

FLUENT

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

disclaimer

GENERAL

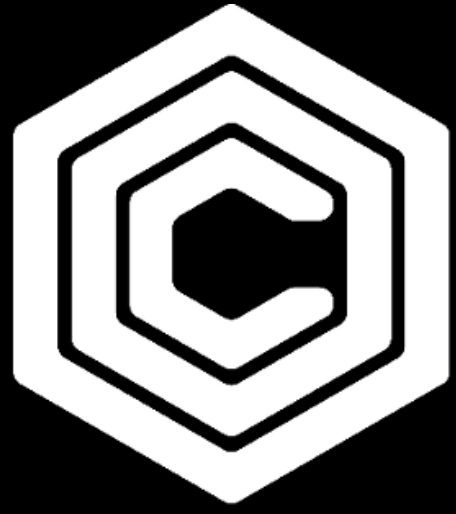
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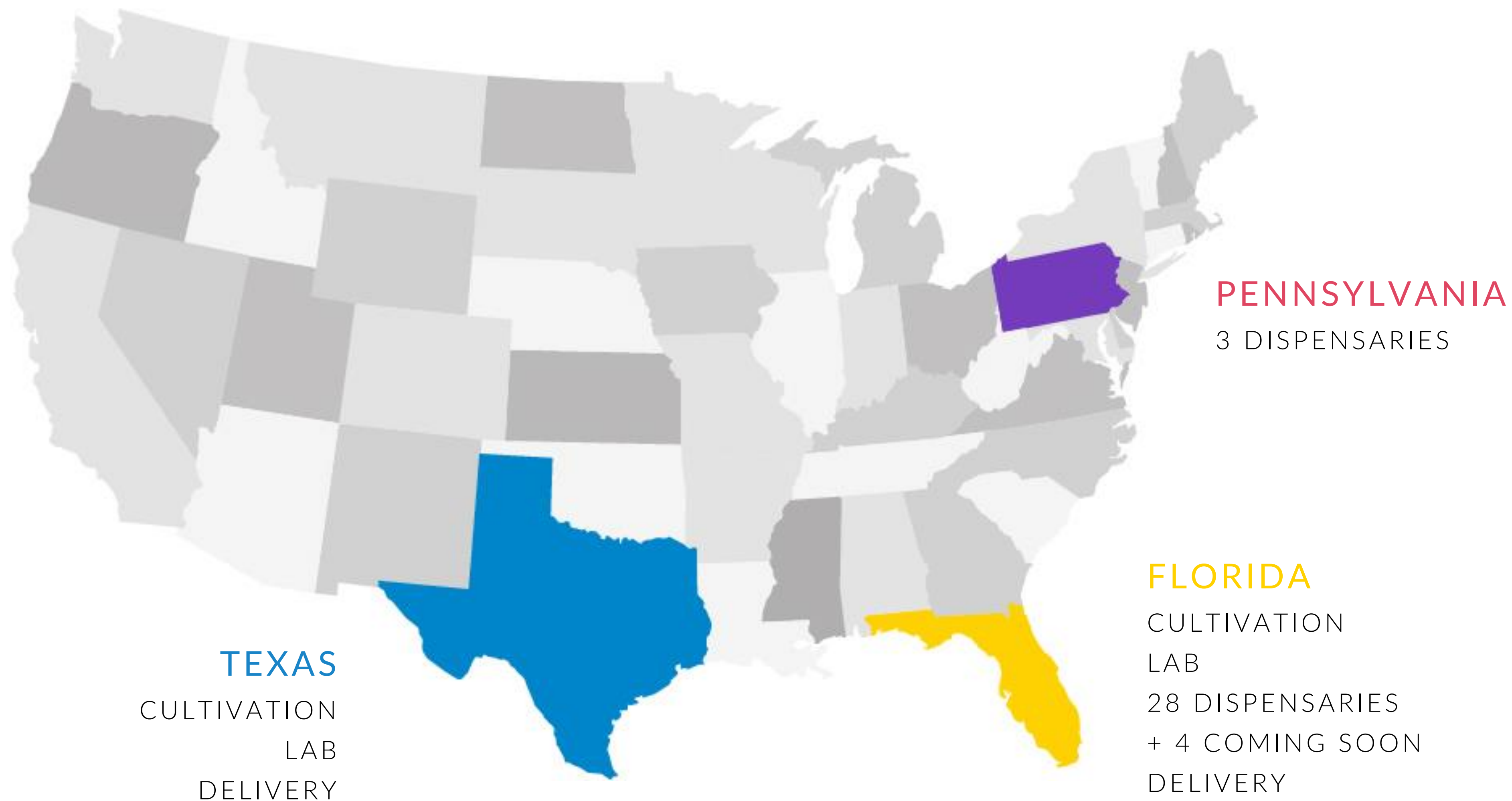
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cansortium inc is a vertically-integrated cultivator, processor, formulator, and retailer of **premium cannabis products** currently operating in florida, pennsylvania and texas under the **fluent** brand

Operational Footprint

Valuable Assets in Attractive U.S. Markets



Financial Highlights

Q3 2022

+140%

Adj. EBITDA growth
vs. prior year

\$85M-\$90M

Projected Revenue
2022

\$28M+

Projected Adj. EBITDA
2022

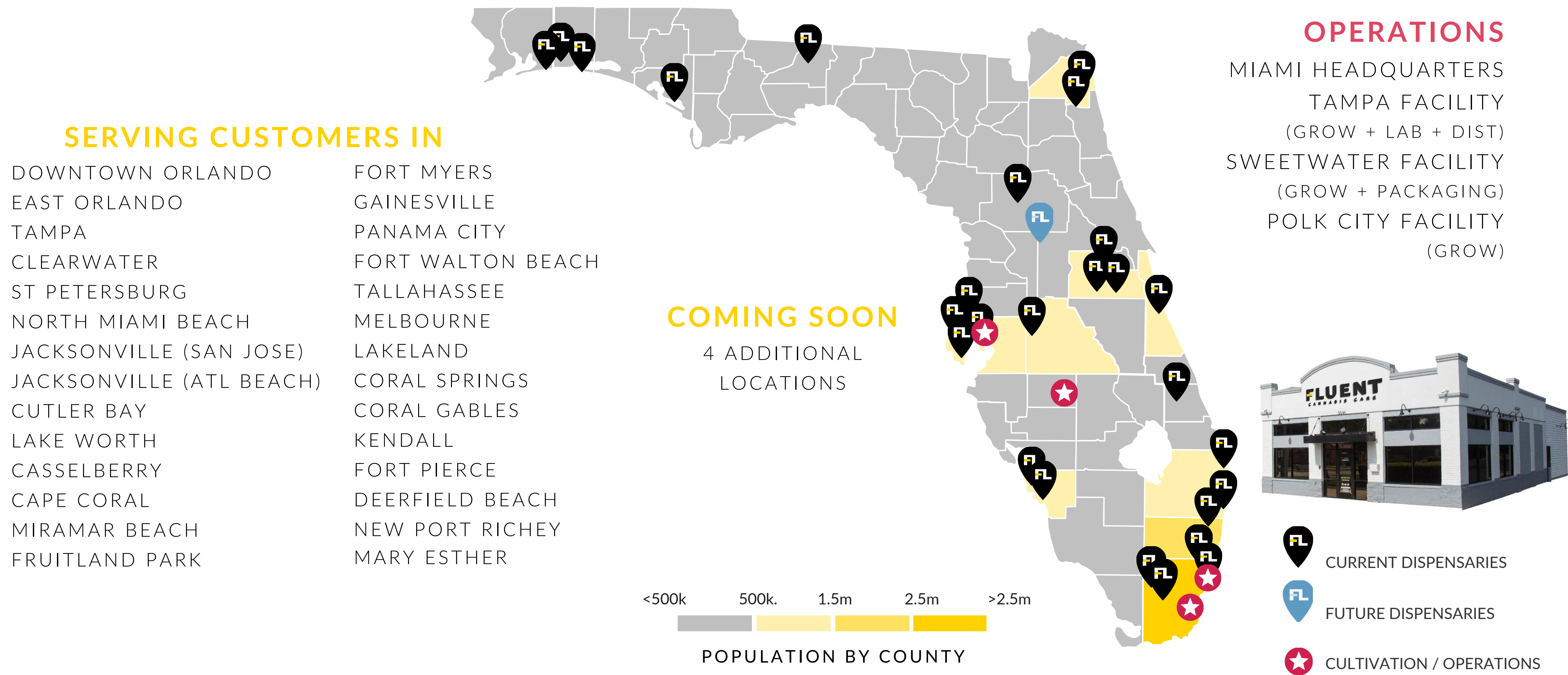
(\$ in millions)	Q3 2021	Q3 2022	YoY%
Total Revenue	\$ 15.6	\$ 22.1	42%
Adjusted EBITDA ⁽¹⁾	\$ 4.9	\$ 11.7	140%

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

Florida



Deep Vertical Footprint



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

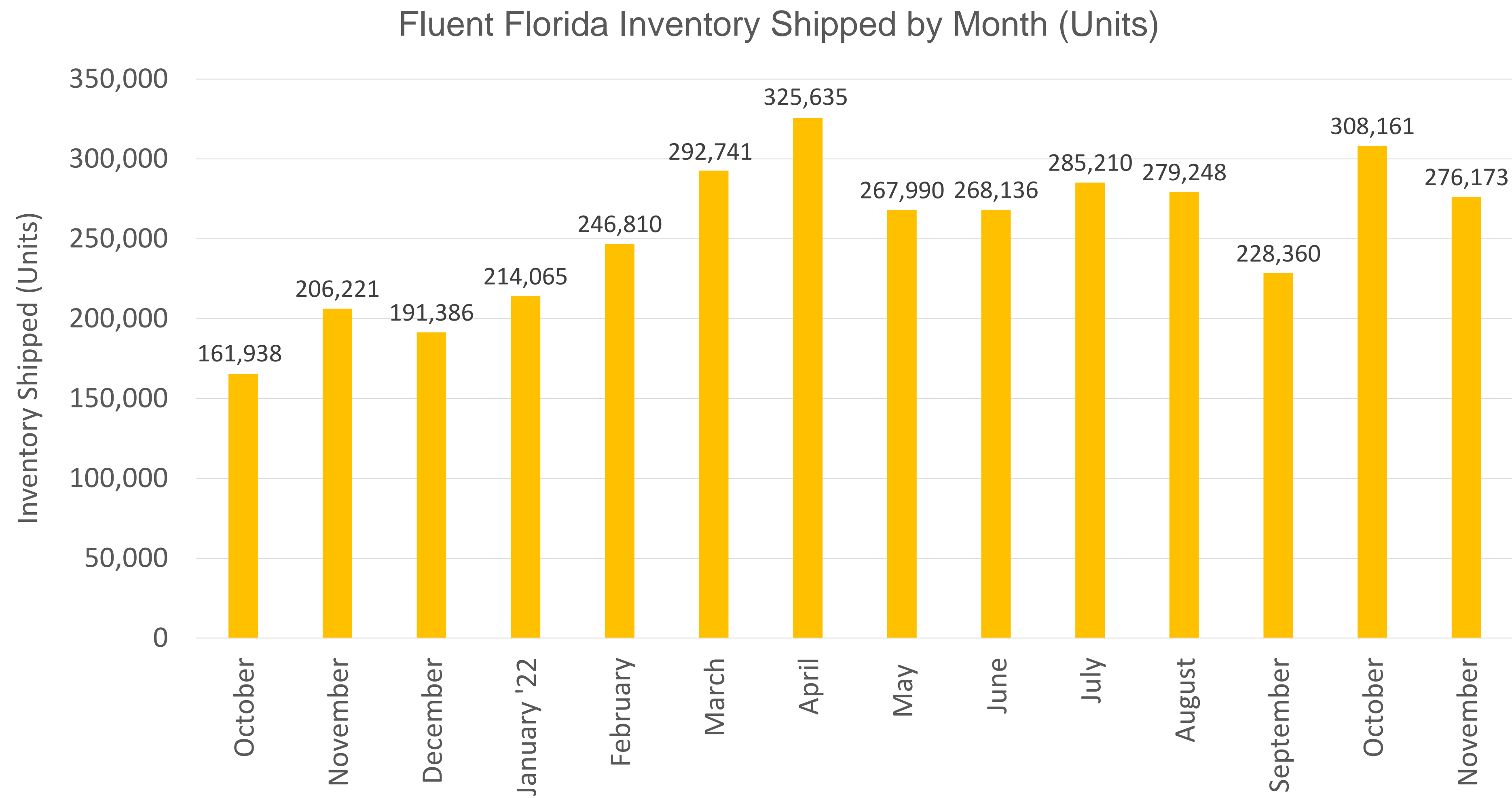
- 26,000 sq. ft. indoor cultivation, production and administrative space with ~15,400 sq. ft. of indoor flowering canopy across 11 grow rooms.
- Additional ~40,000 sq. ft. greenhouse

Polk City Greenhouse Facility

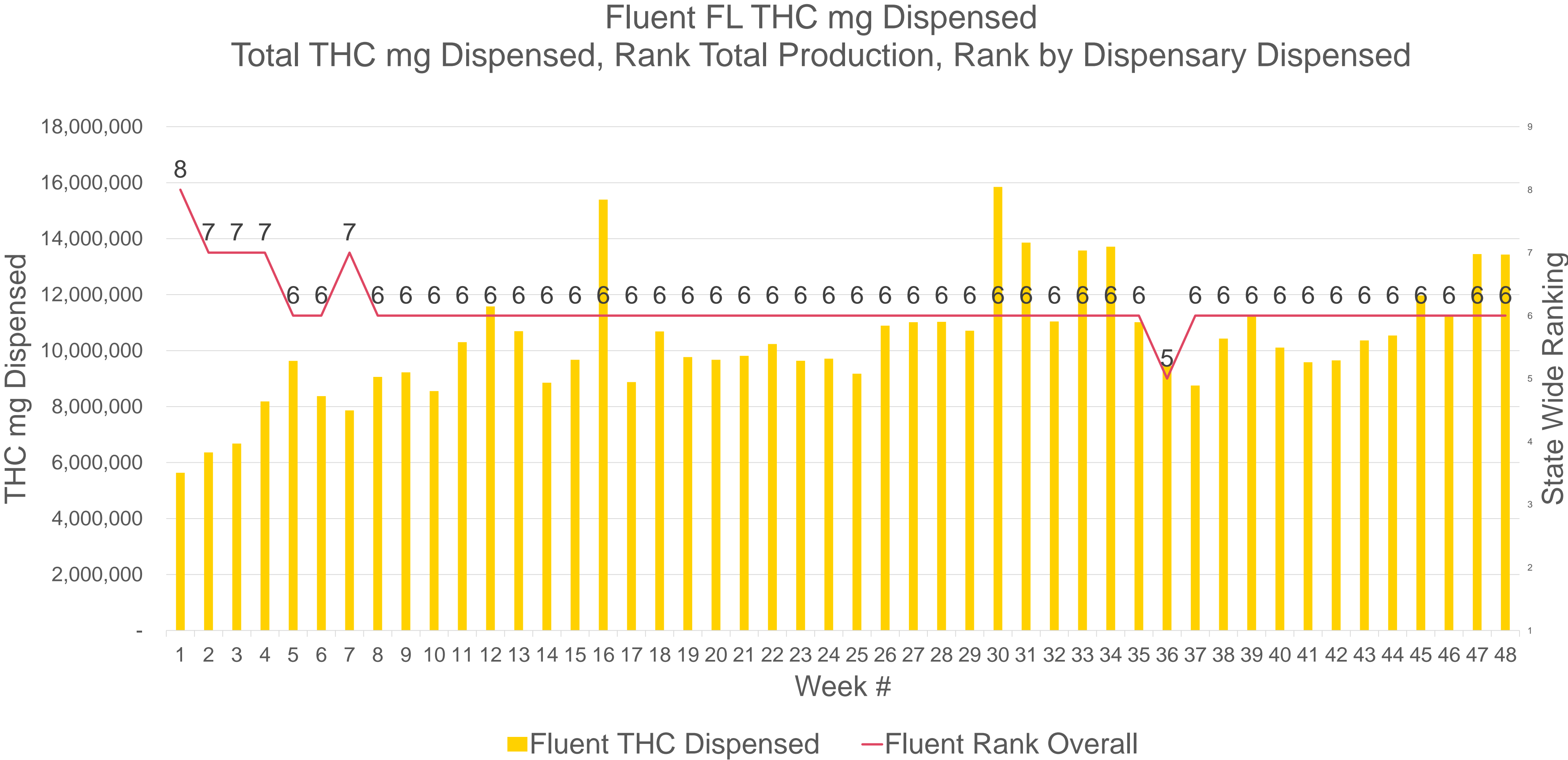
- Existing ~25,000 sq. ft. greenhouse space with opportunity for additional expansion
- Produces high-quality CBD and THC oil



Recent Operational Highlights

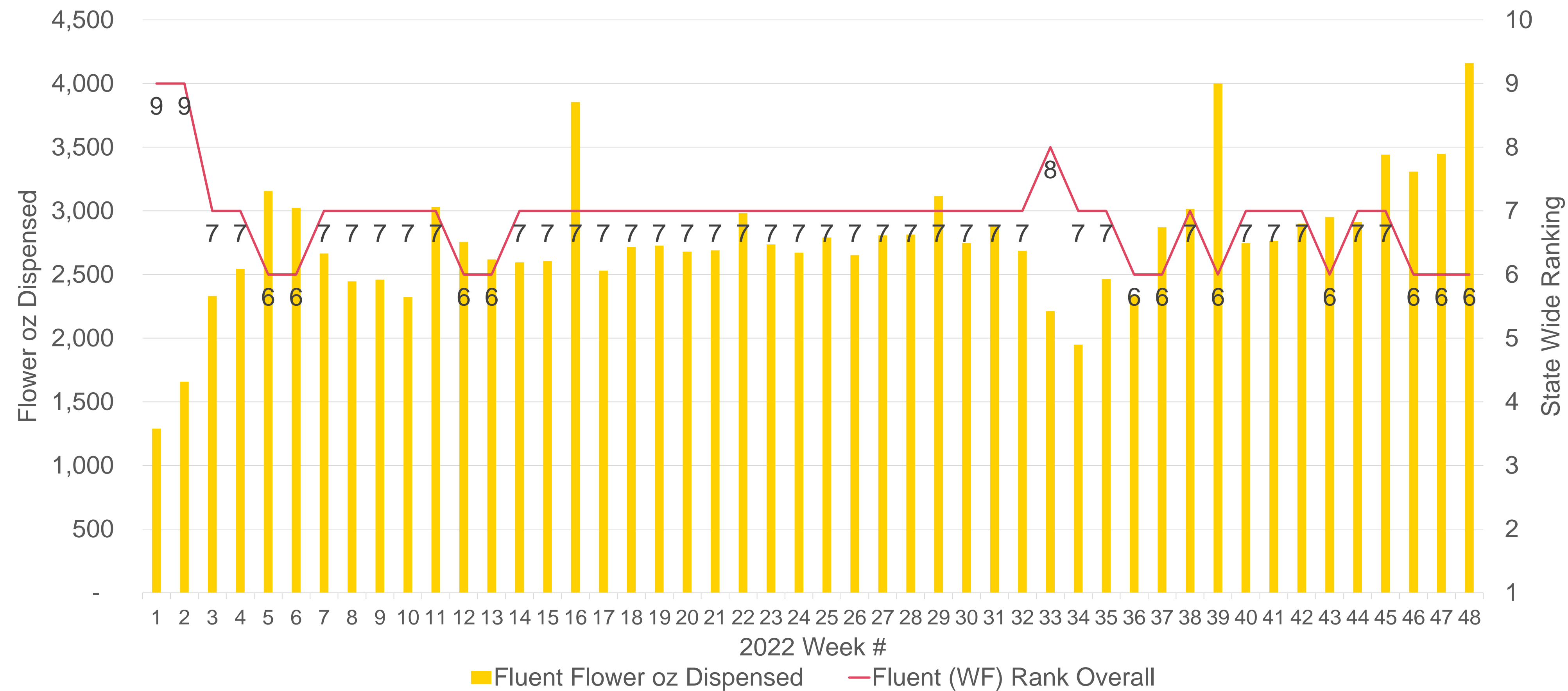


Recent Operational Highlights



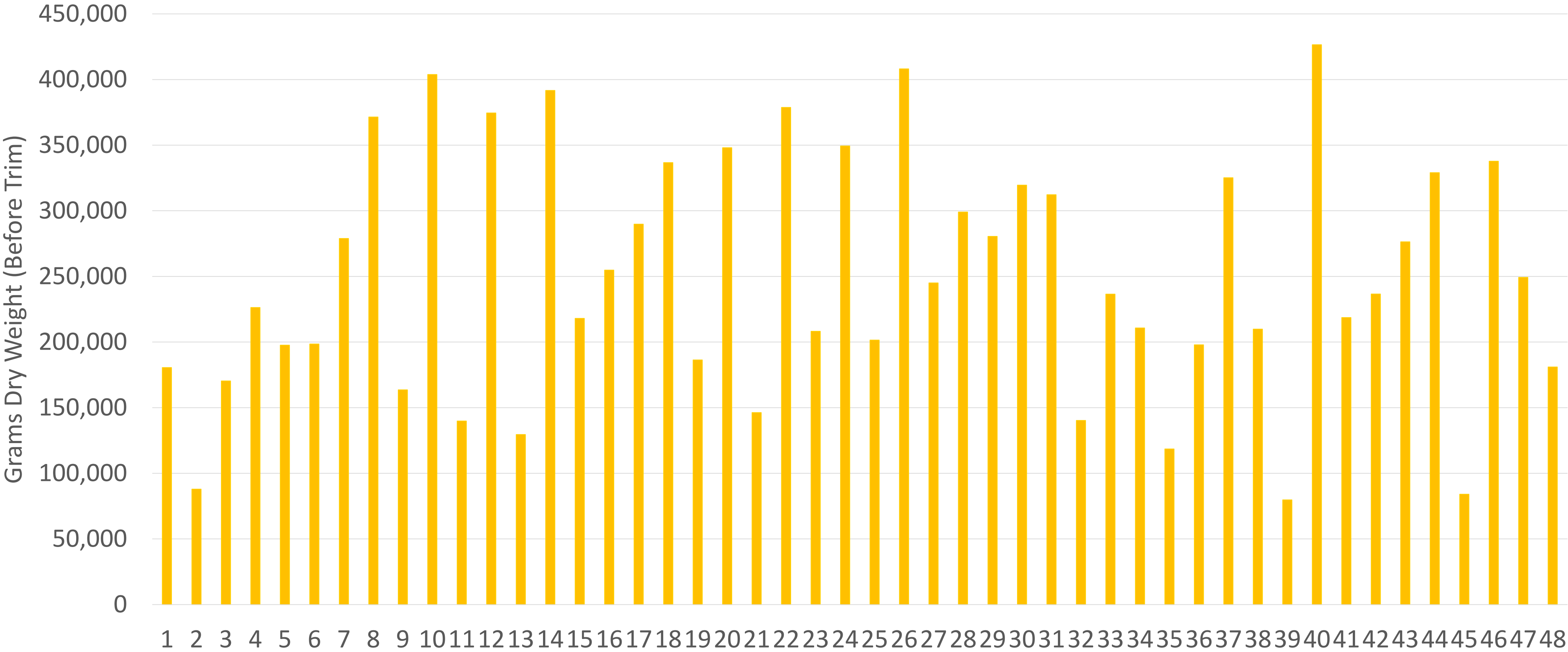
Recent Operational Highlights

Fluent Florida Flower oz Dispensed
Total WF oz Dispensed and Fluent Ranked Against MMTC's Statewide

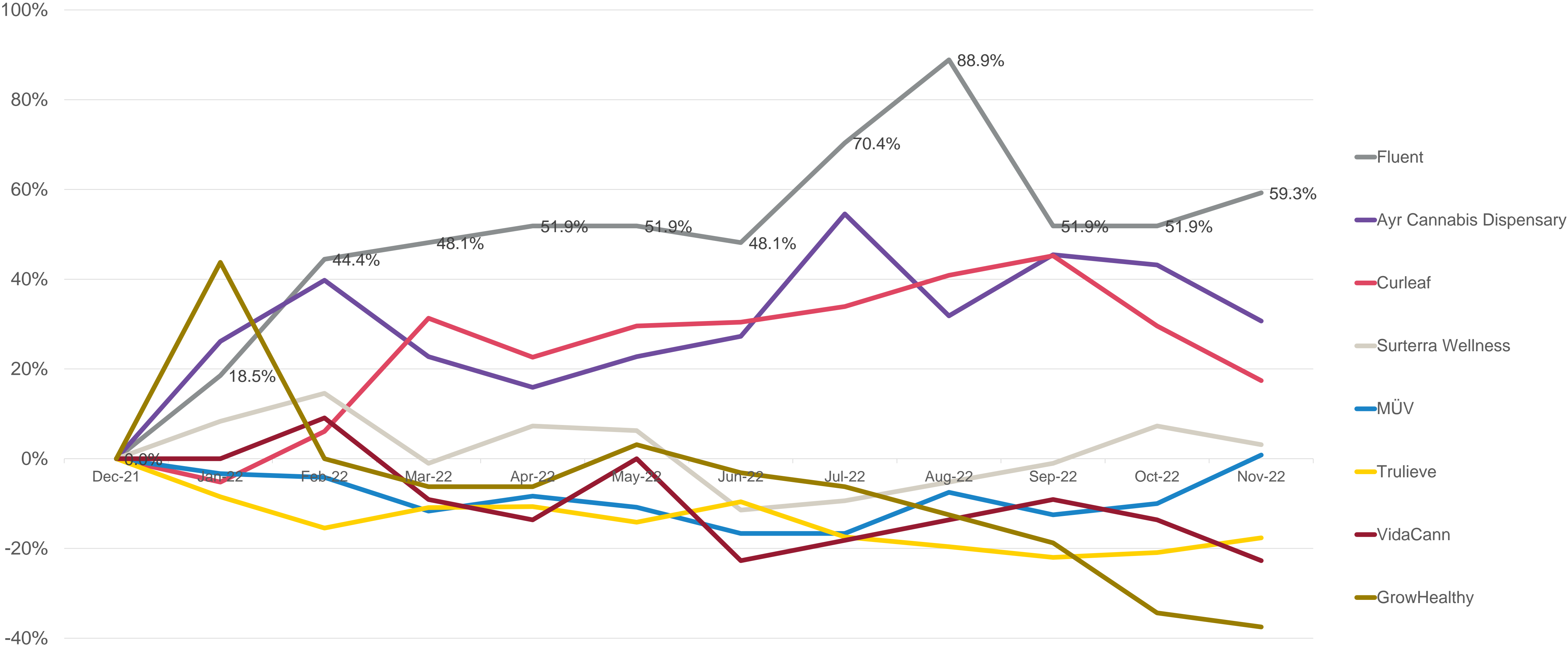


Recent Operational Highlights

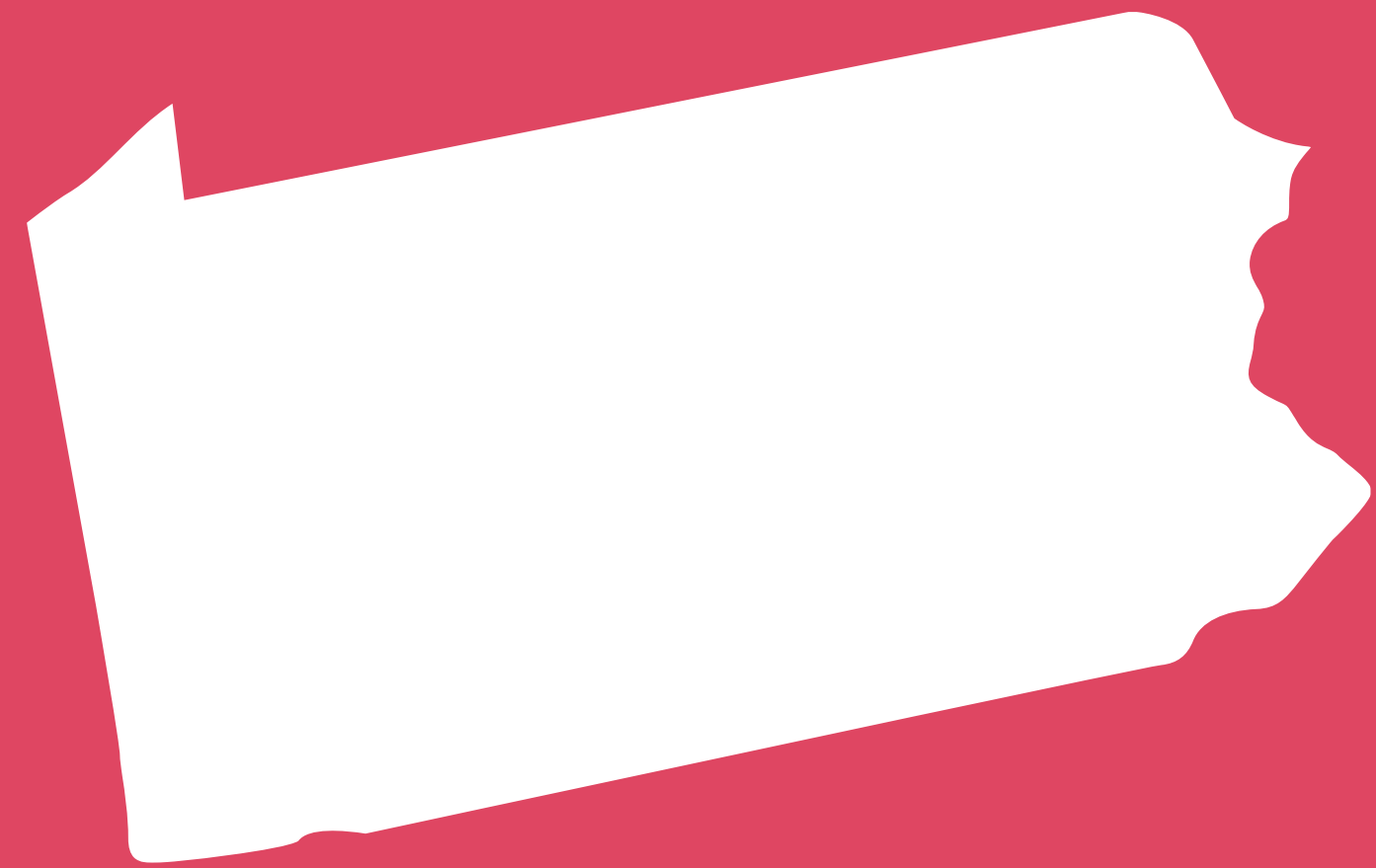
Cannabis Biomass Harvested by Week - 2022



Market Share Cumulative Growth Rate by MMTC (THC mg Dispensed)



Pennsylvania



Pennsylvania

Summary

Key Market Figures

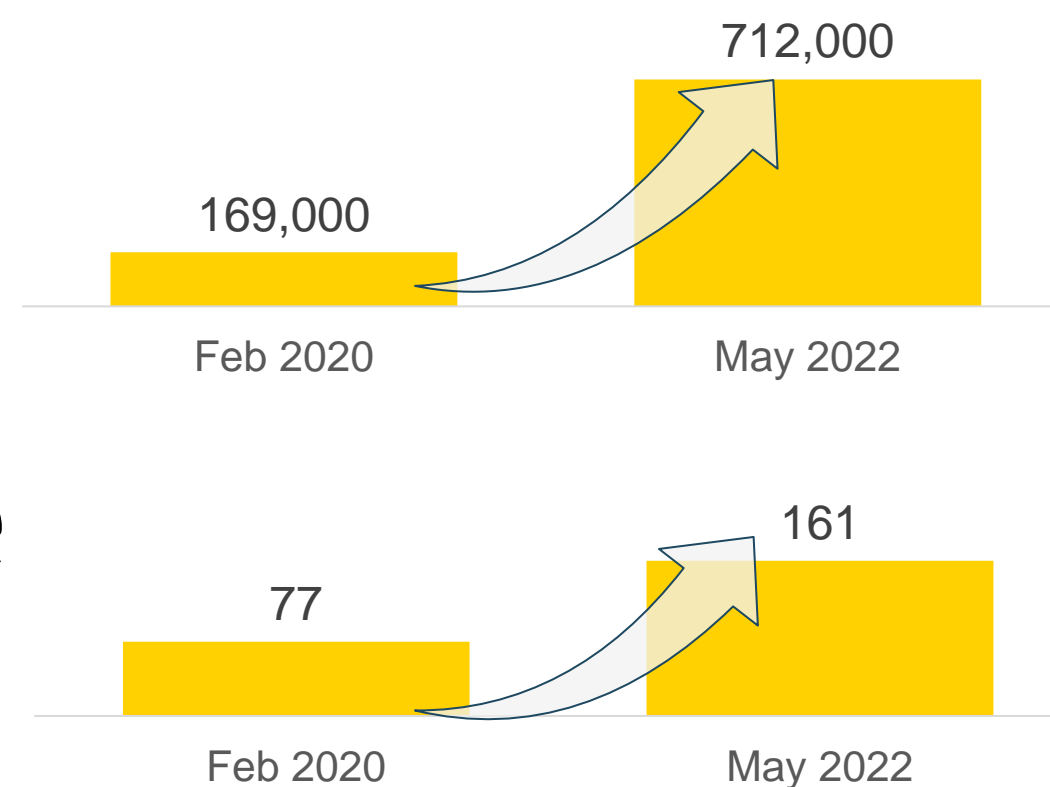
~12.8M
Population

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

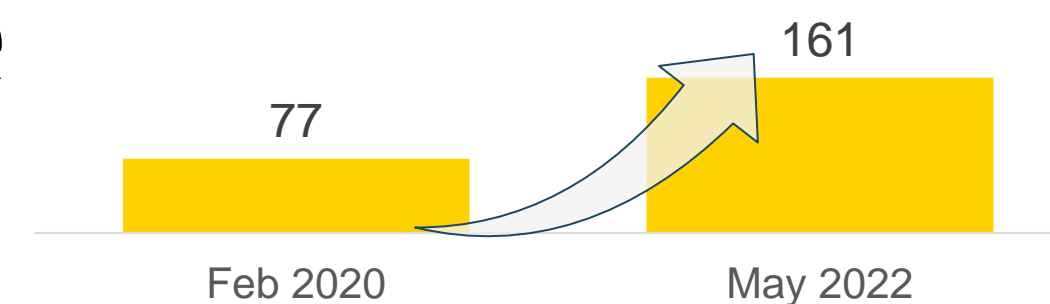
~\$1.3B
2021 Sales

2021 program sales increased to ~\$1.3B compared to ~\$825M for 2020⁽¹⁾

>4x Increase
In Patient Count⁽¹⁾



~100% Increase
In Open Dispensaries⁽¹⁾



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

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 Lieutenant Governor 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

Opening first delivery center in 2023

Investment Highlights

OPERATIONAL IMPROVEMENTS HAVE TRANSLATED TO DRAMATICALLY IMPROVED FINANCIAL PERFORMANCE

<i>In million of dollars</i>	2020	2021	YoY%	FORECAST 2022	FORECAST YoY%
Total Revenue	\$52.4	\$65.4	25%	\$85-90	30-38%
Adjusted EBITDA ⁽¹⁾	\$10.3	\$19.6	90%	\$28+	43%+

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

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we **speak** cannabis

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