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# Corporate Presentation November 2017

CSE: CRZ | OTCQX: CNNRF

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#### **Forward Looking Information**

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#### **Additional Information**

Additional information relating to the Company has been filed electronically through SEDAR and is available online at www.sedar.com or at the Company's website at www.cannaroyalty.com.



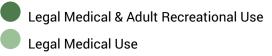
# Strategic Capital + Operational Support





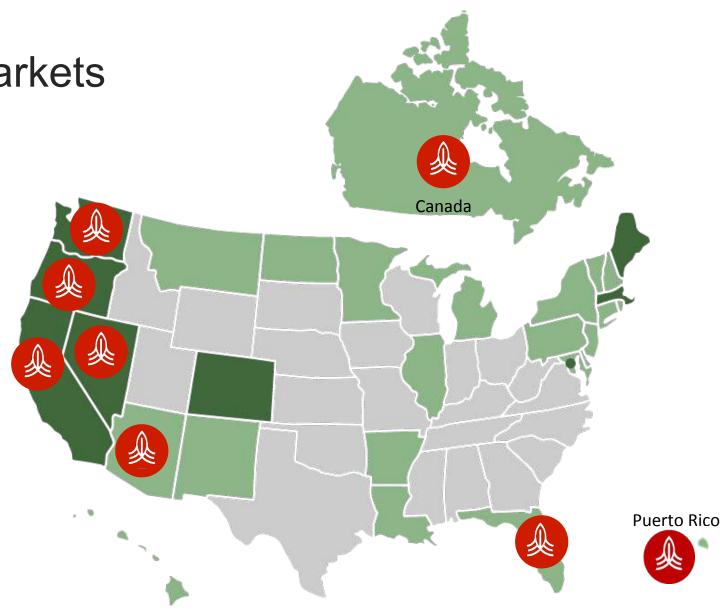
# **Current Markets**

Total Population	# of Registered Patients	Registered Patients per 1000 Residents		
7,026,629	114,439	16.3		
39,849,872	1,526,250	38.3		
21,002,678	51,000	2.4		
4,144,527	67,141	16.2		
7,384,721	138,056	19.2		
35,850,000	167,754	4.7		
2,995,973	28,308	9.5		
3,474,182	11,091	3.2		
	Population 7,026,629 39,849,872 21,002,678 4,144,527 7,384,721 35,850,000 2,995,973	Population    Patients      7,026,629    114,439      39,849,872    1,526,250      21,002,678    51,000      4,144,527    67,141      7,384,721    138,056      35,850,000    167,754      2,995,973    28,308		



left CannaRoyalty's assets and holdings

\*As mandated by 2016 U.S. Election Day results.





# OUR STRATEGY

Building an integrated platform of assets focused on high-value segments of the global cannabis market





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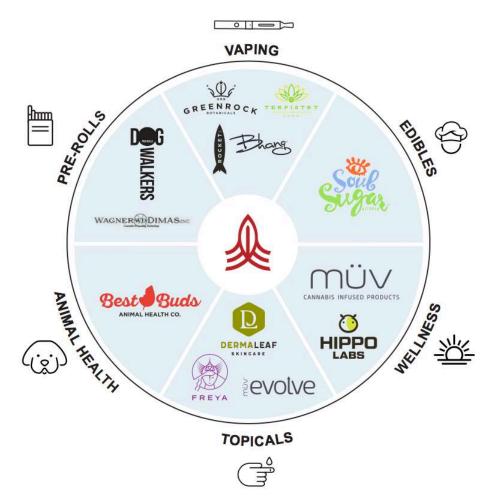


#### PREMIUM CONSUMER BRANDS IN MEDICAL, WELLNESS & ANIMAL HEALTH





### **CR BRANDS ACROSS KEY CANNABIS SEGMENTS**





### VAPE PEN PRODUCT CATEGORY























### PRE-ROLL PRODUCT CATEGORY







### SERVICE OFFERINGS

**FOCUSED ON** 

Corporate Finance

Marketing and **Brand Development** 



· 60 · electric medialand



Financial ManagementCompliance and Operational Support Regulatory



Investor Relations

**Media Relations** & Outreach





SPROTI

# **CR Holdings**

- Paid service offerings provided to our investee companies
- Functional knowledge and industry expertise to accelerate growth and improve returns
- Secured engagements with investees AltMed and Wagner Dimas

# **Sprott Joint Venture**

- Sourcing, due diligence and strategic support for investment opportunities
- Driving growth of investees funded by the JV

#### 11





# Strategic Partnership with Sprott Inc.



- **\$12 million** credit facility with 3-year term
- Interest rate: 10% per annum
- 1.8 million warrants issued to Sprott, priced at \$2.05 per share
- Funds to be used for specific opportunities that CannaRoyalty is pursuing for production and/or processing assets, as well as general corporate purposes



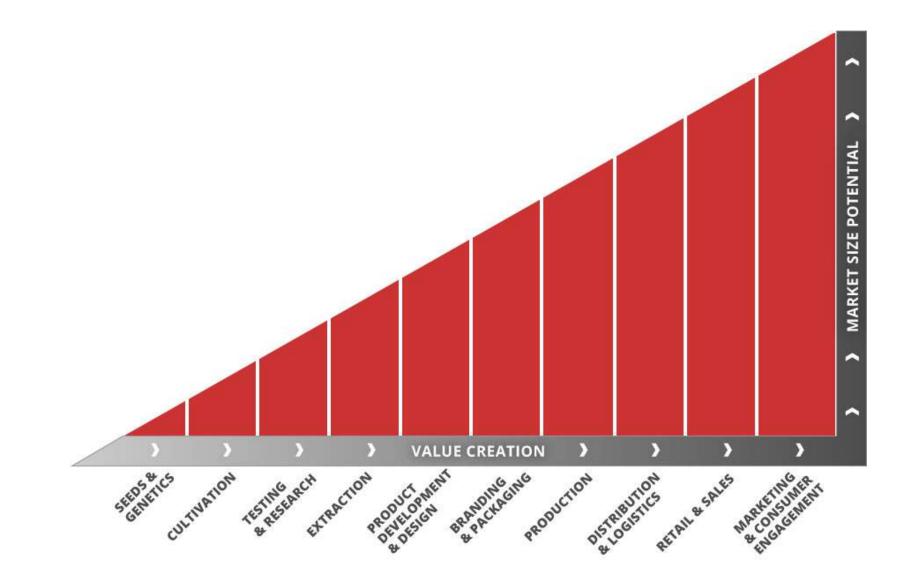
- Sprott to arrange capital for investments
- Mandate to invest in the Canadian cannabis market
- **CannaRoyalty earns:** 
  - Realized returns from investments made, following a customary private equity style waterfall
  - Royalty, advisory services or other business relationships with JV borrowers
- CannaRoyalty provides:
  - Sourcing of investment opportunities
  - Perform due diligence
  - Provide strategic support to JV investments



	INVESTMENT TYPE	VALUE CLASSIFICATION	QUALITATIVE	AMOUNT INVESTED	
DREAMCATCHER	100% equity stake	P&L, B/S	Proprietary filling & cartridge technology; GreenRock Botanicals brand; Bhang Vape California Manufacturing	US\$11.5m over 18 months	
anandialabs	20% equity stake	P&L, B/S	Health Canada Dealer license, approved testing lab	\$4m in cash, shares, and equipment	
Я <b>V</b> R	Royalty-type structure (2.25% until capital recovered, 1.75% until Dec 31, 2024)	Revenue	Only licensed distribution company in CA with warehouses in Sacramento, Santa Rosa, LA County	US\$5m over 12 months	
altasupply	100% equity stake	P&L, B/S	Leading California distribution company	US\$5.5m over 18 months	
ALTOTERRA	30% revenue royalty in perpetuity	Revenue	Real estate 'cannabis campus' in WA	US\$808,000	
	22% equity stake; exclusive Canadian license; 12% debt financing	P&L, B/S	IP on technology to scale the production of pre-rolls	US\$925,000	
resolve	27.2% equity stake	P&L, B/S	Patent-pending medical vaporizer with smart phone app	\$2.445m in cash and shares	
	8.2% equity stake; 3.5% revenue royalty on MüV Products	P&L, B/S	Current operations in AZ, FL, CO	US\$1.5m for equity; \$1.13m for royalty	

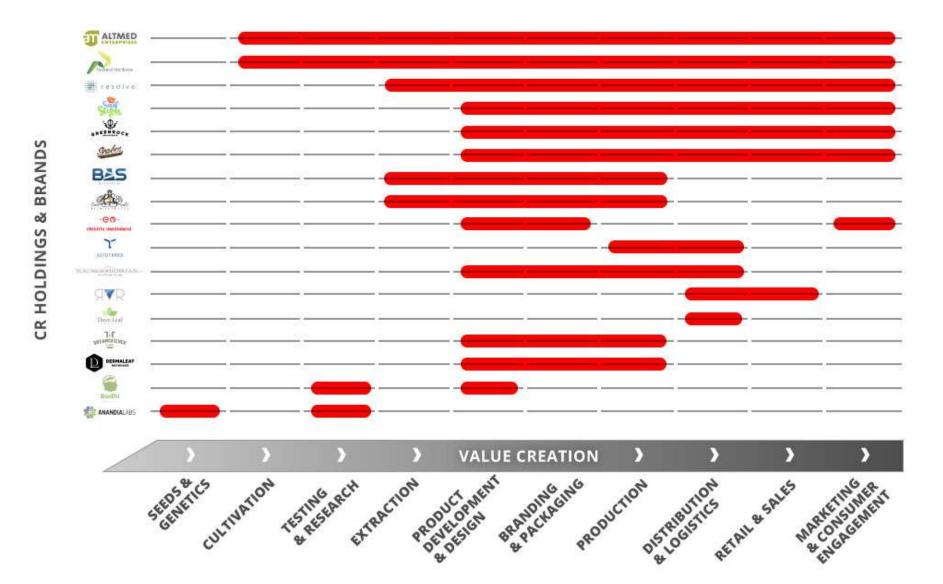


# Value-add Segments of the Cannabis Market



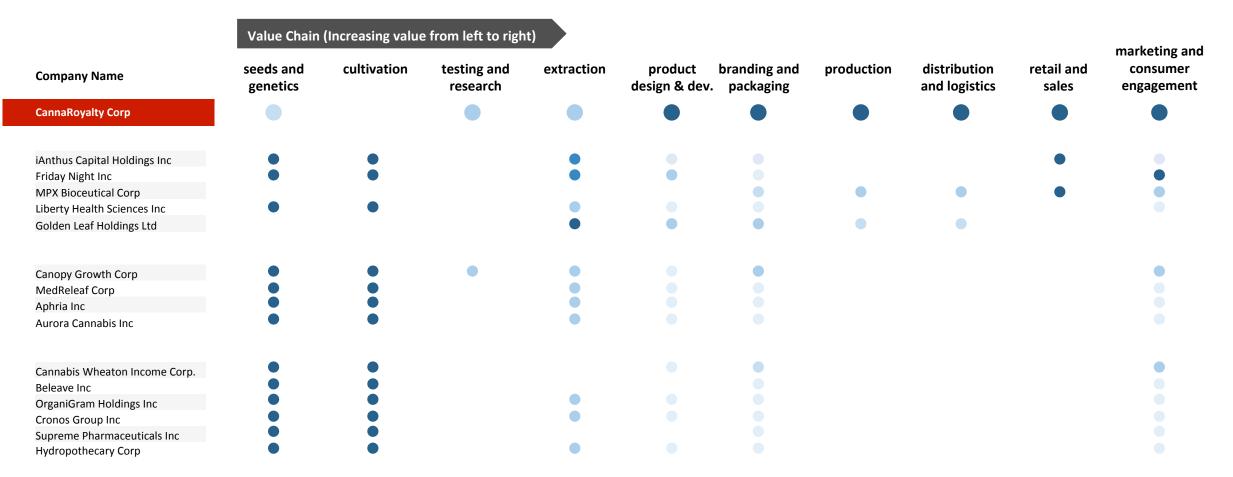


# CannaRoyalty Exposure to the Value-add Segments of the Cannabis Market





# Value Chain – Comparables



LOW EXPOSURE



(All values in CAD)				EV/Revenue		EV/EBITDA				
Company Name <sup>1</sup>	Ticker	Enterprise Value <sup>2</sup>	Price Close	2017E	2018E	2019E	2017E	2018E	2019E	North American Population Exposure (MM) <sup>3</sup>
CannaRoyalty Corp	CRZ.CD	121	2.97	23.14	4.96	3.02		27.70	9.43	114
iAnthus Capital Holdings Inc	IAN.CD	69	2.04	28.06	2.31	0.84		81.23	3.71	8
Friday Night Inc	TGIF.CD	60	0.37							3
MPX Bioceutical Corp	MPX.CD	178	0.57	6.70	3.72	2.54	296.00	15.72	7.86	23
Liberty Health Sciences Inc	LHS.CD	578	2.05							21
Golden Leaf Holdings Ltd	GLH.CD	117	0.22							7
Average U.S.				17.38	3.01	1.69	296.00	48.47	5.79	12
Canopy Growth Corp	WEED.TO	3,221	19.13	37.25	10.81	6.31		102.64	32.37	36
MedReleaf Corp	LEAF.TO	1,461	16.09	29.24	9.62	5.91	183.10	28.37	16.63	36
Aphria Inc	APH.TO	1,308	9.27	29.68	8.21	4.38	92.06	22.98	12.36	56
Aurora Cannabis Inc	ACB.TO	2,904	6.75	40.36	11.01	8.90	145.01	27.80	13.30	36
Average Major LPs				34.13	9.91	6.37	140.05	45.45	18.66	41
Cannabis Wheaton Income Corp.	CBW.V	264	0.84							
Beleave Inc	BE.CD	57	1.66							36
OrganiGram Holdings Inc	OGI.V	355	3.63	46.83	10.70	3.42		44.73	10.05	36
Cronos Group Inc	MJN.V	752	4.09	132.38	17.05	6.84		92.48	21.10	36
Supreme Pharmaceuticals Inc	FIRE.V	315	1.54		2.82	1.85		9.06	4.37	36
Hydropothecary Corp	THCX.V	282	2.67	13.83	5.85	2.69		23.49	8.82	36
Other Canadian				64.35	9.10	3.70		42.44	11.09	36

1) Market Cap, Revenue Estimates, and EBITDA Estimates from Thompson on November 22, 2017 (Note: U.S. Comp set MV and EV calculated based on recent fillings)

Enterprise value calculate by analyst 2)

3) https://factfinder.census.gov 2016 population numbers



#### **ROYALTY AGREEMENTS**

**Cascadia Holdings - AltoTerra subsidiary** (Washington) – 30% of revenue in perpetuity

**Rich Extracts** (Oregon) – 30% of revenue in perpetuity

**River** (California) – 2.25% of revenue until capital recovered, 1.75% until Dec 31, 2024; plus CR Brands has a preferred product distribution agreement in CA

**NuTrae** (MüV Products) – 3.5% of net revenue for 10 years ending Dec 31, 2025

**Natural Ventures** (Puerto Rico) -2.5% net income royalty for 10 years from first commercial sale (Feb 2017)

#### SECURED, CONVERTIBLE LOANS

**Eureka Management Services** – (convertible to additional 10% equity stake)

**BAS Research** – (convertible at 20% discount to Series A financing)

# **CR** Holdings

#### **EQUITY** (Controlled)

**DreamCatcher Labs** – 100% (GreenRock Botanicals brand)

**Electric Medialand** – 100%

Achelois – 70% (DermaLeaf Skin Care brand) Alta Supply Inc. – 100%

**Kaya Management Inc.** (manufacturer of Bhang Vape CA) – 100%

#### EQUITY (Other)

Anandia Labs – 20% Bodhi Research – 10% (option to 20%)

Wagner Dimas – 22%

**Resolve Digital Health** – 27.2%

AltMed- 8.2%

**Eureka Management** – 6%

Mobile Medicine – 50% JV

# **CR Brands**

#### **100% OWNED - IN DISTRIBUTION**

GreenRock Botanicals Soul Sugar Kitchen DermaLeaf Skin Care

#### **100% OWNED - IN DEVELOPMENT**

The Terpistry Freya Intimacy Oil Best Buds Animal Health Hippo Labs Dog Walkers

#### **OUT-LICENSING – CR BRANDS**

Aphria (Canada) Natural Ventures (Puerto Rico)

#### **IN-LICENSING – OTHER BRANDS**

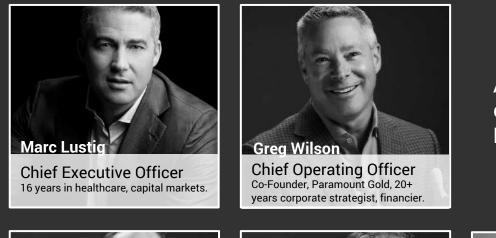
MüV Products Stokes Absolute Extracts Care by Design Wagner Dimas

HOLDING





### Management Team



A forward-looking management team with financial markets expertise, clear strategic vision and strong science guidance – backed by real-world cannabis know-how.



Chief Financial Officer Former CFO of CSC Canada., 20+ years of senior management experience



Chief Marketing Officer Founder, Electric Medialand, 30 years in marketing, brand development.



President, CR Brands 22 years of Consumer Product Goods operational experience.



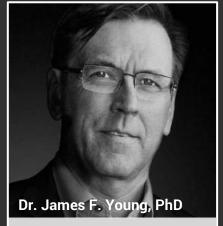
General Counsel Broad experience with public listings and prospectus financing.



Corporate Strategy and Legal Counsel



### **Board of Directors**



- 30 years in pharmaceutical development
  Chairman, Novavax, Inc. (Nasdaq:NVAX)
- Co-Founder Medlmmune



- 35+ years in Canada/US pharmaceutical industry
- CEO of Tribute Pharmaceuticals
  Former VP at Biovail Corporation
- Former VP at Biovail Corporation



 Founder and CEO of Neo Material, which was acquired for \$1.3 billion
 CannaRoyalty audit committee chair



Chief Executive Officer 16 years in healthcare, capital markets



Chief Operating Officer Co-Founder, Paramount Gold, 20+ years corporate strategist, financier



# **Capital Structure**

#### 41.95mm SHARES OUTSTANDING

#### **Dilutive securities:**

- ▶ 3.05mm incentive RSUs issued and outstanding, including 1.21mm currently vested
- 750,000 shares (\$1.5mm convertible debt with Aphria Inc, convertible at \$2/share)
- ~2.7mm warrants, exercisable at between \$1.50-2.05/share
- 2.5mm warrants, exercisable at \$4.50/share
- 1.0mm performance shares <u>contingent</u> on Dreamcatcher performance Apr-Oct 2017

#### **52.3mm FULLY DILUTED SHARES**

#### **Previous financings:**

- 04/15 10/15: C\$2.1mm @ C\$0.50/share
- 03/16: C\$2.5mm @ C\$0.75/share
- 06/16 07/16: **C\$4.7mm** @ C1.00/unit
- 10/16 (RTO): C\$5.0mm @ C\$2.00/share
- 02/17: C\$15mm bought deal financing @ C\$3.00/unit
- **C\$12.0mm** bridge capital available from Sprott Inc.
- Insider ownership ~12% (all subject to Lock-up/CSE Escrow)
- Insider + Acquired Assets + Strategic Corporate (Aphria) + Family Office + Institutional ownership > 80%

# OTCQX: CNNRF

CSE: CRZ





# **Corporate Summary**



# **Diversified Holdings**

- Across key high-value segments of the global cannabis market
- Focus on increasing exposure in new legal domestic and international markets
- Accretive investment structuring
- Leveraging pipeline opportunities and relationships to realize synergies between holdings



## Revenue Growth & Cash Flow

- Transitioning into strong growth period
- Driven by consolidation of current assets, royalty streams, and other investments
- Strategic investments realizing strong returns as well as long-term value



### Growing Portfolio of Premium Brands

- Superior *in-house* brands capturing key parts of both the dried herb and extract markets
- CR Brands can be sold or licensed to other jurisdictions, including global markets
- Wholly-owned marketing firm that develops innovative branding



## **Distinct Business Model**

- Fully-integrated, active investor and operator in the legal cannabis sector
- Broad geographical footprint in North America with a differentiated business model from traditional Canadian LPs
- Diversification of strategic investments into growth ready assets 2