

FLUENT

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

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- This presentation refers to non-IFRS financial measures, such as “EBITDA”, “Adjusted EBITDA” and “EBITDA margin”, as defined below. The management of the Company believes that these non-IFRS financial measures in addition to conventional measures prepared in accordance with IFRS provides information that is helpful to understand the results of operations and financial condition of the Company. The objective is to present readers with a view of the Company from management’s perspective by interpreting the material trends and activities that affect the operating results, liquidity, and financial position of the Company. These measures are not necessarily comparable to similarly titled measures used by other companies. “EBITDA” is earnings before interest, taxes, depreciation and amortization. “Adjusted EBITDA” is equal to net income (loss), plus (minus) interest expense (income) and finance transactions costs, plus depreciation, and amortization, plus (minus) loss (gain) on disposal of capital assets, plus (minus) loss (gain) on foreign exchange, plus (minus) unrealized loss (gain) on embedded derivatives, plus (minus) certain one-time non-operating expenses, as determined by management. “EBITDA margin” is equal to EBITDA divided by revenue.



CANSORTIUM INC IS A VERTICALLY-INTEGRATED
CULTIVATOR, PROCESSOR, FORMULATOR, AND
RETAILER OF **PREMIUM CANNABIS PRODUCTS**
CURRENTLY OPERATING IN FLORIDA,
PENNSYLVANIA AND TEXAS AS **FLUENT CANNABIS**,
AS WELL AS IN MICHIGAN THROUGH ITS
IN-MARKET PARTNER

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

WE **SPEAK** CANNABIS

MANAGEMENT



ROBERT BEASLEY

CEO

Robert Beasley, a native Floridian, co-founded the law firm of Litvak, Beasley Wilson & Ball in 2001. As a consultant, Robert has advised multiple parties to obtain cannabis licenses and create related financing facilities in Florida, Oregon, California, and Washington, D.C.

Also, Robert has participated in the design and construction of five cannabis cultivation and processing facilities, served as Board of Manager of the leading independent cannabis physician clinic group in Florida, and participated in the legislative and rulemaking process related to Florida's Compassionate Medical Cannabis Act. In 2016 Robert contributed to the Florida Medical Marijuana Legalization Initiative, also known as Amendment 2.

MANAGEMENT



HENRY BATIEVSKY
CHIEF PRODUCTION OFFICER

Co-founded Consortium Holdings in 2015 after a successful career in law and real estate development. Previously co-founded Habitribe, LLC, a national residential redevelopment firm. 20-year real estate development career bringing over two million square feet of multi-family housing and commercial properties to the market. Former tax attorney at international law firm Paul, Weiss, Wharton, Rifkind & Garrison LLC, focused on major corporate mergers and acquisitions.



TODD BUCHMAN
CHIEF LEGAL OFFICER

Todd Buchman is the Chief Legal Officer of Consortium. He brings nearly 20 years of general corporate and M&A practice to Consortium, having previously served as Associate General Counsel and Senior Vice President of Sun Capital Partners, Inc., and as a corporate and securities attorney for Morgan, Lewis & Bockius LLP in Philadelphia. Todd received a BA from the University of Florida, and his JD from the Dickinson School of Law of the Pennsylvania State University.



SAMANTHA SENNE
EXECUTIVE VP OF OPERATIONS

Samantha joined Consortium after a career with broad public sector policy, administrative and corporate experience. Ms. Senne is considered an expert in health care policy having worked at the Florida Agency for Health Care Administration (AHCA) for 4 years. During her time at AHCA, Samantha worked as a Policy Chief on matters ranging from health care appropriations to policy issues in both the Division of Medicaid and the Division of Health Quality Assurance.



MARCOS PEDREIRA
CHIEF FINANCIAL OFFICER

Marcos is a Certified Public Accountant and Certified Internal Auditor with a Master's in Business Administration with nearly 20 years of progressive international experience on accounting and finance and extensive expertise in financial planning and reporting and internal controls. Before joining Consortium, Marcos worked at the Campbell Soup Company for eight years as Assistant Controller and Senior Director of Finance and worked at PricewaterhouseCoopers for seven years.

BOARD OF DIRECTORS



NEAL HOCHBERG
EXECUTIVE CHAIRMAN

Mr. Hochberg is Vice President of Charles River Associates. Before that, he was the Senior Managing Director and Vice Chairman of the FTI Consulting segment. For the last 28 years, he has focused on accounting, forensic investigations, and resolutions of complex economic and financial disputes. His career includes service as a forensic and litigation partner at two of the Big Four accounting firms. Currently, Mr. Hochberg is serving as the project delegate to the World Economic Forum's Partnering Against Corruption Initiative and recently completed an engagement as a Compliance Consultant in a multi-year deferred prosecution agreement.



ROGER DAHER
BOARD MEMBER

Roger Daher is a pharmacist and current owner/partner of eight (8) pharmacies in Ontario. He has worked in the pharmacy industry for 33 years and been a licensed pharmacist for 30+ years. For the past 20 years, Roger has expanded his pharmacy ownership to eight Ontario pharmacies, seven of which are Pharmasave Pharmacies. Roger has also been a member of the Pharmasave Ontario board of directors, as well as chair of the Finance and Audit committee for the past ten years. Roger is also an Independent Director on several Boards, this list includes Fountain Asset Corp, Aumento VII and Skyscape capital (chairman). All of these companies are public trading companies on the TSXV.



DAVID ABRAMS
BOARD MEMBER

Mr. Abrams is a seasoned executive with thirty years of private equity, investment banking and capital markets experience at Credit Suisse and Apollo Global Management. In addition to his career in the financial services industry, David is the Chief Investment Officer for Harris Blitzer Sports and Entertainment which owns the Philadelphia 76ers, the New Jersey Devils and Crystal Palace. F.C. David is a member of the Board of Directors of Norwegian Cruise Lines (NYSE:NLCH). David from the Wharton School of Business at the University of Pennsylvania with a B.S. in Economics.



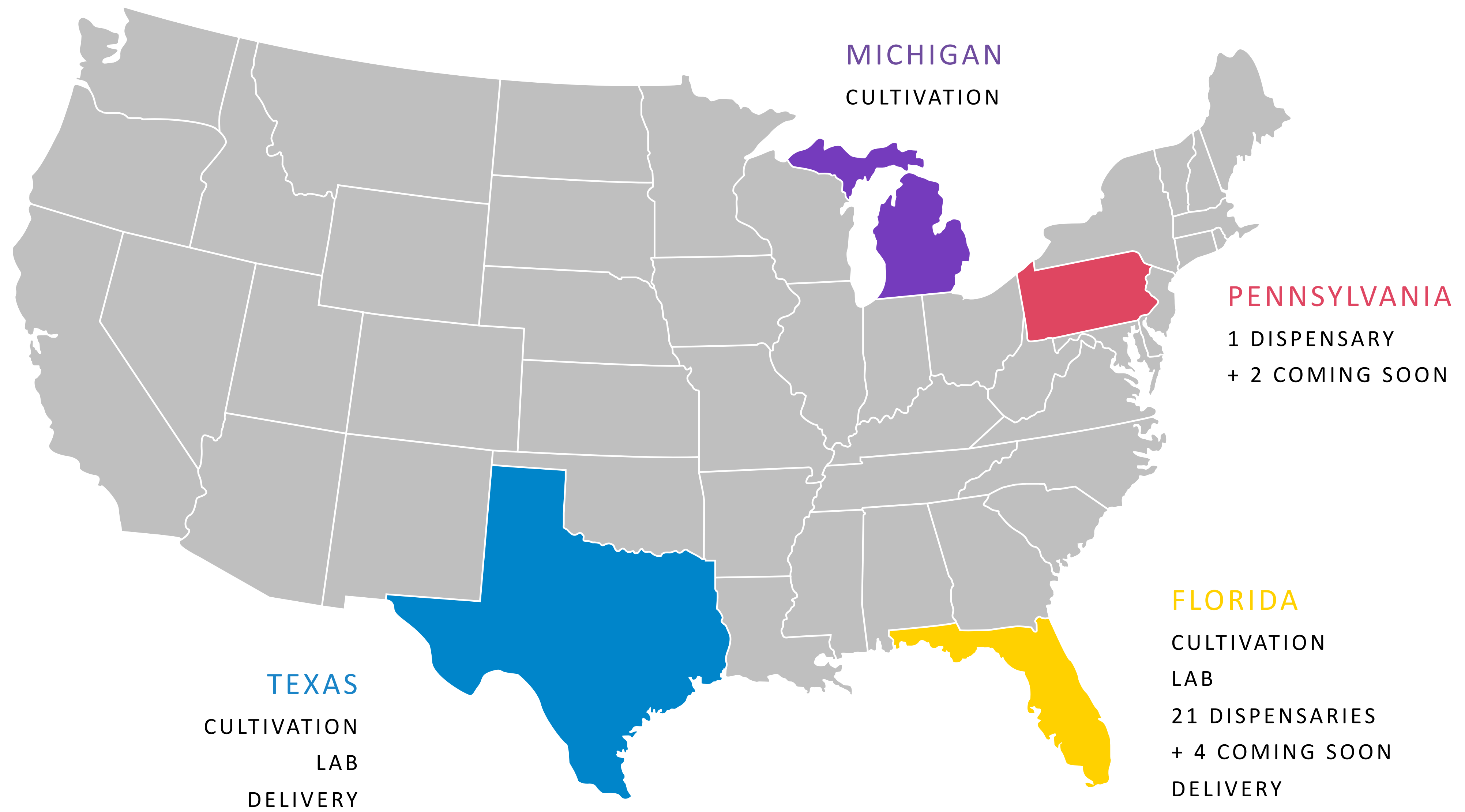
JOHN MCKIMM
BOARD MEMBER

Mr. McKimm's experience spans over 35 years serving as a director and an officer of many public and private companies, providing his operations, investment banking, and corporate finance expertise. Mr. McKimm possesses in-depth knowledge in dealing with emerging and growing companies, having personally identified, negotiated, and executed more than 150 individual mergers, acquisitions, and financing transactions.



COMPANY HIGHLIGHTS





FLUENT REACH

330+
EMPLOYEES

120,000+
CUSTOMERS

22
OPERATING DISPENSARIES

6
FUTURE DISPENSARIES

FLUENT



FINANCIAL HIGHLIGHTS

2019-2020

+117%

Revenue growth in Q2 2020
vs. same period prior year

\$2.7 M

Adjusted EBITDA
Q2 2020

<i>In million of dollars</i>	ACTUAL 2019	ACTUAL Q1-2020	ACTUAL Q2-2020
Total revenue	\$ 28.5	\$ 10.2	\$ 13.2
Adjusted gross profit ⁽¹⁾	\$ 17.9	\$ 6.5	\$ 8.7
Adjusted gross margin ⁽¹⁾	62.8%	64.0%	65.5%
EBITDA ⁽¹⁾	\$ (35.7)	\$ (5.3)	\$ 3.7
Adjusted EBITDA ⁽¹⁾	\$ (6.9)	\$ 0.7	\$ 2.7

⁽¹⁾ Adjusted gross profit, adjusted gross margin, EBITDA and Adjusted EBITDA are non-IFRS financial measures that do not have any standardized meaning prescribed by IFRS and may not be comparable to similar measures presented by other companies.

CONSOLIDATED SALES JULY 2019 – JUNE 2020



2020 HIGHLIGHTS

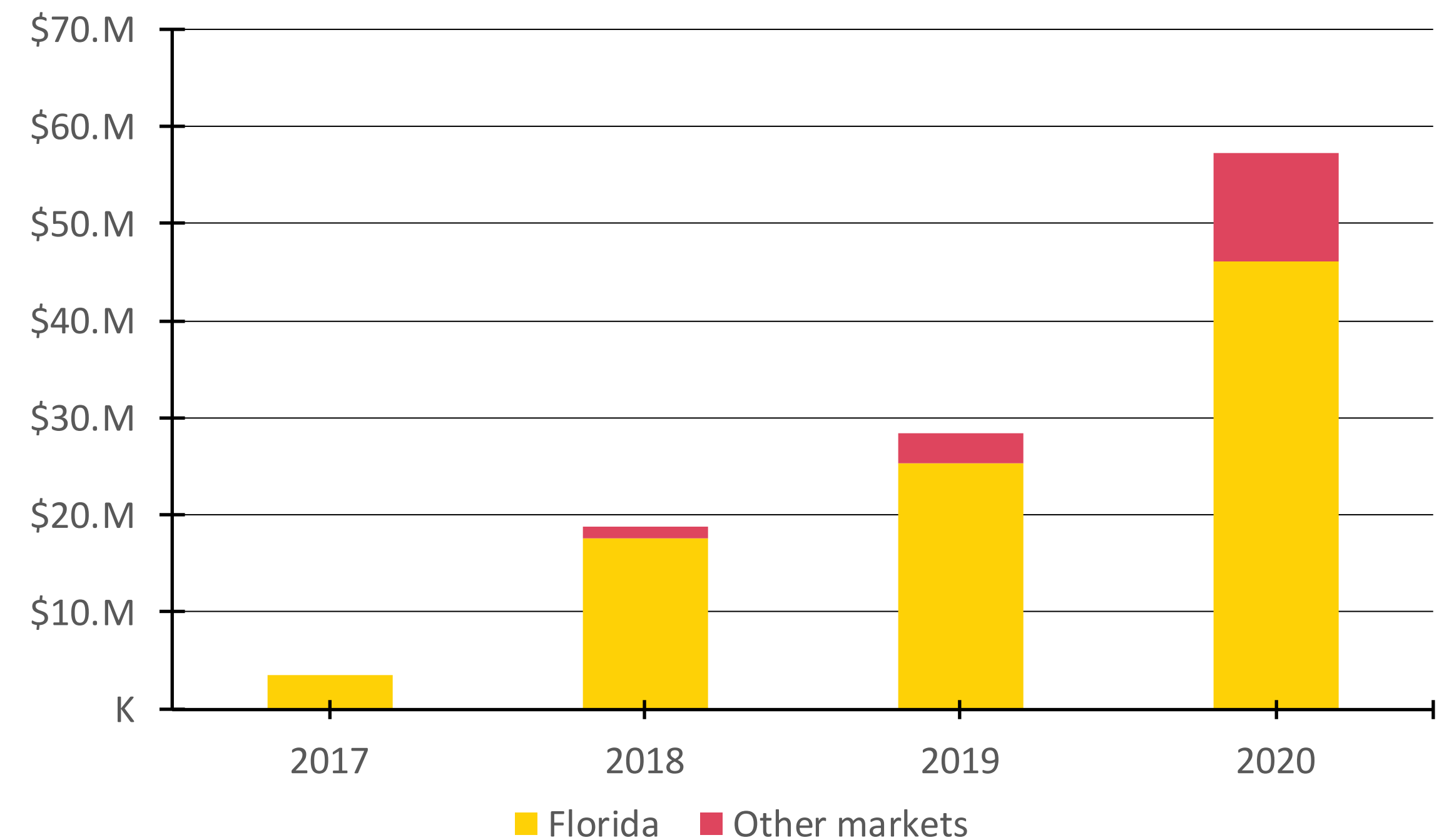
PROJECTED

Selected financial highlights for six months through June 30, 2020

- Consolidated revenues of \$23.4 million
- Adjusted EBITDA of \$3.3 million

2020 full year projection

- Consolidated revenues in the range of **\$55 to \$60 million** with revenues of at least \$45 million for Cansortium's Florida operations with additional revenue from the Michigan, Pennsylvania and Texas markets
- Adjusted EBITDA of more than \$15 million



+\$55M to \$60M

2020 projected revenue

FLORIDA

SUMMARY

VERTICALLY INTEGRATED LICENSE

21 OPEN DISPENSARIES

4 in process, expected to open by the end of 2020

TAMPA - CULTIVATION AND PROCESSING:

- 22,000 sq. ft. of indoor cultivation / 7,000 sq. ft. of production and administrative space
- Includes 20,160 sq. ft. of flowering canopy over 6 levels
- Newly added:
 - Mother building: 2,436 sq. ft
 - Grow Trailers: 3,200 sq. ft
 - Total: 5636 sq. ft

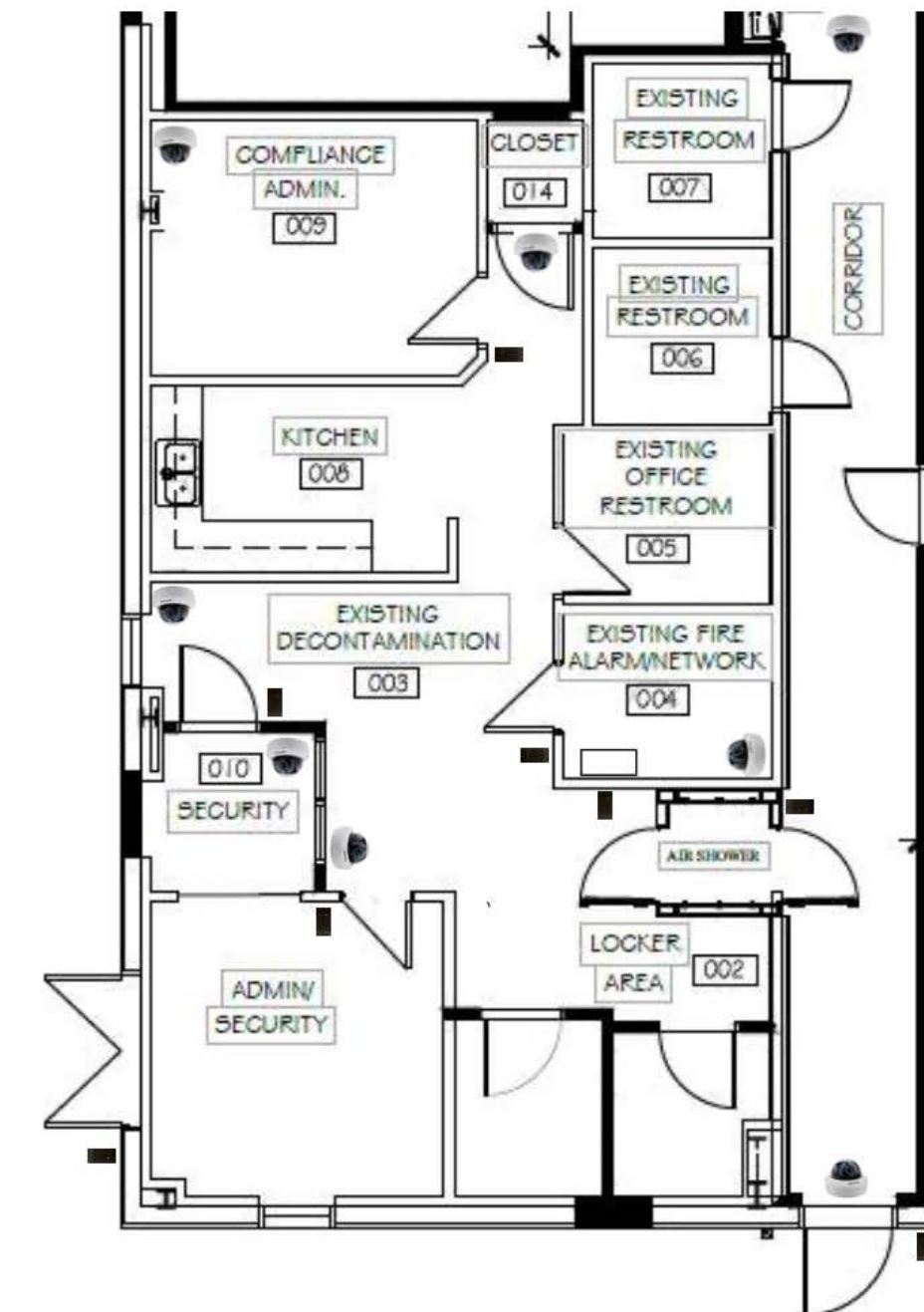
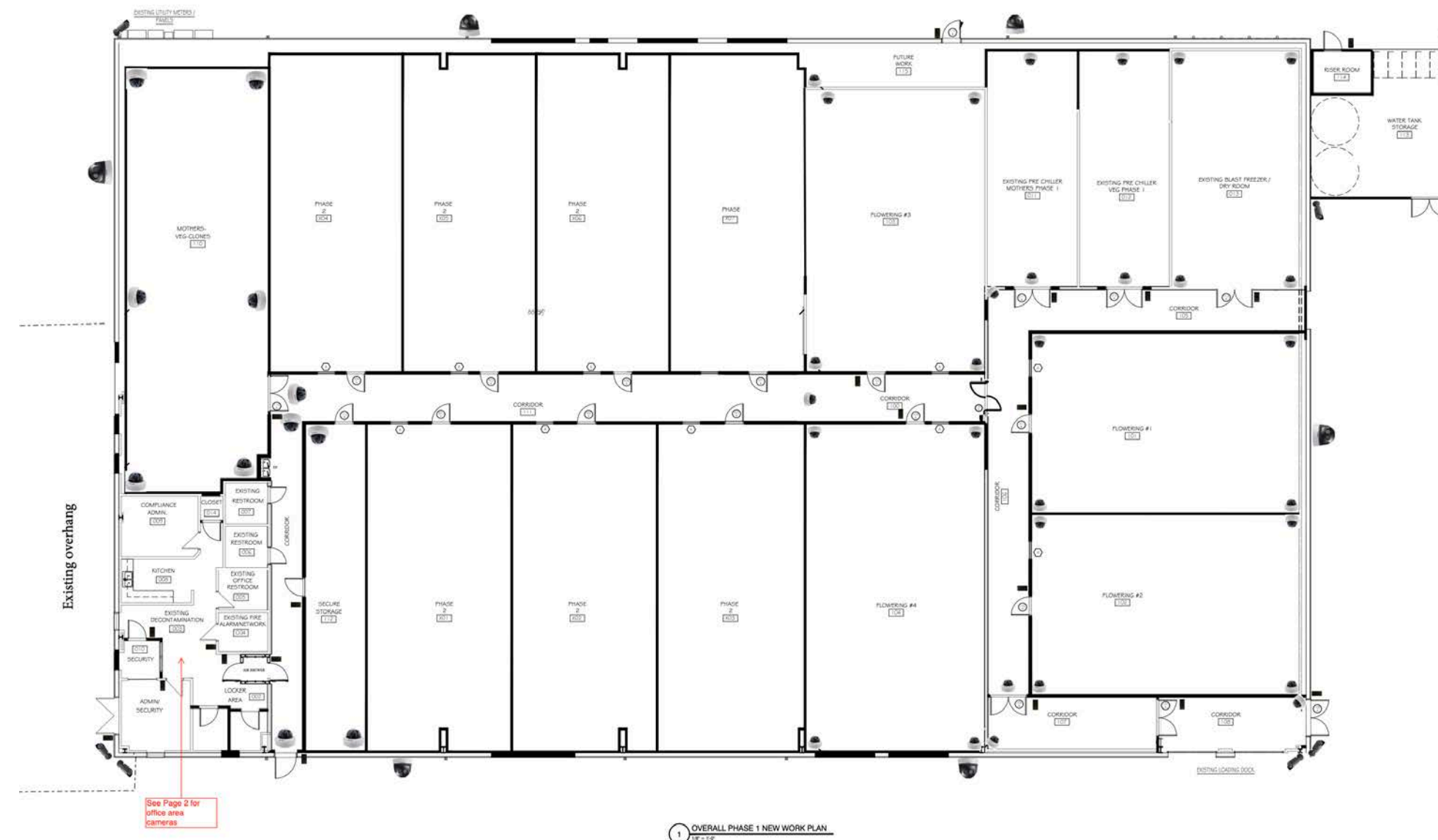


FLORIDA

ZOFLO SPRINGS FACILITY

ZOLFO SPRINGS - CULTIVATION AND PROCESSING:

- 26,000 sq. ft facility with indoor cultivation, production and administrative space
- Expected to commence operations during the fourth quarter of 2020



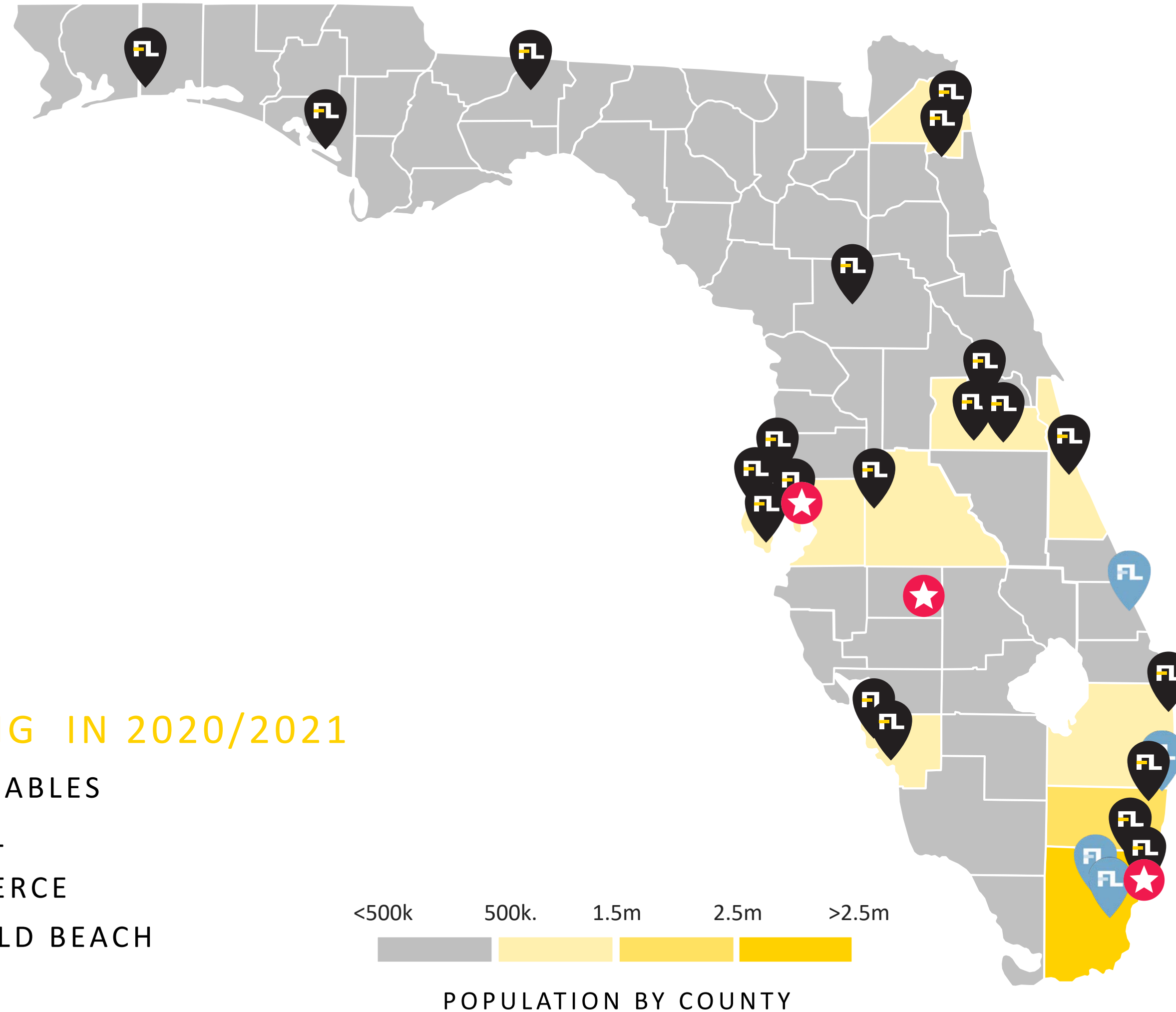
FLORIDA

SERVING CUSTOMERS IN

DOWNTOWN ORLANDO
EAST ORLANDO
TAMPA
CLEARWATER
ST PETERSBURG
NORTH MIAMI BEACH
JACKSONVILLE (SAN JOSE)
JACKSONVILLE (ATLANTIC BEACH)
CUTLER BAY
LAKE WORTH
CASSELBERRY
NEW PORT RICHEY
CAPE CORAL
FORT MYERS
GAINESVILLE
PANAMA CITY
FORT WALTON BEACH
TALLAHASSEE
MELBOURNE
LAKELAND
CORAL SPRINGS

COMING IN 2020/2021




CORAL GABLES
KENDALL
FORT PIERCE
DEERFIELD BEACH



OPERATIONS

HEADQUARTERS
TAMPA FACILITY
(GROW + LAB + DIST)
ZOLFO SPRINGS FACILITY
(GROW + LAB)



-  CURRENT DISPENSARIES
-  FUTURE DISPENSARIES
-  CULTIVATION / OPERATIONS

PENNSYLVANIA

SUMMARY

Approximately 200,000 registered patients in Pennsylvania

Licensed to operate in the south-central region of the state (Region 3)

Existing dispensary in Hanover with 2 more dispensaries anticipated to be opened by the first quarter of 2021

Online store launched 09/14/2020:

- 16.34%* revenue increase (1st week)
- 95.9%* increase in new patients (1st week)
- 19,5%* of total revenue (1st week)



(*) Based on last previous three weeks average.

MICHIGAN

SUMMARY

Approximately 300,000 registered patients in Michigan

Class C Cultivation Licenses first awarded in 2019, pre-qualification status to receive a processor license and a retail license to open up to 8 retail locations

Medical licenses issued. Adult Use licenses anticipated to be issued by the end of September 2020

Current outdoor facility is an 8.5-acre parcel in Arlington Township which includes a 3,500 sq. ft drying and packaging facility

Current year crop with approximately 5,500 plants underway with harvest in the fourth quarter of 2020



TEXAS

SUMMARY

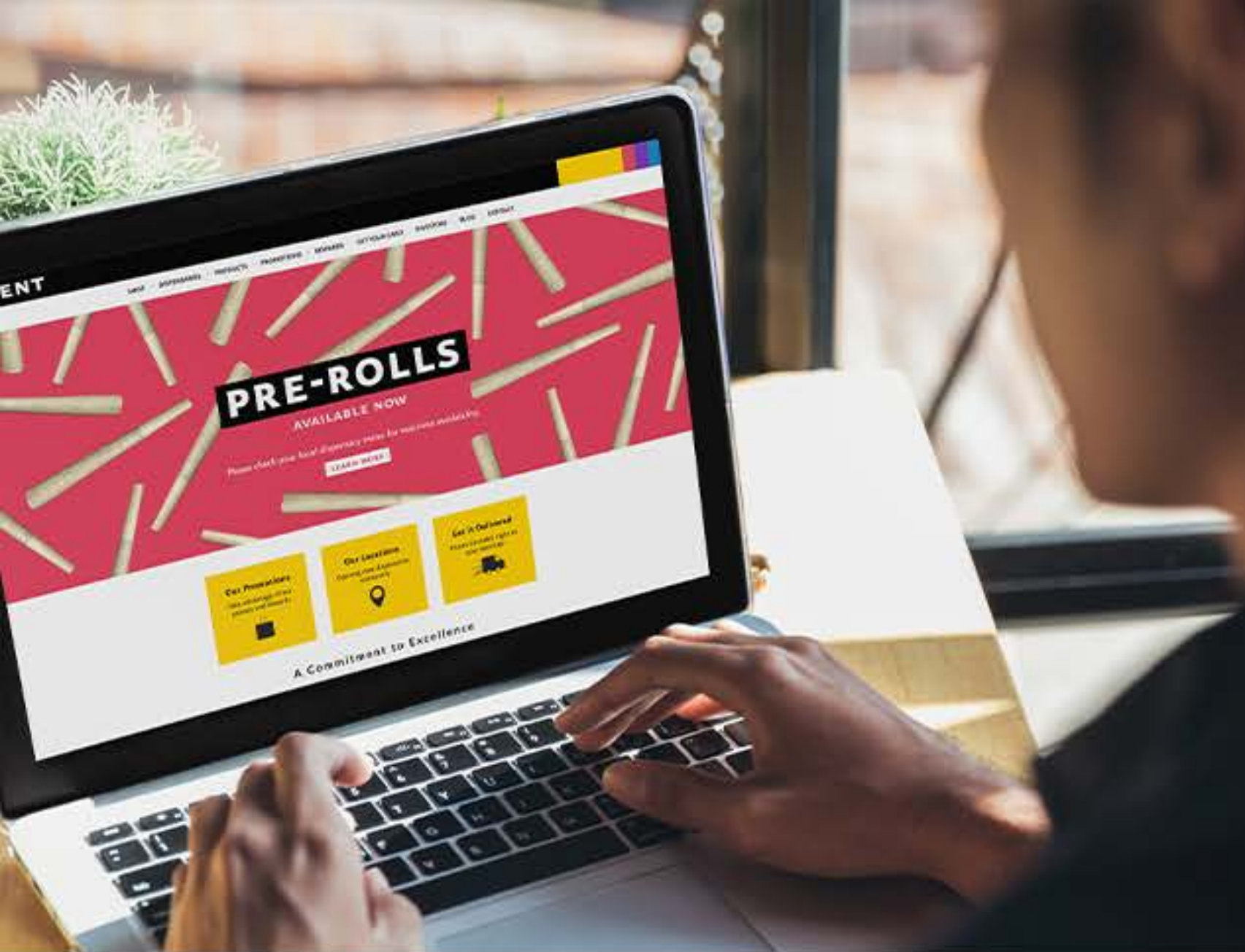
Vertically integrated license (1 of only 3 in Texas) and in May 2019, the TX legislature expanded the medicinal uses for cannabis to include epilepsy, terminal cancer, autism seizures and multiple sclerosis.

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

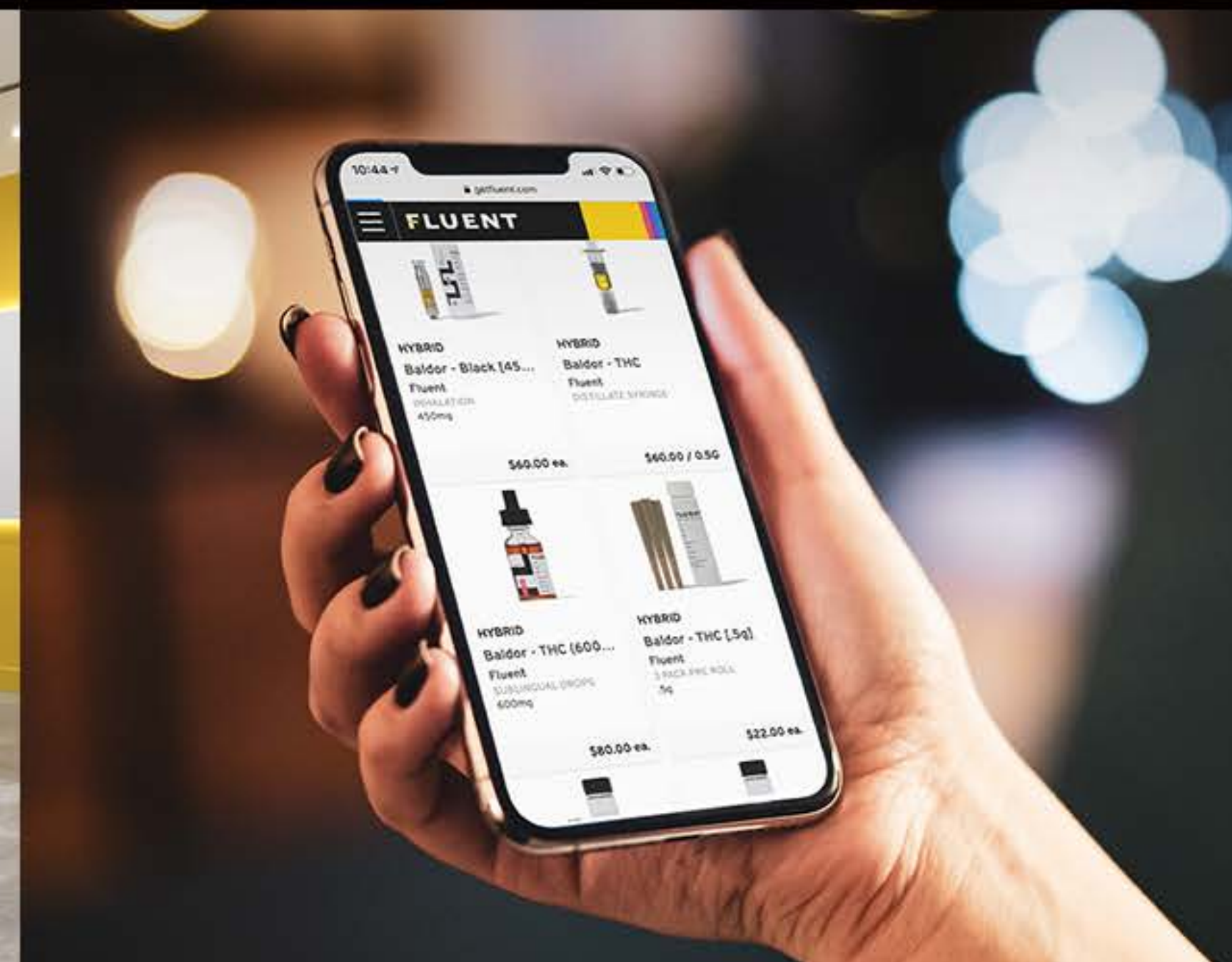
- 1,300 sq. ft. of cultivation space in climate and humidity-controlled C-containers
- Includes 1,920 sq. ft. of flowering canopy over 2 levels

Currently regulations only allow for home delivery.





DIGITAL READY



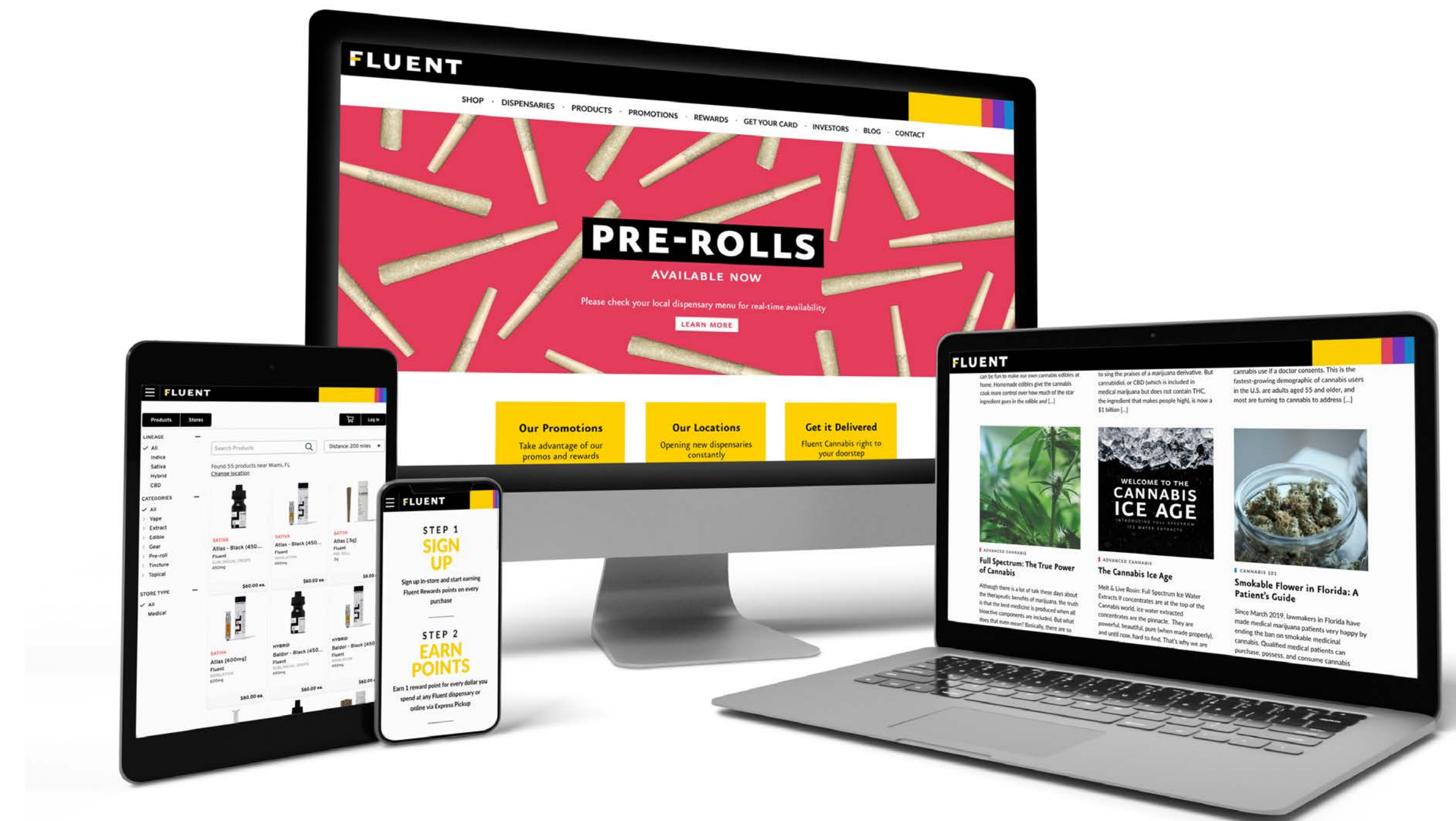
STRONG DIGITAL FOOTPRINT

GETFLUENT.COM

- Best-in-state website design and online sales conversion rate for all Florida MMTCs
- Top 3 in online website traffic for all Florida MMTCs
- 200% increase in website visits year-over-year

MOBILE READY

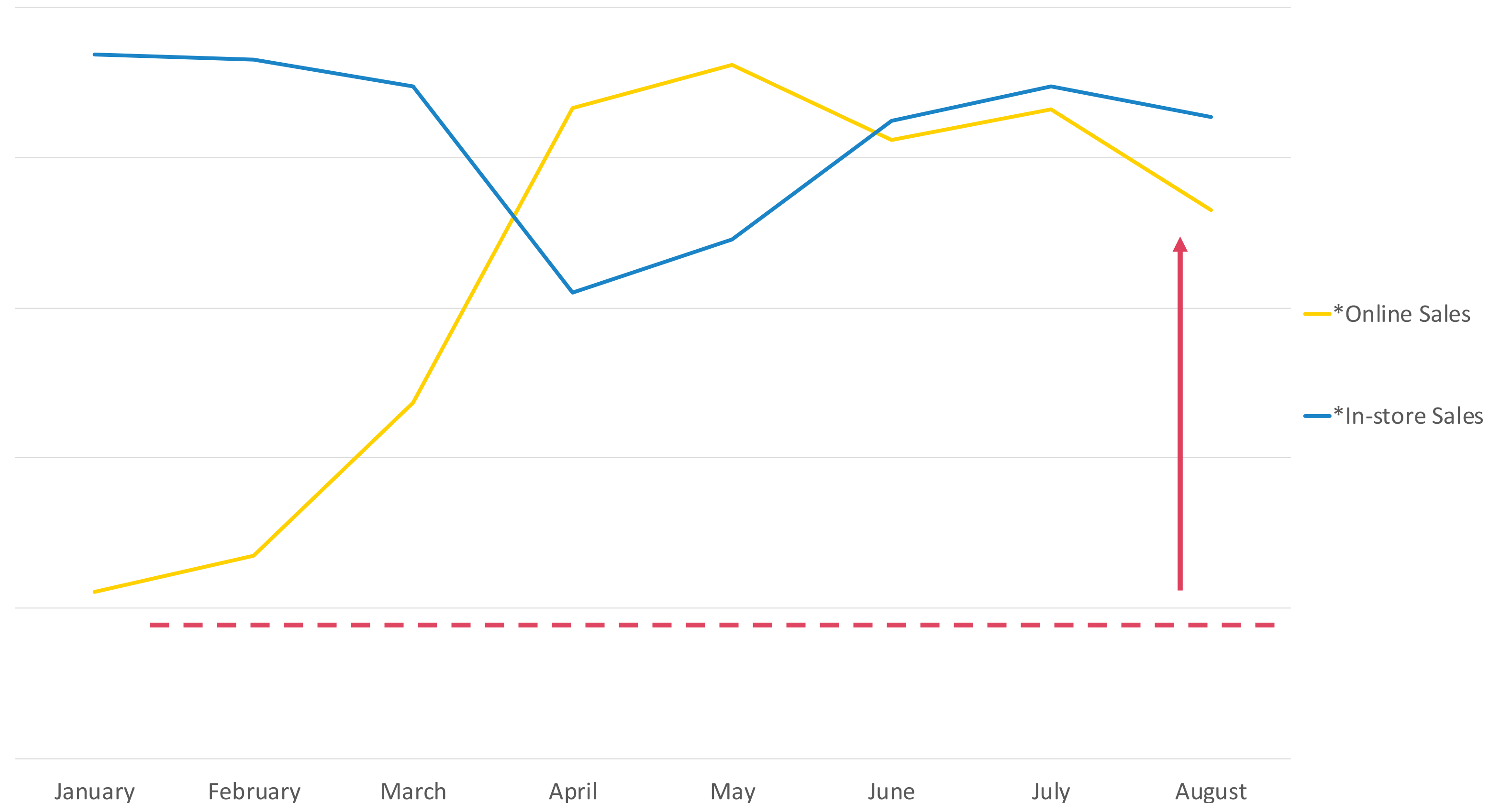
- Mobile traffic: 82%
- Responsive website for optimal mobile experience



COVID-19 READY

- Express Pick-Up incentives to reduce walk-ins
- Curbside Pick-Up and Drive-Thru lanes helped bridge the gap for our in-store customers
- Increased cleaning procedures and employee re-training to adjust to the new expectations

A 150%+ increase in online sales has powered our growth through 2020



*Numbers based solely on Florida market

THE FLUENT PRODUCTS



FLUENT's range of cannabis products includes whole flower, pre-rolls, solventless extracts, CO2 extracted oil cartridges, concentrates, capsules, suppositories, sublingual drops, and topicals.

FLUENT BLACK LINE

- High-potency THC products with Native Terpenes
- Developed in-house from formulation to brand
- Most successful non-flower line with 35.3% of total revenue in 2020*



*Numbers based solely on Florida market

FLUENT MOODS

- High-potency THC enhanced with natural flavors
- Developed in-house from formulation to brand
- Released in September 2020 with the most highly ranked reviews from Fluent Lab customers
- New Moods releases planned for October 2020



*Numbers based solely on Florida market

FLUENT GELS

- Edibles will hit the Fluent stores in October*
- 10 mg Gels in 10 and 20 units presentation
- Marketing teasers will go out 1st week of October

*Numbers based solely on Florida market



GEL-O THERE!



THC-INFUSED EDIBLES ARE COMING SOON
TO A FLUENT DISPENSARY NEAR YOU

INNOVATION READY

TECHNOLOGY AND DATA-DRIVEN FOCUS

- Solid digital ecosystem for customer acquisition
- Ready to escalate digital channels

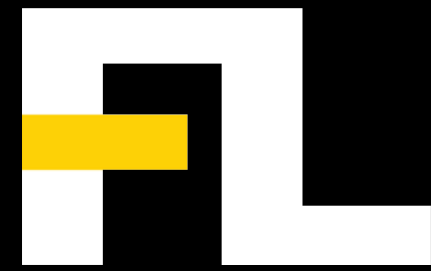
NEW PRODUCT LINES COMING SOON, INCLUDING:

- Flavored concentrates
- Edibles

FLUENT LAB

- Limited releases for loyal customers to test new products and strains
- Only for Fluent Rewards Members





THANK YOU

Robert Beasley
CEO

GET FLUENT

