# SALT: The natural commodity that will always be in demand



The opportunity for First Nations to supply salt for decades to come

## The Opportunity

- > The Salt Industry in Canada is very large
- Competition is fierce
- Over 7 Million Metric Tonnes per year mostly road salt
- > \$1,200,000,000 in sales
- > Biggest consumption is in Ontario & Quebec
- Federal Environmental Guidelines for road salt purity will be a game changer in 2025
- Presentations have already been made to First Nations in Ontario, Quebec and New Brunswick

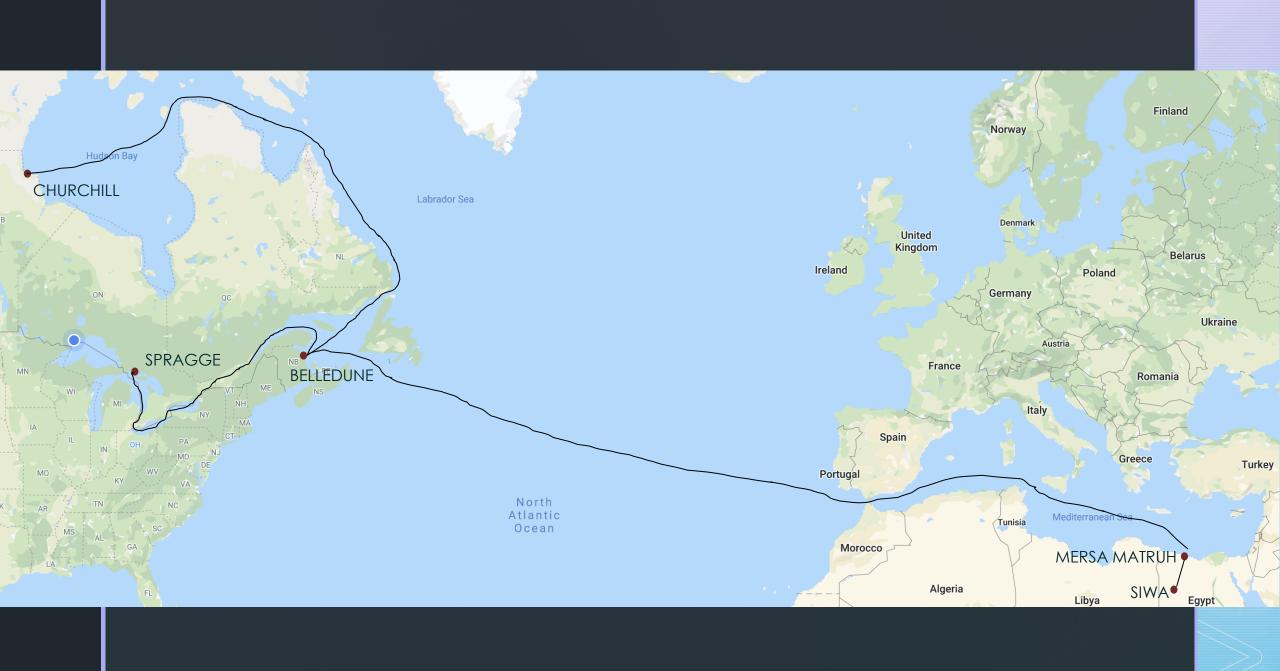
#### The Supply

- > TBM Corporation has obtained Distributor rights for Canada from the National Company for Productive Projects (SAFI) a division of NSPO (Egyptian Government)
- SAFI operates a deep shaft salt mine near Siwa in Western Egypt
- > The product is Organic, Natural, not processed except for sizing
- > 98.6% Pure Salt
- > It flows and does not cake
- It does not need additives
- Contains no gravel, clay or dirt like Canadian salt
- Exceeds 2025 Guidelines today

### Accessing the Market

- TBM imported 5 containers of salt in June of 2019
- One tonne bags were supplied to various Municipal Governments and Companies involved in the Salt Industry for trial and test purposes
- > Municipal Orders for significant trial supplies have been received
- > TBM expects to deliver 200K to 300K metric tonnes in 2020
- Orders are being won based on Quality and matching pricing
- > The mine is still in operation during the current COVID-19 Pandemic
- > Indigenous Distribution has been incorporated to supply salt in Ontario
- > Other First Nation distribution companies will be established across Canada





#### First Nation Connection

- Sales of 15,000 tonnes per shipment would reduce shipping charges
- Port control or influence could lower shipping costs
- Handling with fewer regulative restrictions could lower handling charges
- Partner based Contract fulfillment and enhancement
- > Re-market with proven quality
- > Sell with low cost supplier advantage
- First Nation regional brand packaging for household use





#### For More Information

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