

INVESTOR PRESENTATION JANUARY 2020

### Disclaimer

### Forward Looking **Statement**

This Presentation contains forward-looking statements that relate to the Company's current expectations and views of future events and should be read together with the more detailed information and financial data and statements available on the Company's SEDAR profile at SEDAR.com. This Presentation does not contain all of the information you should consider before purchasing securities of the Company.

In some cases, these forward-looking statements can be identified by words or phrases such as "may", "might", "expect", "anticipate", "estimate", "intend", "plan", "indicate", "seek", "believe", "predict" or "likely", or the negative of these terms, or other similar expressions intended to identify forward-looking statements. The Company has based these forward-looking statements on its current expectations and projections about future events and financial trends that it believes might affect its financial condition, results of operations, business strategy and financial needs. These forward-looking statements include, a mong other things, statements relating to: the Company's expectations regarding its revenue, expenses and operations; The Company's expectations regarding timing of the completion of the construction; the Company's anticipated cash needs and its needs for additional financing; the Company's intention and ability to grow the business and its operations; including its ability to complete research and development acquisitions and integrate acquired businesses; the Company's expectations regarding harvesting of product and product sales prices; expectations with respect to future production costs and capacity; expectations regarding our growth rates and growth plans and strategies; expectations with respect to the Company's cannabis licences; expectations with respect to the future growth of its medical and recreational cannabis products in any jurisdiction, the Company's expected business objectives for the next twelve months; the Company's expectations with respect to international developments and initiatives; the Company's plans to develop cannabis greenhouses in Québec and Ontario; and the Company's expectations in respect to hemp based beverages in the United States of America.

Forward-looking statements are based on certain assumptions and analyses made by the Company in light of the experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate and are subject to risks and uncertainties. In making the forward looking statements included in this Presentation, the Company has made various material assumptions, including but not limited to (i) obtaining the necessary regulatory approvals; (ii) that regulatory requirements will be maintained; (iii) general business and economic conditions; (iv) the Company's ability to successfully execute its plans and intentions; (v) the availability of financing on reasonable terms; (vi) the Company's ability to attract and retains killed staff; (vii) market competition; (viii) the products and technology offered by the Company's competitors; and (ix) that our current good relationships with our suppliers, service providers and other third parties will be maintained. Although we believe that the assumptions underlying these statements are reasonable, they may prove to be incorrect, and we cannot assure that actual results will be consistent with these forward-looking statements. Given these risks, uncertainties and assumptions, prospective purchasers of the Company's securities should not place undue reliance on these forward-looking statements. Whether actual results, performance or achievements will conform to the Company's expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors, including those listed under "Risk Factors" filed under the Company's SEDAR profile at SEDAR.com.

The Company's forward-looking statements are based on the reasonable beliefs, expectations and opinions of management. Although the Company has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking statements, there may be other factors that cause results not to be as anticipated, estimated or intended. There is no assurance that such statements will prove to be a ccurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. We do not undertake to update or revise any forward-looking statements, except as, and to the extent required by, a pplicable securities laws in Canada.



# The Green Organic Dutchman™

Establishing the leading global organic cannabis brand



#### **CERTIFIED ORGANIC**

High quality organic cannabis certified by leading global certification body, grown in living soil with established proprietary organic growing techniques and leading-edge intellectual property.



#### **LEADING INNOVATION & IP**

Exclusive licensing deals in Canada and select international markets with best-in-class technology with proven in-market results.



#### STATE-OF-THE-ART FACILITIES

Production capacity coming online in phases, timed with market growth and consumption. Purpose-built hybrid greenhouses enabling higher quality product and lower production cost.



#### **CONSUMER DRIVEN PORTFOLIO**

Focused on providing a suite of premium consumer preferred products with various delivery methods for dried flower, oils and soon beverages, edibles, topical creams and vapes.



#### PROVEN MANAGEMENT TEAM

Experience in executive and operational management specific to consumer-packaged goods, horticulture, beverages, brand building, pharma, retail, international markets and cannabis.



#### **INTERNATIONAL**

International revenue with European hemp CBD business (HemPoland); completing GMP certification to export Canadian production globally.





### **CERTIFIED ORGANIC**

Largest certified organic producer in the Industry



# **Organic Advantage**

Largest certified organic producer in the Industry



PREMIUM PRICE Industry non-organic average of \$9.52 per gram<sub>(1)</sub> vs \$13.45<sub>(2)</sub>, or a **41% organic premium** 



**CERTIFIED ORGANIC INPUTS**Exposure to certain chemicals/ pesticides have

been **proven to have adverse effects** on consumers health<sub>(4)</sub>



#### **CONSUMER PREFERENCE**

Organic cannabis is preferred by **61%** of medicinal patients and **50%** of recreational cannabis consumers(3)

Pro-Cert's certification programs are ISO 17065 compliant and accredited, providing **global recognition and international access to the products and brands they certify** 





 Source Velvet, as of January 21, 2020, not including MB and SK (price includes Excise Tax but excludes HST/Sales Tax).

(2) Source Velvet, as of January 21, 2020, not including MB, SK, NB and QC ((price includes Excise Tax but excludes HST/Sales Tax).

(3) HILL+KNOWLTON STRATEGIES – FEBRUARY, 2019 ONLINE SURVEY RESEARCH

(4) SOURCE: LA WEEKLY "CANNABIS CONCENTRATES HAVE A PROBLEM WITH PESTICIDES" 02/27/17







# **Canadian Facilities**

**State-of-art purpose-built organic cultivation facilities** 



### **Canadian Facilities**

Constructing the world's largest state-of-the-art organic cannabis facilities



**ANCASTER CAMPUS - ONTARIO, CANADA** 166,000 sq. ft. **17,500 KG [capacity] 8,000 KG to 10,000 KG [2020]** 

- All growing zones fully licensed by Health Canada; awaiting approval for processing facility licence amendment.
- Includes co-gen power plant to **reduce power costs**
- Health Canada cultivation, sales, oil extraction and oil sales renewed until
   2022
- **EU GMP certification** process underway which will enable exports globally



**VALLEYFIELD CAMPUS - QUEBEC, CANADA** 1,310,000 sq. ft. **185,000 KG [DESIGN] 8,000 KG to 10,000 KG [2020]** 

- **6 zones in phase 1** awaiting licence amendment approval from Health Canada
- Structure for phase 2 and 3 largely completed; **flexibility to quickly increase capacity** as the market develops

PHASED EXPANSION
FOR AGILE CAPACITY
MANAGEMENT

PHASE 1 10,000 KG PHASE 2 up to 55.000 KG PHASE 3 up to 65,000 KG PHASE 4 up to 55,000 KG



### **Rightsized Production**

Providing scalability while maintaining path to near-term profitability

Due to changing market conditions, TGOD has decided to adopt a phased construction and operating plan, enabling agile capacity management. The Company has adapted to a slower than expected illicit market conversion and remains on track to achieve positive operating cashflow at the end of Q2 2020.

- Reduced financing requirements
- Scaled back SG&A to focus on Canadian operational readiness in production, sales and Cannabis 2.0
- Rightsized near-term production to capture the organic segment while avoiding excess capacity
- Maintain optionality to quickly accelerate and expand production as the market develops

Annualized flower target capacity	Ancaster	Valleyfield	
Campus Current	17,500 KG	-	
Phase 1 Hybrid Greenhouse [6 zones - cultivation]	-	10,000 KG	
Phase 2 [18 zones – cultivation] + processing centre	-	55,000 KG	
Phase 3 [Rooftop Hybrid Greenhouse]	-	65,000 KG	
Phase 4 Third Hybrid Greenhouse	-	55,000 KG	
Campus Complete	17,500 KG	185,000 KG	
	Target flower production in 2020: 18,000 KG – 20,000 KG		

#### **Ancaster**

- Expected to be fully completed by the end of Q1 2020, including the processing facility
- Planned production of 8,000 kg to 10,000 kg in 2020, on path to mature scale annual capacity of 17,500 kg

### Valleyfield

- Project demarcated into smaller phases
- Initial 6 zones awaiting licence amendment approval from Health Canada
- Production will be transported for finished goods processing at Ancaster
- Building envelope and roofing completed for the remaining 18 zones and the processing facility to secure the site against winter weather
- Maintains optionality to recommence completion of remaining 18 zones, bringing annual planned production to 65,000 kg, and Phase 3 for a further 65,000 kg



# **Hybrid Greenhouses Advantage**

Purpose built with the environment and sustainable practices in mind

#### **HIGH-QUALITY**

Advanced humidity, temperature and environmental controls relative to conventional greenhouses enables operational optimization and maximizes plant health.



#### **LOW-COST**

Natural light availability & facility automation enables lower costs. Ancaster campus has an on-site co-gen power plant, significantly lowering operation costs.

Valleyfield, Quebec site benefits from North America's lowest power rates.



#### **SUSTAINABLE**

Using living soil and built to LEED certification standards, **TGOD** is able to significantly minimize its environmental impact vs traditional cannabis growing operations.





### Cannabis 2.0

Portfolio of value-added products launching in Q1 2020





# **Consumer Packaged Goods**

Value-added products to increase margins



**MEDICAL MARKET** 

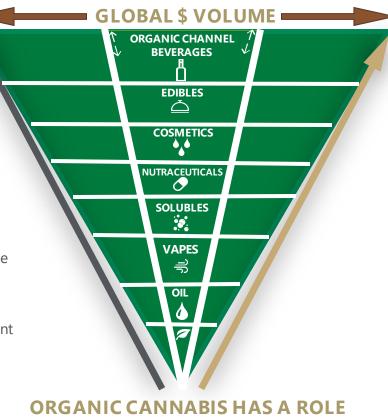
Expansion of partnerships with clinics across Canada with differentiated certified organic positioning

Execute **allied health pilot program** to maximize appropriate patient referrals to TGOD partners

Expand reach with **cannabis clinic partners**, **physicians**, **and nurses across Canada** with strategic key account management

Currently **39 clinic partner contracts in place covering 65 physical locations across Canada** with more to come









**RECREATIONAL MARKET** 

Best-in-class sales distribution via Velvet Management Inc.

Cannabis supply agreements in place with 10 of 12 provinces.

Expect remaining provinces to start selling **TGOD brand by early Q2** as sufficient product supply becomes available

# **Product Roadmap**

Consumer inspired and tested to ensure clear differentiation(\*)





#### OIL

#### Unite Organic LA Confidential

**FLOWER** 

Indica dominant 3.5q, 5q, formats

#### **Harmony Organic**

Skunk Haze Balanced 3.5q, 5q formats

#### **Tranquility Organic**

Zombie Kush Indica dominant *3.5q, 5q formats* 

#### Discover Organic

Chocolope Sativa dominant *3.5q, 5q formats* 









**Unite Organic** 400mg [THC] < 1mg [CBD]

#### **Harmony Organic** 125mg [THC] 125mg [CBD]

**VAPES\*** 

Care Organic <1mg [THC] 250mg [CBD]

**Battery and USB** One time purchase kit



#### **FUTURE LAUNCHES\***

Soft gel capsules, sports recovery, RTDs, topicals.



#### **Unite Organic**

25mg/ml [THC] < 1mg/mL [CBD] 30mL format

#### **Harmony Organic**

10mg/mL [THC] 16mg/mL [CBD] 30mL format

#### **Care Organic**

< 1mg/mL [THC] 25mg/mL [CBD] 30mL format (Medical)

#### Care Organic

< 1mg/mL [THC] 15mg/mL [CBD] 30mL format (Recreational)

#### **INFUSERS\***

#### **Dissolvable THC Powder** 10та ГТНС1

< 1mg [CBD] Single pack format

#### Dissolvable CBD Powder

1mg [THC] 10mg [CBD] 10-pack format

#### Dissolvable THC:CBD Powder

2.5mg [THC] 5mg [CBD] 4-Pack

#### **TEAS\***

#### Happy Hibiscus Maté

Energize and focus 2.5mg [THC/sachet] 5mg [CBD/sachet] 4-pack format

#### Zen Green Sencha

De-stress and relax 1.0mg [THC/sachet] 10mg [CBD/sachet] 10-pack format

#### **Restful Chamomile**

Restful sleep 2.5mg [THC/sachet] 5mg [CBD/sachet] 4 pack format

#### **Pre-rolls**

#### **Unite Organic**

LA Confidential Indica dominant 2-pack (2 X 0.5a) 5-pack (5 X 0.5q)

#### **Harmony Organic**

Skunk Haze Balanced 2-pack (2 X 0.5q) 5-pack (5 X 0.5q)







# Research & Development

Designed to generate diverse product offerings, competitive claims & intellectual property



## **R&D** Leadership Team

Experienced team with significant Pharma, Agriculture, Cannabis and CPG Experience



RAV KUMAR, PHD, B.Sc. CHIEF SCIENCE OFFICER

Prior to joining TGOD, Dr. Kumar was Managing Director of Apotex India. Dr. Kumar has over 25 years' experience in the pharmaceutical industry and is a seasoned senior executive with international experience in Europe, Asia and North America. Dr. Kumar held senior leadership roles with GlaxoSmithKline, including VP R&D Operations and Business Dev. Classic Brands. Dr. Kumar received the 2014 Award for Leadership in Canadian Pharmaceutical Sciences.



PREM VIRMANI, M.Sc., B.Sc.

**CHAIR OF BEVERAGE SCIENCE** 

Mr. Virmani is the former SVP of Global Science and Research for Cott Beverages, Inc. Inducted into the Private Label Hall of Fame in 2018, Mr. Virmani has led development in every major beverage category, including the Sam's Choice Cola program for Walmart, President's Choice Cola for Loblaws, as well as major private label brands for Publix, Wegmans and Safeway. Mr. Virmani began his career with Coca-Cola and is known as the Pioneer of the Private Label soft drink industry.



KEVIN CANNING, PHD, MBA
VP, SCIENCE STRATEGY, PORTFOLIO & OPERATIONS

Dr. Canning brings over 15 years in healthcare leadership roles with GlaxoSmithKline Canada & China. Dr. Canning's experience includes basic research and genetics, research alliances/scouting for global R&D pipeline, venture capital, clinical research, epidemiology, medical affairs, project management and outsourcing. Dr. Canning holds a Ph.D. and an H.B.Sc. in Physiology, both from Western University. He also holds an M.B.A from the Ivey Business School, Western University and was recognized as an Ivey Scholar.



DAVID BERNARD PERRON, M.Sc.

**VP, GROWING OPERATIONS** 

Mr. Bernard-Perron has a training in Agrology and a Master of Science degree from McGill University specializing in Plant Science and Organic Agriculture. He began his career in 2001, working in greenhouse production, and subsequently joined the McGill Greenhouses and Horticultural Research Centre. He was responsible for leading the Whistler Medical Marijuana Corporation through organic certification, helping WMMC become the first fully certified organic licensed producer in Canada.



AMYN SAYANI, PHD
VP. R&D MEDICAL OPERATIONS

Dr. Sayani comes to TGOD after 20 years at GlaxoSmithKline where he worked in various roles across the drug development and commercialization continuum, including product development, regulatory and medical affairs, health outcomes research and real world evidence, and market access. Dr. Sayani has authored numerous publications and patents and has led various projects to optimize patient access to new medicines. Dr. Sayani is a pharmacist by training, and has a PhD in Pharmaceutical Sciences (Rutgers University), and a Masters of Science in Health Research Methodology (McMaster University, Ontario).



## **R&D Strategy**

Develop differentiated products and competitive claims





**HUMAN STUDIES &** 

Observational data

speed of onset,

certain diseases

collection and mining,

bioavailability, effect on

**CLAIMS** 





#### **PLANT SCIENCES**

Yield improvement, strategic loss prevention and strain development

#### **EXTRACTION & PROCESSING**

Science-driven approach for enhanced efficiency and quality

#### **CANNABINOID & TERPENE OPTIMIZATION**

Characterization, analysis, blending & optimization

#### **NEW PRODUCT DEVELOPMENT**

Edibles such as capsules, beverages, novel formulations and dosage forms



















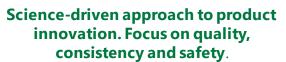


#### **REGULATORY SUBMISSIONS** & APPROVALS

Canada, Mexico [Medical] and other international markets

#### **COMMERCIAL SUPPORT**

Organic differentiation, educational materials, external engagement, science advisory board, innovation hub, new business development opportunities







# **International Footprint**

International revenue with European hemp CBD business (HemPoland); completing GMP certification to export Canadian production globally.



### **HemPoland**

Market Leader within the European CBD/Hemp Industry











### FIRST MOVER ADVANTAGE

Established in 2014, HemPoland, a wholly owned subsidiary of TGOD, was **Poland's first company** to obtain a state licence for hemp cultivation and CBD oil derivatives. They are one of the few to have designed and optimized supercritical carbon dioxide extraction equipment dedicated specifically to hemp fibres.



Conducted extensive genetic research on multiple hemp strains. Identified best practices in order to obtain the highest quality hemp extracts containing **phytocannabinoids**, a key differentiator for HemPoland's CannabiGold and Terpenes+ product lines.

Plays an integral role as part of TGOD's **Global Strategic Hemp Division**, sharing IP with our global network of partners.



Established distribution channels in **Poland, Germany and the UK,** and adding markets as local regulations allow. Expanding portfolio with topicals.



### **International Joint Ventures**

Planting seeds for **future growth** 

#### **DENMARK: TGOD GENETICS & KNUD JEPSEN**

Founded in 1939, Knud Jepsen is the world's largest Kalanchoes breeder selling more than **35 million plants and 90 million** cuttings to over 75 countries

Over **80 years of operational experience** in all areas of horticulture, including genetics, breeding, international partnerships and established global distribution networks

Licensed by Danish Medicines to conduct research and development related to the **creation of elite cannabis genetics** 

**TGOD Genetics JV** aims to develop and patent innovative and commercially valuable elite cannabis genetics





#### **MEXICO**

50/50 joint venture with LLACA Grupo Empresarial; entering the Mexican medical cannabis market [and potentially the recreational market upon legalization]

Proprietary distribution capabilities and access to premier distributors with established commercialized pharmaceutical and over-the-counter products

LLACA has access to patients and consumers through **7,600 retail locations**: **4,500 pharmacies and 3,100 supermarkets** 

## Jamaican Market Leadership

Epican Medicinals is vertically integrated with licences for cultivation, extraction, manufacturing, and retail distribution

#### HISTORIC ACHIEVEMENT

Epican was granted Jamaica's first cultivation licence **[October 2017]**, and is now the first fully integrated company to have obtained **two retail licences** from Jamaica's Cannabis Licensing Authority (CLA)

TGOD owns 49.18% of Epican Medicinals

#### **COMPETITIVE ADVANTAGE**

The strategic partnership creates a platform to export TGOD branded, Jamaican grown cannabis products to select international medical markets.

#### **DISPENSARIES OPEN**

Kingston [July 2018] Montego Bay [May 2019]

**Additional planned dispensaries:** Negril, Ocho Rios, Falmouth







### **Environment, Social & Governance**

A comprehensive sustainability and governance focus



### **ESG**

### A comprehensive sustainability and governance focus



**LED lighting** system

Rainwater recapture basin

Leadership in **organic agriculture** associations

**Recyclable packaging** 

Use of renewable **hydroelectricity** in Quebec

Built to **LEED Certification** standards

Reusing soil leads to significantly **less waste to landfill** vs rest of the cannabis industry

Best-in-class carbon filtration, **preventing odour pollution** 



Employee volunteer program

**Community organic farm** 

**Blackout blinds** to prevent night time light pollution

Community engagement and outreach

University/college relationships and internships



 $TGOD\ employees\ volunteer\ on\ a\ Saturday\ to\ cleanup\ the\ Hamilton\ shoreline\ as\ part\ of\ the\ company's\ "Rooted\ in\ the\ Community"\ program.$ 



Majority independent board of directors, including Chair Strong and independent quality assurance team SAP integration

Strong culture of **compliance and ethics** 





# Management

Experience in executive and operational management specific to consumer packaged goods, beverages, brand building, pharmaceutical, retail, international markets and cannabis



## **Management Team**

Executive leadership team with expertise in Cannabis, Pharmaceutical, Retail, Beverage and Consumer Packaged Goods



**BRIAN ATHAIDE CHIEF EXECUTIVE OFFICER** & DIRECTOR

28+ years of global executive experience induding CFO and Executive Vice President, Human Resources and Information Technology of Andrew Peller Limited, a publicly listed Canadian wine producer. Mr. Athaide has also held various positions in finance, induding Chief Financial Officer at a number of international divisions of Procter & Gamble, a leading consumer products company. He has a Bachelor of Commerce degree, with a maior in finance and marketing from McGill University.





**SEAN BOVINGDON CHIEF FINANCIAL OFFICER** 

experience across multitude of private and public companies and industries induding CFO of Toronto Hydro Corporation. Mr. Bovingdon served as President & CFO as well for public and private oil and companies, Bovingdon has been involved in \$1.1bn of public equity and debt financings, and \$2bn of syndicated credit facilities, including three IPOs.



**DREW CAMPBELL** VICE PRESIDENT. MARKETING

Mr. Campbell brings over 15 years of marketing experience on the agency and dient side. He spent several years at FUSE Marketing Group where he managed accounts for clients such as Canadian Tire, Sony, NASCAR and CIBC. He also worked at Boston Pizza, Canada's largest casual dining chain, where he led the digital transformation strategy. Most recently, Mr. Campbell was Vice President of Marketing at Weight Watchers Canada, where he was heavily involved in the global evolution of the brand.



ROBERT GORA **VICE PRESIDENT, SALES** 

Over the last two decades, Mr. Gora has developed a diversified experience in sales and marketing for consumer packaged goods, life sciences and cannabis brands. He spent over 10 vears at Bristol-Mvers Sauibb where he laun ched, represented, and developed several successful pharmaceutical brands across multiple disease areas. He also built and managed highperforming sales teams across Canada. and ioined the cannabis industry in 2017 as General Manager, Medical at MedReleaf.



**MARIE-JOSÉE LAFRANCE** VICE PRESIDENT, **HUMAN RESOURCES** 

25+ years experience in the fast paced competitive retail consumer goods and health sectors with Laura Canada, Holt Renfrew and McKesson Canada. She ioined Laura Canada at its infancy and was an instrumental contributor to the rapid and successful growth of its business across Canada. McKesson Canada, Marie-Josée led the successful integration of new retail banners across the board and the deployment of a Shared Services model. She brings extensive experience in Human Resources, M&A and change management.



**MATT SCHMIDT EXECUTIVE VICE PRESIDENT, CORPORATE DEVELOPMENT** 

Mr. Schmidt was a Vice President of Investment Banking at one of Canada's independent investment banks, during which time he became a specialist in the Canadian cannabis sector, Mr. Schmidt holds a Master of Business Administration from Wilfrid Laurier University (Waterloo, Ontario) and a Bachelor of Commerce (Honours) from the University of Windsor.



**ANNA STEWART VP, GENERAL COUNSEL &** CORPORATE SECRETARY

Ms. Stewart brings a wealth of corporate inand private hou se practice legal experience to TGOD. Most recently, Ms. Stewart was Assistant General Counsel of Teva Pharmaceutical Industries Ltd. [Canadian Division]. Prior to Teva, Ms. Stewart practiced corporate law at a prominent national Canadian law firm. She has extensive experience in regulated products manufacturing, marketing an d distribution, intellectual property licensing and complex M&A activities



**JOHN WREN** VICE PRESIDENT, **OPERATIONS** 

Mr. Wren spent over 22 years at Cott Corporation, most recently as Vice President, Operations. He was responsible for the operation of seven beverage facilities across North America. More recently, Mr. Wren was General Manager at Monaghan Mushrooms Ltd., a 270-acre farm operation, where he oversaw large-scale growing and packaging operations.



### **Board Of Directors**

Seasoned, majority independent board of directors



**JEFF SCOTT CHAIRMAN** 

Mr. Scott is President of Postell Energy Co., a private Canadian oil producer in business in western Canada since 1980. Mr. Scott is the Founder and was Chairman of Gran Tierra Energy, a South American based E&P Company from 2004 to June of 2015. Mr. Scott is also Chairman of Sulvaris Inc., a private fertilizer technology company created in February 2012. He has extensive management, financing, mergers & acquisitions, and public company experience. Over the past 20 years he has been involved in a variety of capacities from founder to officer and/or director in numerous publicly traded companies.





**BRIAN ATHAIDE CEO & DIRECTOR** 

28+ years of global executive experience including CFO and Executive Vice President, Human Resources and Information Technology of Andrew Peller Limited, a publicly listed Canadian wine producer. Mr. Athaide has also held various positions in finance, including Chief Financial Officer at a number of international divisions of Procter & Gamble, a leading consumer products company. He has a Bachelor of Commerce degree, with a major in finance and marketing from McGill University.



MARC BERTRAND INDEPENDENT DIRECTOR

Mr. Bertrand is a seasoned consumer products executive with three decades of success in brand building, strategic licensing, international markets and manufacturing. Previously President & CEO of the Mega Bloks brand, which was sold to Mattel in 2014 for over \$500 million dollars. Developed strategic licence agreements with several of the world's most iconic entertainment franchises including Disney. Nickelodeon and Marvel



JACQUES DESSUREAULT INDEPENDENT DIRECTOR

Mr. Dessureault is a senior executive with pharmaceutical experience, specifically from life sciences, over-thecounter, natural health and technology industries. He has held both international and domestic roles with Novartis, as global marketing division head as well as business unit head and general manager, additionally domestic senior executive roles as president and general manager of Valeant Pharmaceutical Inc., vice-president at Bristol Myer-Squibb. Mr. Dessureault is a strategic advisor with the casting and performance group of Cirque du Soleil.



DR. CAROLINE MACCALLUM INDEPENDENT DIRECTOR

Dr. MacCallum is one of the world's most prominent experts in canna bin oid-based medicine. Dr. MacCallum is an internist. complex pain and cannabinoid clinician. researcher, and clinical instructor in the department of medicine, an adjunct prof. in the faculty of pharmaceutical sciences program and an associate member of the department of palliative care at the University of British Columbia, Dr. MacCallum is the medical director at GreenLeaf Medical Clinic, where she has assessed and developed cannabinoid treatment plans for more than 3.000 patients across Canada



**NICHOLAS KIRTON** INDEPENDENT DIRECTOR

Mr. Kirton is a professional accountant. He spent thirty-eight years with KPMG LLP where he was elected to Partner in 1976. Subsequent to his retirement, Mr. Kirton has served on the boards of a total of eight reporting issuers, in most cases as Chair of the Audit Committee. Additionally, Mr. Kirton served as Chair of the Board of the Canadian Investor Protection Fund.



### **Financials**

Well positioned to have industry leading margins



# **Capitalization Table**

Securities Outstanding as at December 31st, 2019

#### **SECURITIES**

SHAREHOLDERS TOTAL COMMON SHARES	AMOUNT (#)	BASIC	FULLY DILUTED
(BASIC)	312,733,244	100%	74%
Warrants Options Escrowed/Contingent Shares	91,855,628 17,897,599 5,144,468		21% 4% 1%
TOTAL COMMON SHARES FULLY DILUTED	427,630,939		100%

### WARRANTS OUTSTANDING (Expiry)

	<b>AMOUNT (#)</b>
\$1.00 [TGOD.WS] (December 19, 2022)	27,608,000
\$3.00 [TGOD.WT] (February 28, 2021)	34,607,765
\$7.00 (May 2, 2020)	15,092,363
\$9.00 (April 19, 2021)	12,592,500
\$9.50 (June 26, 2021)	1,955,000
TOTAL WARRANTS	91,855,628



# Comparables

Enterprise Value-to-Revenue, EBITDA CY 2020, CY 2021 Multiples Relative to Peers

	<b>EV/ REVENUE</b>		<b>EV/EBITDA</b>	
CANADIAN LPs	<u>2020</u>	2021	<u>2020</u>	<u>2021</u>
Aurora	6.6x	4.3x	nmf.(1)	23.9x
Auxly	4.3x	2.1x	nmf. (2)	7.2x
Sundial	2.9x	2.0x	16.7x	11.4x
HEXO	4.2x	2.8x	nmf. (3)	37.2x
Organigram	4.8x	3.4x	19.4	11.3x
Flowr	4.2x	2.2x	129x	10.2x
Supreme	2.7x	n.a.	18.1x	8.6x
Terascend	1.1x	0.8x	5.0x	2.4x
TGOD	2.6x	1.1x	nmf. (4)	5.7x
Peer Group Average	3.9x	2.5x	37.6x	14.0x
Top U.S. MSOs				
Curaleaf	5.5x	3.6x	19.5x	11.7x
Cresco	6.2x	3.9x	24.8x	13.9x
Green Thumb	4.8x	3.1x	19.2x	10.4x
Charlotte's Web	6.4x	3.4x	48.6x	13.9x
Trulieve	3.1x	2.4x	7.6x	5.8x
Average	5.2	3.3	23.9	11.1



**Owen Bennett** P: +44 (0)2070298431



**Derek Dley** P: (416) 869-7270



**Brett Hundley** P: +1 (804) 939-5268

### TGOD is looking to increase analyst coverage and institutional ownership



**Tamy Chen** P: (416) 359-5501



**Chris Carey** P: (646) 743-2110

Source:: BMO CANNABIS TRADING ACTIVITY REPORT January 17th,

- (1) ESTIMATE OF (\$24mm) CY2020
- (2) ESTIMATE OF (\$8mm) CY2020
- (3) ESTIMATE OF (\$30mm) CY2020

<sup>(4)</sup> ESTIMATE OF (\$11mm) CY2020

# The Green Organic Dutchman™

Establishing the leading global organic cannabis brand



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#### STATE-OF-THE-ART FACILITIES

Production capacity coming online in phases, timed with market growth and consumption. Purpose-built hybrid greenhouses enabling higher quality product and lower production cost.



#### **LEADING INNOVATION & IP**

Exclusive licensing deals in Canada and select international markets with best-in-class technology with proven in-market results.



#### **CONSUMER DRIVEN PORTFOLIO**

Focused on providing a suite of premium consumer preferred products with various delivery methods for dried flower, oils and soon beverages, edibles, and topical creams.



#### PROVEN MANAGEMENT TEAM

Experience in executive and operational management specific to consumer-packaged goods, horticulture, beverages, brand building, pharma, retail, international markets and cannabis.



#### **INTERNATIONAL**

International revenue with European hemp CBD business (HemPoland); completing GMP certification to export Canadian production globally.







### **CONTACT US**

Want to learn more? We would love to chat

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