

# ACCELERATING ENTRY TO THE U.S. CANNABIS MARKET

**OCTOBER 25, 2022** 





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This presentation contains certain financial information (the "Third Party Information") relating to Canopy USA, LLC ("Canopy USA"); Acreage Holdings, Inc. ("Acreage"); Mountain High Products, LLC, Wana Wellness, LLC and The Cima Group, LLC (collectively, "Wana"); Lemurian, Inc. ("Jetty"). The Third Party Information was either obtained from Canopy USA, Acreage, Jetty and Wana (collectively, the "Third Parties") (or, in the case of Acreage, also made publicly available by Acreage) or derived from such information. The Third Party Information relates to, among other things, the expected revenue mix of Canopy USA. The Third Party Information provided by each of Jetty and Wana has not been audited, reviewed, compiled, examined or subject to any procedures by an independent chartered public accountant or the independent registered public accounting firm of Canopy Growth Corporation (the "Company"), and the Company has not independently verified the financial information provided by each of the Third Parties. In addition, actual results for past periods may not be indicative of future results.

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### PARTICIPANTS IN THE SOLICITATION

The Company and its directors and executive officers may be deemed participants in the solicitation of proxies from the Company's shareholders with respect to an amendment to the Company's Articles of Incorporation (the "Amendment") to facilitate Canopy USA's acquisition of the assets discussed in this presentation. A list of the names of those directors and executive officers and a description of their interests in the Company is contained in the Company's definitive proxy statement on Schedule 14A filed with the SEC on July 29, 2022 and is available free of charge at the SEC's website at www.sec.gov, or by directing a request to Canopy Growth Corporation, 1 Hershey Drive, Smiths Falls, Ontario, K7A 0A8 or by email to invest@canopygrowth.com. Additional information regarding the interests of such participants in the transactions contemplated by the Amendment will be contained in the Company's proxy statement relating to the Amendment when it becomes available. Investors should read the proxy statement when it becomes available because it will contain important information.



### TRANSFORMING CANOPY'S U.S. STRATEGY



**Fast-tracks entry** to the world's largest and fastest growing cannabis market



Establishes a leading, premium-focused **U.S. brand powerhouse** 

3



benefits, including the ability drive revenue growth, and realize cost synergies



# **UNITING ICONIC BRANDS UNDER COMMON OWNERSHIP**



U.S. Hold Co Structure Enables Triggering Full Ownership<sup>3</sup> of U.S. Cannabis Investments

<sup>&</sup>lt;sup>1</sup> Canopy currently holds options to acquire 70% of the total shares of Acreage at a fixed exchange ratio, and the remaining 30% of Acreage shares on a floating basis; 100% of the membership interests of Wana; and 100% of the shares of Jetty.

<sup>&</sup>lt;sup>2</sup> Canopy currently holds certain exchangeable shares, options, and warrants in TerrAscend, and will hold a conditional ownership position, assuming conversion of its exchangeable shares, but excluding the exercise of its warrants, of approximately 13.7% in TerrAscend.

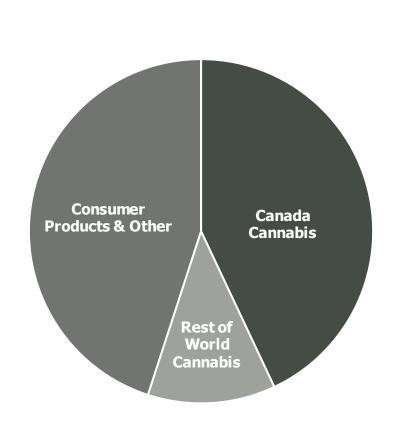
<sup>&</sup>lt;sup>3</sup> Canopy USA intends to exercise its options to acquire 100% of Acreage, Wana, and Jetty, and intends to evaluate all options for its conditional ownership of TerrAscend.

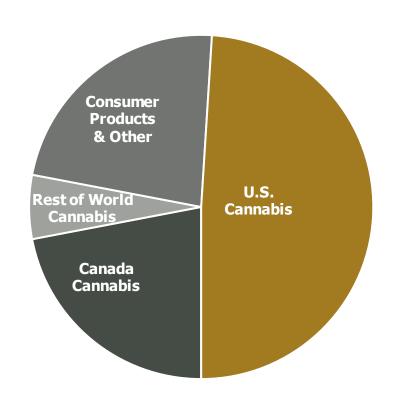


# SHIFTING REVENUE MIX TOWARDS U.S. CANNABIS

### **CURRENT REVENUE MIX<sup>1</sup>**

### **EXPECTED REVENUE MIX<sup>2</sup>**





<sup>&</sup>lt;sup>1</sup> Adjusted to exclude Canadian retail operations and C<sup>3</sup> Cannabinoid Compound Company GmbH per announced divestiture transactions. <sup>2</sup> Pro forma results for the trailing twelve-month period ended June 30, 2022.



# UNLEASHING THE FULL POWER OF OUR U.S. ECOSYSTEM



#### **Premium Products**

- Targeting emerging and fastgrowing product categories (solventless vape, gummies, flower)
- Wana is a leading edibles brand in North America as gummies continue to serve as primary entry point for new customers
- Jetty is #1 solventless vape brand in California<sup>1</sup>



### **National Footprint**

- Presence in large-scale markets and rapidly developing adultuse markets
- Significant footprint in California and the Northeast – bringing the best of the West to the East Coast as legalization trends continue
- Expansion to additional states underway



#### Asset-Light Business Model

- Prudent approach to capital investment with balance of owned vs. outsourced production capacity aligned with market demand
- Focused on leveraging Wana's licensing expertise to further scale array of brands

<sup>1</sup>Based on August 2022 BDSA data for dollars sold.





# **CAPITALIZING ON ONCE-IN-A-GENERATION OPPORTUNITY**

#### >\$50B

Projected U.S. THC market opportunity in 2026<sup>1</sup>

#### 21

States where Canopy's U.S. investments currently have a presence

#### 85%

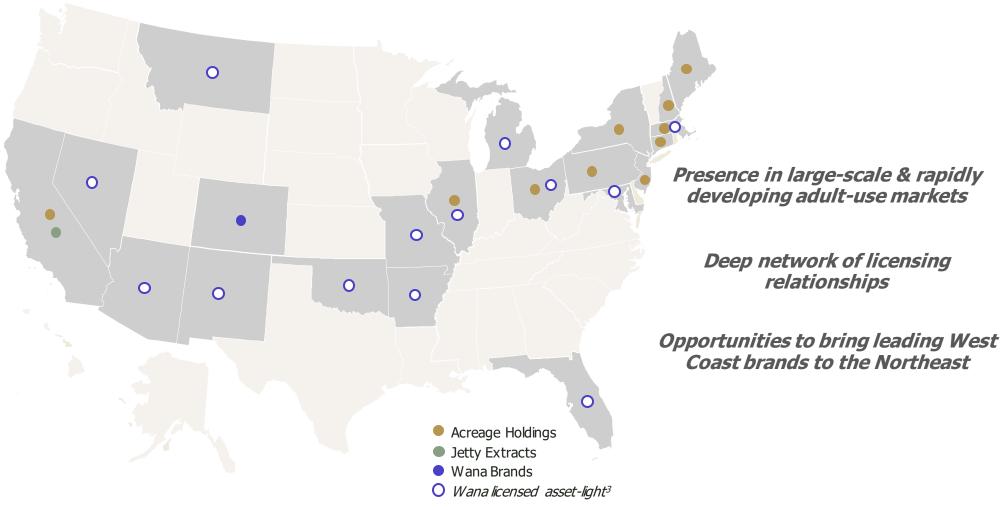
of U.S. market opportunity represented by states Canopy's U.S. investments currently have a presence<sup>1</sup>

#### 20

U.S. states currently legal for recreational use<sup>2</sup>

39

U.S. states currently legal for medical use



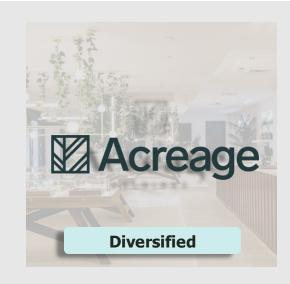
 $<sup>^{\</sup>rm 1}$  MJBiz market forecast of total U.S. cannabis market by 2026

<sup>&</sup>lt;sup>2</sup> Including Washington D.C.

<sup>&</sup>lt;sup>3</sup> Map does not include Puerto Rico where Wana also has a presence



# LEADING PREMIUM-FOCUSED BRAND POWERHOUSE



- >>>> Vertical integration from cultivation to retail in multiple strategic states
- Strong regional footholds through portfolio of premium brands
- Award-winning national retail store brand "The Botanist"



- Top 10 cannabis brand and top 6 vape brand in California<sup>1</sup>
- Authentic vape experience and award-winning technology
- Strong growth and margins in highly competitive California market



- A leading edibles brand in North America
- industry-leading quality, consistency, and potency
- Personalized experience through selection forms and recipes

10



### **COMPELLING FINANCIAL BENEFITS**



Ability to highlight the value of U.S. investments by fully consolidating Canopy USA's operating results into Canopy's financials<sup>1</sup>



Integration of U.S. assets to drive material revenue growth opportunities



Expected expense reductions, such as elimination of Acreage public company costs, expected to benefit financial performance over time





# HIGHLY STRUCTURED PLAN TO EXECUTE STRATEGY

### **PROCESS**

New U.S. Holding Company

- Canopy has created a new holding company, Canopy USA, under which its U.S. cannabis assets will sit
- Canopy holds non-voting shares in Canopy USA, which are exchangeable into common shares
- Canopy and Canopy USA have entered into a protection agreement to preserve the value of non-voting shares

Exchangeable Shares

- Canopy to hold a shareholder vote to create a new class of exchangeable shares in Canopy
- Exchangeable shares are not entitled to any voting rights, dividends, or other rights associated with common share ownership

Constellation Relationship

- Expect Constellation to convert its common shares into exchangeable shares
- Upon conversion by Constellation, existing investor rights agreement between Canopy and Constellation would terminate

Acreage Agreement

- Canopy USA expected to acquire fixed shares of Acreage through share exchange, per terms of amended plan of arrangement
- Canopy USA entered into agreement to acquire floating shares
- Acreage expects to hold a shareholder vote in early 2023 to approve the agreement for Canopy USA to acquire the floating shares, paving the way for it to own 100% of Acreage

### **OUTCOME**

- ✓ Enables rapid entry to U.S. market ahead of federal THC permissibility
- ✓ Ensures fast start for Canopy as legalization trends continue momentum
- ✓ Protective layer in place for Canopy's core business operations
- ✓ Allows all Canopy shareholders to realize greater participation in the U.S. cannabis market
- ✓ Constellation remains vested in Canopy's success as a shareholder
- ✓ Positioned to benefit from positive regulatory developments in the US while creating value in the near-term



### CREATING FINANCIAL FLEXIBILITY FOR FUTURE GROWTH

- Agreement with certain lenders to repay US\$187.5M existing term loan at discounted price
- Amendment to minimum liquidity covenant under existing term loan to US\$100M
- Intention to negotiate exchange agreement with affiliates of Constellation to exchange up to CAD\$100 million of senior notes due July 2023 in into Exchangeable Shares

∼27%

Reduction to overall debt position

Reduction in annualized interest expense (in USD)

✓ Strengthen Balance Sheet

✓ Improve Cash Burn

✓ Unlock Capacity for Growth Investments



### PROJECTED TIMELINE

FY 2023 FY 2024

Q 4

H 1

H 2



#### **Canopy Shareholder Vote**

To approve creation of new class of exchangeable shares



Following Canopy shareholder vote, CBI expected to convert ownership to Exchangeable shares & terminate IRA



#### Acreage Shareholder Vote

To approve acquisition of the floating shares of Acreage

### Acreage, Jetty, and Wana Trigger

To acquire 100% of Jetty and Wana as well as Acreage fixed and floating shares, subject to regulatory approvals and shareholder vote

#### **Acreage Close** (TBC)

Following receipt of all regulatory and shareholder approvals



Macreage Acreage

### Wana Fighere Your Ife

#### **Jetty Close** (TBC)

Following receipt of all regulatory approvals

#### Wana Close (TBC)

Following receipt of all regulatory approvals

