



# INVESTOR PRESENTATION

September 2020

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# Defining the Future of Cannabis Worldwide

**Aurora Cannabis** is a leading licensed producer of cannabis products, leveraging cutting edge technologies to provide premium, innovative products to patients and consumers globally.

*Establishing a strong leadership position in three distinct, rapidly growing markets.*



# Earning Our Leadership Position in a ~\$200 Billion<sup>1</sup> Industry

Leveraging our unique competitive advantages to capture market share



Low Cost Cultivation



Scale & Global Reach



Canadian Market Leadership



IP & Clinical Science



Innovative Product Development



Patient Advocacy

1. Source: BMO Research and Deloitte

# Cultivation: Our High Margin Strategy

## High Quality

- Purpose built for cannabis production
- Optimized yields
- Precision environmental controls
- Pharma-grade production
- Built to EU GMP specifications

## Low Cost

- Highly automated

## Mass Scale

- Achieving economies of scale
- Current run rate 150,000 kg/year



# Current Production Facilities in Operation

**1. AURORA SKY**

*CAPACITY:*  
*>100,000KG/YEAR*

**2. AURORA RIVER**

*CAPACITY:*  
*28,000 KG/YEAR*  
*EU GMP Certified*

**3. AURORA NORDIC 1**

*CAPACITY:*  
*10,000 KG/YEAR*  
*EU GMP Certification Pending*

**4. WHISTLER PEMBERTON**

*CAPACITY:*  
*>4,500 KG/YEAR*

Current Annual  
Production Capacity

**142,500**  
kg/year

- On June 23, 2020, Aurora announced the planned closure of several Canadian production sites to further extract efficiencies from the business and streamline operations

# Canadian Market Leadership

## 4 Canadian Cannabis Awards

- Top Sativa Flower
- Top Indica Flower
- Top Cannabis Spray
- Top Balanced Bottle Oil



## Top 3 Best-selling Products in Ontario

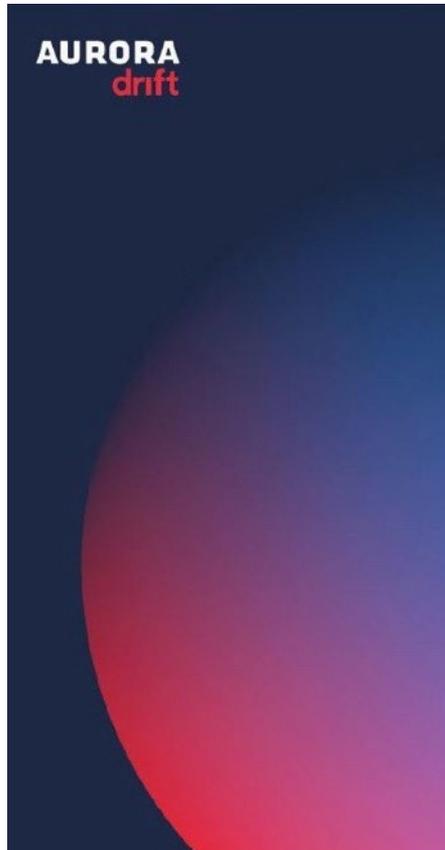
- Pink Kush
- Blue Dream
- Tangerine Dream



More than **85,000** active registered medical patients



# A Diverse Portfolio of Contemporary Consumer Brands



# Advancing Cannabis Science & Product Innovation



Science and innovation strategy to harness cannabinoid technologies to commercialize products across a variety of consumer sectors focused on:

- Novel cultivars with unique consumer and agronomic traits
- Product innovation
- Consumer insights
- Cultivation technologies for improved quality and reduced costs of production

## Rights to Over 100 Patents And Patent Applications – Areas Include:

-  Extraction & Production Systems & Methods
-  Genetics & Biosynthesis
-  Horticultural Methods & Apparatus
-  Medical & Recreational Products
-  Plant variety protection

# Market Leading Product Development

Enhancing patient and consumer experiences through new innovative product formats



Vape Pens

Softgel Capsules



Oral Spray

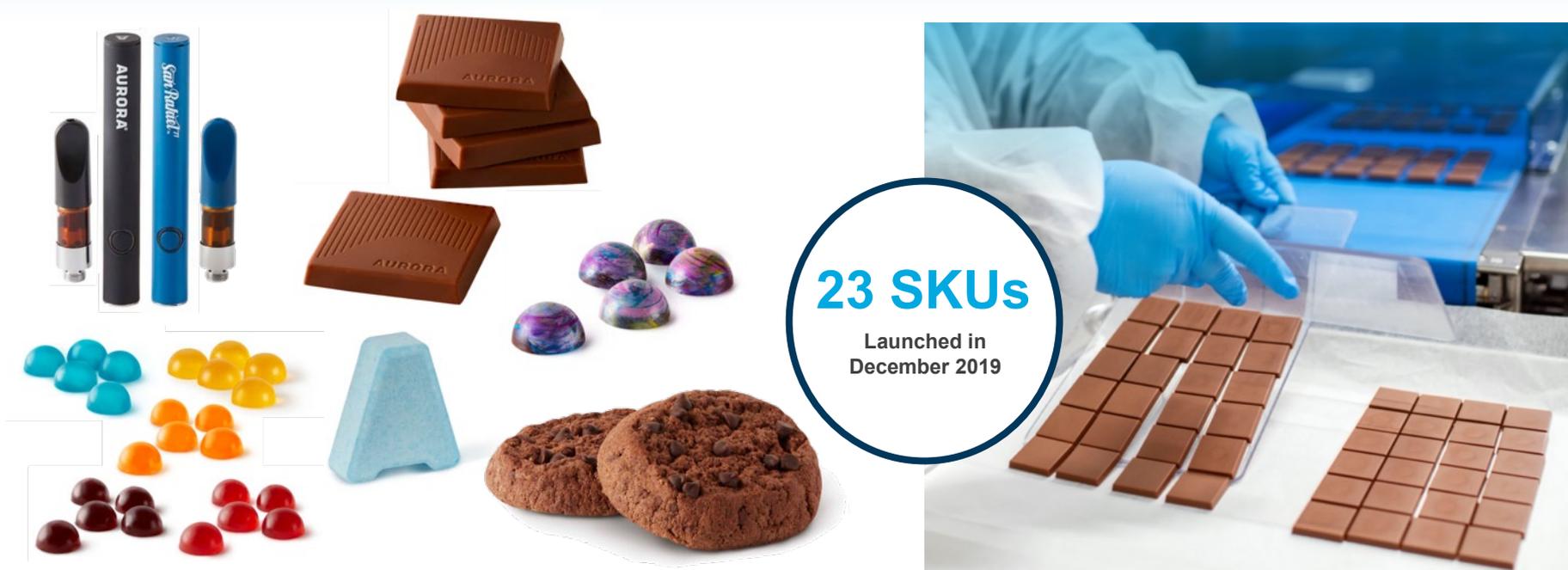


THC and CBD oils



# Where We're Going: Cannabis 2.0

QUALITY EXTRACTS | PROPRIETARY EXTRACTION | SUPERIOR PRODUCTS | SCALE & EXPERTISE

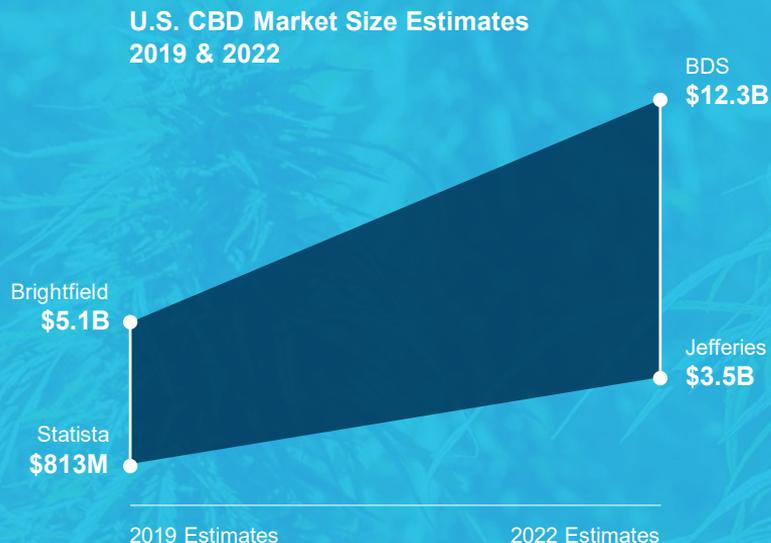


Initial product categories include vapes, gummies, chocolates, baked goods and mints

# Core Strategic Objective Achieved: U.S. Market Entry

Carefully executed market entry in the U.S. aligned with Aurora's larger corporate objectives

- Large and growing addressable market
- Asset-light business model that is highly scalable and has already achieved profitability
- Aligned cultures focused on quality, testing and regulatory compliance
- Top management team with decades of experience in regulated consumer product sales



# Senior Management Team



**Miguel Martin**  
Chief Executive Officer



**Glen Ibbott**  
Chief Financial Officer



**Allan Cleiren**  
Chief Operating Officer

Experienced operational executive with nearly three decades leadership experience at private and public companies



**Jillian Swainson**  
Chief Legal Officer

Former Partner at Brownlee LLP with experience in corporate, commercial, intellectual property and securities law and providing advisory services in highly regulated industries



**Jonathan Page**  
Chief Science Officer

Globally renowned cannabis scientist. Co-lead of the Canadian team of scientists who first sequenced the cannabis genome. Co-founder of Anandia Labs

# Board of Directors



**Michael Singer**  
Executive Chairman

Former CFO, Clementia Pharmaceuticals  
Former CFO, Bedrocan Canada Corp.



**Ronald Funk**  
Director

Deep consulting business experience, former VP Corporate Affairs and Competitive Improvement for Rothmans



**Shan Atkins**  
Director

Certified Public Accountant with over 20 years of corporate leadership experience. Served on public company boards, including Shoppers Drug Mart



**Lance Friedmann**  
Director

Experienced global CPG executive with Kraft Foods and Mondelez



**Dr. Jason Dyck**  
Director

Professor in the Department of Pediatrics and Director of Cardiovascular Research Centre, University of Alberta



**Norma Beauchamp**  
Director

Retired President and CEO of Cystic Fibrosis Canada, Director of Acerus Pharmaceuticals



**Michael Detlefsen**  
Director

Experienced corporate finance and strategic advisor to CPG, agri-business, and financial services companies



**Adam Szweras**  
Director

Experienced securities lawyer, Founder of US developer of cannabis, hemp oil, and edible products



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