

## ASX ANNOUNCEMENT

17 April 2023

### Investor presentation

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**17 April 2023** – As announced on 5 April 2023, Cann Group Limited (ASX: CAN) (**Cann** or the **Company**) will be presenting an investor update webinar and Q&A, hosted by CEO, Peter Koetsier.

The webinar will be held today, **Monday, 17 April 2023** at **11:00 am** (Melbourne time).

Anyone wishing to attend the seminar is invited to register at the following link:

[https://us02web.zoom.us/webinar/register/WN\\_u5x-WAKvTEucfStRqhqsQ](https://us02web.zoom.us/webinar/register/WN_u5x-WAKvTEucfStRqhqsQ)

After registering, you will receive a confirmation email containing information about joining the webinar as well as dial-in details for those that would prefer to join by phone. A recording will be available at the above link shortly after the conclusion of the live session.

A copy of the Company's presentation for today's update is attached.

**Authorised for release by Deborah Ambrosini, Company Secretary, Cann Group Limited.**

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#### About Cann Group

Cann Group Limited (ABN 25 603 949 739) is building a world-class business focused on breeding, cultivating, manufacturing and supplying medicinal cannabis for sale and use within Australia and for approved overseas export markets. Cann also owns Satipharm, a Europe-based business exclusively licensed to manufacture, develop and market a proprietary delivery system for cannabinoids. Cann has established research, cultivation and GMP manufacturing facilities in Melbourne and is developing a state-of-the-art cultivation and manufacturing facility near Mildura, Victoria. Cann Group has established a leading position in plant genetics, breeding, extraction, analysis and production techniques required to facilitate the supply of medicinal cannabis for a range of diseases and medical conditions. The Company is commercialising a range of imported and locally sourced and manufactured medicinal cannabis products.

Learn more at: [www.canngrouponlimited.com](http://www.canngrouponlimited.com) | [www.satipharm.com](http://www.satipharm.com)





# Moving to scaled production with a focus on quality, reliability and innovation

April 2023

**Peter Koetsier**  
Chief Executive Officer



# Disclaimer | Important notice

This presentation (Presentation) has been prepared by Cann Group Limited (ABN 25 603 949 739) (Cann).

## Summary information

This Presentation contains summary information about Cann and its activities which is current as at the date of this Presentation. The information provided in this Presentation pertaining to Cann and its business assets, strategy and operations is for general informational purposes only.

## Future performance

This Presentation contains certain 'forward looking statements', including but not limited to projections, guidance on future revenues and other potential synergies and estimates about the future performance of Cann. Forward looking statements can generally be identified by the use of forward-looking words such as, 'expect', 'anticipate', 'likely', 'intend', 'should', 'could', 'may', 'predict', 'plan', 'propose', 'will', 'believe', 'forecast', 'estimate', 'target', 'outlook', 'guidance', 'potential' and other similar expressions within the meaning of securities laws of applicable jurisdictions.

The forward-looking statements contained in this Presentation are not guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of Cann, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including Cann). There can be no assurance that actual outcomes will not differ materially from these forward-looking statements. A number of important factors could cause actual results or performance to differ materially from the forward-looking statements. The forward-looking statements are based on information available to Cann as at the date of this Presentation.

Except as required by law or regulation (including the ASX Listing Rules), Cann undertakes no obligation to provide any additional or updated information whether as a result of new information, future events or results or otherwise. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements.

## Past performance

Investors should note that past performance, including any historical information in this Presentation cannot be relied upon as an indicator of (and provides no guidance as to) future Cann performance including future share price performance.

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# Highlights

- Positive early impressions reinforced
- Mildura facility secures strong competitive advantage
- Production is quickly moving to scale
- Market opportunity is substantial and growing
- Sales momentum is strong with positive outlook
- Satipharm platform provides unique product development opportunities
- Priorities remain on scale at Mildura, consolidating and expanding our customer base and growing revenues



# Positive early impressions reinforced

- Strong team of talented and experienced people at Cann
- Medicinal cannabis market is growing rapidly
- Cann has successfully established an integrated B2B business model of Australian grown product
- Mildura facility is a world-class production facility
- Cann is well placed to meet growing demand and capitalise on evolving market opportunities



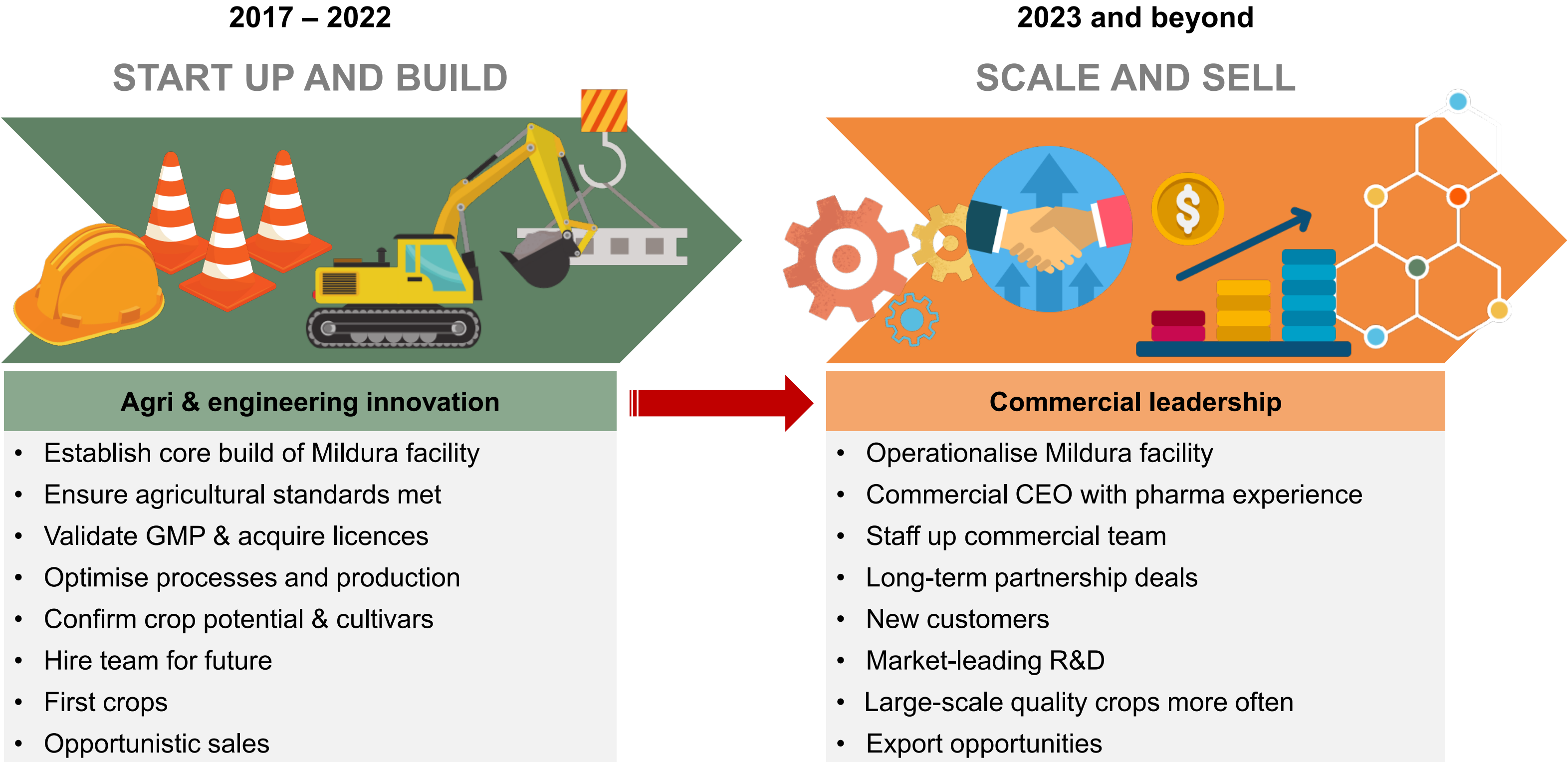
# Mildura facility secures strong competitive advantage

- A microclimate-controlled glasshouse with manufacturing and warehouse space
- Automated plant movement conveyors and plant propagation systems
- In-house analytical chemistry and microbiology laboratories
- Satipharm manufacturing and encapsulation capability
- GMP licence for manufacturing and packing

Cann Group's Mildura facility is the most technologically advanced indoor, full GMP medicinal cannabis cultivation & manufacturing facility in the southern hemisphere

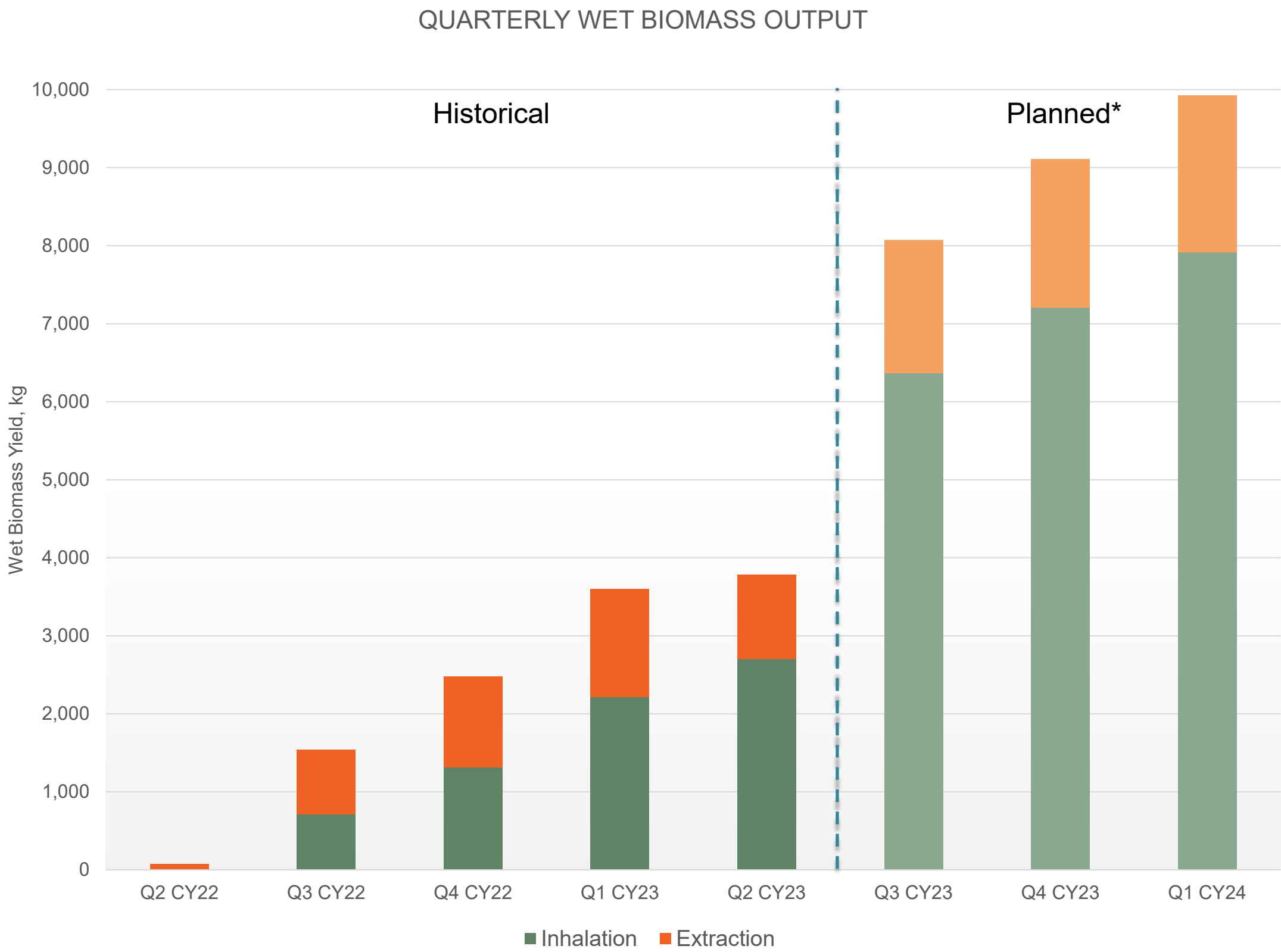


# We are at a transition point in the business





# Mildura production is quickly moving to scale



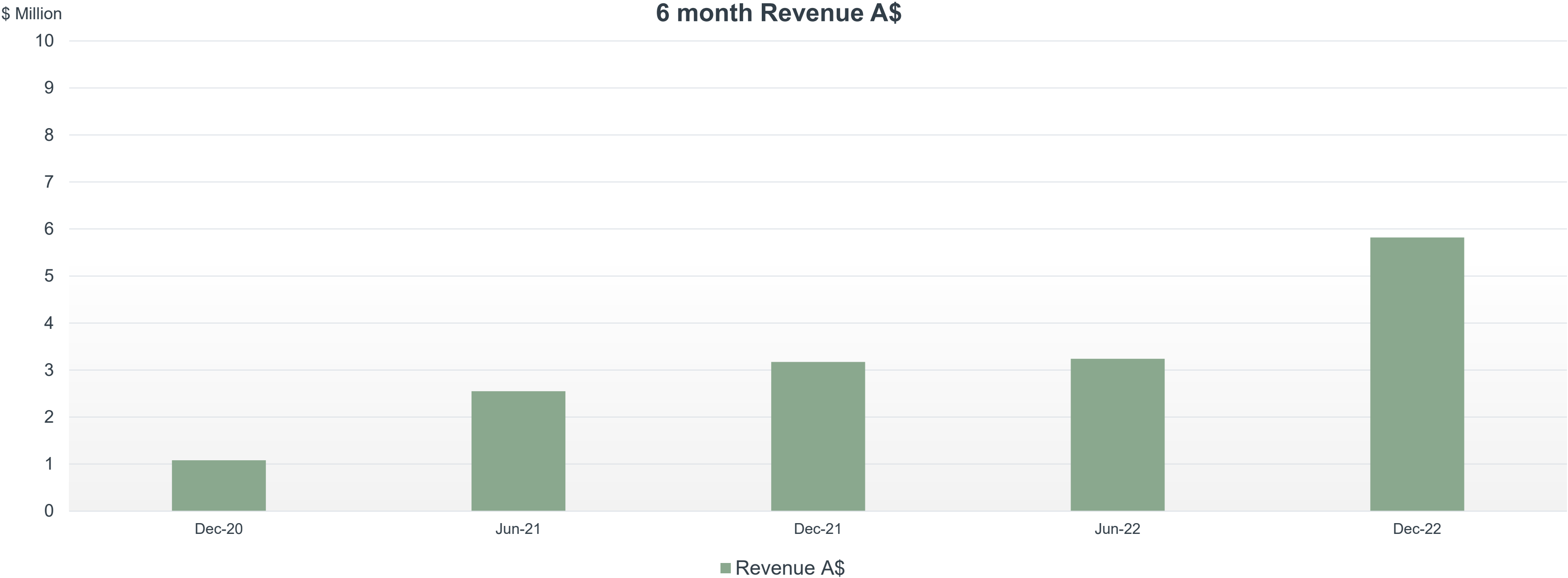
\* Note: planned production levels are targets only. Multiple variables can affect ability to deliver these and timing



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# Sales momentum is strong with a positive outlook

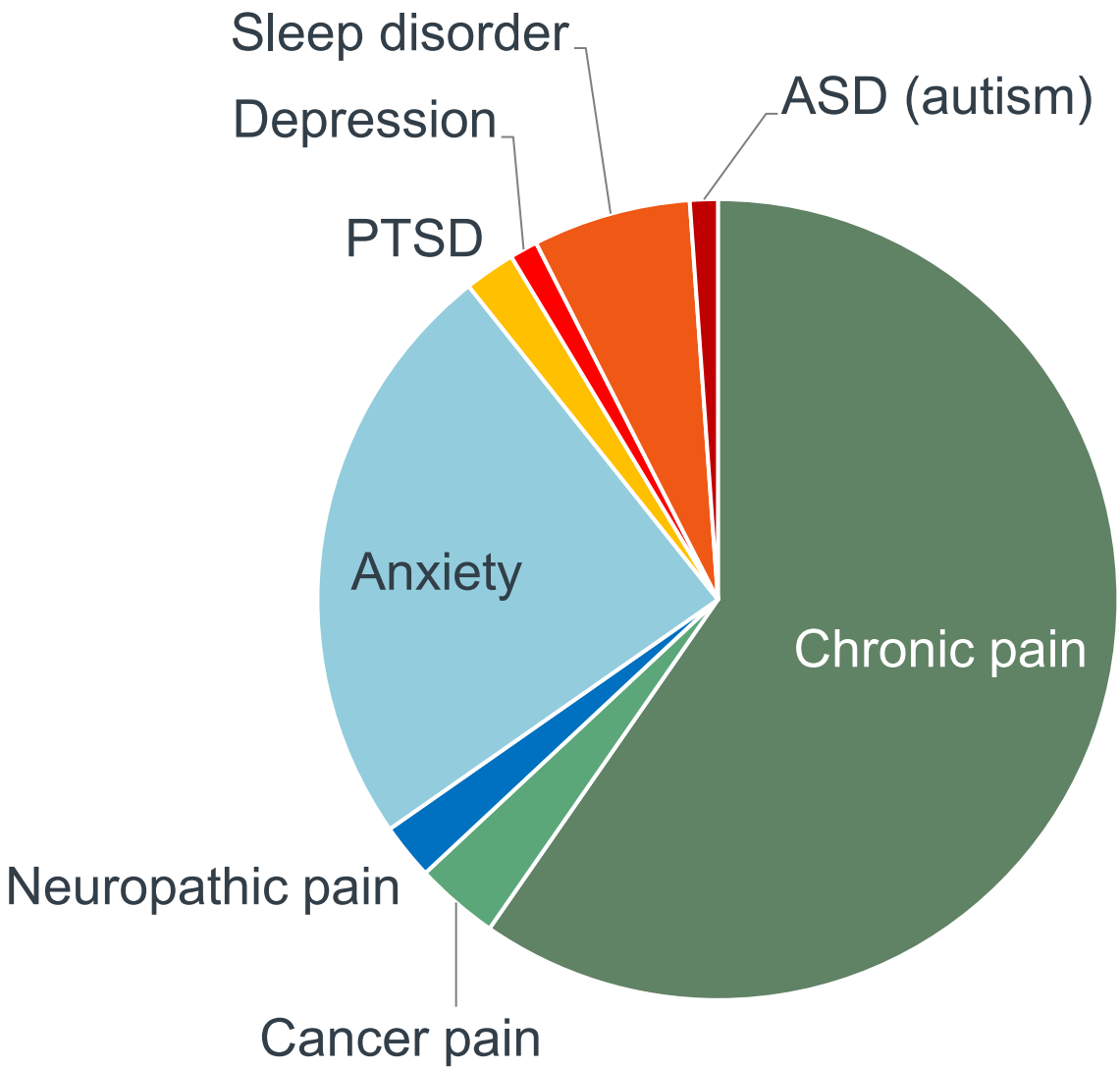


Mildura  
online



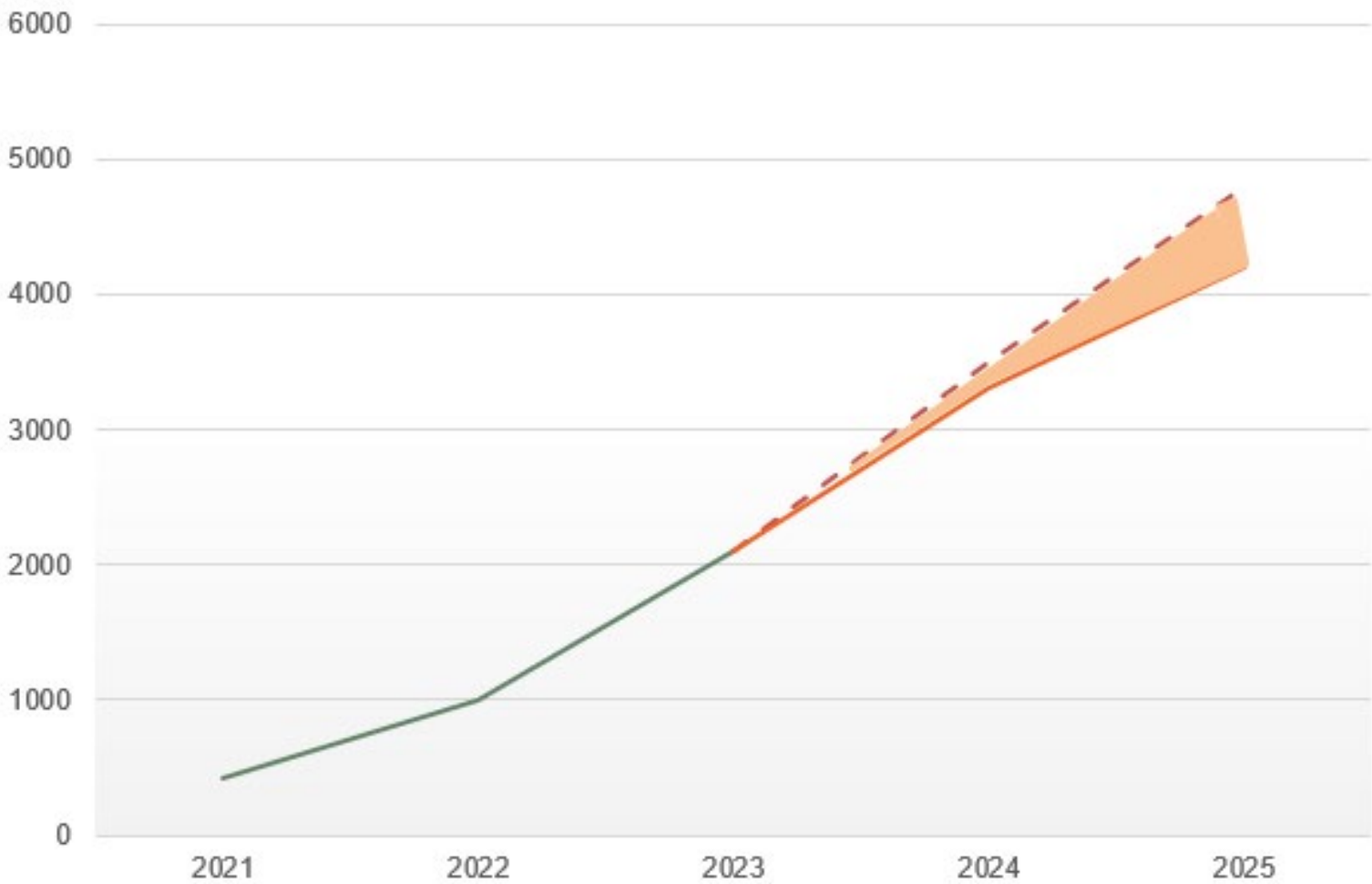
# Market opportunity is strong and growing

Broad application across multiple indications



TGA Split of ~ 500,000 SAS/AP applications in Australia

Sales of legal medicinal cannabis in Australia set to grow from 1 million units to an estimated 4-5 Million by 2025



Cann Group forecast: based on TGA scripts to date and various industry forecasts

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# Lack of consistent quality and local supply is the opportunity

*"I would prefer local product and producers like Cann because the product is **fresh**, **lead times** are shorter, the **TGA rules** are addressed and it keeps **jobs** here . . . but there just isn't the availability of consistent quality supply."*

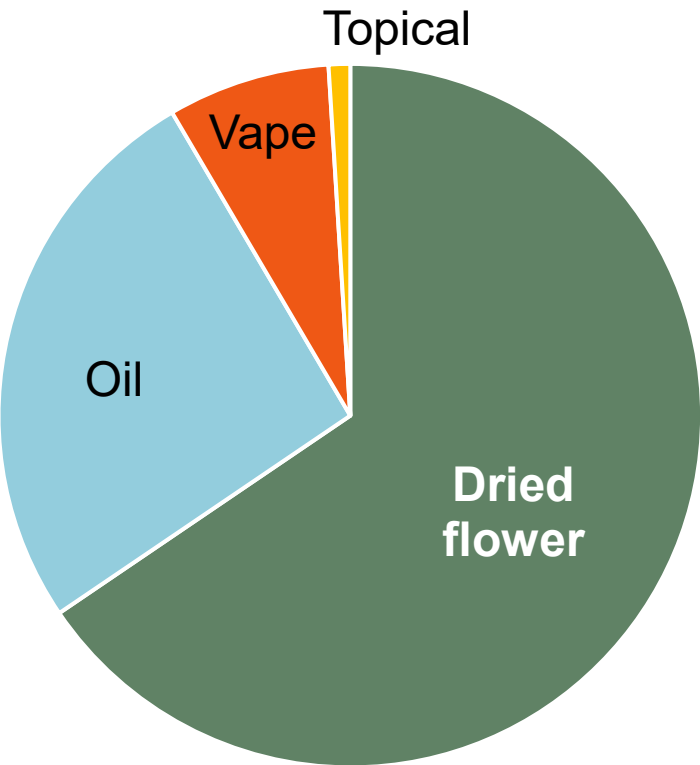
CEO of key Australian Cannabis company



**Only ~20% of sales in Australia are locally grown\***



**Amendments in July will make overseas supply more heavily regulated**



**Users demand quality when inhaling**

**2/3 of all units sold are for inhalable flower\***



# Satipharm platform provides unique product development opportunities

**satipharm**

## S3/OTC (CBD)

- Entering conversations with Haleon

## Doctor Prescribed (CBD & THC)

- Registerable, differentiated & patent protected medicinal cannabis product
- Microsphere formulation results in better stability, improved shelf-life and improved bio-availability
- Presentation in a more familiar capsule form expected of pharmaceuticals, to generate greater confidence from prescribing doctors and patient acceptability
- Likely better tolerability than current soft-gel capsules available
- Developing new Satipharm formulations to increase market opportunities
- Potentially global

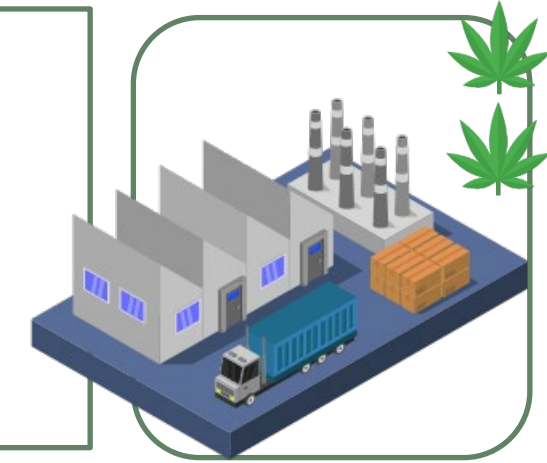




# Priorities are clear, focus is strong

## Significant scale-up of production at Mildura

- Meet the needs of the rapidly growing market
- Realise scale-based efficiencies including lower COGS and stronger margins
- Be a stable, secure local supplier as TGA import regulations strengthen



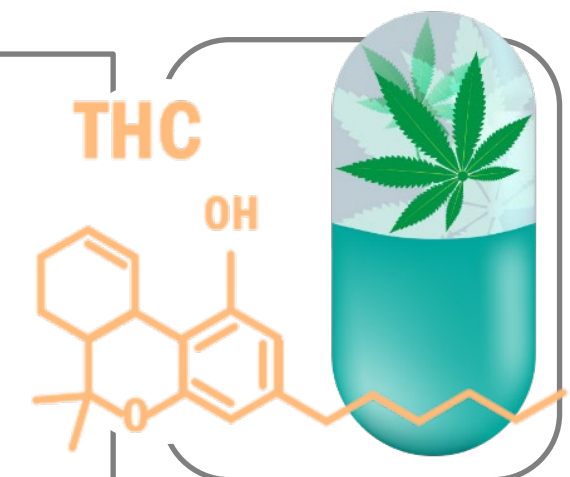
## Accelerate sales growth momentum

- Strengthen collaborative partnerships with key customers
- Demonstrate to current and prospective customers our ability to supply quality product at volume
- Build out commercial team



## Develop strong pipeline of innovative products Including unique Satipharm delivery platform

- Commercialise more of our in-house developed genetics to broaden the range
- Develop additional THC forms for Satipharm platform
- Understand and adapt to local and global trends





## moving to scaled production with a focus on quality, reliability and innovation

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# Q&A





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**Cann Group Limited** *Quality, Reliability, Innovation*