



Earth Approved. Industry Compliant.

Investor Presentation

May 2025

(NASDAQ: CJMB)

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Management Team



Wayne Williams

Chief Executive Officer, Chairman & Founder

Mr. Williams was the Executive Director of Coldchain Technology Services and currently serves as the CEO of Callan JMB. Previously, Mr. Williams was the Director of Logistics for Logistics Health Inc. (LHI) and was responsible for management and oversight of LHI's Supply Support Technology Group, General Logistics Council for all logistical operations for LHI and the primary inventor for LHI's Environmental Witness System.

Mr. Williams is one of the nation's leading experts on Cold Chain Management and has lectured and written several key documents describing this process. These processes are currently used within the Supply Support Technology Group at LHI, the Strategic National Stockpile Program, and the Department of Defense Distribution Operations Center at US Army Medical Materiel Agency, where he developed these procedures.



Eric L. Kash

Executive Vice President & Director

Eric has worked in all facets of the United States securities markets from Retail and Institutional Equity Sales to Investment Banking. He has been a public company CEO and CFO as he has both an MBA and CPA.

In the recent past he has endeavored to assist private companies looking to go public. An additional area of expertise is new business development.

Mr. Kash is looking to expand Callan JMB's operations in the Specialty Packaging area.

Management Team



Scott Bullard

Chief Operating Officer

Scott Bullard works directly with Coldchain Technology Services and Callan JMB. Teaming with Merck in 1994 for his first major vaccine production validation project, Mr. Bullard has over two decades of experience in operations, business development, validations, manufacturing, movement of large scale time & temperature collections, infectious material management & relocation, regulatory compliance, and quality assurance in cGMP environments, protocol/ procedure authoring, cGMP compliance audits, and practical application of cGMP within warehouse and transportation operations.

Mr. Bullard was involved in the Emergency Response efforts for the 2001 anthrax attacks and brings valuable event response experiences to the team. He was the logistics lead for the City of Chicago Public Health Department's H1N1 Pandemic Response achieving the highest saturation and earliest completion of any major metropolitan area.



David J. Croyle M.D.

Chief Medical Officer

Dr. Croyle received his B.S. from Gannon University in Erie, PA and completed his M.D. at the Uniformed Services University of the Health Sciences in Bethesda, MD. Dr. Croyle completed his internship and diagnostic radiology residency at Brooke Army Medical Center in Fort Sam Houston, TX. In addition, Dr. Croyle completed a body imaging fellowship at the Naval Medical Center in San Diego, CA and a neuroradiology fellowship at Georgetown University Hospital in Washington D.C. He was also an instructor of radiology at Tripler Army Medical Center, Hawaii.

Certifications:

- American Board of Radiology 1993
- National Board of Medical Examiners 1989

Professional Memberships:

- American College of Radiology
- American Roentgen Ray Society
- Cape Girardeau County Area Medical Society
- Missouri State Medical Association
- Radiological Society of North America



William McBride

Chief Information Officer

William McBride is the Director of Corporate Compliance for Callan JMB, with a BS in Biology from Frostburg State and a Master of Science in Quality Assurance (MSQA) Degree from California State University.

- Implemented GMP quality assurance system at one of the nation's largest biological specimen repositories. Manager of Compliance and Program Evaluation at Logistics Health, Inc. Headed up quality assurance unit for the Environmental Witness System (EWS), a temperature monitoring platform that was designed to be a call-center solution.
- Facility Operations Manager (Metro-Logics) for 350,000 sq. ft. pharmaceutical logistics warehouse holding over 38,000 room temperature pallets and 5,000 refrigerated pallets. Facility housed materiel in the Strategic National Stockpile. Responded to national and international emergencies: 2009 Spring and Fall H1N1 response, Japan earthquake response, Haiti earthquake response. All 67 project areas were shipped to during H1N1 response.



Christopher Shields

SVP, Emergency Preparedness & Response/Government Affairs

Mr. Shields joined Callan JMB in April 2025. He is an industry veteran with decades of experience managing complex public safety responses to a diverse array of crises both domestically and internationally. Most recently, Mr. Shields served for over 14 years as Assistant Commissioner at the Chicago Department of Public Health, where he oversaw operations and logistics for the city's Emergency Preparedness and Bioterrorism program.

Mr. Shields has held various leadership positions responsible for humanitarian aid/disaster relief (HADR) and emergency responses to health impacts including September 11, 2001, Hurricane Katrina 2005, H1N1 Pandemic 2009-2010, NATO 2012, Ebola 2014-2016, Hurricane Maria, SARS-CoV-2 Pandemic 2020-2023, Operation Allies welcome, Monkey Pox MPV outbreak 2022, humanitarian migration response from South America (2022 - ongoing), Ebola (Sudan virus) 2022-2023, Measles 2024, the Democratic National Convention (DNC) 2024 and the Rwanda Marburg operation/ORD 2024.

Our Mission

Deliver reliability to our customers by anticipating, responding, and overcoming the most complex situations with precision and compassion.

Company Overview



- Integrative logistics company empowering the healthcare industry and emergency management agencies through exceptional fulfillment, storage, monitoring, and cold chain logistics services.
- Expertise in supply chain logistics, thermodynamics, biologics, inventory management, regulatory compliance and emergency preparedness is unparalleled in the industry.
- Gold Standard client experience with customizable interfaces, next-level reliability in shipping and environmental sustainability in our thermal shippers.
- Custom database system capable of advanced predictive technology for preventing shipment losses.

We are expanding our proven success in thermal shipping for highly sensitive health care product delivery to the food/beverage supply chain industry.

**Closed on IPO
in February
2025; \$5.12
Million at \$4.00
per Share**

Core Solution Ecosystem



**Emergency
Preparedness &
Response**



**Thermal
Packaging**



**Fulfillment
Excellence**



**Advanced
Technology**

Legacy Business: Emergency Preparedness and Response



Successfully deploying state-of-the-art technology and expertise for emergency readiness

- Prioritizes the safety and integrity of every medical countermeasure handled, ensuring effective responses to public health emergencies.
- System allows seamless management of assets in multiple locations within a secure, quality-controlled network.
- Trusted leader in anticipating and overcoming the most complex situations with precision and compassion, providing peace of mind and a comprehensive solution for our customers.

Long Standing Trusted Relationships



Emergence as Vertically Integrated Thermal Shipping Provider

After successfully shipping millions of packages throughout the country for two decades, Callan JMB has further grown its presence in the multi-billion dollar thermal shipping industry for health care pharmaceuticals.



Thermal Shipping



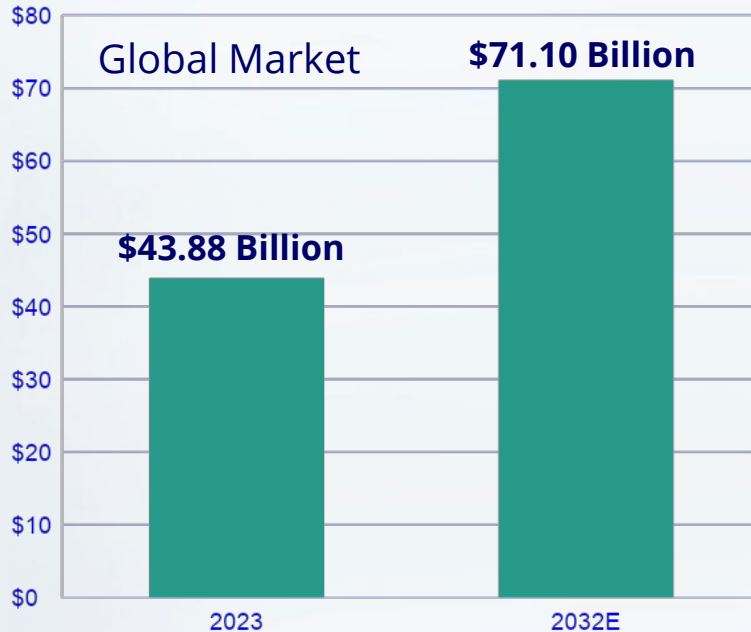
- Specialized temperature-controlled shippers are crucial for time-sensitive industries such as health care.
- Track each package to ensure delivery with the efficacy of the product intact, reducing product loss and maximizing efficiency.
- Thermal shippers are a sustainable reusable alternative to traditional single use packaging.

Customer Value



- Reliability.
- Product Integrity.
- Product loss reduction for risk management.
- Real-time shipment tracking.
- Flexible, unique leasing business model.
- Rapid, efficient coast to coast distribution.

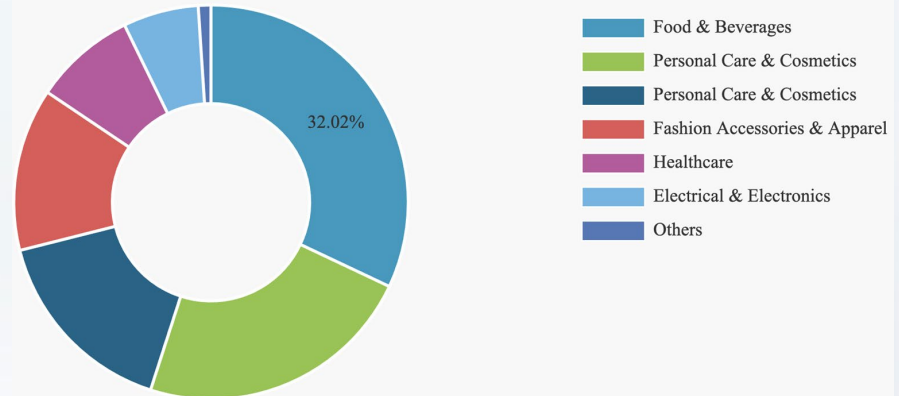
Specialty Packaging TAM



Compound Annual Growth Rate (2023-2030) = **5.62%**

Driving Factors: Rising disposable incomes, increasing demand for luxury packaging, and a surge in demand for attractive packaging solutions to increase brand image

Global Custom Packaging Market Share, By End User, 2023



Specialty Packaging Growth: Healthcare Trends



GLP-1 Market Trends

- Global GLP-1 market was valued at \$44.5 billion in 2023, and is expected to reach \$95.4 billion by 2031, with a CAGR of 10.3% during the forecast period of 2024-2031*
- 1 in 8 adults in the US have used a GLP-1 drug**

Autoimmune Disease

- Approximately 50 million Americans are affected, however this number is likely underestimated given the complexity of diagnosing these conditions***

*<https://finance.yahoo.com/news/glp-1-market-size-reach-140100225.html>.

** <https://www.medscape.com/viewarticle/survey-suggests-one-eight-us-adults-may-have-used-glp-1-drug-2024a10009ck?form=fpf>.

*** <https://nationalhealthcouncil.org/blog/a-major-health-crisis-the-alarming-rise-of-autoimmune-disease/#:~:text=Data%20indicates%20that%20autoimmune%20diseases,of%203%2D12%25%20annually.>

Additional Potential Growth Opportunities



- Leverage existing expertise into large market segments of specialty packaging including healthcare and food/beverage.
- Large and growing 503B pipeline:
 - B2C, personalized, small packaging
 - 503B, B2B, large scale production packaging
- Execute on cost, pricing, and productivity initiatives.
- Foster innovation through technology.

Leading Technology - Ship2Q®: Innovative Sustainable Logistics

- **Patented UV Disinfection Process** sanitizes VIP shipper components to manufacturer specifications
- **Hygiene Equivalence** ensures returned shippers match "off-the-shelf" quality standards
- **Cost-Neutral Model** amortizes total shipper cost across multiple shipments after just a few cycles
- **Collaborative Approach** transforms clients' wasteful, costly fulfillment models
- **Recovery Innovation** implements the long-missing final step of shipper recovery for reuse
- **100% Recyclable Components** ethically sourced for zero bio footprint
- **Competitive Advantage** offers sustainable options rarely found in the industry

€ CALLAN^{JMB}TM

SHIP2OT

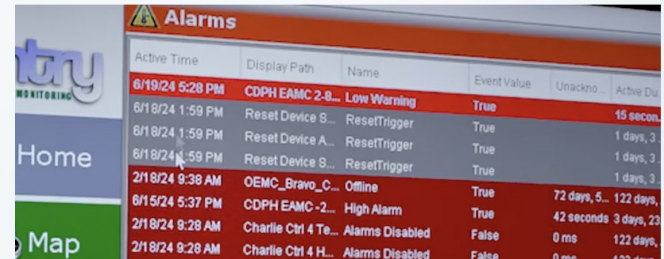
SAFE HARBOR.
INNOVATION FOR UPMANAGE
PROCESS & QUALITY

**Cost Effective.
Sustainable Shipping.**

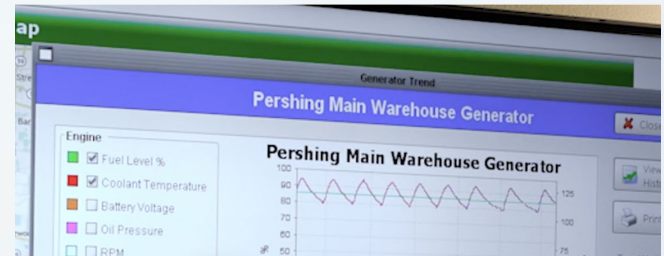
The SHIP2OT logo is centered within a circular graphic composed of two thick, curved arrows. The top arrow is green and points clockwise, while the bottom arrow is grey and points counter-clockwise, creating a continuous loop. The background of the entire slide is a dark blue gradient with a faint, abstract pattern of white lines.

Leading technology—Sentry: Temperature Monitoring and Equipment Management

- Remote monitoring of refrigerators and freezers 24/7/365 to ensure temperature-sensitive products remain within specified parameters.
- Alarm notifications when temperatures fall out of range alert client staff and our technicians to protect high value assets.
- Critical generators are remotely monitored to ensure they are always at peak performance for emergency use.
- **Features:**
 - Monitoring by expert Callan JMB staff frees client from monitoring themselves.
 - Compliant reports available for all regulated programs.
 - All current and historical data accessible by assigned personnel.
 - Reliable connections to secure Callan JMB servers.
 - Timely calibrations of devices.



Active Time	Display Path	Name	Event Value	Unackno...	Active Du...
6/19/24 5:28 PM	CDPH EAMC 2-8...	Low Warning	True		15 sec...
6/18/24 1:59 PM	Reset Device 8...	ResetTrigger	True		1 days, 3
6/18/24 1:59 PM	Reset Device A...	ResetTrigger	True		1 days, 3
6/18/24 1:59 PM	Reset Device S...	ResetTrigger	True		1 days, 3
2/18/24 9:38 AM	OEMC_Bravo_C...	Offline	True		72 days, 5...
6/15/24 5:37 PM	CDPH EAMC-2...	High Alarm	True		42 seconds 3 days, 23
2/18/24 9:28 AM	Charlie Ctl 4 Te...	Alarms Disabled	False		0 ms 122 days,
2/18/24 9:28 AM	Charlie Ctl 4 H...	Alarms Disabled	False		0 ms 122 days,





Case Study #1 - City of Chicago



City of Chicago awarded two separate contracts: 1) 7-year Pallet Storage Contract (\$6M - \$15M value) and 2) 7-year Supervisory Control Data Acquisition Contract (\$17M - \$27M value)

City of Chicago Department of Public Health

Storage of:

- 1453 Pallets of Medical Countermeasures

Maintenance of:

- 6 Mobile hospitals
- 5 Stationary Generators
- 6 Mobile Generators
- 150 Ventilators
- 25 Radiation Portals
- 15 Medical Freezers/Refrigerators
- 700 Powered Air Purifying Respirators

Office of Emergency Management & Communications

Storage of:

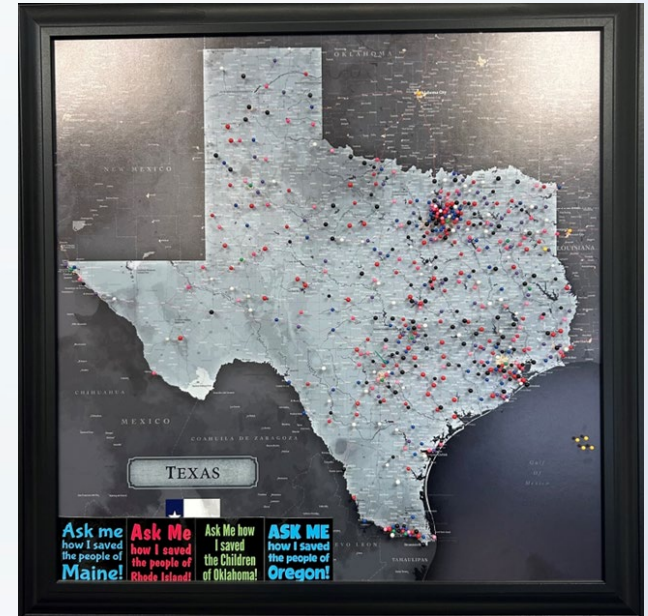
- 1204 Pallets of Medical Countermeasures

Case Study #2 - COVID Response



Key Metrics

- 2.27 million COVID-19 vaccine doses, 32.2 million testing supplies, & 113,401 COVID-19 therapeutics distributed in 524 communities for the Texas Department of State Health Services (see map). Callan COVID supplies shipped to 942 cities, which was 78% of Texas with approximately 1,677,150 miles driven to respond to COVID-19 for Texas.
- 800,000 COVID-19 and MPOX vaccines received and distributed for the Oregon Health Authority.
- 150,000 vials of vaccines, 300,000 testing supplies, 20 million personal protective equipment (PPE) items; support for 130 long-term care facilities, 36 hospitals, McCormick Mass Care Facility; 24/7 vaccine & PPE distributions to general public at United Center Mass Vaccination Center, all for the City of Chicago Department of Public Health.



Financial & Operational Highlights



Stock Symbol:	NASDAQ: CJMB
IPO Price:	\$4.00 / share, no warrants
IPO Financing:	\$5.7 million
Current Share Price:	\$5.49 (as of 5/15/25)
FD Shares Outstanding (post-IPO):	4.443 million
Current Market Cap:	\$24.4 million (as of 5/15/25)
Insider Ownership:	71%
Average Daily Volume:	Approximately 60,000 shares / day (last 30 days)
Revenue for Q1 2025	Totaled \$1.45 million Emergency Response: \$0.9 million Specialty Packaging: \$0.5 million
Gross Profit and Gross Profit Margin for 2024:	\$0.6 million and 42.5%
Debt:	\$0

2025:

Closed IPO on February 6, 2025, at \$4.00 per Share for Gross Proceeds of Approximately \$5.7 Million, Including Partial Exercise of Over-Allotment Option. Awarded second 5-year contract by the Oregon Health Authority for medical emergency preparedness. Supported Health Hero Tennessee's statewide voluntary immunization initiative. Received request from the State of Texas Department of Health and Human Services to be on standby to respond to measles outbreak. Announced the appointment of Christopher Shields, as Senior Vice President, Emergency Preparedness & Response/Government Affairs.

2024:

Extended partnership with Department of State Health Services as part of Texas' readiness planning.

Supported Chicago in containing a recent measles outbreak through a comprehensive vaccine management plan.

2023:

Rebid as incumbent for the City of Chicago Department of Public Health contract (7-year contract).

Investment Highlights



- Successfully closed IPO with \$5.12M in gross proceeds; \$0 in debt.
- Sophisticated system driven by advanced technology platform, IMS (Inventory Management System).
- Leverage existing expertise into large market segments of thermal packaging including healthcare.
- Conducted business with Fortune 500 corporations, NATO, UN, and other government agencies.
 - Top three customers: City of Chicago Department of Public Health, City of Chicago Office of Emergency Management & Communications and BioBridge Global.
- Seasoned leadership team with 71% insider ownership.



Contact US

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