



Namaste Technologies

Corporate Presentation November 2020

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In a short 18 months... Namaste's new leadership team has created Canada's first omni-channel cannabis distribution platform, generated exclusivity with cannabis brands and is building a clear path towards becoming the 'Amazon of Cannabis'.



Namaste Technologies is uniquely positioned to succeed in the Medical & Recreational cannabis market

1

+1,500% growth in Q3 Cannabis / CannMart revenue year over year

2

Q3 2020 net revenues of \$5.6 million - a 49% increase over the same period last year, and the highest quarterly revenue for the company

3

National distribution online & offline:
Distribution into **300** retail stores across Canada and eCommerce, medical & recreational.

4

Canada's first ever sales-only distribution license that allows processing and selling of cannabis, enabling complete control of margins.

5

Success in a highly regulated market -
Trusted partner in bringing together consumers and highly-regulated products at scale.

6

Strong balance sheet - **no debt.**



Many cannabis companies will fail

because they haven't figured out how to make money.

There is no reliable link between customers and products in the medical and recreational cannabis space both online and offline.



Brand New Executive Team

Making Strong Impacts to Revenue Growth

❑ **Meni Morim, CEO**

A strategic technology executive with an entrepreneurial spirit, Meni Morim has more than 17 years of software development experience. He's built and led teams across the globe in telecommunications, FinTech and eCommerce, propelling start-ups, private, PE-backed and public companies into market leaders. As the founder and CEO of the A.I. eCommerce solution Findify, he implemented advanced technology and business strategies to provide eCommerce sites with a high-quality, personalized user experience. As such, Mr. Morim has a proven history of developing new, innovative products and building the competitive strategies needed to succeed in hyper-competitive markets around the world. Internationally respected as an expert in eCommerce operations, driving revenue, growing product portfolios and reducing risk, he is a regular public speaker at numerous conferences and events.

❑ **Chad Agate, CTO**

Chad Agate has over 20 years of experience building organizations that leverage cutting-edge technology. He has a proven track record of predicting trends and building new, disruptive technologies, successfully navigating the rapidly growing and changing industry landscape. As an entrepreneur he has built and successfully exited three technology organizations, whose IP was acquired by companies such as Cisco Systems. Mr. Agate attributes his success to his ability to put together teams of experts and motivate them to succeed through a combination of his own direct leadership as well as his strong emphasis on building a culture that is conducive to productivity, creativity, and innovation.

❑ **Faraaz Jamal, COO**

Faraaz Jamal has more than 13 years of experience in formulating data-driven strategies in eCommerce, marketing, consumer packaged goods and supply chain management. He has pioneered and executed campaigns that have repositioned companies and expanded the total addressable market. As the former Head of Marketing & Strategy at global health and wellness trailblazer Bulletproof 360, Mr. Jamal has the knowledge and experience within the industry to identify and best reach our target market.



Brand New Executive Team

With over 80 years combined experience spanning technology, supply chain and growth.

❑ **Slava Klems, Interim CFO**

Ms. Klems has over 14 years experience in senior finance management positions at AIMIA Inc. (Aeroplan) and Dominion Citrus Income Fund, plus experience across diverse industries including retail, distribution, manufacturing, pharmaceutical and automotive sectors. She joined Namaste in July 2020 and has proven herself as a driven and hardworking professional with a proven record in change management, process optimization and improved operational efficiencies. Ms. Klems has also successfully completed multiple ERP software implementation projects, including PeopleSoft and Workday to integrate Operations and Finance functions driving sustainable operational effectiveness. Ms. Klems holds a Master of Science and a Bachelor of Business Administration from York University and earned her Chartered Accountant designation with KPMG.

❑ **Alexander Liszka, General Counsel**

With more than 13 years of international legal experience, Alexander Liszka serves as general counsel at Namaste. He was most recently co-founder and CEO of one of the first licensed retail cannabis stores in Canada. His expansive global experience is rooted in commercial negotiation, regulatory compliance and project development, specifically in highly regulated markets and industries across North America, Europe, North Africa and the Middle East. Mr. Liszka's international experience in regulated industries and in Canadian brick and mortar cannabis retail, is crucial to Namaste as it allows us for creative and compliant growth in an ever-changing regulatory landscape.

❑ **Edward Miller, Director, IR**

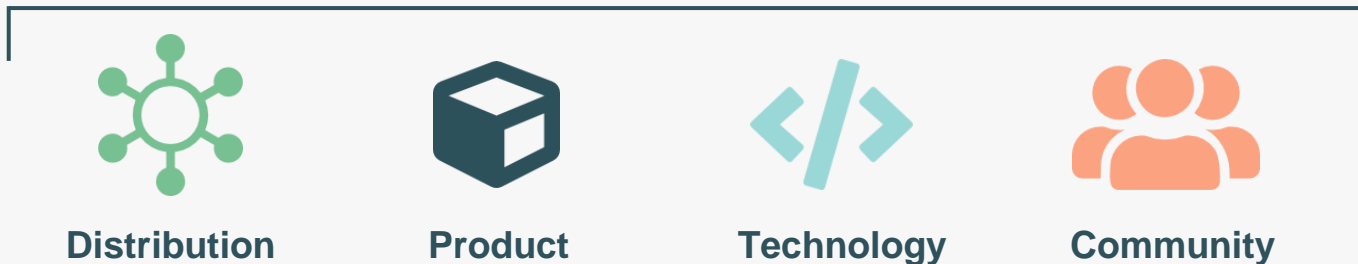
Executive with more than two decades of experience in the Biotech/Pharma and cannabis industry specialized in corporate communications and investor relations. Most recently, he served as Vice President of IR at NORTHBUD and previously as Vice President of IR at Tetra Bio-Pharma where he built their IR programs. Mr. Miller spent six years at Paladin Labs where he successfully built their investor relations program as Manager, IR. Following his tenure at Paladin Labs he moved into the role as an IR consultant working for Christensen IR, heading their life science practice where he built award winning investor relations programs.



Namaste connects a \$3B market of consumers to cannabis products

Licensed producers, brands and government agencies rely on Namaste to connect consumers to products through a proven distribution network including Canada's first online, direct-to-consumer eCommerce marketplace.

Pillars to success



Namaste holds Canada's first ever sales-only licence that allows processing *and* distributing cannabis

Leveraging this licence, proprietary technology, and CPG expertise, we have created an ecosystem where Namaste connects cannabis producers and brands to the Canadian market.

We are one of the few cannabis companies able to effectively control its own margins and manufacture its own products.

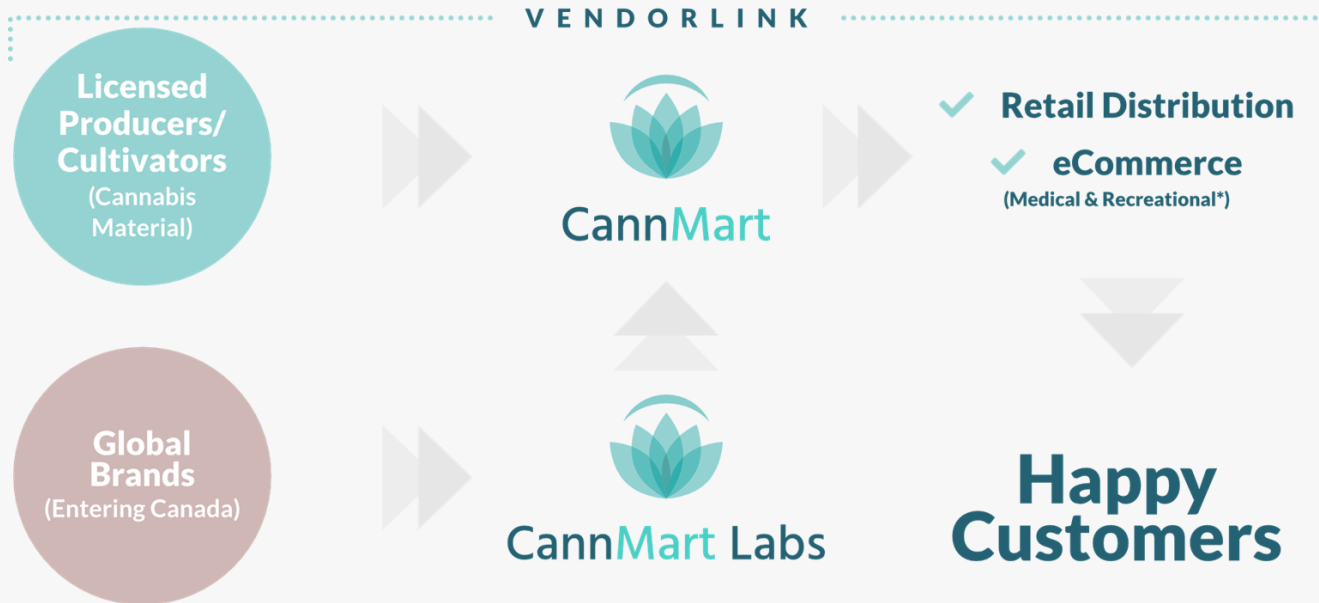
We do not compete with Licensed Producers, Cultivators or Brands. Instead, we act as the *missing link* connecting products to consumers.

We are the only true omni-channel distributor of Cannabis in Canada with medical and recreational* direct-to-consumer eCommerce and provincial distribution across retail stores in Canada.

* See news release dated September 22nd regarding launch of eCommerce in Saskatchewan



Namaste has proven itself in navigating a highly-regulated market marrying technology, science and expertise to produce a unique business model that connects cultivators, producers and brands to customers **no matter where they are**



* See news release dated September 22nd regarding launch of eCommerce in Saskatchewan

In a highly-regulated industry, it is simply not enough to have the best product

You must be able to get your product to consumers. We've worked hard to attain one of the largest distribution networks in Canada.

PROVINCIAL



BC CANNABIS STORES



Saskatchewan
Liquor and Gaming
Authority

INDEPENDENT



HIGHTIDE
THE RISING TIDE OF CANNABIS



**PRAIRIE
RECORDS**
THE CANNABIS SHOP



We've earned the trust of LPs, Government Agencies and brands across the world because...

1

Namaste was first-to-market with 2.0 vaporizer cartridges.

4/5 of our products are represented in **the top 5 products sold in British Columbia.**

2

We let LPs/Brands specialize in what they do best. We handle the logistics of regulations, packaging and everything else.

3

Proprietary AI technology has been integrated into our online platform providing robust 1:1 personalization in all of our digital platforms.

USP

4

The Average Order Value for in-store purchases is \$50 compared to \$135 for **our** eCommerce platform.**

We outperformed the cannabis industry by 270% on eCommerce metrics.

USP

5

We strengthened our retail distribution network by introducing a brand new business-to-business revenue channel, **which has scaled from \$0 to \$6MM in 9 months.**

6

We successfully signed exclusive agreements and brought large brands such as Phyto Extractions to the Canadian Cannabis Market.

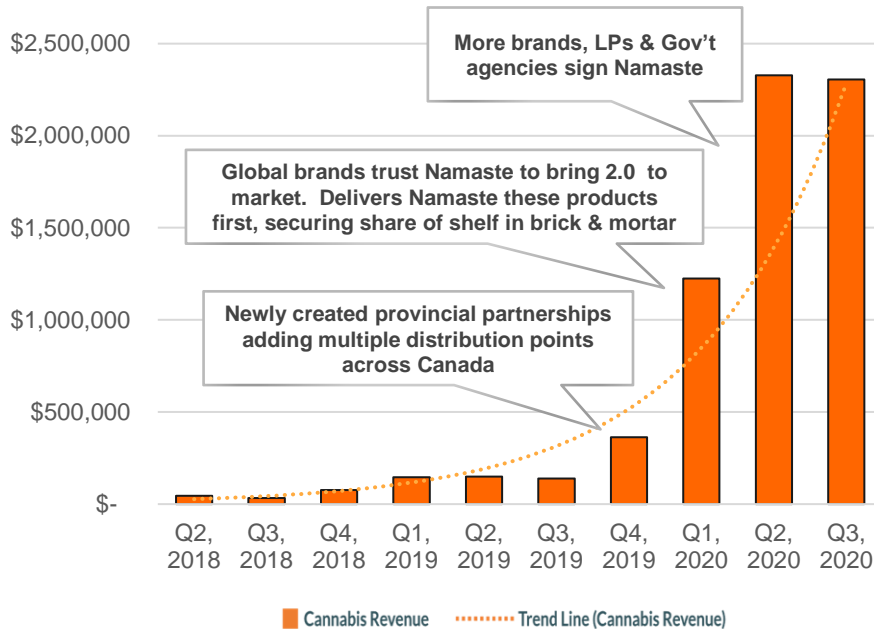
*USP = unique selling proposition

** Cannabis retailer data



Quarterly Growth of +1,500% Cannabis Sales year/year

+76% avg Cannabis Growth quarter/quarter



Q3 2020 Strategic Shift in Business Operations

- Focused on Increasing Gross Margins
- Attention moved towards building house brands while maintaining market share
- Seasonality “slump” between 420 sales in Q2 and Black Friday/Cyber Monday sales in Q4



Namaste is mastering the double-sided marketplace

As more consumers trust us, more brands and LPs wish to list their product on our marketplace platform.



Namaste's platform is positioned to not only connect consumers with cannabis products in Canada, but to connect **all innovative consumables to customers globally.**

+\$3 Billion

Canadian cannabis market 2021

+\$74 Billion

Worldwide legal cannabis

Market projected to grow by 20% CAGR to 2027

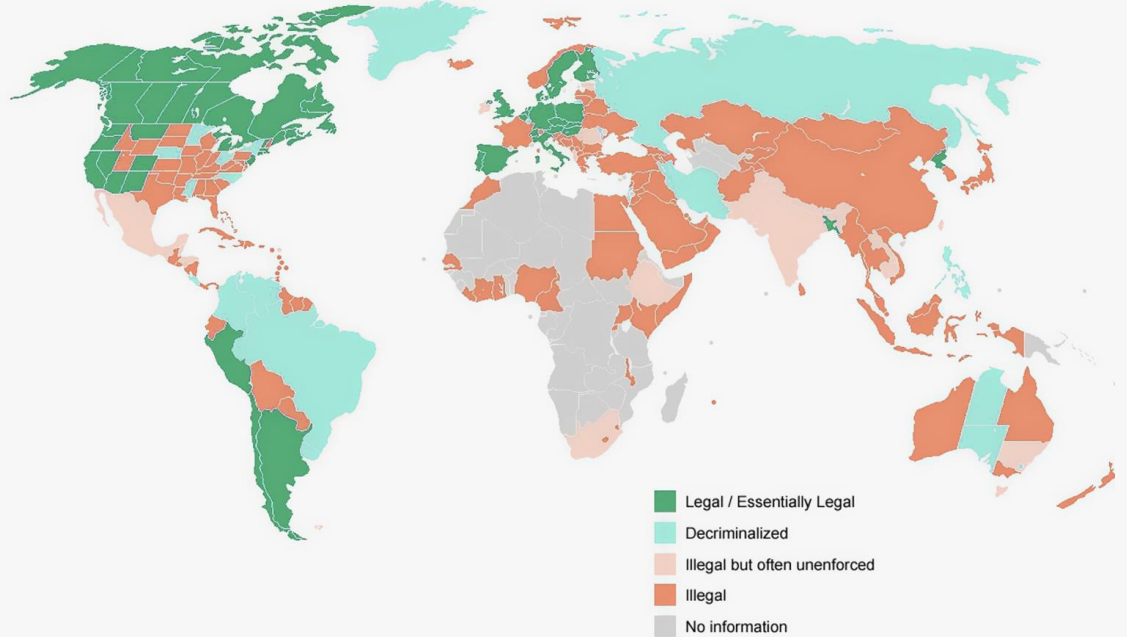
+\$1.8 Trillion

Health and wellness

Market estimate for Personal Care, Beauty and Anti-Aging (\$1,083 billion), Healthy Eating, Nutrition and Weight Loss (\$702 billion)

Sources:

- 1 CIBC Capital Markets (2020)
- 2 Grandview Research (2020)
- 3 Global Wellness Institute (2018 Report)



Third Quarter 2020 Results

- ❑ Net Revenues of \$5.6 million up 49% year-over-year
- ❑ CannMart's net segment revenue increased more than 15X in Q3 to \$2.3 million versus Q2 2019
- ❑ Cannabis revenue 40.6% of net consolidated revenues for Q3 2020 versus 3.6% for the same period last year
- ❑ Net loss of \$7.8 million compared to \$14.7 million in the same quarter last year
- ❑ Reflects new distribution channels, restructuring efforts in 2019 and business improvements in 2020
- ❑ \$13.6 million in cash as at August 31, 2020



Strong financial position to execute on strategic plan

- ❑ **Common shares outstanding***
324 million
- ❑ **Stock options***
~16.7 million (average \$1.36 exercise price)
- ❑ **Warrants***
13.9 million (\$3.14 exercise price)
- ❑ **Fully diluted***
354.6 million
- ❑ **Recent market cap**
(\$0.23/share) ~ \$75 million
- ❑ **Cash***
\$13.6 million
- ❑ **Debt***
\$0

**As at August 31, 2020*





Namaste
Technologies

Thank You.

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