PharmaCielo
Nature's Choice From Colombia
Investor Presentation
November 2018
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Use of Non-GAAP Measures: This document refers to EBITDA because this information may be used to assess our performance and also determine our ability to generate cash flow. This data is furnished to provide additional information and are non-GAAP measures and do not have any standardized meaning prescribed by GAAP. They should not be considered in isolation as a substitute for measures of performance prepared in accordance with GAAP and is not necessarily indicative of operating costs presented under GAAP.
Typical North American Producer

- Artificial Climate Control System
- High Intensity Lighting System
- Municipal Water Supply
It’s The Natural Choice

Natural Sunlight
Spring Fed Water
Fully Licensed
The Natural Cannabis Belt

Only a few places globally where you can efficiently grow cannabis

Even fewer with the infrastructure & political climate to support it

Natural & consistent 12-hour light cycle and temperate climate creates optimal conditions

50% 50%
Colombia

Ideal Growing Environment

Stable Government

Low Energy Costs

Scalable Cultivation Infrastructure

Medellín

2nd largest supplier of Cut Flowers

3rd largest supplier of Coffee

5th largest supplier of Bananas

Experienced Human Capital & Significant, Scalable Cultivation Infrastructure
Natural Cost Advantage

Licensed Producer Aspiration

Per Gram

VS

PharmaCielo™

Per Gram
### Experienced Management Team

**Anthony Wile, CEO, Director**  
A co-founder of PharmaCielo and involved in its operations since the company was established. An entrepreneur, business strategist, publisher and author, Mr. Wile began his career in the Canadian investment industry with Scotia McLeod and Nesbitt Burns. Prior to founding PharmaCielo, Mr. Wile acted as a private equity investor and supported the launch and growth of enterprises in a number of global markets, including Colombia. Mr. Wile has lived and worked in several financial centres around the world, developing a network of leading international business and finance professionals.

**Federico Cock-Correa, CEO (Colombia), Director**  
A master horticulturist with 30 years of experience utilizing innovative technology to develop new crops and enhance horticultural production techniques. Mr. Cock-Correa is a member of the national board of directors of Colombian Flower Exporters Association (Asocolflores) and has been a member or officer of Business Corporation of Eastern Antioquia (CECO), Colombian Floriculture Innovation Center (Ceniflores) and the Floral Products Trade Association (WFFSA). Mr. Cock-Correa was one of the pioneers in exporting flowers by sea container to the UK market, selling the product to wholesale distributors. He is the founder of Ecoflora, a leader in plant extracts.

**Scott Laitinen, CFO, Director**  
A senior financial services executive with recognized leadership, strategic, operational and risk management skills. Previously, Mr. Laitinen served as chief risk and operating officer of President’s Choice Financial, and chief financial officer / chief operating officer for Chase Card Services Canada. Prior to that, Mr. Laitinen served as Sears Canada Bank’s vice president of strategy, administration and credit risk management. Mr. Laitinen also served as director of global business management and analysis for American Express (Amex) in addition to past roles with Canadian Imperial Bank of Commerce (CIBC) and Canada Post Corporation.

**Marcelo Antunes De Siqueira, COO (Nursery & Propagation Centre)**  
A horticultural entrepreneur with over 18 years of experience in designing, implementing and managing propagation and growing facilities for flowering plants. Previously, Mr. Siqueira has served as president and founding principal officer of Altria Lab-Plants LLC, focused on the development, propagation and distribution of novel varieties of orchids and bromelias to the worldwide market of commercial ornamental producers. Prior to that, Mr. Siqueira served as head grower for Kerry’s Nursery Inc., one of the foremost producers of potted orchids and bromelias in the United States.

**Jaime Alberto Escobar, COO (Oil Processing Centre)**  
A process engineer with extensive experience in project management and process design and standardization. Trained as a chemical engineer at the University of Antioquia, Mr. Escobar holds the CVLAC designation through COLCIENCIAS, Colombia’s Department of Science, Technology and Innovation. Previously, Mr. Escobar was a Research Integrator with EAFIT University in Medellin, Vice President of Operations for Polymer S.A. (Formosa Plastic Group) in Cartagena, Plant Manager of Polimers Colombianos S.A. Coltejer Group, and Professor of Process Design at EAFIT University.

**Dr. Camilo Alberto Ospina Saldarriaga, Head of Product Development**  
A medical doctor, public health specialist and passionate entrepreneur with more than 25 years of experience in the design, development, marketing and implementation of innovative projects, products and services in health and social security based on new communications and information technologies (ICT). Dr. Ospina is the founder and general manager of Ubiquo Telemedicina, a Colombian leader in the development of technological tools to improve access to specialized health services. Previously he served as director of innovation for a SURA Group social security company.
Non-Executive Board Members

Simon Langelier, *Chairman of the Board*

Dr. Delon Human, *Vice Chairman*

Henning von Koss, *Director*

Matteo Pellegrini, *Director*

David Attard, *Director*

Carlos Manuel Uribe, *Director*

David Gordon, *Director*
Licensed by the Colombian Government

Step 1:
Processing and Extraction Licence
- Received June 27th, 2016

Step 2:
Cultivation Licence
- Received October 19th, 2017

Step 3:
Exportation Permit
- General permit received with processing licence

The only fully licensed producer of medicinal cannabis oil products in Colombia for use in Colombia as well as international export
# Company Owned and Contract Cultivation Facilities

<table>
<thead>
<tr>
<th>Category</th>
<th>Space (Million sq. ft.)</th>
<th>Flower Capacity (Thousand KG per year)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nursery &amp; Propagation Centre</td>
<td>1.3</td>
<td>480</td>
</tr>
<tr>
<td>Company-Owned with Indigenous Growers</td>
<td>0.4</td>
<td>150</td>
</tr>
<tr>
<td>Contract Growers</td>
<td>13.3</td>
<td>4,900</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>15.0</strong></td>
<td><strong>5,530</strong></td>
</tr>
</tbody>
</table>

(KG based on 92.9 grams/sq. ft., 4 growing cycles)
Highly Scalable Business Model

Nursery & Propagation Centre

Supplies cuttings to support 100+ million sq. ft. of cultivation

Contract and Indigenous Growing

Oil Processing Centre

Supplies harvested cannabis flower to be processed
Our Current Capacity vs Fully Funded Canadian Projections

Set to meet the global medicinal need for high-quality cannabis oil

Source: Company Filings, Internal Estimates
Our Nursery and Propagation Centre
GMP Oil Processing Centre
Distribution Channel Strategy

Direct Distribution
Retail Distribution
Finished Goods Manufacturing
Research & Scientific Partners
Colombia: First Mover Advantage

- Population of 48.7 Million
- Medicinal Cannabis Legalized December 2015
- Estimated Cannabis Market Size of ~ $2 Billion*
- Estimated PharmaCielo Market Share ~ 30%
- Estimated Potential Revenue ~ $600 Million
- Among the Highest Drug Prices in the World

* Based on Colombian government estimates
Colombia: Go to Market Strategy

• UBIQUO: Colombia’s only patient & e-clinic platform (80,000 patients)
  • Fully owned by PharmaCielo
  • Currently only in Medellín
  • Expected to grow 350,000+ patients over a 36-month period as we roll out to seven new departments (regions)

• Company-owned-and-operated clinics

• Large channel pharmacy distribution

• Non-competitive finished good manufactures

• Research & scientific partners
Colombia Can Supply The World

Global Opportunity Potential

~$200B Industry by 2032*

* (based on Constellation Brands market estimate)
Investment Highlights

• Efficient, Natural Production
• Fully Licensed & Operational
• Scalable Cultivation Facilities
• Advanced Processing Facilities
• Strong Management Team
Environmental Impact

The equator is the only place to grow without damaging the environment.

The full study can be found at:
The Huge (or Tiny) Ecological Footprint of Cannabis
https://www.footprintnetwork.org/2017/08/16/ecological-footprint-cannabis/

1 A global square meter is a square meter with world average biological productivity. Global Footprint Network, Aug. 16, 2017
Licensed by the Colombian Government

Licence Overview

- Legalized in December 2015 by signing of Decree 2467 by President Santos
  - July 2016 – Congress approved law 1787, replacing Decree 2467
  - April 2017 – Approval of Regulatory Decree for Law 1787
- Covers cultivation, extraction and exportation
- Restricted to cannabis-based extracts for medicinal applications
- Leading the global decriminalization and medicinal recognition of cannabis
- Allows the cultivation, processing and extraction of cannabis concentrates from flower that can be sold to Colombian market, used for scientific purposes and for export, enabling the export of derivatives and finished goods globally

Processing and Extraction of Cannabis Oil Extracts Licence

- Colombia granted PharmaCielo the first Processing and Extraction License on June 27, 2016.
- This license is a prerequisite to apply for a Cultivation License; no additional Processing and Extraction Licenses will be needed.

Cultivation Licence

- Colombia granted PharmaCielo the first Cultivation License on October 19, 2017, for the Rionegro facility.
- License enables the cultivation of cannabis flower for the sole purpose of processing and extraction of cannabis derivatives.

Exportation Permit

- This is not a licensing process. It is a permitting process whereby PharmaCielo needs to verify that the products for export are legal in the country of import. General permit granted with processing license.