

CONSERVATION **X** LABS

Annual Report 2023



CONSERVATION **X** LABS

CXL is reinventing conservation.

We are on a mission to prevent extinction through the power of innovation and technology.



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A Note from Our Co-Founders

In a world increasingly threatened by the convergence of environmental degradation, escalating disease prevalence, and the ever-looming specter of climate change, the stakes have never been higher. The relentless loss of biodiversity continues to demand urgent and transformative action.

Despite the severity of these challenges, we hold tight to optimism. The success and impact of our initiatives provide a glimpse of what's possible, and we look forward to sharing our accomplishments with you in the following pages.

2023 was an exciting year of capacity building and growth for Conservation X Labs. This year saw the largest-ever Sentinel deployment. We saw the first tests for our molecular assay "app store" developed by partners for the NABIT, allowing diseases like late blight to be diagnosed in the field for the first time. We defined the scopes of our Textile Circularity and Fire Grand Challenges – with both of those Challenges now "go for launch" in 2024. Alex represented CXL at COP28 with the Climate and Health Foundation, speaking at multiple events about the links between human security and planetary health. We began to build a Venture Studio in partnership with Capital for Climate and the Nature Tech Collective that is dedicated exclusively to nature tech innovation, and we continue to progress our plans for a Conservation X Labs Foundry that will design, incubate, and launch tech-powered conservation solutions faster than ever before.

The exponential acceleration and democratization of technology is producing transformative solutions, and CXL is leading the application of these solutions. In 2024, we will focus on catalyzing regenerative nature-positive economies, advancing planetary health, and advancing the 30 x 30 mandate to protect wildlife and wild lands. Alongside these efforts, we are activating the next generation of conservationists and disrupting the field of conservation.

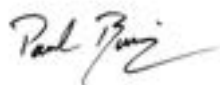
Turning the tide on extinction is not just an impossible hope—it is a tangible goal. To achieve this, we must operate on a larger scale, bringing more partners into our circle and empowering a global network of problem-solvers to take part in creating solutions for the future that awaits us.

We are grateful for your support and, as always, urge you to...

Dare Mighty Things,



Dr. Alex Dehgan,
CEO and Co-Founder



Dr. Paul Bunje,
President and Co-Founder



What We Do



We have a plan to prevent extinction and protect biodiversity.

Our planet is headed towards a period of extraordinary change.

Drivers of biodiversity loss, like climate change and invasive species, have worsened. We're losing species at 1,000 to 10,000 times the normal rate, and the threats they face – pollution, overharvesting, habitat loss, and environmental degradation – are accelerating.

Existing approaches, while important, haven't been able to reverse these alarming trends.

Our mission at Conservation X Labs is to prevent an impending sixth mass extinction – the first in Earth's history driven by the actions of a single species: ours.

We are doing this by implementing a new model of conservation that sources and inspires innovation from around the globe. Unlike traditional conservation efforts, we focus on addressing the underlying drivers of extinction by leveraging the best technology, the newest innovation, interdisciplinary genius, and the power of the marketplace to boldly confront the biggest problems facing the planet.



**We build
revolutionary
technology.**



**We facilitate
collaborative
innovation.**



**We scale
for impact.**



We build revolutionary technology.

“

I was so impressed by the Sentinel because of its ability to enable rapid response by providing evidence and science-based decision tools for conservationists in the field. This is an extremely difficult, yet important, undertaking, and CXL has created an end-to-end tech solution that offers conservationists a complete package.

NEIL ALDRIN MALLARI
CENTER FOR CONSERVATION INNOVATION

The NABIT

What We Do | Page 7

A hand-held genetics lab for anyone, anywhere.

To empower the front lines of conservation and planetary health, CXL built an innovative tool that places the power of a genetics lab in anyone's hand. The NABIT (Nucleic Acid Barcode Identification Tool) is a low-cost, hand-held, field-ready automated tool to validate the identity of a wildlife product, detect an invasive species, or identify a zoonotic pathogen anywhere in the world, without specialized training, equipment, reagents, or even continuous power.

The NABIT has achieved the following awards and accolades: Roddenberry Prize Finalist - 2023, Plug and Play Ag Tech - 2022, Theodore Roosevelt Genius Prize - 2022, Rapid Acceleration of Diagnostics (RADx-Next) Participant - 2021, Moore Inventor Fellowship - 2018, Schmidt Science Fellowship - 2018



Sentinel

AI for the frontlines of the biodiversity crisis.

Sentinel transforms wildlife monitoring tools — like trail cameras and acoustic recorders — with revolutionary and intuitive AI technology that allows for real-time alerts of wildlife poaching, invasive species, or changing animal behavior.





We facilitate collaborative innovation.

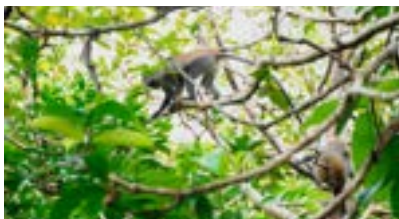
“

When you allow innovation to come from anywhere, it changes the public perception of not only what is possible, but what an individual's agency is.”

DR. PAUL BUNJE
CO-FOUNDER, CONSERVATION X LABS

Expertise in harnessing Planetary Genius is one of our most powerful tools. Through our challenges, we incentivize out-of-the-box thinking and innovative approaches from solvers around the world who come together to solve the world's toughest conservation problems.

What We Do | Page 8



CON X TECH PRIZE:
THE AMAZON

Accepting Proposals



TEXTILE CIRCULARITY
CHALLENGE

Pre-Launch



FIRE GRAND CHALLENGE

Pre-Launch



MICROFIBER INNOVATION
CHALLENGE

2021



ARTISANAL MINING GRAND
CHALLENGE

2022



GLOBAL COOLING PRIZE

2017

17

prizes and challenges since 2017

\$12M+

in funding for breakthrough solutions

142

game-changing innovators supported

\$315M+

in follow-on support to innovators after working with CXL



We scale solutions for impact.

“

The solutions the Extinction Solutions Index will identify hold the potential to catalyze disruptive change across both public and business sectors at the scale required for true global impact.

BARNEY LONG, PH.D.
SENIOR DIRECTOR, CONSERVATION STRATEGIES, RE:WILD

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Extinction Solutions Index

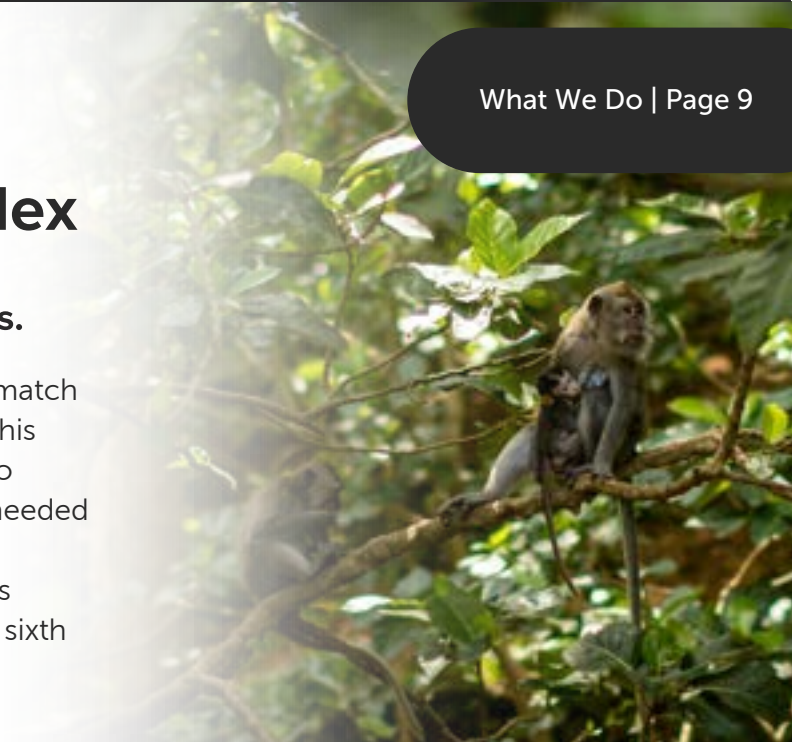
A framework to solve the extinction crisis.

Current conservation efforts are not sufficient to match the speed and scale of extinction. In response to this challenge, CXL is building a coalition of partners to compile the most impactful global interventions needed to prevent biodiversity loss. Inspired by Project Drawdown's framework for Climate Solutions, this coalition will create a roadmap for preventing the sixth mass extinction.

Foundry

A green tech startup studio for biodiversity outcomes.

Through a combination of open innovation elements, CXL is building a startup studio for biodiversity. We are combining our obsession with innovation, our deep tech expertise, and our experience scaling new businesses into a new venture studio that, with elements taken from DARPA, will rapidly develop, prototype, and build venture-backable companies that can transform the industries best positioned to reverse the extinction crisis.



“

You're always betting on a combination of strategy and vision but ultimately people and the [CXL] team—and Alex and Paul in particular—are just people I would bet on. They have that entrepreneur gene.

AILEEN LEE
GORDON AND BETTY MOORE FOUNDATION

“

Our investment in Conservation X Labs has grown because the organization has proven its method as the right mission for the right moment.

WENDY SCHMIDT
SCHMIDT FAMILY FOUNDATION





2023 Highlights



2023: Another year of innovation for our planet

Deployed state-of-the-art technology on the frontlines of conservation.

Global

Our engineering team deployed Sentinels in 2023 to 7 countries including Costa Rica, Hawaii, Colombia, British Columbia, New Zealand, and the largest deployment yet in Floreana, Galapagos. Sentinel unlocks the ability to permanently eliminate threats to 10% of all critically endangered terrestrial vertebrates and avert \$7.7b in damages by dramatically increasing the speed of management response through satellite-connected intelligent monitoring for one-third of the cost of traditional monitoring methods.

More on page 17

Supported artisanal mining innovations to achieve scale.

Colombia, Ecuador, Guyana, and Peru.

The Artisanal Mining Grand Challenge: The Amazon identified innovations that make artisanal and small-scale gold-mining more environmentally responsible and socially equitable in the Amazon region. In 2023, finalist innovators secured patents, were featured in prominent news sources such as The Herald and Mongabay, and started to scale in the region. One finalist, DRAM Technology, said of their involvement in the challenge, "CXL provided a great range of training which gives those not used to commercializing their technologies the basic skills to develop an investable pitch and plan."

Developed a framework for biodiversity solutions.

New York, New York

CXL convened thought leaders in conservation, technology, and innovation to co-create an index of the most impactful solutions for biodiversity conservation called the Extinction Solutions Index (ESI), inspired by Project Drawdown. CXL developed a first draft of the research framework, working with research partners at the ESI Big Think at Climate Week 2023 to refine the framework and gather the first set of solutions for analysis and evaluation.



2023: Another year of innovation for our planet

Deployed new tests to detect and prevent crop losses.

North Carolina, USA

We deployed the first third-party assays on the NABIT with test kits to detect late blight on tomato crops at the North Carolina Mountain Research Center. The test was developed by North Carolina State using CXL's Molecular Development Kit - based on the Apple App Store's Software Development Kit - and enables on-site detection in remote, under-resourced areas. Late blight is the same disease that caused the Irish potato famine and still threatens crop production and food security.

More on page 15 and 16

Reimagined the textile and fashion industries.

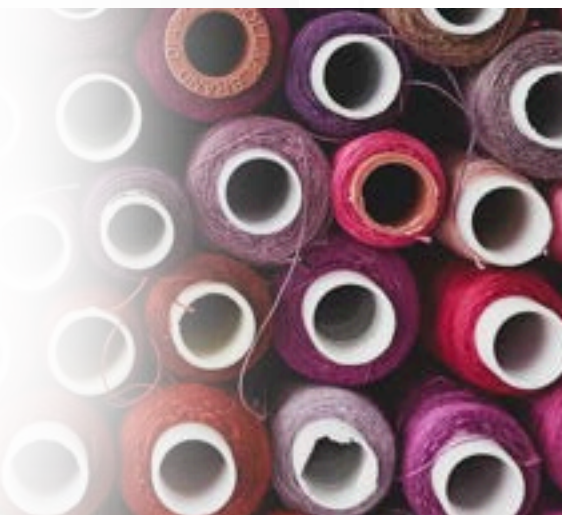
New York, New York

CXL convened 38 leading thinkers across fashion, textiles, waste management, and sustainability to identify the greatest opportunities for innovation to support the scale-up of textile-to-textile recycling. This event defined the scope of the Textile Circularity Challenge, secured key partners, and created a community that is committed to transforming the textile and fashion industries.

Unveiled plans for an open foundry for synthetic biology.

Paris, France

We unveiled plans for the SynBio Foundry as part of the annual iGEM Jamboree celebrating thousands of student teams developing innovations using synthetic biology to address nature, climate, and human health challenges. Initial opportunity areas will include replacements for food, feed, fiber, and materials with the goal of transitioning entire extractives-based supply chains and economies to modern, regenerative ones.



2023: Another year of innovation for our planet

Designed a prize to leverage innovation to advance the Amazon bioeconomy.

Colombia, Brazil, Ecuador, Guyana, and Peru

Completed the design, partnership building, and pre-launch stages of the Con X Tech Prize: the Amazon. Launching in January, 2024, this is the first active component of CXL's strategy to leverage innovation to transform the Amazon's destructive, extractive economies into modern, regenerative ones. CXTPrize: the Amazon will enable global and Amazonian communities to collaborate using cutting-edge science and technology while applying local knowledge.

Braided together traditional knowledge and cutting edge tech.

Tahoe, CA

CXL convened fire experts to visit a prescribed burn site, listen to key Indigenous fire practitioners, and pledge support for the upcoming Fire Challenge launching in 2024. The design of the Challenge draws on insights from experts across the Amazon, Indonesia, and Western North America, at once globally relevant and locally applicable to guide solutions that reimagine our relationship to fire.

Advanced transboundary collaboration on leopard conservation.

Central Asia

Our Central Asia program deepened relationships with government partners, and nurtured regional cooperation and capacity to advance the conservation of imperiled flagship mammal species including Persian leopards and snow leopards. We produced an assessment of wildlife in Turkmenistan, with recommendations to enhance protection measures.

More on page 18



We expanded access to field-ready genetics testing.

The NABIT

A hand-held genetics lab for anyone, anywhere

In 2023, our team built a community to address neglected diagnostics by deploying the first third-party developed assay through our Molecular Development Kit (MDK) platform, showcasing the potential of broadly expanding accessible diagnostic solutions through partnership. The MDK is an open-source development platform that makes molecular diagnostics accessible for every pathogen, parasite, or species that needs one -- like an app store for genetic tests.

Sustainability was a key focus as we conducted the first Life Cycle Assessment (LCA) on NABIT kits, resulting in a 45% reduction in carbon footprint. Simultaneously, this collaboration with Cambridge Consulting not only reduced the environmental impact but also improved the ease-of-use of our test kits.

CXL also initiated a development project with the Zoonotic and Emerging Disease Research Unit with the USDA's Agricultural Research Service to create Mpox, Nipah, and Crimean-Congo hemorrhagic fever (CCHF) virus assays for zoonotic disease surveillance in livestock and wildlife.

Partner Spotlight

North Carolina State University

The Irish potato famine was caused by a water mold which is the same pathogen that threatens potatoes and other crops, causing late blight. While we now can better manage the disease with fungicides, it is still a major contributor to food waste and farm losses and remains a challenge to manage globally. A test kit developed for the NABIT by our field partner NC State University can detect this mold from leaf samples and enables proactive testing and rapid response for late blight.



<30
min

to deliver genetic
test results

10x
lower

cost than
competing devices

4 test
kits

developed for a
species or pathogen

12,000
tests

produced for
biosurveillance

We are advancing human and planetary health.

The health of our planet and the health of people are inextricably linked.

Human activities, such as illegal wildlife trafficking, encroachment into wild spaces, and the unchecked expansion of agricultural lands, are accelerating the threat of new pandemics, blurring the lines between ecosystems, and fostering the conditions for diseases to leap across species barriers.

This complex web of challenges poses not only a significant risk to human health but also threatens the economic viability and environmental sustainability of global agriculture, with the U.S. alone experiencing billions in losses annually due to diseases in livestock and crops. As climate change exacerbates these issues, it is undeniable that we must act now.

Conservation X Labs is stepping decisively into the connection between preventing biodiversity loss and advancing human and planetary health by improving pandemic prevention measures with the NABIT – a groundbreaking solution designed to address these crises head-on.

Developed to combat the dual challenges of emerging diseases and the degradation of planetary health, the NABIT is a testament to the power of innovation in preventing the next pandemic, safeguarding our agricultural heritage, and securing the health of our planet for generations to come.

Partner Spotlight

USDA ARS Lab
Zoonotic and Emerging Disease
Research Unit

Our team partnered with the USDA ARS lab at the National Bio- and Agro-Defense Facility to develop biosurveillance tests for Mpox, Nipah, and CCHF that threaten food security and ecosystem health.



COP 28

With the support of the Climate and Health Foundation, our co-founder, Alex Dehgan facilitated discussions and spoke on planetary health at COP28 .

20+ devices

deployed for
biosurveillance

4

test kits developed
for critical diseases
such as mpox, nipah

We deployed AI to remote corners of the world.

Sentinel

AI for the frontlines of the biodiversity crisis.

In 2023, Sentinel demonstrated proof performance in continuous monitoring in ecosystems ranging from dense rainforest to open beach terrains, increasing the speed of management response (15x) for one-third (1/3) of the cost of traditional methods.

CXL deployed Sentinel devices in Hawai'i with partner, Island Conservation, pairing AI-powered camera traps with a remotely operated drone allowed for researchers to collect data on the island's invasive cats remotely and minimize the need for travel. Island Conservation deployed additional Sentinel devices in the Galapagos Islands. For this deployment, Sentinel enabled the real-time monitoring of the largest inhabited island rat/cat eradication ever attempted. With early promising signs that the removal of invasive species is effective, CXL's partners have reintroduced 510 finches as part of a larger effort to reintroduce 12 locally extinct native animals including the Floreana Giant Tortoise and Mockingbird.

CXL also continued work with Osa Conservation in Costa Rica to deploy 18 satellite Sentinels. This was the first time Sentinel devices were deployed in a dense rainforest, delivering actionable insights on the presence of priority species for conservation (peccaries, tapirs, and jaguars).

“

New Zealand spends significant amounts of money reacting to invasive mammals invading pest-free Islands, and one of the greatest risks in successfully reacting to these incursions is the inability to detect and respond within a timely manner. The current iteration of Sentinel devices demonstrate that these devices can improve our response time to incursions significantly; and also open up potential modes of island biosecurity and island eradication management that have not been possible in the past.

NEW ZEALAND
DEPARTMENT OF CONSERVATION



35,000+

actionable insights
delivered to users

140

devices deployed
globally

7 countries

with active Sentinel devices
deployed including Colombia,
Costa Rica, Ecuador, Canada,
New Zealand, and the
Democratic Republic of Congo

We advanced solutions to protect wild cats.

Central Asia

Protecting flagship mammal species

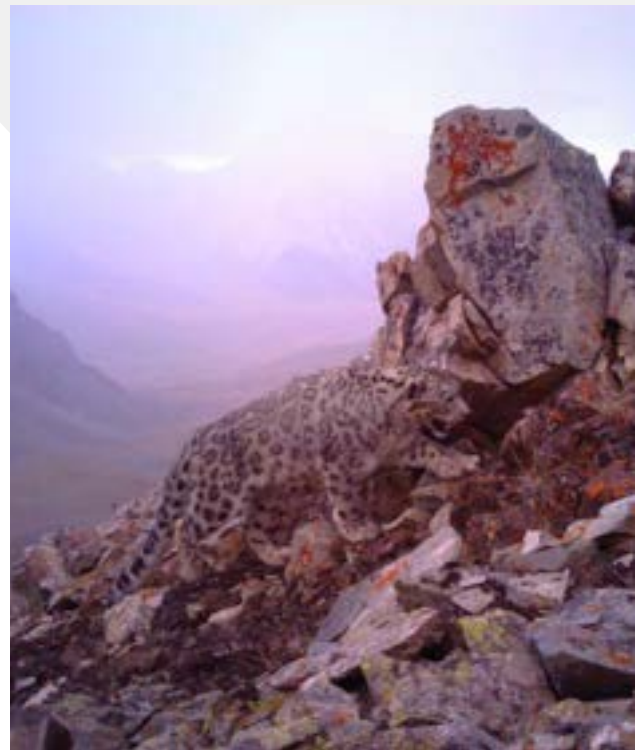
CXL's Central Asian Programs build on a more than a decade-long engagement in the region, working on mitigating human-wildlife conflict, building community-based conservancies, strengthening management of protected areas, and addressing illegal wildlife trade.

The programs focus on mitigating these threats by leading community-based conservation efforts, increasing the uptake of new conservation technologies, establishing new protected areas, and enhancing law enforcement. The programs will use cutting-edge technologies such as camera traps, AI, and genetic detection technology like CXL's NABIT and Sentinel to monitor the leopards and their habitat as well as support anti-poaching efforts. The Central Asian programs are expected to have a significant impact on preventing the extinction of Persian leopards and snow leopards in Central Asia.

“

We are excited to partner with CXL - in supporting the conservation of the snow leopard in Kyrgyzstan. The dynamic leadership, knowledge, and willingness to find creative solutions to conservation problems are critical to helping this iconic species.

ZAIRBEK KUBANYCHBEKOV
EXECUTIVE DIRECTOR, ILBIRS FOUNDATION



33

Trained 33 protected area rangers in SMART patrolling

325,000
ha+

Establishment of 3 protected areas in cold desert habitat

2

Supported two effective area-based conservation measures (OECMs)

For the first time ever, the team received permission to place camera traps on the border fences between Kazakhstan, Turkmenistan and Uzbekistan to identify migratory corridors

We positioned innovators for scale through field-testing with local partners.

Colombia, Ecuador, Guyana, and Peru

Building regenerative economies for the Amazon through innovation, technology and local knowledge.

The Amazon CoLab attracted 122 innovations, and selected 16 with the highest potential impact for field-tests and validation with local partners and users. CXL and partners supported teams in developing sustainable business models and networking their solutions with potential collaborators, funders, and stakeholders. This program was designed to be an intensive incubation and acceleration program for innovator teams and position them for future growth.

To build on this work in 2024, CXL is launching The Con X Tech Prize: The Amazon, a global competition that seeks cutting-edge science and tech innovations to transform the Amazon's destructive, extractive economies into modern, regenerative ones.

“

Through our experience in this program [Amazon CoLab] we have decided to form a start-up... It is great to have the support of programs like this because younger teams like us are empowered to not just create a technology, but to make an impact with what they create.

ADAM ULIANA, CO-FOUNDER AND CEO
CHEMFINITY TECHNOLOGIES



4

innovator teams had uptake of their innovation by the public or private sector.

7

innovator teams secured letters of intent to purchase and/or new clients.

78

individuals trained in sustainable resource management and/or biodiversity conservation.

\$1M

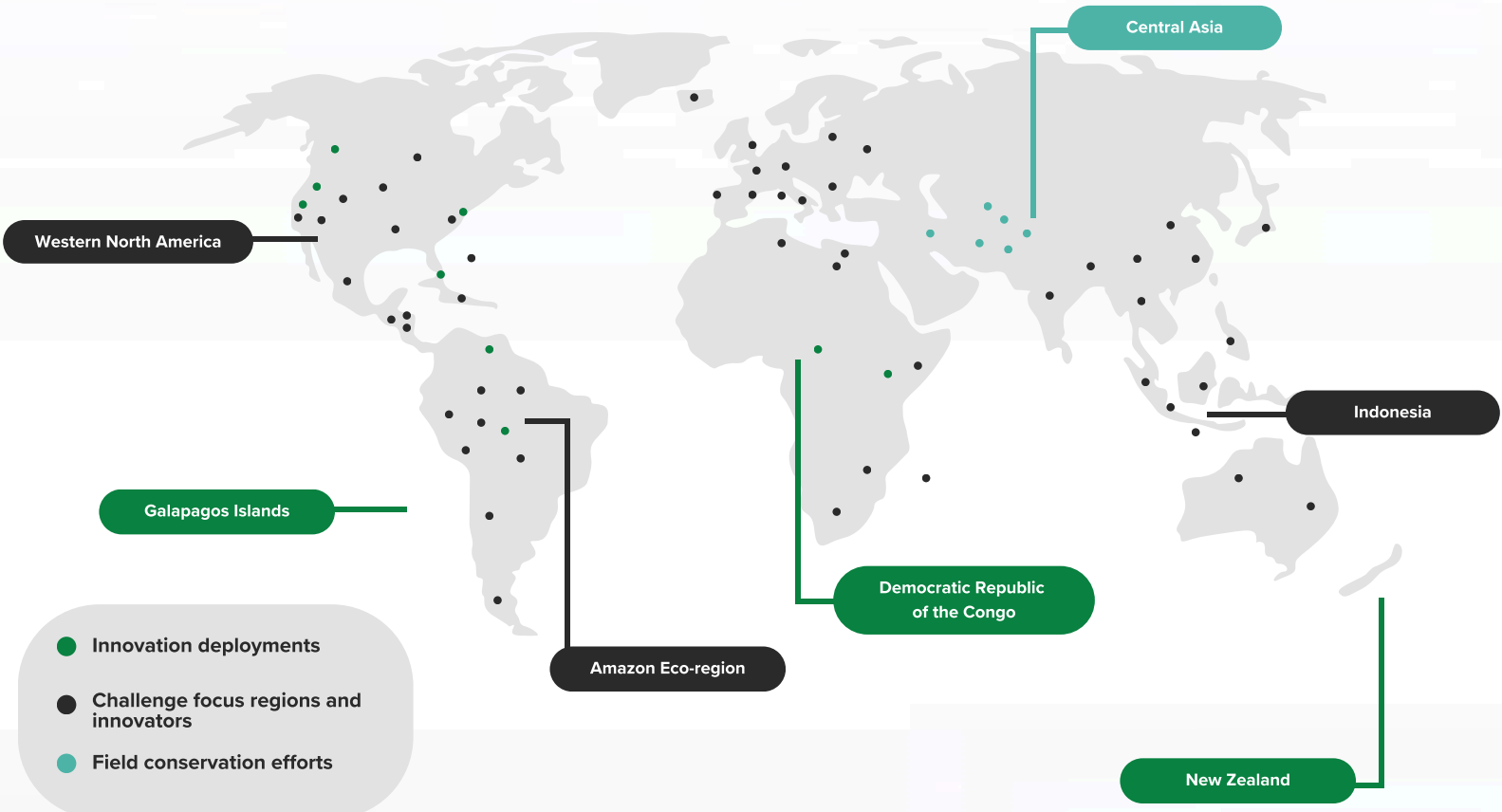
in prize funding awarded to the 4 highest performing teams.



Our Dynamic Community



We are growing a global community of solvers for biodiversity.



We cultivated a powerful network of partners.

“

I am very passionate about the Fire Challenge that CXL is building because it will allow people who are not usually part of international cooperation mechanisms to offer their ideas and to accelerate change to reach the goal of reducing forest fires.

JUAN CARLOS MONTERREY
VICE CHAIR FOR THE IMPLEMENTATION OF THE UN CLIMATE CONVENTION



253

institutions engaged

47

local partners

50+

technical and scaling partners

We are proud of our community of innovators.

Conservation X Labs continues to work with and support innovators from its open innovation programs. We are proud of these innovations for their progress beyond CXL's involvement and celebrate their successes.

Our community of innovators have:

- Closed major deals.
- Developed powerful partnerships.
- Received recognition in leading media.
- Incorporated as companies or start-ups.
- Achieved prestigious awards.
- Been featured in Netflix documentaries.
- Merged businesses with other successful companies.

Mango Materials

Microfiber Innovation Challenge Alumni

Mango Materials has developed an innovative manufacturing technology that turns waste carbon emissions into biodegradable biopolyester fibers. The team hopes this will help to reduce the impact of some of the 30 billion pounds of textiles that are currently discarded into landfills every year.

The Impact

Versatility: Mango Materials is able to partner with all types of industries that produce methane - including landfills, wastewater treatment plants, and agricultural facilities.

Biodegradable: YOPP and YOPP+ pellets created by Mango Materials have versatile end-of life options, including marine biodegradability. YOPP fibers have been shown to biodegrade in approximately 6 weeks if they enter the marine environment.



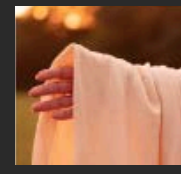
Dec 2023
Stella McCartney announces a strategic partnership with Mango Materials



NFW and Allbirds partner to launch a plastic-free plant-based leather sneaker



The Green Fins Hub was selected for project design under the Beyond Tourism Challenge.



NFW closes \$85 million Series B to scale naturally circular materials



Werewool featured on "The Future Of" series on Netflix



KnipBio is currently bringing its novel protein-based products to market.



AlgiKnit closes \$13 million Series A to transform the textile industry's environmental impact

We shaped the field of conservation on a global stage.

In 2023, Conservation X Labs was highlighted as a leader in conservation innovation. We are grateful for the various awards and accolades CXL has received and look forward to using these opportunities to enhance our work in support of our mission.

In 2023, Alex Dehgan was asked to speak at COP 28 and shared the critical link between biodiversity preservation and human and planetary health. Paul Bunje spoke at BLOOM 2023, GreenBiz' inaugural conference convening professionals advancing strategies to protect and regenerate nature, about how CXL is creating a roadmap for companies that want to reshape the trajectory of conservation efforts.

CXL's Sentinel team was recognized Best Consumer Product of the Year 2023 by the Edge AI and Vision Alliance as well as winning the Conservation Technology Award from Earth Ranger in Kenya.

We are incredibly proud of the work of our teams, the attention we've received on our innovative approach, and the opportunities to further develop solutions to global environmental issues.

CXL's work and thought leadership was cited in the following articles



The corporate hunger for climate tech

Heather Clancy
January 18, 2023



AI for the Planet Alliance Announces First Call for Solutions Competition Winners

May 2, 2023



Why can climate change help heal conflicts around the world?

Peter Schwartzstein
May 10, 2023



Get Ready For AI Climate Action

Sylvain Duranton
May 16, 2023



EarthRanger Names Mount Kenya Trust and Conservation X Labs as 2023 Conservation Technology Award Winners

November 2, 2023



“

Field monitoring systems are challenged by harsh conditions, lack of access to power, and lack of connectivity. We applaud Conservation X Labs for their innovative use of visual and edge AI technologies to overcome these challenges to help protect our environment.

JEFF BIER
FOUNDER, EDGE AI AND VISION ALLIANCE



Who We Are



Our Board of Directors

Ali Hartman

Head of Tiger Global Impact Ventures (TGIV),
Head of Responsible Investment,
Tiger Global Management
New York, New York

Don Karl

Partner, Perkins Coie LLP
Los Angeles, California

Jahan Moslehi

CEO & Co-Founder, Bridge33 Capital
Seattle, Washington

Raymond McCauley

Founder, Exponential Biosciences
Mountain View, California

Thane Kreiner

Board Member, Independent Advisor, Co-
Founder, & CEO
San Francisco, California

Alex Dehgan

CEO and Co-Founder, Conservation X Labs
Washington, DC

Paul Bunje

President and Co-Founder, Conservation X Labs
Los Angeles, California



Our Supporters

Conservation X Labs believes that extinction is our only competitor and our community is our greatest ally. It is only by working together that we can solve problems of planetary proportions, and create the kind of sustainable change that is needed for the future of conservation.

Our sincerest thank you to the funders who believe in our work, share our vision, and are committed to creating meaningful efforts to prevent the sixth mass extinction.

Our work is possible because of you.



Financials

In 2023, Conservation X Labs recorded \$3,450,640 in contributions and revenue.

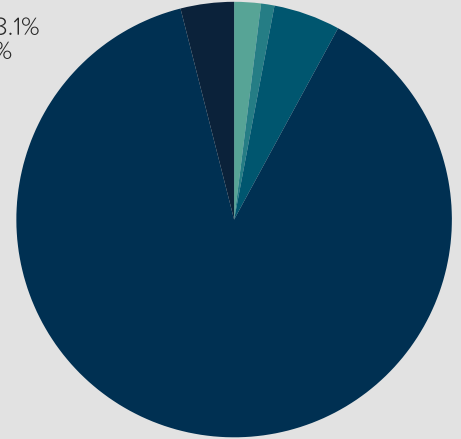
For every dollar spent on fundraising, CXL raised \$21.25 dollars in revenue.

Over the last three fiscal years, CXL has \$15.5M in total consolidated revenue and 75% of expenses went to direct programmatic costs.

In 2023, CXL raised
 \$1,100,00 for **innovative technology**
 \$112,000 to **relocate Afghan Defenders**
 \$136,500 in **product sales**

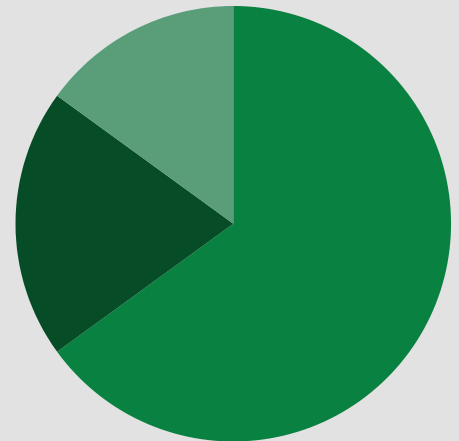
Income

Foundations 88.1%
 Government 5%
 Revenue 4%
 Corporate 2%
 Individuals 1%



Expenses

In House Technology 65%
 Prizes and Challenges 20%
 Reinventing Conservation 15%



Our future depends on the health of our climate and biodiversity and the organizations that will solve the mounting environmental problems now confronting humanity. Conservation X Labs does vital, cutting-edge work to secure the health of our planet.

ADRIAN FORSYTH
 FOUNDER OF THE AMAZON ANDES FUND

Connect with us.

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Central Asia

Turkmenistan, Kyrgyzstan, Tajikistan

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 [@ConservationXLabs](https://www.linkedin.com/company/ConservationXLabs)

For more information or to learn more about CXL, contact CXL's Director of Advancement:

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(215) 290-9018





CONSERVATION X LABS

Join us in preventing the
sixth mass extinction.

Invest in conservation technology.
Invest in Conservation X Labs.

conservationxlabs.com