



a BRITISH COLUMBIA company  
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Production at Galiano Island, BC



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# COMPANY BUSINESS

Welcome to Argo Living Soils Corp. a company dedicated to agribusiness, specializing in producing and developing soil amendments, living soils, biofertilizers, natural pesticides, and fungicides, vermicompost, and compost tea kits formulated specifically for high value crops.

The company, which has a skilled management team with decades of experience in both the farming industry and public financial markets and intends to focus most of its efforts on the production and development of organic fertilizers.

By 2019, the company's predecessor had established a significant market for specialized organic fertilizers on Galiano Island. Argo intends to increase production thereby supplying new customers off island who are awaiting Argo's increased production. The company's products will be especially suitable for crops used in the production of plant based meatless products.

The company has lease arrangements in place that will allow for the continuing expansion of production facilities. A marketing program is planned to coincide with increased production and Argo anticipates supplying new and existing customers, who up to this time have only been aware of our products through word of mouth.





## UNDERSTANDING AND CARING FOR YOUR SOIL CAN BRING IMPRESSIVE RESULTS

“

Few things make me feel as connected to this verdant world as my garden and the fields I cultivate. Sharing my passion and knowledge for soil with family and friends has proved a rich and fulfilling experience.

”

Early in 2015, Argo founder and agribusiness innovator Chad Diakow was running up against a stonewall in his efforts to procure the organic ingredients essential to producing the kind of soilenhancing supplements prized by gardeners and high-end agricultural producers. In response, Chad set about developing a product line capable of boosting soil productivity while minimizing the use of pesticides, herbicides, fungicides and other chemical inputs that degrade the living components of soils.



## MISSION STATEMENT

To position Argo Living Soils as an industry leader, providing home and commercial growers with a full range of organic living soil supplements that will enable plants to achieve their full growth potential.

Argo's business plan involves targeting commercial growers, micro growers, and small home growers. Our goal is to supply commercial and home growers with a product line that includes 'living soil' supplements in a 'water only' medium that can be delivered to plants via an automated irrigation system.

Our core business lies in creating organic, nutrient-dense growing mediums capable of producing high-value crops, while eliminating, or substantially reducing the need for costly pest control measures.

## ARGO'S ADVANTAGE

1

Argo is an industry game changer in that it applies 'living soils' technology to the traditional organic and restorative science of soil management and crop production.

2

Argo products enhance soils in an environmentally sustainable way by reducing chemical fertilizer and pesticide use and thereby increasing yields and cutting costs.

3

Argo is currently enjoying a surge of interest, in the absence of competitors capable of providing a comparable level of quality assurance and control at every step in the production process.

4

Argo's products will be especially suitable for crops used in the production of plant-based meatless products.

## ARGO LIVING SOILS PRODUCTS WILL

- enable plants to reach full growth potential
- sustain growth while minimizing fertilizer use
- reduce the use of pesticides and herbicides
- condition soils to self- resist pests and fungi ensure higher yields at lower cost



# ARGO PRODUCTS WILL INCLUDE:

- "Soil amendments" such as natural fertilizers.
- "Living soils," these are usually thought of as a compost-based planting material rich in active microbiology and biodiversity, that can include worms and their castings, protozoa, healthy bacteria, amoebas, kelp extracts and even glacial rock dust. These soils lend themselves to being amended.
- "Vermicompost," a product of the decomposition process using various species of worms to create a mixture of decomposing bedding materials and vermicast.
- Bio- fertilizers" that contain living micro-organisms which, when applied to seeds, plant surfaces, or soil, colonize the rhizosphere (the narrow region of soil or substrate that is directly influenced by root secretions and associated soil microorganisms known as root microbiome) or the interior of the plant and promote growth by increasing the supply or availability of primary nutrients to the host plant.







In March 2017, Argo's precursor began formulating, producing, and marketing soilsupplements, living soils, vermicompost and bio-fertilizers on Galiano Island, British Columbia. Further research and development will likely expand the product line. Argo will apply for certification under the Canadian Food Inspection Agency.

The Canadian Food Inspection Agency Certification allows the production of fertilizer, supplements, bio-fertilizer-mycorrhizal fungi and living soil.

## ARGO LIVING SOILS CORP. SHARE CAPITAL

January 18, 2021

	Price	Shares	Share Capital
Initial Share issuance @ \$0.005	\$0.005	2,000,000	10,000
\$0.02 Private Placement	\$0.02	4,550,000	91,000
\$0.05 Private Placement	\$0.05	3,520,000	176,000
<b>PRE IPO TOTAL</b>		<b>10,070,000</b>	<b>277,000</b>
IPO	\$0.10	6,000,000	600,000
<b>NON DILUTED TOTAL</b>		<b>16,070,000</b>	<b>877,000</b>
Warrants	\$0.35	6,000,000	2,100,000
Options	\$0.10	150,000	15,000
<b>FULLY DILUTED TOTAL</b>		<b>22,220,000</b>	<b>\$2,992,000</b>



The past decade has witnessed a significant increase in environmental and social issues relating to agriculture.

Governments, communities, consumers, investors, and lenders are increasingly focused on promoting sustainable development and mitigating climate change.

In addition to the moral imperative implicit in these goals, all cultivators are now more aware of the preference among consumers for nutritional produce grown in environments free of inputs that may harm or degrade the soil.

Agricultural products associated with major environmental and nutritional benefits have been shown to outperform, over the medium and long term, those produced using conventional methods.

Argo aims to position itself as a leader in supplying products suitable for “water only” soils.

A “water-only” soil is a soil that uses only water for irrigation versus a hydroponic horticulture which is a method of growing plants and crops, without soil, by using mineral nutrient solutions in an aqueous solvent. “Water only” thus implies that pure water constitutes the medium in which the soil's nutrients are made available to plants.

## BENEFITS OF A WATER ONLY SOIL

- Using organic amendments allows the soil to be reused at the end of the growth cycle
- The low cost of “re-amending” the soil
- The need to move soil in and out of the grow rooms is eliminated
- Using synthetic nutrients or mineral salts necessitates replacing the soil every growth cycle
- The used media is traditionally high in nitrates and phosphates and contributes to contaminating our ground water



## MARKET TRENDS

### ORGANIC PRODUCTS ARE IN HIGH DEMAND

Increasing consumer awareness of the harmful effects of synthetic and chemical fertilizers, pesticides and fungicides will likely expand the market for our product line. We also anticipate a growing consumer base for organic foods, beverages, personal care and nutraceutical products. Rising awareness of health and safety concerns particularly among urban populations will likely help the industry grow.

The shift to organic farming driven by greater demand for chemical-free food products will stimulate demand for organic fertilizers. Moreover, reduced environmental impacts, including soil degradation, number among the many benefits accruing from the use of such soil conditioners--benefits that may be expected to stimulate demand for our products. Technological advances and product innovations that are expected to increase crop yields will require greater soil fertility, which will heighten demand for our product line.

# MARKET SEGMENT

## ORGANIC FERTILIZERS

The North American organic fertilizer market was 1.56 million tons valued at USD 952.7 million in 2019 and is expected to register a Compound Annual Growth Rate (CAGR) of 14.1% during the forecast period of 2020-2025. Total consumption of US organic fertilizers was 0.8 million metric tons in 2019 and is expected to register a CAGR of 5.6% during the forecast period 2018-2023. Though currently the organic sector is a relatively immature market; there is heavy dependence on imports and the imported nutrients are already becoming a vital part of organic farming practices.

Growth in the organic food industry is driving the organic fertilizer market. The shift in preference towards the residue-free, safe, and healthy food is driving the agriculture industry to use chemical-free cultivation practices, which is driving the growth of the organic fertilizer market. According to the report, the US organic food sales amounted to about 47.86 billion US dollars in 2018. This factor highlights the scope for the growth of the biological organic fertilizer market.

Argo forecasts making approximately 129 tonnes of Organic Fertilizer products (Vermiculture castings, Super soil, Living soil amendments) in the start up year. Planned Phase 1 full year production in 2021-2022, achieved by the ramp up in facilities and raw materials, would be approximately 820 tonnes. This would represent about 0.1% of the non-USA portion of the North American Organic Fertilizer Market of 800,000 tonnes (2019 figure). With little regional competition, Argo's ability to grow within the market on the West Coast is significant.

# LOCATION OF PRODUCTION FACILITIES

Vermiculture production, along with the production of super soil, soil amendment packs and compost tea bags, will be located at Galiano Island, British Columbia.

Galiano Island will also be the site of a research facility, greenhouse for producing cultivars, and facilities for developing and producing natural fertilizers and pesticides. The Galiano Island site can exploit a Mediterranean climate and optimum sun exposure to control for humidity and dewpoint. In addition, the production facilities are sufficiently remote to avoid impacting residential communities.

A second facility is planned for Keremeous, British Columbia.

The two sites allow for reduced shipping costs for raw materials. All facilities and operations will comply with local bylaws.

The first of a complex of greenhouses has been recently constructed at the Galiano site, which includes additional buildings that can be used for storage and research purposes.



## LEASING AGREEMENTS

Short-term leases will allow us to relocate our operations to meet changing economic conditions. Argo Living Soils has entered into a leasing agreement to use a one hectare portion of a 10-hectare private farm property located on Galiano Island. The lease agreement will run for an indefinite term, and the leased area can be enlarged if required.



## PRODUCT MILESTONES

- Production facility on Galiano Island, including storage areas for raw materials and product, upgraded
- Equipment for start-up production acquired.
- Contracts for fertilizer inputs finalized.
- Worm casting beds completed.
- Production of worm castings begun.
- Branding and marketing plan completed.
- Branding and marketing plan implemented.
- Sales to local garden shops and online customers made.
- Marketing and sales coordinated to meet initial demand with Phase 1 production

## EXECUTIVE SUMMARY

Chadley Diakow is a proven innovator in the field of organic soil production and has 14 years of agribusiness experience. His areas of expertise include integrated pest management and the design and construction of light-deprivation greenhouses.

He has also designed and built multiple large-scale greenhouses for several farms. Chad has also developed his own blends of essential oils and food-grade products to control pests and fungi that inhibit growth. His products proved so superior to standard pest controls that cultivators began seeking him out. The next two headings Products and Industry Outlook are part of the executive summary.

# PRODUCTS

Argo Living Soils has developed proprietary vermacast formulas for the vegetative and flowering stages of plant growth, in addition to aerobic compost tea kits, mixed dry soil amendments, in house living soils enhanced with bio-inoculates, and bio-fertilizers such as ectomycorrhizae and microbial inoculates.

Our product line also includes blends of essential oils and food-grade products that control pests (spider mites, thrips, fungus gnats and root aphids) by supporting beneficial insects while combating moulds. Argo's supplements increase the yield and quality of plants by promoting vigorous growth and helping establish natural defences against insects, disease, and moulds. They also enhance flavour, aroma, and the terpene (organic compounds that give plants a flavour and aroma) profile while increasing soil moisture retention, thereby inducing root growth and mycelium inoculation of roots.

Our products contain a wide spectrum of micro and macronutrients for soil microorganisms and mycelium, resulting in an environment rich in soluble nutrients. No comparable products currently exist in the marketplace.

# INDUSTRY OUTLOOK

The total North American Organic Fertilizer Market was 1.2 million metric tons in 2017 and is expected to register a Compound Annual Growth Rate (CAGR) of 11.4% during the forecast period (2018-2023). According to Statista (The Statistics Portal for Market Data, Market Research and Studies), the total US Organic Fertilizer market was 0.6 million metric tons in 2017 and is expected to register a CAGR of 5.6% during the forecast period (2018-2023).

Though currently the organic sector is a relatively immature market, increasing government investment, driven by consumer demand, is expected to provide a healthy stimulus. The market is also signaling increasing consumer awareness of the harmful effects of synthetic and chemical fertilizers, pesticides, and drugs. This trend will likely increase the organic share of the fertilizer industry.

A growing consumer base for non-synthetic foods, beverages, personal care and pharmaceutical products will likely boost demand for organic fertilizers. Growing awareness of health and safety issues, particularly among urban populations, will drive demand for products grown in a healthy organic medium wherein organic fertilizers are used to enhance yields. Environmental benefits and reduced soil degradation are among the key factors driving product sales. Technological advances and product innovation that improve fertility will further stimulate product demand. The raw ingredients for all our products are readily available and have been sourced and priced.

A vermiculture plant suitable for the first phase of production is located on Galiano Island, BC. Should a second plant be required to increase production, the site will likely be at Keremeous in the South Okanagan area of BC.