



# Starfleet Innotech

An opportunistic global investment holding company, operating across F&B, Technology, and Real Estate.

April 2023

# Forward-Looking Statements

The statements contained herein may contain certain forward-looking statements relating to Starfleet Innotech, Inc. “Starfleet” that are based on the beliefs of Starfleet as well as assumptions made by and information currently available to Starfleet’s management. These forward-looking statements are, by their nature, subject to significant risks and uncertainties. These forward-looking statements include, without limitation, statements relating to Starfleet’s business prospects, future developments, trends and conditions in the industry and geographical markets in which Starfleet operates, its strategies, plans, objectives and goals, its ability to control costs, statements relating to prices, volumes, operations, margins, capital expenditures, overall market trends, risk management and exchange rates.

When used herein, the words “anticipate”, “believe”, “could”, “estimate”, “expect”, “going forward”, “intend”, “may”, “ought to”, “plan”, “project”, “seek”, “should”, “will”, “would” and similar expressions, as they relate to Starfleet or Starfleet’s management, are intended to identify forward-looking statements. These forward-looking statements reflect the Starfleet’s views at the time such statement were made with respect to future events and are not a guarantee of future performance or developments. You are strongly cautioned that reliance on any forward-looking statements involves known and unknown risks and uncertainties. Actual results and events may differ materially from information contained in the forward-looking statements as a result of a number of factors, including any changes in the laws, rules and regulations relating to any aspects of Starfleet’s business operations, general economic, market and business conditions, including capital market developments, changes or volatility in interest rates, foreign exchange rates, equity prices or other rates or prices, the actions and developments of the Starfleet’s competitors and the effects of competition in the food manufacturer and service sector , technology applications and components, and real estate development. Sales and property management on the demand for, and price of, Starfleet’s products and services, various business opportunities that Starfleet may or may not pursue, changes in population growth and other demographic trends, including mortality, pandemics, morbidity and longevity rates, persistency levels, Starfleet’s ability to identify, measure, monitor and control risks in Starfleet’s business, including its ability to manage and adapt its overall risk profile and risk management practices, its ability to properly price its products and services, including property development capital expenditures and establish reserves for future policy benefits and claims, seasonal fluctuations and factors beyond the Starfleet’s control. Subject to the requirements of the Listing Rules, Starfleet does not intend to update or otherwise revise such forward-looking statements, whether as a result of new information, future events or otherwise. As a result of these and other risks, uncertainties and assumptions, forward-looking events and circumstances discussed herein might not occur in the way Starfleet expects, or at all. Accordingly, you should not place reliance on any forward-looking information or statements. All forward-looking statements herein are qualified by reference to the cautionary statements set forth in this section.

## **AGENDA**

**A. Introduction**

**B. 2022 Financials**

**C. Key Events & Updates**

**D. Roadmap – Epiphany Café Canada**

**E. Q&A**



## What is Starfleet?

# Starfleet Innotech is a publicly-listed, global investment holding company.

Starfleet identifies and develops collaborative partnerships and invests in opportunistic high-growth companies. It utilizes the conglomerate's operating and financial management experience, combined with its global network, to scale the valuation of the investment to generate returns for invested capital.



*Our goal is to uplist from the OTCMarkets, where we are currently trading onto the **Nasdaq**. Leveraging decades of combined business excellence, as well as our strong presence across New Zealand, Australia, Malaysia, the Philippines, the United Arab Emirates, Latin America, the United States, and beyond.*





# Strategic Cross-divisional Collaborations

We've established a comprehensive strategy, extracting and utilizing our capabilities across our three divisions to achieve operational excellence that will drive value for the conglomerate-at-large.

- We **enter new markets** through our **F&B** businesses, led by **Epiphany Café**. Once established in these markets, these businesses serve as scaffolding for Starfleet to develop additional projects within and beyond F&B.
- We will **fund our growth** through high-yield **real estate** projects, such as our **Moraya** developments, which will generate returns from asset sales and business operations.
- We **develop, innovate, and unlock new opportunities** through our **tech** division, **LNS+**, a general software development firm and tech enabler. These initiatives are geared towards streamlining and enhancing the existing operations of our subsidiaries by setting up, cost-effective unified tech platforms.





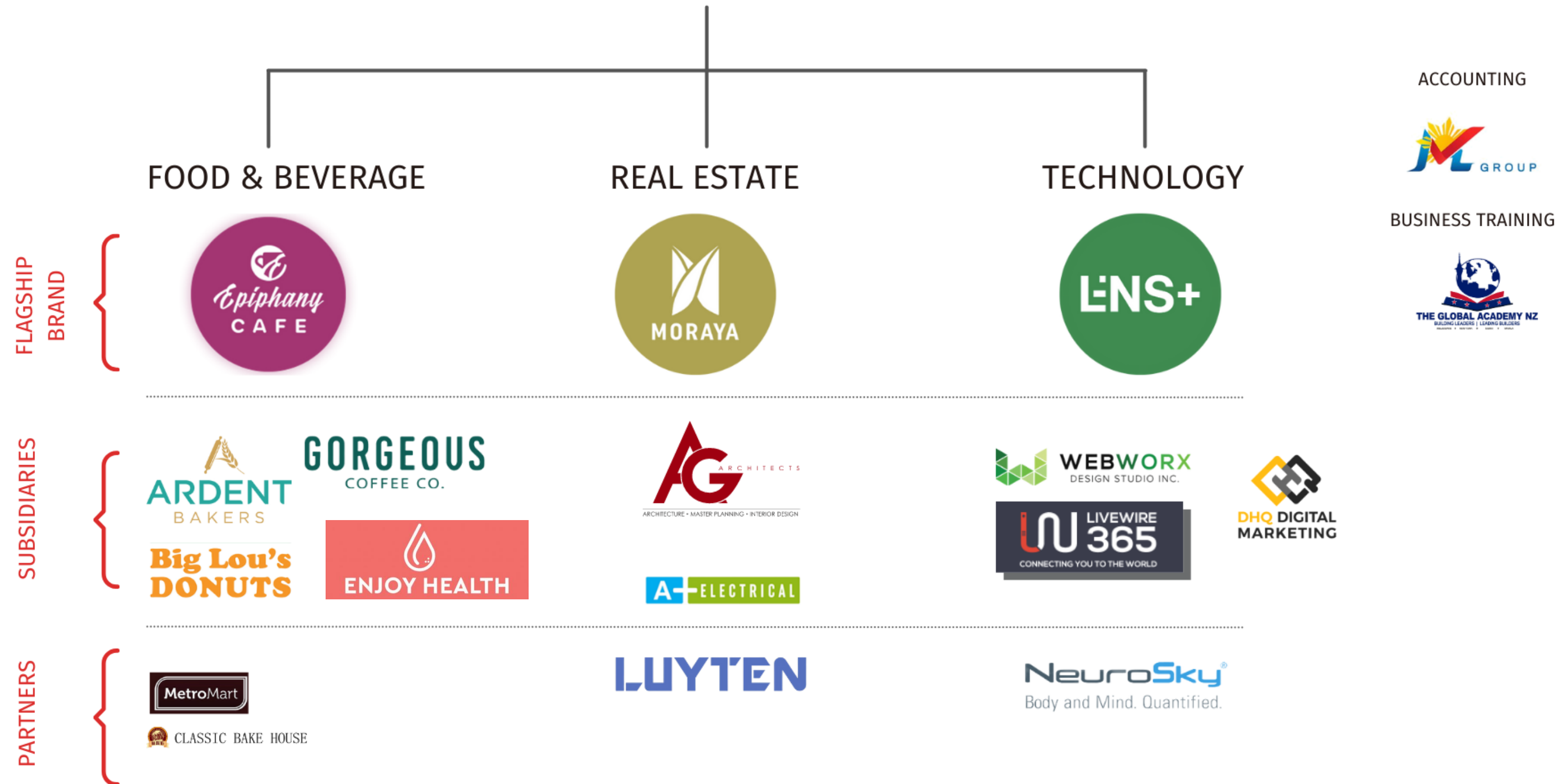
A Global Investment Holding Company

SHARE STRUCTURE

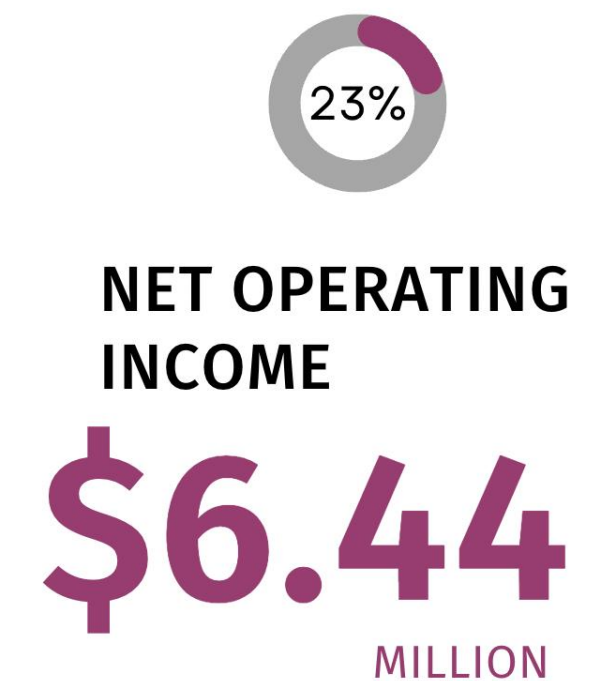
AUTHORIZED  
2.5B

OUTSTANDING  
1.266B

OTC Pink SFIO



# 2022 Financials – Income Statement



OTHER INCOME \$596K

NET INCOME \$7.04M

# 2022 Financials – Balance Sheet

## TOTAL ASSETS

**\$25.44**  
MILLION

## CURRENT ASSETS

**\$2.88** MILLION

### CASH



**\$352K**

## FIXED ASSETS

**\$11.63** MILLION

## NON-CURRENT ASSETS

**\$10.93** MILLION

## TOTAL LIABILITIES

**\$7.19**  
MILLION

## ACCOUNTS PAYABLE

**\$754K**

## OTHER CURRENT LIABILITIES

**\$1.79** MILLION

## NON-CURRENT LIABILITIES

**\$4.64** MILLION

## NOTES PAYABLE

**\$0**



Financials by Division

2021

2022



75%

2021 REVENUE

76%

2022 REVENUE



23%

2021 REVENUE

13%

2022 REVENUE



2%

2021 REVENUE

11%

2022 REVENUE



Guided by  
tradition. Driven  
by innovation.  
Enabled by  
collaboration.



Growth Areas & Key Contributors



**100+**  
Outlets



**70%**  
Growth



Export  
**amazon**



Small/Medium Real  
Estate projects  
**NZ**



Inter-State  
Growth



**25%**  
Client Growth

## 2022 Key Events

### LETTER OF INTENT (ACQUISITIONS)

7th  
July

Enjoy Health

20th  
July

Herbs of the Earth

20th  
Aug

Gravitas Group

24th  
Aug

CyberQ Group

2022 Key Events

Aug

FJ Prime (Market Research & Feasibility Study, PH)

1<sup>st</sup>  
Sep

Franchise Genesis, Inc (Franchise Consultant, USA)

12<sup>th</sup>  
Sep

Roda & Chalfant, LLC (Franchise Lawyers, USA)

Sep

Heads of agreement (2 six-acre properties in Melbourne, AUS)

Oct

Grierson Consulting, Inc (Market Research & Feasibility Study, Canada)

ENGAGEMENTS  
& AGREEMENTS



## Subsequent Events

SIGNED MOA TO JOINTLY DEVELOP AND OPERATE A WORLD-CLASS INTEGRATIVE CARE FACILITY IN PALAWAN, PHILIPPINES



### MEMORANDUM OF AGREEMENT



### BUY BACK DEALS

- AN AGREEMENT WITH MR. HATADI SUPAAT AND BOUNCE MOBILE SYSTEMS, INC [OTC:BNCM]. THAT OUTLINES THE 'FULL' SHARES 'BUYBACK' PLAN OF THE COMPANY FROM MR. SUPAAT AND BNCM, WITHIN A 12-MONTH PERIOD (200M SHARES)
- 100M SHARES FROM OPEN MARKET

## UPDATES – REAL ESTATE

### MORAYA

- 📍 MORAYA Roadmap will be presented in the next webinar
- 📍 MORAYA appointment and kick-off meeting with local contractors i.e. Project Management team, Builders, Interior Design team, and Marketing team
- 📍 Local registration and permitting underway
- 📍 Soft-launch preparation underway (i.e. social media, website, press release, articles, etc)
- 📍 JV with European Wellness Group – Signed
- 📍 Business Planning with European Wellness Group together with other partners in the Philippines (i.e. cosmetics, aesthetics, and medical spa) for the Integrative Medicine Facility has commenced
- 📍 Collateral (i.e. brochures, prof. presentation docs, market study, business plan) are in place for the Investor Roadshow's which is scheduled from May 2023 (tentative)
- 📍 Tentative pre-selling (local and international) is on the 3rd & 4th quarter of this year
- 📍 MORAYA appointed TERRA group to be one of the Sales & Marketing partners for the Palawan project

## UPDATES – REAL ESTATE

### TERRA SOLUTIONS REALTY CORP.

- 📍 Starfleet is investing in the operations and platform development for TERRA Solutions where it will own the platform (100%) and will gain 30% ownership in the Company
- 📍 TERRA Solutions, through its platform, provides real estate services such as property listing, agent CRM, sales and marketing, etc
- 📍 TERRA Solutions has more than 20 staff and being led by two experienced and qualified real estate brokers who have worked with the top developers in the Philippines in the past two decades
- 📍 TERRA Solutions Platform is 80% complete and the website is already “live” [search for “terrasolutionsrealty”]
- 📍 Official launching of TERRA is in May 2023
- 📍 TERRA was awarded the exclusive sales and marketing for NUVO District, an already developed twin skyscraper vertical community which includes commercial and residential units.
- 📍 NUVO District will be launched on the 26th of April, in partnership with Bahay Sa Pinas, an investor group based in the US who took over NUVO District.
- 📍 Starfleet is offering a special deal (20% discount “No Deposit”) to its staff, shareholders and investors if they’ll avail units at NUVO District. The units can be equipped with Smart Home Technology and can be fully furnished. TERRA is also offering property management to Starfleet’s staff, shareholders and investors.
- 📍 TERRA will schedule a series of presentations to potential international unit buyers (i.e. Starfleet staff, shareholders and investors) from third week of April 2023
- 📍 International roadshows in Australia, UAE and US for NUVO District are scheduled from May 2023

### EPIPHANY CAFÉ

- 📍 Training of the Malaysian team was deferred and locked-in this coming June/July
- 📍 Franchise Genesis (US Franchise docs, registration, processes) – in progress
- 📍 Epiphany Coffee license business model for implementation in NZ starting May 2023, targeting at least 100 licenses by end of the year.
- 📍 Vetting process and initial meetings with a potential Master Licensee in the UAE is underway.
- 📍 Refer to the separate slides for updates on Epiphany Café Canada



### INTERNATIONAL PRODUCT DISTRIBUTION

- 📍 Enjoy Health latest shipment already arrived in the US for customs clearance
- 📍 Enjoy Health products will be available in Walmart stores in the next 4-6 weeks
- 📍 Product registration (Enjoy Health, Gorgeous Coffee, Epiphany) in the UAE, NZ and AUS is underway

### UPCOMING NEWS & EVENTS

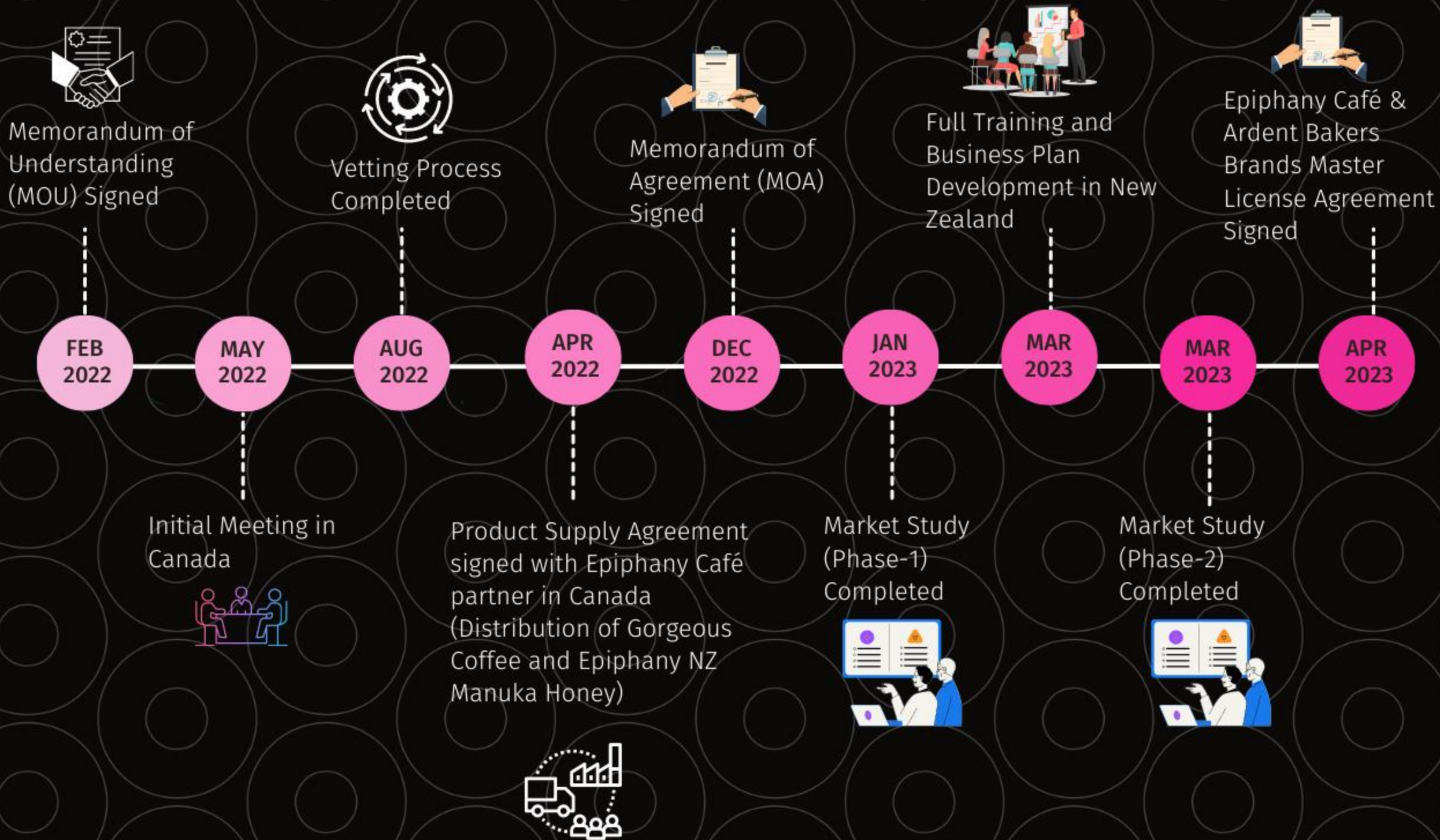
- 📍 Starfleet has shortlisted a reputable US west coast-based firm, that has a global reach, as its auditor. The selected Auditor is one of the 40 largest public accounting and advisory firms in the US and recognized in Forbes' 2023 list of America's Best Tax and Accounting firms.
- 📍 **Ecovis**, a global accounting consulting firm, has also been appointed as the local accounting adviser, subject to finalisation of engagement terms and relevant approvals.
- 📍 Engagement documents for the final stage have been received from the Auditor for execution.
- 📍 Starfleet is finalizing a JV with a European investor group to fund and manage the supply of EVs and EV chargers to local transport cooperatives in the Philippines. Project and engagement details will be disclosed in a Press Release. Our Tech Division is leading this project.
- 📍 Starfleet has applied for a corporate account with Interactive Brokers for its plan to 'buyback' shares in the open market.
- 📍 Non-dilutive funding to be utilized for the shares buyback is in the approval process already.



**Canada | Coming Soon**



# What we've done so far





# What's coming next?



Production Trial  
(Epiphany Café  
Donuts) in  
Canada

APR  
2023



Initial Bulk Shipment  
from NZ to Canada  
required for the  
Epiphany Café launch

MAY  
2023



Ardent Wholesale  
Donuts -  
Markets/Events

MAY-  
JUNE  
2023



Epiphany Coffee (5-in-1  
instant coffee,  
wholebeans)  
Distribution in Canada

JUNE  
2023



Launch of Epiphany  
Café Pilot Site

JUNE  
2023

AUG-SEP  
2023

DEC  
2023

Epiphany Café  
& Ardent  
Bakers Website  
and Social  
Media in  
Canada

<https://epiphanycafe.ca>

<https://www.ardentbakers.ca>

Ardent Bakers Central  
Commissary Setup &  
Commissioning



Epiphany Donuts  
Markets / Events



Launch and Rollout  
of Epiphany  
License (Target: >50  
Licenses)







Starfleet's leadership brings together decades of excellence across asset management, finance, real estate, hospitality, architecture, technology.

Our people, capacities, and strategies are further augmented by our global partnerships with grassroots companies and enablers.

