



# Co2.0

Building the Digital Infrastructure for Compliance-Grade Carbon Markets

Investor Presentation - 2025

# Carbon markets are broken.

Billions are being spent on unverifiable offsets that lack transparency, consistency, and permanence.

The world needs trustable infrastructure—not just promises.

## ➊ Low Integrity

85% of credits fail rigorous verification

## ➋ No Transparency

Manual processes, delayed reporting, zero real-time data

## ➌ High Costs

Developers lose 40-60% of value to middlemen

## ↗️ Integrity Crisis

Verified Credits 15%

Unverifiable/Low Quality 85%

Source: Nature, Science, Carbon Market Watch (2024)

# The \$1 Trillion Carbon Market Needs Better Rails

Over 2,000 companies have net-zero pledges, yet less than 5% of credits meet compliance-grade standards.

Mālama bridges this gap through verifiable, tokenized carbon removal.

**\$1T**

Market Size by 2030

**2,000+**

Net-Zero Pledges

**95%**

Unmet Demand

## 🌐 Global Demand

Fortune 500 companies need verifiable removal credits to meet 2030 climate targets

## 📋 Supply Gap

Only 5% of current carbon credits meet compliance-grade verification standards

## ↗️ Market Growth

Voluntary carbon market projected to reach \$100B+ annually by 2030

# Turning Nature-Based Impact into Verified, Investable Climate Solutions

Mālama Labs builds digital and physical infrastructure that converts measurable carbon removal into durable, tradable assets.



## Nature-Based

Real carbon removal through biochar, rock weathering, and regenerative practices



## Verified

Automated dMRV ensures compliance-grade measurement and reporting



## Investable

Tokenized credits enable early financing and liquid markets

# Universal dMRV Platform

Our system unifies IoT sensors, satellite data, and AI models to automate Measurement, Reporting, and Verification (MRV)—enabling real-time, compliance-grade certification.

## ✓ Automated Data Collection

IoT sensors + satellite imagery capture carbon metrics 24/7

## ✓ AI-Powered Verification

Machine learning validates permanence and additionality

## ✓ Blockchain Certification

Immutable audit trail for compliance and transparency



### 1. Data Collection

Sensors + Satellite Monitoring



### 2. AI Analysis

Verification + Risk Modeling

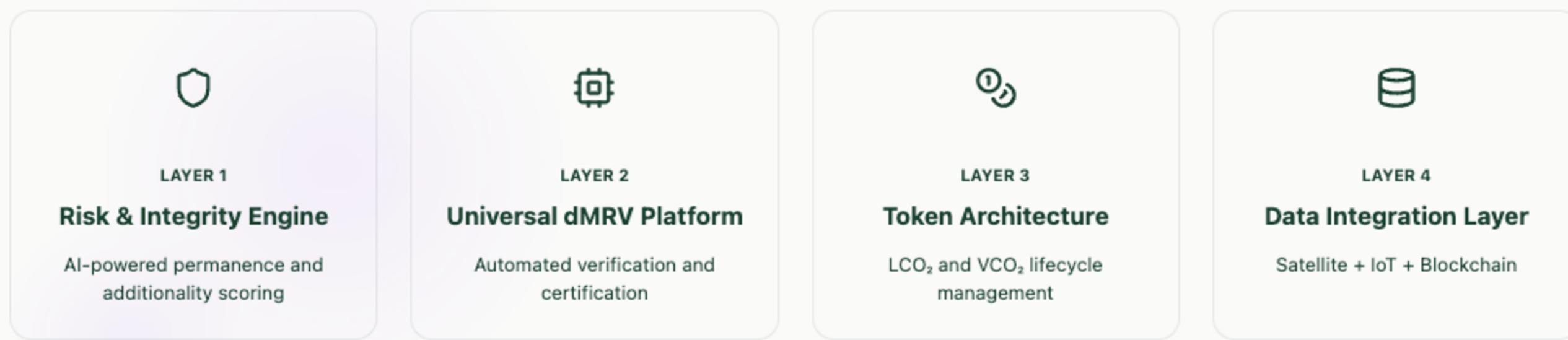


### 3. Credit Issuance

On-Chain Certification

# A Four-Layer Infrastructure for High-Integrity Carbon Markets

End-to-end platform from measurement to market



**Result:** Real-time, verifiable carbon removal at scale—bridging finance, verification, and compliance

# Proven Models, Growing Demand

## ✓ Established Frameworks

Modeled after Puro.earth, Isometric, and Article 6.4 compliance standards

## ✓ Strategic Partnerships

Collaborations with DIBS Hawaii, DHHL, and AgEnergy for pilot deployments

## ✓ First Project

AgEnergy Kawaihae Biochar Facility—7,500 tons annual capacity

### AgEnergy Kawaihae

📍 Hawai'i Island, HI

**7,500**

Tons/Year

**\$1.1M**

Annual Revenue

Verification Phase

 75%

### Active Pipeline

Total Projects

**6**

Annual Capacity

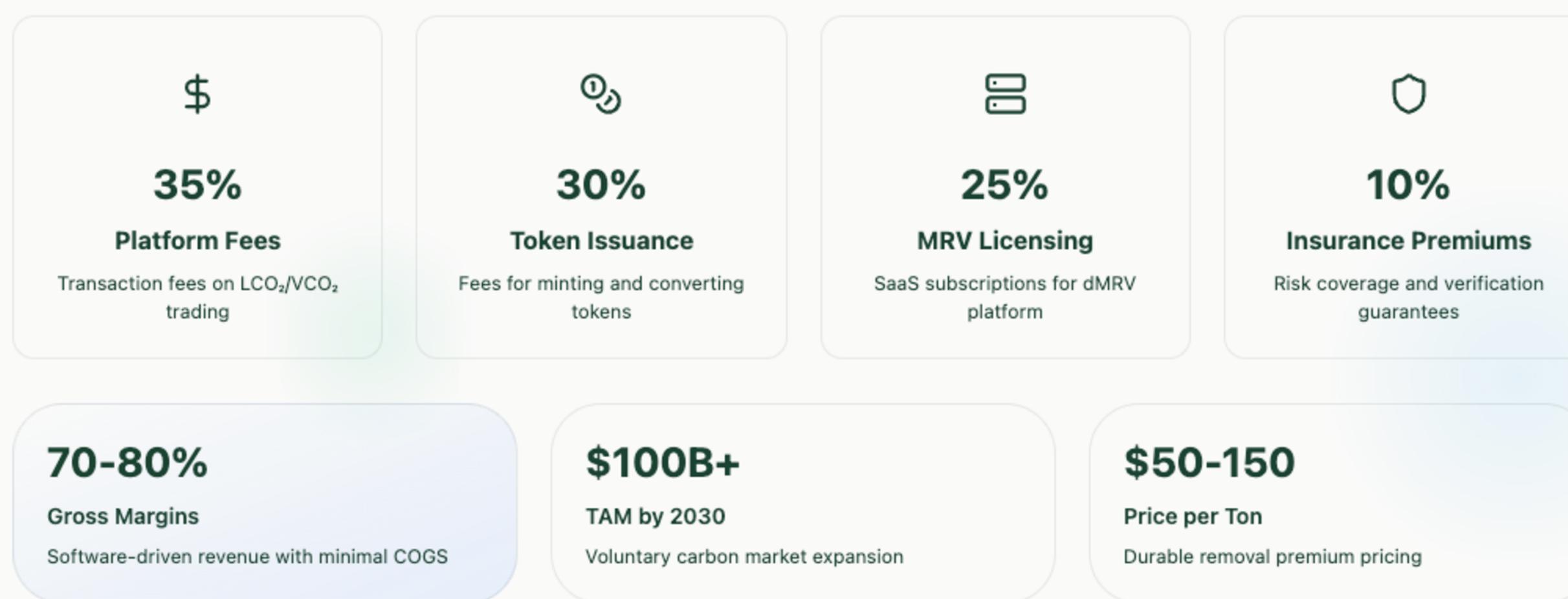
**875K tons**

Projected Revenue

**\$131M**

# SaaS Economics, Infrastructure-Scale Impact

Mālama earns revenue through platform fees, token issuance, carbon credit brokerage, and MRV licensing



# From Pilot to Platform

## ↗ 6 Active Projects

In development across Hawai'i and Pacific Northwest

## ⚡ 875K Tons Annual

Combined carbon removal capacity across pipeline

## 👤 Strategic Partners

DIBS Hawaii, DHHL, AgEnergy, and regional governments

### Milestone Timeline

- Q1 2025  
First Project Launch  
AgEnergy Kawaihae online
- Q2 2025  
dMRV Platform Beta  
Platform rollout to 3 projects
- Q3-Q4 2025  
Token Launch  
LCO<sub>2</sub> presales begin
- 2026  
Full Platform Scale  
Expand to 20+ projects globally

### 📍 Geographic Focus

Hawai'i → Pacific NW → Global

# Experienced Builders Bridging Climate and Technology

Carbon Science + Web3 Infrastructure + Operational Execution



**Tyler Malin**

Founder & CEO

Legal, Blockchain, Climate Strategy

*Serial entrepreneur with 20+ years building marketplaces. 2 successful exits.*



**Dominick Garey**

CTO

Blockchain & dMRV Architecture

*Full-stack architect with deep Web3 expertise and enterprise-grade infrastructure.*



**Jeffrey Wise**

COO

Operations & Scaling

*Hawai'i agriculture & sustainability leader. Deep community relationships.*

## Why This Team Wins

- **Geographic Advantage:** Building from Hawai'i with on-ground project access
- **Proven Execution:** Tyler's 2 exits demonstrate ability to scale and navigate markets
- **Technical Depth:** Production infrastructure with real blockchain, AI, and IoT integration

## Key Hires (Next 12 Months)

VP Carbon Markets	Q2 2026
Chief Scientist	Q3 2026
2 Engineers	Q1 2026
1 BD Rep	Q1 2026

# Scalable Revenue Model

20x growth potential with SaaS margins and infrastructure-level expansion

## ↗ 5-Year Financial Projections

Year	Revenue	Projects	Gross Margin
Year 1	\$788K	10	75%
Year 2	\$2.6M	30	78%
Year 3	\$6.2M	60	80%
Year 4	\$12.5M	100	81%
Year 5	\$22.7M	150	82%

">\$ **\$108K**  
LTV per Project

3-year customer lifetime value

13.5x  
LTV / CAC Ratio

\$8K customer acquisition cost

↗ 1.9mo  
Payback Period

Rapid capital efficiency

Cash-Flow Positive by Year 2 • \$22.7M Revenue by Year 5 • 82% Gross Margin

# Raising \$1.2M SAFE Round

Fuel platform development and scale to 10 projects  
in Year 1

Instrument

**SAFE**

Post-Money

Valuation Cap

**\$8M**

Discount

**20%**

Min Investment

**\$25K**

## Use of Funds

Team	<b>\$480K</b>
Engineers, BD Rep, Operations Manager	
Technology & Operations	<b>\$360K</b>
IoT deployment, satellite data, risk engine MVP	
Sales & Marketing	<b>\$240K</b>
Developer outreach, partnerships, buyer acquisition	
Working Capital	<b>\$120K</b>
Legal, runway buffer	

## 12-Month Milestones

- ✓ Close 10 projects → \$788K revenue
- ✓ Deploy 10 IoT sensor networks
- ✓ Issue 7,000+ LCO<sub>2</sub> tokens
- ✓ First VCO<sub>2</sub> credits issue
- ✓ Expand beyond Hawai'i

18-Month Exit to Series Seed

**\$2M at \$10-12M post-money**

# **LCO<sub>2</sub> → VCO<sub>2</sub>** Lifecycle

## ① LCO<sub>2</sub> (Liquid Carbon)

Pre-finance tokenized carbon futures

Enables early project financing before verification is complete



## ② dMRV Verification

Automated monitoring confirms sequestration

Real-time data validation through IoT + satellite + AI



## ③ VCO<sub>2</sub> (Verified Carbon)

Verified carbon credits issued on-chain

Compliance-grade, tradable, and liquid

### Key Benefits

#### Early Financing

Developers access capital immediately through LCO<sub>2</sub> pre-sales

#### Maintained Liquidity

Buyers can trade LCO<sub>2</sub> tokens during verification period

#### Risk Mitigation

Insurance reserve covers verification shortfalls

#### Compliance Grade

VCO<sub>2</sub> meets Article 6.4, Verra, and Gold Standard requirements

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# From Hawai'i to the World

Building the infrastructure for a \$100B+ carbon removal market



**2025**

Launch

- Reactor commissioning complete
- Puro.earth certification process
- First 10 projects onboarded
- Platform beta deployment



**2026**

Scale

- dMRV Platform full rollout
- Expand to 30 projects
- AI risk engine production
- First VCO<sub>2</sub> credits issued



**2027**

Global

- Universal registry integration
- International expansion
- 100+ active projects
- Series A fundraise



**2028+**

Market Leader

- Token liquidity established
- Multi-methodology support
- Enterprise partnerships
- \$100M+ GMV annually

**Strategic Vision:** Build the Bloomberg Terminal for carbon removal—the trusted infrastructure layer for a transparent, verifiable, and scalable carbon economy



# Join Us in Building the Future of Carbon Integrity

Mālama Labs is creating a transparent, verifiable, and investable carbon economy. Together, we can turn climate action into enduring value.

**\$1.2M**  
safe round

**\$8M**  
valuation cap

**20%**  
discount

schedule a call or request access to our investor portal – [tyler@malamalabs.com](mailto:tyler@malamalabs.com)