



# INVESTOR PRESENTATION

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# Defining the Future of Cannabis Worldwide

**Aurora Cannabis** is a leading licensed producer of cannabis products focused on providing premium, innovative products to patients and consumers globally.

- #1 Canadian medical cannabis platform by revenue
- Leading international cannabis platform
  - 40% quarterly growth FQ1/21
- #1 or #2 CBD brand in U.S. brick & mortar stores as ranked by Nielsen and IRI
- Significant opportunities in the Canadian consumer market



# Earning Our Leadership Position in a ~\$200 Billion<sup>1</sup> Industry

Leveraging our unique competitive advantages to capture market share



Low Cost Cultivation



Scale & Global Reach



Canadian Market Leadership



IP & Plant Science



Innovative Product Development



Patient Advocacy

1. Source: BMO Research and Deloitte



# Cultivation: Our High Margin Strategy

## High Quality

- Purpose built for cannabis production
- Optimized yields
- Precision environmental controls
- Built to EU GMP specifications

## Low Cost

- Highly automated

## Mass Scale

- Achieving economies of scale
- Current run rate 142,500 kg/year



# Current Production Facilities in Operation

**1. AURORA  
SKY**

CAPACITY:  
>100,000KG/YEAR

**2. AURORA  
RIVER**

CAPACITY:  
28,000 KG/YEAR  
EU GMP Certified

**3. AURORA  
NORDIC 1**

CAPACITY:  
10,000 KG/YEAR  
EU GMP Certification  
Pending

**4. WHISTLER  
PEMBERTON**

CAPACITY:  
>4,500 KG/YEAR

Current Annual  
Production Capacity

**142,500**  
kg/year

- On June 23, 2020, Aurora announced the planned closure of several Canadian production sites to further extract efficiencies from the business and streamline operations

# Canadian Market Leadership

## 4 Canadian Cannabis Awards

- Top Sativa Flower
- Top Indica Flower
- Top Cannabis Spray
- Top Balanced Bottle Oil



## Top 3 Best-selling Products in Ontario

- Pink Kush
- Blue Dream
- Tangerine Dream



More than **85,000** active registered medical patients



# Advancing Cannabis Science & Product Innovation



Science and innovation strategy to harness cannabinoid technologies to commercialize products across a variety of consumer sectors focused on:

- Novel cultivars with unique consumer and agronomic traits
- Product innovation
- Consumer insights
- Cultivation technologies for improved quality and reduced costs of production

## Rights to Over 100 Patents

And Patent Applications – Areas Include:



Extraction & Production Systems & Methods



Genetics & Biosynthesis



Horticultural Methods & Apparatus



Medical & Recreational Products



Plant variety protection



# A Diverse Portfolio of Contemporary Consumer Brands

## Value

**Daily SPECIAL™**

THE BEST FOR LESS, SERVED DAILY.

Daily Special offers high-THC, no nonsense cannabis products for price-conscious consumers seeking reliable high potency cannabis. We've cut out all the frills to deliver the best value in a range of formats.

## Core

**AURORA** | **AURORA**  
**drift**

Our core brands offer a diverse range of high-quality cannabis product formats and formulations so current and new consumers can enjoy cannabis their way.

Aurora delivers fan favourite flower strains developed from top-of-the-line genetics and ready to smoke Aurora Aces pre-rolls, produced in our state-of-the-art production facilities.

Our Aurora Drift line includes innovative vapes and edibles for those seeking new ways to enjoy cannabis.

## Premium

**San Rafael '71**

WHERE IT ALL BEGAN

San Rafael '71 is grass with roots to where it all began. San Rafael '71 is an award-winning brand and one stop shop for high-quality, high-THC, and highly praised cannabis. Whether it's our terpene rich strains, full flower pre-rolls, full-spectrum vapes, sweet and tangy gummies or flavourful concentrate, San Rafael '71 is quality cannabis for quality times.

## Premium - Organic

**Whistler**  
CANNABIS CO.

Organic grown in the mountains of BC.

Whistler Cannabis Co. is Canada's first organic certified brand. Organic certified B.C. bud, cultivated by hand and grown with heart. Grown in living soil and pesticide-free. We purposely limit our production to small batches to ensure the consistent high quality you'd expect from a region globally recognized for growing the best.

Aurora will continue to evolve and optimize our focused brand offerings to best support the needs of our consumers.

# A Diverse Portfolio of Product Formats

Value

Core

Premium

Premium - Organic

## Daily SPECIAL™

Flower, Vapes, Chocolates, Softgels



## AURORA drift

Flower, Pre-Rolls

## AURORA

Vapes, Edibles, THC Shots, Oral Mist



## San Rafael™

Flower, Pre-Rolls, 510 Vapes, Gummies, Softgels, Live Resin



## Whistler CANNABIS CO.

Flower, Pre-Rolls, Live Rosin, Hashish



Aurora's diverse offerings ensures there is a product perfectly suited for every Canadian consumer

# Marketing & Trade Marketing Excellence

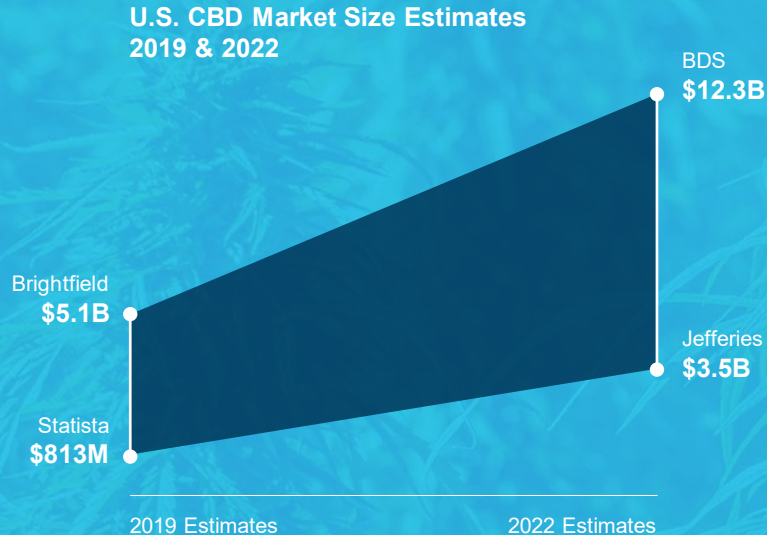


Reaching consumers in retail, digital & earned media to drive brand awareness, consideration and conversion

# Core Strategic Objective Achieved: U.S. Market Entry

Carefully executed market entry in the U.S. aligned with Aurora's larger corporate objectives

- Large and growing addressable market
- Asset-light business model that is highly scalable and has already achieved profitability
- Aligned cultures focused on quality, testing and regulatory compliance
- Top management team with decades of experience in regulated consumer product sales





# Senior Management Team



**Miguel Martin**  
Chief Executive Officer



Altria



**Glen Ibbott**  
Chief Financial Officer



**Allan Cleiren**  
Chief Operating Officer

Experienced operational executive with nearly three decades leadership experience at private and public companies



**Jillian Swainson**  
Chief Legal Officer

Former Partner at Brownlee LLP with experience in corporate, commercial, intellectual property and securities law and providing advisory services in highly regulated industries



**Jonathan Page**  
Chief Science Officer

Globally renowned cannabis scientist. Co-lead of the Canadian team of scientists who first sequenced the cannabis genome. Co-founder of Anandia Labs

# Board of Directors



**Michael Singer**  
Executive Chairman

Former CFO, Clementia Pharmaceuticals  
Former CFO, Bedrocan Canada Corp.



**Miguel Martin**  
Director & CEO

Former CEO & President of Reliva  
Former President of Logic Technology



**Ronald Funk**  
Director

Deep consulting business experience, former VP Corporate Affairs and Competitive Improvement for Rothmans



**Shan Atkins**  
Director

Certified Public Accountant with over 20 years of corporate leadership experience. Served on public company boards, including Shoppers Drug Mart



**Norma Beauchamp**  
Director

Retired President and CEO of Cystic Fibrosis Canada, Director of Acerus Pharmaceuticals



**Lance Friedmann**  
Director

Experienced global CPG executive with Kraft Foods and Mondelez



**Michael Detlefsen**  
Director

Experienced corporate finance and strategic advisor to CPG, agri-business, and financial services companies



**Adam Szweras**  
Director

Experienced securities lawyer, Founder of US developer of cannabis, hemp oil, and edible products



**AURORA<sup>®</sup>**

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