



# Leveraging Science to Advance Cannabinoid Products for Evolving Customer Needs

CSE: EMH

OTCQX: EMHTF

## Market Information

Price:	\$0.20 <sup>1</sup>
Market Cap:	\$42.6 M <sup>1</sup>
Cash:	\$31.3 M <sup>2</sup>
Shares O/S:	213.3 M <sup>3</sup>
3 M Avg Vol:	310.7 K <sup>4</sup>
52 W H/L:	\$0.53 - \$0.15 <sup>1</sup>

<sup>1</sup>21/07/12 <sup>2</sup>21/03/31 <sup>3</sup>21/05/31  
<sup>4</sup>TSX.V + OTCQX

## Recent Updates

**21/05/25** Signs LOI for product co-development agreement with Prima botanical wellness brand

**21/05/06** Licenses new proprietary cannabis dried flower format patent for use in United States

**21/05/04** Appoints Moe Jiwan as Chief Operating Officer

**21/04/13** Launches sublingual tablets, SYNC™ Tabs

**21/03/17** Partners with Spanish greenhouse grower, Medical Plants, for GMP-certified cannabis

**20/12/29** European partner, STENOCARE completes first shipment of Emerald medical cannabis oil in Sweden

## Overview

Emerald is committed to creating new consumer experiences with distinct recreational, medical and wellness-oriented cannabis products, with an emphasis on science-based innovation and product excellence.

## Strategic Direction and Progress

- **Science-driven approach:** Emerald's primary focus is science-based innovation of distinct specialty cannabis 2.0 and 3.0 products and intellectual property (IP) targeting consumer segments seeking specific outcomes from cannabis products. Its Defined Dose™ product portfolio provides precise dosing, predictable onset/offset, and shorter duration of effects to provide consumers with greater confidence and control of their cannabis experience. We are advancing new product development initiatives organically and through partnerships.
- **Defined scale production:** Emerald selectively produces popular and unique craft dried flower in its St. Eustache, Quebec facility targeting consumers in Quebec (QC), Ontario, and other key markets, along with the medical cannabis segment of the market. Our Souvenir™ brand was the first QC-based brand exclusively positioned for QC consumers.
- **Leveraging partnerships:** Emerald is also securing strategic partnerships to leverage its core competencies in scientific knowledge, intellectual property, novel product development, proven cultivation expertise, as well as marketing/distribution to gain access to new technology, products and geographic markets in an effective and capital-efficient manner. This includes in-licensing and out-licensing of technology/IP/products.

## Emerald Product Lines



Conceptual packaging shown.

Broad spectrum of high-quality cannabis products to serve the adult-use and medical cannabis markets. Emerald continues to utilize core competencies to develop its existing and emerging product portfolio.

## Strategic Partnerships

### STENOCARE A/S

Distributor of medical cannabis in Denmark and additional international markets. STENOCARE A/S completed its first shipment and delivery of Emerald medical cannabis oil to patients in Sweden

### MEDICAL PLANTS SLU

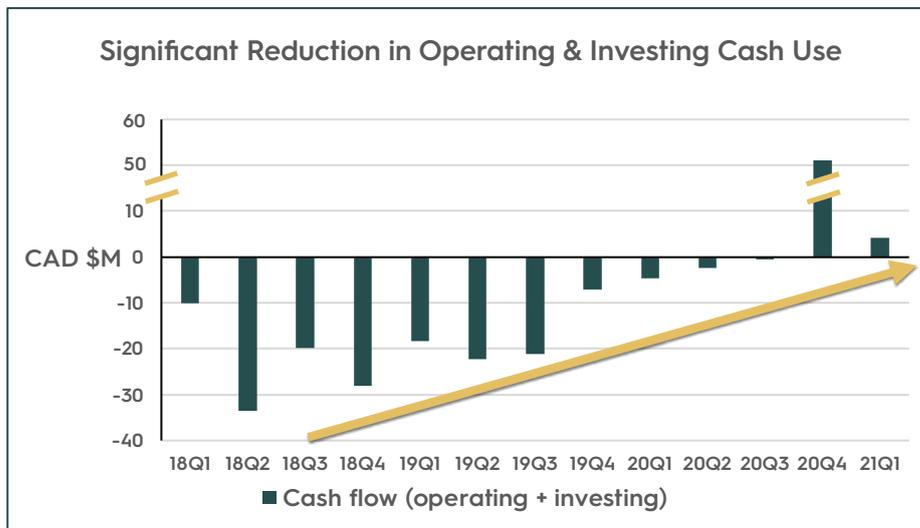
1 of only 5 authorized medical cannabis producers in Spain. Provides access to European medical cannabis supply, with anticipated GMP certification to serve legal cannabis markets in EU and other countries.

### FLOWERPOD LLC

A private US company, licensing certain Emerald IP for developing and marketing cannabis related products, FlowerPod anticipates commercially launching this new product in the US in Q4 2021.

## Reduction in Cash Usage & Improvement in Financial Operating Performance

- New product launches expected to drive revenue and gross margin growth through 2021
- Low operating costs
- Substantial cash
- Break-even targeted 4Q21



## Financial Highlights

### 1Q 2021

Net sales: \$2.3M, ↓22% vs. 1Q20, ↓23% vs. 4Q20

SG&A: \$4.4M, ↓ \$2.4M vs. 1Q20, ↓\$10.6M vs. 4Q20

EBITDA: -\$2.8M, ↑ \$0.9M vs. 1Q20, ↑ \$4.8M vs. 4Q20

## Production, Processing and R&D

Emerald's St. Eustache, QC facility utilizes highly-controlled micro-environments for defined-scale production of craft-quality dried flower for its target segments in the Canadian adult-use and medical markets. Its R&D facility in Greater Vancouver is designed and licensed for the development of cannabinoid-based value-added products. Its Victoria facility focuses on specialty processing and serves as Emerald's medical cannabis hub. Emerald also leverages specialized, cost effective outsourced manufacturing.

## Leadership



**Riaz Bandali**  
President & CEO  
Venture capital and senior life sciences operating expertise



**Jenn Hepburn**  
Chief Financial Officer  
Private and public co. finance / accounting



**Moe Jiwan**  
Chief Operating Officer  
Operations, marketing, product development experience

## Contact

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