

### Investor Presentation

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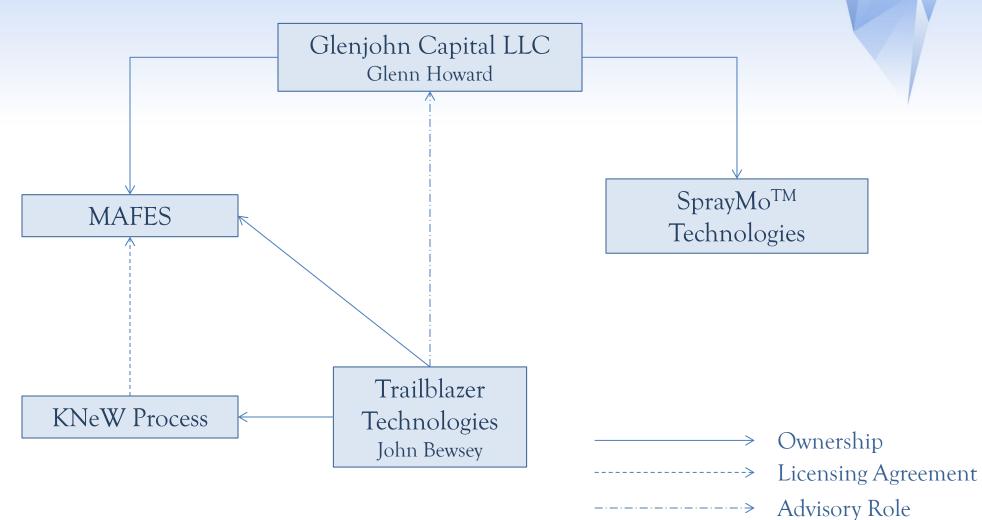
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### Firm Summary

- Glenjohn Capital, LLC a private equity firm specializing in sourcing new technologies and unique solutions to issues that affect industries throughout the world.
- The firm is managed by Glenn Howard, an entrepreneur with almost 50 years experience in marketing and financing world class products
- Glenjohn Capital has exclusive rights in the North America, South America, and other major mining & industrial countries globally to the KNeW process, the only complete acid mine drainage treatment process in the world, developed by one of the world's foremost chemical engineers, John Bewsey
- The firm currently has exclusive rights to SprayMo<sup>TM</sup>, a unique, patented nozzle designed for the dispersion of aqueous materials in commercial and retail markets
- Glenjohn Capital currently has other opportunities in its pipeline designed to be stand alone investments, that also act as a complement to existing portfolio investments

# Glenjohn Capital LLC Structure





## Biographies

#### Glenn Howard, President & CEO

- Over 50 years experience in the creation, expansion, and monetizing of successful start up companies
- Founded his first company with John Bewsey in South Africa, grew sales by 350x in 9 years, and sold the firm
- Mr. Howard has successfully founded and monetized several start up firms including:
  - Intergroup Ltd. (sold to M&T Chemicals in 1982)
  - Settlers Warehousing & Marketing (sold in 1985)
  - Concepts to Market LLC (marketed and sold product rights to Fortune 500 firms)
- In addition to Mr. Howard's success as an entrepreneur and innovator, he was also one of the top 10 financial consultants for Southern Life

## Biographies

### John A. Bewsey, Co-Founder of MAFES

- World renowned chemical engineer in the creation and management of ecologically acceptable chemical processes and specialty manufacturing plants
- Founded his first company with Glenn Howard in South Africa, where he pioneered the production of synthetic tartaric and malic acid
- Mr. Bewsey has over 25 chemical process and new technology patents to his name, developed through his experience producing a wide range of chemical products and improving processing plant design, construction, start-up, and optimization
- Most recently, Mr. Bewsey has developed an internationally patented process to effectively treat brackish water and convert toxic waste slurry from mining and fracking facilities into valuable fertilizers and potable water

### Management Team

#### Aubrey Howard, Vice President

- Educated and served in the South African Defense Force
- Founded and sold two firms in the first 8 years after leaving service
- Founded, patented, and sold multiple microorganisms for uses such as recycling unusable grape seed/husks in animal feed and natural food preservatives

#### Kim Teichmann, Counsel

- Studied law and able to practice law in both South Africa and the United Kingdom
- Field of concentration in construction and arbitration law
- Currently working with engineers and contractors on large scale projects up to and over \$300mm

## Opportunity Overview



- The firm is currently raising \$10mm, in exchange for ownership shares of Glenjohn Capital LLC, to market and distribute its portfolio products in markets throughout the Americas and other countries globally
- Glenjohn Capital has secured a licensing agreement from TrailBlazer Technologies to market and distribute the KNeW process, a proprietary method to cost effectively eliminate acid mine drainage (AMD) storage facilities while creating useful, commoditized by-products
- The KNeW process generates commercially viable products that Glenjohn will then sell into the marketplace for additional revenue streams
- SprayMo<sup>TM</sup> Technologies is a patented, pressurized hand held sprayer designed for durable, long-lasting use to replace current standard trigger mechanisms

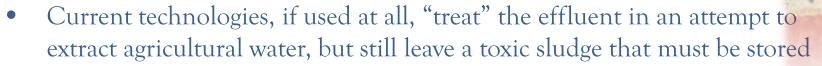
### MAFES Overview

- Mining and Fracking Eco Solutions (MAFES), a subsidiary of Glenjohn Capital, has the exclusive rights to the Potassium Nitrate ex-Waste (KNeW) Process, a proprietary method of extracting elements and compounds from currently unusable situations
- The KNeW Process is especially useful in three main areas:
  - Acid Mine Drainage (AMD) and tailing ponds
  - Fracking
  - Brackish water treatment



# Acid Mine Drainage (AMD)

- Acid Mine Drainage (AMD) is a aqueous, highly saline mining byproduct which often contains toxic levels of heavy metals and sometimes radioactive materials
- AMD is a prevalent problem for each and every mining facility across the globe, affecting the mining facilities and often areas downstream
- Governments are increasing their safety requirements on existing mining facilities and, in some cases, limiting construction of new facilities without a suitable solution to the AMD problem



- Storage "solutions" create an ongoing cost and liability for the surrounding environment and the mining facility itself
- AMD contains high amounts of sodium, a highly detrimental element that destroys the ground, while being expensive and technically difficult to remove

# Effects of AMD

• Tailing ponds leak into the local water system, affecting local wildlife



### Costs of AMD

- Current AMD storage solutions are faulty, often causing leaks or have overflowed into local groundwater during heavy rains
- Government shutdown of operations
  - Newtown Mining facility in Peru
  - Tailing ponds are a "non-starter" for more and more areas throughout the world
  - Skyrocketing costs of insurance and lawsuits
- The U.S. EPA estimates the cost of investment in pollution control was \$670mm in 2010 alone<sup>1</sup>

  Berkeley Pit

 ${}^{1}http://www.epa.gov/oecaerth/data/planning/priorities/rcra.html\\$ 

Minas Conga mine - Peru





### KNeW Process Overview

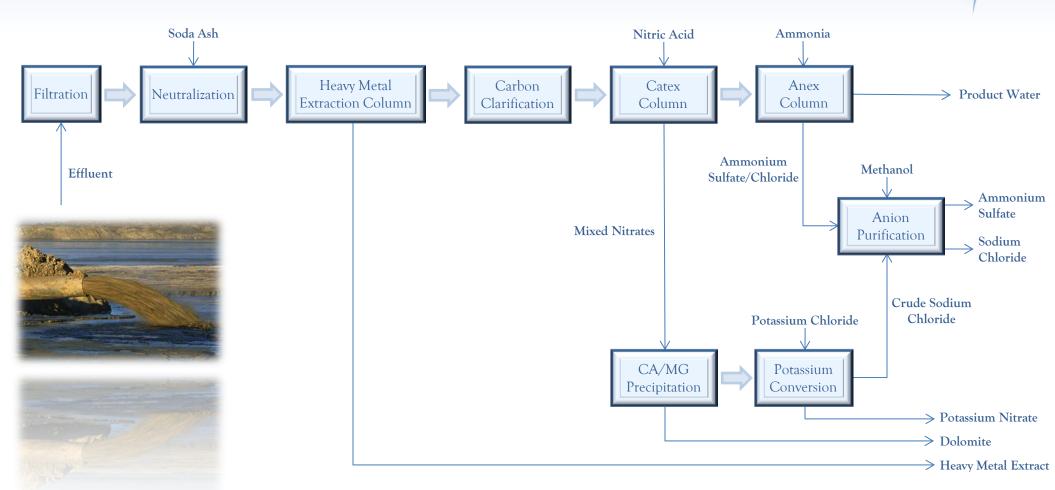
- Glenjohn is capitalizing on a proprietary method to cost effectively eliminate
  the need for AMD storage facilities (tailing ponds) while creating commercially
  viable, commoditized by-products
  - The KNeW process was developed by John Bewsey, a world renown chemical engineer focused on agriculture and the environment
- AMD is a by-product of <u>every</u> mining facility across the globe, including coal, iron ore, aluminum, gold, natural gas fracking, and oil extraction
  - Water remediation could cost Suncor approximately \$2 million per WEEK<sup>1</sup>
  - There is a severely negative effect on the environment when any amount of AMD leaks into the ground, costing mining firms millions in clean up costs
  - AMD has become a public relations hot point and is influencing regulators to limit the construction of new mines and close existing mines worldwide
- There is currently no effective process to eliminate the entire AMD by-product, only partial treatments that still create a toxic sludge
- The KNeW process generates commercially viable products that Glenjohn capital will then sell into the marketplace for additional revenue streams



<sup>&</sup>lt;sup>1</sup> "Oil Sands Tailings Pond Remediation Costs Understated, RiskMetrics

### **KNeW Solution to AMD**

• The KNeW Process uses a combination of ionization and chemical manufacturing to produce <u>arable water</u> and commercially viable products such as potassium nitrate, ammonium sulfate, sodium chloride, gypsum, and dolomite



### KNeW Solution to AMD (cont.)



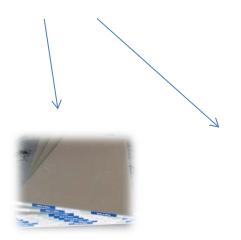
Acid Mine Drainage















Dolomite

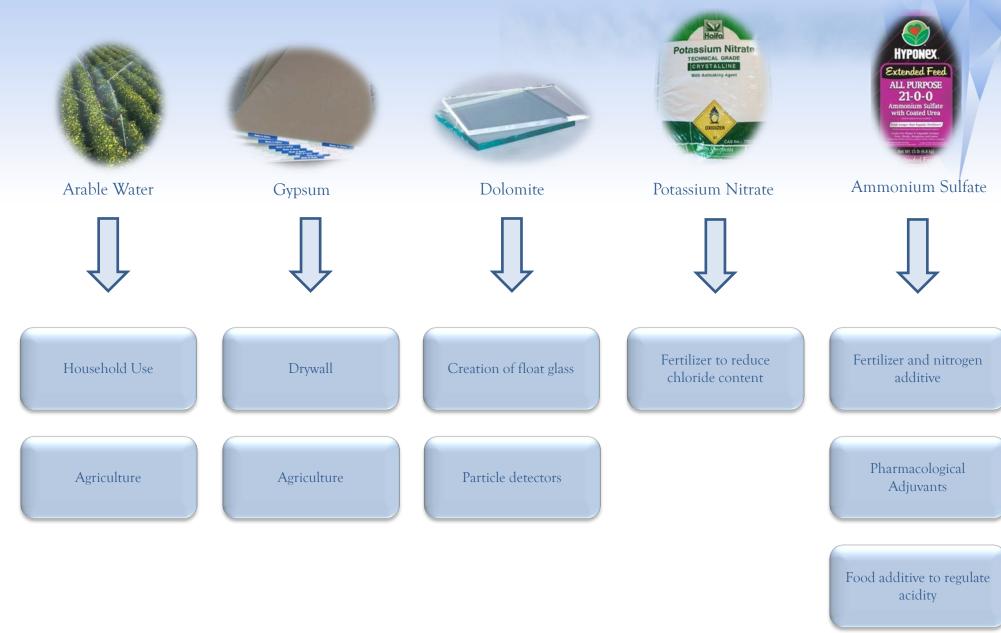
Potassium Nitrate



Ammonium Sulfate

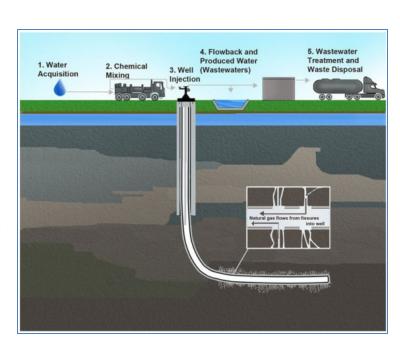
# Distribution of KNeW byproducts





# Fracking

- Hydraulic Fracturing, more commonly known as "Fracking", is the process of extracting natural gas from rock formations deep beneath the earth's surface
- The process involves drilling through water aquifers to access the gas-bearing rock formations
  - A combination of water and chemicals is forced into rock to release the natural gas stored
- Fracking technology is a main driver for the recent increase in North American natural gas production
  - United States is expected to be a net exporter of natural gas within the next 10 years
  - Creates many jobs in an industry with an already strong lobby group
  - Controversial effects pits environmentalists against industry



# Fracking Concerns and Effects

- Flowback from the fracking process
  - Evaporation pits and tailing ponds contain toxic and radioactive substances
    - Can overflow during heavy rain periods
  - Volatile Organic Compounds contribute to air pollution
- Wastewater treatment and waste disposal as a result of the fracking process
  - Public treatment facilities are not able to handle even "treated" fracking wastewaters
- 2-4 million gallons of water per well to conduct fracking operations<sup>1</sup>
- Other concerns
  - On-site chemical mixing
    - An average well requires between 15,000 to 60,000 pounds of chemical additives
  - Well injection construction
    - Poor well casings may lead to release of toxic substances into drinking water aquifers
- Current moratoriums on fracking in many states

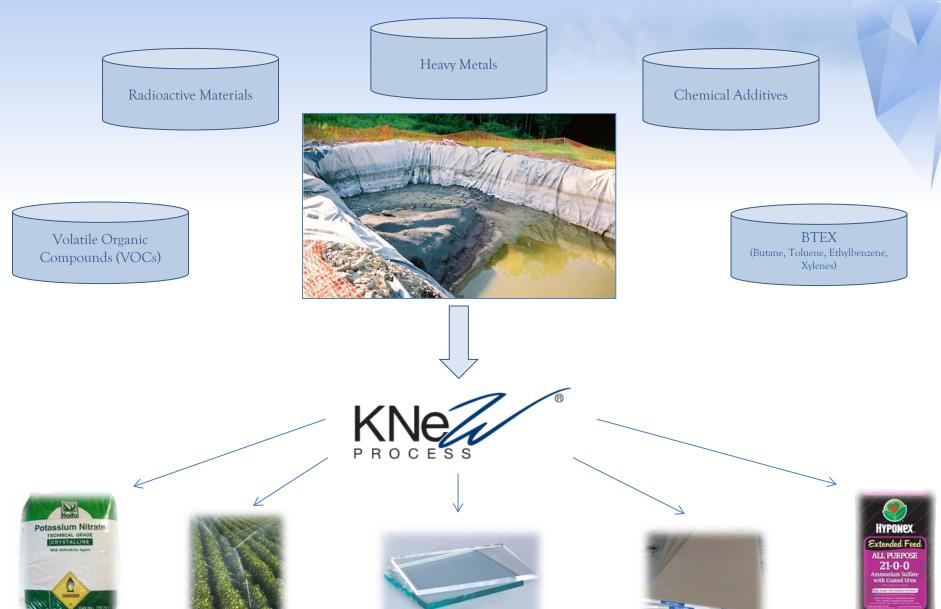
<sup>&</sup>lt;sup>1</sup> U.S. EPA, Draft Plan to Study the Potential Impacts of Hydraulic Fracturing on Drinking Water Resources 19, (2011)

# Treatment of Fracking Flowback

Potassium Nitrate

Arable Water





Ammonium Sulfate

Gypsum

Dolomite

### Brackish Water Treatment

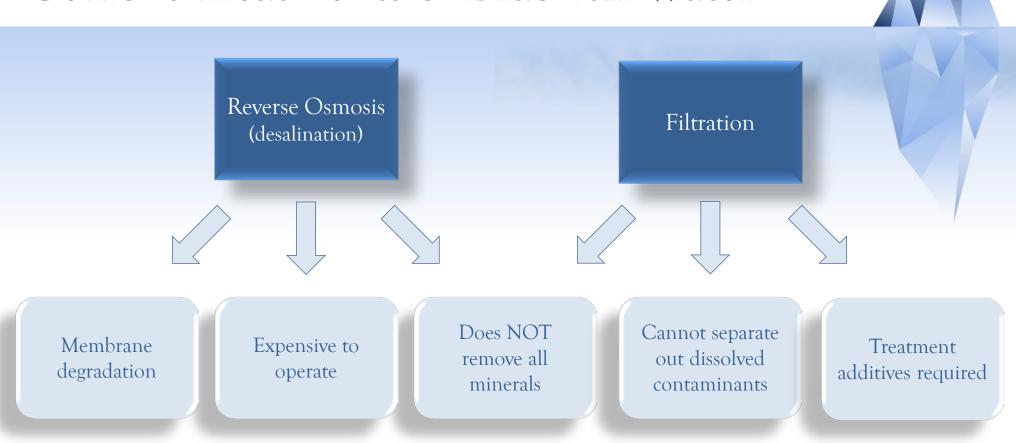
- Brackish water, sometimes called briny water, refers to water with a high saline content
  - Brackish water is found in fossil aquifers across the globe
  - Dissolving and storing salts is expensive and current methods do not work for inland use
- Brackish water is a high area of interest due to water shortages throughout not only the United States, but the world
  - New Mexico has an estimated 1 billion acre-feet (3.2 trillion gallons) of brackish water it cannot access due to contamination<sup>1</sup>
  - Texas has an estimated 2.7 billion acre-feet of brackish groundwater<sup>2</sup>
- As water evaporates, it leaves behind any dissolved salts, destroying land value
- Effective treatment of brackish water has the ability to change the world as we know it
  - Grow food in places that are currently deserts

Effects of salt on agriculture

<sup>&</sup>lt;sup>1</sup> New Mexico Brackish Groundwater Assessment Program Workshop, January 2004

<sup>&</sup>lt;sup>2</sup>Texas Water Development Board, "Brackish Groundwater Desalination One-Pager,"

### Current Treatments of Brackish Water



- The KNeW Process can effectively treat brackish water at a lower cost
  - Removes more brine
  - Removes toxic minerals
  - Reduction of impingement and entrainment
  - Can treat brackish desalter brine into useful water



### Distribution of the KNeW Process

- Bench tests at various facilities in North America
  - On-site front end construction of ion exchanger
  - Pre-constructed chemical manufacturing plant stored and shipped in a 40ft container
  - Each facility is typically individually managed => not company-wide mandates
  - Final installation will typically fit into less than ½ acre (20,000 ft²)
- Conferences and meetings with key companies and government entities
  - International Groundwater Conference
  - Berkeley Pit in Butte, Montana EPA and owner of the facility
  - Brackish Groundwater National Desalination Research Facility
- International Network for Acid Prevention (INAP) was created with the sole purpose to find a solution to the AMD problem
  - Member companies include Anglo-American, Barrick, Antofagasta, Kinross, Newmont, Rio Tinto
- National public relations campaign

### MAFES Revenue Sources

- Construction and Operation of the KNeW Process facility
- Licensing fees for use of the KNeW Process
- Sale of by-products
  - Potassium Nitrate is used as fertilizer, particularly tobacco and other fruits & vegetables
    that are sensitive to chloride build- up (usually as a result of irrigation)
  - Ammonium Sulfate is used as fertilizer/nitrogen additive for soil, pharmacological
    adjuvants, and a food additive to regulate acidity
  - Dolomite is used to make float glass and particle detectors
  - Gypsum is used in building materials ("Drywall")
  - Water for agricultural and household use

### Sample Financials for Coal Mines



• The following is based on a typical coal mining facility after initial CapEx

	2014	2015	2016	2017	2018
Number of Mines	1	3	7	12	20
Income					
Water Value	1,800,000	5,400,000	12,600,000	21,600,000	36,000,000
Income from Products	25,900,000	77,700,000	181,300,000	310,800,000	518,000,000
Total Income	27,700,000	83,100,000	193,900,000	332,400,000	554,000,000
<u>Expenses</u>					
Raw materials	16,500,000	49,500,000	115,500,000	198,000,000	330,000,000
Overhead	5,800,000	17,400,000	40,600,000	69,600,000	116,000,000
Total Expenses	22,300,000	66,900,000	156,100,000	267,600,000	446,000,000
<u>Profit</u>	<u>5,400,000</u>	<u>16,200,000</u>	37,800,0000	<u>64,800,000</u>	108,000,000

# SprayMo<sup>TM</sup> & Spray Trigger Mechanisms

- SprayMo™ is a patented, pressurized hand held sprayer designed for durable, long-lasting use
- Current standard triggers mechanisms (STMs) found in spray devices lack durability and often lead to breakdown
  - Increased replacement costs
  - Potential for chemical-related and bio-mechanical injuries
    - Leaks and spills
    - Fatigue and carpal tunnel syndrome
  - Failures lead to environmental and landfill concerns
- STM technology currently in use atomizes chemicals and increases health risks
  - Janitorial and industrial workers have twice the rate of asthma claims due as a result of exposure to Volatile Organize Compounds
  - Increase in Workmen's Compensation claims
    - \$75mm spent on related medical and downtime claims

# SprayMo<sup>TM</sup> Competitive Advantages

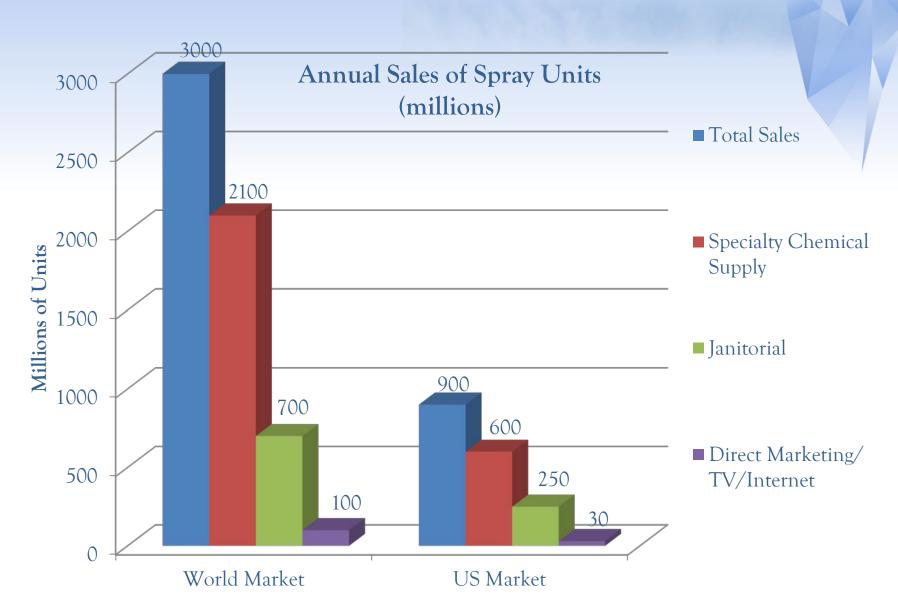
- Durability
  - 30-50 times more durable => reduces expenses
- Lower Carbon Footprint
  - Less impact on landfills
  - Reusable!
- Better Air Quality and Reduced Health Concerns
  - Near zero atomization
- User Friendly
  - Sprays at all angles
  - 90% less effort required
- Truly a green handheld sprayer
  - Durability
  - Lower carbon footprint
  - Better air quality

# Marketplace Demand

- Companies are moving towards refillable bottles vs. pre-mixed solutions
  - Chemical concentrates and reusable bottles/sprayers are seeing increased demand in both the commercial and retail space
  - Savings of \$0.19 per bottle on the STM alone
- Wal-Mart has indicated that if its 200 million shoppers use just 7 refill cartridges, there will be a saving of 225 million pounds of 32oz plastic bottles per year
- Clorox ran focus group tests for the retail market
  - 95% indicated they would "Definitely/Probably Would Buy" the product
  - 96% indicated they are "Extremely/Very Likely to Use" SprayMo™
- SprayMo™ concept has been tested and approved by over 250 janitorial and janitorial supply companies

# SprayMo<sup>TM</sup> Market





Source Green Edge and Clorox, 2003

# SprayMo<sup>TM</sup> Target Market



• The U.S. market alone accounts for 900 million units sold last year

Company Name	State	Units sold (millions)
Katy Industries	MO	290
Calmar Industries	MO	268
U.S. Plastics corp.	OH	N/A
Penn Bottle and Supply	PA	48
O'Berk Company	NJ	32
Flow-Eze Co./ The McCarren Group	IL	139
Premium Packaging LLC	MO	124
<u>Total</u>		900

<sup>•</sup> Source Green Edge and Clorox, 2003

### Distribution Strategy



#### Janitorial

- Original Equipment Manufacturer
- Environmental companies such as Ecolab, Impact Products, Johnson Diversey
- Advertise in print media
- Online marketing

#### • Chemical Supply & Retail

- Trade shows
- Direct TV marketing
  - QVC, HSN, etc.
- Catalogs
- Companies that cannot use atomized sprayers
  - Fungicide, germicide, pesticide, herbicide products
- Get sponsorship/recommended status from related organizations
  - Asthma, Environment, Greens

## Company Milestones



- A seed round funded the first generation SprayMo<sup>TM</sup> product, including associated legal, R&D, and prototype manufacturing expenses
- All rights for worldwide manufacturing and distribution of SprayMo<sup>TM</sup> current and future products have been assigned to Glenjohn LLC/ SprayMo<sup>TM</sup> LLC
- 2<sup>nd</sup> generation SprayMo<sup>TM</sup> currently in final redesign to have fewer moving parts and lower manufacturing costs near or below US\$1.00
- New design will be Made in America

# SprayMo<sup>TM</sup> Financial Projection Summary



	2014	2015	2016	2017	2018
Sales					
% of US Market	0.1%	0.5%	1.5%	2.5%	5%
Price /Unit	\$1.60	\$1.65	\$1.70	\$1.75	\$1.80
Units sold	900,000	6,180,000	19,096,200	32,781,810	67,530,529
Sales Revenue	\$1,440,000	\$10,197,000	\$32,463,540	\$57,368,168	\$121,554,951
<u>Expenses</u>					
Cost/Unit	\$1.10	\$1.13	\$1.16	\$1.20	\$1.28
Production Cost	\$990,000	\$6,983,400	\$22,151,592	\$39,338,172	\$83,737,855
Operating Cost	\$841,649	\$2,195,545	\$4,447,914	\$7,055,834	\$13,528,725
Total expenses	\$1,831,649	\$9,178,945	\$26,599,506	\$46,394,006	\$97,266,580
Profit (Loss)	<u>(\$391,649)</u>	<u>\$1,018,055</u>	<u>\$5,864,034</u>	<u>\$10,974,162</u>	<u>\$24,288,371</u>

# SprayMo<sup>TM</sup> Use of Funds

- Glenjohn Capital will use existing funds to ascertain interest and firm commitments from industrial and institutional markets <u>before</u> committing any additional capital
- Creation and engineering of product dies and molds
- Produce and hold inventory until sufficient demand to establish manufacturing on a "as needs basis"
- Marketing and Distribution
  - Trade shows
  - Television => QVC, HSN
  - Catalogue and print media
  - Online search engine optimization



# Glenjohn Capital Use of Funds







### Glenjohn Capital LLC

Marketing • Legal • Accounting • Travel • Technology • Office



#### **MAFES**

Bench plants creation • PR/Marketing • Materials • Shipping • Travel & Events



### SprayMo<sup>TM</sup>

Prototype • Dies & Molds • Initial Inventory • Travel • Personnel

# Appendices

- The KNeW Process Overview
- Water Process
- Potassium Nitrate Process
- Ammonium Sulfate Purification
- Biographies



### KNeW Process Overview





### Water Process





### Potassium Nitrate Process





# Ammonium Sulfate/Chloride Process





### Biographies

#### Glenn A. Howard

Mr. Howard brings over 50 years' experience to his position as President & CEO of Glenjohn Capital LLC. Operating in the challenging environment of late 1960s South Africa, Mr. Howard cofounded Glenjohn Chemical Holdings, along with John Bewsey, with a few thousand dollars. He acted as its Financial and Marketing Director and sold it 9 years later for over \$15mm. He capitalized on his knowledge of the chemicals and founded an agency business specializing in food and industrial chemicals, which was then sold 6 years later, followed by the founding of a warehousing and distribution company which he then sold 3 years later. Mr. Howard then took his skills to the consulting world where he quickly rose to the top of a 2,700 person firm, assisting companies to improve their business performance and place in the market. Mr. Howard then once again founded his own firm to market and distribute innovative technologies including the WonderSteamer and FizzMo. Mr. Howard has now once again teamed up with John Bewsey to form Glenjohn Capital LLC to market and distribute a portfolio of innovative, disruptive technologies.

#### Kim Teichmann

Ms. Teichmann studied law at the University of Cape Town, where she graduated near the top of her class, and was soon admitted to the South African bar. Ms. Teichmann practiced corporate law at the corporation she co-founded, and later orchestrated the sale of the firm in 2000, at which point she entered into and later received her Masters in the field of Construction and Arbitration Law at Kings College London. She was recognized for her efforts by being awarded the KCCLA and Philip Ranner Prizes. She is currently a solicitor at Thomas Eggar LLP working with developers, contractors, and engineers on projects that range from \$750,000 to \$320,000,000 and will join the Glenjohn Capital team at funding.

### Biographies



#### John A. Bewsey

Mr. Bewsey is a renowned chemical engineer, with over 25 chemical process and new technology patents to his name, who made a name for himself as a pioneer in the production of synthetic tartaric and malic acid while Director at Glenjohn Chemical holdings. Mr. Bewsey has since expanded to produce a wide range of chemicals including armaments, dry powders, inorganics, insecticides, and agricultural chemicals. In addition, Mr. Bewsey has worked extensively in processing plant design, erection, start-up, management, and optimization. Most recently, through his firm Trailblazer Technologies Pty. Ltd., Mr. Bewsey has focused his unique skill set to make processes be more ecologically acceptable, specifically as it relates to the effective treatment of brackish water and converting toxic waste slurry from mining and fracking facilities into valuable fertilizers and potable water. Mr. Bewsey has a Bachelor of Science in Chemical Engineering from the University of Cape Town, is a fellow of several professional institutions, and has served as an advisory committee member at both the Council for Scientific and Industrial Research and the South African Council of Professional Engineers.

### Aubrey Howard

A veteran of the South African Border War, Mr. Howard capitalized on his defense force education, training, and experience to found Baywatch Armed Response, a South African security service with a 100% protection rate, which was later purchased by Texas-based ADT International. His interests then took him into microbiology, where he founded several firms, including the largest muffin manufacturer in the Western Cape of South Africa, and worked with an internationally recognized scientist to develop and patent several products, most notably one to turn discarded grape seeds and husks into animal feed. Mr. Howard has brought his expertise in successfully building companies across various industries to Glenjohn Capital, where his focus is the development of SprayMo<sup>TM</sup> Technologies.

# Advisory Board

### Joseph D. Carroll

Joseph D. Carroll is an experienced senior technical manager with extensive experience in Program Management and Business Development, including 16 years in private industry and 24 years with the US Government. Mr. Carroll's has a broad range of experience managing major research and development programs for the US Navy, US Army and US Air Force. His areas of specialty include IT, Software design, development, and roll out, creation of Knowledge Management systems, all aspects of Federal Procurement to include Contract Acquisition, Contract Administration, Logistics, Quality Assurance, and Configuration Management. Mr. Carroll worked in as a project manager in private industry for Major Engineering Services Companies to include Science Applications International (SAIC), Computer Science Corporation (CSC), and DynCorp International. He has also deployed major systems in Oracle, Microsoft Share Point, and Remedy. He has a Masters Degree in Systems Engineering from the University of Southern California and a Bachelors Degree in Engineering Science from the US Naval Academy.

#### Michael P. Beard, Sr.

Mr. Beard is Managing Partner of Value Based Project Manufacturing, a firm working with public and private companies across industries to improve efficiency, grow productivity, and enhance communications to increase company profits. Michael has extensive experience working at a tactical and management leader, providing expert advice in business infrastructure development, enterprise risk management, and PMO implementation. Mr. Beard holds a B.S. from Embry-Riddle Aeronautical University, is a former instructor at the University of California – Irvine, and has received several certifications in office management and information technology.

## Advisory Board



#### Bradford N. Dewan

Mr. Dewan is a tax, corporate and estate planning attorney, licensed in the states of California, Hawaii and Wisconsin. During his thirty years of practice, Mr. Dewan has gained experience as a corporate, business and tax attorney for start-up companies, mid-size companies, and closely-held family owned businesses. His areas of expertise include corporate and business tax law; federal and state securities law for private placements and offerings to accredited investors; corporate mergers and acquisitions; and corporate governance matters. Mr. Dewan holds a Bachelor of Arts degree, *cum laude*, in Economics from Harvard University, a Masters of Business Administration in Finance from the University of California at Berkeley and a Juris Doctor degree from the University of Wisconsin, Madison. He is a member of the Tax and Estate Planning Sections of the California Bar Association and he is a member of the Real Property, Probate and Trust Law Section of the American Bar Association.

#### Mallery K. Aiken, II

Mallery (Mo) Aiken is an accomplished and results-oriented Management Consultant with more than 35 years of experience in technology-based industries. After beginning his career at Hughes Aircraft Company, where he served as strategic and tactical special projects manager reporting directly to the CEO, Mr. Aiken has been employed by TRW, SPARTA, Inc., Advanced Business Systems in roles from multiyear \$100+mm project Management, Chief Scientist, and R&D Manager. His roles as General Manager, interim CEO, President, COO and V.P. at various organizations provides real life understanding of the needs and results to be expected, and led to his creation of Barra Gwynn Enterprises (BGE), a comprehensive business solutions consultancy specializing in resolving pressing operational and technological problems.

## Advisory Board

### Rob Plomgren

Mr. Plomgren has been a leader in the financial services arena since 1982. He is currently a Managing Director at Cost Segregation Initiatives, where his primary responsibilities entail interfacing with clients, as well as financial and tax professionals. Prior to his current firm, Mr. Plomgren was a Managing Director at both Galen Capital Group LLC, a health care merchant bank, and ColumbusNewport, where he focused on co-managing the origination, structure and placement of the firm's equity transactions. Prior to joining ColumbusNewport, Rob operated as an interim executive specializing in strategic planning and operational management for closely held companies. Previously, Rob spent 16 years in the investment and securities industry, where he developed an expertise in the formation and marketing of private placements and public offerings for middle market companies. He co-managed total placements in excess of \$800 million in such diverse industries as mortgage servicing, cable television, environmental services, medical technologies and manufacturing. He attained his CFP designation in 1987 and has held series 24 and 7 securities licenses. Rob received his BA and MS from the University of Redlands.

#### Business Development Unit

Glenjohn Capital has a unique, knowledgeable network of consultants, corporate entities, and intermediaries currently positioned to assist with the development, brand management, and distribution of the firm's products. Through the executive management's network in the United States and abroad, Glenjohn has updated and positioned several firms to start from the first day of capital funding to immediately facilitate the distribution of Glenjohn's subsidiary products.



### Investor Presentation

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