



# Leveraging Science to Advance Cannabinoid Products for Evolving Customer Needs

CSE: EMH

OTCQX: EMHTF

## Market Information

Price:	\$0.10 <sup>1</sup>
Market Cap:	\$21.3 M <sup>1</sup>
Cash:	\$26.9 M <sup>2</sup>
Shares O/S:	213.5 M <sup>3</sup>
3 M Avg Vol:	465.8 K <sup>4</sup>
52 W H/L:	\$0.53 - \$0.09 <sup>1</sup>

<sup>1</sup>21/11/09 <sup>2</sup>21/06/30 <sup>3</sup>21/08/30  
<sup>4</sup>CSE + OTCQX

## Recent Updates

**21/11/03** Signs agreement with HYTN to sell HYTN's proprietary cannabis beverages across Canada with launch expected in Q4 2021

**21/10/28** Licensee, FlowerPod, unveils new patented form of dried flower cannabis consumption, new brand and US launch plans for December 2021

**21/09/10** Announces departure of CFO Jenn Hepburn effective 21/10/15

**21/08/10** Appoints Nick Mosgrove as VP, Sales & Marketing

## 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 (QC) facility targeting consumers in 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, completed first shipments of Emerald cannabis oil to patients in Sweden.

### MEDICAL PLANTS SLU

1 of only 5 authorized medical cannabis producers in Spain, provides access to anticipated EU GMP medical cannabis supply.

### FLOWERPOD LLC

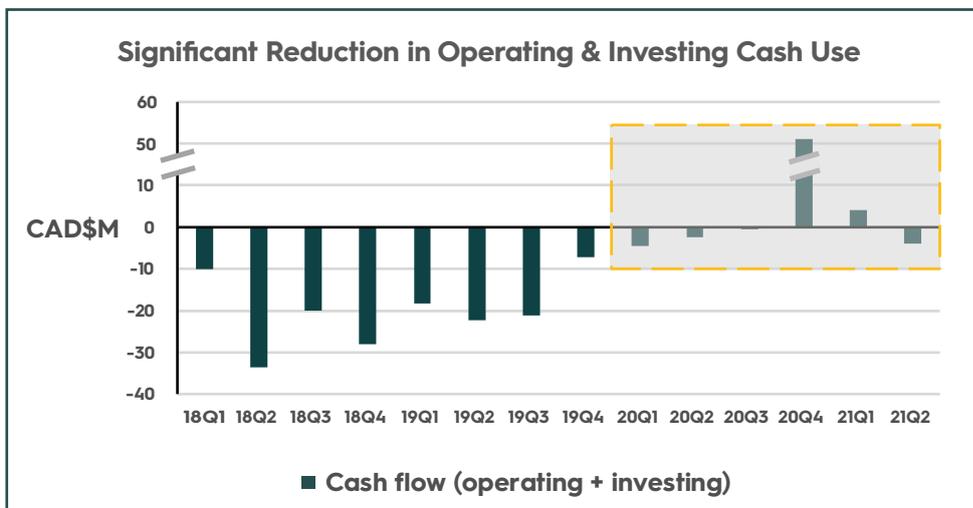
A US cannabis company licensing certain Emerald IP to develop and market a novel dose-controlled cannabis vaping puck under its HUUE™ brand, US launch planned for December 2021.

### HYTN CANNABIS INC

Manufacturer of sparkling fast-acting cannabis beverages in Canada, leveraging Emerald sales and marketing infrastructure to sell HYTN's new sparkling cannabis beverages across Canada.

## 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

### 2Q 2021

- Net sales: \$3.0M, ↑ 23% vs. 2Q20, ↑ 35% vs. 1Q21
- SG&A: \$4.1M, ↑ \$0.6M vs. 2Q20, ↑ \$0.06M vs. 1Q21
- EBITDA: -\$2.8M, ↓ -\$1.5M vs. 2Q20, ↑ -\$0.2M vs. 1Q21

## 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



**Moe Jiwan**  
Chief Operating Officer

Operations, marketing, product development experience

## Contact

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