



# AKANDA

EUROPE'S PREMIUM  
CANNABIS CULTIVATOR

NOVEMBER  
2022

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# Company Profile & Investment Highlights



## PREMIUM INDOOR CULTIVATION

- The only commercial scale premium indoor EU GMP certified and licensed grow in Portugal
- 2,000kg+ annual production, generating revenue with large German offtake agreement
- Clean testing non-irradiated quality flower cultivated by an experienced European team



## LEVERAGING WORLD CLASS GENETICS

- Genetics and retail partnership with Cookies, one of the world's top cannabis brands
- Cookies premium genetics received at our Portuguese facility and ready to cultivate
- Anticipating launch of Cookies branded flower in 2023



## SCALABLE CULTIVATION AND ADVANCED PACKAGING

- 10,000kg of processing capacity available at indoor grow facility in Portugal
- 180-acre outdoor and greenhouse expansion site in Portugal



## TARGETING FAST GROWING MARKETS

- Selling 25%+ high THC flower into Germany, the largest medical cannabis market in Europe
- Distribution business in United Kingdom generating revenues and ready to scale



## FOCUS ON PROFITABILITY

- Holigen (Portugal) and Canmart (UK) subsidiaries on track to achieve operational profitability and generate positive cash flow in H1/2023

# AKANDA

holigen global health

CANMART

## COMPANY PROFILE

**Founded:** 2021

**Offices:** UK, Portugal, Canada

**Employees:** 49

**Ticker:** NASDAQ: AKAN

## Key Product offerings:

- Premium Dried Flower
- Contract Manufacturing Services
- Distribution Services

## Capitalization

Shares Outstanding:	30.81M
Public Float:	8.91M
Insider Ownership:	72.86%
Market Cap (12/10/22):	\$7.918M
Enterprise Value (12/10/22):	\$13.74M

# Akanda's Experienced European Leadership Team



**TEJ VIRK**  
CEO & Director

Proven leader with over 15 years of executive-level experience in the capital markets and cannabis industry, including previously serving as Managing Director, Europe, for Canopy Growth Corp



**TOM FLOW**  
COO

Accomplished global business leader with over 15 years of direct cannabis industry experience with an emphasis on facility design and operations, including multiple large scale EU GMP certified cultivation facilities



**STEVE GEORGE**  
Commercial Director



**SUSANA GUERRA**  
Quality & Regulatory Director



**BRUNO GANCHO**  
Finance Director



**JOSH SQUIRES-QUINN**  
Business Development



**JOSE MATOS**  
Technical Director



**BEN JACKSON**  
Head of Cultivation



# Akanda is Europe's Premium Cannabis Cultivator

World-leading EU GMP-certified cultivation facility in Portugal distributing premium medical cannabis to fast-growing markets in Europe.



## PREMIUM QUALITY CULTIVATION

Committed to highest quality standards under EU GACP, utilizing proven genetics from world class partners and building our own leading library



## ADVANCED PACKAGING

EU GMP Packaging inhouse cultivated flower, co-packing third party sourced flower, and other contract manufacturing services



## MARKET ACCESS

Multiple routes to market with large distributors in Germany and respected telehealth partners in the UK



## PRIORITIZED OPERATIONS

CULTIVATION



PACKAGING

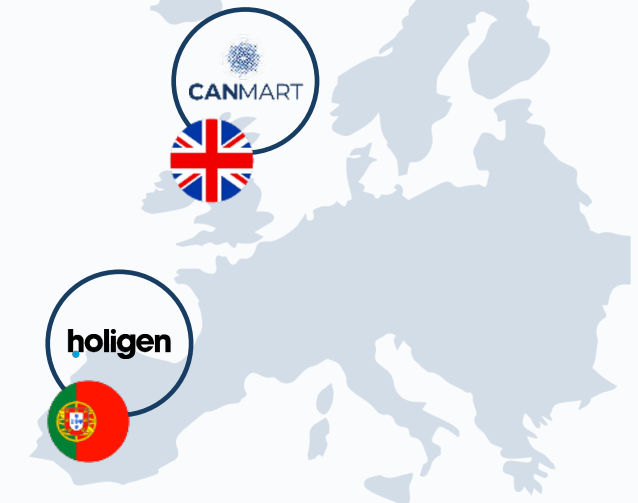


DISTRIBUTION



# \$2.2 BILLION

European Market<sup>1</sup>



1. Source: Prohibition Partners



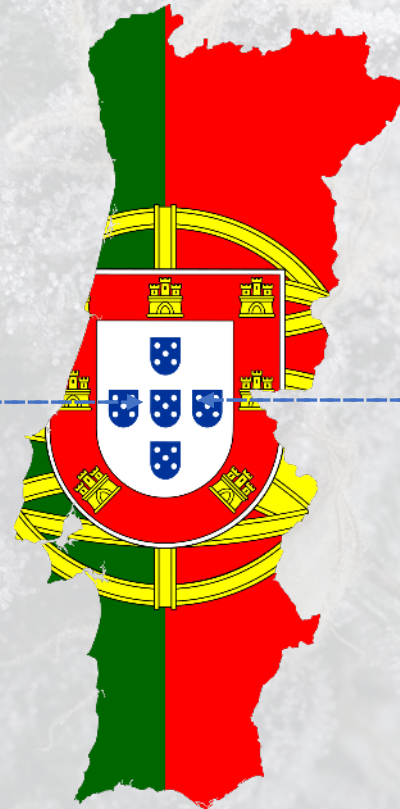
# Portugal is Europe's Heart of Production for Cannabis

Since legalizing medical cannabis in 2018, Portugal has become a global hub for medical cannabis production

Solid reputation with extensive pharma capabilities

Barriers to entry are high, licensing process is lengthy

Portugal adult-use legalization is progressing



Low production costs within Europe

Close to large markets like Germany and the UK

2021 exports reached 30 metric tonnes<sup>1</sup>

**Portuguese cannabis exports increased by 566% in 2021 to 30 tonnes<sup>1</sup>**

<sup>1</sup> Portuguese cannabis exports increased by 566% in 2021 to 30 tons, according to information from Informed, Portugal's National Medical Authority.



# German Cannabis Market In Focus

Akanda's premium indoor high THC flower is in demand by patients and now shipping to Germany

**\$2.2b**

Potential growth to by 2026<sup>3</sup>

**\$3b**

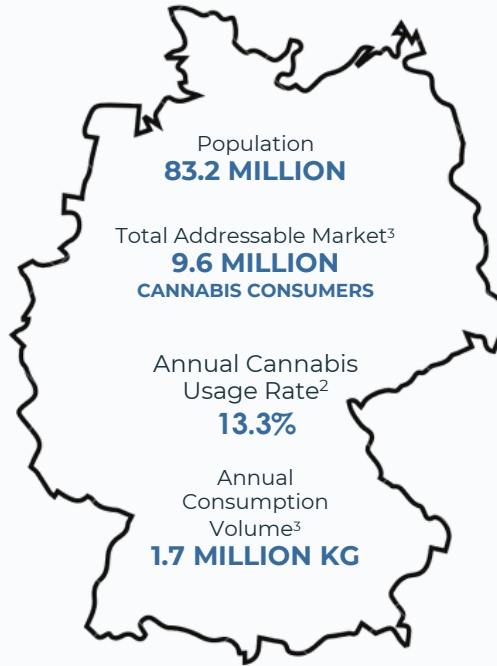
Black market sales for estimated 3.6m consumers<sup>3</sup>

**\$354m**

Current market value estimation of Europe<sup>3</sup>

**\$275m**

Germany remains the largest market with ~\$275m in sales in 2021, with 9 tonnes of medical cannabis sold into pharmacies (48% growth from 2020)<sup>3</sup>

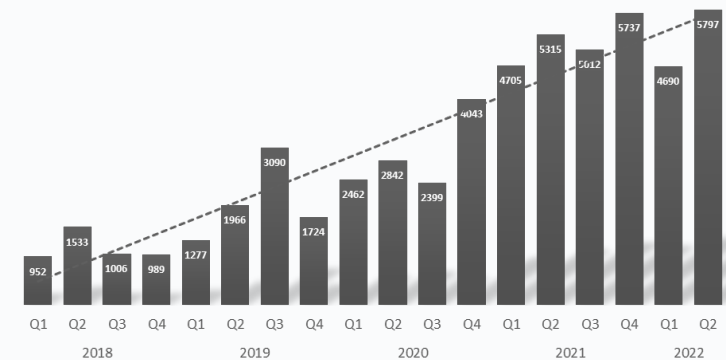


## GERMANY LEADING THE WAY

In November 2021, the incoming governing coalition reaches agreement to legalize cannabis nationwide



German Imports of Cannabis Flower (KGs)<sup>1</sup>

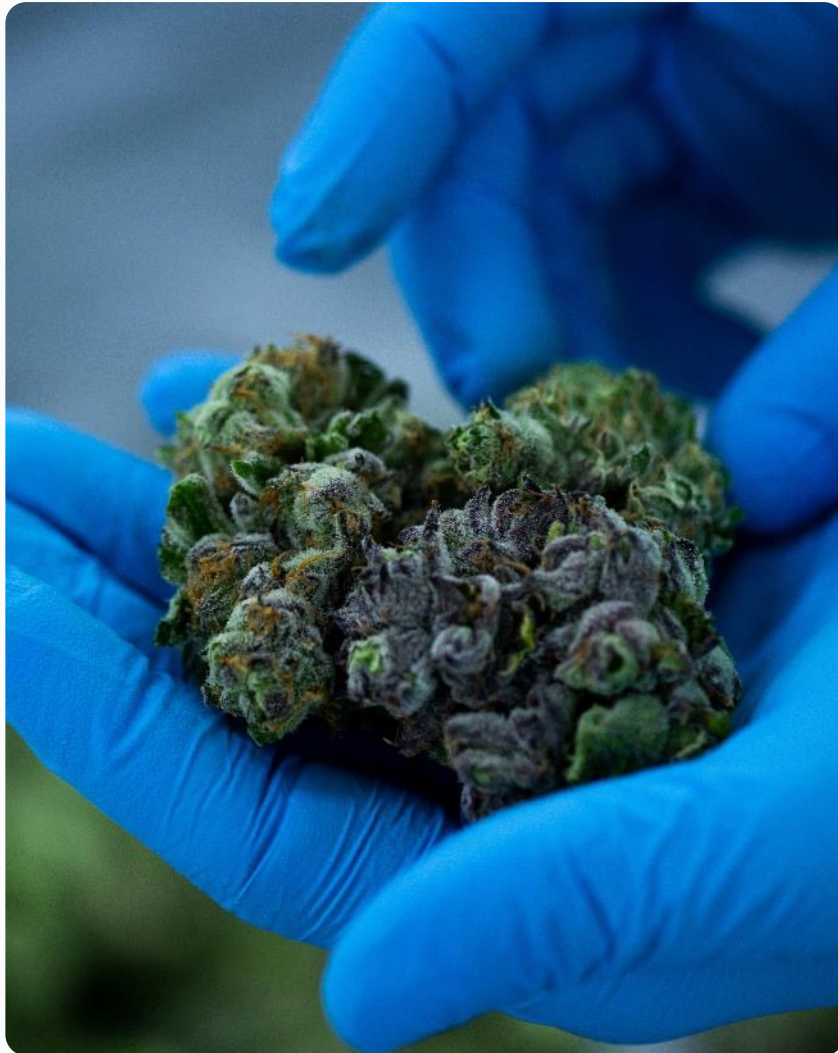


**Akanda's presence in the German medical cannabis market today is building brand awareness ahead of adult use legalization, expected by 2024**

1. Source: The Federal Institute for Drugs and Medical Devices (Bundesinstitut für Arzneimittel und Medizinprodukte, BfArM).  
 2. Source: New Frontier Data  
 3. Prohibition Partners, European Cannabis Report: 7th Edition.



# EU GMP Premium Indoor Cultivation



**Purpose-built design,**  
all unnecessary equipment  
sitting outside of the rooms  
to reduce contamination risk



**Self contained modular  
grow** rooms, allowing for  
better environmental  
control and the  
production of high-  
quality premium  
cannabis



**No irradiation required**  
Estimated less than 10% of  
LP's have this ability



**High THC,** average THC  
value between 25-30%

## SINTRA FACILITY

- **2,000kg**  
per year
- **EU GMP**  
certified
- **One of few**  
**Licensed indoor**  
grows in Portugal



# Genetics & Brand Partnership

Akanda is the exclusive cultivation and retail partner for Cookies in Portugal, bringing California style cannabis to Europe

AKANDA + Cookies



- ✓ Early testing indicate THC % of over 25% (and some cases 30%)
- ✓ Akanda to cultivate Cookies' leading strains from its EU GMP indoor grow facility in Portugal
- ✓ Cookies has huge brand awareness with cannabis consumers in Europe
- ✓ Akanda has imported Cookies genetics into Portugal
- ✓ Cookies to also assist Akanda with any future pharmacy distribution strategy in Portugal

# Cookies



**Berner, Co-Founder and CEO of Cookies:**

*"The fact Portugal decriminalized drugs back in the early 2000's and people in the U.S. are still being locked up for cannabis 20 years later, shows the world, especially the U.S., that we can learn a lot from their forward thinking. The partners we chose in Portugal have one of the most advanced facilities I've seen and will be producing some of the best cannabis in the world. It's partnerships like this that keep me excited about the growth and expansion of Cookies worldwide."*

## Company Profile

- Cookies, founded in 2010 by Billboard-charting rapper and entrepreneur Berner and Bay Area breeder and cultivator Jai, is the most globally recognized cannabis company in the world
- Cookies has taken a leading role in the development of genetics, such as GSC and offers a collection of over 70 proprietary cannabis cultivars and more than 2,000 products
- Cookies was named one of America's Hottest Brands of 2021 by Adage; the first cannabis brand to ever receive this accolade
- Berner was the first Cannabis executive to be on the cover of Forbes magazine since it launched in 1917

# Current Expansion Opportunities in Portugal



## INDOOR CULTIVATION & PACKAGING

**10**

Tonnes\* annual production capacity of premium cannabis

**20,000**

square feet indoor facility



## OUTDOOR & GREENHOUSE CULTIVATION

**7 million**

square feet (180+ acres)

**100**

tonnes annual production capacity

**28,000**

square feet of greenhouse canopy

\*2 tonnes in house cultivated and 8 tonnes co-packing



# Akanda is Supplying the UK Medical Cannabis Market

## Product Journey



### CANMART

1. Canmart imports medical cannabis to supply UK Wholesalers and Pharmacies



2. Canmart manages inventory with Phlo and Leva for next day delivery to patients

## Patient Journey

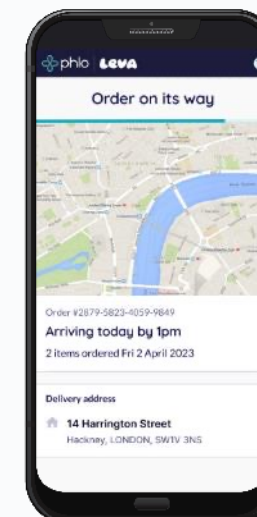
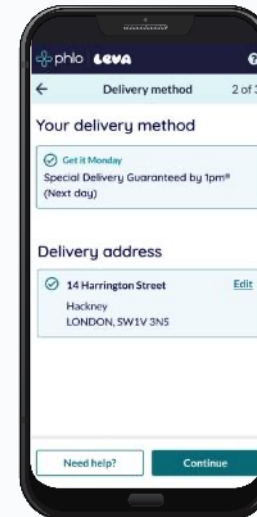
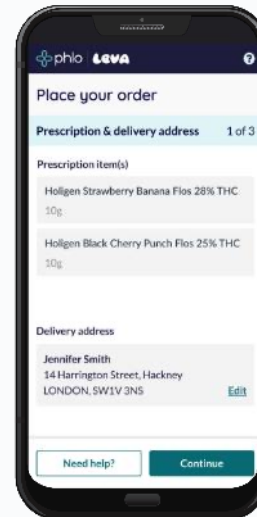
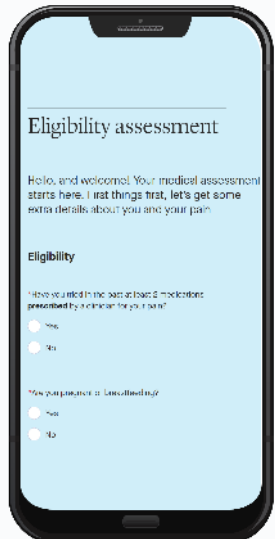
1. Patient books appointment via App

2. Virtual consultation with doctors generate digital prescriptions

3. Phlo digitally contacts patient for payment and delivery

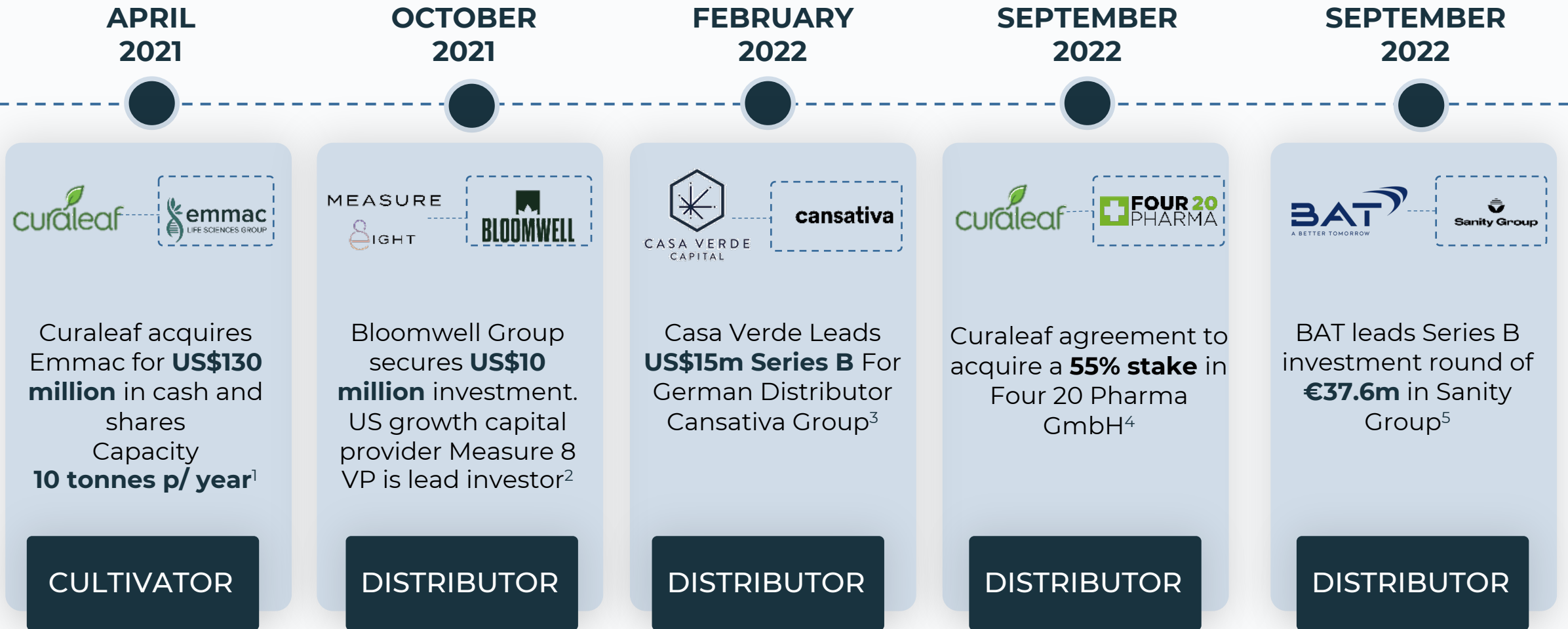


4. Monthly repeat prescriptions initiated by Leva app, no further consultation required



# European Cannabis is Attractive to Smart Money Investors

~\$200m in strategic investments have been made into early stage European cannabis companies recently



1. Source: Cision PR Newswire  
2. Source: Cannabis Business Times  
3. Source: Business Cann

4. Source: Cision PR Newswire  
5. Source: Business Cann





THANK YOU  
GET IN TOUCH WITH US

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