals</th>
<th>Year 1 Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Builder</td>
<td>$xxx</td>
<td>50</td>
<td>$xxx</td>
</tr>
<tr>
<td>Modular Home MFG</td>
<td>$xxx</td>
<td>2</td>
<td>$xxx</td>
</tr>
<tr>
<td>Mobile Dealer</td>
<td>$xxx</td>
<td>1</td>
<td>$xxx</td>
</tr>
<tr>
<td>Fabricator</td>
<td>$xxx</td>
<td>5</td>
<td>$xxx</td>
</tr>
<tr>
<td>Installer</td>
<td>$xxx</td>
<td>50</td>
<td>$xxx</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td></td>
<td></td>
<td><strong>$xxx</strong></td>
</tr>
</tbody>
</table>
### OEM Material Revenue - Example Model

<table>
<thead>
<tr>
<th>Product</th>
<th>Quantity</th>
<th>Unit Cost</th>
<th>Total Cost</th>
<th>GPM</th>
<th>Gross Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wall panels</td>
<td>130,000 SF</td>
<td>$15.00/SF</td>
<td>$1,950,000</td>
<td>30%</td>
<td>$585,000</td>
</tr>
</tbody>
</table>
## PROJECT REVENUE - EXAMPLE MODEL

<table>
<thead>
<tr>
<th>Product</th>
<th>Quantity</th>
<th>Unit Cost</th>
<th>Total Cost</th>
<th>GPM</th>
<th>Gross Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wall panels</td>
<td>130,000 SF</td>
<td>$27.38/ SF</td>
<td>$3,559,400</td>
<td>30%</td>
<td>$1,067,820</td>
</tr>
</tbody>
</table>
ORDER PROCESS

Client

NORTHSTAR LICENSED BUILDER - 5% ROYALTY OF CONTRACT VALUE
Licensed Builders Contracts with Client  Orders from Northstar

NORTHSTAR - 10% MARK-UP ON MATERIALS
Northstar Contracts with Fabricator  Northstar contracts with OEM Suppliers

Fabricator
Fabricates Assemblies  Ships to Jobsite

Builder
Installation  Build-Out

Client
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

Northstar Product Dealer

Yearly Maintenance Fee

XX% markup for COGS

Northstar IP Licensee

Yearly License Fee

XX% markup on FRP Material
MARKET SIZE

- Global Residential Modular and Panelized Construction: 20B
- Global Non-Residential Modular and Panelized Construction: 73B
- Global Architectural Cladding: 68B
- Exterior Insulation Finishing Systems (EIFS): 87B
COMPETITIVE LANDSCAPE

CHALLENGERS
- SLENDERWALL
- KATERRA

NICHE PLAYERS
- DVELE
- kasita

VISIONARIES
- GREENPOD
- ch x tld

LEADERS
- NORTHSTAR

ABILITY TO EXECUTE vs. COMPLETENESS OF VISION
TECHNOLOGY TIMELINE

Combination of steel and FRP composite to 100% FRP composite
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 HOME MODELS
NORTHSTAR COUNTER-DRONE TECHNOLOGY
One Source from Innovation to Integration.