# = PLUS

### PLUS PRODUCTS INVESTOR PRESENTATION

SEPTEMBER 18<sup>th</sup>, 2018







A preliminary prospectus containing important information relating to these securities has been filed with the securities commissions in British Columbia, Alberta and Ontario. The preliminary prospectus is still subject to completion or amendment. There will not be any sale or any acceptance of an offer to buy the securities until a receipt for the final prospectus has been issued. This document does not provide full disclosure of all material facts relating to the securities offered. Investors should read the preliminary prospectus, the final prospectus and any amendment for disclosure of those facts, especially risk factors relating to the securities offered, before making an investment decision. The securities described in this document have not been, nor will they be, registered under the United States Securities Act of 1933, as amended, and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons absent U.S. registration or an applicable exemption from the U.S. registration requirements. This document does not constitute an offer to sell securities or the solicitation of an offer to buy securities nor shall there by any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful.

NOT FOR DISSEMINATION IN THE UNITED STATES

#### **DISCLAIMER**

This presentation relates to an entity that is directly involved (through its wholly-owned subsidiaries) in the United States cannabis industry insofar as its business activities include the production, manufacturing and distribution of cannabis-related products where use of cannabis is legal for medical and/or adult use purposes, as applicable. While some states in the United States have authorized the use and sale of cannabis, it remains illegal under federal law and the approach to enforcement of U.S. federal laws against cannabis is subject to change. Because the Company engages in cannabis-related activities in the United States, it assumes certain risks due to conflicting state and federal laws. The federal law relating to cannabis could be enforced at any time and this would put the Company at risk of being prosecuted and having its assets seized. For these reasons, the Company's investments in the United States cannabis market may subject the Company to heightened scrutiny by regulators, stock exchanges, clearing agencies and other U.S. and Canadian authorities. There can be no assurance that this heightened scrutiny will not in turn lead to the imposition of certain restrictions on the issuer's ability to operate in the United States or any other jurisdiction. There are a number of risks associated with the business of the Company. See section entitled "Risk Factors" in the preliminary prospectus.

#### Forward-Looking Statements

This Presentation, which is incorporated by reference into the Company's prospectus, contains forward-looking statements that relate to the Company's current expectations and views of future events and should be read together with the more detailed information and financial data and statements contained in the Company's prospectus. This Presentation does not contain all of the information you should consider before purchasing securities of the Company. You should read the Company's entire prospectus carefully, especially the "Risk Factors" section of the prospectus and our financial statements and the notes thereto appearing in the prospectus, before making an investment decision. Investment in the shares offered in the Company's prospectus is highly speculative due to various factors, including the nature and early stage of the Company's business. An investment in the Company's securities should only be made by persons who can afford a total loss of their investment.

In some cases, these forward-looking statements can be identified by words or phrases such as "may", "might", "will", "expect", "anticipate", "estimate", "indicate", "seek", "believe", "predict" or "likely", or the negative of these terms, or other similar expressions intended to identify forward-looking statements. The Company has based these forward-looking statements on its current expectations and projections about future events and financial trends that it believes might affect its financial condition, results of operations, business strategy and financial needs. These forward-looking statements include, among other things, statements relating to: the intention to complete the listing on the CSE; the Company's expectations regarding its revenue, expenses and operations; the Company's anticipated cash needs and its needs for additional financing; the Company's intention to grow the business and its operations; expectations with respect to future production costs and capacity; expectations with respect to the approval of the Company's cannabis licenses; expectations with respect to the future growth of its cannabis products; any commentary related to the future growth of its medical and/or adult-use recreational cannabis products; and the Company's expected business objectives for the next twelve months.

Forward-looking statements are based on certain assumptions and analyses made by the Company in light of the experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate and are subject to risks and uncertainties. In making the forward looking statements included in this Presentation, the Company has made various material assumptions, including but not limited to (i) obtaining the necessary regulatory approvals; (ii) that regulatory requirements will be maintained; (iii) general business and economic conditions; (iv) the Company's ability to successfully execute its plans and intentions; (v) the availability of financing on reasonable terms; (vi) the Company's ability to attract and retain skilled staff; (vii) market competition; (viii) the products and technology offered by the Company's competitors; and (ix) that our current good relationships with our service providers and other third parties will be maintained. Although we believe that the assumptions underlying these statements are reasonable, they may prove to be incorrect, and we cannot assure that actual results will be consistent with these forward-looking statements. Given these risks, uncertainties and assumptions, prospective purchasers of the Company's securities should not place undue reliance on these forward-looking statements. Whether actual results, performance or achievements will conform to the Company's expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors, including those listed under "Risk Factors" in the Company's prospectus.

The Company's forward-looking statements are based on the reasonable beliefs, expectations and opinions of management. Although the Company has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking statements, there may be other factors that cause results not to be as anticipated, estimated or intended. There is no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. We do not undertake to update or revise any forward-looking statements, except as, and to the extent required by, applicable securities laws in Canada.

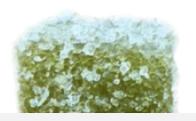
All of the forward-looking statements contained in this Presentation are expressly qualified by the foregoing cautionary statements. Investors should read the Company's prospectus and consult their own professional advisors to assess the income tax, legal, risk factors and other aspects of their investment.

## MAKE CANNABIS SAFE AND APPROACHABLE











LEAD WITH PRODUCT

BE AVAILABLE EVERYWHERE

FOCUS ON EXECUTION



# INVESTMENT HIGHLIGHTS

PLUS™ is a leader in branded cannabis edibles in California and is well positioned to own the branded products space



- One of the fastest growing brands in California's cannabis market
- Already a top 5 edibles brand in California, with 2 of the top 10 selling edible products<sup>1</sup>
- Proven executive team
- · Narrow focus of building brand value
- Industry leading food manufacturing and branding expertise
- Building food manufacturing space enabling \$150M in annual production and potential to expand to \$450M total
- Use knowledge from scaling in California to enter new markets with proven products and brands

## CANNABIS BRANDS WILL COMMAND LONG-RUN MARGINS

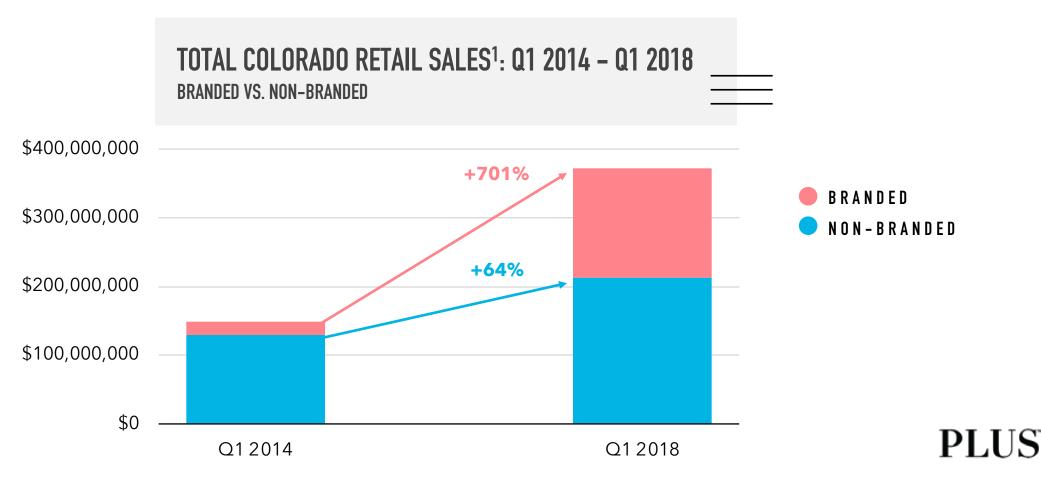
We expect cannabis product margins will be similar to the consumer packaged goods market. We believe liquor brands give the best insight to the future of brands in the cannabis industry.

	GROSS MARGIN	Profit Margin (Net Income)	P/E
Pernod Ricard (RI.PA)	62%	15%	22.8x
Boston Beer Company (SAM)	52%	11%	34.5x
Constellation Brands (STZ)	50%	32%	22.1x
Turning Point Beverages (TPB)	44%	7%	27.1x
Craft Brew Alliance (BREW)	32%	5%	26.7x
AVERAGE	48%	14%	26.6x



### THE INDUSTRY IS MOVING TOWARD BRANDED PRODUCTS

The market is evolving, with massive growth in branded products. These brands are creating new categories, sub-categories, and methods of consumption.



### EDIBLES' SHARE OF THE CANNABIS MARKET CONTINUES TO GROW

#### Edibles sales as % of total retail sales<sup>1</sup>

COLORADO, CALIFORNIA 2014 to H1 2018



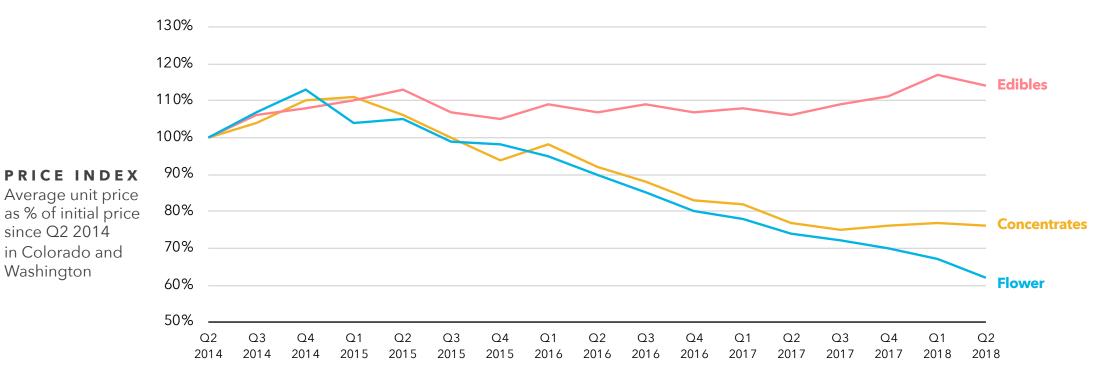


## EDIBLES COMMAND THE STRONGEST LONG TERM BRAND PREMIUMS

Brands are built in differentiated, not commoditized, product categories.

Prices in flower and concentrates are already commoditizing in recreational markets.

#### PRICE OF KEY CATEGORIES SINCE RECREATIONAL LEGALIZATION



TIME

PLUS

since Q2 2014

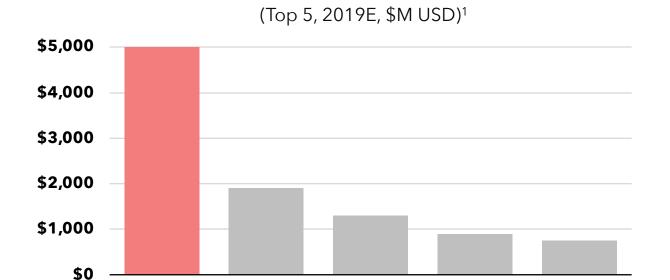
in Colorado and Washington

# THE BEST BRANDS ARE LIKELY TO EMERGE FROM CALIFORNIA BECAUSE IT IS THE LARGEST MARKET IN THE WORLD...

MI

OR

#### **U.S. CANNABIS REVENUE BY STATE**



WA

CO

**California** is expected to grow to \$5.0B in 2019 legal sales.

In comparison, Canada is expected to be \$2.7B in 2019 legal sales.<sup>1</sup>



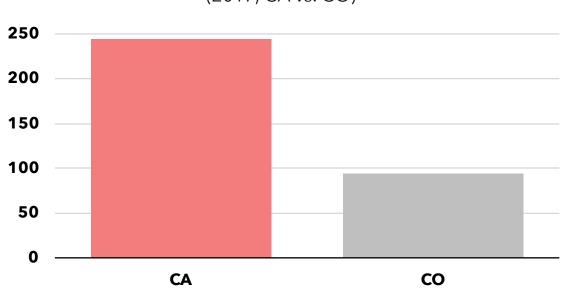
CA

### ...AND BECAUSE IT IS THE MOST COMPETITIVE MARKET

Due to a long history of medical legalization, California is also the most competitive market

#### NUMBER OF EDIBLE BRANDS BY STATE



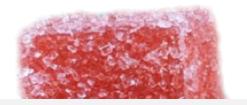


"Companies gain advantage against the world's best competitors because of pressure and challenge."

-Michael Porter, The Competitive Advantage of Nations

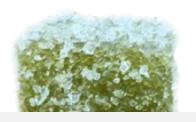


## MAKE CANNABIS SAFE AND APPROACHABLE











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#### PLUS PRODUCTS INVESTOR PRESENTATION | SEP. 2018

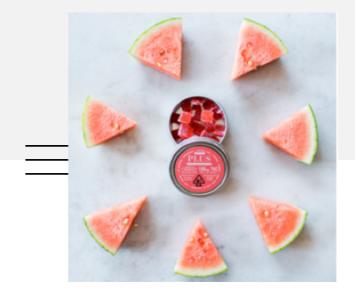
# PLUS™ IS FOCUSED ON OWNING THE BRANDED PRODUCT SPACE

- Build the leading branded cannabis product manufacturing operation in the largest and most competitive cannabis market
- Dominate the branded product space by leveraging data to grow our portfolio both organically and through acquisitions
- Use knowledge from scaling in California to enter new markets with proven products and brands
- Pair disciplined, agile food manufacturing with thoughtful branding teams





# OUR THREE CATALOG PRODUCTS HAVE SIGNIFICANT MARKET SHARE IN CALIFORNIA



TOP 5 EDIBLE 2.49%<sup>1</sup>



TOP 10 EDIBLE 1.73%<sup>1</sup>



TOP CBD-ONLY EDIBLE 0.66%1

# AT THE SAME TIME, WE CONTINUE TO LAUNCH LIMITED EDITION PRODUCTS



VANILLA & ROSE FEB 2018



SOUR BLUEBERRY APR 2018



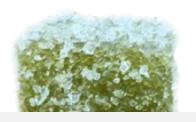
RAINBOW SORBET
JUN 2018

## MAKE CANNABIS SAFE AND APPROACHABLE











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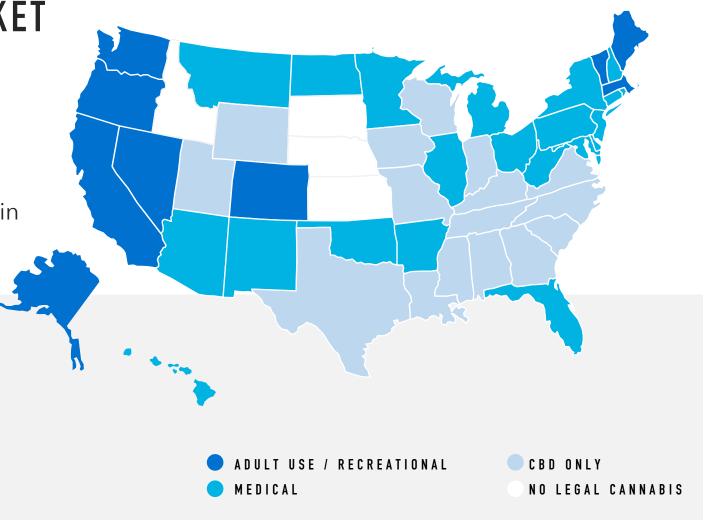
THE U.S. CANNABIS MARKET IS GROWING RAPIDLY

The majority of states already have some form of legal cannabis.

PLUS<sup>™</sup> already has winning products in each of the adult use, medical, and CBD segments

THE U.S. CANNABIS MARKET IS EXPECTED TO BE

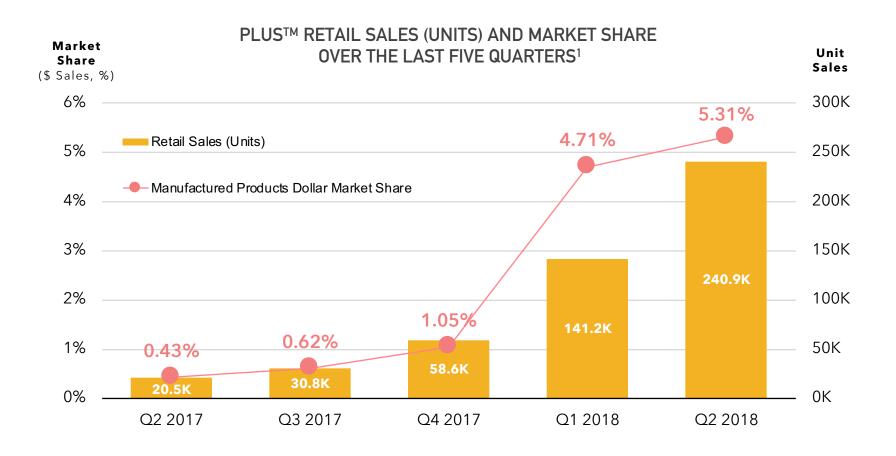
\$75B by 2030<sup>1</sup>



Notes: National Conference of State Legislatures
(1) Cowen Research Ahead of the Curve Series: CANNABIS: \$75B Opportunity; Category Cross-Currents Keep US Cautious On Booze (April 4, 2018)



### WE CONTINUE TO GROW SALES AND MARKET SHARE

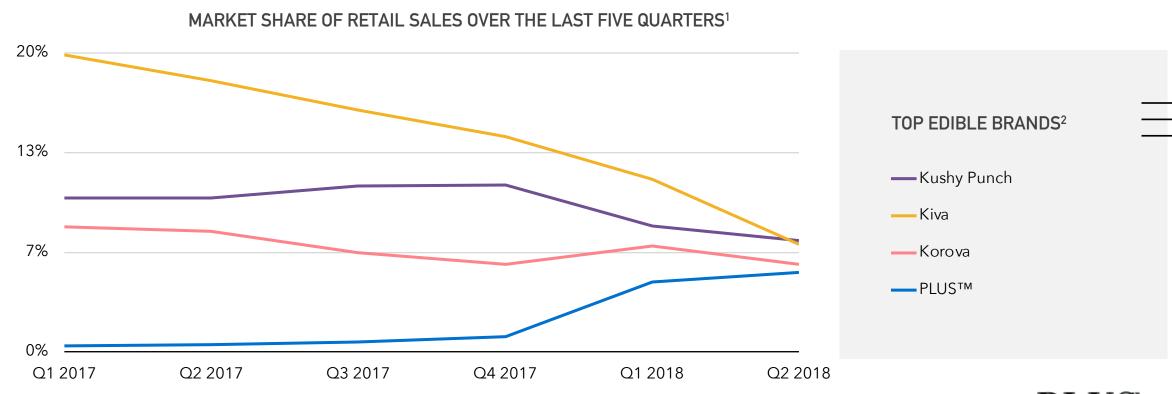


The market is evolving, with massive growth in branded products, and we are gaining significant market share.



## OUR TOP COMPETITORS ARE LOSING MARKET SHARE

The PLUS™ strategy of pairing disciplined manufacturing with thoughtful branding is working

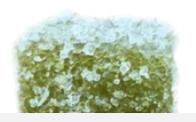


## MAKE CANNABIS SAFE AND APPROACHABLE











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### WE HAVE DEMONSTRATED THE ABILITY TO EXECUTE

**DECEMBER 2017** 

**JANUARY 2018** 

FEBRUARY 2018

**APRIL 2018** 

**JUNE 2018** 

**AUGUST 2018** 



Moved to **12,000 sf Manufacturing Facility**in Adelanto, CA

Launched Fully
Compliant Product Line
into Adult-Use Market

Grew to **Top 5 Edibles Brand** by Retail Market
Share<sup>1</sup>

Closed **\$6M** Series B Financing

Increased revenue over 600% from \$0.33M in Jan-Jun 2017 to \$2.45M in Jan-Jun 2018 Closed **\$10M** Series B-3 Financing







## WE HAVE ASSEMBLED THE TEAM TO ACHIEVE OUR VISION

#### JAKE HEIMARK

#### **CEO & BOARD MEMBER**



Strategy & Branding Former Tech Entrepreneur; Product Manager at Facebook and Gumroad

#### CRAIG HEIMARK

#### **EXEC CHAIRMAN & FINANCE**



Finance & Strategy
Formerly Chief Information
Officer at UBS and
Supervisory Board
Member of
Deutsche-Börse AG

#### JENNIFER Tung

#### CHIEF RISK OFFICER



Risk Management & Strategy Formerly Legal Director at Uber and Lead Payments Counsel at Facebook

# EMMANUEL MARTINEZ

#### OPERATIONS



Manufacturing Operations 15 years of Food Manufacturing experience Formerly Azteca Milling / Mission Foods

#### MATT SCHMIDT

#### NON-EXEC DIRECTOR



Finance & Strategy EVP at The Green Organic Dutchman Holdings Ltd.

#### SANDY Posa

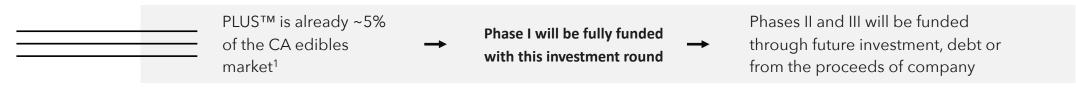
#### NON-EXEC DIRECTOR



CPG & Branding
Quaker Oats, Kraft Foods,
Polaroid and Gillette
Director of Perdue Farms

#### PLUS PRODUCTS INVESTOR PRESENTATION | SEP. 2018

# WE ARE BUILDING ONE OF THE LARGEST FOOD GRADE MANUFACTURING PLANTS IN THE STATE WITH ROOM TO EXPAND



KEY PARAMETERS	CURRENT	PHASE I		PHASE II		PHASE III
Square Feet	12,000	40,000	+	40,000	+	40,000
Production Line Capacity (Number of Lines)	2	3	+	3	+	3
Annual Production Capacity (Incremental, USD)	\$50M	\$150M	+	\$150M	+	\$150M

We anticipate a 3 phase buildout to enable \$450M in production capacity

### CAPITALIZATION TABLE

SHARE CLASS	# OF SHARES	% FULLY DILUTED OWNERSHIP
Common	100	<0.01%
Class A Common	14,326,761	38.22%
Preferred	18,734,641	49.98%
<b>Total Shares Outstanding</b>	33,061,502	88.20%
Warrants	3,794,391	10.12%
Options	630,000	1.68%
Total Fully Diluted <sup>1</sup>	37,485,893	100.00%

# All outstanding shares are subject to selling restrictions for at least 6 months

6,535,947 Preferred Shares are subject to a contractual **selling** restriction until December 31st, 2019

The remainder of Preferred
Shares and all Class A Common
Shares and are subject to a
contractual 6 month selling
restriction following listing date

(1) Of which, management holds 12,741,000 shares, 33.99% of fully diluted



## SUMMARY FINANCIALS

	YEAR ENDED DECEMBER 31, 2017 (AUDITED) (US\$) <sup>1</sup>	6 MONTHS ENDED JUNE 30, 2018 (UNAUDITED, PROFORMA) (US\$) <sup>2</sup>
REVENUE	\$1.07M	\$2.45M
TOTAL EXPENSES	\$4.13M	\$4.77M
NET INCOME (LOSS)	(\$3.06M)	(\$2.32M)
CURRENT ASSETS	\$0.98M	\$5.49M
TOTAL ASSETS	\$1.82M	\$6.76M
TOTAL LIABILITIES	\$1.04M	\$1.47M
SHAREHOLDER'S EQUITY (DEFICIENCY)	\$0.78M	\$5.29M

## USE OF PROCEEDS

USES	ALLOCATION OF PROCEEDS
Listing on the CSE	\$75,000
Production expansion and other capital expenditures	\$5,850,000
Strategic partnerships and sales and marketing expense	\$2,209,000
General and Administrative Expense	\$3,799,000
Unallocated working capital	\$3,067,000
Total	\$15,000,000



## OFFERING OVERVIEW

OFFERING SIZE	US \$13 million
OVER-ALLOTMENT	15%
FULL OFFERING SIZE	US \$15 million
PRESIDENT'S LIST	Anticipated up to 1/3 of the Full Offering size to be allocated to the President's List
USE OF PROCEEDS	Production expansion and other capital expenditures, strategic partnerships and sales and marketing expense, and general and administrative expense
FORM OF OFFERING	IPO by way of long form prospectus in Canada (except Quebec) and by private placement to "qualified institutional buyers" in the United States
LOCK-UP	All previously issued shares will be subject to a 6-month voluntary lock-up, of which approximately 6.5 million shares are subject to lock-up through Dec. 31/2019
LISTING	The Company will apply to have the shares listed on the CSE
CLOSING	Closing on or around October 15 <sup>th</sup> , 2018

