


Driving Biopharmaceutical Advancements of Plant-Derived Cannabinoid-Based Products

TSX: AVCN
OTCQX: AVCNF
FSE: ONN

Q4 2021

avicanna.com



AVICANNA

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Forward-looking statements may include, among other things, statements about anticipated dates for revenue recognition; anticipated dates for product launches; our plans for future products and enhancements of existing products; designs for future product packaging; expected completion dates for clinical studies/trials and product development; expected results of clinical trials; the granting of any certifications, licenses, or registrations; our future growth strategy; our future intellectual property, research and development, product formulations and business lines; each of our expected upcoming milestones; and our anticipated trends and challenges in the markets in which we operate. Such statements and information are based on numerous assumptions regarding present and future business strategies and the environment in which Avicanna will operate in the future, including the demand for our products, anticipated costs and ability to achieve goals, expected outcomes for clinical trials, the timely completion of research and development initiatives and the price of cannabis and cannabis related products. Although we believe that the assumptions underlying these statements are reasonable, they may prove to be incorrect. Given these risks, uncertainties and assumptions, you should not place undue reliance on these forward-looking statements. 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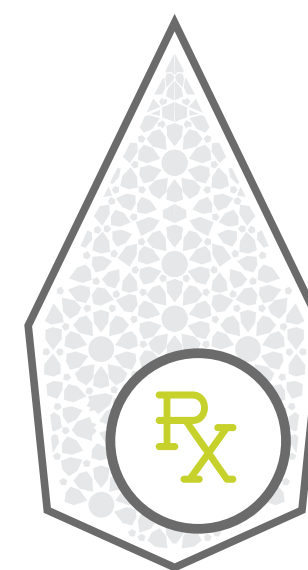
Products and Pipeline



Medical Cannabis and
Wellness Products
Commercial



CBD Dermacosmetics
Consumer Retail Products*
Commercial



Pharmaceutical Pipeline
**In Development and
Registration Stage**

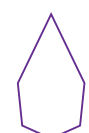


Cannabinoid API & Seeds
Commercial



AI Harrington
Partnership Brands
Commercial

*Marketed as Pura Earth in Canada.

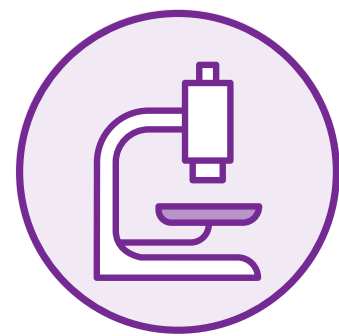


Investment Highlights



Global Commercialization Strategy

- **Diversified and high margin income streams across 12+ countries**
- **Comprehensive commercial portfolio** - Consumer, medical cannabis and raw material supply chain
- **International footprint** - Completed sales in 12 countries and 4 continents
- **Revenue generation & scale up phase** - Record revenue in Q3 with consecutive Q-Q revenue growth of min 25%



Proven Scientific Platform

- **R&D, pre-clinical and clinical infrastructure in Canada**
- **Cannabinoid drug development pipeline** - 30+ advanced commercial SKUs + pharmaceutical pipeline
- **World-renowned collaborations** - with leading Canadian academic and clinical institutions
- **JLABS @ Toronto, Johnson & Johnson Innovation Centre** - R&D headquarters in the MaRS Discovery District



Low-Cost Vertical Integration

- **Two Colombian majority-owned subsidiaries** - Total cultivation footprint of 480,000 sq feet, GACP certification and industrial extraction
- **Organic and sustainable cultivation** - ranked highest amongst global cannabis companies in a corporate sustainability assessment - issued by S&P Global in 2020

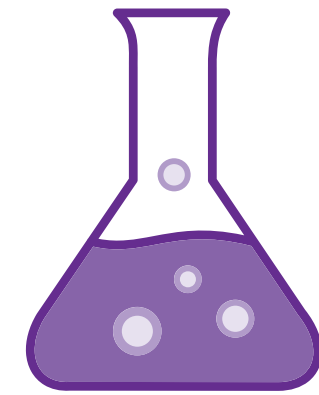




1. Industry Leading Scientific Platform

Setting the Standard in the Cannabinoid Industry on Advanced and Evidence-Based Products

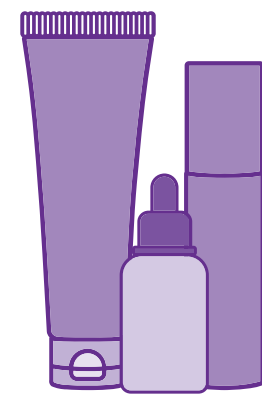
1.1 Advanced Scientific Platform



10+ Scientists



8 Pending Patents



30+ Proprietary
Commercial Products



7 Canadian Government
Research Grants
Awarded Since 2020



4 Health Canada Cannabis
Research Licenses to Avicanna
or Institutional Collaborators

- R&D headquarters at JLABS @ Toronto, **Johnson & Johnson Innovation Centre** in the MaRS Discovery District
- **Drug development pipeline**, including sustained release tablets, transdermal patches and nano participle formulations



1.2 World-Class Institutional Collaborations

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

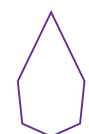


1.3 Clinical Development

Avicanna's Current Clinical Pipeline and Expected Completion

All Clinical Projects	Pre-Clinical	Protocol Development	Ethics Approval	Clinical Study	Registration
<i>Cosmetic Trials</i>					
Eczema-prone Skin				Completed	Completed**
Acne-prone Skin				Completed	Completed**
Anti-Aging				Completed	Completed**
<i>Real-World Evidence (RHO Phyto)</i>					
Pain, sleep, depression				Commenced	
Epilepsy					
Epidermolysis Bullosa					
Palliative Care					
<i>Pharmaceutical Trials</i>					
Epidermolysis Bullosa*					
Osteoarthritis					

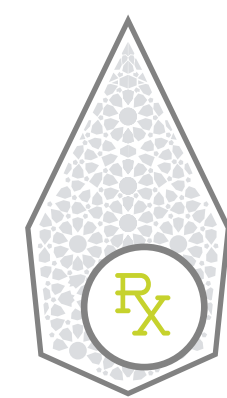
All real world evidence studies expected to be completed 2022; Pharmaceutical expected to commence in 2022.





2. Products & Pipeline

Serving the Global Marketplace with Proprietary Advanced Cannabinoid-Based Products





Science First.



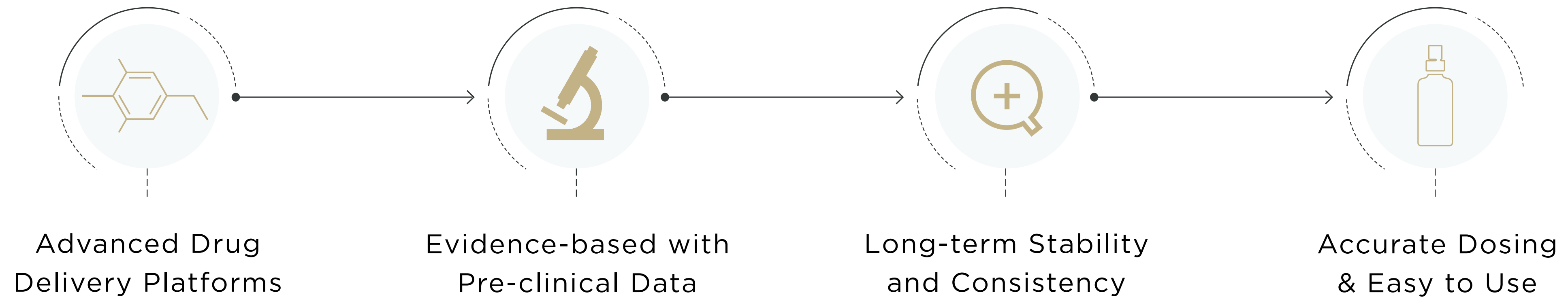
2.1 RHO Phyto

Advanced and Proprietary Medical
and Wellness Products



2.1 RHO Phyto

The Gold Standard for Medical Cannabis and Champion of the Wellness Category



- **20+ formulations of CBD and THC products:** Offered in a range of non-inhalation delivery forms
- **The gold standard of medical cannabis:** available across adult use channels in Canada in **ON, AB, SK, NB, MB**
- **First medical cannabis brand** to be available in pharmacy dispensing in major Canadian hospitals



2.1.1 Strategic Partnership with Medical Cannabis by Shoppers

Established as a Leading Brand with 7 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
 - **51%** women
 - **75%+** sales are to 41+ years of age



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



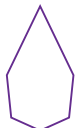
2.1.2 Adult Use Channels Across Canada

Establishing the Wellness Category in the \$4B Adult Use Market

- Focused on establishing and expanding the wellness product segment in partnership with Canadian retailers and provincial boards
- **15** listings across adult use channels ON, AB, SK, NB, MB*
- Addressing the current gap in the adult use channels with standardized and non-inhalation products

	UNITS DELIVERED	NO. OF LISTINGS
Q1	852	1
Q2	3,624	10
Q3	4,512	15

*Listings for adult use means the number of SKUs listed for sale in a particular jurisdiction through each province's authoritative body including Pura Earth and RHO Phyto For greater clarity, the same SKU available in two provinces counts as two listings.





Skin First.



2.2 Pura Earth

Clinically Backed CBD
Dermacosmetic Products

2.2 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)
- **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
Q4-2021	Ecuador - in partnership with Spent S.A. ✓

LAUNCH EXPECTATIONS	
Q4-2021	US - in partnership with Red White and Bloom Brands Inc.
	EU - digital strategy
	Brazil





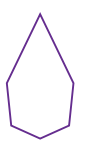
2.3. Pharmaceutical Products and Pipeline

Cannabinoid-Based Indication-Specific Drugs Across Several Clinical Pathologies and Commercial Pathways

- **Addressable market and clinical pathologies:**
 - Pain management, neurology and dermatology (icons)
- **Pharmaceutical strategy:**
 - Co-development phase II
 - Local distribution partnerships

Marketing Authorization & Commercial Pathways	2022	2023	2024
<i>Generic Pharmaceutical</i>			
LATAM Market	[Progress bar from 2022 to mid-2022]		
<i>Natural Drug, or Phyto-Therapeutic Designations</i>			
LATAM Market	[Progress bar from 2022 to mid-2022]		
<i>Rare Disease Pharmaceutical Pipeline</i>			
Canada Market	[Progress bar from 2022 to end of 2024]		
USA Market	[Progress bar from 2022 to end of 2024]		
EU Market	[Progress bar from 2022 to end of 2024]		
LATAM Market	[Progress bar from 2022 to end of 2024]		
<i>Over the Counter</i>			
LATAM Market	[Progress bar from 2022 to mid-2023]		
CANADA Market	[Progress bar from 2022 to end of 2024]		
USA Market	[Progress bar from 2022 to end of 2024]		
EU Market	[Progress bar from 2022 to end of 2024]		

Note: The above table indicates expected commercialization dates, which are subject to regulatory approvals in each of the indicated countries, among other factors. See "Risk Factors" in the MD&A.





2.3.1. 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, Mexico and Brazil
- Utilizing Avicanna's proprietary formulation and vertical integration to deliver a pharmaceutical CBD preparation with affordable pricing

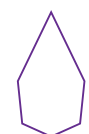


2.3.2. Pharmaceutical Pipeline

Cannabinoid-Based and Indication-Specific Drug Candidates



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



2.4. 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 global cannabis sector with input materials including cannabinoids and seeds. Exports completed to **11 countries**



Established, Sustainable and Economical Cultivation and Extraction Infrastructure



- Two majority-owned subsidiaries in Santa Marta, Colombia, with combined cultivation capacity of **30,000 kg of dried flower per year through 480,000 sq/ft**
- **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** attained Q4 2021 for SMGH



2.5.1 In Partnership with Al Harrington: Viola

Brands Founded and Established by NBA Veteran and Social Equity Ambassador Al Harrington + Avicanna's Formulations



- A well-established social equity brand in the US that is licensed to Avicanna for commercialization in the Canadian cannabis market



2.5.2 In Partnership with Al Harrington: re+PLAY

Brands Founded and Established by NBA Veteran and Social Equity Ambassador Al Harrington + Avicanna's Formulations



- Avicanna developed deep tissue technology commercialization in the US by Harrington Wellness and in Canada by Avicanna both in Q4 2021
- THC-free functional topicals designed for the sports recovery segment



3. Corporate Highlights

- Tightly held by insiders and strategic investors
- Common shares: 45,858,596*
 - Fully diluted: 63,036,006
 - Free float: 38,885,114
 - Escrowed: 6,973,482** (undiluted)
 - Insiders: 8,410,012*** (undiluted)
- Market capitalization \$35.8M*



TSX: AVCN



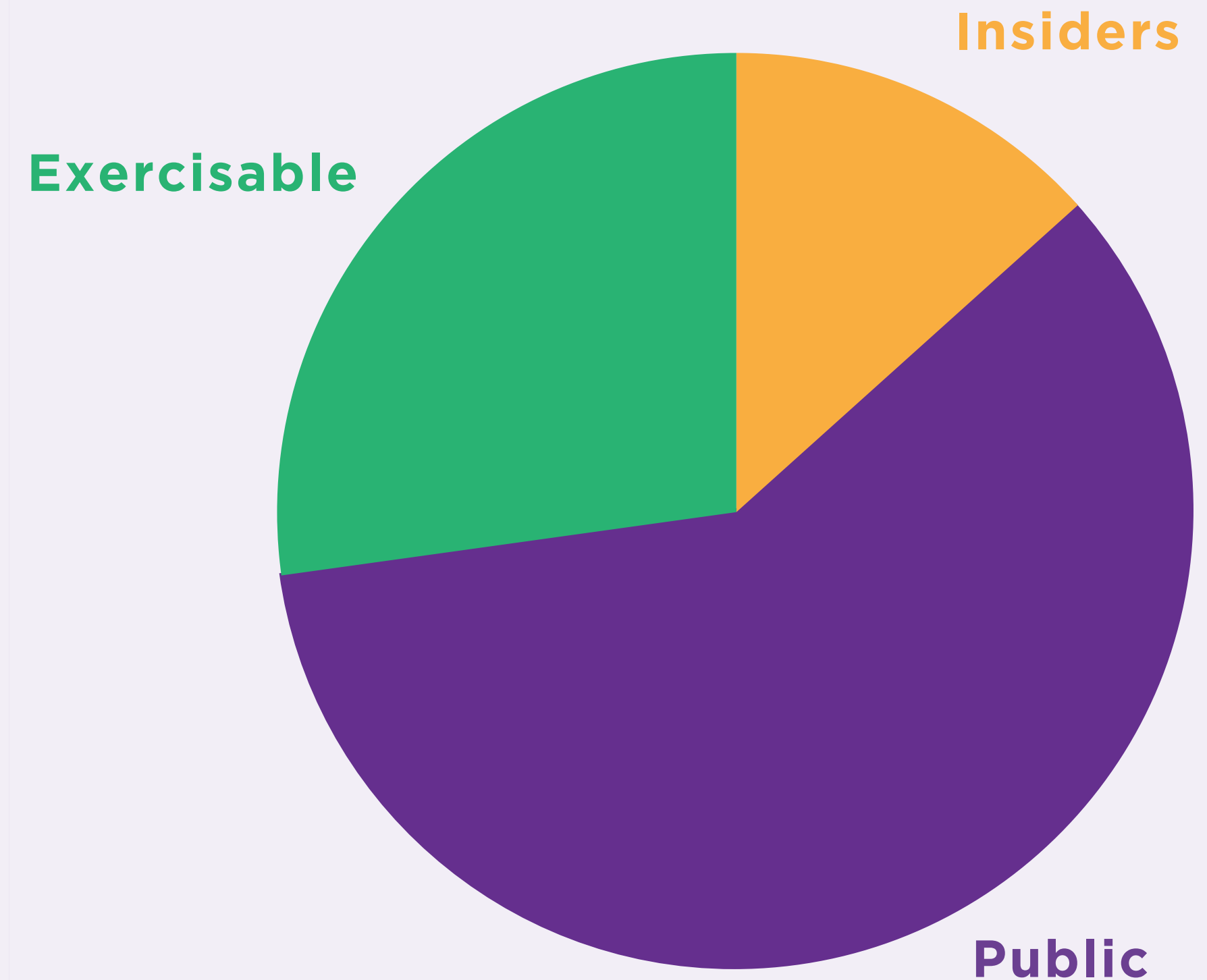
OTCQX: AVCNF



FSE: ONN

Common Shares

Insiders.	8,410,012
Public.	37,448,584
Exercisable.	17,177,410



* As at market close on November 10, 2021 (\$0.78)
 ** 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.



3.1 Financial Highlights

Steady quarterly revenue growth and product sales in 2021.

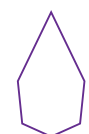
	Q1 2021	Q2 2021	Q3 2021
Revenue	\$279,516	\$810,299	\$1,007,033
	Q1 2021	Q2 2021	Q3 2021
Units Delivered Globally	8,855	16,767	27,041

Double digit decline in net loss over the comparable periods in 2020.

	Q1	Q2	Q3
Net Loss 2021	(\$3,102,762)	(\$2,769,511)	(\$2,670,841)
Net Loss 2020	(\$2,109,536)	(\$7,646,182)	(\$7,667,152)
<i>% Change</i>	47%	(64%)	(65%)

Double digit decline in loss per share, quarter over quarter, compared to the comparable periods from 2020.

	Q1	Q2	Q3
Loss Per Share 2021	(\$0.14)	(\$0.08)	(\$0.07)
Loss Per Share 2020	(\$0.33)	(\$0.36)	(\$0.35)
<i>% Change</i>	-58%	(78%)	(80%)



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.

Dave Sohi, CPA, CA, CBV

Chief Financial Officer

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).

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

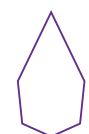
Executive Vice President, Marketing

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, its 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.



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.

Dr. Assad J. Kazeminy

Director

Dr. Kazeminy is the founder and former President and CEO of Irvine Pharmaceutical Services Inc. and Avrio Biopharmaceutical LLC. Dr. Kazeminy received his doctorate degree in Pharmaceutical Sciences, graduate studies in Biochemistry and completed his post doctorate at the University of Southern California (USC) Medical School, Department of Pharmacology. Since January 2014, Dr. Kazeminy has been a member of the Chapman University School of Pharmacy (CUSP) Dean's Professional Advisory Group, has served as a member of the United States Pharmacopeia (USP) Console of Experts 2000-2020 and has been awarded by United States Pharmacopeia a Winner for Innovative Responses to a Public Health Challenge.

Setu Purohit, JD, ICD.D

Director

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.

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.



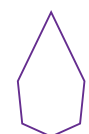
3.4 Upcoming Milestones

Q4-2022

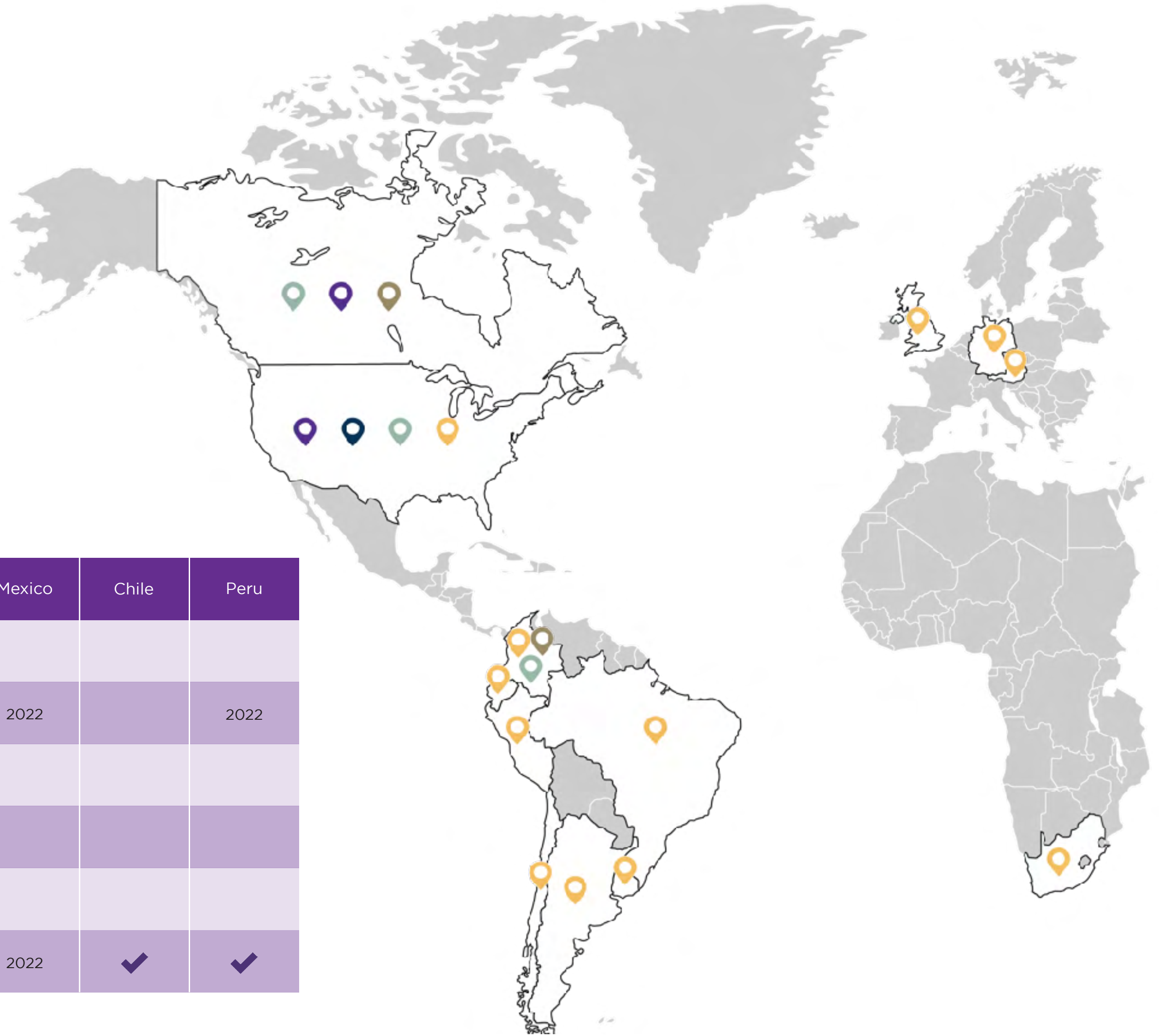
- Commercialize PURA H&W in the UK and USA
- Submit first drug candidate dossiers into regulatory agencies in Colombia, Brazil, Mexico and Ecuador
- Completion of discovery and pre-clinical development across several projects
- Launch of re+PLAY in the USA and Canadian markets

2022

- Marketing authorization of Avicanna's pharmaceutical products in South America
- Progress clinical development of Osteoarthritis, EB and neuropathic pain drug candidates
- GMP certification of SGMH extraction infrastructure
- Expansion of RHO Phyto into Europe
- Achieve EBITA positive

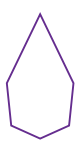


3.5 Avicanna Around the World



Product Line & Brand	Canada - Medical	Canada - Adult Use	USA	Colombia	UK	Ecuador	Brazil	Mexico	Chile	Peru
RHO Phyto / Magisterial Medical	✓	✓		✓	2022					
Pharmaceutical Products	2024		2024	2022	2024	2022	2022	2022		2022
Pura H&W/Earth Dermacosmetics	✓	✓	Q4-21	✓	2022	✓				
re+PLAY	Q4-21	Q4-21	Q4-21*							
Viola	✓	Q4-21								
Aureus IP and/or Seeds			✓	✓	✓	2022	✓	2022	✓	✓

Note: The above table indicates expected launch dates, which are subject to regulatory approvals in each of the indicated countries, among other factors. See "Risk Factors" in the MD&A.
 *Strategic partnership with Red White & Bloom Brands Inc.

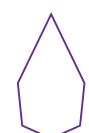
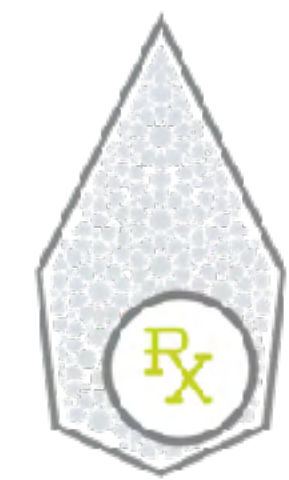


3.6 Investment Highlights

- **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



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THANK YOU



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