



FLUENT

C A N N A B I S C A R E



April 2024
Investor Presentation

disclaimer

GENERAL

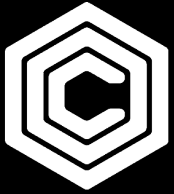
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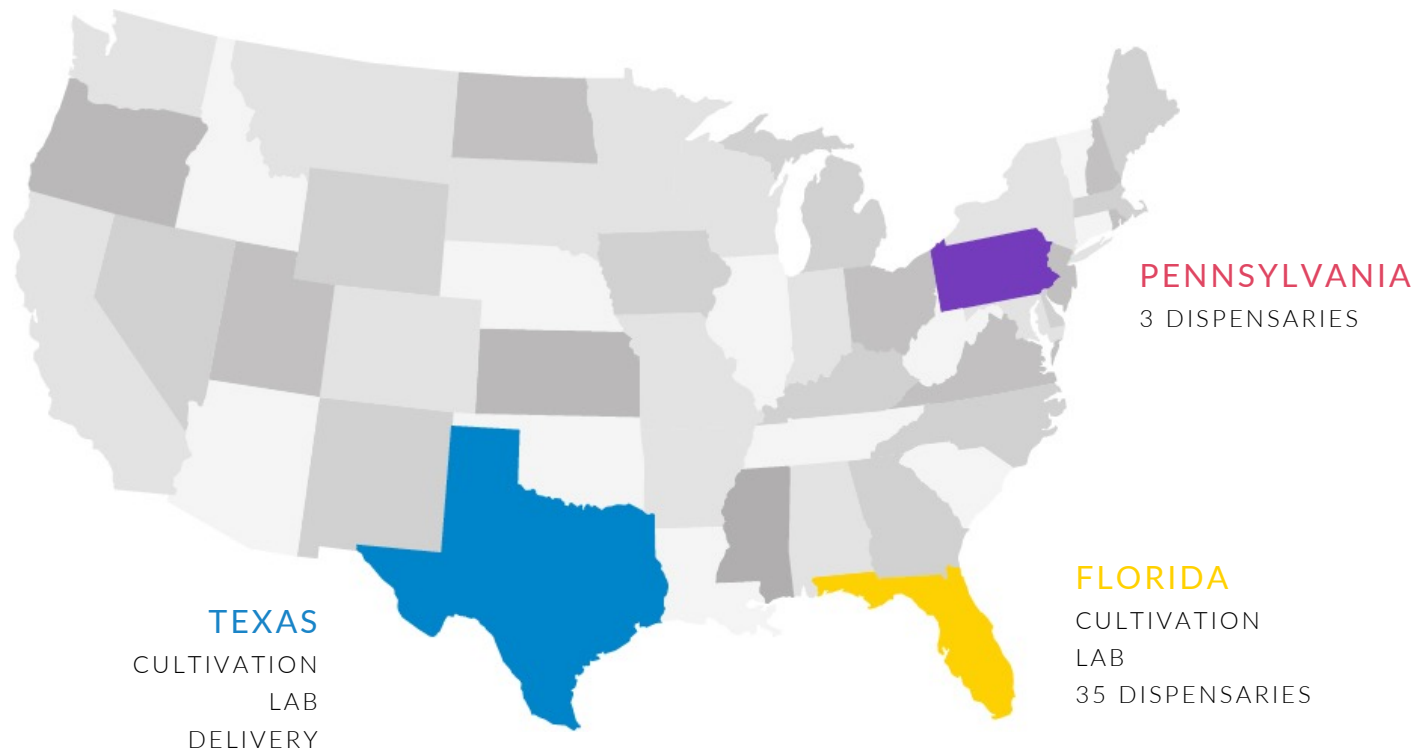
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cansortium inc is a vertically-integrated cultivator, processor, formulator, and retailer of premium cannabis products currently operating in florida, pennsylvania and texas under the **FLUENT** brand

Operational Footprint

Valuable Assets in Attractive U.S. Markets



Financial Highlights

FY 2023

\$97.3M

FY2023 Revenue
Up 11% vs. FY 2022

\$27.2M

FY 2023 Adj. EBITDA
Up 8.5% vs. FY 2022

\$18.5M

FY 2023 Cash from Operations
vs. \$19.1M in 2022

(\$ in millions)	FY 2022	FY 2023	YoY%
Total Revenue	\$ 87.7	\$ 97.3	11%
Adjusted EBITDA ⁽¹⁾	\$ 25.1	\$ 27.2	8%

Florida



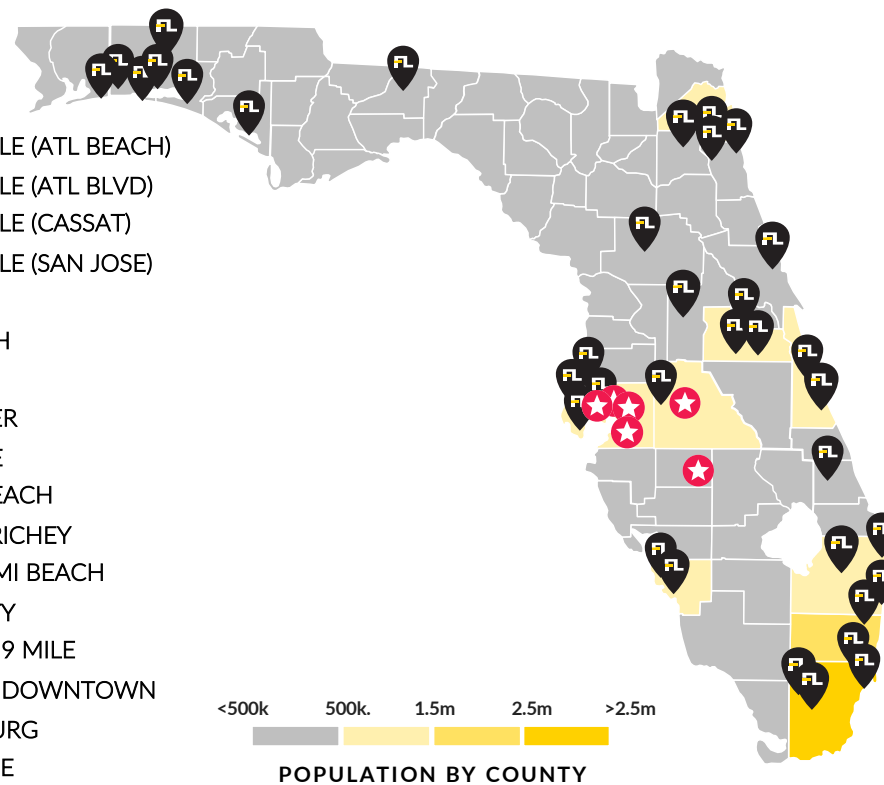
Deep Vertical Footprint

SERVING PATIENTS IN

CAPE CORAL
CASSELBERRY
CLEARWATER
COCOA
CORAL GABLES
CORAL SPRINGS
CRESTVIEW
CUTLER BAY
DAYTONA BEACH
DEERFIELD BEACH
EAST ORLANDO
FORT MYERS
FORT PIERCE
FORT WALTON BEACH
FRUITLAND PARK
GAINESVILLE

JACKSONVILLE (ATL BEACH)
JACKSONVILLE (ATL BLVD)
JACKSONVILLE (CASSAT)
JACKSONVILLE (SAN JOSE)
KENDALL
LAKE WORTH
LAKELAND
MARY ESTHER
MELBOURNE
MIRAMAR BEACH
NEW PORT RICHEY
NORTH MIAMI BEACH
PANAMA CITY
PENSACOLA 9 MILE
PENSACOLA DOWNTOWN
ST PETERSBURG
TALLAHASSEE
TAMPA

FLUENT



OPERATIONS

TAMPA HEADQUARTERS




TAMPA FACILITY
(GROW + LAB + DIST)

SWEETWATER FACILITY
(GROW + PACKAGING)

POLK CITY FACILITY
(GROW)

RUSKIN FACILITY
(GROW)

ROSA FACILITY
(GROW)

-  CURRENT DISPENSARIES
-  CULTIVATION / OPERATIONS
-  FUTURE DISPENSARY LOCATION

Cultivation and Processing

Tampa Cultivation and Processing Facility

- Original facility 22,000 sq. ft. of indoor cultivation and 7,000 sq. ft. of production and administrative space
- Includes 20,160 sq. ft. of flowering canopy over six levels
- Additional ~22,500 sq. ft. facility brought online in 2022 including ~9,000 sq. ft. of new cultivation area
- Yield per harvest in Tampa has more than doubled since the start of 2022

Sweetwater Cultivation & Greenhouse Facility

- 26,000 sq. ft. indoor cultivation, production and administrative space with ~15,400 sq. ft. of indoor flowering canopy across 11 grow rooms
- Additional ~40,000 sq. ft. greenhouse
- Following the impact of Hurricane Ian, Sweetwater is back to full functionality, operating ahead of pre-hurricane levels with latest harvests producing 30%+ THC flower potencies

Polk City Greenhouse Facility

- Existing ~25,000 sq. ft. greenhouse space with opportunity for additional expansion
- Produces high-quality CBD and THC oil

Rosa and Ruskin Facilities

- Rosa: ~16,000 sq. ft. facility with ~7,000 of canopy upon completion of construction
- Ruskin: ~25,000 sq. ft. facility with ~3,400 of indoor cultivation and ~21,000 of greenhouse; operations began February 2024



Pennsylvania



Pennsylvania

Summary

Key Market Figures

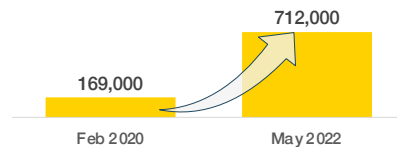
~12.8M
Population

Pennsylvania is the 5th most populous state with 12.8mm people and is one of the largest and fastest growing medical markets in the country

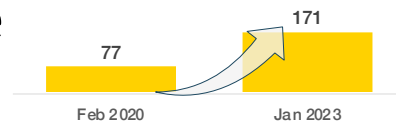
~\$1.2B
2022 Sales

2022 program sales were ~\$1.2B compared to ~\$1.3B for 2021⁽¹⁾

>4x Increase
In Patient Count⁽¹⁾



~120% Increase
In Open Dispensaries⁽¹⁾



(1) Source: BDSA, Canaccord Genuity, www.mpp.org

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Regulatory Overview

- 50 dispensary permits exist and each permit allows up to 3 locations per region (150 total) with a maximum of 5 permits per single owner (15 total)
- In May 2020, Harper Polling found that 62% of Pennsylvanian likely voters favor legalizing marijuana
- Pennsylvania Governor Tom Wolf and U.S. Senator John Fetterman have been outspoken in their support for legalizing marijuana to reduce the budget deficit resulting from the Covid-19 pandemic

Cansortium in Pennsylvania

- Cansortium holds one dispensary permit to operate in the south-central region of the state with operating dispensaries in Hanover, Mechanicsburg, and Annville



Texas



Texas

Summary

We are one of only three vertical license holders in the second most populous state in the country – significant potential for 1st mover advantage

Market dynamics are similar to Florida in 2016

Medicinal uses for cannabis include epilepsy, terminal cancer, autism seizures and multiple sclerosis. Recent Texas legislation adds PTSD to the list of qualifying conditions, enables DPS to expand the medical cannabis program, and raises THC levels to 1%

Existing cultivation facility in Schulenburg, TX with the right to expand up to 400,000 sq. ft.

- 1,300 sq. ft. of cultivation space in climate and humidity-controlled C-containers
- Includes 1,920 sq. ft. of flowering canopy over 2 levels

Recent Highlights:

- Recorded first B2B sale in TX in Q2 2023
- Hired a President and dedicated team to run state operations
- Completed first sale of THC in April 2023
- Implemented an advertising campaign to build awareness for new patients
- On track to open the Company's first delivery center in Houston, TX

Investment Highlights

OPERATIONAL IMPROVEMENTS HAVE TRANSLATED TO DRAMATICALLY IMPROVED FINANCIAL PERFORMANCE

<i>In million of dollars</i>	2022	2023	YoY%
Total Revenue	\$87.7	\$97.3	11%
Adjusted EBITDA ⁽¹⁾	\$25.1	\$27.2	8%

CANSORTIUM IS CAPITALIZING ON THIS SUCCESS AND PLAYING OFFENSE

- Sixth largest dispensary/retail footprint in Florida, which has one of the country's largest state medical cannabis programs
- Investing to expand Florida's cultivation and dispensary network, and recently increased retail operations in Pennsylvania
- First-mover advantage in Texas provides high-value optionality
- Seeking strategic partnerships to accelerate near-term growth opportunities

⁽¹⁾ Adjusted EBITDA is a non-IFRS financial measures that does not have any standardized meaning prescribed by IFRS and may not be comparable to similar measures presented by other companies.

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we **speak** cannabis

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