



# The Next Generation Greenhouse Gas Emissions Management and Reporting Platform

The science and business of decarbonization.

**Nectivio** turns sustainability into a competitive advantage







## OUR MISSION

Empower businesses with actionable insights needed to decarbonize.

## OUR VISION

Make sustainability profitable

**Nectivio's** GHG Emissions Management, Accounting, and Sustainability Reporting Platform leverages 50+ years of experience with an easy-to-use, AI-accelerated platform to

- ✓ Guide companies to reduce their greenhouse gas emissions
- ✓ Overcome the major challenges in collecting emissions-related data, both internally and across the value chain
- ✓ Provide comprehensive reporting compliant with the latest ESG reporting frameworks
- ✓ Enable emissions reduction analysis to meet decarbonization targets
- ✓ Empower leadership and sustainability teams with an actionable framework for decarbonization

# THE TEAM

## LANCE CHASTAIN CO-FOUNDER / CEO

<https://www.linkedin.com/in/lance-chastain/>

Deep and broad experience as a founder in technology, infrastructure, sustainability, and value chain industries with exits, company builder, C level leader, and board leader. Experience and expertise provide an intimate, detailed, and operationalized understanding of how to lead and scale companies for success and the right outcomes.



### Education and Certifications

- BBA, Business & Management, Magna Cum Laude  
Barton School of Business, Wichita State University
- Carbon Management Graduate Certificate  
Colorado State University, Warner College of Natural Resources. 4.0 GPA.
- Carbon Capture, Utilization and Storage Graduate Program  
Colorado School of Mines, College of Engineering. 4.0 GPA.
- Greenhouse Gas Accounting Diploma  
Greenhouse Gas Management Institute. Subject specifics include Organizational Emissions and Accounting, Specific Project Emissions and Accounting (such as Supply Chains or New Facility), Energy Efficiency Projects, Renewable Energy Projects, and IPCC Cross-Cutting Issues.

### Member:

- Global Association of Risk Professionals
- GHG Management Institute

## DAN GRAHAM CO-FOUNDER / CTO

<https://www.linkedin.com/in/grahamdan/>

An executive leader and software architect with 26 years of experience building multiple successful software products. I'm passionate about elegant, intuitive designs, captivating user experiences, and impactful technologies.



As a software architect and team leader, I developed in-house engineering tools that were so successful, a startup was formed to market them independently and was acquired just 4 months later. I built an award-winning [EHS platform for environmental health regulatory agencies](#).

In the boardroom, I led telemedicine start-up Wello through aggressive growth during the pandemic and [through an acquisition](#) to become the largest telemedicine provider in Canada. I matured the technical processes at mental health start-up [headversity](#) to [complete a 12.5 MM\\$ series 'A' capital raise](#) to scale up the solution.







# THE MARKET DRIVERS

**Leading brands** like Amazon, Apple, Wal-Mart, and more are implementing GHG management programs to reduce brand risk.

**How Walmart plans on reducing a gigaton of emissions by 2030**

BY DANIELLE BERNABE  
November 30, 2022 at 1:05 PM MST

**Apple commits to be 100 percent carbon neutral for its supply chain and products by 2030**



**SEC approves rule requiring companies to report greenhouse gas emissions.**

Suman Naishadham - Associated Press - Wed Mar 6, 5:58PM CST

**California lawmakers approve the nation's most sweeping emissions disclosure rules for big business**

**Canada issues final guidelines for banks to manage climate-change risks**

Reuters  
March 7, 2023 10:14 AM MST · Updated 9 months ago

**EU Adopts Long-Awaited Mandatory ESG Reporting Standards**

Cooley alert

**Governments and Regulators** in over 140 countries are mandating emissions reporting

**Investors push 10,000 companies to disclose environmental data to CDP**

By Simon Jessop  
March 13, 2022 11:06 PM MD

**For investors, green companies still hard to find with new emissions reporting rules**

By Simon Jessop and Huw Jones

**Investors** are pushing for reporting to reduce their climate-related risks

**Amazon will ask supply chain to report emissions starting in 2024**

The biggest revelation from Amazon's sustainability report is that the billion company wants to know more about its suppliers' decarbonization goals and progress.

By Heather Clancy

**Apple calls on global supply chain to decarbonize by 2030**

The company accelerates work with suppliers to decarbonize Apple-related production, and expands investments in clean energy and climate solutions around the world



This leads to **Value Chain Demand**, suppliers to any reporting corporation also need to report their emissions



# THE MARKET AND TARGET



The global GHG emission accounting software market was valued at \$12.73 Billion USD in 2022 and is projected to grow with a 22.8% CAGR to \$64.39 billion by 2030

**Nectivio** is targeted toward the North-American market, is industry-agnostic, and supports both the needs of large enterprise customers as well as smaller ESG naive companies looking to establish a strong ESG position



# Financial

Status: Self-funded / Revenue generating

Revenue pipeline: \$1mm + prospects

Target YE 2024: \$600K ARR (Est. EOY \$1MM run rate)

Target YE 2025: \$1MM+ ARR

Capital raise: \$1.5 - 2mm

Use of Funds: '24 & '25 Customer Acquisition & OpEx

- ★ Key Canadian channel partnership
- ★ Onboarded \$4bn construction company
- ★ Embodied emissions project for construction industry, significant revenue potential
- ★ Management consulting partnerships
- ★ Case study with GHG Management Institute

# Key Developments

# OUR MODEL



## Primary Revenue Stream

**Subscription Sales** - Nectivio's primary revenue stream comes from recurring subscription sales

## Secondary Revenue Streams

**Advisory Services** - Nectivio can connect customers with a certified decarbonization expert to develop defensible decarbonization strategies.

**Custom Integration Development** - Nectivio offers integration-as-a-service, we develop integrations for customers with bespoke systems to collect data automatically, with both an initial development fee and a recurring maintenance fee.



# CUSTOMER ACQUISITION STRATEGY

## DIRECT MARKETING AND BRAND AWARENESS

- As boards and C-Suites struggle to implement regulatory compliance strategies, Nectivio will be ready.
- The integrated RFI management tools virally prompt companies without an existing solution to use Nectivio as the easiest way to bring your organization into compliance with emerging regulations and stakeholder demands.

## STRATEGIC PARTNERSHIPS FOR CROSS-CHANNEL SALES

- Nectivio is partnering with data aggregators, and ESG reporting providers as the engine of compliance for emission reporting.
- Customers will be able to integrate with these existing solutions with minimal effort.

## ADVISORY PARTNERSHIPS

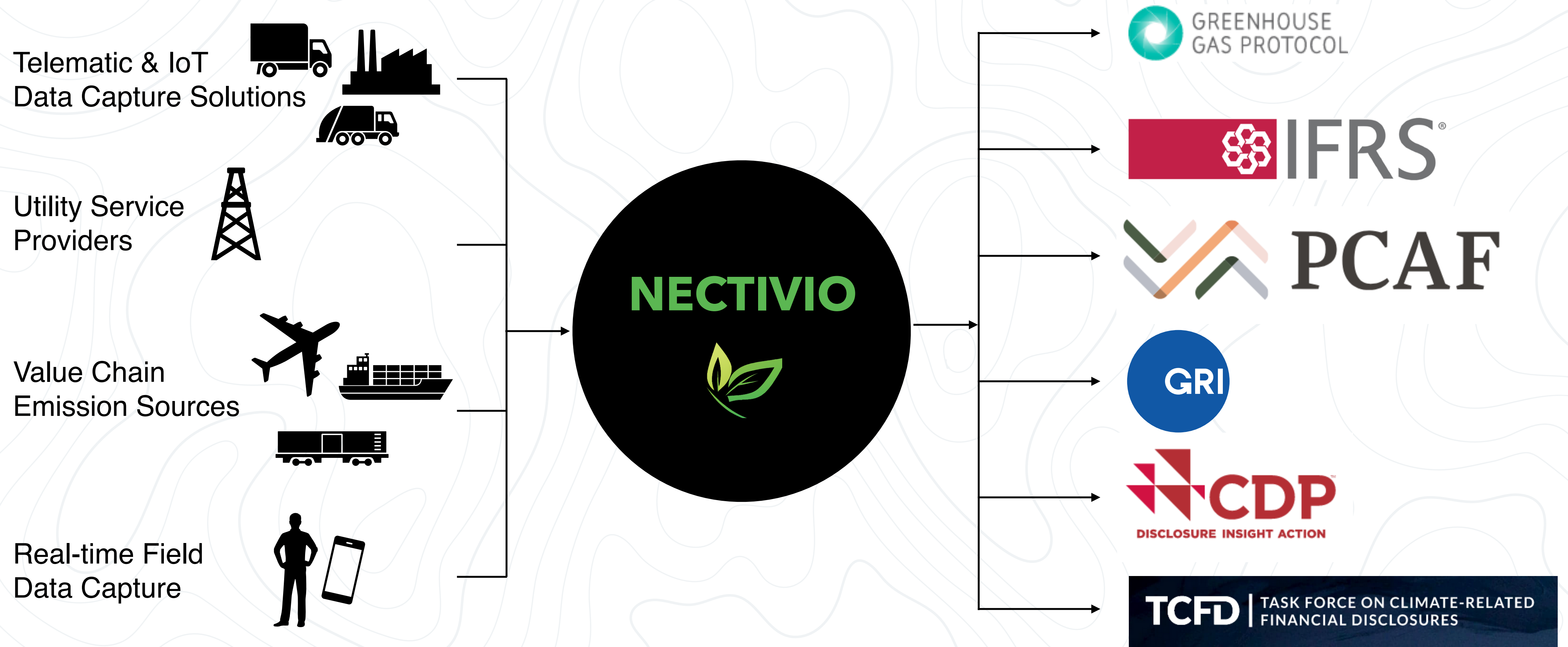
- Nectivio is establishing strategic partnerships with ESG advisory and consultancy firms.
- By leveraging these partnerships customers can choose between low-touch self-serve models and high-touch models with expert guidance and support.



# OUR SOLUTION

89% of companies report that collecting detailed activity data is their largest barrier to emissions reporting

**We implemented multiple strategies for acquiring data and generating reporting for all ESG frameworks, without cumbersome spreadsheets. With our fully automated data integrations, AI-enhanced document processing, and mobile device capture, Nectivio trivializes every data collection scenario.**







# OUR SOLUTION

Most companies need to hire expensive consultants or highly trained specialists to know where to start.  
**We removed the need for experts with a self-serve interview tool that explains each step**

## Welcome, Let's get started

We will be asking you a few questions to help us understand your company's carbon footprint. We'll be tracking your answers and saving your progress as you go. You can leave and come back later if you need to. Or skip over sections you might not know the answers to yet.

## Company Information

Let's start with the basics. Tell us about your organization.

Q What is the name of your company?

Q In what month does the company's fiscal year start?

January

## Organizational Boundary

Q Which consolidation approach do you want to use to define the organizational boundary?

For small to medium businesses, the equity share approach is typically used. You can change it later. If you use the equity share approach, you must own all of its operations, the organization must be a legal entity, and you must have control over the organization.

Contr Under the company

## Consolidation Approach

The consolidation approach determines the organizational boundary.

For corporate reporting, there are two approaches: the equity share approach and the controlled entities approach. If you use the equity share approach, you must own all of its operations, the organization must be a legal entity, and you must have control over the organization.

## Stationary Combustion

You indicated that you're burning fuel in a stationary combustion scenario. Let's look at the sources.

In stationary combustion scenarios, our primary concern is the type and quantity of fuel is burned doesn't significantly impact the amount of greenhouse gas emissions burned.

If you have multiple pieces of equipment at the same location, all using the same fuel, you can create a single emission source for that location. For instance, a building with multiple pieces of equipment supplied by the same natural gas utility provider and metered at a single location can be treated as one source. You can enter the total natural gas used each month as your activity. You can also create separate emission source for each *point of measurement*, rather than for each piece of equipment.

## Stationary Combustion Sources

Name ↑ ↓

## Purchased Energy

Let's look at places your organization is indirectly emitting greenhouse gas emissions.

Q Which of the following situations apply to your organization?

☐ We purchase electricity from the local power grid

☐ We purchase steam, hot water, or chilled water from

## Direct Emissions

Let's look at places your organization is directly emitting greenhouse gas emissions.

Q Which of the following situations apply to your organization? (check all that apply)

☒ We have stationary equipment that burns a solid, liquid or gaseous fuel, such as ranges, barbecue grills, or dryers, an incinerator, etc.

☒ We have on-road vehicles that are powered by combusting fuel, e.g. cars, trucks, motorcycles, scooters, etc.

☐ We have off-road or non-road vehicles that are powered by combustion engines, e.g. locomotives, or agricultural, construction or mining off-road trucks.

☐ We have mobile equipment that burns fuel, e.g. agricultural equipment, and garden equipment, airport equipment, industrial/commercial equipment, logging equipment.





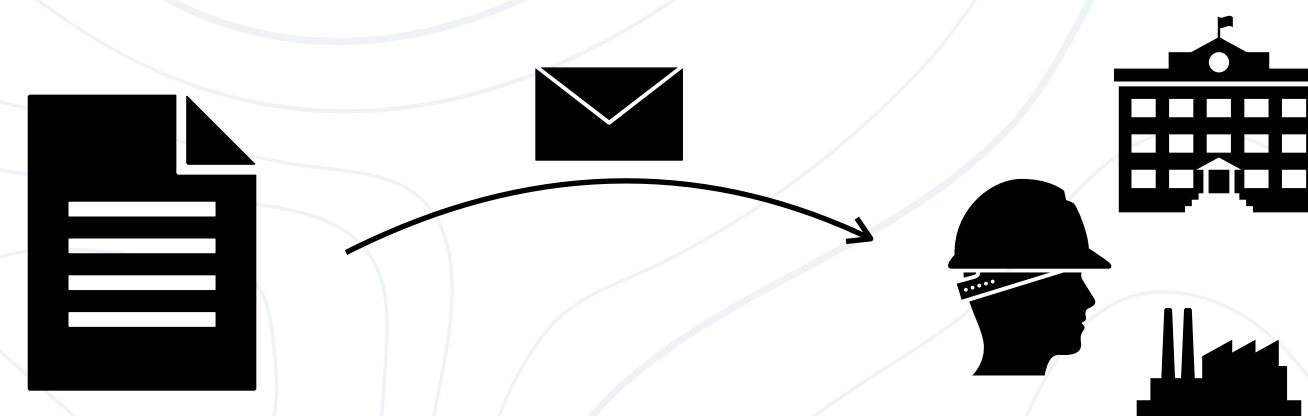
# OUR SOLUTION

Companies lack the necessary data from their value chain needed to accurately calculate scope 3 emissions  
**We made collaborating across the value chain easy with AI enhanced project management**

Generate and send RFI emails to partners, vendors, and investees

Track RFI progress in the platform

AI extracts relevant data from responses which can be added with a single click



Approve



Ignore

### New Data Request

To: ESG Manager <esg@nectivio.com>

CC:

Subject: [Action Required] Please respond to this RFI by 2023-12-16

Normal Sans Serif B I U A [Icons]

As part of our ongoing efforts to improve our greenhouse gas emissions inventory, we are requesting information from you regarding the following emission sources:

- Acme Mining - The total scope 1 and scope 2 emissions for the organization and the time period over which the emissions were calculated.

Please respond to this request no later than Saturday, December 16, 2023

Cancel Previous Send Request

Requests > 09a4a2f9-0231-4f66-9648-57f1d5a9d11d

Send Message Add Comment Add Activities Cancel Request Mark Resolved

> Request Created 23 hours ago

> Message Sent

[Action Required] Please respond to this RFI by 2023-12-16

To: Dan Graham <dgraham@nectivio.com>

As part of our ongoing efforts to improve our greenhouse gas emissions inventory, we are requesting information from you regarding the following emission sources:

- ENMAX - Electric meter reading showing the total amount of electricity that had been used to date and the date the meter was taken.

Please respond to this request no later than Saturday, December 16, 2023

> Message Received

Requests > 09a4a2f9-0231-4f66-9648-57f1d5a9d11d

Send Message Add Comment

> Request Created

> Message Sent

> Message Received

Re: [Action Required] Please respond to this RFI by 2023-12-16

From: Dan Graham <dgraham@nectivio.com>

Nectivio found 1 new activity in this message

Hi,

As of today the electric meter read 41418

- Dan

From: Sustainability Manager <sustainability@nectivio.com>  
 Date: Thursday, December 7, 2023 at 4:44 PM

#### Suggested Activities

Please select the activities you wish to create

| Add                                 | Ignore                   | Source | Start Date | End Date | Value     |
|-------------------------------------|--------------------------|--------|------------|----------|-----------|
| <input checked="" type="checkbox"/> | <input type="checkbox"/> | ENMAX  | 2023-12-16 | -        | 41418.000 |

Cancel Save



# OUR SOLUTION

89% of companies report developing resilient climate strategies is “somewhat or very difficult”

**We visualize the greatest sources of emissions and empower defensible reduction strategies**

