

AVANT

BRANDS

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# OVERVIEW.

Avant Brands Inc. is a Kelowna-based company which cultivates premium quality cannabis in purpose-built indoor facilities. Avant has five licensed and operational cultivation facilities and approximately 180 employees. Avant is a publicly traded corporation, listed on the Toronto Stock Exchange (TSX: 'AVNT'). Avant generated over \$30 million in annual sales.\* In September 2023, the Globe & Mail ranked Avant 49th on its list of the 425 fastest-growing companies in Canada.

*\* See Annual Audited Financial Statements Dated February 28, 2024.*

## OUR MARKET PRESENCE SPANS FOUR DISTRIBUTION CHANNELS:

- 1. Domestic Recreational:** Avant premium cannabis products span multiple categories, including flower, pre-rolls, infused pre-rolls and concentrates. Avant products are marketed and sold under its trademarked brands: BLK MKT™, Flowr™, Tenzo™, Cognōscente™ and Treehugger™. Our products are available in B.C., Saskatchewan, Manitoba Ontario, Quebec, Atlantic Canada and the Territories.
- 2. Export (International):** Since August 2021, Avant has been a pioneer in shipping premium cannabis flower worldwide. The Company has made 40 export shipments generating \$21 million in sales. Our global reach extends to markets like Israel, Australia, and Germany. Our three largest facilities hold GACP and ICANN-GAP certifications from the IQC in Israel, ensuring rigorous regulatory and environmental controls.
- 3. Domestic B2B:** Avant is widely recognized within in the Canadian cannabis industry as a leading cultivator of premium cannabis flower. Thus, Avant sells bulk cannabis lots to other Canadian licensed producers, which wish to leverage the quality of Avant's flower, to drive sales of their own brands.
- 4. Medical:** Our medical brand, GreenTec™, reaches qualified patients nationwide through our online portal ([www.greentecmedical.ca](http://www.greentecmedical.ca)) and licensed partners.

# 2024 Q1 HIGHLIGHTS.

(3 MONTHS ENDED FEBRUARY 29, 2024)<sup>1</sup>

**3,231**

KG Production

**\$8.9 MILLION**

Sales

**58%**

Gross Margin Before Fair Value Adjustments

**\$3.8 MILLION**

Cash Flow from Operations<sup>2</sup>

**\$3.8 MILLION**

Adjusted EBITDA

**~180**

Employees

**RANKED 10<sup>TH</sup>**

Largest by Market Cap, Amongst All  
Publicly Traded LPs in Canada<sup>3</sup>

**TOP 25**

Undervalued Toronto Stock Exchange  
Stocks by The Globe And Mail<sup>4</sup>

**RANKED 49<sup>TH</sup>**

Out of 425 on The Globe And Mail's  
List of Canada's Top Growing  
Companies (for 2023)

<sup>1</sup> See MD&A Dated April 15, 2024.

<sup>2</sup> After changes in non-cash working capital.

<sup>3</sup> Management's assessment based on publicly available information.

<sup>4</sup> Top 25 undervalued small-micro-nano stocks listed on the TSX (valuation methodology provided by Stockcalc).

# MILESTONES.





## TOP SHELF.

### EXPERIENCED CULTIVATION TEAM

Our seasoned cultivation teams have decades of combined experience and have earned a reputation for consistently producing exceptional cannabis.

### EXCLUSIVE CULTIVARS

The importance of genetics cannot be overstated. Avant has acquired a diverse portfolio of ~75 cultivars, including numerous unique and rare exotic strains.

### HANG-DRIED, HAND-TRIMMED & HAND-PACKAGED

Meticulous post-harvest techniques are used to optimize moisture, cannabinoid and terpene profiles, along with delicate handling into premium packaging, allowing us to maximize gross margins by delivering a first-rate experience.



# CULTIVATION.

## INDOOR ADVANTAGE

Indoor cannabis consistently outperforms alternative cultivation models to produce the highest quality cannabis flower. Our incremental revenue per gram associated with producing such product offset the higher costs associated with indoor growing. This facilitates some of the highest average selling prices and gross margins in the sector.

## ADVANCED ENVIRONMENTAL CONTROLS

Adaptive fertigation & environmental management maximize yield, quality, and ensure complete control over temperature, humidity and CO<sub>2</sub> levels. Extensive oversight and controls built into our fertigation and environment systems help ensure optimal production.

## PURPOSE BUILT

Each of our facilities features specialized lighting systems, best-in-class equipment and optimal energy efficiency. We build our facilities with one purpose: to produce the highest quality products in the legal market.

**TUMBLEWEED FARMS CORP.**  
CHASE, BC

**1,000**

PRODUCTION CAPACITY (KG)

**CULTIVATION  
PROCESSING  
SALES (MEDICAL)**

LICENCES

**GREENTEC BIOPHARM CORP.**  
KELOWNA, BC

**2,150**

POTENTIAL PRODUCTION  
CAPACITY (KG)

**NOT CURRENTLY  
LICENCED**

**3PL VENTURES INC.**  
VERNON, BC

**6,000**

PRODUCTION CAPACITY (KG)

**CULTIVATION  
PROCESSING SALES  
(MEDICAL) AND IQC  
ICANN-GAP & GACP  
CERTIFICATIONS (FOR  
EXPORT)**

LICENCES

**FLOWR GROUP (OKANAGAN) INC.**  
KELOWNA, BC

**6,600**

PRODUCTION CAPACITY (KG)

**CULTIVATION  
PROCESSING SALES  
(MEDICAL) AND IQC  
ICANN-GAP & GACP  
CERTIFICATIONS (FOR  
EXPORT)**

LICENCES

# PRODUCTION.

Avant wholly owns cultivation operations in British Columbia, Alberta and Ontario.



- AVANT (REC.) CURRENTLY FOR SALE
- APPROVED VENDOR; NO ACTIVE LISTINGS

**AVANT CRAFT CANNABIS INC.**  
EDMONTON, AB

**1,200**

PRODUCTION CAPACITY (KG)

**CULTIVATION PROCESSING  
SALES (MEDICAL); EDIBLE AND  
CONCENTRATES SALES TO  
PROVINCIAL LIQUOR BOARDS**

LICENCES

**GREY BRUCE FARMS INC.**  
TIVERTON, ON

**1,640**

PRODUCTION CAPACITY (KG)

**CULTIVATION  
PROCESSING AND IQC ICANN-  
GAP & GACP CERTIFICATIONS  
(FOR EXPORT)**

LICENCES



# CHANNEL STRATEGY.

Avant is currently distributing cannabis through four distinct and complementary channels:

## RECREATIONAL

The core of the Company's business is its domestic recreational cannabis business. Our products are sold in B.C., Saskatchewan, Manitoba, Ontario, Québec, Atlantic Canada and the territories. The Company is actively pursuing additional provincial and territorial markets.

## BULK EXPORT

Avant is a compelling supplier for international buyers seeking the highest quality cannabis. Avant has executed multiple export contracts with international clients. In August 2021, the Company made its first shipment to Israel; in December 2021, it made its first shipment to Australia; in December 2023 it made its first shipment to Germany. Avant's acquisition of the Flowr (K1) facility greatly enhances the Company's ability to fulfill export demand in 2024.

## MEDICAL

The medical channel bypasses the high markups and risks associated with selling through provincial liquor boards. In February 2021, the Company launched its GreenTec Medical portal to facilitate direct sales to medical patients.

## BULK DOMESTIC

From time to time, the Company utilizes bulk B2B sales relationships to sell excess or off-spec bulk cannabis to other licensed Canadian cannabis companies. The Company's reputation for producing high-quality flower allows it to sell into the highly competitive B2B market at a premium price.

*This slide contains forward-looking information. Please refer to Slide 2.*



## PREMIUM HANDCRAFTED FLOWER.

Superior genetics  
& unique, exotic cultivars

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Large, robust & aesthetically  
appealing flower

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Highly visible and abundant  
trichome crystals

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Complex and aromatic  
terpene profiles

Flushed to ensure a smooth  
and cleaner burn

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Absence of stem, seed, leaf  
or fragmented flower

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Optimal moisture and  
humidity control

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Carefully handled &  
packaged by hand

## EXPORT / INTERNATIONAL.

Avant's reputation for cultivating the finest quality cannabis flower is ideally suited for pursuing international markets.

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Avant's three largest facilities hold GACP and ICANN-GAP certifications from the IQC (Institute for Quality & Control) in Israel.

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The Company has been exporting cannabis flower since 2021, generating 40 export shipments with an aggregate value of \$21 million.

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Export is Avant's fastest-growing sales channel (i.e. high double-digit annual growth).

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The Company's primary export markets are Israel, Australia and Germany.

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Avant has trademarked BLK MKT™ in key markets (e.g. Australia, Germany, Israel, UK) and commenced executing trademark licensing deals.





## BRAND PORTFOLIO.

Avant's brand portfolio was strategically designed to target specific consumer segments we believe show the highest potential for growth.



**blkmkt**

Designed to resonate with legacy consumers; the most experienced connoisseurs who only consume top-shelf flower.

**PRODUCTS**

Dried Flower

Pre-Rolls

BLNT

Concentrates (Live Rosin)

Vaporizer Carts



# TENZO

Offering a diverse variety of bold cultivars featuring fun & fruity flavours, pungent aromas and exceptional terpene profiles.

#### PRODUCTS

Dried Flower  
Pre-Rolls  
Vaporizer Carts  
Concentrates



Premium, Sungrown & Certified Organic flower in sustainable packaging for the environmentally conscious cannabis consumer.

**PRODUCTS**

Pre-Rolls  
Dried Flower



Our flagship medical brand provides easy access to premium craft cannabis to qualified patients all across Canada.

**PRODUCTS**

Dried Flower  
Pre-Rolls  
Oils / Concentrates  
Edibles





**Pristine**  
SEEDS

Rare, limited edition exclusives.  
Helping elevate the consumer experience with  
carefully curated premium offerings.

Offering a diverse selection of quality  
seeds to help Canadians easily grow  
cannabis at home.

# INDUSTRY INNOVATOR

One of our primary goals has been to help drive the industry forward through intelligent brand & product development. We have started to gain recognition as an industry leader in innovation.

## AWARDS

**Cannabis Brand of the Year**  
(BLK MKT, AdCann, 2022)

**Best Rosin**  
(KIND Awards 2022)

## TOP FINALIST

**Packaging of the Year**  
(Cognōscente, AdCann)

**Marketer of the Year**  
(Adil Hirji, AdCann)

**Blunt of the Year**  
(BLK MKT, KIND Awards)

**Craft Brand of the Year**  
(BLK MKT, KIND Awards)

**Craft Cultivator of the Year**  
(BLK MKT, KIND Awards)

**Indica Flower of the Year**  
(BLK MKT, KIND Awards)

**Packaging of the Year**  
(BLK MKT, KIND Awards)

**Pre-Roll of the Year**  
(BLK MKT, KIND Awards)

The first premium rec brand to package in glass bottles.



Developed & Introduced Canada's first legal blunt.



The first premium rec brand to include Terpene profiles on product packaging.



TOTAL TERPENES	
Terpene	Percentage
Limonene	2.70%
β-Pinene	0.58%
α-Pinene	0.37%
Caryophyllene	0.28%
Other	1.02%

# TEAM.

## EXECUTIVE TEAM

### **NORTON SINGHAVON** FOUNDER, CEO & DIRECTOR

Norton has extensive experience in capital investments, acquisitions, consolidations, and start-ups in the legal cannabis sector. He has deployed over \$100 million into the North American cannabis industry and has been involved in numerous public M&A cannabis transactions.

### **JEREMY WRIGHT** CHIEF FINANCIAL OFFICER

Jeremy Wright is a seasoned executive with over 20 years' senior management experience, specializing in finance and strategic planning. He played a pivotal role in the growth and success of GTEC Holdings (rebranded to Avant and uplisted to the TSX in 2021), serving as the company's founding CFO.

### **DAVID LYNN** CHIEF OPERATING OFFICER

David has 30 years of diverse business experience, having previously worked at Dairyland, Saputo, Sun-Rype, Earth's Own, and Molson Breweries. David holds a Bachelor of Commerce (Marketing, Honours) and an MBA (Finance) from the University of British Columbia.

### **DAVID BUCKLE** VP OF OPERATIONS

David has extensive legal cannabis cultivation experience, having worked for multiple Licensed Producers. His specialty is building and running purpose-built indoor cultivation facilities, focusing on premium quality cannabis, regulations, and Standard Operating Procedures (SOPs).

## BOARD OF DIRECTORS

### **JURGEN SCHREIBER** CHAIRMAN OF THE BOARD

Jurgen is a highly accomplished executive with extensive senior management experience in the global retail pharmacy, health and beauty sectors. He was previously President & CEO of Shoppers Drug Mart, President & CEO of Rexall Health, and CEO of Katz Group.

### **SYLVIA LEE** INDEPENDENT DIRECTOR

Sylvia has an extensive background in corporate and commercial law, focusing on providing general counsel to businesses with a particular emphasis on mergers and acquisitions, private equity, venture capital, tax, outsourcing and corporate and tax reorganizations.

### **DUANE LO** INDEPENDENT DIRECTOR

Duane has extensive senior finance experience across a broad range of companies, including Entrée Resources, Luna Gold, First Quantum and Deloitte & Touche. Duane is a Chartered Accountant.

### **DEREK SANDERS** INDEPENDENT DIRECTOR

Derek is a partner at Spence Valuation Group, specializing in business valuation, mergers & acquisitions and financial litigation support. Derek is a Chartered Professional Accountant, Chartered Business Valuator and a Chartered Financial Analyst.

### **TYSON MACDONALD** INDEPENDENT DIRECTOR

Tyson brings over 20 years of C-suite expertise in investment and transactions across diverse markets and sectors. As CEO of Nova Net Lease REIT (CSE: NNL.U), Tyson remains committed to actively investing in the US Cannabis Market.

### **NORTON SINGHAVON** FOUNDER, CEO & DIRECTOR

### **MICHAEL BLADY** INDEPENDENT DIRECTOR

## SALES & MARKETING

### **SUKHIE CHAHAL** VICE PRESIDENT OF REVENUE STRATEGY

Ms. Chahal is a seasoned professional with more than 10 years' experience in the cannabis and beverage alcohol industries spanning 3 continents; focused on driving incremental revenue growth, implementing innovative pricing strategies, and spearheading market initiatives. Previously, Ms. Chahal held a pivotal role at Canopy Growth, where she served as an integral part of the Revenue Management and Sales Strategy team. Her focus on optimizing revenue growth across various channels and products showcased her ability to navigate the intricate landscape of the cannabis industry with precision and foresight.

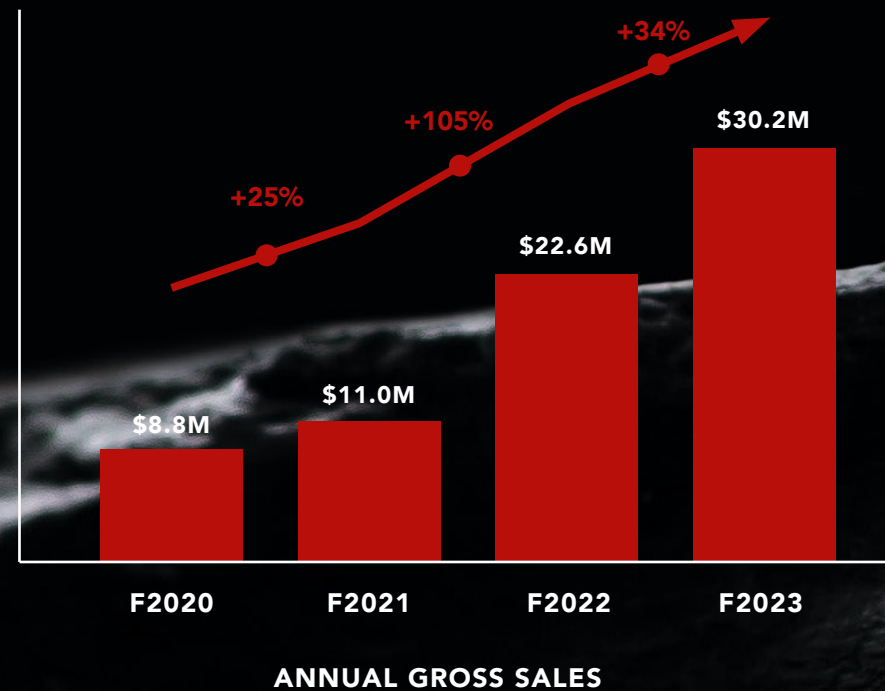
### **ADIL HIRJI** DIRECTOR OF MARKETING

Adil is a sought-after Creative Director, Brand Strategist and Designer with experience in building powerful brands and innovative products. Adil has worked on projects for Sony Music, Alliance Films, Stella Artois, TIFF, Doctors Without Borders, and The Liberal Party of Canada.

# FINANCIAL HIGHLIGHTS.

Financial Data: Last Four Years

\$ 000'S	F2020	F2021	F2022	F2023
GROSS SALES	\$8,804	\$11,004	\$22,604	\$30,170
NET SALES	\$7,907	\$9,499	\$20,149	\$26,344
GROSS MARGIN*	\$3,969	\$3,661	\$6,366	\$9,081



# SHARE STRUCTURE.

(As of April 15, 2024)

**282.0 M**

Shares Outstanding

**13.6 M**

Options Outstanding

**8.1 M**

Warrants Outstanding

**2.0 M**

RSUs and DSUs  
Outstanding

**23.7 M**

Total Options & Warrants,  
RSUs and DSUs  
Outstanding

**305.7 M**

Total Shares Fully Diluted

**57.9 M (21%)**

Insider Ownership

For more information visit  
[avantbrands.ca/investor](https://avantbrands.ca/investor)

# CONTACT.

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