

FluxGen Industries Ltd.

Forging Tomorrow's Welds

Airdrie, Alberta, Canada

<http://www.fluxgenindustries.ca>

Meeting Prep Document

FOR: Arpan Patel — Operations & Logistics Manager

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Your Role in FluxGen

Official Title: Operations & Logistics Manager

Why This Role Matters:

Arpan is the operational anchor of FluxGen. His ability to manage people, materials, and workflows ensures that the plant runs efficiently, labour is motivated, and supply chain execution is flawless. His contacts will be critical for vendor relationships, local partnerships, and on-ground problem-solving.

What Investors Need to See:

Investors want to see that each team member brings unique, essential skills. Your job in the meeting is to demonstrate deep expertise in your domain and show that you're not just competent — you're the right person for this specific role in this specific industry.

Your Positioning:

You are not "helping out" or "learning the business" — you are a co-founder with specialized expertise that FluxGen cannot succeed without. Own your area of responsibility with confidence.

Why You're on This Team

Your Background (What Investors Will Hear):

Warehouse and inventory management experience at Loblaw's Canada, one of the country's largest retail and distribution networks. Managed high-volume logistics, inventory systems, and labour coordination in a fast-paced operational environment.

Your Core Competencies:

- Exceptional interpersonal and communication skills
- Strong network of contacts across Canadian industrial and logistics sectors
- Proven ability to manage labour, resolve conflicts, and maintain smooth day-to-day operations
- Hands-on problem-solver with deep operational instincts

Current Professional Role:

Former warehouse and inventory management at Loblaws Canada

Key Message for Investors:

You bring proven, real-world experience that directly translates to FluxGen's success. You're not learning on the job — you're applying mastery from previous successes to build something new.

What Investors Will Ask You

As the **Operations & Logistics Manager**, investors will focus on your ability to run the plant smoothly, manage supply chains, and handle labour effectively. They want to see you're a hands-on operator, not just a manager.

Q: What was your role at Loblaws, and how does it translate to FluxGen?

A: I managed warehouse operations and inventory systems in a high-volume, fast-paced distribution environment. That experience taught me how to coordinate complex logistics, manage labour teams, and maintain inventory accuracy under pressure — all critical for manufacturing operations.

Q: Have you ever worked in manufacturing before?

A: While my background is in logistics and warehouse operations, the skills are highly transferable. Managing material flow, coordinating vendors, optimizing inventory, and leading teams are universal operational competencies. Plus, I have strong contacts in Alberta's industrial sector from my time at Loblaws.

Q: How will you handle raw material sourcing?

A: We're sourcing Canadian suppliers wherever possible — silica, dolomite, and calcite are all available domestically. I've already begun vetting suppliers in Alberta and BC. Our strategy is to establish long-term relationships with 2-3 primary suppliers per material and maintain safety stock to avoid disruptions.

Q: What if a key supplier has issues or raises prices unexpectedly?

A: That's why we're building redundancy into the supply chain from day one — multiple qualified suppliers, safety stock buffers, and long-term contracts with price protection clauses. In a worst-case scenario, we can source materials from the US, though it increases costs slightly.

Q: How will you manage labour in a small manufacturing facility?

A: Small teams require strong interpersonal skills and proactive communication — which is my strength. I'll focus on hiring the right people, creating a positive work culture, and addressing issues before they escalate. My experience at Loblaws taught me how to keep teams motivated and productive.

Your Key Talking Points

When discussing FluxGen, always emphasize:

General (All Team Members):

- FluxGen is Canada's first SAW flux manufacturing company
- We're not importing — we're localizing production to reduce supply chain risk
- Our team has direct, hands-on experience running similar operations at scale
- We're starting pilot, scaling smart, and targeting profitability early

Specific to Your Role:

- I managed high-volume logistics at one of Canada's largest retailers — I know how to move materials efficiently
- Our supply chain strategy prioritizes Canadian suppliers to reduce lead times and costs
- I have strong contacts in Alberta's industrial and logistics networks from my time at Loblaw's
- I'm hands-on — I'll be on the floor daily ensuring smooth operations
- Our goal is 95%+ on-time delivery from day one — we're building reliability into the system

Do's and Don'ts

■ DO:

- Be confident but not arrogant — you know your stuff, but stay humble
- Use specific examples from your experience when answering questions
- If you don't know something, defer to the team member who does
- Show enthusiasm for FluxGen — investors want to see you're all-in
- Listen carefully to questions before answering — don't rush
- Highlight your Loblaw's experience managing complex logistics
- Mention specific contacts or supplier relationships you're building
- Talk about contingency plans — investors want to know you've thought through risks

■ DON'T:

- Never say "I'm still learning" or "I'm figuring it out" — investors want experts, not learners
- Don't over-promise or exaggerate — be realistic about challenges
- Don't contradict other team members — maintain a united front
- Don't badmouth competitors — focus on FluxGen's strengths
- Don't use jargon without explanation — keep language clear
- Don't say you've "never worked in manufacturing" — focus on transferable skills
- Don't make it sound like operations will be easy — acknowledge challenges

General Meeting Etiquette:

- Dress professionally (business casual minimum, business formal for major investors)
- Arrive 10-15 minutes early to review notes
- Turn off phone notifications completely
- Listen actively — don't interrupt other team members
- If you don't know an answer, say "That's not my area, but [Team Member] can address that"
- Never contradict another team member in front of investors — discuss internally later
- Take notes if investors ask follow-up questions — shows you're listening

Remember:

Investors are looking for three things: **Competence**, **Cohesion**, and **Commitment**. Show you know your stuff, that you work well together, and that you're all-in on FluxGen's success.