



Investor Call
29 November 2023



CANNASOUTH AT A GLANCE

- ✓ First and largest NZX listed medicinal cannabis company in New Zealand
- ✓ Integrated biopharmaceutical operation
- ✓ Goal to become a global biopharmaceutical business
- ✓ End-to-end GMP manufacturing capabilities
- ✓ Full vertical integration – from seed to patient

COMPETITIVE EDGE

- 📍 Focus on intellectual property development
- 📍 Innovative technologies designed to reduce production costs
- 📍 World-class team and facilities
- 📍 Comprehensive product pipeline
- 📍 Phased revenue horizons



MARKET POSITION & ACHIEVEMENTS

- ✓ Recent product verifications: CBD oral solutions and dried cannabis flower
- ✓ First company to commence sales in New Zealand of end-to-end GMP dried flower
- ✓ Fully licensed and certified by Medicinal Cannabis Agency



MARKET OPPORTUNITY

- Size of New Zealand and Australian medicinal cannabis markets
- Dried flower and CBD oral solutions largest product categories
- Strong growth potential in the therapeutic cannabis sector
- Cannasouth's plan to outperform the black market with quality and affordability
- Phased introduction of Gen-2 products
- Cannasouth positioned to become largest supplier to the New Zealand market

FINANCIAL OUTLOOK

- In FY2024, Cannasouth expects to achieve \$6 to \$10 million of revenues, primarily from the New Zealand and Australian markets.¹
- Importantly, Cannasouth expects to be operating cashflow positive by the end of 2024 or early 2025.²

¹ The board believes it can achieve the revenues stated based on the size of the New Zealand and Australian markets, expected market growth, and achievable market share. Directors have used market information from various sources, including research reports and data from prescribers and pharmacies. However, because this is a developing market there is risk inherent in these assumptions.

² To achieve the revenue and cashflow targets, a further injection of cash is required, which is the purpose of Cannasouth's November Rights Issue and other initiatives.



CAPITAL RAISING INITIATIVES

- 📍 Rights Issue and Convertible Notes offers important in reaching revenue and cashflow targets
- 📍 Current cash requirements while ramping up sales
- 📍 Capitalise on market position
- 📍 Use of funds: Sales momentum, new product commercialisation, general working capital



WHAT ARE OUR LONG TERM DRIVERS OF VALUE?

- Expanding further into Australian and European markets
- Launch of Gen-2 products
- ASX dual listing plans in 2024
- Advancement of IP Portfolio



CLOSING REMARKS

- ✓ Cannasouth's vision and market potential
- ✓ Acknowledgement of shareholder support

