

A leader in biopharmaceutical advancements of plant-derived cannabinoid-based products.

September 2020

avicanna.com

TSX: AVCN OTCQX: AVCNF

FSE: ONN



# Forward-Looking Statement

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Avicanna is an early stage company with a short operating history; and it may not actually achieve its plans, projections, or expectations. Important factors that could cause actual results to differ materially from Avicanna's expectations include, consumer sentiment towards Avicanna's products and cannabis and cannabis related technology generally, litigation, global economic climate, equipment failures, increase in operating costs, decrease in the price of cannabis and CBD, security threats including a loss or theft of intellectual property, adverse medical findings, government regulations, loss of key employees and consultants, additional funding requirements, changes in laws, technology failures, competition, failure of counter-parties to perform their contractual obligations, delays or unexpected expenditures in completion of clinical trials, unexpected delays in the commercialization of products and the severity, duration and effects of COVID-19. Forward-looking statements contained in this presentation are as of the date of this presentation and, except as required by law, we undertake no obligation to update or revise any forward-looking statements, whether as a result of new information future event or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events. Neither we nor any of our representatives shall have any liability whatsoever, under contract, tort, trust or otherwise, to you or any person resulting from the use of the information in this presentation by you or any of your representatives or for omissions from the information in this presentation.

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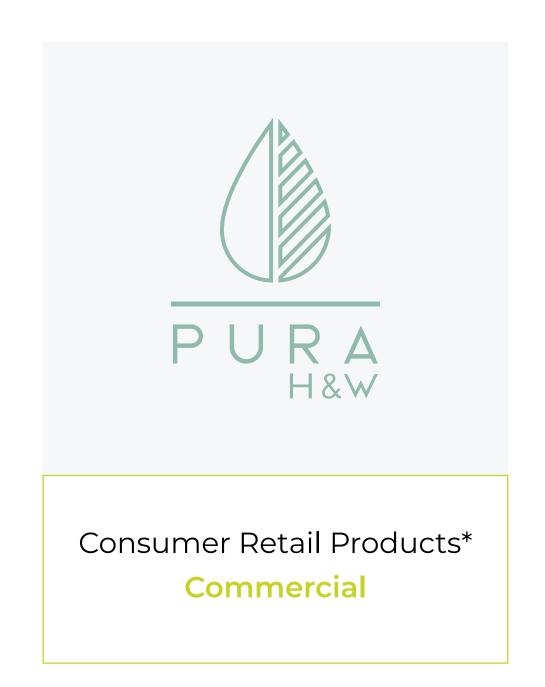
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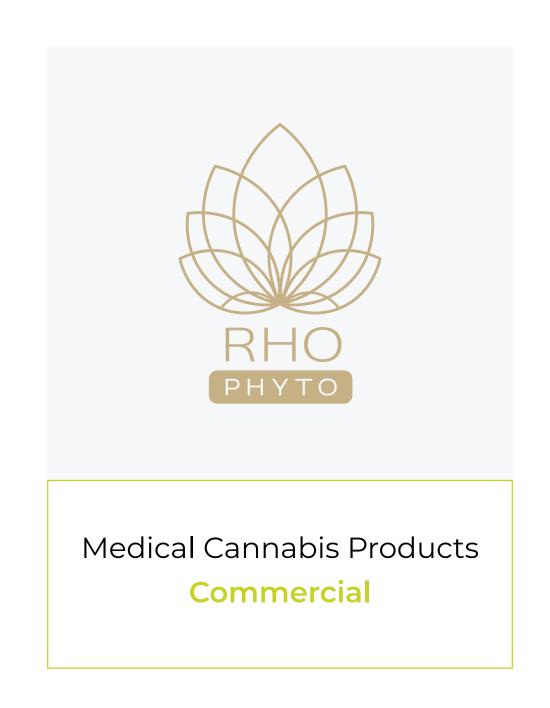


# Corporate Overview

## Avicanna's advanced finished product categories:

Avicanna is a Canadian, vertically-integrated, biopharmaceutical company developing and commercializing various cannabinoid-based products for the global marketplace.







<sup>\*</sup>Expected to be marketed as Pura Earth in Canada. Pura Earth products in Colombia are being rebranded to Pura H&W



# Corporate Overview

### Delivering cannabinoid products through science



### Advanced R&D, pre-clinical and clinical platform

- ▶ Cannabinoid R&D expertise Team of 10+ scientists operating with Canadian Cannabis Research Licenses
- ▶ World-Class collaborations with leading Canadian academic and clinical institutions
- ▶ 3 years of IP development Proprietary methodologies in breeding, cultivation, extraction, formulation & clinical development, and analytical testing



### Diversified and high margin income streams

- ► Comprehensive commercial portfolio across consumer retail, medical cannabis and pharmaceutical market segments
- ▶ International footprint multinational operations and commercial sales across US, Canada, LATAM and Europe
- ▶ Diversified revenue streams seeds, API, formulations, finished products and licensing of IP



### Low-cost vertical integration

- ▶ 2 Colombian subsidiaries cultivation footprint of 480,000 sq feet and industrial extraction capacity
- ► Low cost, Organic and sustainable cultivation ranked highest amongst global cannabis companies in the SAM Corporate Sustainability Assessment issued by S&P Global





# Pioneer in Advanced Cannabinoid-based Product Development



### R&D headquarters at JLABS @ Toronto in the MaRS Discovery District

► Cannabis Research Licence issued by Health Canada at Avicanna central R&D lab at the Johnson & Johnson Innovation Centre



### Advanced scientific platform for drug delivery, pre-clinical and clinical development

► Team of 10+ scientists, deploying optimized proprietary methodologies in extraction, formulation development, pre-clinical models, clinical development, and analytical testing



### R&D collaborations with world-class academic and clinical institutions

► University of Toronto

► The Hospital for Sick Children

► CAIMED

► University Health Network

▶ University of Buenos Aires

► The University of the West Indies

► University of Guelph



# Consumer retail products\*

CBD derma-cosmetics



\*Expected to be marketed as Pura Earth in Canada. Pura Earth products in Colombia are being rebranded to Pura H&W.



## Pura H&W

### Premium skincare products powered by purified CBD

- ► Unique line of premium & natural skincare products utilizing the benefits of CBD with synergistic natural ingredients
- ► Commercial line of products offered through both retail and e-commerce in several markets
- ► A scientific approach to CBD cosmetics as the first line of products supported by clinical results\*

### PRODUCT LAUNCH EXPECTATIONS\*\*

4Q2019	Colombia	57 retailers and e-commerce <sup>†</sup>	
2H2O2O	USA	in partnership with Red White and Bloom	
	Canada	in partnership with Medical Cannabis by Shoppers™†	
	EU	e-commerce	
	Brazil <sup>††</sup> + Ecuador		

<sup>\*</sup>Study reference available on clinicaltrials.gov



<sup>\*\*</sup>Product launch expectations conditional upon regulatory approvals

<sup>†</sup>Pura Earth products in Colombia are being rebranded to Pura H&W

<sup>#</sup>Expect to market the products that were subject to the clinical studies as medical cannabis products under private label



# Completed Cosmetic Clinical Studies

PURA

1711 OL (50 w)

### Intensive Moisturizing Cream

### Overview

► Study Design: 1 arm, n=51

### **End Points**

- ► Primary endpoint: Hydrating effect
- ► Secondary endpoints: Viscoelasticity, skin softness, erythema, TEWL, tolerability/acceptability

### Results:

### **IMMEDIATELY**

74% of subjects tested were found to have increased skin elasticity.

### **AFTER 3 HOUR**

86% of subjects tested were found to have significantly increased hydration. 86% of subjects tested were found to have significantly decreased skin redness.

### **AFTER 4 WEEKS**

97% of participants tested liked the long-lasting moisturizing feel of the cream.

### Clear Skin Gel

### Overview

► Study Design: 1 arm, n=54

### **End Points**

- ► Primary endpoint: Hydrating effect
- ► Secondary endpoints: Sebum production, sensory evaluation (oily skin feeling), lesions evaluation (acne), tolerability/acceptability, QoL

### Results:

### **IMMEDIATELY**

90% of the participants tested found that the product was not too greasy.

85% of participants tested felt that the product absorbed well.

### **AFTER 2 WEEKS**

93% of subjects\* tested had improvements in the oiliness of their skin.

### **AFTER 4 WEEKS**

88% of subjects tested had significant improvements in their skin appearance.





### Anti-Aging Serum





### Overview

► Study Design: 1 arm, n=51

### **End Points**

- ▶ Primary endpoint: Evaluation (visual) in the improvement of fine lines & dark spots associated with aging
- ► Secondary endpoints: Viscoelasticity, hydrating effect, TEWL, tolerability/acceptability & satisfaction

### Results:

### **IMMEDIATELY**

86% of individuals felt that the product was absorbed well into their skin.

### **AFTER 1 HOUR**

70 % of subjects were found to have significantly increased skin elasticity.

### **AFTER 3 HOURS**

85% of subjects were found to have increased hydration.

### **AFTER 4 WEEKS**

96% of individuals liked the long-lasting moisturizing feel of the cream

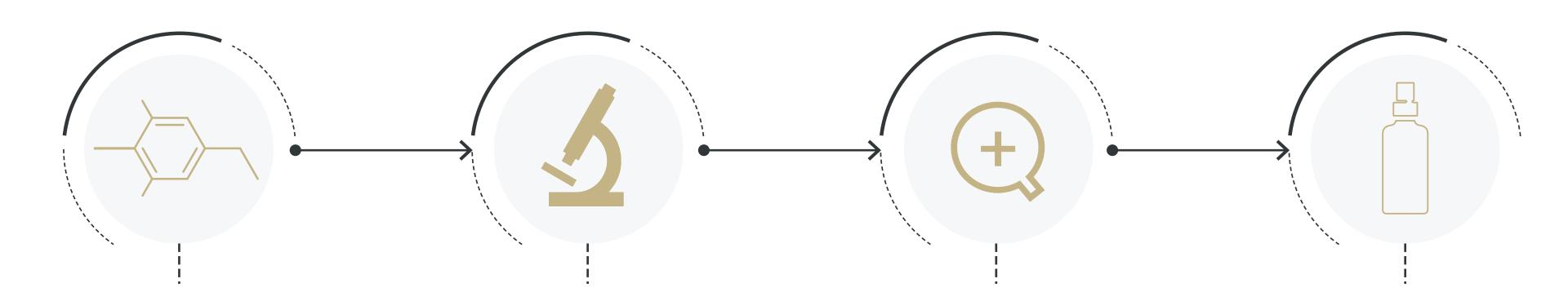
<sup>\*</sup>Study reference available on clinicaltrials.gov





# RHO Phyto – CBD & THC Medical Cannabis 2.0 Products Advanced formulations with stability and preclinical data demonstrating enhanced bioavailability

- ► Medical only access through health care practitioners
- ► Pharmaceutical sales approach



Formulations optimized in collaboration with the University of Toronto

Rigorous in vitro analysis
to ensure product
stability, precise delivery,
and consistency

Further validation
and optimization in
pre-clinical and
pharmacokinetic studies

Innovative & advanced

delivery mechanisms

designed for easy, consistent,

and accurate dosing with

pleasant taste





# Cannadian Medical Cannabis 2.0 Products Distributed exclusively through Medical Cannabis by Shoppers™



# STRATEGIC MANUFACTURING WITH MEDIPHARM LABS



### About Medical Cannabis by Shoppers™

- ► Shoppers Drug Mart is Canada's leading drug store retailer with more than 1,300 pharmacist-owned locations from coast to coast
- ► Medical Cannabis Real-World Evidence (MC-RWE) research study RHO Phyto products are participating in a medical cannabis research study led by the University Health Network in partnership with Medical Cannabis by Shoppers<sup>™</sup>
- ► 300,000+ registered patients Currently authorized to use medical cannabis in Canada







Rapid Act

**AVAILABLE** 



Simple Dose

Capsules















Daily

Note: The product mock-ups that appear on this page are not indicative of final products that may be marketed and sold.



# Colombian pharmaceutical cannabis products with medical prescription

Good Production Practices (GPP) certification and authorization by INVIMA for the compounding and sale of pharmaceutical cannabinoid products

- ▶ Launching Q4 2020 available to the medical community and patients
- ► Industry leading formulary oral, sublingual, and topical formulations (currently branded and sold as RHO Phyto™ in Canada)
- ► First ever cannabis compound pharmacy in Colombia authorized to specialize only in the production of cannabinoid formulations
- ► **Seed to patient** Part of the fully integrated value chain in Colombia including cultivation, extraction, and manufacturing
- ▶ 50 million population emerging medical only market





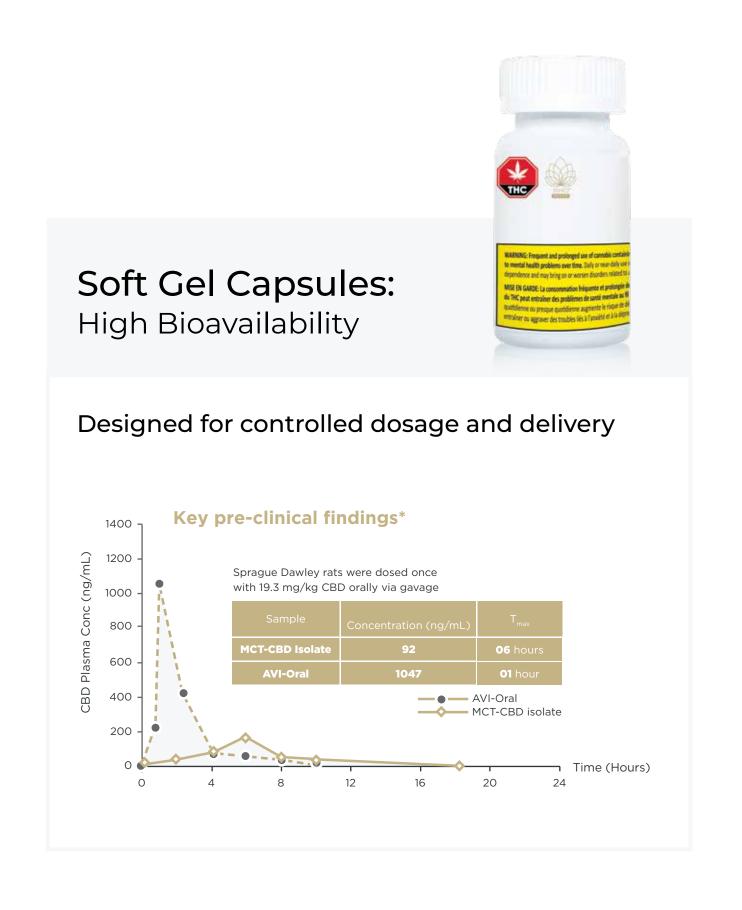


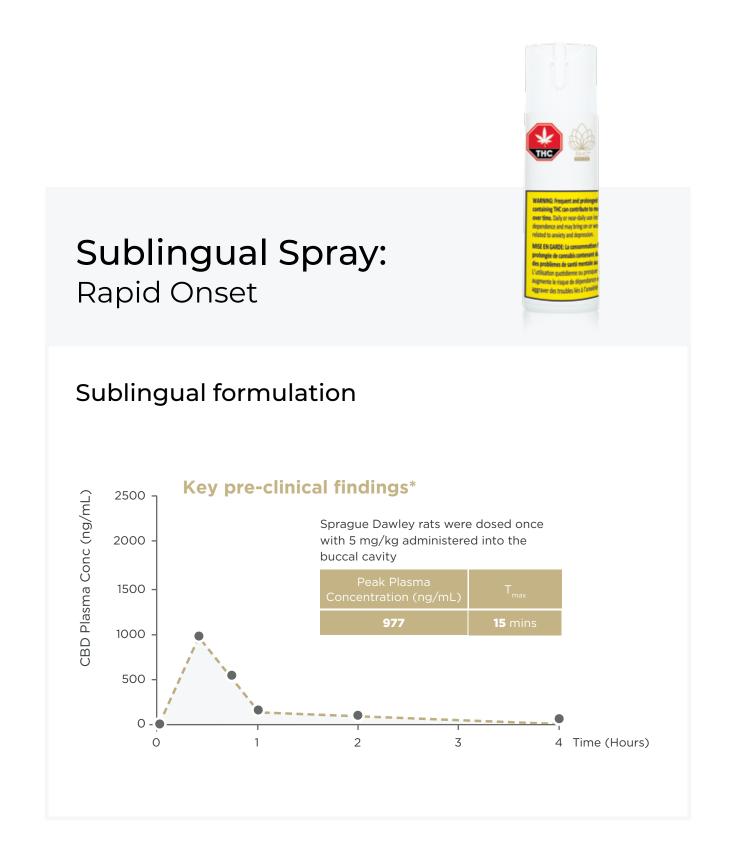
Cream

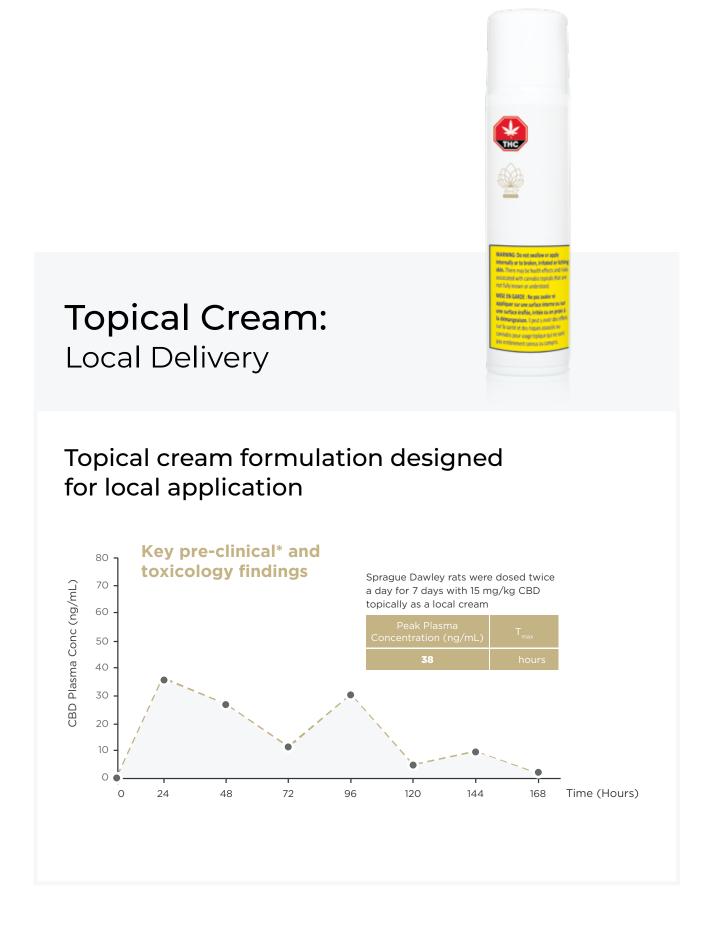


# RHO Phyto - Preclinical Results









<sup>\*</sup>All pre-clinical animal studies conducted at the University of Toronto with Health Canada approvals.





# Indication specific drugs and pharmaceutical pipeline across several target indications

### Intended pharmaceutical pathways

- ► Natural drug or phyto-therapeutic designations
- ► Generic pharmaceutical
- ► Rare disease pharmaceutical pipeline



### Gastrointestinal

► IBD/ Crohn's disease



### Dermatology

- ► Epidermolysis Bullosa
  - ▶ Eczema



### **Psychiatry**

- ► Anxiety and Depression
- ► Sleep disorders
- ► Opioid addiction



### Neurology

- ▶ Epilepsy
- ► Parkinson's Disease



### Pain

- ► Chronic pain
- ► Neuropathic pain
  - ► Arthritis



### Oncology

► Palliative care



# Clinical Trials Pipeline

All Clinical Projects	Pre-Clinical	Protocol Development	Ethics Approval	Clinical Study	Registration
Cosmetic Trials					
Eczema-prone Skin				Completed	Completed**
Acne-prone Skin				Completed	Completed**
Anti-Aging				Completed	Completed**
Oral Care mouthwash					
Real-World Evidence (RHO Phyto)					
Pain, sleep, depression				Commenced	
Chronic pain & Opioid-sparing			Pending approval		
Pain related to IBD					
Epilepsy					
Osteoarthritis					
Epidermolysis Bullosa			Pending approval		
Pharmaceutical Trials					
Epidermolysis Bullosa*					Phase II Pending
Prevalance of Neuropathic Pain in Sickle Cell Diseas	se				Completed
Neuropathic Pain in Sickle Cell Disease*					
Inflammation related to COVID-19					

<sup>\*</sup>Phase I studies not required for this product; Pending regulatory approval. \*\* Cosmetic product registration in Colombia and EU





# Efficient & Low-Cost Vertical Integration



### Sustainable and economical cultivation

- ▶ 2 fully licensed and commercial majority-owned subsidiaries in Santa Marta, Colombia
- ▶ Organic and sustainable cultivation practices first USDA National Organic Program certification for a hemp cultivar in Colombia obtained by Santa Marta Golden Hemp
- ► Annual capacity of 30,000 kilograms through 480,000 square feet of combined cultivation space







### Extraction, purification, and supply of API

- ► GMP-compliant and industrial-scale extraction and isolation capacity
- ▶ In-house QC lab to ensure the API meets EU and US pharmacopeia standards





### **GMP Manufacturing**

### MediPharm Labs (\*)



► GMP certification by the Therapeutic Goods Administration (Australia)



- ► Exclusive contract manufacturing agreement for pharmaceutical, medical cannabis, and derma-cosmetic products
- ► GMP certified by Health Canada, ANVISA (Brazil) and INVIMA (Colombia)









# Aureus Santa Marta

► Commercial scale - Product offerings including CBD, CBG and THC formulations, crude oils, distillates, and isolates

▶ Proprietary extraction and purification processes, developed and optimized by Avicanna

► Following GMP standards and full quality controls meeting Health Canada, European Pharmacopeia, and US Pharmacopeia Standards.



▶ 30 federally registered genetics of hemp and cannabis in Colombia expressing CBD, THC, CBG and other Avesta Genetica program

► Commercial seeds and genetics available for international markets with the first ever export of seeds out of Colombia in Q2 2020\*



<sup>\*</sup> https://www.avicanna.com/avicanna-completes-first-ever-export-of-feminized-hemp-seeds-for-cultivation-use-to-the-unitedstates-and-closes-the-initial-sale/



# Financial Highlights

Common Shares: 28,386,940\*

► Fully diluted: 34,840,018

► Free Float: 19,411,692

► Escrowed: 8,972,248\*\* (undiluted)

► Insiders: 7,764,446 (undiluted)

Market capitalization \$38M, at market close on September 3, 2020 (\$1.33)†

# Last Financing (August 2020): \$2.7M | \$1.40 per unit\*

	Q4-19	Q1-20	Q2-20
REVENUE	\$122,715	\$260,903	\$709,486
G&A	\$7,102,556	\$3,185,943	\$2,924,462

Industry Peer Analysis as of August 27, 2020<sup>†</sup>

### CANNABINOID PHARMACEUTICALS

GW Pharmaceuticals:

NASDAQ: GWPH | \$3.2B (USD) Market Cap

Zynerba Pharmaceuticals Inc.:

NASDAQ: ZYNE | \$109M (USD) Market Cap

Lexaria Bioscience Corp.:

LXX.CN | \$34M Market Cap

Cardiol Therapeutics Inc.:

TSX: CRDL | \$93M Market Cap

### **COLOMBIAN CULTIVATION**

PharmaCielo Ltd.:

TSXV: PCLO | \$64M Market Cap

Khiron Life Sciences Corp.:

TSXV: KHRN | \$56M Market Cap

<sup>\*</sup>Number of common shares issued and outstanding as of August 27, 2020.

<sup>\*\*</sup>Directors, Officers, and Employees subject to 39 month lock-up agreements with specified release schedule.

<sup>\*\*\*10%</sup> released in October 2019 and 15% to be released every six months thereafter.

<sup>#</sup>https://www.newswire.ca/news-releases/avicanna-closes-non-brokered-private-placement-raising-2-7-million-840436368.html.





# Executive Management Team

### Aras Azadian, M.Mgmt

### Chief Executive Officer

Utilizing his extensive senior management experience in both financial and bio-technology sectors, Aras co-founded Avicanna with the vision of establishing a bio-pharmaceutical company with a strict focus on medical and pharmaceutical applications of cannabinoids. His expertise experience in the biotechnology industry have been integral to Avicanna's thought leadership pertaining to R&D and clinical development. Since 2016 Aras has successfully led a team of executives, scientists, and medical professionals across several countries with the vision of vertical integration and a strong company focus on quality controls, scientific vigour and competitive advantages. Aras holds a Bachelor of Economics degree from York University and an International master's in management degree from EADA Business School in Barcelona, Spain.

### Setu Purohit, JD, ICD.D

### President and Chief Legal Officer

Experienced in complex corporate and legal strategy, as well as contract negotiations, Setu's unique expertise as a lawyer and an entrepreneur have been central to Avicanna's structure and key global partnerships. As the executive lead for Avicanna's Initial Public Offering (IPO) process, Setu encompasses the qualities of an adaptive strategic leader equipped with market awareness, business acumen and an in-depth understanding of Avicanna's long term objectives. With a high regard for best practices, our co-founder Setu, spearheads the company's regulatory navigation with a vision specific to the pursuit of partnerships and commercialization opportunities. Setu holds a Bachelor of Commerce degree from the University of Ottawa and Juris Doctorate (JD) degree from the University of Western Ontario.

### Dave Sohi, CPA, CA, CBV

### Chief Financial Officer

Dave has been responsible for all financial operations at Avicanna since inception. A pragmatic financial leader, Dave has wide-ranging experience in financial management, business leadership, corporate strategy, mergers and acquisitions, and valuation services. His extensive experience with RSM Richter's and Ernst and Young's Transaction Advisory Practices has equipped him with the acumen and vision to deliver exceptional strategic direction, streamlined financial and procedural policies and create monitoring and accountability systems. Dave spearheads the responsibility for the complete and accurate preparation of all Avicanna teams and subsidiaries for Initial Public Offering (IPO). Dave has obtained his Chartered Accountant and Chartered Business Valuator designations and has earned a Bachelor of Commerce degree from Queen's University.

### Ivana Maric

### Executive Vice President, Marketing

Leading the company's marketing operations since inception, Ivana has championed the development, launch and management of all Avicanna's brands and product lines globally. A trailblazer with significant experience in traditional and digital media platforms, advertising, brand development and awareness across several sectors, Ivana utilizes both her previous experience and her thorough comprehension of the evolving landscape of the cannabis industry, it's trends and challenges. Her former experience as the Director of Marketing for Ophiuchus Consulting Group and leading numerous marketing efforts and brand launches for start-up companies has been central to Avicanna's exponential and continued growth. Ivana has a Bachelor of Commerce degree in Marketing Management from Ryerson University.

### Dr. Amza Ali, MD, FRCP, MBA

### Chief Medical Officer

A 2019 global Ambassador for Epilepsy and current President of the Epilepsy Society of the Caribbean, Dr. Amza Ali is a world renown neurologist and epileptologist who is leading all of Avicanna's clinical development projects. Committed to improving the quality of care and welfare of patients with neurological disorders, especially epilepsy, Dr. Ali obtained his initial medical training from the University of West Indies (UWI). He is a Specialist certified in Neurology by the Royal Colleges of Physicians of the UK. Amongst many distinctions, he holds a Master of Business Administration (MBA) degree from the Rotman School of Management at the University of Toronto. Dr. Ali has received prestigious international and global awards for his work in the field of epilepsy and neurology and has authored many publications in basic science and clinical medicine, with a principal focus on epilepsy. He is a Fellow of the American Academy of Neurology as well as a Fellow of the American Epilepsy Society.

### Dr. Justin Grant, PhD, MBA

### Executive Vice President, Scientific Affairs

With over fifteen years of experience in leading pharmaceutical drug development, Dr. Justin Grant offers the expertise required for the growth and development of Avicanna's scientific divisions. His experience includes nearly twelve years of leadership roles in some of Canada's top research and medical institutions such as UHN. His academic accomplishments include a PhD in Pharmaceutical Sciences at the University of Toronto where he published and patented several sustained drug release formulations. In addition, Dr. Grant completed his Executive Master of Business (MBA) from Rotman School of Management at the University of Toronto. Dr. Grant has been part of the Avicanna Scientific Advisory Board since 2016, where he held title of Chair prior to joining the company full time in 2019.

### Lucas Nosiglia, MFin

### Chief Agricultural Officer

A seasoned entrepreneur and executive with experience across Europe, North America and South America, Lucas has been at the forefront of Avicanna's Latin America (LATAM) operations since the company's inception in 2016. His innovative and transformative approach in navigating the cannabis industry and his former involvement in management consulting, finance and health care have been invaluable in establishing and operating the company's Colombian subsidiaries including two fully operational cultivation projects. Lucas' experience from working at Deloitte along with his leadership values are at the core of his success in leading Avicanna's largest teams. Lucas graduated with an Honours degree from Faculty of Economics of University of Buenos Aires and holds a Masters degree in Finance from EADA in Barcelona Spain.



### Board of Directors

### Aras Azadian, M.Mgmt

Chief Executive Officer

### Setu Purohit, JD, ICD.D

President and Chief Legal Officer

### Dr. Chandrakant Panchal

### Chairman

Dr. Panchal has been the Chief Executive Officer of Axcelon Biopolymers Corp. since 2008, has authored over seventy scientific papers, holds several patents in oncology, diagnostics, biopolymers and microbiology, and is an Adjunct Professor in Chemical and Biochemical Engineering at the University of Western Ontario. Dr. Panchal currently sits on the board of directors of both an oncology company known as Medicenna Therapeutics Corp. (MDNA), and Canadian Oil Recovery and Remediation Inc. (CVR) as well as Pure Global Cannabis Inc. (PURE). Dr. Panchal holds a Master of Science degree in Molecular Biology and a Ph.D. in Biochemical Engineering from the University of Western Ontario.

### **David Allan White**

### Director

Mr. White is a director and chair of audit committees of several Toronto Stock Exchange ("TSX") and NASDAQ companies. Mr. White has held several senior financial positions with John Labatt Limited, Lawson Marden Group Inc. and Laidlaw Inc. and most recently as Chief Executive Officer of TransCare Inc., a medical transportation company and as President and Chief Executive Officer of Student Transportation of America, a TSX listed company. In addition to sitting on Avicanna's Board of Directors and chairing the Corporation's audit committee, Mr. White has also been a corporate director and business consultant for FirstCall Services, a private holding company and advisory firm, since 2012. Mr. White has been a Canadian Chartered Accountant since 1978 and holds a Master of Business Administration degree from the University of Toronto.

### Benjamin Leavenworth

### Director

Mr. Leavenworth has more than 20 years' experience in international business, with a focus on Latin America. Mr. Leavenworth is currently the Chief Strategy Officer of Afina International LLC ("Afina"), a specialist advisory and finance firm, and also serves as Honorary Consul of Chile for Pennsylvania, Delaware, and southern New Jersey. Prior to co-founding Afina in 2011, Mr. Leavenworth founded and ran the Chispa Group, an international consultancy with a focus on mining, energy, agriculture, and government projects across Latin America. He also serves as president of the board of Pata Foods, a leading organic baby food producer, and as a director on the boards of the Chilean & American Chamber of Commerce, Global Independence Center, Pan America Associations, and the Consular Corps Association of Philadelphia.

### Giancarlo Davila Char

### Director

Mr. Char has experience with sustainable and organic cultivation and production of industrial scale palm oil as well as other agriculture crops such as avocados and coffee beans. In 2017, Mr. Char went on to lead a new branch of his family's business which is dedicated to producing private label oils for national distribution in supermarkets across Colombia. This business unit reached USD\$30,000,000 in sales in 2018. Mr. Char holds a Bachelor of Science in Business Administration from Northeastern University.

### Janet Giesselman

#### Director

A Corporate Director at: Ag Growth International Inc. Omnova Solutions Inc. Twin Disc, Incorporated and at McCain Foods Limited, where she serves as Chair of the Environmental Health & Safety Committee as well as on the Audit and the Compensation and Management committees.

Ms. Giesselman retired as the President and General Manager of Dow Oil & Gas, a business unit of The Dow Chemical Company, and has over 30 years of U.S. and international agriculture, energy and specialty and commodity chemicals industry experience in U.S., Europe, Latin America, the Middle East and Asia. Ms. Giesselman holds a B.Sc., Biology from Pennsylvania State University and a Masters in Plant Pathology from the University of Florida.

24



## Senior Scientific Team

### Senior scientific team

- ► Dr. Justin Grant, PhD, MBA Executive Vice President, Scientific Affairs
- ► Dr. Amza Ali, MD, FRCP, MBA
  Chief Medical Officer
- ► Dr. Frantz Le Devedec, PhD
  Senior Vice President, Research & Development
- ► Dr. Carlos Maldonado, MD

  Senior Vice President, Clinical Development

- ► Roland Alvarez, PhamD
  Senior Vice President, Technical Operations
- ► Karolina Urban, MSc Vice President, Medical Programs
- ► Samantha Watt, MSc Vice President, Scientific Affairs
- ► Dr. Lautaro Bracco, PhD
  Scientific Director (LATAM)

# Distinguished scientific and clinical collaborations

- ▶ The Hospital for Sick Children, Pediatric Dermatology
- ▶ The University Health Network (UHN), Toronto General Hospital
- ► University of Guelph, Ontario Veterinary College
- ► Centro de Atencion e Investigacion Medica CAIMED S.A.S.
- ► The University of the West Indies (UWI), The Sickle Cell Unit





# Major Milestones

## 1H20

- Agreement with Medical Cannabis by Shoppers, a subsidiary of Shoppers Drug Mart Inc., to distribute Avicanna's RHO Phyto and Pura Earth products across Canada
- **✓** Industrial-scale production of CBG dominant cannabis seeds and export authorization
- Export of CBG dominant seeds into the US

# Expected Upcoming Milestones\*

## 2H20

- © Commercial launch of RHO Phyto and Pura Earth in Canada with Medical Cannabis by Shoppers
- ► Launch of pharmaceutical cannabinoid products under compound pharmacy model in Colombia
- ► Launch of RHO Phyto products in the UK
- ► Retail and e-commerce launch of Pura H&W in the US
- ► Commencement of Epidermolysis Bullosa trials at the Hospital for Sick Children
- ► First export of psycho-active cannabinoids out of Colombia
- ► Commencement of opioid-sparing study with the University Health Network in Toronto

<sup>\*</sup>Expected Upcoming Milestones projections are conditional upon regulatory approvals.



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