

OTC Markets

Joining us today is Aaron Archibald the vice president of sales and strategic alliances of Co2 Gro that trades on our OTCQB Venture Market under the ticker BLONF. Based in Toronto Co2 Gro uses his patented advanced Co2 technologies to increase the growth of indoor and outdoor value plants in a safe sustainable and economic way. Aaron, thanks so much for joining us today. So this is your third annual visit to the podcast since you joined OTCQB.

Aaron Archibald

Thanks for having me back I Really appreciate it.

OTC Markets

Give us an update on the Co2 Gro's story and your mission to revolutionize plant growth and your business proposition.

Aaron Archibald

Absolutely um, yeah, we always use the term people planet prosperity and those are 3 guiding principles for us and really that speaks to our mission which is allowing protected growers that cannot currently. Atmospherically enhanced Co2 gas for their plants to utilize our technology and see increased yields of up to 30% and speeding crops to market which really speaks to profitability for growers which speaks to more food for people. On the planet and doing it in a sustainable fashion.

OTC Markets

So what what trends have you seen in 2022

Aaron Archibald

Um, you know in 2022? Well since 2021 we've seen more and more potential customers. Um, that hit this criteria. Um, yeah, we've seen soaring energy fertilizer labor costs due to inflation. Um, and our ability to bring a low- cost high-tech sustainable growing technology to farmers. Um, whether they're indoor or out are they are farmers. It allows them to increase their bottom line while at the same time. Producing more food for the market.

OTC Markets

And logistically speaking how big is the market for your technology. What is the size of your current sales pipeline.

Aaron Archibald

Well, the market is huge. Um, yeah, the protected grow market is roughly eight hundred Billion Square feet about six hundred Billion Square feet of that is yeah for food ah growth the other two hundred Billion Square feet is things like flora culture. Ah, medicinal plants other non-plant. Sorry non-food high value plants. Um and about 99% of those growers don't currently use Co2 and don't have the ability to use atmospheric enhancement of c o two so it's a great fit for our technology.

Aaron Archibald

Um, yeah, we target roughly ° north and 40 degrees south of the equator um are fantastic regions for us. They're warm. Um, they have a phenomenally large percentage of that. Ah global food growth. In there. So that's ah those are the regions We are currently targeting.

OTC Markets

Let's talk about 2022 give us an overview of your accomplishments this year and as you build your brand and awareness.

Aaron Archibald

Yeah, absolutely um, you know our current application for the technology. Um, yeah, we have over two dozen applications going on right now with different customers. Um within a variety of different regions. And a variety of different crops and that's something that we look at as sort of seeding that sales pipeline I e trying to show the efficacy of the technology on as many different crops as possible in as many different regions as possible because people like to see something happening in their own backyard. Um, and yeah, some of our major milestones in in the past year was that we raised over 2 \$2000000 in equity mostly from our strategic shareholder which is New York based Osprey Ag Sciences as well as our own management and board. Um, so it shows a tremendous.

Aaron Archibald

Amount of buy-in from our internal investors and management group. Um, you know we had sales of over half a million dollars in the past year um which you know coming from almost zero to that was a very big win for us and as we. Make more and more sales future sales are that much easier because we can point to success. Um, yeah, we have a fantastic partner in Mexico as well as the Middle East and South Africa um those are key growing regions for us. They're fairly warm. They're fairly arid.

Aaron Archibald

Ah, great fit for our technology. Um, most of the protected grow within those areas can't currently utilize Co2 so it's ah pardon the pun but it is a low hanging fruit for us. Um, we are also 1 of 6 companies chosen to present.

Aaron Archibald

At the Morocco Innovations demo day which it was a you know an ag tech show. Um as well as so we were asked to speak at the ah the gas world ah conference in Chicago which focused on Co2 applications which show we are obviously a big one.

OTC Markets

Yeah, so expand on that a little bit you mentioned Mexico other regions. So do you have a certain you know country or area in the world globally that you're targeting and as far as also as well as value plants that you're as well as targeting.

Aaron Archibald

Yeah, well I mean if you look at um, say Canada and the continental US. You know we have a lot of cold areas. You know here in Canada we don't grow citrus fruit per se um and a lot of our fruits and vegetables are imported from places like. Ecuador Columbia Mexico um there's a lot of contract growers there that large food wholesalers and grocers utilize to grow the products that you and I eat on a regular basis. So those are the markets that we want to. We want it to target. Maybe we really do target the upstream side of that food production.

Aaron Archibald

Versus the you know the retail application because it goes from grower to wholesaler to retailer. So we focus on looking at where they are actually growing these crops what they are doing so big food wholesalers might have. 50 different growers in Mexico so we target those growers. We also speak to the wholesaler to drive it downwards into those to expand our sales network and our sales opportunities.

OTC Markets

What can we expect to see in 2023?

Podcast

Aaron Archibald

going to see more of the same. Yeah, we're going to see further geographic expansion but also um, you know dens ah densifying the number of sales that we have within each region as I mentioned you know we try to have a variety of crops in a variety of different regions.

Aaron Archibald

So if say we're growing you know tomatoes in Mexico and we have you know 2 people doing that you know we're looking at trying to get to 6 or 8 of them doing that this year so that more and more people will recognize what their competition is doing and it'll help us make those sales in those markets.

OTC Markets

Was right on? Yeah me. Um Co2 Gro trades on the TSX-V as well as the Frankfurt Stock Exchange. How does cross trading on the OTCQB Market as well enhance your global investor strategy?

Aaron Archibald

Ah, it allows us shareholders which are you know they're part of the largest equity market in the world to buy our shares in us dollars on a US exchange versus trying to do it on a foreign exchange in Canada or Germany or you know anywhere else.

OTC Markets

Excellent, well Aaron thanks so much for your time today. Ah great for the updates and wish you the best and we'll have an update up sure and 2023

Aaron Archibald

Absolutely thank you very much.

OTC Markets

Co2 Gro trades on the ticker BLONF on our OTCQB Venture Market.

**This is an autogenerated transcript and may contain typos.*