



AVICANNA™

Q3 2023

# Driving Biopharmaceutical Advancements

*of Naturally Derived and Evidence Based Products*

**TSX: AVCN**  
OTCQX: AVCNF  
FSE: ONN

[avicanna.com](https://www.avicanna.com)

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Certain statements contained in this presentation, other than statements of fact that are independently verifiable at the date hereof, may constitute “forward-looking statements” within the meaning of Canadian securities legislation and regulations and other applicable securities laws (“forward-looking statements”). Statements which are not purely historical are forward-looking statements and include any statements regarding beliefs, plans, outlook, milestones, expectations or intentions regarding the future including words or phrases such as “anticipate,” “objective,” “may,” “will,” “might,” “should,” “could,” “can,” “intend,” “expect,” “believe,” “estimate,” “predict,” “potential,” “plan,” “is designed to” or similar expressions suggest future outcomes or the negative thereof or similar variations. Forward-looking statements may include, among other things, statements and information about anticipated dates for revenue recognition; business strategy, product development, timing of product development, events and courses of action, 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 forward-looking statements speak only as of the date that they are made and should be regarded solely as our current plans, estimates, and beliefs at the they are made. Forward-looking statements are based on numerous assumptions regarding present and future business strategies and the environment in which Avicanna may 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 forward-looking statements are reasonable, they may prove to be incorrect. Given these risks, uncertainties and assumptions, you should not place undue reliance on forward-looking statements. We cannot guarantee future results, events, levels of activity, performance, or achievements. Forward-looking statements are subject to known and unknown risks, uncertainties and other important factors that may cause the actual results to be materially deferent from those expressed or implied by such forward-looking statements, including but not limited to, business, economic and capital market conditions; the ability to manage our operating expenses, which may adversely impact our financial condition; our ability to remain competitive as other better financed competitors develop and release competitive products; regulatory uncertainties; weather patterns; market conditions and the demand and pricing for our products; the demand and pricing of cannabis and cannabidiol (“CBD”); security threats, including a loss/ theft of proprietary technology; our relationships with regulatory bodies, our customers, distributors and business partners; our ability to successfully define, design and release new products in a timely manner that meet our customers’ needs; our ability to attract, retain and motivate qualified personnel; competition in our industry; our ability to maintain technological leadership; the impact of technology changes on our products and industry; our failure to develop new and innovative products; our ability to successfully maintain and enforce our intellectual property rights and defend third-party claims of infringement of their intellectual property rights; the impact of intellectual property litigation that could materially and adversely abet our business; our ability to manage working capital; our dependence on key personnel; the severity, duration and effects of the pandemic related to COVID19 on our business, and additional risk factors included elsewhere in Avicanna’s public disclosure record, including, without limitation, under the heading “Risk Factors” in its annual information form dated March 31, 2022 and final short form prospectus dated November 27, 2020, in each case filed with the Canadian securities regulators and available under Avicanna’s profile on SEDAR at [www.sedar.com](http://www.sedar.com).

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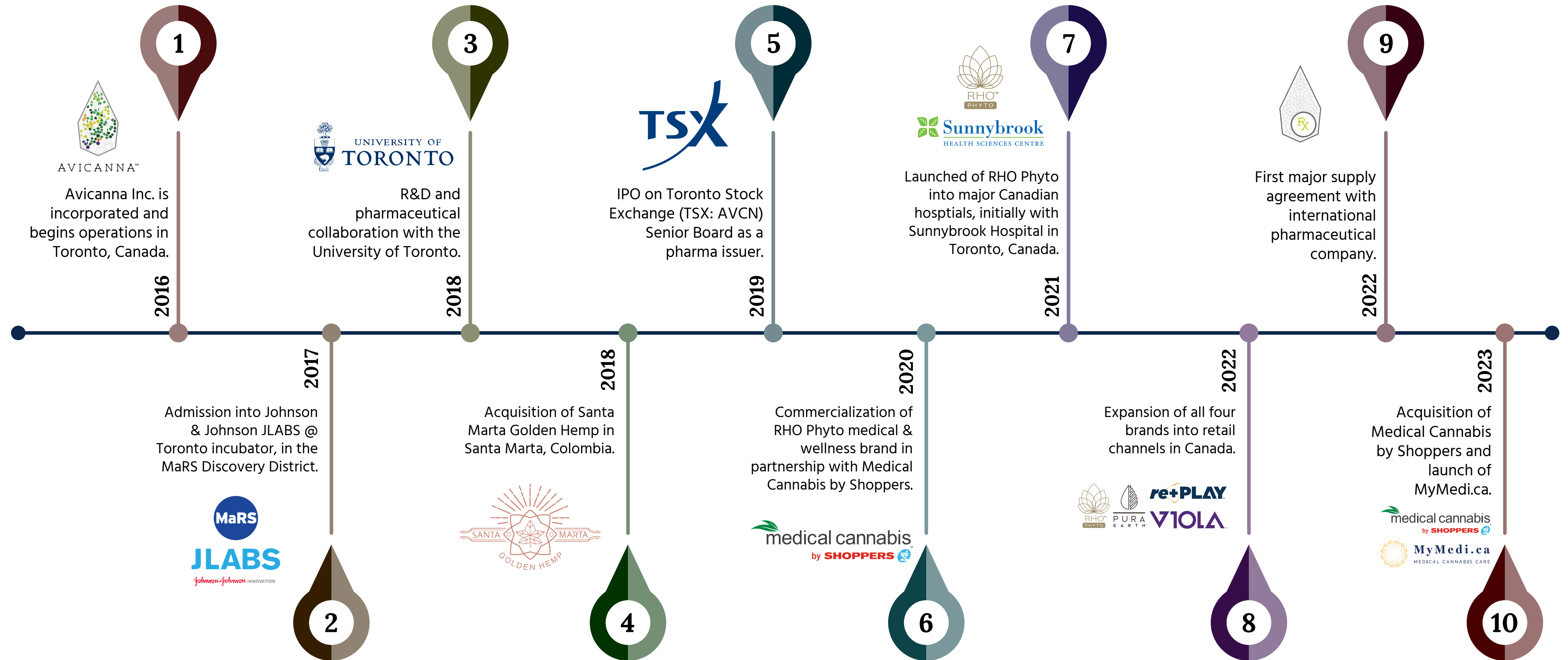
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# 0.1 Timeline

Avicanna is a commercial and scale-up stage biopharmaceutical company established in R&D, and commercialization of evidence-based cannabinoid products for the international consumer, medical and pharmaceutical market segments. Supported by its Canadian scientific platform, Avicanna has successfully commercialized its proprietary products into 19 international markets.



## 0.2 Investment Highlights

### *An International Medical and Biopharmaceutical Strategy*

- **Five active business pillars:** Medical cannabis products, Pharmacy platform, Cosmetics, API\* and Pharmaceutical pipeline
- **Addressing the global market:** International footprint with completed transactions in 19 countries
- **30+ commercialized proprietary SKUs:** From R&D to international commercial channels

### *Established Scientific Platform and Intellectual Property Portfolio*

- **Leading R&D and clinical platform:** In house and in partnership with world class Canadian institutions
- **JLABS @ Johnson and Johnson Incubated:** At the MaRS Discovery District
- **Pharmaceutical pipeline:** Targeting Neurological, Dermatological and Pain indications



\*Active cannabinoid pharmaceutical ingredients

# 0.3 Avicanna's Five Business Pillars

Intellectual Property and Brands Owned by Avicanna



Medical Cannabis and  
Wellness Products  
**Commercial**



Pharmaceutical Pipeline  
**In Development and  
Registration Stages**



Cosmetics and  
Skincare  
**Commercial**



Active  
Pharmaceutical  
Ingredients  
**Commercial**



Medical Cannabis  
Pharmacy Platform  
**Launching August 2023**





# 1. Scientific Platform

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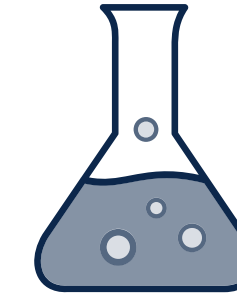
R&D Platform Delivering Advanced and Evidence-Based Cannabinoid Products



# 1.1 Established Scientific Platform



30+  
Proprietary  
Commercial Products



10+  
Scientists



R&D  
through several Health  
Canada issued Cannabis  
Research Licenses



7  
Pending Patents



11  
Canadian Government  
Research Grants  
Awarded Since 2020



Commercial Stage  
Advanced Drug Delivery  
Systems Products



# 1.2 World-Class Institutional Collaborations

20+ R&D, Pre-Clinical Studies and Collaborations with Canada's Leading Institutions since 2017





# 2. Commercial Products & Pipeline

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Serving the Global Marketplace with Proprietary Advanced Cannabinoid-Based Products







**Science First.**

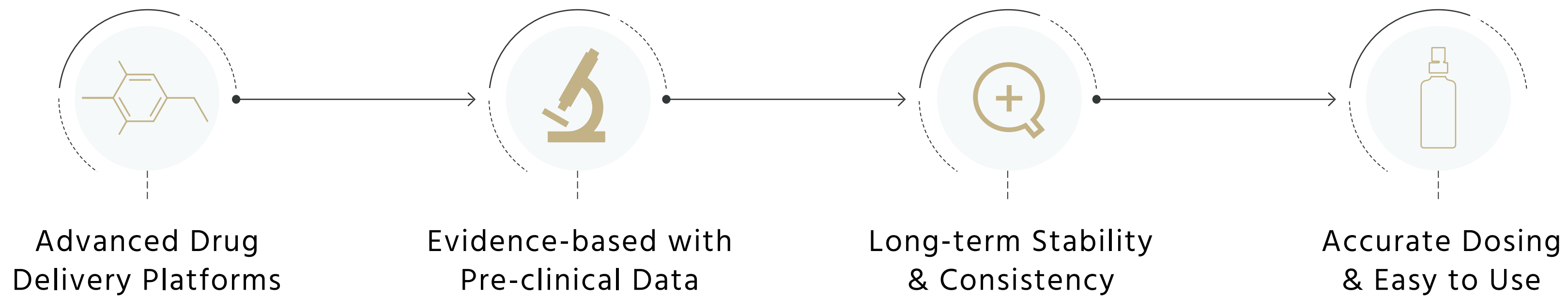


## 2.1 RHO Phyto

Advanced Drug Delivery System Formulations (CBD, THC, CBG) - for International Medical and Wellness Market Segments



## 2.1.1 RHO Phyto and Medical Cannabis



- Successful proof of concept with market acceptance and medical community adoption in Canada
- 20+ formulations of (CBD, THC, CBG) products: Offered in a range of non-inhalation advanced drug delivery systems



# 2.1.2 Successful Proof of Concept and Partnership with Medical Cannabis by Shoppers



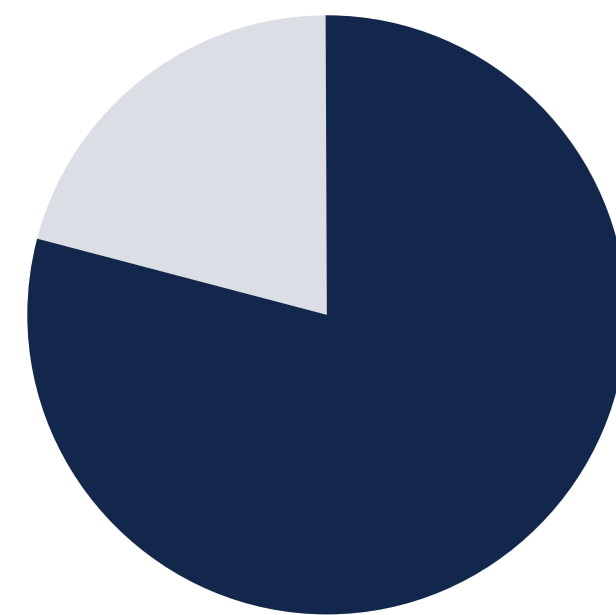
## Avicanna X Medical Cannabis by Shoppers Partnership, since 2019

- 23 commercial SKUs across 4 brands, strategic commercial and clinical partnership
- Successful segmentation medical patients and aging population

## Nationwide Medical Cannabis Portal

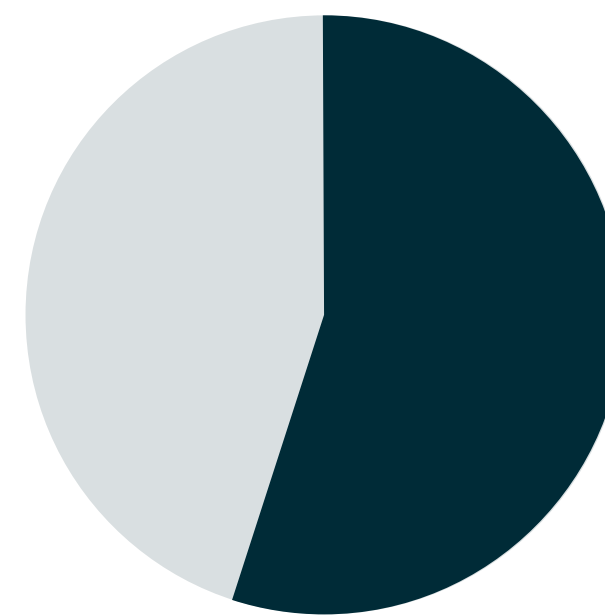
- Led by Canada’s leading pharmacy retailer with more than 30,000+ registered cannabis patients

### Graphs Showing the Results of RHO Phyto Branded Products on the MCbS Platform



**79%**

Patients aged 40+



**55%**

Female patients



**11%**

Total sales on Medical Cannabis by Shoppers portal





## 2.1.3 Canadian Commercialization Infrastructure

National Medical Channels	Provincial Adult Use Channels
	



25

Proprietary commercial SKUs across 4 brands

4

National medical cannabis portals offering Avicanna products including MCbS

61

Commercial listings across medical channels, including 24 on MCbS

6

Provincial adult use channels and 52 commercial listings

113

Total commercial listings in Canada, a significant increase from 84 listings during Q4 2022



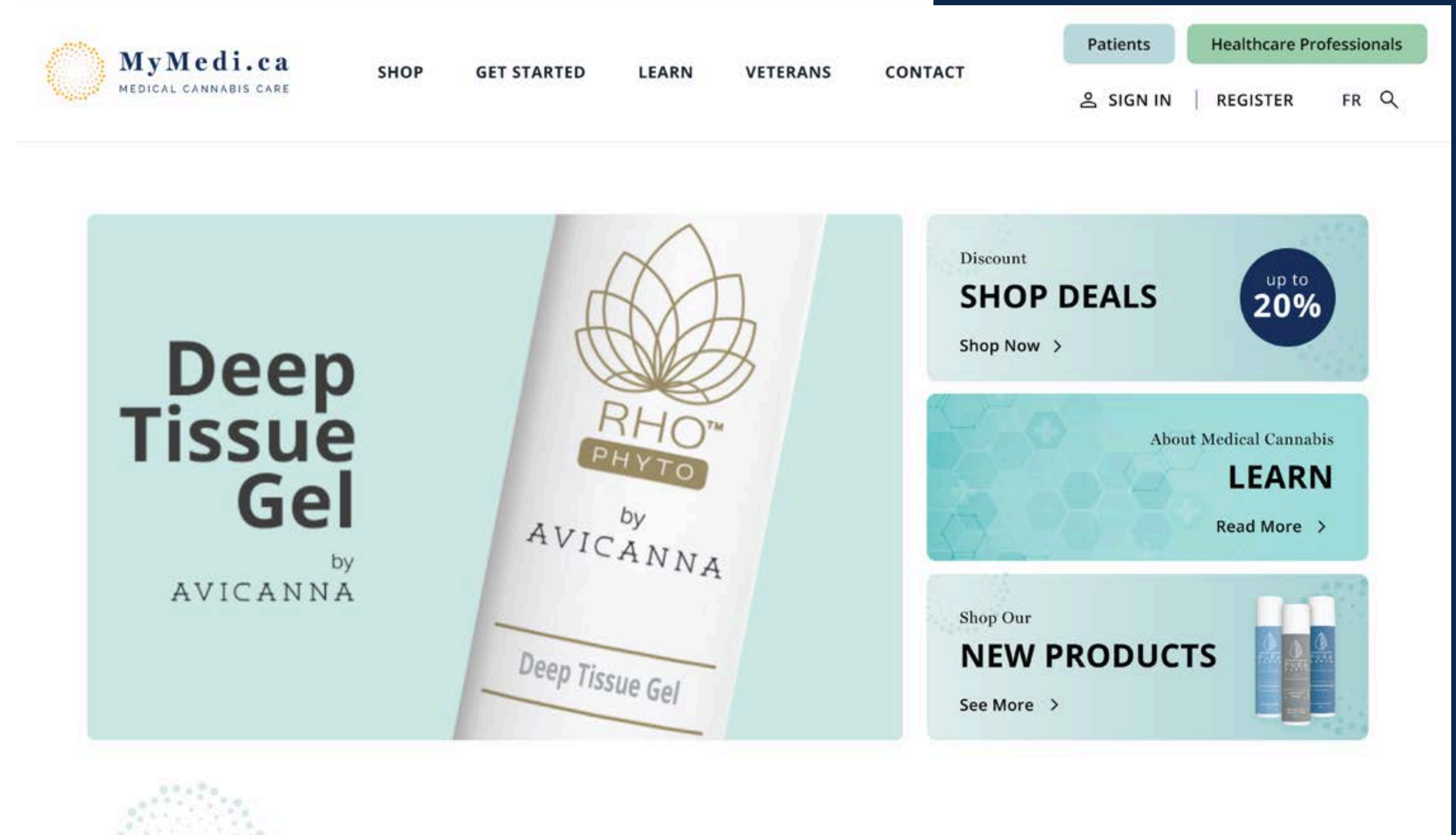


## 2.2.1 MyMedi.ca - Medical Cannabis Care Platform

Established Through Acquisition from Medical Cannabis by Shoppers\*



- Nationwide medical cannabis pharmacy
- Multi-brand and diverse marketplace
- Delivering an **evidence-driven formulary** of medical cannabis marketplace
- **Pharmacist-led and bilingual** patient support program
- Providing **compassionate pricing, insurance coverage and adjudication** through private and public payors



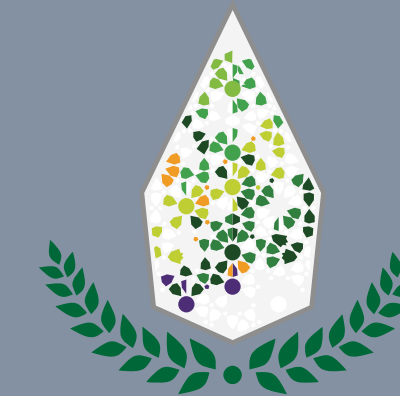
\*Asset purchase agreement announced May 25<sup>th</sup> with the final expected closing date of July 31<sup>st</sup>



## 2.2.2 Medical Cannabis Education and Training



A federally-registered Canadian non-profit organization of basic and clinical researchers, health care professionals and educators that promote research and evidence-based education concerning the endocannabinoid system, the therapeutic applications of cannabinoids, the potential harms associated with cannabis use and the health and societal impacts of non-medical cannabis use.



AVICENNA  
ACADEMY

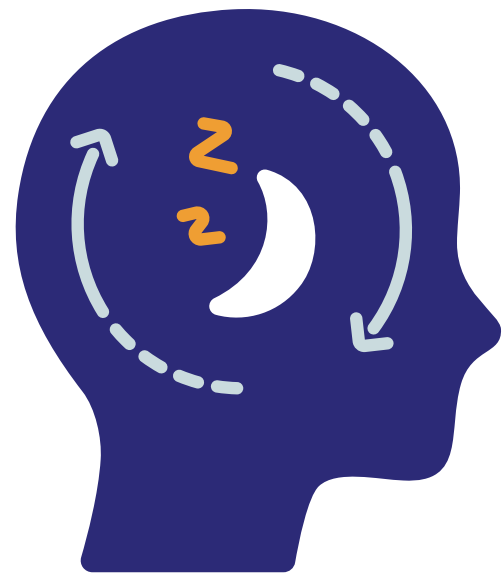
A resource for health care professionals that are interested in learning more about the use and prescription of medical cannabis.





## 2.3.1 Pharmaceutical Pipeline and Drug Candidates

Designed to Address 5 Major Clinical Areas



Sleep



Eczema/  
Epidermolysis  
Bullosa



Pain  
Management



Anxiety &  
Depression



Epilepsy

- Candidates are in various stages of R&D, pre-clinical to real world evidence studies and or registration stage
- Leveraging the company's scientific platform and vertical integration to deliver proprietary and accessible finished products





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

Pharmaceutical Drug Preparation Pending Market Authorization



- Pharmaceutical preparation under GMP standards with proprietary formulation with enhanced absorption
- Expected marketing authorization during late 2023 in Brazil and other South American markets
- Accessible pricing pharmaceutical preparation utilizing the company's vertical integration



## 2.4 Pura H&W: Clinically Backed CBD Dermocosmetic 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 internationally** across medical, adult use and consumer channels
- Current CBD over the counter **market size of \$7.3 bilion\***
- CBD cosmetics are **legal in 50+ countries** and liberalizing internationally\*\*



\*Prohibition Partners

\*\*<https://www.grandviewresearch.com/industry-analysis/cbd-skin-care-market>



## 2.5 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 **16 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 GACP certification
- 30+ completed harvest validating **below 10 cents per gram cost**
- Cultivating commercial crops of **CBD, CBG, THC and feminized seeds** since 2020



# 2.6 Avicanna Around the World

Completed Sales and Exports into 19 Countries

RHO™  
PHYTO

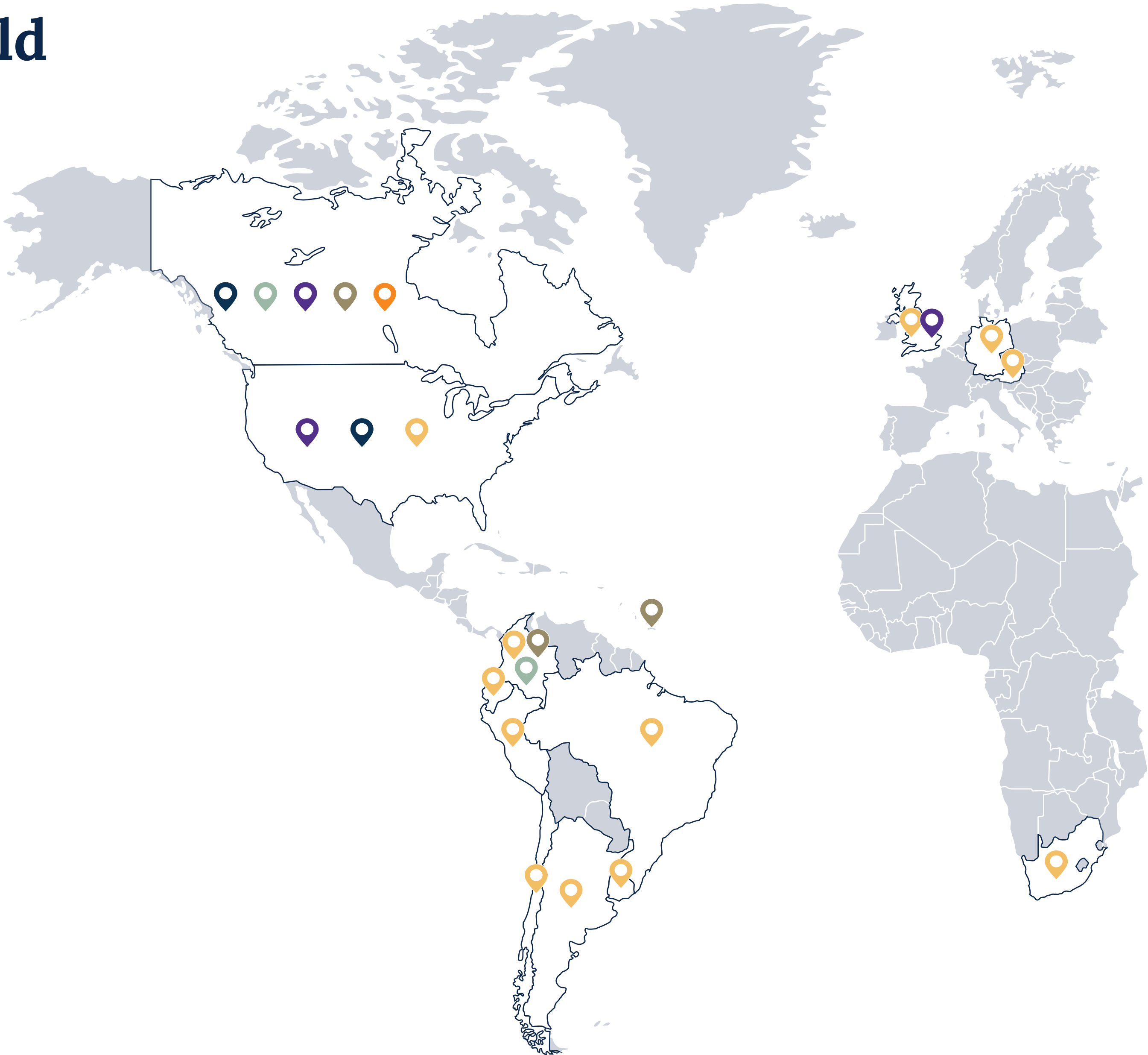
MyMedi.ca  
MEDICAL CANNABIS CARE

PURA  
EARTH

AUREUS  
SANTA MARTA

re+PLAY

VIOLA





# 3. Financial & Capital Overview

## Highlights

Common shares: 86M\*

Tightly held by insiders and strategic investors

200% Revenue growth between Q1-2023 to Q2 2023\*\*



TSX: AVCN

R&D and Pharmaceutical issuer on the TSX  
senior exchange since IPO in 2019



OTCQX:  
AVCNF



FSE:  
ONN



\*As of Market Close July 4<sup>th</sup>, 2023, \$0.31/share  
\*\*Preliminary financial results provided on June 28th



# 3.1 Management and Board of Directors

## Senior Management Team

**Aras Azadian**

Founder and CEO

**Phillip Cardella**

Chief Financial Officer

**Stephen Kim**

Chief Legal Officer & General Counsel

**Ivana Marić**

Executive Vice President, Marketing

**Arash Moghani**

Executive Vice President, Operations &  
Technology

**Dr. Frantz Le Devedec, PhD**

Executive Vice President, Research &  
Product Development

**Dr. Karolina Urban, PhD**

Executive Vice President, Medical &  
Scientific Affairs

## Board of Directors

**Aras Azadian**

Founder and CEO

**Dr. Chandra Panchal, PhD**

Independant Director, Chair

**Eileen McCormack**

Independant Director

**John McVicar**

Independant Director

**Giancarlo Davila Char**

Director





## 3.2 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

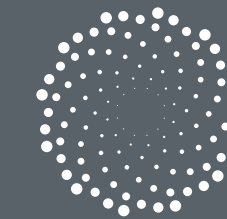
**Disruptive** - pharmaceutical development approach to cannabinoid-based products

**World-class partnerships** - clinical and commercial relationships in Canada and LATAM

**Vertical integration** - low-cost and sustainable supply chain



AVICANNA™



**MyMedi.ca**  
MEDICAL CANNABIS CARE



# THANK YOU



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