REMOTE ENERGY & REFRIGERATION

Creating Sustainable Businesses for Remote Communities
PRESENTATION OUTLINE

POINTS FOR DISCUSSION

About the Company
Background
Problem
Solution
Costs and Benefits
Black Stump Technologies’ purpose is to empower individuals, communities and the organisations that support and protect them in times of their greatest need and for the longer term. Our solar-powered refrigeration and energy technologies specifically developed for remote areas enable us to provide rapidly deployable solutions to the issues of clean water, food, sanitation, medical storage, cold-supply-chain and energy.
BACKGROUND

REMOTE KANGAROO HARVESTING

• Increased kangaroo populations causing environmental and economic damage.
• State Government issued quotas for kangaroos culling not being met.
• Kangaroo is one of the most sustainable, lean and delicious meats that Australia produces.
• Kangaroo is 100% natural lean meat that is sustainably and ethically sourced from the open ranges of Australia.
• Remote Indigenous Australian communities have access to land with large kangaroo stocks and hunting knowledge.
GOVERNMENT QUOTAS
Not being reached.

INDIGENOUS COMMUNITIES
No current off-grid business for Indigenous communities to harvest sustainable meat.

COLD CHAIN
Carcass needs to be chilled after hunting to meet food safety requirements.
Remote communities lack access to electricity and chillers.
CREATING A SUSTAINABLE BUSINESS

Using Black Stump’s Solar Kanga Kooler and business plan to create a sustainable off-grid business for Indigenous communities living on Country that have access to large kangaroo stocks.
SOLUTION

Social  Environment  Economic
SOLUTION

**REMOTE INDIGENOUS COMMUNITIES**
- Harvest kangaroos
- Processing
- Sales and Distribution

**BLACK STUMP KANGA KOOLER**
- No cost, hygienic cold chain

**BUSINESS**
- Sell to supermarket suppliers (Macro Group), restaurants and catering companies, pet food manufacturers

**RESULTS**
- Help governments meet their quotas and the environment.
- Indigenous empowerment and income.
- Clean energy cold storage.
KANGA KOOLER

• Designed to handle high heat loads. Hot produce straight from the field to fridge
• 100% solar powered
• Independent power
• Quiet, clean and green
• Transportable and securable
• Operates 24hrs in any environment
• No operation costs and low mainenance
• Remote operation and monitoring available
• 10 minutes from unload to operation
**EXAMPLE BUSINESS**

**REVENUE STATEMENT**

- If business sold kangaroo meat at industry average.

<table>
<thead>
<tr>
<th>ACTIVITY ON A GIVEN DAY</th>
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<tbody>
<tr>
<td>NUMBER OF PEOPLE HUNTING</td>
<td>3</td>
</tr>
<tr>
<td>NUMBER OF KANGAROOS PER PERSON</td>
<td>10</td>
</tr>
<tr>
<td>AVERAGE WEIGHT OF KANGAROOS (KG)</td>
<td>25</td>
</tr>
<tr>
<td>KANGAROO CAUGHT PER PERSON (KG)</td>
<td>250</td>
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<tr>
<td>TOTAL WEIGHT OF KANGAROOS CAUGHT (KG)</td>
<td>750</td>
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<table>
<thead>
<tr>
<th>INCOME</th>
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<tbody>
<tr>
<td>AMOUNT OF KANGAROO SOLD (KG)</td>
<td>750</td>
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<tr>
<td>PRICE PER KG OF KANGAROO ($)</td>
<td>$ 0.70</td>
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<tr>
<td>TOTAL SALES</td>
<td>$ 525.00</td>
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<tr>
<td>TOTAL INCOME PER DAY</td>
<td>$ 525.00</td>
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<tr>
<td>TOTAL INCOME PER YEAR (260 DAYS)</td>
<td>$136,500.00</td>
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WHAT IS NEEDED?

INDIGENOUS COMMUNITIES

FUNDING
MAILING ADDRESS
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