



# UNIQUELY POSITIONED FOR GROWTH

November 2021

TSX.V:AEP OTC:APEUF

**AEP** ATLAS ENGINEERED  
PRODUCTS

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# Forward Looking Statements

## Disclaimer

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# Who & What is AEP

**We are Leading  
Manufacturers of  
Engineered Wood  
Products across  
Canada**

## Mission

To Provide Quality Solutions and Products in the Communities We Serve, while Building Partnerships across North America

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## Vision

To Build a Strong, Successful Organization, while Providing a Succession Opportunity to Individual Owner Operators



# Our Services

## Design, Engineering & Permitting

Our specialist design team uses cutting edge design and engineering technology that ensures you get consistent, accurate, top quality product from our facility. We even help with acquiring building permits.

AEP's team of designers employs state-of-the-art BIM (Building-Information-Modeling) software, laser precision cutting equipment and automated assembly equipment to produce your orders in a controlled indoor factory environment.



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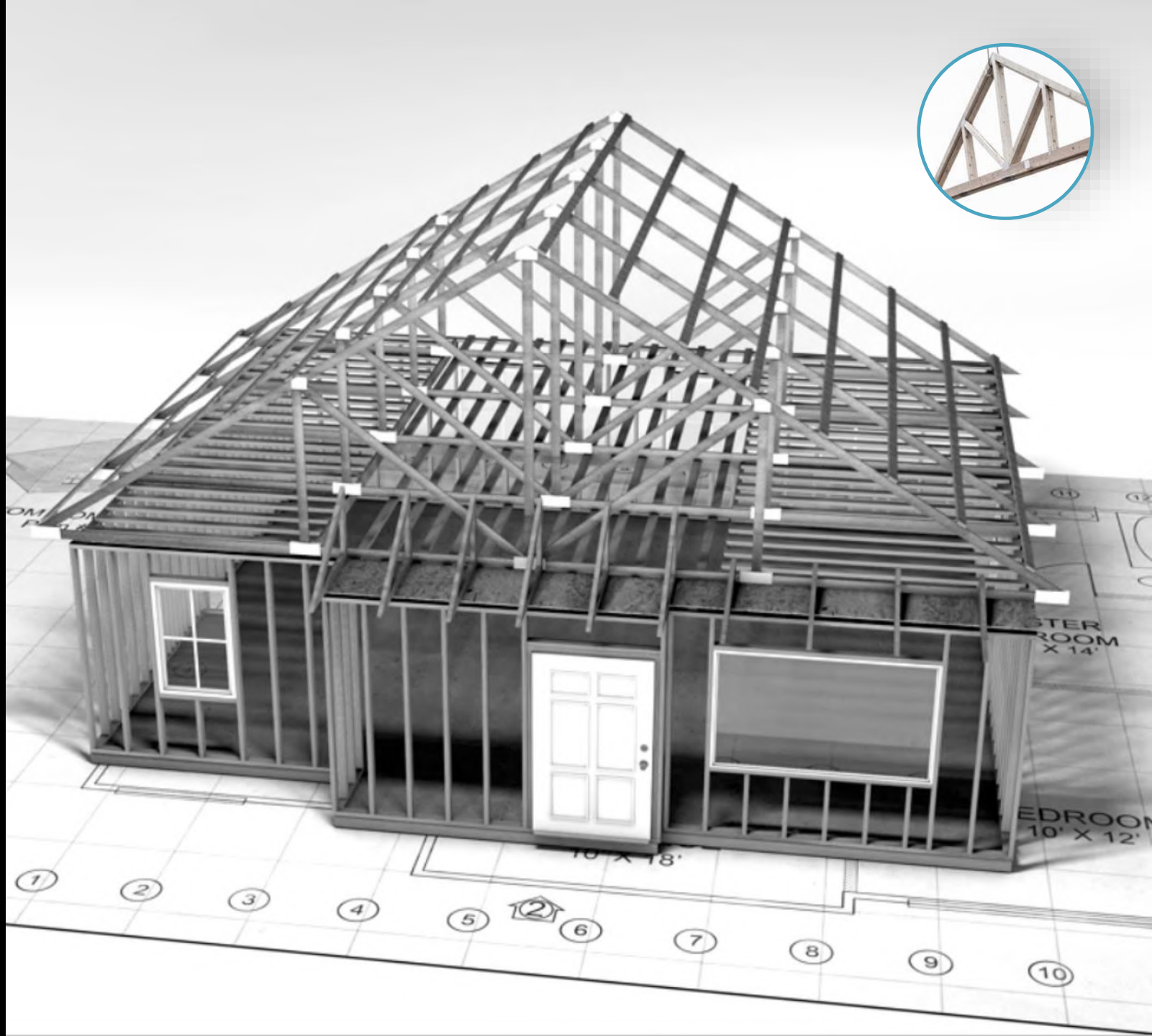
# Our Products

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## Roof Systems & Roof Trusses

Reduce installation times, increase your span options and employ our cost effective, cutting edge design and engineering team.

From the simplest residential building to the most complex commercial designs, AEP roof trusses can be a cost effective and efficient part of your construction project.





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# Our Products

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## Floor Systems & Floor Trusses

A practical alternative to framing onsite, our custom-built floor panels give you greater quality control and ensure seamless integration with your wall and roof components.

Quality floor systems and floor trusses from a production facility that also allows customers to reduce on site labour needs or simultaneously work on that next project.



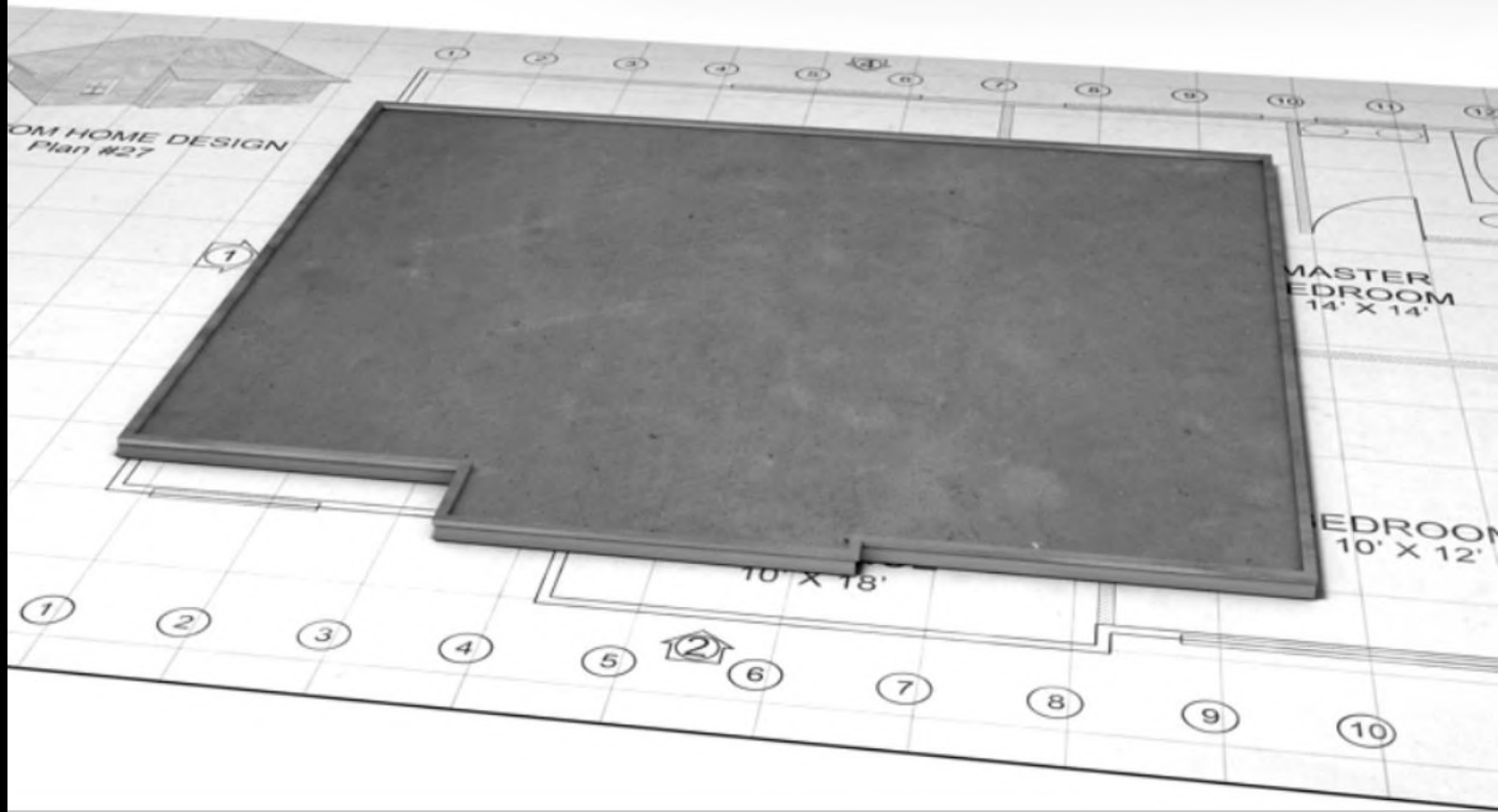
**FLOOR  
JOISTS**



**FLOOR  
TRUSSES**



**FLOOR  
PANELS**



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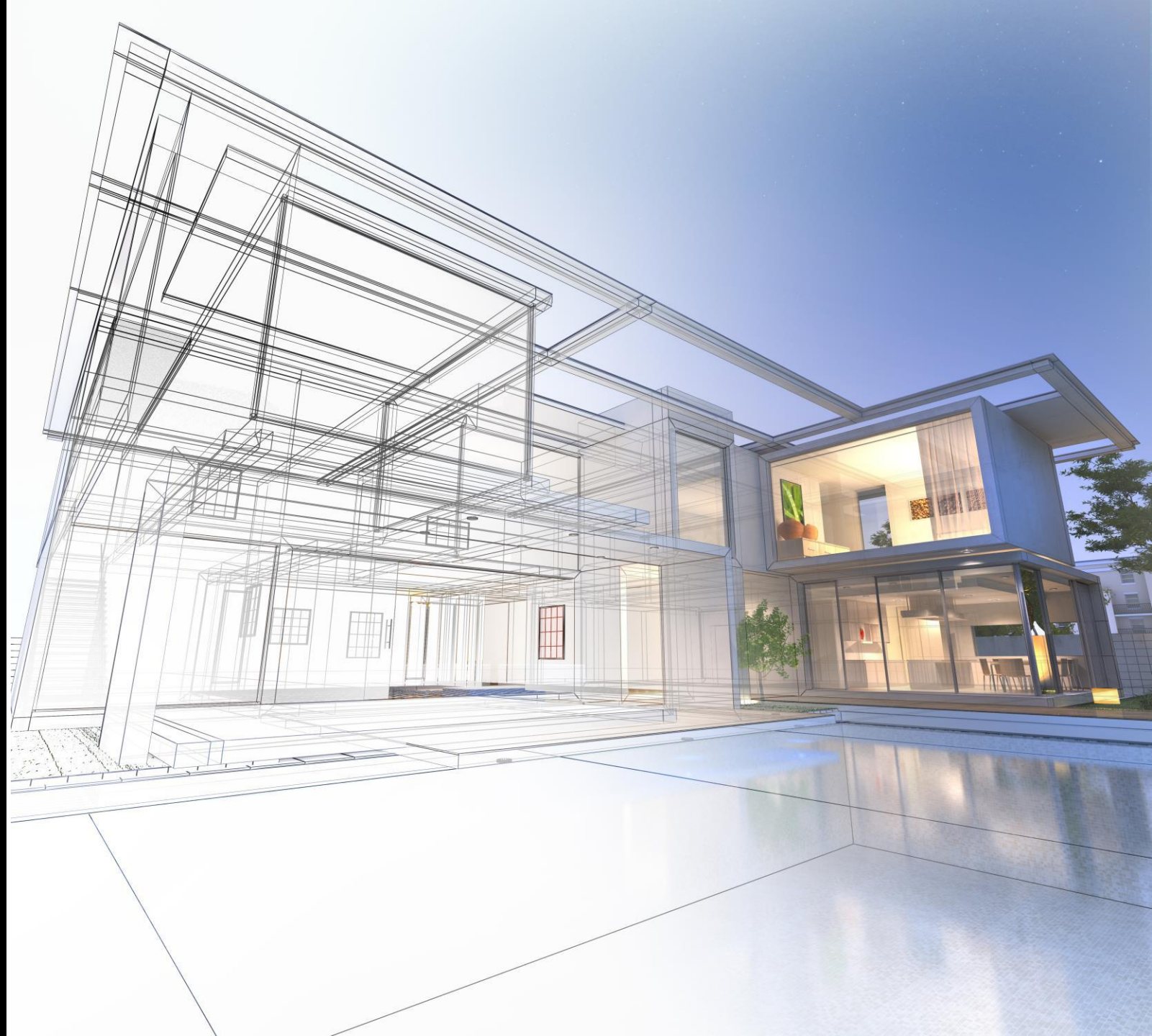
# Our Products

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## Wall Panels

A cost-effective alternative to framing onsite, AEP wall panels give you greater quality control, ability to reduce on site labour requirements, and ensure a seamless integration with your floor and roof components.

Our specialized design software and manufacturing capacity ensures that your walls are square, with proper nailing patterns, and with studs and headers engineered to support applied loads.



## Growth Initiatives

### **Organic Growth**

- + Equipment upgrades, automation, and technological improvements
- + Product diversification
- + Sales and territory expansion
- + Manufacturing capacity growth
- + Integration efficiencies

### **M&A Growth**

- + Constantly assessing M&A targets for potential acquisitions
- + Is the geographical location ideal, does it fit with our other locations, is there sales growth potential
- + Are integration efficiencies available
- + Is there automated equipment
- + Is the price right!



# AEP Family of Companies

## A growing national footprint

Since our inception as AEP in November 2017, we have grown to six companies.

Our vision is to create a national family of operating companies deeply entrenched in serving regional construction markets. We are strengthening financial and operational performance of these acquired companies through standardized best practices, dedicated sales outreach, cost efficiencies, and extended product mix. And we intend to continue our strategic acquisition path.



# Rapid Acquisition Growth

11/09/17

AEP LISTS ON THE TSX:V:

**Atlas Building Systems**

FOR:

\$1.0 million in cash  
\$3.5 million in AEP shares

02/21/18

AEP ACQUIRES:

**Clinton Building Components**

FOR:

\$2.6 million in cash

08/01/18

AEP ACQUIRES:

**Satellite Building Components**

FOR:

\$1.2 million in cash

11/19/18

AEP ACQUIRES:

**Pacer Building Components**

FOR:

\$8.1 million in cash  
\$500,000 in AEP shares

03/05/19

AEP ACQUIRES:

**South Central Building Systems**

FOR:

\$3.0 million in cash  
\$490,000 in AEP shares

07/20/20

AEP ACQUIRES ASSETS & INVENTORY:

**Novum Building Components**

FOR:

\$428,819 in cash

# Our Clients



**Single-Family  
Home Builders**



**Multi-family, Highrise  
&  
Sub-Division  
Developers**



**Commercial &  
Industrial  
Developers**



**Lumber & Specialty  
Building Yards**



# Why Do **Clients** Choose Us?



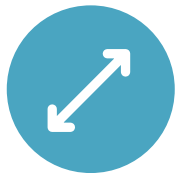
## **We save them money**

- + Cost effective and efficient
- + National buying power
- + Best-in class design, production and automation technology



## **We save them time**

Offsite customized manufactured roof & floor trusses and wall panels can be installed onsite up to 5x's faster than traditional stick frame construction



## **We provide expanded product offerings**

Roof, wall and floor systems and engineered wood products – offering customers a one-stop product delivery



## **We are environmentally friendly**

- + Uses less energy to manufacture
- + Responsible and renewable
- + Fewer emissions and waste

# Organic Growth Initiatives



## Product Diversification

- + Wall panel expansion
- + EWP expansion
- + Explore new products that add synergies with our current products and add value for our customer base



## Sales Team Development

Continue to develop new talent with technical experience to provide our customers with the best products for efficiency and ease



## Equipment Automation

Continue automating and upgrading equipment across all locations when and where financially prudent for growth



## Equipment Utilization

Hire and train manufacturing workforce to increase equipment utilization and manufacturing capacity with more shifts that can produce quality products for our customers

# Integration Impacts

- + Integration is key after a share or asset acquisition. The Company aims to implement national buying power, system upgrades, technological improvements, and processes to improve efficiencies at each location
- + Integration is ongoing at some locations. COVID-19 travel and public health restrictions limited the ability to complete system and technology upgrades, as well as, the implementation of some processes for efficiency improvement

	Sales (avg)		EBITDA (avg)	
	Before Acquisition	After Acquisition	Before Acquisition	After Acquisition
Share Acquisition 1	\$1.8M	\$3.1M	9%	27%
Share Acquisition 2	\$15M	\$11M	7%	17%
Asset Purchase 1	\$1.3M	NA – No full year	10%	NA – No full year

- + Above table shows the potential EBITDA improvements with acquisitions in their various stages of the integration process
- + Share Acquisition 1: Integration completed, organic growth initiatives in progress
- + Share Acquisition 2: Mid point of integration process
- + Asset Purchase 1: Starting point of integration process



# M&A Growth

M&A is an ongoing part of our growth initiatives. We are constantly assessing potential M&A targets and will announce acquisitions as they develop.

## Fragmentation

- + The manufactured wood products industry is characterized by hundreds of small regional operators with sales in the range of \$3 to \$15 million, headed by owner-managers that need succession planning
- + These small regional operators are unable or unwilling to invest in technology and automation

## Opportunity

Atlas is providing an opportunity for many of these small operators.

- + To profit from operational efficiencies, technological advances, advantages of scale in procurement, and expanded product distribution
- + For arbitrage as acquired companies transition from private ownership to public amid varying transaction structures and prices

# M&A Growth

**AEP is the well positioned to eliminate the industry's two biggest pain-points.**

## Size of Market<sup>1</sup>

Large fragmented market  
unprepared for disruption

**6,309**

Wood product  
manufacturing businesses

**\$2.5Bn**

Total industry revenue

**\$700K**

Average revenue

**92%**

Of companies employ  
<100 people

## Adoption of Technology<sup>2</sup>

Need for innovation is crucial to survival  
but companies are slow to adapt

**70%**

believe those who  
do not adopt digital  
tools will go out of  
business

**30%**

of employees blame  
management hesitation  
as barrier to adopt new  
technologies

**41%**

percent of  
construction  
companies only in  
the early stages of a  
digital transformation

**38%**

percent of companies  
identifying budgeting  
as a key limitation

## Industry Challenges

Labour market is the tightest since 1990  
and projected to become even tighter

**300K**

Number of additional  
construction workers  
in Canada needed by  
2028<sup>3</sup>

**48%**

Proportion of  
construction  
companies in  
Canada that have  
difficulty hiring<sup>4</sup>

**127K**

Number of  
residential  
construction  
workers  
required by 2028<sup>6</sup>

**250K**

Number of  
construction workers  
expected to retire  
over the next 10-years  
(~21% of the  
workforce)<sup>3</sup>

**93%**

Capacity utilization measured  
against productivity is the  
highest since 1990<sup>6</sup>

<sup>1</sup> Source: Government of Canada <sup>2</sup> Source: Visual Capitalist <sup>3</sup> Source: On-Site <sup>4</sup> Source: House of Commons Canada <sup>5</sup> Source: BDC <sup>6</sup> Source: BuildForce Canada

# Quarter 3 Financial & Operating Results

- + Quarterly revenue growth was 81% for the three months ended September 30, 2021 compared to the three months ended September 30, 2020. Additionally, revenues of \$41,101,422 for the Q3 YTD has surpassed revenue results for the entire 2020 fiscal year of \$35,734,415.
- + Normalized EBITDA has improved to \$8,429,294 for the nine months ended September 30, 2021 from \$2,542,36 for the nine months ended September 30, 2020. This continued turnaround due to substantial increases in revenues, gross margin, and reduced operating expenses.
- + Gross margin increased to 31% and 27% for the three and nine months ended September 30, 2021 from 22% and 21% in the comparative periods due to diligent management of fluctuating raw material costs and product shortages while also improving efficiencies within the operations.

	<b>Three months</b> Ending Sept 30, 2021	<b>Three months</b> Ending Sept 30, 2020	<b>Nine months</b> Ending Sept 30, 2021	<b>Nine months</b> Ending Sept 30, 2020
<b>Total Revenue</b>	17,563,359	9,677,692	41,101,422	24,676,476
<b>Gross Profit</b>	5,450,004	2,124,812	10,972,953	5,106,664
<b>Gross Margin %</b>	31%	22%	27%	21%
<b>Operating Profit (Loss)</b>	3,886,888	482,818	6,276,871	(134,591)
<b>Net Income (loss) after adjustments and taxes</b>	2,793,913	419,589	4,494,480	(122,771)
<b>Income (loss) per share, basic and fully diluted (\$ per share)</b>	0.05	0.01	0.08	(0.00)
<b>Normalized EBITDA</b>	4,444,906	1,363,275	8,429,294	2,542,363
<b>Normalized EBITDA Margin %</b>	25%	14%	21%	10%



# Year End Financial & Operating Results

- + Annual revenue growth was 3% from the comparative year. This increase despite the COVID-19 pandemic.
- + Net income was \$228,986 for the year ended December 31, 2020 compared to a net loss of \$(755,147) for the year ended December 31, 2019. A substantial improvement driven by improved operating expenses and the Canadian emergency wage subsidy.
- + Operating expenses were \$6,815,802 for the year ended December 31, 2020 compared to \$7,795,540 in the comparative year. This represents a 12.5% improvement in costs.
- + Additionally, a new credit facility agreement was completed with TD Canada Trust. This gives the Company greater flexibility for future M&A activities, organic growth, and equipment upgrades.

	<b>12 months</b> Ending Dec. 31, 2020	<b>12 months</b> Ending Dec. 31, 2019
<b>Total Revenue</b>	35,378,042	31,938,195
<b>Gross Profit</b>	7,297,020	8,459,933
<b>Gross Margin %</b>	20%	24%
<b>Operating Profit</b>	481,218	664,393
<b>Net Income (loss) after adjustments and taxes</b>	228,986	(755,147)
<b>Income (loss) per share, basic and fully diluted (\$ per share)</b>	0.00	(0.02)
<b>Normalized EBITDA</b>	4,045,232	4,463,652
<b>Normalized EBITDA Margin %</b>	11%	13%
<b>Cash and cash equivalents on hand</b>	1,816,989	83,005

# Capital Structure

## Atlas Engineered Products Ltd.

**TSX.V:AEP OTC:APEUF**

Current Price	\$0.58 (as of November 15, 2021)
Market Capitalization	\$33.48M
Shares Outstanding (Basic)	57.7M
Average Daily Volume	107K
52 Week High	\$0.68
52 Week Low	\$0.26
Insider Ownership	16.6% (9.6M shares)



# Executive Team

## **Hadi Abassi**

### **CEO & President, Founder**

Mr. Abassi founded AEP in 1999 in Nanaimo, BC and they manufactured roof trusses for Vancouver Island. Bringing more than 25 years of experience to the role, Hadi is an incredible relationship builder and brings his extensive experience in sales, M&A and the wood products industry to AEP as its CEO & President. Mr. Abassi's significant experience developing successful teams specializing in sales, design, and production will be invaluable to future growth and development.

## **Melissa MacRae CPA, CA**

### **Chief Financial Officer (Interim)**

As Interim CFO, Mrs. MacRae provides overall leadership and direction for the Company's financial operations as she oversees accounting, financial planning and analysis and information technology. Melissa started with AEP in 2012 by spending significant time learning the entire operation from sales, to design, to production, and finance. This knowledge has been invaluable as AEP has become a public company. Mrs. MacRae progressed from her initial role to Controller, Group Controller and then Director of Finance. In 2019, Melissa joined the Executive Team in her current role of Interim CFO. In addition to her CPA designation, Melissa holds a Bachelor of Business Administration from Vancouver Island University.

## **Gurmit Dhaliwal**

### **VP: Operations**

As the VP: Operations, Ms. Dhaliwal leads the development of the overarching operational strategy for all locations across Canada. Gurmit is a results-oriented leader with 20 years' experience in the wood products industry. Gurmit provides innovation and strategic methods to improve processes while encouraging and developing organic growth initiatives. Specialized in shaping operational strategies based on her well-rounded knowledge of the entire business, Gurmit leads her team to achieve increased revenue, profitability, productivity and high-quality customer satisfaction. Ms. Dhaliwal holds a Business Administration Diploma in Finance from Vancouver Island University.

# Board of Directors

## **Don Hubbard, ICD.D**

### **Board Chair**

Mr. Hubbard is currently President and CEO of Hubbard Consulting Ltd., and Owner of RCR Mining LLP. He was also Board Chair of the Vancouver Island Health Authority from 2010-2017. Formerly Mr. Hubbard was General Manager of Lafarge North West Division and Island operations.

## **Greg Smith**

### **Director**

Mr. Smith is President of Broadway Refrigeration & Air Conditioning Co. Ltd. and Omega Mechanical Ltd and is Chairman of Lite Access Technologies. He previously held senior positions in investment banking before transitioning to private equity with the acquisition of one of the largest HVAC companies in Western Canada.

## **Hadi Abassi**

### **Director, CEO & President, Founder**

Mr. Abassi founded AEP in 1999 in Nanaimo, BC and they manufactured roof trusses for Vancouver Island. Bringing more than 25 years of experience to the role, Hadi is an incredible relationship builder and brings his extensive experience in sales, M&A and the wood products industry to AEP as its CEO & President. Mr. Abassi's significant experience developing successful teams specializing in sales, design, and production will be invaluable to future growth and development.

## **Kevin Smith**

### **Director**

Mr. Smith is a Chartered Accountant and the Chief Financial Officer of Northland Properties Corporation. He previously served as Chief Financial Officer of IntraCorp Projects Ltd from 2012-2020 and as Chief Financial Officer, Executive Vice President, and Corporate Secretary at Whistler Blackcomb where he successfully led an initial public offering in 2010. He is a Director of Lite Access Technologies Inc. Mr. Smith holds a Bachelor of Science from the University of British Columbia.

## **Paul Andreola**






### **Director**

Mr. Andreola has over 20 years of business development and financial markets experience including senior management, marketing, and communications roles for early stage companies. Previously in his career, Mr. Andreola was a licensed investment advisor for over 10 years and has facilitated multiple early stage private and public companies in the resource and technology sectors. Mr. Andreola currently the CEO and director of Brisio Innovations Inc. (CSE:BZI) and Ironwood Capital Corp. (TSXV:IRN.P), and is a director of ImmunoPrecise Antibodies Ltd. (TSXV:IPA).



# Atlas Engineered Products

## Key Points

-  **Market leader**
  - + AEP is the first national consolidator of the Canadian wood products manufacturing industry, with operations in British Columbia, Manitoba, and Ontario
-  **Multiple avenues for growth**
  - + Fragmented industry ripe for consolidation and disruption
  - + Attractive profile of strong organic growth year over year
-  **Positive industry trends**
  - + Manufactured wood products is a mature industry with low volatility and steady growth
  - + Quality prefabricated building components support ongoing skilled labour shortages in the construction industry
-  **Strong track record of profitability**
  - + Strong profitability in fiscal 2020 and normalized EBITDA of \$4M. Continued in Q1 2021 with profits and normalized EBITDA of \$1.19M for the first three months that are historically the worst of the fiscal year due to seasonality
-  **Capable team**
  - + Highly talented, experienced, and motivated team of employees
  - + Proven and accomplished management team with 15+ years average industry experience



# Our Assets

- + Quality Leadership
- + Experienced Workforce
- + Innovation + Automation
- + Great Facilities + Equipment
- + Steller Available Capacity
- + Economies of Scale
- + Physical Footprint
- + Research + Development



# AEP

ATLAS ENGINEERED  
PRODUCTS

## Contact us

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