

# Driving Biopharmaceutical Advancements of Naturally Derived and Evidence Based Products

TSX: AVCN  
OTCQX: AVCNF  
FSE: ONN

Q3 2022

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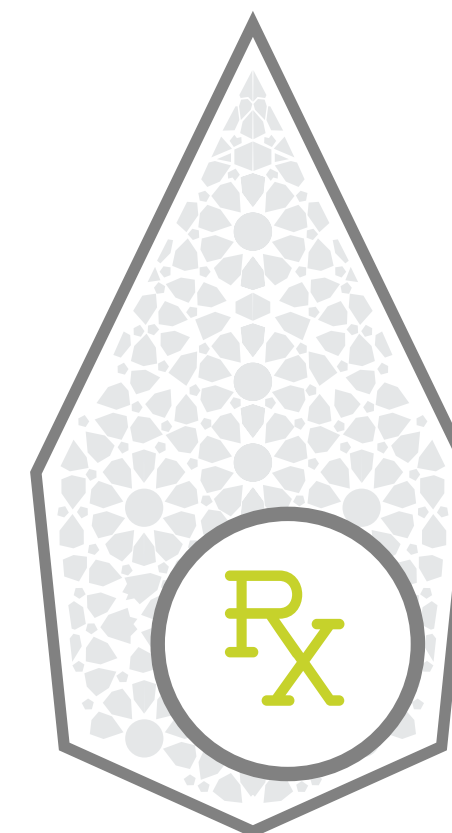
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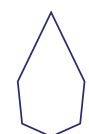
# Cannabinoid Based Medical Products and Pharmaceutical Pipeline



Medical Cannabis  
and Wellness Products  
**Commercial**



Pharmaceutical Pipeline  
**In Development and  
Registration Stages**



# Investment Highlights



## Global Biopharmaceutical Strategy

- **Diversified revenue streams** – across 4 continents and 18 international markets
- **Proprietary portfolio of 30+ products** – API, medical, cosmetics and nutraceutical products
- **Commercial and scale up phase** – with 100%+ Y-Y revenue growth when compared to 1H 2021
- **Established vertical integration** and cultivation and extraction infrastructure in Santa Marta, Colombia with NOP USDA Organic and GACP certification



## Leading Drug Delivery & Scientific Platform

- **JLABS @ Johnson & Johnson Innovation Centre** resident housed in the MaRS Discovery District since 2017
- **Canadian R&D and clinical infrastructure** – including leading Canadian institutions and investigators
- **Pharmaceutical pipeline** – addressing neurological, dermatological and pain indications



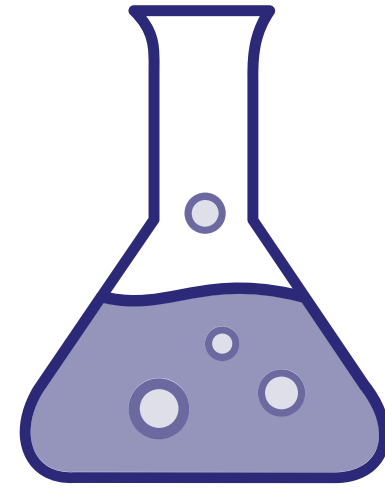


# 1. Scientific Platform

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R&D Platform Delivering Advanced and Evidence-Based  
Cannabinoid Products

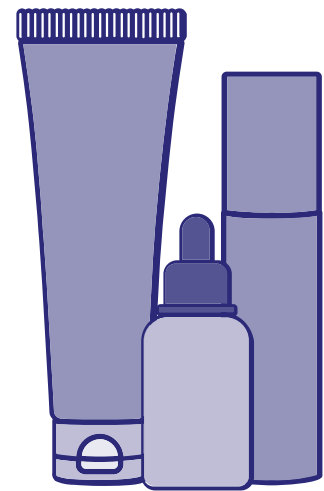
# 1.1 Established Scientific Platform



10+ Scientists



7 Pending Patents



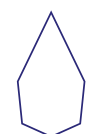
30+ Proprietary  
Commercial Products



9 Canadian Government  
Research Grants  
Awarded Since 2020



4 Health Canada Cannabis  
Research Licenses to Avicanna  
or Institutional Collaborators



# 1.2 World-Class Institutional Collaborations

R&D, Clinical and Institutional Partnerships Over the Past 4 Years

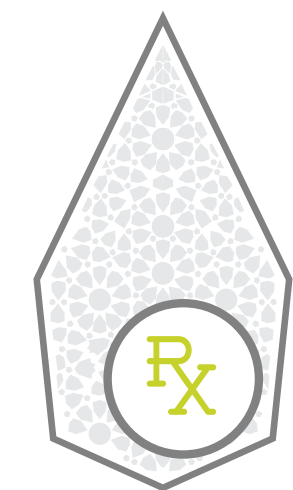




## 2. Products & Pipeline

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Serving the Global Marketplace with Proprietary  
Advanced Cannabinoid-Based Products







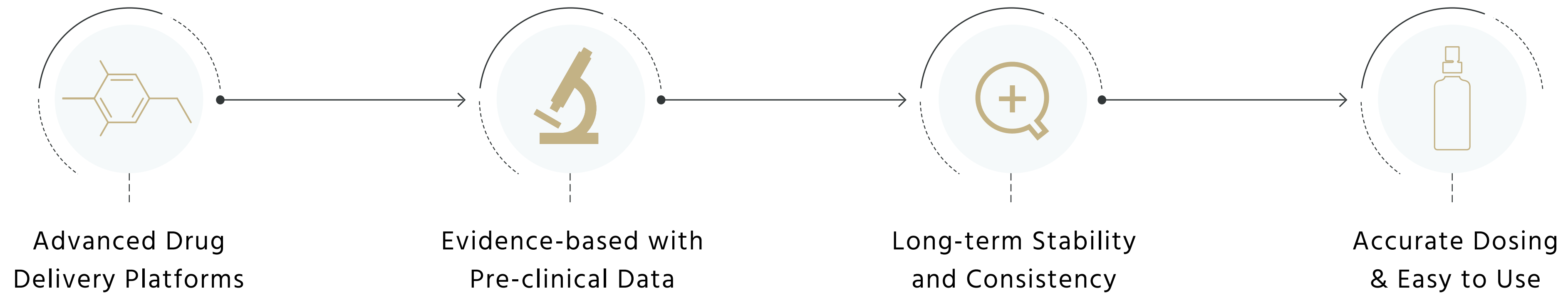
## 2.1 RHO Phyto

Advanced and Proprietary Medical and Wellness Products



# 2.1 RHO Phyto

Established Medical Cannabis Brand Across Medical and Wellness Channels



- **20+ formulations of CBD, THC and CBG products:** Offered in a range of non-inhalation delivery forms
- **Commercial channels in Canada:** available across medical and adult use channels in Canada



## 2.1.1 Strategic Partnership with Medical Cannabis by Shoppers

Established Medical Brand with 15 SKUs Across Commercial and Clinical Channels

### Medical Cannabis by Shoppers Commercial Portal

- **Canada's leading pharmacy retailer** with more than 30,000+ registered cannabis patients
- **Collaborative education and training strategy** with clinics in the medical community
- **Successful segmentation medical** patients and aging population
  - ▶ **79%** of patients are over the age of 40 and make up over **70%** of sales
  - ▶ **55%** of patients are females
  - ▶ **21%** month over month average sales growth over past 3 months



### Clinical Channels

- **Sunnybrook Hospital** - First medical cannabis brand to be available for dispensing in major hospital pharmacy
- **UHN-RWET** - University Health Network medical cannabis real world evidence study



## 2.2 Trunerox™ 10% CBD (100 mg/ml Cannabidiol)

Pharmaceutical Drug Preparation Pending Market Authorization



- Pharmaceutical preparation under GMP standards with completed technical dossier
- Expected marketing authorization during 2022 in Colombia, Ecuador, Argentina, and Brazil
- Utilizing Avicanna's proprietary formulation and vertical integration to deliver an accessible pharmaceutical CBD preparation

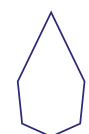


## 2.2.1 Pharmaceutical Pipeline

Cannabinoid-Based and Indication-Specific Drug Candidates



Drug Development Program	Delivery	Development status	Clinical status	Registration
Refractory Epilepsy Trunerox™	Oral	✓	-	Bio-equivalent
Multiple Sclerosis	Sublingual	✓	-	Bio-equivalent/Phyto-therapeutic
Chronic Pain	Oral	✓	-	Phyto-therapeutic
Anxiety and Depression	Oral	✓	-	Phyto-therapeutic
Epidermolysis Bullosa	Topical	✓	Pre-clinical & RWET	Orphan Drug
Osteoarthritis	Topical	✓	Pre-clinical & RWET	Pharmaceutical
Seizure and Sudden Death - Epilepsy	Oral	In Development	Pre-clinical	Orphan Drug
Neuropathic Pain	Oral	In Development	-	Orphan Drug



### 3. Corporate Highlights

- Tightly held by insiders and strategic investors
- Common shares: 67,676,060\*
  - Fully diluted: 96,853,713
  - Free float: 65,019,780
  - Insiders: 6,584,372\*\*\* (undiluted)
- Market capitalization \$23,009,860\*
- 9.7% held by senior management team

#### Common Shares

Insiders .....	6,584,372
Public .....	61,091,688
Exercisable .....	27,565,230



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	(Actual) 2021	(Projected) 2022
<b>Global Revenue</b>	\$3.3M	\$6M
<b>Units Delivered Globally</b>	122,000	250,000*

\* As of Market Close August 19, 2022, \$0.34/share

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

\*\*\* Does not include non-management/board insiders. 10% release in October 2019 and 15% to be released every six months thereafter.



## 3.2 Management Team

### **Aras Azadian, M.Mgmt**

Chief Executive Officer

Utilizing his extensive senior management experience in both financial and bio-technology sectors, Aras founded Avicanna with the vision of establishing a bio-pharmaceutical company with a strict focus on medical and pharmaceutical applications of cannabinoids. His expertise and 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.

### **Phillip Cardella, CPA, CA**

Interim Chief Financial Officer

Joining the Company in 2021 as Senior Vice President of Finance, Phillip took over as Interim Chief Financial Officer in May 2022. He gained his experience at MNP LLP in the public company assurance group, where worked with new and young companies, managing, and advising them through go-public transactions and financial reporting requirements. While at MNP, Phillip was audit lead for Avicanna from 2018-2020. He is applying this prior knowledge to ensuring accuracy and reliability of Avicanna's financials and sound financial management.

### **Lucas Nosiglia, MFin**

President, Avicanna LATAM

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.

### **Ivana Marić**

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.

### **Dr. Frantz Le Devedec, PhD**

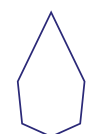
Executive Vice President, Research & Development

Dr. Le Devedec has over 15 years of experience in academic and industrial research in biomaterials, drug delivery platforms and purification processes of natural compounds applied to cancer therapies, pain management and infectious disease. For the past 4 years, Frantz has been at the top of the R&D department of Avicanna Inc, where he has developed numerous advanced cannabinoid formulations (orals and topicals) now commercialized in North America, Latin America and finally put in place methodologies to purify cannabinoids from lab scale to industrial capacity in our cannabis cultivar in Colombia.

### **Stephen Kim**

Chief Legal Officer & General Counsel

Stephen Kim is Chief Legal Officer & General Counsel, responsible for overseeing all legal and regulatory matters at a global level. Stephen has over twenty years of experience and is familiar with navigating the complex overlay of business, legal, regulatory, and policy considerations impacting biotech and pharmaceutical companies at various stages of product and company life cycle in the United States, Canada, and globally. Prior to Avicanna, Stephen held roles of increasing responsibility at Bayer, Celgene, and Indivior, and was a corporate associate with US and International law firms in New York and Toronto. Stephen received his US law degree from the University of Detroit Mercy (JD) and Canadian law degree from the University of Windsor (LLB).



## 3.3 Board of Directors

### **Aras Azadian, M.Mgmt**

Chief Executive Officer

### **Dr. Chandra Panchal**

Chair

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.

### **Eileen McCormack**

Director

Eileen McCormack is an experienced senior marketing executive with more than 30 years of international experience in the bio-pharmaceutical industry. Ms. McCormack retired from AstraZeneca US where she led commercial and cross-functional teams responsible for launch planning and business development in the US market. Ms. McCormack has experience in bio-pharmaceutical product development, portfolio strategy in complex regulated environments and brings significant multi-market and international commercial experience. Ms. McCormack gives back to her community by having served on a number of national and Toronto-based non-for-profit boards over the last 10 years.

### **John McVicar**

Director

McVicar is an experienced senior finance executive with more than 30 years of Canadian and international experience in both industry and professional services. Mr. McVicar retired as a Consulting Partner at Ernst & Young LLP (EY) where he focused on advising large corporations to drive operational excellence and to transform the performance of their finance organizations. Prior to EY, he spent 10 years in senior finance roles with several Canadian and U.S. public companies. Mr. McVicar brings significant international experience. During his career, he has served in roles based in Canada, South America, the U.S., Europe, Asia and Africa. Mr. McVicar is a CPA, CA and holds an MBA from the Fuqua School of Business at Duke University.

### **Giancarlo Davila Char**

Director

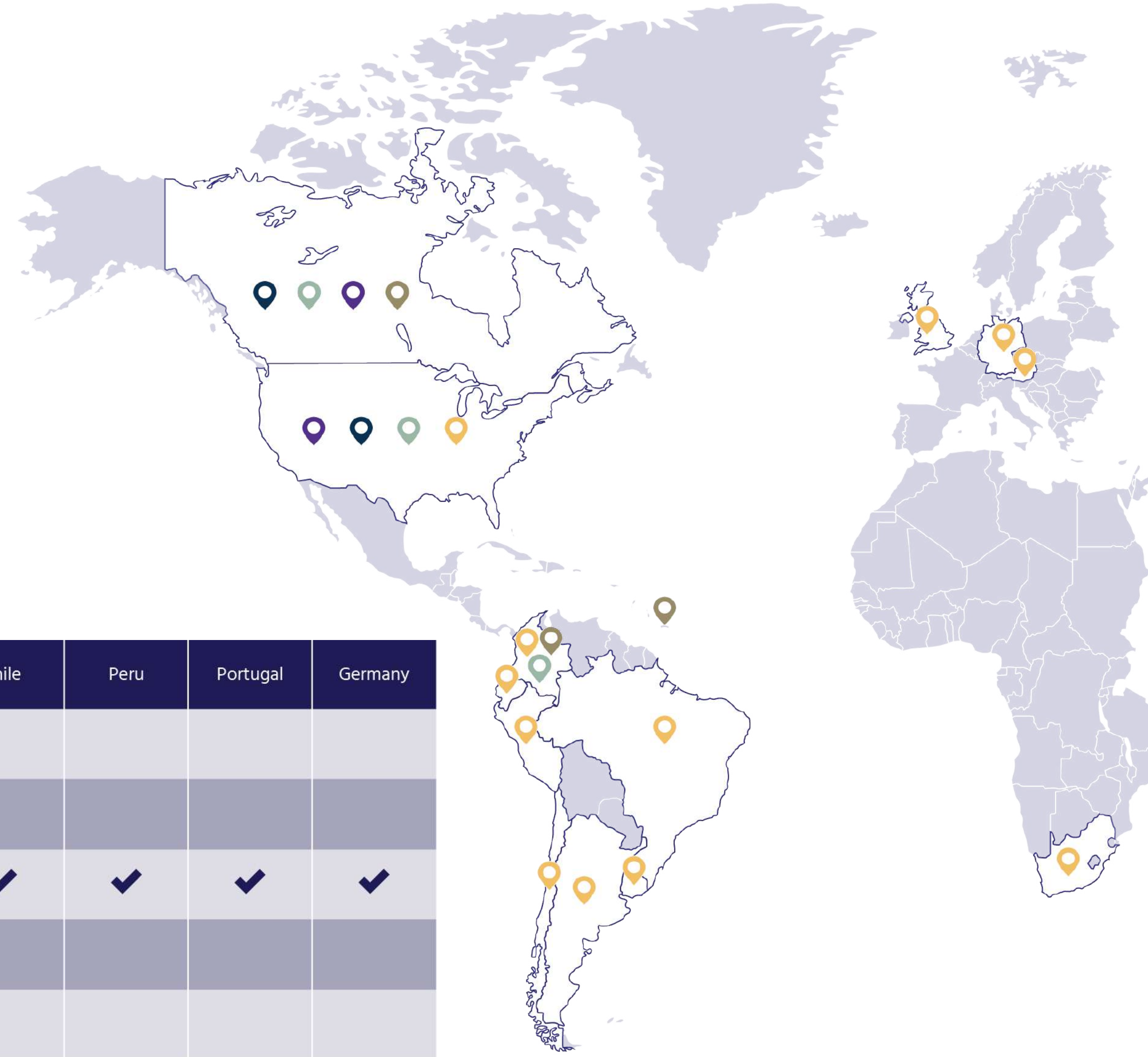
Mr. Char has experience with sustainable and organic cultivation and production of industrial scale palm oil as well as other agriculture crops such as avocados and coffee beans. In 2017, Mr. Char went on to lead a branch of his family's business which is dedicated to producing private label oils for 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.





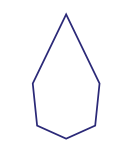
# 3.4 Avicanna Around the World

Completed Sales and Exports into 18 Countries  
 Select Countries and Activities Below



Product Line & Brand	Canada - Medical	Canada - Adult Use	USA	Colombia	UK	Ecuador	Brazil	Chile	Peru	Portugal	Germany
RHO Phyto / Magisterial Medical	✓	✓		✓	2022						
Future Pharmaceutical Pipeline	*2024		*TBD	**2022		**2022	***2022				
Aureus API			✓	✓	✓	2022	✓	✓	✓	✓	✓
re+PLAY	✓	✓	✓								
Viola	✓	✓									
Pura H&W/Earth Dermacosmetics	✓	✓	✓	✓	2022	✓					✓

Note: The above table indicates prospective future launch dates based upon reasonable assumptions from current information, which are subject to, and contingent upon, the regulatory applications, evaluations, and approvals processes in each of the indicated countries, respectively, among other factors. See "Risk Factors". \* In Canada and the US, the company plans to proceed with the traditional pharmaceutical pathway, including R&D and full clinical development, towards developing of new products in accordance with Health Canada standards in Canada and Food and Drug Administration standards in the United States, respectively., \*\*In Colombia and Ecuador, the company has submitted its drug candidate Trunerox to INVIMA in Colombia and also the company's distribution partner has submitted the dossier to ARCSA in Ecuador, for approval as a generic pharmaceutical product for the treatment of epilepsy. \*\*\*In Brazil, the company's collaboration partner has submitted a filing to ANVISA for Sanitary Authorization under RDC327.



## 3.5 Corporate Highlights

- **De-risked investment** - commercial stage, with key regulatory approvals and milestones achieved, with several product lines
- **Diversified** - scalable and high margin revenue streams
- **Experienced management** - proven track record since 2016
- **Intellectual property powerhouse** - industry-leading scientific platform
- **Disruptive** - pharmaceutical development approach to cannabinoid-based products
- **World-class partnerships** - clinical and commercial relationships in Canada and LATAM
- **Vertical integration** - low-cost and sustainable supply chain



AVICANNA™



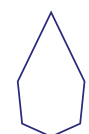
## 3.5.1 Strategic Partnerships: Al Harrington, re+PLAY and Viola

NBA Veteran and Social Equity Ambassador Al Harrington in Partnership with Avicanna's Advanced Formulations



- A well established and 10 year old US lifestyle brand focused on minority representation and social equity. Strategic partnership with Avicanna for commercialization in Canada which commenced in Q4 2021 across medical and adult use channels

- CBD topical sports recovery brand established by Al Harrington utilizing Avicanna's formulations
- Commercialization in the US led by Harrington Wellness in 1H-22 and already commercialized Canada by Avicanna since Q4-21
- re+PLAY Official partnership with NBA Players Association

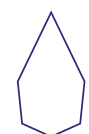


## 3.5.2 Strategic Partnerships Ei. Ventures: Psilly

Leveraging Avicanna's R&D Platform and Commercial Infrastructure to Expand Beyond Cannabinoid-Based Products



Psilly branded functional fungi-based adaptogen products will be developed by Avicanna utilizing Avicanna's proprietary delivery systems and scientific platform. The products are expected to be registered as nutraceuticals including NHPs in Canada for fast route to market and over the counter sales.



**THANK YOU**



AVICANNA

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[avicanna.com](http://avicanna.com)

<https://tinyurl.com/AVCN-Youtube>

# Appendix



*Skin First.*



## Pura Earth

Clinically Backed CBD  
Dermacosmetic Products

Commercial in:

Ecuador  U.S.A.  Canada  Colombia 

## Pura Earth: Clinically Backed CBD Dermacosmetic Products

Functional Skin Care Products Addressing Global Emerging CBD Consumer Product Segment

- **Proprietary and patent-pending line** of 13 premium topical products
- **Clinically backed** first line of CBD topical products supported by clinical results ([clinicaltrials.gov](https://clinicaltrials.gov))
- **Commercial in 3 countries** across medical, adult use and consumer channels

COMMERCIAL		
Q4-2019	Colombia	✓
Q2-2021	Canada	✓
	Medical Cannabis by Shoppers Drug Mart Inc. and adult use channels	
	Adult use channels in ON, AB, SK	
Q3-2021	In partnership with Bioqate, EU	✓
Q4-2021	Ecuador - in partnership with Spent S.A.	✓
	US - in partnership with Red White and Bloom Brands Inc.	✓



## Aureus Santa Marta: Cannabinoids and Standardized Genetics

Avicanna's Supply Chain Business Unit and Vertical Integration

### Raw Material Business Unit Branded as Aureus Santa Marta



- Avicanna's **low cost and consistent** supply of cannabinoids for its finished products through **in-house cultivation and extraction**
- Providing the pharmaceutical partners with active pharmaceutical ingredients (API) with completed exports into **15 international markets**



### Established, Sustainable and Economical Cultivation and Extraction Infrastructure



- Majority owned subsidiary in Santa Marta Colombia with **300,000 square feet and 26,000 kg of annual capacity**
- **USDA National Organic Program certified** and **ranked highest** amounts global cannabis companies in the S&P Global Sustainability Index
- 30+ completed harvest validating **below 10 cents per gram** cost
- Cultivating commercial crops of **CBD, CBG, THC and feminized seeds** since 2020
- **GACP certification since Q4 2021 at SMGH**

