



SLANG
WORLDWIDE

CANNABIS TRAILBLAZERS
DISTRIBUTING TRUSTED BRANDS THROUGH
NATIONAL PARTNERSHIPS AND THOUGHTFUL
MARKET EXPANSION

CSE: SLNG OTCQB: SLGWF

OCTOBER 2023

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SLANG WORLDWIDE



MISSION

Cannabis trailblazers distributing trusted brands through national partnerships and thoughtful market expansion.



VISION

Shaping the culture of cannabis with authenticity & passion



SLANG
WORLDWIDE

Streamlined operational infrastructure creating a clear path for profitable revenue growth

- 2022 saw SLANG become a nimble & pragmatic organization through asset consolidation and SKU rationalization
- Now operating as one of the leanest, most efficient companies in cannabis

Strong financial position differentiating SLANG from peer group

- Reported positive operating cash flow in 1Q FY23 for the second consecutive quarter
- Reported a cash position of \$8.2M on August 15, 2023 to support near-term opportunities to scale operations organically

Growth strategy focused on core & emerging markets with strongest brand distribution opportunities

- Focus profitable growth in **MSO blind-spots** via wholesale distribution to expand **Core Markets**
- Plan to drive CPG brand metrics in **Emerging Markets** via **capital-light** partnership model
- Renewed focus on the **vape and edibles category** to leverage proven success and established expertise



SLANG BY THE NUMBERS

Financial &
Operational
Highlights

\$8.2 M

Cash position on
August 15, 2023

50% +

Adjusted Margins

(\$22,000)

EBITDA loss H1 2023

*(Reported positive operating cash flow in
Q1 '23 for the second consecutive quarter)*

4

Revenue Streams
*(Core Markets, Emerging
Markets, THC-Free
Wholesale, E-Commerce)*

2

Integrated
Licenses
(Colorado & Vermont)

10

Licensed
Markets

12x

Award Winning

FINANCIAL & OPERATIONAL HIGHLIGHTS



Streamlined operations and greater efficiencies in place

- Sustained margin improvement- record adjusted margins of 54% in Q2 2023 compared to 43% in 2Q 2022
- Positions SLANG for profitable revenue growth



Positive Cash Flow

- Generated positive operating cash flow in 4Q 2022 and 1Q 2023 with record unit sales across Core Markets
- Cash balance of \$8.2 million as of August 15, 2023.



Core Market record revenue growth

- In Colorado, O.pen cartridge sales outperformed the category by 13.5% in H2 2022 vs. H2 2021
- In Vermont, SLANG sales accounted for 25% of all adult use sales in the State for 4Q 2022.



O.pen brand success driving national brand platform

- O.pen celebrated 10 years of success becoming one of the most recognized and best-selling vape brands in the country, selling over 12 million vape products since its inception in 2012.



Trulieve strategic partnership

- Driving entry into new emerging markets through a capital-light approach supporting the buildout of a national distribution footprint

OUR BUSINESS MODEL

CORE MARKETS

Use Core Market assets as a “sandbox” for developing a more diversified product portfolio.

EMERGING MARKETS

Expand distribution footprint nationally through a capital-light approach to partnership with best-in-class operators.

THC-FREE

Wholesale and D2C e-commerce sales to support margin accretive sales.



CULTIVATION



MANUFACTURING



BRANDS



DISTRIBUTION



RETAIL

CORE MARKETS

Colorado	✓	✓	✓	
Vermont	✓	✓	✓	✓

EMERGING MARKETS

Strategic Markets		✓	✓	
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THC-FREE

CBD		✓	✓	
Hardware		✓	✓	



o·pen®

THE O.RIGINAL CANNABIS PEN

AN O.PTION FOR EVERYONE

Choose between 100% Live Resin, Cured Resin, Daily Strains, or a convenient travel-sized Micro. We have something for any occasion.

FRIENDS FOR LIFE

You can expect a consistent, quality product with O.pen. But if something goes wrong we'll make it right.

O.UT PERFORMING OIL

12 awards for best oil and we're not stopping there.





ALCHEMY NATURALS

PART SCIENCE. PART MAGIC. ALL PLANT.

FLAVOR FORWARD

Delicious natural flavors.

POWERFUL ADAPTOGENS

Passionflower, Maca Root, Ginger & Reishi
Mushroom provide a holistic experience.

MINOR CANNABINOIDS

Formulations feature THC, CBD, CBG & CBN to
support effect-based results. 13.2% of all edible
sales including minors as of 4Q 2022 in CO (BDSA).

EFFECT-BASED

Sleep, Relief, De-Stress, Intimacy &
Blackberry Lime

LOW SUGAR & VEGAN

70% lower sugar than traditional gummy candy.
No sugar coating & fruit-derived pectin.





CERES
COLLABORATIVE

POWER TO THE PLANT

VERMONT'S FIRST

Ceres is proud to be Vermont's longest running medical dispensary and the first adult-use store to open in October 2022.

HEART OF BURLINGTON

Our adult-use store is situated in the heart of Burlington, off the Church Street Marketplace.

CELEBRATING LOCAL

We actively seek opportunities to give back to the local community through Marketing activations and charitable giving while also showcasing the local producers and brands that make up the Vermont cannabis industry.



CORE MARKET – COLORADO OVERVIEW

SLANG owns licensed assets which allows it to manufacture and distribute infused products throughout the state

- ▲ 2 operational manufacturing facilities, 1 owned gummy production and wholesale THC distribution and 1 leased office and distribution (hardware & CBD)

KEY HIGHLIGHTS

- ▲ SLANG is the leading manufacturer of vape products in Colorado
- ▲ O.pen is the #1 ranking vape cartridge in Colorado and has been since 2014
- ▲ Distribution to 150 locations, one of the most widely distributed brands in the state



COLORADO – GROWTH CATALYSTS

- ▲ Partnership with **strategic accounts** maintain premium positioning.
- ▲ Leveraging successful consolidation of the Colorado supply chain to build upon **strengthened unit economics**.
- ▲ **Continuous refinement** of product lines **focused on the vape category** to maintain and expand upon leadership role in Colorado.
- ▲ Comprehensive pricing, promotional and personnel review has led to greater **market penetration**.
- ▲ **Outperforming competitors** in the state, with O.pen maintaining its **#1 ranking** by the BDSA as the **top-performing vape** cartridge brand in the state throughout 2Q 2023.



RESULTS

Since refining the Colorado sales strategy, sales have increased, market penetration has improved, and margins have continued to climb.

CORE MARKET – VERMONT OVERVIEW

SLANG opened the Ceres Collaborative dispensary on October 1, 2022 as Vermont's first adult-use cannabis store, positioning the Company as the most significant operator in both the recreational and medicinal cannabis markets.

SLANG's vertically integrated cannabis operations include:

- ▲ 28,000 sq. ft cultivation, extraction, production and lab
- ▲ Centrally located retail dispensary
- ▲ 3 strategically located medical dispensaries
- ▲ Wholesale distribution

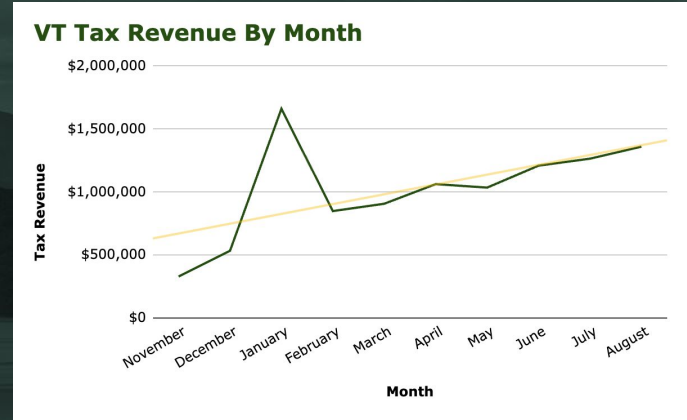
KEY HIGHLIGHTS

- ▲ Ceres currently serves 70% of the registered medical patient base
- ▲ In 4Q 2022 Ceres accounted for 25% of all retail sales



VERMONT – GROWTH CATALYSTS

- ▲ Vermont estimates the state’s new adult-use marijuana market, which opened in October 2022, will reach **\$120-\$145 million in annual sales by 2026.**¹
- ▲ **SLANG** became a first mover in Vermont’s adult-use cannabis retail market with a location in Burlington.
- ▲ Tremendous opportunity to build upon established brand portfolio & position as a first mover in Vermont’s adult-use cannabis market ownership of the infused products wholesale market.



4Q 2022 Vermont sales exceeded \$4MM, which significantly surpassed what the Company had forecasted for the quarter with room to grow within the wholesale market

EMERGING MARKETS – TRULIEVE

- ▲ Trulieve is a top-tier cannabis MSO with which SLANG has had a strategic partnership with since 2019
- ▲ Strategic partners in: Florida, Maryland, West Virginia, Pennsylvania
- ▲ SLANG (O.pen) is a top-selling brand partner for Trulieve and has delivered 30% plus MoM growth in wholesale channels in 2023
- ▲ The emerging markets model with partners like Trulieve allows SLANG brands to achieve broad reach in a capital light manner delivering against brand distribution KPIs

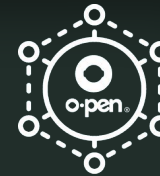
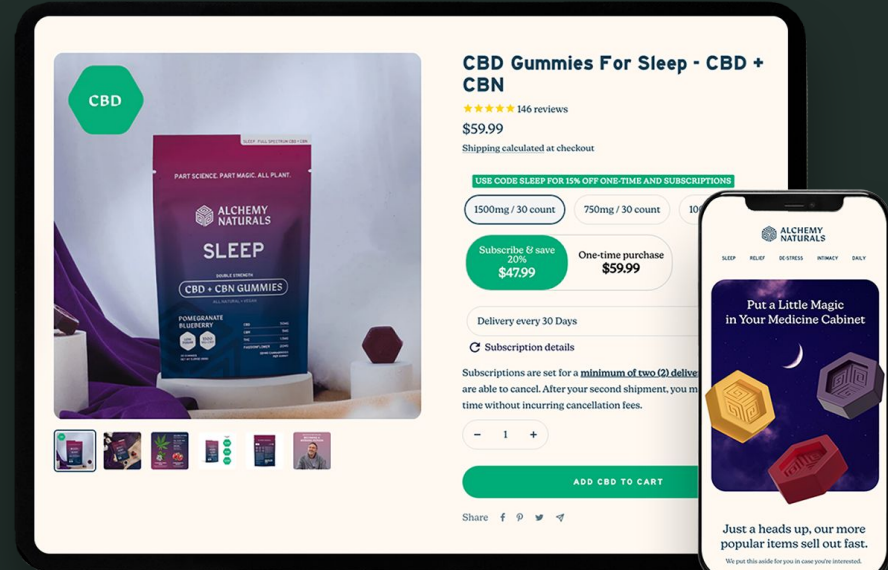


THC-FREE OVERVIEW & GROWTH CATALYSTS

Wholesale Distribution | E-Commerce

SLANG manufactures and distributes “THC-Free” products (CBD and hardware) via distribution partners to CBD and vape shop retail locations, in addition to managing DTC e-commerce websites for the brand assets.

- ▲ Alchemy Naturals CBD line was reformulated and launched nationally in 2022; offering an all-natural, effective, flavorful edible product.
- ▲ Opportunity to achieve stronger margins through successful consolidation of the supply chain & bringing distribution in-house.



CORE MARKET EXPANSION

STRATEGIC DIRECTION

The Company is looking at selective M&A opportunities to strategically enhance its presence in mature cannabis markets where it can broaden the SLANG brand and product portfolio.

ATTRACTIVE ATTRIBUTES FOR M&A

- Established operator with leadership position in MSO blind-spot that would be immediately accretive to SLANG
- Complementary assets – focused on wholesale distribution
- Branded products with proven value are an added plus
- Management synergies and redundant cost savings
- Path to positive cash flow through synergies and/or scale

EMERGING MARKET EXPANSION

STRATEGIC DIRECTION

Establish a market presence without deploying the resources necessary for success as an in-state licensor. Existing Emerging Markets include Florida, Maine, New Mexico, Massachusetts, Michigan, Ohio, Pennsylvania, Washington, West Virginia, Maryland and Puerto Rico. Target Emerging Markets include mature, established cannabis markets where SLANG does not currently operate.

ATTRACTIVE ATTRIBUTES FOR STRATEGIC PARTNERSHIP

- Entry into the market through ownership of licensed assets would be cost-prohibitive to SLANG
- Proven & established operator in an emerging state SLANG currently does not operate in
- Licensed assets allow for the manufacture and distribution of vape and edibles
- Cultivation and retail are an added plus as it allows partners greater flexibility in weathering challenging market conditions and supporting the brands



INVESTMENT HIGHLIGHTS

REDEFINED GROWTH STRATEGY FOCUSING ON CORE MARKETS

- Focused on driving organic growth in Vermont & Colorado where demand for SLANG CPG products are strongest and the competitive landscape is conducive to growth.

STRATEGIC PARTNERSHIPS

- Strategic Partnership model continues to drive strong brand performance through partnering with best-in-class operators

CAPITAL EFFICIENT MODEL

- Achieved positive cash flow via cost reduction initiatives and corporate repositioning.
- Successfully streamlined operations, driving a leaner, more efficient cost structure.
- Strengthened unit economics.

SCALABLE OPERATIONS

- Consolidated supply chain assets in Core Markets
- Potential to convert Emerging Markets to Core Markets, thereby increasing revenue and margins.

LEADING BRAND MANUFACTURER

- Recognized as the leading manufacturer of vape products in Colorado, holding the #1 category position since 2014.
- First mover advantage in Vermont as one of the State's only vertically integrated operators.



THANK YOU

o·pen®



**ALCHEMY
NATURALS**



CERES
COLLABORATIVE