

## Disclaimer

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## Defining the Future of Cannabis Worldwide

Aurora Cannabis is a leading licensed producer of cannabis products, leveraging cutting edge technologies to provide premium, innovative products to patients and consumers globally.

Establishing a strong leadership position in three distinct, rapidly growing markets.



# 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 & Clinical 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
- Pharma-grade production
- Built to EU GMP specifications

#### **Low Cost**

Highly automated

#### **Mass Scale**

- Achieving economies of scale
- Current run rate 150,000 kg/year





## **Current Production Facilities in Operation**





## 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



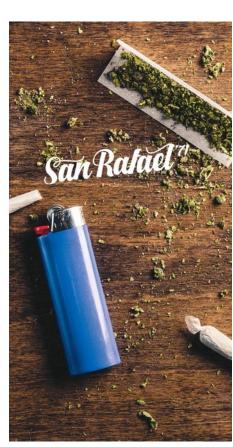


# A Diverse Portfolio of Contemporary Consumer Brands









## Advancing Cannabis Science & Product Innovation



# 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



## Market Leading Product Development

### Enhancing patient and consumer experiences through new innovative product formats







THC and CBD oils

CarniMed Oil | Huile 18-1

ThC majoral

MedReleaf

Midnight

Tan Oiler Safey

Midnight

Midnight

Midnight

Midnight

Midnight

Midnight

Total THC Total: mg/ml Total CRD Total:

# AURORA

# Where We're Going: Cannabis 2.0

### QUALITY EXTRACTS | PROPRIETARY EXTRACTION | SUPERIOR PRODUCTS | SCALE & EXPERTISE



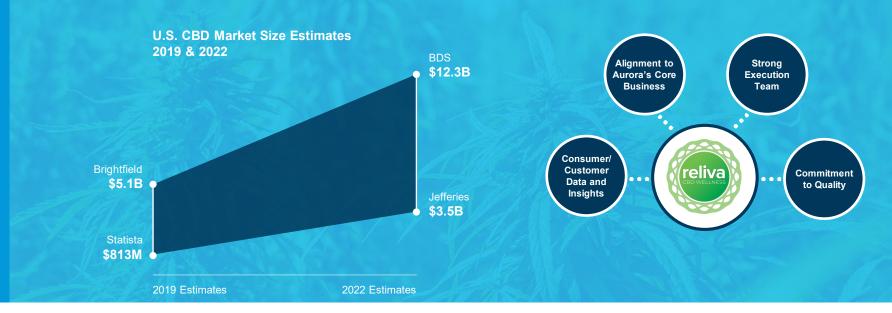
Initial product categories include vapes, gummies, chocolates, baked goods and mints



# 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

Nordion.









**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
Chief Executive Officer, Director
Former CEO, Reliva
Experienced CPG executive with Logic and Altria



Lance Friedmann
Director
Experienced global CPG
executive with Kraft Foods and
Mondelez



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



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



Michael Detlefsen Director

Experienced corporate finance and strategic advisor to CPG, agribusiness, and financial services companies



Ronald Funk Director

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



Adam Szweras
Director

**Shan Atkins** 

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

