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# cannara

**PREMIUM-GRADE CANNABIS  
AT SCALE**

**INVESTOR DECK**  
Q3 FISCAL 2023 (AS OF May 31, 2023)



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# EXECUTIVE SUMMARY



## We are a vertically-integrated Canadian Licensed Producer of premium-grade cannabis and cannabis-derivative products

- Canada's fourth largest producer based on square footage. Two mega facilities based in Quebec, Canada spanning over 1.6 million square feet.
- Currently serving consumers in the provinces of Quebec, Ontario, Saskatchewan, British Columbia and Alberta.
- Three flagship brands with distinctive identity and purpose.
- Current annualized production run rate of 30,500kg (as of May 2023). Production capacity increased by 50% since August 31, 2022
- Total owned potential production capacity of up to 100,000kg of annualized cultivation output.

# CORPORATE MILESTONES



## Well Capitalized, Profitable, Fast-Growing Business

- Cannabis revenues generated of \$15.9M in Q3 2023 and \$39.3M for the first nine months of 2023.
- Generated Net Income of \$2.9 million in Q3 2023
- Closed the period with \$4M in cash available.
- \$60M credit facility established with BMO - financing to support operational growth.

## History and Focus on Positive EBITDA

- Reported positive EBITDA for the last nine quarters while also expanding operations significantly in the past 12 months.
- Adjusted EBITDA of \$3.9M for Q3 2023.
- Earned net income of \$2.9M for Q3 2023
- Generated free cash flow of \$3.2M in Q3 2023.

## Strong Operating Margins

- Quebec facilities offer significant production cost advantages in labor and electricity pricing.

## Strategic Brand Portfolio

- Three flagship in-house brands.
- Brand partnership with Exotic Genetix.
- Brand strategy with distinctive identity and purpose, each filling a white space in Canada's current cannabis market.

## High Value Proposition for Consumers

- Offer some of the highest quality "AAA" cannabis at disruptive low retail pricing.

## High Consumer Product Demand

- Currently catering to a fraction of the total retail demand for our branded products.



Positioned for National success given superior products, lower costs, and lower retail selling prices when compared to other premium cannabis producers.

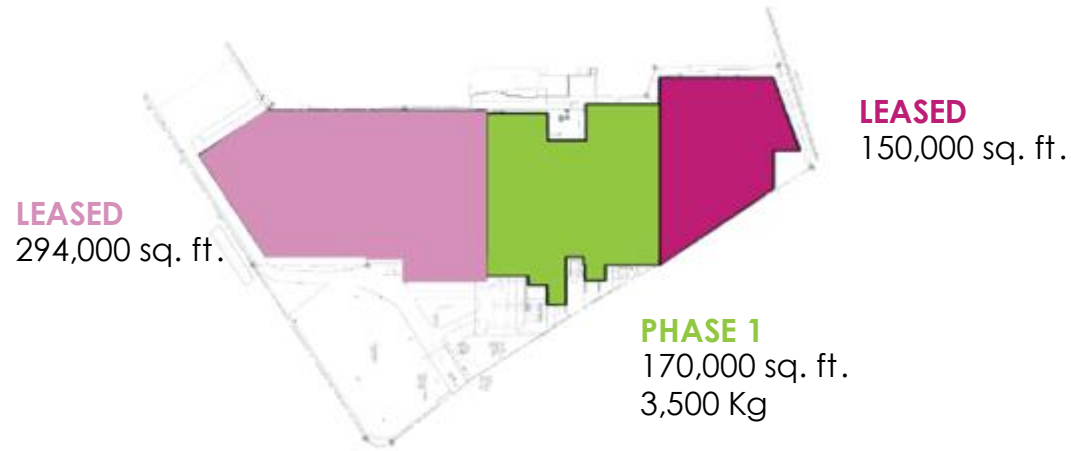
The Cannara logo features the word "cannara" in a white, lowercase, sans-serif font. To the right of the text is a stylized white leaf icon with three leaflets. The logo is set against a solid purple rectangular background.

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The background of the slide is a photograph of cannabis plants. The plants are illuminated with a strong blue light, which gives the green leaves and stems a vibrant, almost ethereal appearance. The lighting creates a high-contrast scene with deep shadows and bright highlights on the plant's surfaces.

**OPERATIONS**





625,000 sq. ft. facility provides 170,000 sq. ft. of cannabis operation.

Fully automated with biomonitors in every grow room to ensure optimal conditions and an increased plant yield.

11 grow rooms (22,000 sq. ft.) dedicated to cultivation as well as dedicated packaging and cannabis processing rooms. Remaining areas are designated to propagation activities servicing the Valleyfield Facility.





Acquired in June 2021, the facility occupies 1,033,506 sq. ft. on 3,000,000 sq. ft. of land.

One of the largest indoor cannabis cultivation facilities in Canada and the largest in Quebec.

Provides ability to expand output capacity to 100,000kg of premium-grade cannabis when combined with output capacity of phase 1 of the Farnham facility.

## PHASE 1

1,033,506 sq. ft. facility

- 578,022 sq. ft. Main cultivation facility
  - 9 of 24 growing zones activated total totaling 225,000sq. ft (38% online)
- 22,808 sq. ft. Office and warehouse
  - Under construction
- 212,661 sq. ft. Cannabis 2.0 processing
  - To be completed
- 197,518 sq. ft. Rooftop greenhouse
  - To be completed

## POTENTIAL PRODUCTION CAPACITY:

**100,000 kg**

## PHASE 2

578,022 sq. ft. expansion potential

## 24 INDEPENDENT GROWING ZONES MEASURING 25,000 SQ.FT EACH

The completely automated facility is equipped with cutting edge technology including:

**LED LIGHTING - FULLY BLACKED-OUT ROOF - AUTOMATED TABLES-  
FULL CONTROL OVER TEMPERATURE AND HUMIDITY**

Each activated zone has been redesigned to replicate indoor growing conditions, including growing without sunlight, eliminating variability and maximizing quality.



# THE PRINCIPALS OF OUR SUCCESS



## QUALITY

- Premium "AAAA" cannabis
- Hang dried, slow cured
- At scale



## ACCESSIBILITY

- Disruptive low pricing
- Aligned with legacy market
- Ideal for your everyday consumers



## BRAND CULTURE

- Grassroot brand culture
- Transparency
- Consumers become ambassadors

**Delivering a premium-quality product is at the heart of our ethos, resulting in high cannabinoid content and rich flavourful cannabis.**

**Our cannabis employs methods used in the most sophisticated markets in the world such as California; cultivated from:**

## **RARE GENETICS**

High THC/ CBD and high terpenes profiles that produce cannabis buds that have a great smell, visual and smoke appeal.



## **HANG DRIED & SLOW CURED**

Cultivating premium cannabis is typically the domain of small-scale micro-growers or craft producers. Many producers prefer a quick rack dry and fast cure method to expedite their cannabis to market, a process that often significantly reduces the quality of the product. At Cannara, we hang-dry and cure our product to create premium-grade cannabis at scale.



50-Time US Award-Winning Seed Breeder

EXOTIC GENETIX Exclusive Canadian Partnership with CANNARA



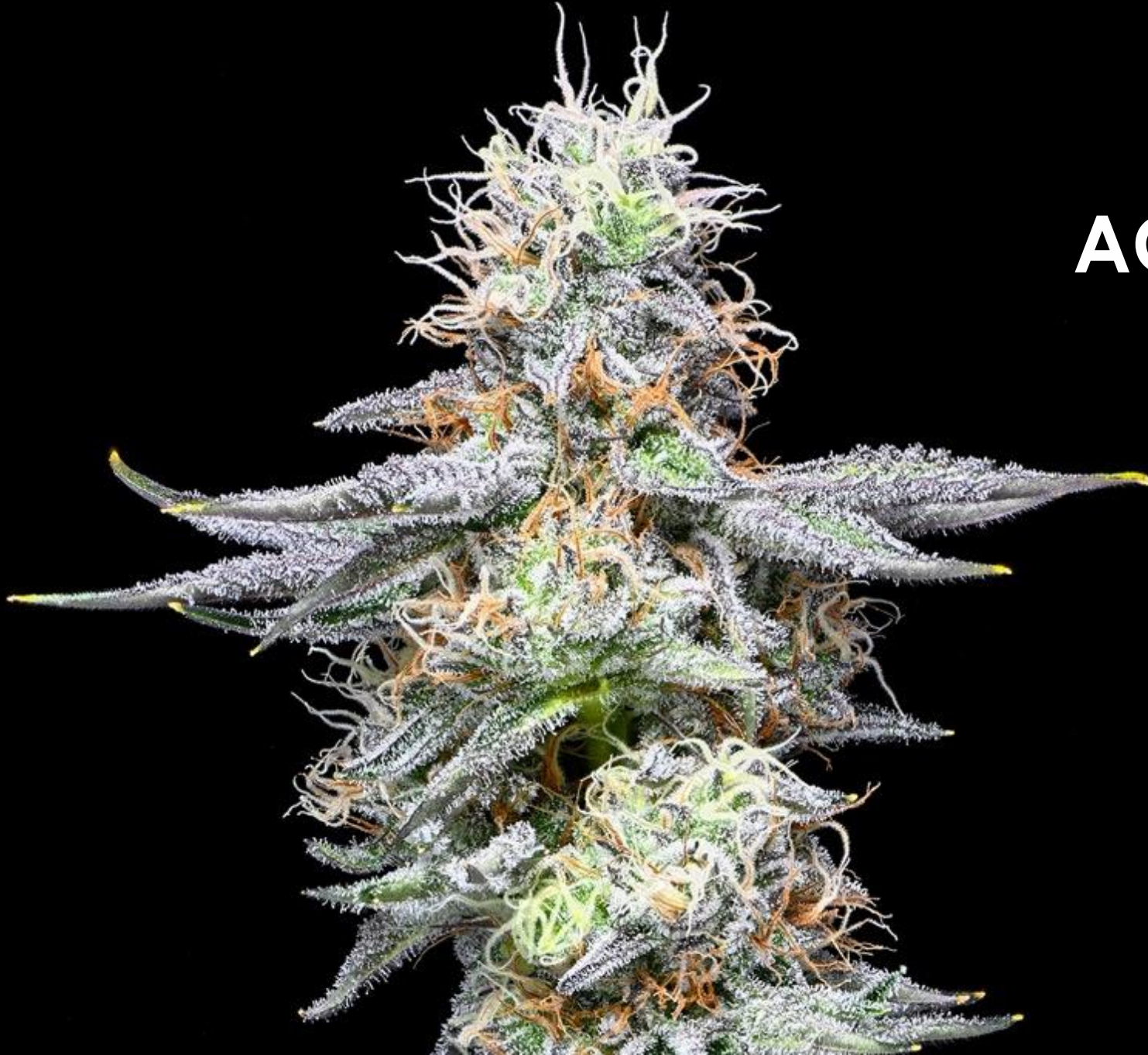
Cannara holds an exclusive license to use, market, sell, and distribute products branded by **Exotic Genetix** throughout Canada, in addition to its three flagship brands.

Furthermore, **Exotic Genetix** provides Cannara with ongoing consultation services, offering knowledge and insights into cannabis genetics, plant growing methodologies, and marketing strategies.

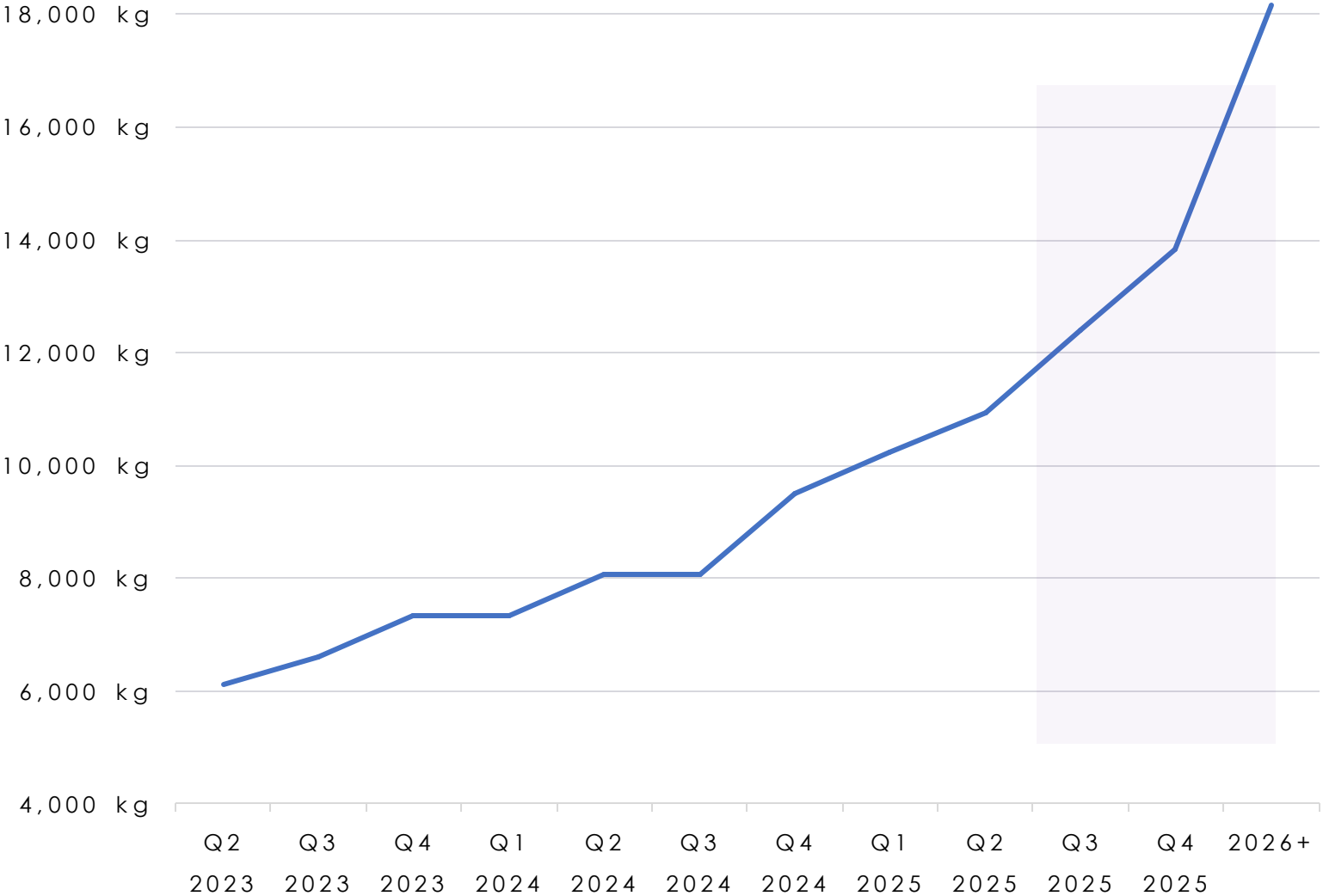
For more information about Exotic Genetix, visit [exoticgenetix.com](https://www.exoticgenetix.com)

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**ACCESSIBILITY**

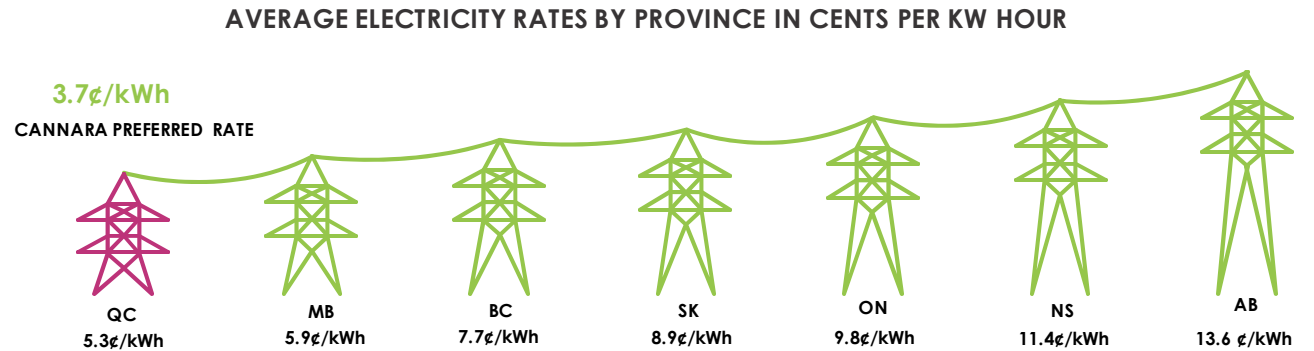


## CANNARA'S ESTIMATED QUARTERLY PRODUCTION CAPACITY IN KG

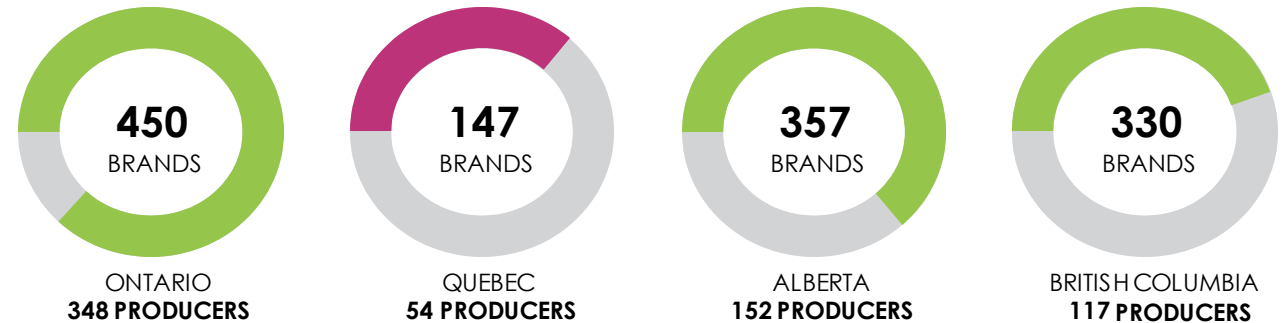




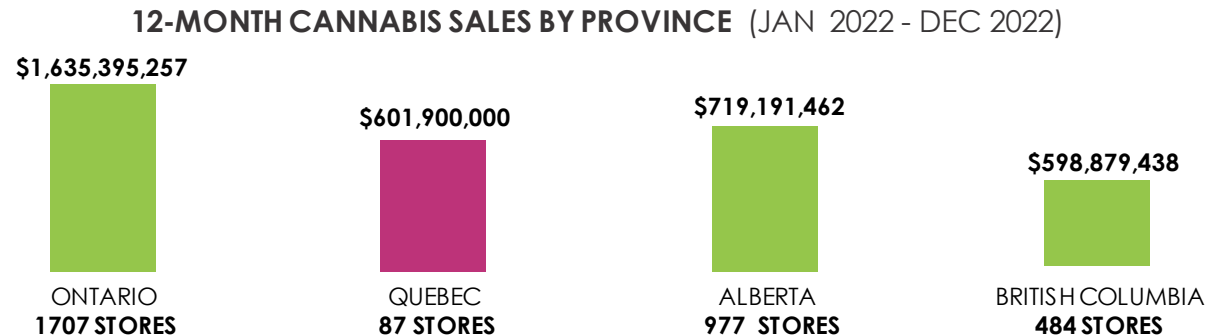
Quebec has the **lowest electricity rates** in Canada (QC: 5.3¢/kWh vs. AB: 13.6¢/kWh).



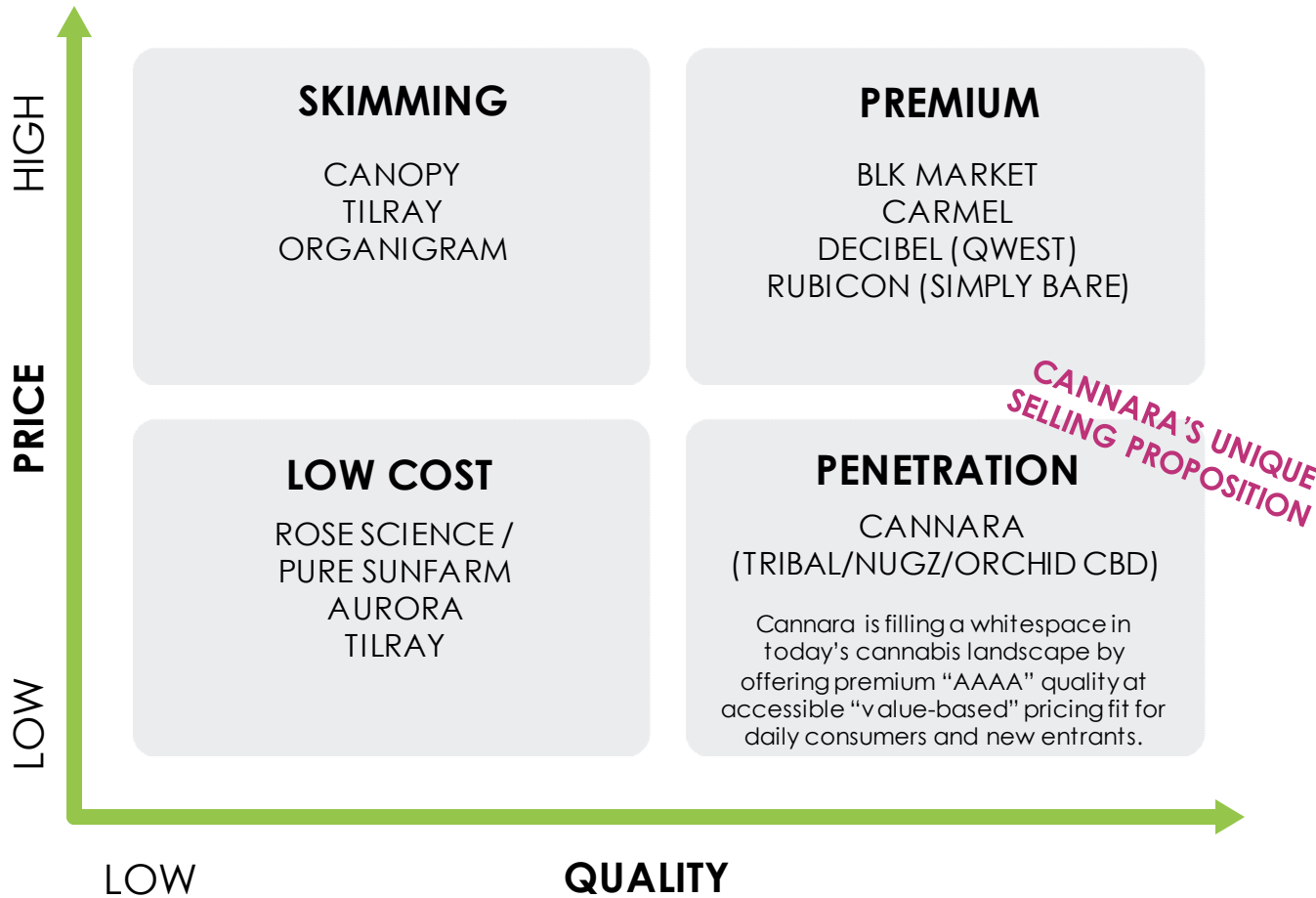
Quebec has the **highest barriers of entry** resulting in the **lowest number of Licensed Producers** in the market.



Quebec has the **third largest cannabis retail market** despite being serviced by the fewest number of brands, licensed producers, and retail outlets.



## CANNARA PRICING STRATEGY PRICE - QUALITY MATRIX



## QUEBEC MARKET OVERVIEW



**\$19.90** /3.5G  
 QUALITY AA  
 OTHER BRANDS



**BEST VALUE**  
**\$25.60** /3.5G  
 QUALITY AAAA  
**CANNARA**



**\$47.70** /3.5G  
 QUALITY AAAA  
 OTHER BRANDS



**\$34.00** /3.5G  
 QUALITY AAA  
 OTHER BRANDS



# OUR UNIQUE VALUE PROPOSITION

Cannara is giving consumers what they want—premium quality cannabis at accessible, value-based pricing fit for frequent consumers and new entrants alike.



The exceptional quality of our top-tier "AAAA" grade cannabis, along with our revolutionary low pricing, has led to an overwhelming surge in demand for our products. Beyond product excellence, our commitment to meticulous attention, innovative packaging, swift community responsiveness, and full transparency synergistically contribute to our compelling value proposition. Consequently, our products have seamlessly integrated into consumers' daily routines, catalyzing exponential growth for our company.



## 98 ACTIVE SKUS AVAILABLE IN MARKET

Our portfolio consists of three flagship brands – Tribal, Nugz and Orchid, all with distinctive identities and purpose, each filling a white space in Canada's current cannabis market without compromising quality.

All three brands offer premium-grade cannabis, hang-dried and slow-cured to preserve the flower's natural properties.

# TRIBAL

Welcome to Tribal, Cannara's house of genetics flagship brand. With a Canadian exclusive partnership with renowned US breeder Exotic Genetix, Tribal calls on consumers to enjoy the journey of new genetics across a variety of products, from dried flower and pre-rolls to full spectrum extracts and live resin vape carts. Premium quality at everyday prices.

## AVAILABLE IN

3.5g dried flower  
5 x 0.5g pre-rolls  
5 x 0.6g pre-rolls  
1g live resin 510 vape cart  
Premium 510 vape cart battery  
1g live resin full spectrum extracts



- AAAA Quality
- Disruptive pricing
- Hang-dried, slow-cured, hand-trimmed
- Medium to large buds
- Rotating rare genetics
- Airtight packaging
- THC 20% - 28%
- Terpenes 2% - 5%

# Nugz

**Nugz, your legacy dealer gone legal, has two staple flower offerings in addition to rotational offerings from Cannara's grow houses and solventless concentrates. Flavour, potency, and premium quality bulk value are key attributes—when Nugz shows up its high-fives and good times all around!**

## AVAILABLE IN

- 3.5g dried flower
- 7g milled dried flower
- 14g Smalls flower
- 15g Pheno Hunter flower
- 28g dried flower
- 10 x 3g reefers
- 12,14 x 0.6g pre-rolls
- 3 x 0.6g infused pre-rolls
- 1g Fresh Frozen Hash Rosin
- 2g, 3g Old School Hash
- 1g Ice Water Hash
- 1g cured resin 510 vape cart
- 1 glass hash pipe accessory



- AAAA Quality
- Disruptive pricing
- Hang-dried, slow-cured
- Airtight packaging
- THC 20% - 28%
- Terpenes 2% - 4%



# ORCHID CBD

**Orchid CBD is changing the perception of cannabis by being the better choice for consumers looking for premium, CBD-dominant and balanced cannabis products. When it comes to flower and pre-rolls, Orchid CBD offers CBD Runtz, a phenomenally well-rounded strain bred by Exotic Genetix. Our flower is hang-dried, slow cured, hand trimmed, and never irradiated, just like all the flower grown at Cannara.**

## AVAILABLE IN

3.5g dried flower  
5 x 0.5g pre-rolls  
5 x 0.6g pre-rolls  
20ml, 30ml, 50ml pure distillate oils



- AAAA Quality
- Disruptive pricing
- Hang-dried, slow-cured
- Airtight packaging





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# MARKET and GROWTH STRATEGY

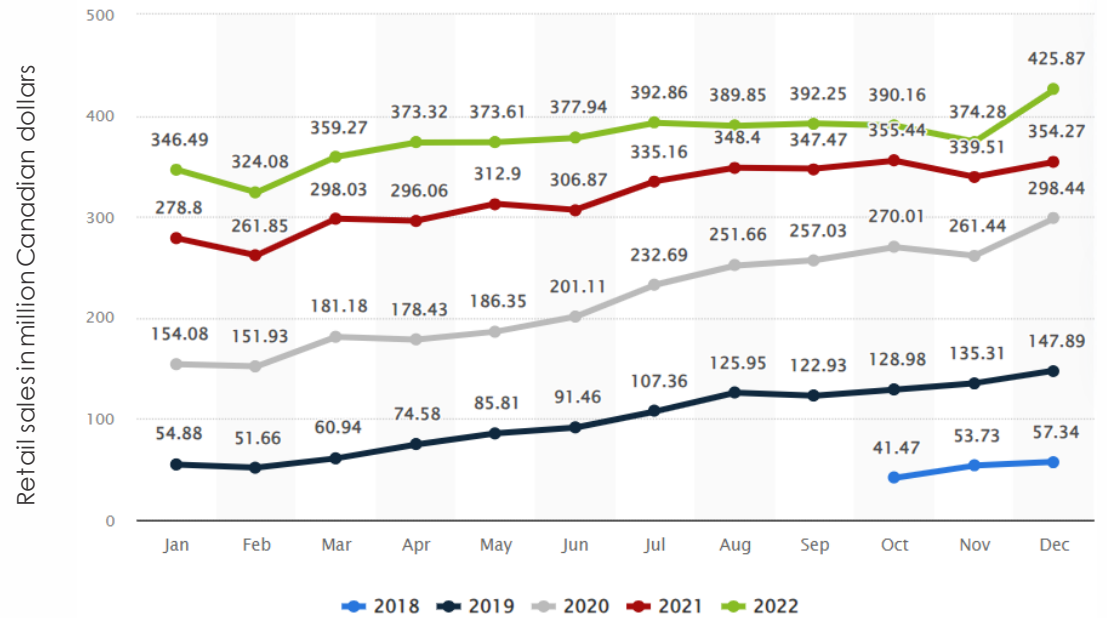
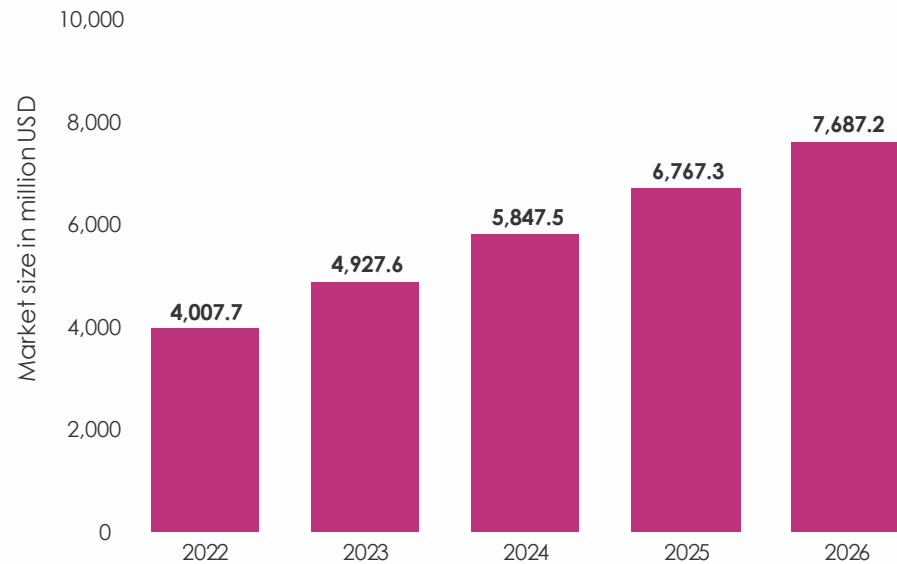
# CANADIAN RECREATIONAL CANNABIS MARKET



## 2<sup>ND</sup> LARGEST LEGAL CANNABIS MARKET IN THE WORLD

Legal Recreational Cannabis Market expected to reach \$7.6B by 2026

Monthly Retail Sales of Legal Cannabis Stores in Canada from October 2018 to December 2022 (in million Canadian dollars)



- Today Cannara’s market share in Quebec is 9% and 3% in Ontario and growing.
- Currently can produce 30,500 kg of premium-grade cannabis per year and growing to a capacity of 100,000 kg per year.
- Expect to capture significantly more market share as capacity scales and as sales strategies are deployed in new and existing markets.

Source: Statista



## 1. RESPOND TO MARKET DEMAND BY INCREASING PRODUCTION CAPACITIES

In April of 2023, the 9<sup>th</sup> growing zone was activated at the Valleyfield facility. Can produce up to 30,500kg from 225,000 square foot of active canopy.



## 2. NEW PRODUCT OFFERING

The company is focused on the innovation of new products for FY 2023 across all 3 of its flagship brands. Several new SKUs of dried flower, pre-rolls, and live resin extract products were launched in Q2 2023. Cannara's solventless hash products ranked Top 10 best-selling concentrates in Ontario (trailing 90 days, units sold, Headset Data accessed January 5<sup>th</sup>, 2023).



## 3. NEW GENETICS RELEASED

With a set an objective to bring at least 3 new genetics for FY 2023, Cannara has added 2 new genetics to its brand portfolio during Q1 2023: Galactic Rntz and Triple Burger, with 2 more accepted genetics ( Jigglers and Drip Station)



## 4. INCREASED MARKET SHARE

With the increase in cannabis supply from the Valleyfield facility, Cannara continues to carve into and increase its market share in its two main markets, Quebec and Ontario. Cannara also entered the British Colombia market in September 2022 and Alberta in March of 2023, providing access to Canada's top 4 markets.



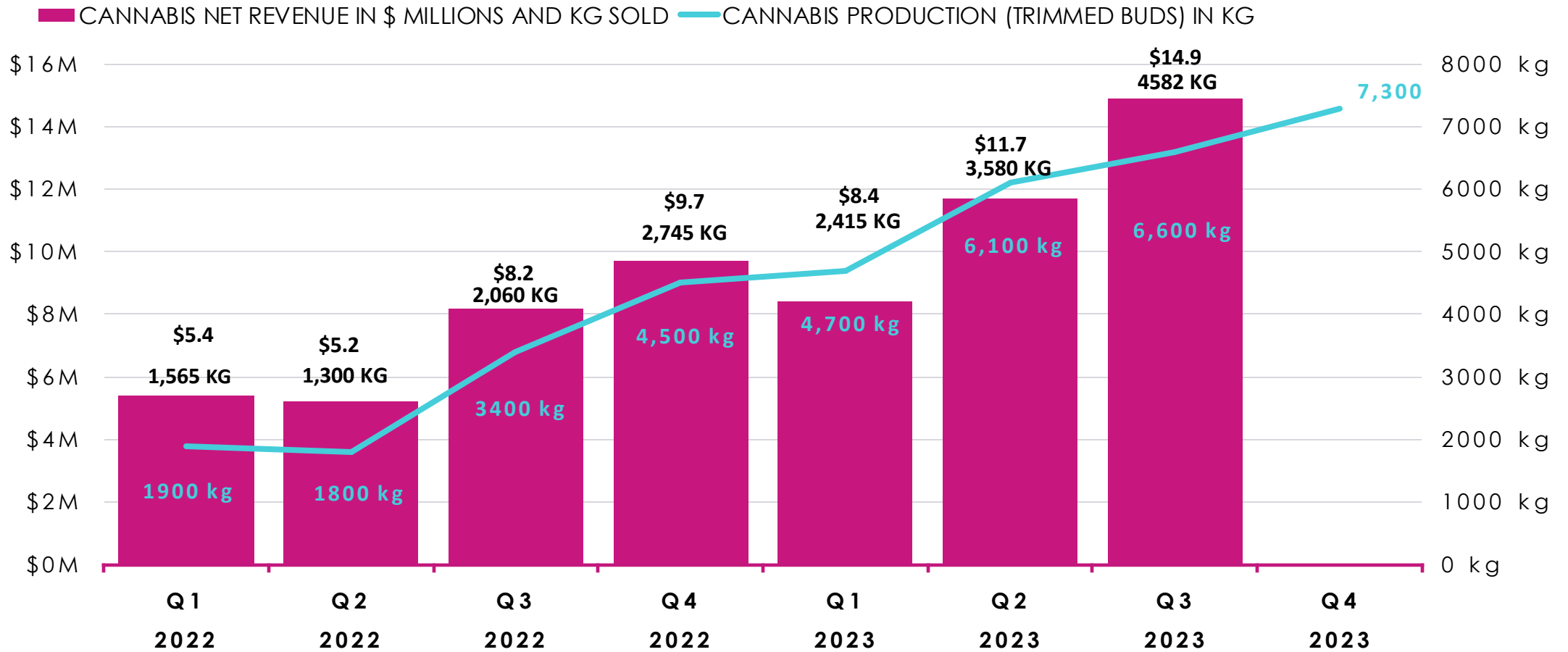
## 5. CONTINUED POSITIVE EBITDA

With its 9<sup>th</sup> consecutive quarterly Adjusted EBITDA, Cannara expects to continue to report positive quarterly Adjusted EBITDA throughout FY 2023 and beyond. The company's agility and commitment to profitability continues to drive the company to pursue the development of high-demand SKUs that generate healthy gross margins.

# 1. INCREASE CANNABIS SUPPLY



## CANNABIS PRODUCTION & REVENUE GROWTH TRAJECTORY AS VALLEYFIELD PRODUCTION SCALES UP



<sup>1</sup> Cannabis KG and equivalent of cannabis KG for derivatives products

# 2-3. NEW PRODUCT OFFERING



2 NEW GENETICS FOR FY 2023  
2 NEW ACCEPTED GENETICS FY 2024  
5 NEW LIVE RESIN FSE SKUs  
4 NEW LIVE RESIN VAPE SKUs  
KIND AWARD BRAND OF THE YEAR  
KIND AWARD TERPENE PROFILE OF THE YEAR



2 NEW INFUSED PRE-ROLL SKU for ON  
6 NEW FLOWER SKUs for ON  
2 NEW FLOWER SKUs for QC  
3 NEW HASH SKUs for BC  
2 NEW HASH SKUs for AB



4 UNIQUELY FORMULATED THC/CBD  
ORGANIC MCT DISTILLATE OILS  
KIND AWARD CBD PRODUCT OF THE YEAR



GELATO MINT  
INDICA



CUBAN LINX  
SATIVA



TERPLE  
HYBRID



POWER SHERB  
INDICA



GALACTIC RUNTZ  
INDICA



TRIPLE BURGER  
INDICA



CBD RUNTZ  
SATIVA



EARLY LEMON BERRY  
SATIVA



SLAPZ  
INDICA



G SHERB  
INDICA BLEND



LEMON LINX  
SATIVA BLEND



SLERPLE  
HYBRID BLEND

# 4. INCREASE MARKET SHARE

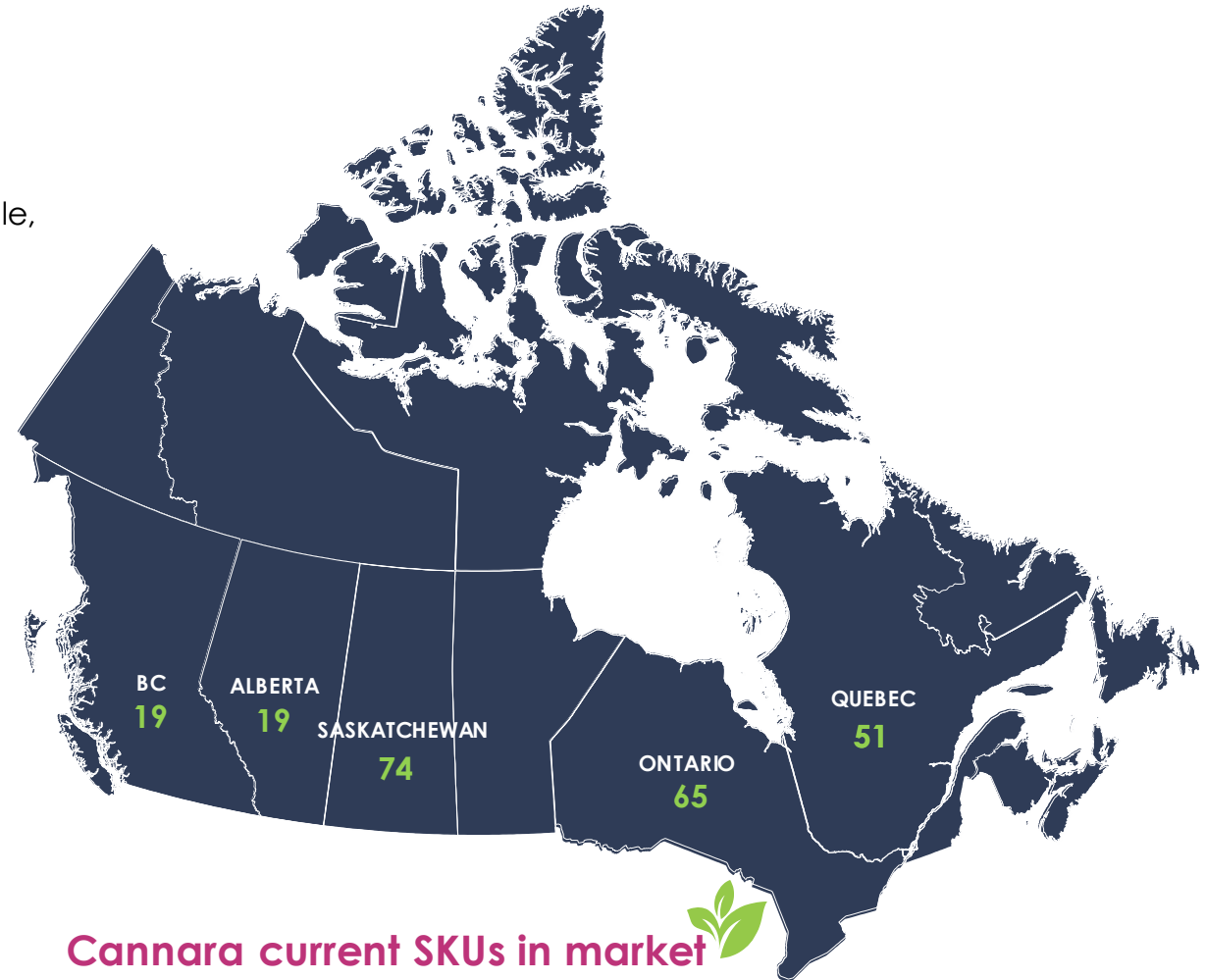
## MARKET EXPANSION STRATEGY

Cannara has created lean and profitable operations, proven to produce premium cannabis at scale and at competitive prices.

With the ability to produce up-to 100,00 kg of premium cannabis at full scale, Cannara will expand its product offering across all provinces in Canada in the upcoming year as well as increasing its market share in its current markets.

## EXPANSION STRATEGY OBJECTIVES:

- ✓ Enter Ontario market
- ✓ Enter Saskatchewan market
- ✓ Enter British Columbia market
- ✓ Enter Alberta market
- ⊗ Increasing market share in each active province (Q2 – Q3 2023)
  - Grew Quebec from 7% to 9.3%
  - Grew Ontario market share from 2% to 2.7%

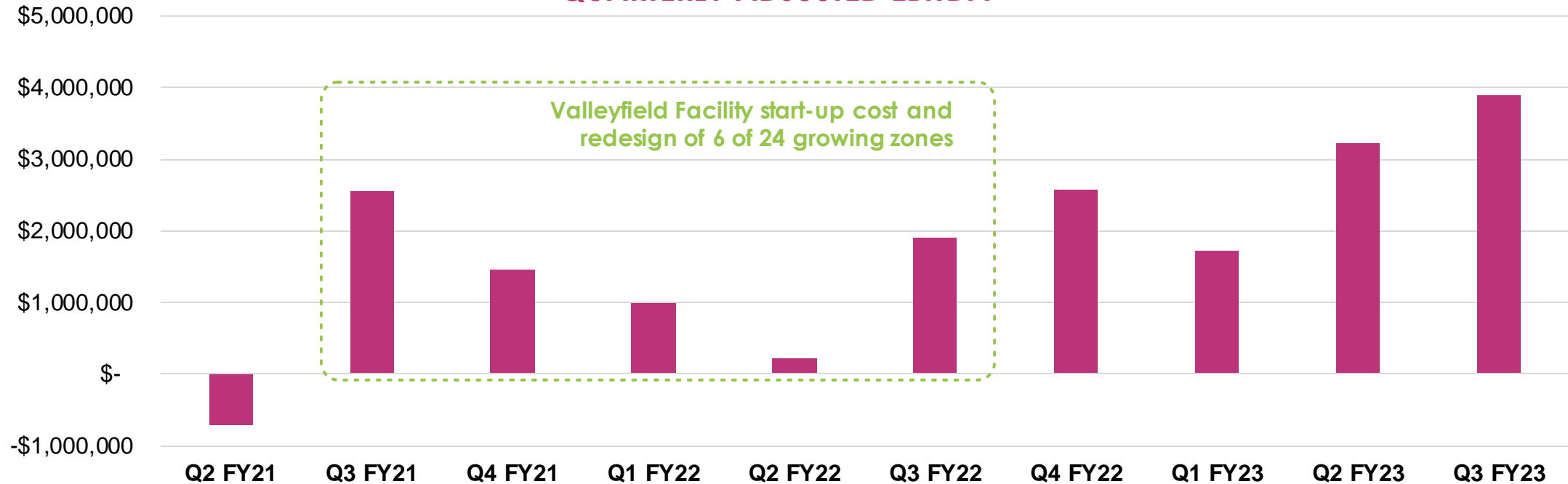


# 5. CONTINUED POSITIVE EBITDA



With its 9<sup>th</sup> consecutive quarterly Adjusted EBITDA, Cannara expects to continue to report positive quarterly Adjusted EBITDA throughout FY 2023 and beyond

## QUARTERLY ADJUSTED EBITDA



**Feb 2021**  
Launch of retail products and introduction of Company's 3 brands in Quebec market

**May 2021**  
Stabilized operations at the Farnham facility

**Jun 2021**  
Acquisition of Valleyfield Facility, comprising of 24 growing zones of 25,000 sq. ft.

**Nov 2021**  
Propagation of 1<sup>st</sup> growing zone at Valleyfield Facility

**Feb 2022**  
1<sup>st</sup> harvest at the Valleyfield Facility

**May 2022**  
5 growing zones in operation as of May 31. First revenues generated from the sale of cannabis harvested at the Valleyfield Facility

**July 2022**  
6 growing zones in operation as of July 31.

**Nov 2022**  
7 growing zones in operation as of Nov 30. 14 new SKUs launched in QC, ONT

**Feb 2023**  
8 growing zones in operation as of Feb 28.

**April 2023**  
9 growing zones now activated

# FINANCIALS





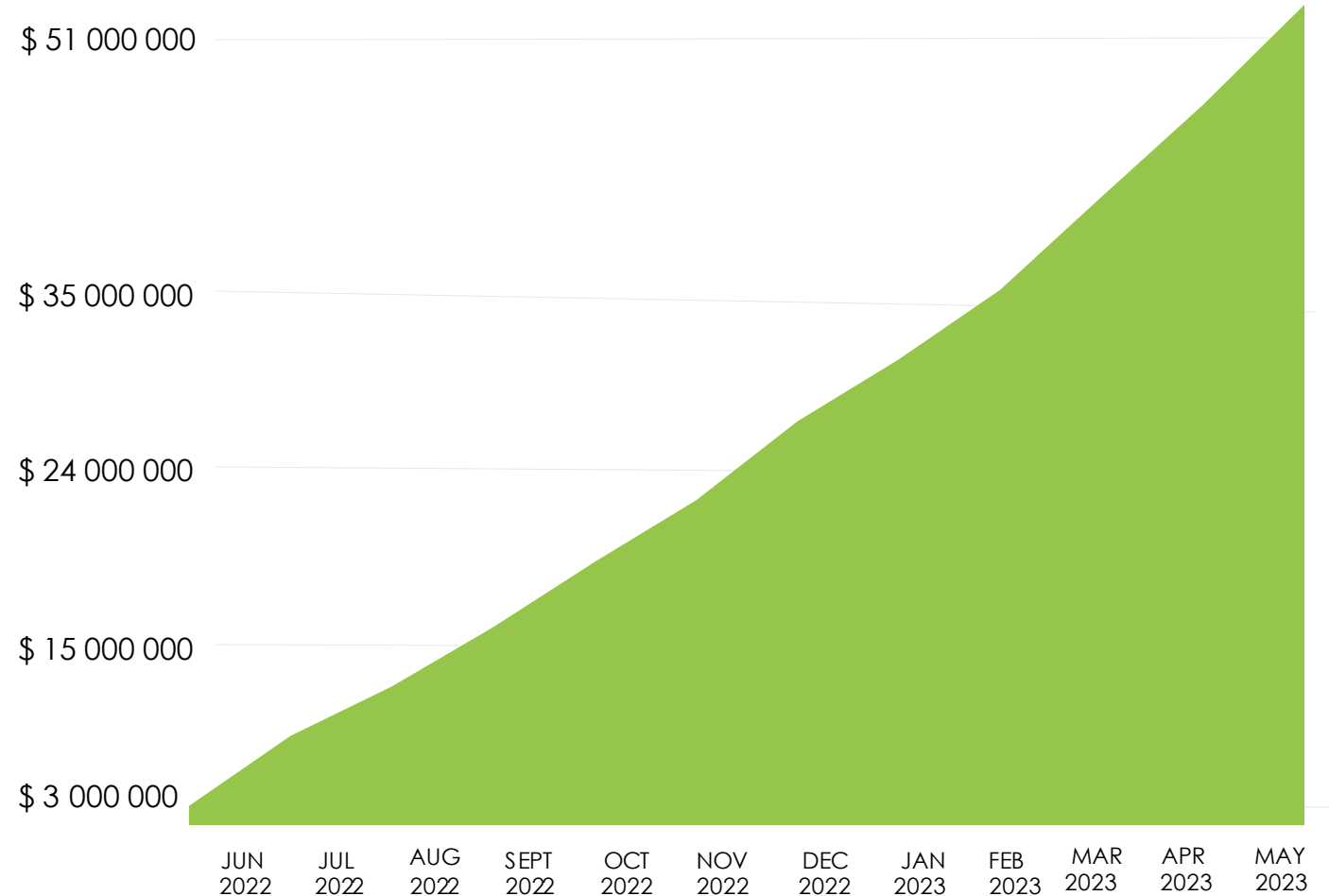
# SELECTED FINANCIAL HIGHLIGHTS



## Q3 2023 FINANCIAL OUTLOOK

|                                      |           |
|--------------------------------------|-----------|
| Cash                                 | \$4M      |
| Current assets                       | \$45.7M   |
| Current debt                         | \$18.5M   |
| Working capital <sup>1</sup>         | \$27.2M   |
| Total assets                         | \$135.3M  |
| Net assets                           | \$74.9M   |
| Quarterly revenue                    | \$15.9M   |
| Overall Gross margin <sup>2</sup>    | 36%       |
| Cannabis Gross margin <sup>2</sup>   | 32%       |
| Q3 2023 Adjusted EBITDA <sup>1</sup> | \$3.9M    |
| Q3 2023 Net Income                   | \$2.9M    |
| Q3 2023 Free Cash Flow <sup>1</sup>  | \$3.2M    |
| FY 2023 Production Estimate          | 30,500 Kg |

## TRAILING TWELVE MONTH CUMULATIVE REVENUES



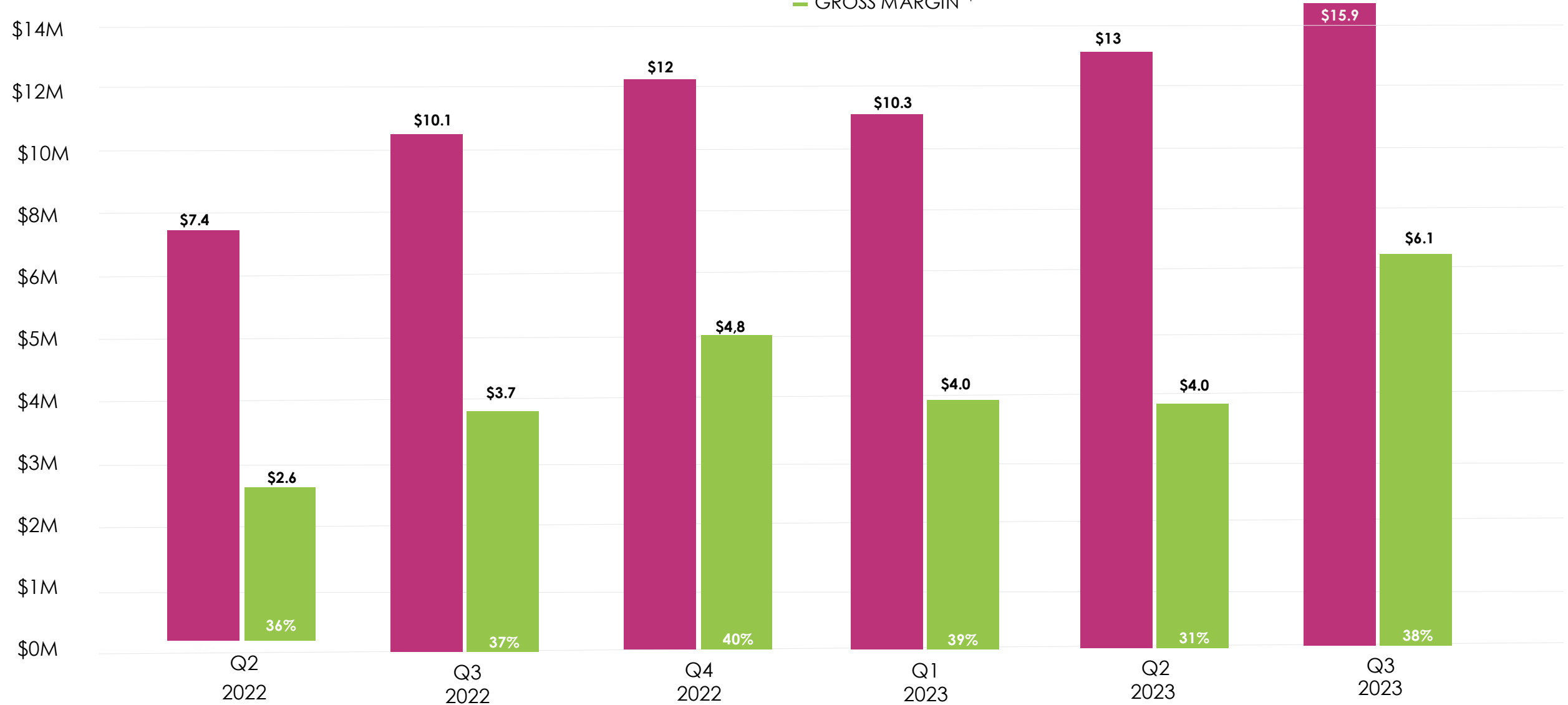
<sup>1</sup> Adjusted EBITDA, free cash flow and working capital are non-GAAP financial performance measures. A reconciliation of these measures is presented in the Company's MD&A which can be found at [www.sedar.com](http://www.sedar.com)

<sup>2</sup> Gross margin before fair value adjustments

# TOTAL NET REVENUES BY QUARTER

## TOTAL NET REVENUES ANALYSIS BY QUARTER IN \$ MILLIONS

— TOTAL NET REVENUE  
— GROSS MARGIN <sup>1</sup>



<sup>1</sup>Gross margin before fair value adjustments

## SIGNIFICANT GROWTH RATE WITH STRONG MARGINS AND PROFITABLE RELATIVE TO PEERS

|                        | Tillray | Canopy Growth | Aurora | Organigram | Cannara | Village Farms | Decibel | Avant Brands | Rubicon |
|------------------------|---------|---------------|--------|------------|---------|---------------|---------|--------------|---------|
| Market Cap in M        | 1866    | 326           | 244    | 155        | 90      | 55            | 55      | 51           | 28      |
| Revenue (LTM) in M     | 627     | 403           | 215    | 161        | 51      | 65            | 89.7    | 26.7         | 39      |
| Revenue Growth 3 YR %  | 198     | -26           | -29    | 70         | 338     | 72            | 165     | 153          | 275     |
| Gross Margin % last Q  | 36      | -103          | 48     | -14        | 38      | 19            | 49      | 42           | 36      |
| EBITDA Margin % last Q | 12      | -109          | 0.5    | -9         | 25      | 0.80          | 25      | 14           | -2      |
| Trailing P/E           | -       | -             | -      | -          | 18      | -             | -       | -            | -       |

\*Adjusted for inventory write-downs

Based on Data Estimates From Macrotrends, TSX, Yahoo and Quote Media from July 28, 2023

# Q3 2023 DETAILED HIGHLIGHTS



|  | May 31, 2023   | August 31, 2022 |
|--|----------------|-----------------|
| Share price                                | \$ 1.11        | \$ 1.350        |
| Outstanding common shares                  | 90,505,546     | 87,698,132      |
| Options and RSU <sup>6</sup>               | 4,363,425      | 2,452,412       |
| Conversion right on convertible debentures | 3,166,667      | 5,944,444       |
| Total fully diluted shares                 | 98,035,638     | 96,094,989      |
| Market capitalization <sup>7</sup>         | \$ 100,461,156 | \$ 118,392,478  |

## FOOTNOTES

<sup>1</sup> If all stock options outstanding were dilutive and all RSU outstanding were vested.

<sup>2</sup> Market capitalization is calculated based on number of outstanding common shares x share price.

<sup>3</sup> Gross revenue included revenue from sale of goods, net of excise taxes, services revenue and lease revenues.

<sup>4</sup> Gross profit before fair value adjustments % is determined as Gross profit before fair value adjustments divided by Total revenues.

<sup>5</sup> Gross profit is determined as Gross profit divided by Total revenues.

<sup>6</sup> Net loss is determined as Net loss divided by Total revenues.

<sup>7</sup> Adjusted EBITDA % is determined as Adjusted EBITDA divided by total revenues. Working capital is determined as total current assets minus total current liabilities. Adjusted EBITDA, Adjusted EBITDA, Adjusted EBITDA %, Free cash flow and Working capital are non-GAAP financial performance measures. A reconciliation of these measures is presented in the MD&A available on [www.sedar.com](http://www.sedar.com).

| Selected Financial Highlights                                 | Three-month periods ended |                  |       |
|---|---------------------------|------------------|-------|
|   | May 31, 2023              | May 31, 2022     | Δ %   |
| Gross revenues <sup>1</sup>                                   | \$ 15,840,140             | \$ 9,988,905     | 59%   |
| Other income  | 96,688                    | 74,811           | 29%   |
|   | 15,936,828                | 10,063,716       | 58%   |
| Gross profit, before fair value adjustments<br>% <sup>2</sup> | 6,120,878<br>38%          | 3,735,420<br>37% | 64%   |
| Gross profit<br>% <sup>3</sup>                                | 8,594,235<br>54%          | 4,748,643<br>47% | 81%   |
| Operating expenses  | 4,311,958                 | 3,214,557        | 34%   |
| Operating income (loss)                                       | 4,282,277                 | 1,534,086        | -179% |
| Net finance expense   | 1,353,634                 | 105,789          | 1180% |
| Net loss<br>% <sup>4</sup>                                    | 2,928,643<br>18%          | 1,428,297<br>14% | 105%  |
| Adjusted EBITDA <sup>5</sup><br>% <sup>5</sup>                | 3,887,634<br>24%          | 1,914,175<br>19% | 103%  |
| Basic and diluted loss per share                              | \$ 0.03                   | \$ (0.01)        |       |
|   | May 31, 2023              | August 31, 2022  |       |
| Cash  | \$ 4,027,972              | \$ 12,114,691    | -67%  |
| Accounts receivable   | 10,021,230                | 8,526,918        | 18%   |
| Biological assets   | 5,208,230                 | 5,712,456        | -9%   |
| Inventory   | 24,962,580                | 13,266,987       | 88%   |
| Working Capital <sup>5</sup>                                  | 27,135,896                | 29,127,599       | -7%   |
| Total assets  | 135,374,624               | 125,617,047      | 8%    |
| Total current liabilities                                     | 18,522,090                | 11,861,085       | 56%   |
| Total non-current liabilities                                 | 41,876,538                | 47,020,201       | -11%  |
| Net assets  | 74,975,996                | 66,735,761       | 12%   |
| Free cash flow <sup>5</sup>                                   | 3,223,423                 | 2,510,534        |       |

# QUARTERLY DETAILED HIGHLIGHTS

|   | May 31,<br>2023               | February 28,<br>2023 | November 30,<br>2022 | August 31,<br>2022 | May 31,<br>2022 |
|---|-------------------------------|----------------------|----------------------|--------------------|-----------------|
| Current assets                                  | \$ 45,657,986                 | \$ 40,820,665        | \$ 38,393,438        | \$ 40,988,684      | \$ 24,492,459   |
| Non-current assets                              | 89,716,638                    | 88,326,738           | 87,032,849           | 84,628,363         | 82,336,646      |
| Total assets                                    | 135,374,624                   | 129,147,403          | 125,426,287          | 125,617,047        | 106,829,105     |
| Current liabilities                             | 18,522,090                    | 15,227,812           | 11,262,823           | 11,861,085         | 11,489,526      |
| Non-current liabilities                         | 41,876,538                    | 42,146,726           | 46,880,581           | 47,020,201         | 31,162,576      |
| Total liabilities                               | 60,398,628                    | 57,374,538           | 58,143,404           | 58,881,286         | 42,652,102      |
| Net assets                                      | \$ 74,975,996                 | \$ 71,772,865        | \$ 67,282,883        | \$ 66,735,761      | \$ 64,177,003   |
|   | For three-month periods ended |                      |                      |                    |                 |
|   | May 31,<br>2023               | February 28,<br>2023 | November 30,<br>2022 | August 31,<br>2022 | May 31,<br>2022 |
| Total revenues                                  | \$ 15,936,828                 | \$ 13,035,756        | \$ 10,311,605        | \$ 11,947,112      | \$ 10,063,716   |
| Gross profit, before fair value adjustments     | 6,120,878                     | 4,030,629            | 4,023,398            | 4,759,816          | 3,735,420       |
| % <sup>2</sup>                                  | 38%                           | 31%                  | 39%                  | 40%                | 37%             |
| Gross profit                                    | 8,594,235                     | 4,261,722            | 4,832,595            | 7,103,374          | 4,748,643       |
| Operating income (loss)                         | 4,282,277                     | 631,335              | 1,142,875            | 3,762,721          | 1,534,086       |
| Net income (loss)                               | 2,928,643                     | (618,055)            | 2,951                | 2,553,444          | 1,428,297       |
| Basic and diluted income (loss) per share       | \$ 0.03                       | \$ (0.01)            | \$ -                 | \$ 0.01            | \$ 0.01         |
| Adjusted EBITDA <sup>1</sup>                    | 3,887,634                     | 3,220,890            | 1,716,833            | 2,566,590          | 1,914,175       |
| Cash provided by (used in) operating activities | 2,533,823                     | 383,991              | (315,088)            | (3,157,570)        | (1,709,746)     |
| Free cash flow <sup>1</sup>                     | 3,223,423                     | 1,889,561            | 1,997,538            | 2,510,534          | 1,485,633       |

<sup>1</sup> Adjusted EBITDA and free cash flow are non-GAAP financial performance measures. A reconciliation of these measures is presented in the MD&A available on [www.sedar.com](http://www.sedar.com).

<sup>2</sup> Gross profit before fair value adjustments % is determined as Gross profit before fair value adjustments divided by Total revenues.

The Cannara logo is mounted on a blue, vertically-ribbed building facade. The word "cannara" is in a dark, sans-serif font, with a green leaf icon to its right. Below the facade is a bright green ledge.

cannara

The Cannara logo is displayed within a solid pink rectangular box. The word "cannara" is in white, lowercase letters, with a white leaf icon to its right.

cannara

**LEADERSHIP  
TEAM**

# EXECUTIVE LEADERSHIP TEAM



**ZOHAR KRIVOROT**  
**CHAIRMAN & CEO**

Zohar is an entrepreneur who has launched several successful businesses. He has founded, advised and invested in numerous companies including 911ENABLE™ which he led from start-up to its acquisition by West Telecom in 2014. Zohar has been recognized as a top leader and innovator by a number of sources, including Deloitte Technology Fast 50™ fastest growing technology companies in Canada. He is actively involved with early-stage companies as an advisor and board member. He is also a certified commercial pilot.



**NICHOLAS SOSIAK**  
**CFO**

Nicholas is a CPA with an entrepreneurial spirit and passion for the Cannabis industry. As CFO of Cannara, Nicholas is responsible for overseeing the company's finances and treasury and is a key decision maker in all facets of the company from genetic selection, marketing and branding, product formulation, sales, investor, and public relations. Prior to working in the industry, he practiced auditing at two of the big five accounting firms and worked as VP Finance and Accounting for Dundee 360 Real Estate Corporation, a subsidiary of Dundee Corporation and a publicly traded company listed on the TSX.



**AVI KRIVOROT**  
**CTO**

Avi has been in the information technology industry for over 20 years. He specializes in innovation and cutting-edge technologies. Prior to Cannara, Avi has patented 911 software solutions currently being used by many Fortune 500 companies such as Microsoft, Boeing, Disney and the US Department of Defense. Avi oversees Cannara's journey to be a leader in the cannabis industry for automation and quality control.



**ISSAM BEN MOUSSA**  
**VP PRODUCTION & EXPERIMENTATION**

Issam is an engineer in Agronomy & biotechnology and has a PhD in plant sciences. He has conducted several research projects in academia and governmental institutions around the

world and led research and development in the plant production industry. Because of his passion for the cannabis industry, Issam joined Cannara Biotech as Scientific Director. He has been instrumental to establish data-driven growing strategies on an experimental and analytical approach. He also worked on streamlining processes at the operations level. After serving as VP of Production and Experimentation, Issam focuses on building trained teams, standardizing production operations and improving strategies to ensure consistency and sustainable development.



**NOEMI FOLLAIN**  
**VP FINANCE**

Noemi is a Chartered Professional Accountant and have 8 years of audit experience in small to large-size public and private companies in the mining, commodity and manufacturing industries

Through those years, she gained valuable expertise in financial reporting, accounting and management. She became a key asset internally and for her clients. After her career in the audit practice as a senior manager at PwC, Noemi joined Cannara Biotech Inc. as Director of Finance and worked her way up to Vice-President of Finance.



**ANTHONY MANOUK**  
**GM & VP COMPLIANCE**

Anthony is an accomplished business leader specializing in pharmaceutical compliance and operations. With 15 years of experience working for both public and private companies, he has

managed various portfolios of products ranging from controlled drugs and substances, to medical devices, sterile injectables and natural health products. Anthony joined Cannara Biotech in 2018, where he oversaw the buildout of phase one of the Farnham facility, and secured Cannara's Cultivation, Processing, Medical Sales and Adult Recreational Sales licenses from Health Canada.





**BRIAN SHERMAN**  
**VP LEGAL AFFAIRS**

Brian brings industry experience having served as a senior member of the legal team at Canopy Growth, one of Canada's most established cannabis producers. Prior to his time in the

cannabis industry, Brian served as a corporate associate at Stikeman Elliott with a focus on mergers and acquisitions, and also held a role at Robinson Sheppard Shapiro where he excelled in litigation and dispute resolution, resulting in an extremely well-rounded legal knowledge base. Brian's academic career brought him to Belgium and Singapore, and he obtained both a civil and common law degree from McGill University, eventually becoming a member of both the Quebec and Ontario bar.



**FRANCE LANDRY**  
**VP HUMAN RESOURCES**

France joins the Cannara team with over 17 years of experience in human resources. A native of Farnham, France worked for the municipality for 19 years.

France started as a director and worked her way up to the position of Vice-President, Human Resources. As a generalist and key reference person for the organization, she manages strategies, policies and implements HR projects in order to continue to evolve the company. France actively contributes to the human growth of the company, which has increased tenfold since the founding of the organization.



**SCOTT CARROLL**  
**VP MARKETING & SALES**

Scott joins the Cannara team with extensive global brand strategy experience in the highly regulated pharmaceutical and cannabis industries, holding a PhD in Genetics and an

Executive MBA. Growing brand awareness and brand loyalty with a broad skill set, Scott has supported two of Canada's largest cannabis producers (Canopy Growth and HEXO) on initiatives covering product development, category management, clinical research, and continuing medical education. Scott now leads the marketing and sales efforts as Cannara enters new markets across Canada.



**ZOHAR KRIVOROT**  
**CHAIRMAN & CEO**

Zohar is an entrepreneur who has launched several successful businesses. He has founded, advised and invested in numerous companies including 911ENABLE™ which he led from start-up to its acquisition by West Telecom in 2014. Zohar has been recognized as a top leader and innovator by a number of sources, including Deloitte Technology Fast 50™ fastest growing technology companies in Canada. He is actively involved with early-stage companies as an advisor and board member. He is also a certified commercial pilot.



**MARY DUROCHER**  
**DIRECTOR**

Mary has been involved in the cannabis industry since the infancy of the Marijuana for Medical Purposes Regulations introduction. Mary serves as President of Fox D Consulting, a regulatory consulting firm focusing on the Canadian cannabis industry and offers a diverse range of consulting services for the cannabis industry in Canada, the United States and the European Union. Mary's Regulatory Consulting Firm has licensed over 52 Licensed Producers and worked on over 200 applications in Canada, the US and the European Union. Mary continues to forge a respectable name for herself in the cannabis sector in Canada and abroad. Her board experience and industry contacts has enabled her to create a comprehensive foundation in the fundamentals of regulatory compliance within the cannabis industry worldwide.



**DONALD OLDS**  
**LEAD DIRECTOR & CHAIRMAN**  
**OF THE AUDIT COMMITTEE**

Donald Olds is an experienced life sciences executive, entrepreneur and director with significant experience raising capital for private and public technology companies. Most recently, he was President and Chief

Executive Officer of Montreal-based NEOMED Institute, a position he held until the successful closing of a merger with Vancouver-based CDRD. He has held multiple executive positions as Chief Executive Officer, Chief Operations Officer and Chief Financial Officer of private and public life science and technology companies and began his business career as a commercial, corporate and investment banker working across a variety of industry verticals. Mr. Olds has significant corporate governance experience as a board member and chair of both for profit and not for profit organizations.



**DEREK STERN**  
**DIRECTOR & CHAIRMAN OF THE HR AND**  
**GOVERNANCE COMMITTEE**

Derek is the Vice President of Olymbec. He owns, operates and manages a diverse portfolio of industrial, retail and residential properties across North America. Olymbec is now one of the largest private industrial real estate holders in Eastern Canada. The Company has experienced an annual growth rate of over 10%. Derek played a key role in the company's rapid growth by strategically acquiring and repositioning vacant properties and marketing them to a new client base.



**JACK KAY**  
**DIRECTOR**

Jack Kay, for 35 years, held various roles at Apotex Inc., including Chief Executive Officer, Chief Operating officer, President and Vice Chairman. He has 55 years' experience in pharmaceutical management and sales. Mr. Kay has served on a number of pharmaceutical and biotech boards, including as the Chairman of Helix Biopharma Corp and Cangene Corp and as a director at Barr Pharmaceuticals Inc. He has also served in senior capacities for a number of industry and community organizations, operating in the roles of Chairman of Humber River Regional Hospital (Toronto), International Schizophrenic Society, Canadian Drug Manufacturers Association, Canadian Schizophrenia Foundation and the Canadian Generic Pharmaceutical Association.


- ▶ Well capitalized, profitable, fast-growing business with an established history of execution.
- ▶ Offering customers the highest value products at disruptive low prices.
- ▶ Currently catering to a fraction of the existing consumer product demand in Canada.
- ▶ Strong management team and board of directors.
- ▶ Operating with strong margins and with a focus on positive EBITDA and positive net income, free cash flow and organic growth through capital reinvestment.
- ▶ State of the art Quebec operations create significant pricing advantages and superior quality.
- ▶ Three flagship brands each with distinctive identity and purpose.


## POSITIONED FOR NATIONAL SUCCESS

TSXV: **LOVE** | OTCQB: **LOVFF** | FRA: **8CB**

# cannara

## THANK YOU

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**WE WOULD LOVE**  
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