# **4FRONT VENTURES** THE BENEFITS OF BATTLE TESTED





### INTRODUCTION DISCLAIMER

#### **Cautionary Note Regarding Forward-Looking Information**

This investor presentation dated November 28, 2018, contains certain "forward-looking information" or "forward-looking statements" as defined under applicable securities laws (collectively, "forward-looking information") that involve a number of risks and uncertainties. Forward-looking information includes all statements that are predictive in nature or depend on future events or conditions. Forward-looking information can often be identified by forward-looking words such as "will", "could", "should", "may", "anticipates", "believes", "expects", "plans", "intends", "estimates", "potential", and similar expressions. Statements regarding the operations, business, financial condition, priorities, ongoing objectives and outlook of Cannex Capital Holdings Inc. ("Cannex"), 4Front Holdings LLC ("4Front") and the combined company, other than statements of historical fact, constitute forward-looking information.

Forward-looking information is not a guarantee of future performance and should not be unduly relied upon. Forward-looking information reflects the analysis of the management of the parties only as of the date hereof, and which by its nature involves numerous assumptions, inherent risks and uncertainties, both general and specific, that contribute to the possibility that the predictions and various future events will not occur. The parties do not undertake any obligation to release publicly the results of any revision to the forward-looking information unless otherwise required by applicable law.

This presentation also includes forward-looking information relating to:

- the interim agreement between the parties dated November 25, 2018 (the "Interim Agreement") and the timing for completing . the definitive agreement;
- the proposed acquisition of the 4Front common shares by Cannex and the business, operation and financial performance • and condition of the combined company (the "Transaction");
- synergies and financial impact of the Transaction; and
- the growth in the combined company's market share, and such is based on current expectations and beliefs concerning . future developments and their potential effects on Cannex, 4Front and the combined company.

Assumptions, including among other things, that the shareholders of Cannex will approve the business combination, that all regulatory approvals will be obtained, and that all of the conditions to the completion of the business combination will be satisfied or waived, have been made. Although it is believed that the expectations and assumptions are reasonable, there can be no assurance that the forward-looking information included herein will prove to be accurate. Forward-looking information is subject to a number of known and unknown risks and uncertainties (some of which are beyond the control of the parties) and other factors that could cause actual results or performance to be materially different from those expressed or implied by such forward-looking information.

Factors that could cause actual results to differ materially from any forward-looking information include, but are not limited to:

- the ability of each party to satisfy all of the conditions to complete the Transaction;
- the possibility that the Cannex shareholders do not approve the Arrangement;
- that all regulatory approvals will not be obtained and all other conditions to completion of the Transaction will not be satisfied or waived;
- consuming or costly than expected;
- capital requirements;
- delays in obtaining or inability to obtain additional financing, if required, on commercially suitable terms; and
- changes in national, state and local government legislation in the United States.

#### Cautionary Note Regarding Forward-Looking Information

These factors are not intended to represent a complete list of the general or specific factors that could affect the parties and the combined company after giving effect to the transactions contemplated by the business combination. Further details on key risks in respect of Cannex can be found in Cannex's disclosure documents filed with securities regulators and available at www.sedar. com.

#### Market and Industry Data

This presentation includes market and industry data that has been obtained from third party sources, including industry publications. The parties believe that the industry data is accurate and that the estimates and assumptions are reasonable, but there is no assurance as to the accuracy or completeness of the data. Third party sources generally state that the information contained therein has been obtained from sources believed to be reliable, but there is no assurance as to the accuracy or completeness of included information. Although the data is believed to be reliable, the parties have not independently verified any of the data from third party sources referred to in this presentation or ascertained the underlying economic assumptions relied upon by such sources.

#### Securities Laws

This presentation is for informational purposes and does not constitute an offer or a solicitation of an offer to purchase the securities referred to herein. The shares of Cannex and 4Front have not been and will not be registered under the United States Securities Act of 1933, as amended.



the business of Cannex and 4Front not being integrated successfully or such integration proving more difficult, time

# OPPORTUNITY WELCOME TO...

The proposed business combination of 4Front Holdings and Cannex Capital is anticipated to be complete in Q2 2019. The resulting issuer will be named 4Front Ventures.





## CANNEX

# 4FRONT & CANNEX AT A GLANCE

- Three business divisions
  - Brightleaf cultivation and manufacturing
  - Mission retail
  - 4Front business strategy and development
- Battle-tested capabilities
- Aligned, strategic leadership team
- Aggressive yet disciplined approach to growth and execution



## OPPORTUNITY THE EVOLUTION OF CANNABIS IN THE CAPITAL MARKETS

#### **EARLY STAGE**

- "Funded capacity"
- Management resumes



#### CURRENT

• License portfolio

 Total Addressable Market (TAM)





## MOVING Forward

- Operating metrics
- Execution
- Scalable capabilities





OPPORTUNITY



#### LAND GRABS & PURE ACCUMULATION OF ASSETS LACKS FOCUS

#### **OPERATIONS MATTER**

# BATTLE-TESTED OPERATING CAPABILITIES

- Cultivation
  - Consistent demonstrated yields at scale at two 60,000 sq. ft. facilities
- Manufacturing
  - Full breadth of product capturing significant market share in one of the most competitive markets
- Retail
  - Opened dispensaries in five states with heavy investment in training
- Regulatory
  - Regulatory team has won more than 60 operating licenses\*





#### OPERATIONS MATTER A LEADER IN CULTIVATION

Cannex's key licensee and tenant in Washington, Northwest Cannabis Solutions (NWCS), was founded by Cannex COO Leo Gontmakher, and is one of Washington State's largest cannabis cultivators and producers. It currently employs more than 190 people and has an annual sales run rate of approximately \$35 - 40 million.

NWCS grows and sells top-selling flower brands in Washington



- Two 60,000 sq. ft. facilities in Tumwater and Elma, each with 30,000 sq. ft. of flowering canopy
- Total capacity of 19,000kg/year
- 2017 production of  $\approx$  8,000kg
- 2018 production of  $\approx$  18,000kg
- Yields in Tumwater of >300g/sq. ft. (version 1.0)
- Yields in Elma of >400g/sq. ft. (version 2.0)



## **OPERATIONS MATTER** A LEADER IN MANUFACTURING

## **Complex Workflow at Scale**

NWCS leads with approximately 8% market share in a highly competitive market\*

#### **Production**

20+ brands and >300 SKUs.

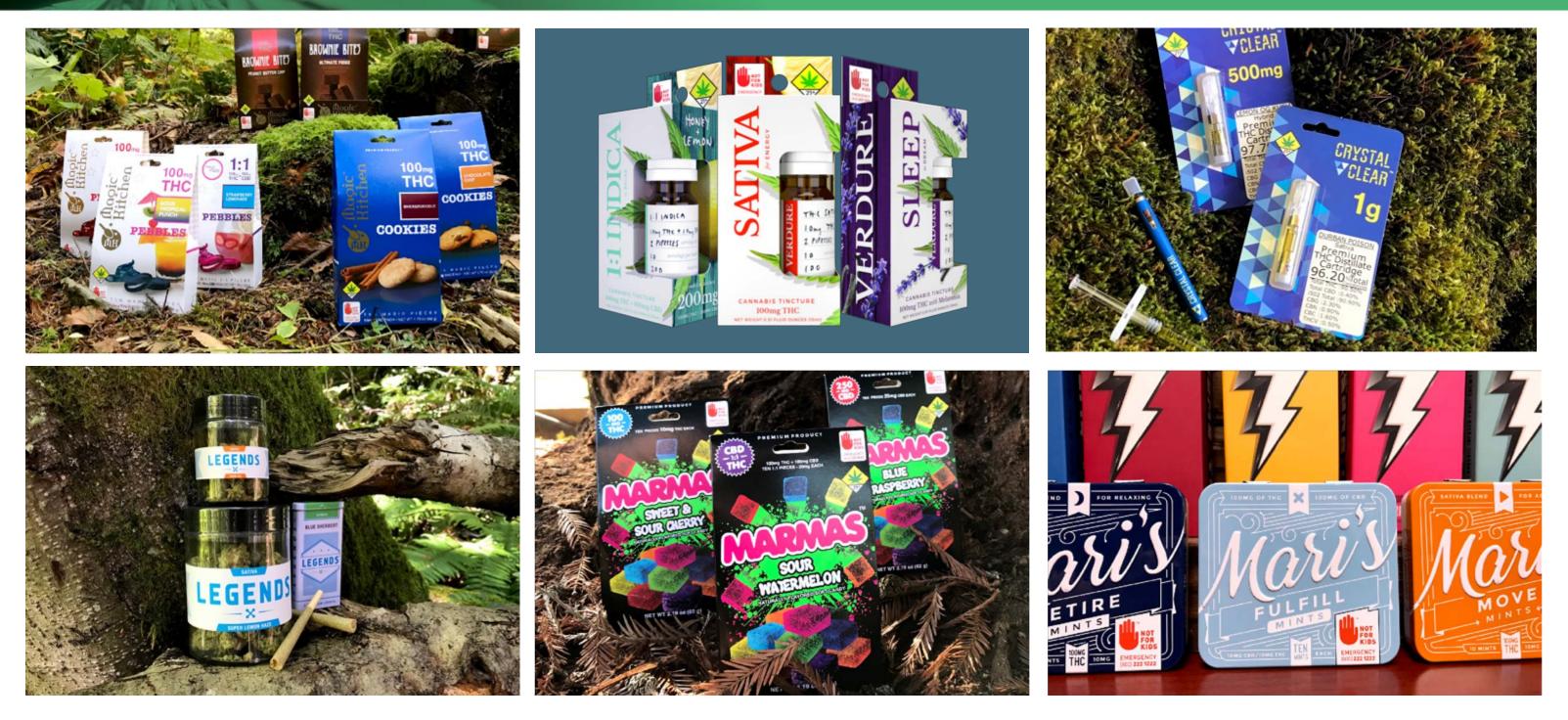




#### **Distribution**

Logistics and distribution to >300 dispensaries in Washington.

## OPERATIONS MATTER DIVERSE PRODUCT MIX



**OPERATIONS MATTER** 



**OPERATIONS MATTER** VALUE - BASED BRANDS

#### VERDURE



Magic Kitchen COOKIES



Mari's



CRYSTAL V CLEAR

Agoic Kitchen **BROWNIE BITES** 



Mapic Kitchen PEBBLES







EZVAPE



**OPERATIONS MATTER** 















Magic Hitchen

**KOKO GEMZ** 



### **OPERATIONS MATTER** A LEADER IN RETAIL

#### A customer-centric retail model





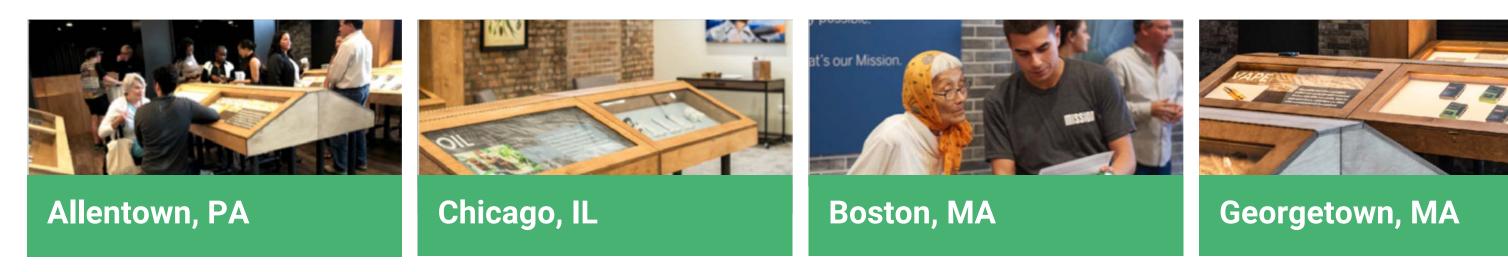






#### **OPERATIONS MATTER** CULTURE & TRAINING UNDERPIN RETAIL

4Front prioritizes people & community building



# mission

- 4Front has developed a scalable retail model that includes industry-leading best practices and operations manuals, which are fully digitized for training and continuing education purposes.
- Mission employees are valued members of the 4Front family and are provided with the resources and training necessary to create a true sense of purpose.
- Mission dispensaries boast open, transparent, inviting settings where guests feel comfortable seeking information, connection, and community.
- Mission dispensaries support multiple sales channels, including both online and in-person, to fulfill customer orders and needs.



#### CAPABILITIES SIGNIFICANT RECREATIONAL- LEANING ASSET BASE

- MA, IL, CA & MI in particular
- Building capacity and bench strength to support increasing scale
- Operational efficiency at scale in multiple markets is our priority

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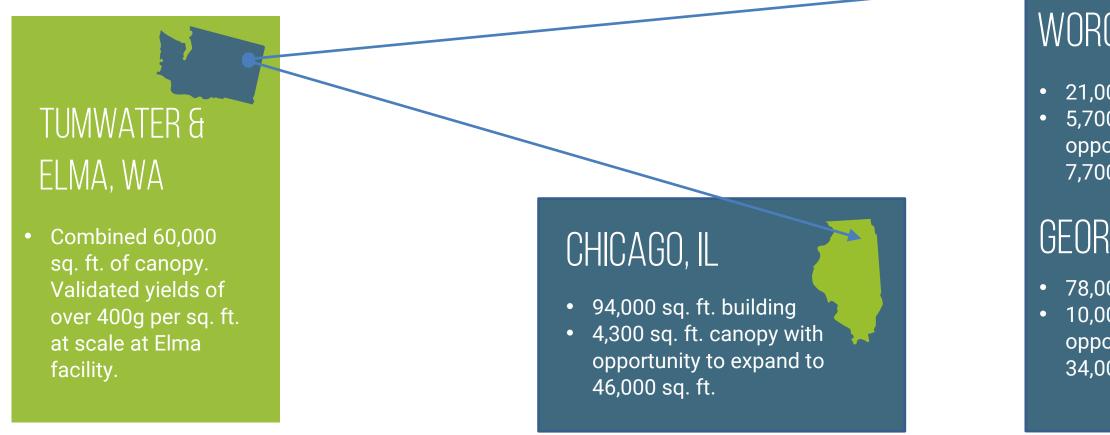
	Cultivating an	
Visible Licensees	processing	Retail
Washington	3	0
Illinois	1	1
Michigan	1	1
California	1	0
Massachusetts	2	6*
Maryland	0	4**
Pennsylvania	0	3
Arizona	1	1
Total	9	16

\*4Front owns three licensed dispensary operations in Massachusetts, and has brand licensing and consulting agreements in place with several additional license holders \*\*4Front owns one dispensary operation in Maryland, and has brand licensing and management and consulting agreements in place with several additional local license holders.



#### A PERFECT MATCH IMMEDIATE BENEFITS OF MERGER

This merger provides an immediate opportunity to apply Cannex's cultivation and production capabilities in two nascent markets – Illinois and Massachusetts – where 4Front has existing cultivation facilities with significant expansion capacity.



#### A PERFECT MATCH



#### WORCESTER, MA

21,000 sq. ft. building
5,700 sq. ft. canopy with opportunity to expand to 7,700 sq. ft.

## GEORGETOWN, MA

78,000 sq. ft. building
10,000 sq. ft. canopy with opportunity to expand to 34,000 sq. ft.

## **A PERFECT MATCH** WHY CANNEX & 4FRONT? - WORKING TOGETHER - A PERFECT MATCH

#### We are a Complete Complement of Assets & Talent



A PERFECT MATCH



#### Regulatory

Proven track record of winning licenses in competitive markets

#### **M&A Expertise**

Closed 6 acquisitions across 5 states with an active M&A pipeline

#### **Thought Leadership**

Credible leadership with strong history and advocacy roots

#### MANAGEMENT EXPERIENCED & PROVEN MANAGEMENT



Josh Rosen CEO, 4Front

Josh spent 13 years as an equity analyst and portfolio manager in the financial services industry, during which time he became one of the youngest vice presidents in Credit Suisse's history.



#### Leo Gontmakher COO, Cannex

Experienced cannabis operations professional; co-founder of Northwest Cannabis Solutions. Formerly senior management at North America's largest processor and distributor of specialized seafood products.



#### Andrew Thut CFO, 4Front

Andrew brings to the team a wealth of financial-management experience and business acumen. Prior to his role at 4Front, Andrew was managing director of the BlackRock Small Cap Growth Fund at BlackRock Advisors LLC

#### MANAGEMENT





#### David Croom CFO, Cannex

Formerly CEO of Open Ocean Ventures, a Seattle-based company that provides project management, infrastructure and business services solutions to a broad range of industry leaders. David previously held senior accounting and comptroller positions at Cray Supercomputers, Microsoft, Amazon and Chevron.

#### MANAGEMENT EXPERIENCED & PROVEN MANAGEMENT



#### Leise Rosman COO, 4Front

Regulatory and licensing expert who's been with 4Front since 2011. As managing partner of 4Front Advisors, Leise has helped win more than 60 operating licenses on behalf of clients.



#### Glenn Backus President, Mission

Glenn is an accomplished retail executive with a unique combination of operations and product development experience. He previously served as Vice President of Buying at Trader Joe's, leading teams across national and regional categories.



#### Kris Krane President, 4Front

Prior to forming 4Front, Kris served as director of client services for CannBe, a pioneer in developing best practices within the medical cannabis industry. Kris has dedicated his career to reforming the nation's misguided drug policies, having served as associate director of NORML from 2000 to 2005 and executive director of Students for Sensible Drug Policy from 2006





#### **Anthony Dutton**

#### **Director & CEO, Cannex**

Anthony has significant public market, corporate finance and business development experience. Co-Founder, CEO and President of IBC Advanced Alloys (TSXV:IB); Director of Trakopolis IIoT Corp. (TSXV:TRAK).BA (Econ.), MBA.

# CANNEX CAPITAL – 4FRONT MERGER PRO FORMA

Cannex Shares I/O	Cash (CAD)	Price	Shares
Common			91,603,781
Class A - Convert to Common			96,521,734
Basic I/O			188,125,515
4Front Transaction			
Resulting Issuer Shares Issued to 4Front			324,431,084
Pre Transaction Acquisitions			16,100,120
			340,531,204
Total As-Converted Common Shares Post-Merger			528,656,719
Dilutives			
Share Purchase Options (average strike price shown)	\$14,155,476	\$0.70	20,222,109
	\$ 14,155,476 \$ 36,164,904	\$ 0.70 \$ 1.50	
Share Purchase Options (average strike price shown)			24,109,936
Share Purchase Options (average strike price shown) Cannex Subscriber Warrants (Unit PP)	\$36,164,904	\$1.50	24,109,936 1,652,279
Share Purchase Options (average strike price shown) Cannex Subscriber Warrants (Unit PP) Agent Warrants	\$36,164,904 \$1,652,279	\$1.50 \$1.00	24,109,936 1,652,279 3,413.416
Share Purchase Options (average strike price shown) Cannex Subscriber Warrants (Unit PP) Agent Warrants Compensation Warrants	\$36,164,904 \$1,652,279 \$2,389,391	\$1.50 \$1.00 \$0.70	24,109,936 1,652,279 3,413.416 13,521,328
<ul> <li>Share Purchase Options (average strike price shown)</li> <li>Cannex Subscriber Warrants (Unit PP)</li> <li>Agent Warrants</li> <li>Compensation Warrants</li> <li>Gotham Green Warrants (average strike price shown)</li> </ul>	\$36,164,904 \$1,652,279 \$2,389,391	\$1.50 \$1.00 \$0.70	20,222,109 24,109,936 1,652,279 3,413.416 13,521,328 38,554,217 <b>101,473,285</b>

#### CAPITAL STRUCTURE



#### EXECUTION MATTERS POISED TO CAPITALIZE ON HIGH GROWTH INDUSTRY

4Front is committed to prioritizing battle-tested capabilities, finding and developing great people, and transparent and principled governance



Source: Market size based on Brewers Association (beer), Park Street (wine and spirits), Ackrell Capital (coffee), Cowen Group (cannabis). Penetration rates based on Panel Data (beer), Park Street (wine and spirits), Ackrell Capital (coffee), and Cowen Group (cannabis). Penetration defined as percentage of adults consuming respective product in the past year.





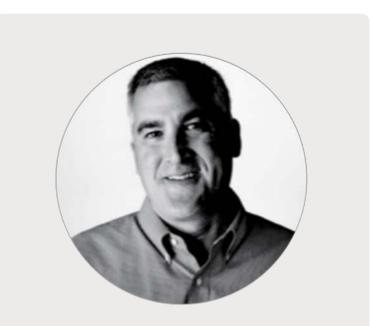
#### management CONTACT



## Anthony Dutton

CEO, Cannex

604.649.7787 adutton@cannexcapital.com



#### Andrew Thut

CFO, 4Front

617.413.0069 andrew.thut@4frontventures.com

CONTACT

