

Overview of Delta global
cannabinoid initiatives in 2018-2019

Delta Botanicals Inc.

Baltimore • Montevideo • San Francisco

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Delta produces and distributes best-in-class non-THC cannabinoid products to 375 retailers globally. In 2018, -2019, Delta is seeking investment via Canadian capital markets to:

- pursue a roll-up acquisition strategy to expand its global market footprint and
- develop Delta's Uruguayan hemp cultivation and research facility.

*Delta products are purified oil extracts of hemp plants and contain 0% THC. Delta does not manufacture, sell or distribute any products that are in violation of the United States Controlled Substances Act (US CSA). Cannabidiol (CBD) is a natural constituent of hemp oil.



Delta 2018-2019 Operations

Delta Botanicals, a veteran US hemp firm with 5 years consistent financial history is:

VERTICALLY INTEGRATING

Hemp cultivation and processing (Uruguay Initiative)



GOING PUBLIC

Canadian capital markets



EXPANDING

To new markets in Europe & South America

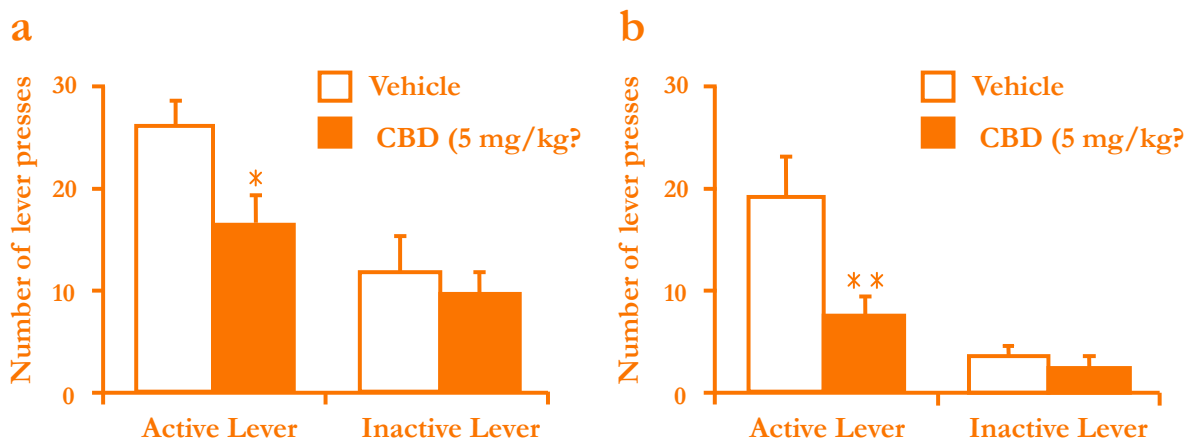


What is CBD?

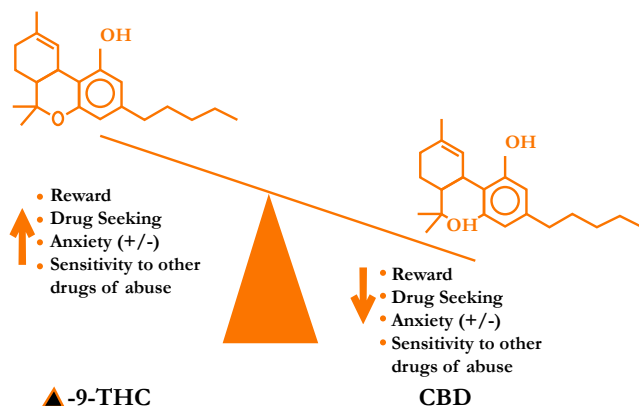
CBD is a naturally occurring, non-psychoactive compound found in the cannabis plant that exhibits numerous medicinal benefits. The two main ingredients of marijuana, Cannabidiol (CBD) and tetrahydrocannabinol (THC), belong to a class of compounds known as cannabinoids. Though CBD is just one of over 60 cannabinoids found in the cannabis plant, many scientific studies have indicated that CBD possesses the greatest therapeutic potential of all the cannabinoids. CBD is largely responsible for many of the health and wellness benefits of the cannabis plant.

Why CBD? What about THC?

CBD offers many of the same medicinal benefits as medicinal marijuana, but unlike THC based products, CBD does not cause users to feel “high.” This unique benefit of CBD allows you to think clearly and function fully throughout your day. Because it offers such a wide spectrum of potential medical benefits, many scientists consider CBD to be the most important of all cannabinoids.



Ren, et al. 2009. CBD prompts significant reduction in opioid desire



Hurd et al, 2015

It is well reported that cannabis has been useful in the effort to break opioid addiction—a widespread epidemic today. Studies also show that toward the purpose of breaking addiction to opioids, THC may actually reduce this efficacy.

The Delta Botanicals investment benefits from the market’s enthusiasm for cannabis deregulation without exposing investors and partners to the regulatory nightmares and government scrutiny that surround THC products.

Why Invest in Delta Global?

1

Lowest-risk Exposure to Cannabis Capital Markets

CBD is legal, pretty much everywhere. It works, and demand is increasing. Medical marijuana products containing CBD plus THC carry tremendous regulatory risk for very little benefit. In fact, CBD products tend to sell at higher margin than traditional medical cannabis products.

2

Clear Growth Strategy

Delta is expanding its global geographic footprint while avoiding direct competition with other emerging players in the CBD industry. Delta is also developing innovative new product lines such combinations of CBD-caffeine hybrid and opioid cessation products.

3

Ability to Execute

Traditional competence in: Corporate Finance / VC, Chemistry Pharmaceuticals, International import/export and Healthcare markets.

Plus rare expertise in: Legal CBD industry, Cannabis cultivation, Law enforcement South American government

4

Gigantic Global Opportunity

Delta's foothold in Uruguay allows us streamlined export to virtually untouched global markets—notably China and Southeast Asia. Delta's foothold in Switzerland provides a base of operations for the EU.

5

The Ideal Roll-up Vehicle and Environment

- **The CBD industry is fragmented** --there are many small CBD players. We can expand across geographies and market segments.
- **Proven operational formulas** – Delta is a veteran player in the industry with a recipe for value creation.
- **Disciplined approach to finding new targets** – management is business first. We focus on finding companies with real revenues and cash flow.

High Market Multiples

Multiples of gross revenue of public cannabinoid companies are, to say the least, higher than those of average firms. We believe this reflects both the enormous opportunities as well as a sense of euphoria across the sector.

Mkt Cap	Firm	sym		q1	q2	q3	q4(est.)	2017 total	Multiple
\$4,150,000,000	Canopy Growth	Weed	TSX	\$14,660,000	\$15,870,000	\$17,570,000	\$21,084,000	\$69,184,000	60
\$3,170,000,000	Aurora	ACB	TSX	\$5,180,000	\$5,940,000	\$8,250,000	\$9,900,000	\$29,270,000	108
\$51,360,000	Ianthus Capital	IAN	CSE	\$350,000	\$650,000	\$780,000	\$936,000	\$2,716,000	19
\$35,300,000	Cv Sciences (Cannavest)	CVSI	OTC	\$3,760,000	\$4,080,000	\$5,590,000	\$6,708,000	\$20,138,000	2
\$324,610,000	Medical Marijuana Inc	MJNA	OTC	\$3,610,000	\$5,700,000	\$7,780,000	\$9,336,000	\$26,426,000	12
\$102,000,000	Intl Cannabis Corp	ICC	TSXV	\$0	\$0	\$146,980	\$176,376	\$323,356	315

Rather than accept these multiples at face value, managements should be prepared for tremendous volatility. Specifically, larger than normal attention must be paid to:

- working capital estimates – lower than normal variance in cost forecasts can be tolerated
- “contingency” appropriations in opex – contingency appropriations in the context of forecasted cash flow should be higher than normal across the board—essentially a one-time small but significant sunk cost from a capital expenditures perspective.

To be clear, as with the tech bubble, there will be high volatility in the cannabinoid sector over the next couple of years. Firms that succeed in this environment will expect and budget for a capital market valuation swings of up to 80%

Roll Up Strategy

Case: Aurora buys Larssen for \$6mm and returns \$649mm mkt cap:

Acquisition Price	Acquired	Buyer	SYM	2018 Projected Rev	Multiple
\$25,000,005	Larssen	Aurora	ACB	\$6,000,000	4

	Mkt Cap		Firm	SYM	Total Annual Rev	Multiple
After	\$3,819,812,094.29		Aurora	ACB	\$35,270,000	108
Before	\$3,170,000,000		Aurora	ACB	\$29,270,000	108
	\$649,812,094				\$6,000,000	108

A great way to think about the high valuation of cannabinoid companies in the public market is that the public is so enthusiastic about the cannabinoid industry that collectively it is offering firms in the sector very high lines of credit.

This credit line can be used to either:

- Expand internal operations, or
- Purchase other existing firms with existing revenue streams.

Acquisition of firms demonstrating stable revenue streams is a key priority for Delta Global. As long as the valuation multiple of the target firm's gross revenue is lower than the capital market multiple in the sector, *each acquisition actually increases the availability of free cash to the acquirer.*

Today, many cannabinoid companies aspire to reap the short-term rewards of high capital market valuations in the sector—it's not hard to understand why. However, these firms often lack the understanding that the high valuations, in the context of macro-level reflexivity, are not the end goal in itself, but the fortuitous tool to execute the next step toward lasting value creation.

Qualities of the ideal public cannabinoid company



Something in the industry



Something not fraudulent



Something run with good PR



Something with real
reportable revenue!



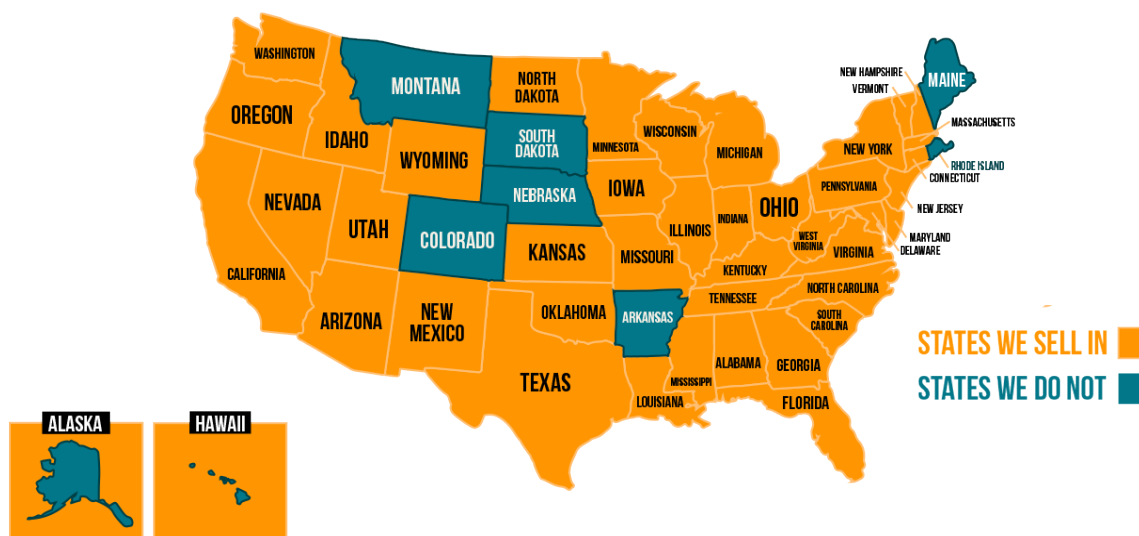
Something stable
(don't even need it to grow)



Something with low
regulatory legal burden
(I wish right?)

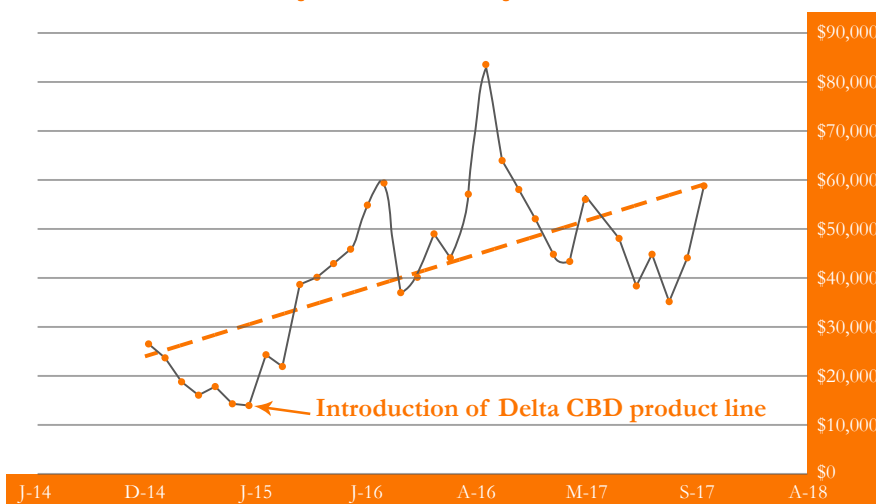
Currently, hemp extract sourced by Delta for Delta product formulation in Maryland is produced by a supplier in Colorado licensed by the US Dept. of Agriculture. Extract produced from these hemp plants as well as their sale is protected by the US Agricultural Act of 2014 (“Farm Bill”). At our lab in Maryland, we reformulate the products into several products.

The United States



Delta wholesales to brick and mortar retailers in most US states. Our strongest products are CBD-rich fluid for electronic vaporizers. Delta CBD e-liquids come in a variety of strengths and flavors.





Steady Monthly Revenue



¹In fact, the company began as a nicotine vape company and actually designed and sold electronic vaporizers. As cigarette companies moved into the vape space with anti-competitive strategies, Delta surprisingly found success in nicotine-free vape liquids and actually became the largest US retailer of 0% nicotine vape liquid for a time. Delta was extremely early to the CBD vape liquid market when it launched its first CBD products. While the product line has extended to gummy chews and infused cooking oil, hemp concentrates for electronic vaporizers continue to be a protected niche for Delta.

²All flavorings are natural and organic. Flavors: unflavored, orange, mango, peppermint, pineapple, and vanilla. Strengths: 150mg, 300mg, 600mg, 1000mg, and 1250mg per 30mL fluid.

Delta Botanicals Product Line

 <p>PURE CBD 150 mg 30 ml</p> <p>HEMP OIL ADDITIVE</p>	 <p>PURE CBD 150 mg 30 ml</p> <p>HEMP OIL ADDITIVE</p>	 <p>PURE CBD 150 mg 30 ml</p> <p>HEMP OIL ADDITIVE</p>	 <p>PURE CBD 150 mg 30 ml</p> <p>HEMP OIL ADDITIVE</p>
<p>CBD Additive E Liquid - 150mg CBD 30ml Vape Oil</p> <p>★★★★★</p> <p>\$29.99</p> <p>Add to Cart View</p>	<p>Citrus Fruits CBD E Liquid - 150mg CBD 30ml Vape Oil</p> <p>★★★★★</p> <p>\$29.99</p> <p>Add to Cart View</p>	<p>Mango CBD E Liquid - 150mg CBD 30ml Vape Oil</p> <p>★★★★★</p> <p>\$29.99</p> <p>Add to Cart View</p>	<p>Peppermint CBD E Liquid - 150mg CBD 30ml Vape Oil</p> <p>★★★★★</p> <p>\$29.99</p> <p>Add to Cart View</p>



Vertical Integration into Hemp Cultivation in Uruguay



Uruguay Highlights:

Population of 3.5MM

Recreational cannabis legal since 2013 (1st in world)

Strong agronomic industry

~50% cultivation costs of Colorado

Strong gov't. connections

Perfect global supply hub

FRIENDLY GOV

Government is extremely hemp and cannabis friendly. Obtaining permits to cultivate hemp and export is extremely easy relative to other countries.



APPROVED LAND

We have 70+ hectares of land qualified for hemp cultivation



FREE TRADE ZONE

FTZ status allows for 0% corporate tax on exports



LOW COMPETITION

Less than 10 hectare in the whole country are known to be in development for cultivation of cannabinoids.



CULTIVATING HEMP IN URUGUAY

[A short video on Delta's Uruguay initiative](#)

Pharmaceutical Quality Product Extension

Delta's product extension strategy requires a home base to conduct cultivation and product development research. Uruguay is extremely business, science, and hemp friendly. Additionally, several government subsidies exist to develop international business in Uruguay. Finally, Delta's strong connections with LatAm government and top-tier US academic institutions has allowed Delta to forge novel science work internships for US students to study cannabis and hemp with the Universidad de la Republica in a 100% legal manner.

UNIVERSIDAD DE LA REPÚBLICA

Delta has partnered with Universidad de la Republica Organic Chemistry to execute first-in-class cannabinoid extraction and purification of Delta products. This unprecedented partnership allows for dramatically reduced capital expenditures during processing scale-up.

GCMS TESTING

GCMS testing of samples for \$200/test (a fair rate)

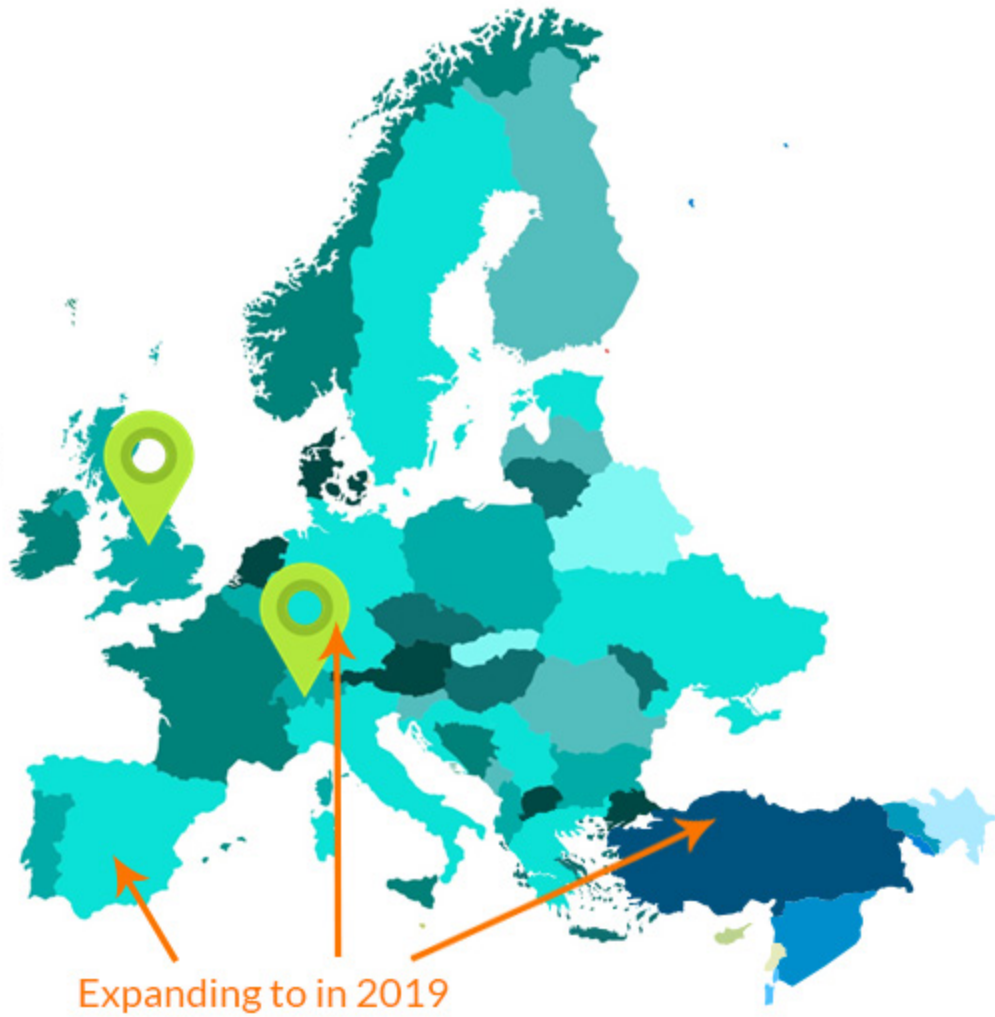
CONNECTED CHEMISTRY

We have connected the chemistry and agronomy departments to create an unprecedented platform for the study of hemp and cannabis

IVY LEAGUE SCIENCE

Unprecedented international partnerships between top academic institutions to push the boundaries of legal cannabinoid research with broad commercial applications.





Global CBD Supply Chain: Expansion in 2018

Beyond expanding current wholesale endeavors in Switzerland, Delta is expanding to additional geographic markets: Germany, Spain, and Turkey.

Expanding Global Footprint



 DELTA
BOTANICALS

The Delta Botanicals Team

Strategy and Product Development

JOHN MATTHESEN



Board Member
(Prof. Berkeley Business)

CK UNNI, PHD



Board Member
Chemical Process Design

Finance and Capital Markets

MANU UNNI, MBA



Johns Hopkins Chem/Bio
(Cannabis Ind. Veteran)

JAY UNNI, MD



Psychiatrist,
Financial Analyst

ANDREW ALLEN



Import/Export Veteran
Google, Intel

ISABEL PORTIELES



CEO of Ehookah LLC
(Yale, Johns Hopkins)

Operations

South American Team

DAVID ATKINSON



(IDB, Princeton)

CHRIS ATKINSON



LatAm Ops
(IDB, Autodesk)

International Law

SHASHANK RAO



Global pharmaceutical law
and supply chain veteran



MANU UNNI, MBA

JOHNS HOPKINS CHEM/BIO - CANNABINOID IND. VETERAN

Manu has extensively studied management strategy and organizational development techniques, benefiting his capacity as a facilitator of groups.

Manu's career began at the Johns Hopkins University where he studied chemistry with a concentration in biological chemistry.

Manu has an extensive synthetic organic chemistry lab experience. Under the direction of [Thomas Lectka](#), Manu studied asymmetric catalysis of naturally occurring organic reactions. Additional work involved the synthesis of novel cage-functionalized macrocycles involving advanced extraction, purification, and characterization procedures such as gas chromatography and NMR spectroscopy.

After graduation, he went on to work as a crime scene investigator for the Baltimore City Police Department. During his 3 year tenure there he gained familiarity with law enforcement culture and investigation procedure working with various law enforcement agencies including the DEA, FBI, BATF, DHS to name a few. He later received an MBA from Johns Hopkins Carey Business School. His curriculum was interdisciplinary with a dual focus on Management and Finance.

While at Carey, he conducted research under the direction of [Dr. Jian Ni](#) in the field of Pricing, a more quantitative subset of Marketing. Research projects involved the development of complex theoretical pricing models as well as the relevant manipulation of large data sets in a variety of industries from pharmaceuticals to airlines.

His interest in the cannabinoid industry led him to MDLogix, a research and development organization that provides the clinical research management system (CRMS) for all Johns Hopkins human studies worldwide as well as the US Dept. of Veterans Affairs. There he was introduced and worked with the Stanley Brothers (Charlotte's Web) conducting a THC/CBD prospective observational study on 1000+ subjects--at the time the largest known cannabinoid study in the world. This collaboration between the Stanleys and MDLogix produced [Realm of Caring](#), a non-profit organization studying potential therapeutic effects of cannabinoid therapy to this day.

Manu's unique background in cannabinoids as well as business led him to [iAnthus Capital](#) (OTCQB: ITHUF CSE: IAN), a publicly traded cannabis group where he gained experience in high finance under his mentor [Hadley Ford](#). While at iAnthus, Manu created the (now proven) financial models for the valuation (and even operation) of cannabis cultivation businesses. Manu also worked with iAnthus partner [Proverde](#) where he gained specific experience with optimization of extraction and purification techniques of cannabinoids from [Dr. Chris Hudalla](#).



JAY UNNI, MD

PHYSICIAN (PSYCHIATRY) - CANNABINOID RESEARCH VETERAN

Jay Unni is a medical doctor specializing in psychiatry with a deep foundation in finance and economics.

Dr. Unni has extensive experience in medical and scientific research. His latest focus of research has been the use of long-acting antipsychotics, and he will be presenting the results at the 2018 Society of Biological Psychiatry.

He is an expert in cannabinoid receptors in the central nervous system, and recently presented on the use of Cannabidiol as an antipsychotic at a conference in Houston, Texas. He has also written reviews of clinical trials of Cannabidiol for anxiety and chronic pain.

Prior to his work in medicine, Dr. Unni worked as an oil and gas analyst for Netherland, Sewell, and Associates, Inc, one of the largest oil and gas consulting firms. He was responsible for coordinating with engineering and geological teams to generate reserves reports for the Security and Exchange Commission (SEC).

He currently invests in oil and gas firms, as well as other securities, and writes about his investments on his blog, BetterStockIdeas.com.



ANDREW ALLEN

VETERAN: INTERNATIONAL LOGISTICS

Andrew Allen is a Licensed Customs Broker who partners with executives and entrepreneurs to implement secure and efficient strategies for the optimization of complex Supply Chains. Andrew has 15 years of global supply chain and operations management experience with Restoration Hardware, Levi Strauss & Co., Kendall Jackson Wines and Google working extensively in Asia, Europe and the Americas. He has a proven track record of creating and developing multinational companies with a unique focus on restricted substances and the high level of legal scrutiny these products require.

Andrew has built and trained teams across the world with a focus on success through ethical business practices and hard work. Prior to joining Delta Botanicals Andrew was responsible for ensuring the successful oversight of the multi-billion dollar spend of Google's retail product segment throughout APAC, EMEA and the Americas. His experiences in living and working in diverse cultures across the globe have enabled him to build a unique and deep understanding of how to drive and implement global strategies and programs effectively. Andrew has wide-ranging experience across numerous consumer goods segments and technologies. He has worked in all areas of Supply Chain and also in Sourcing, Supply Planning and Project Management.

Andrew has degrees in International Relations and Spanish from Regis University in Denver where he was also a 4-year collegiate athlete for the Rangers. Andrew currently lives with his fiancée Jemma in San Francisco, California.



JOHN MATTHESEN

VETERAN: MARKET-DRIVEN STRATEGY

John began his career in restaurants, getting trained first as a chef, then advancing into hotel management. He worked at many hotels, resorts and restaurants around the west and Hawaii. Living in the Bay Area, he got exposed to computers and technology. Making the jump into the high-tech world, he studied network engineering at UC Berkeley. He was lucky enough to be part of the startup teams for not one, but two zero-to-IPO companies (Sybase and Commerce One). He rose through the ranks and held many executive positions at these successful companies, including CIO and VP of Sales/Asia.

Expertise in technology led to over a decade of working with startup companies, both as an angel investor, a VC and an interim executive. John has screened, advised and run a broad range of companies. He has been intimately involved with not only high-tech companies, but consumer products, retail, medical devices, shipping containers and financial trading systems.

After working all over the world with high-tech companies, John decided to return to his roots in the food industry, and is now focusing in Ag-Tech and Food-Tech projects. In order to get more deeply involved in the food industry, he started his own urban farm here in the Bay Area, and is now a professor of Urban Farming and Farm-to-Table in the Culinary Department at Diablo Valley College. He serves as an advisor to a number of ag and food companies, as well as a wide variety of other tech and consumer products. He has been an entrepreneur mentor at the UC Berkeley Haas School of Business for the past ten years, where he has coached a number of teams that have taken top prize in the annual Launch competition.

Today he's working with a number of companies, including edible insects, silicon chip-based gene therapy, ICE strawberries, oat-based snack food, a block chain platform and a pharmaceutical cannabis project. John is a graduate of the University of Colorado, Boulder.



Yale University



JOHNS HOPKINS
CAREY
BUSINESS
SCHOOL
**CAREY
BUSINESS**

ISABEL PORTIELES

VETERAN: CBD MARKETING

Isabel has experience in business administration, operations, strategy, and marketing. She began her career in the medical device sector, working for a startup introducing disruptive technology in the sleep apnea space. She managed the marketing function for a national sales team, providing marketing content, including launching B2B and B2C websites, coordination and logistics for industry conferences, and implementing new technology systems to support sales and marketing coordination.

Isabel then pursued a graduate degree where she earned an MBA from the Johns Hopkins Carey Business School, and also an MA in Design Leadership from Maryland Institute College of Art, the oldest degree-granting art institution in the US. This unique program combined the fundamental aspects of business with in-depth classes exploring Design Thinking -- the human-centered approach taken by designers and creative professionals to solve complex problems for a population. This prepared her to work in the Cannabis sector. This is a young, growing industry that does not have an established framework and is rapidly evolving to meet the needs of a newly-made group of consumers, find an ideal business model, and satisfy changing regulations.

After graduate school, Isabel worked at Delta Liquids in a number of capacities- ranging from operations and logistics, to market research and strategy development, product management, marketing, and business development. She has in-depth knowledge of the multiple systems that work in conjunction to smoothly operate Delta Botanicals. Isabel has a BA from Yale University in Art History, is a native Spanish speaker, and lives in Baltimore.



DAVID ATKINSON

VETERAN: SOUTH AMERICAN DEVELOPMENT

Education: St. Paul's School, 1959 Princeton University, BA, 1963 Fletcher School of Law and Diplomacy, Master of Arts in Law and Diplomacy, 1965

Career:

Inter-American Development Bank, 1965-2004. Loan Officer to Division Chief to Representative. Worked with Colombia, Trinidad and Tobago, Brazil, Argentina, Uruguay, Bolivia, Chile, Peru, Nicaragua, Mexico, lived in Brazil, Bolivia, Nicaragua and Mexico between 1989 and 2004. Major responsibilities involved preparation of lending programs and then loan proposals for projects in all sectors of socio-economic development, negotiation of contracts, and administration of those loans, initially from Bank headquarters in Washington, DC, then from latter mentioned countries.

Languages: English, Spanish and Portuguese.

Current endeavors:

President of the Board of Princeton in Latin America (Princeton.edu/pila).

President of the Board of the IDB Retirees' Association (ajbid.org)

Married to Martha Luz Diaz-Zelaya, four children, Michael, Andrea, Christopher and Jonathan, two grandchildren, Alexander and Anabelle.



SMU | DEDMAN
SCHOOL OF LAW



American Airlines 

SHASHANK RAO
INTERNATIONAL LAW

Shashank Rao is a barred attorney and experienced product manager with a strong background in international product management. He completed his undergraduate studies at Austin College and completed his J.D. at Southern Methodist University.

Shashank was a regional director for John Kerry's 2000 presidential campaign before spending several years as a practicing corporate attorney in the Washington, D.C. area. His work ranged from corporate biotechnology and health law to pro bono advocacy work with refugees seeking political asylum in the United States.

Shashank also has extensive experience in product and operations management. As a consultant for ZS associates, he gained extensive biotech/pharmaceutical experience managing the transition of new products from concept through realization. Shashank is experienced in facilitating complicated dynamics between R&D, marketing, sales, and CRM departments for large international projects in the pharmaceutical industry.

Most recently, at American Airlines, as a senior Product Owner, Shashank oversees the implementation of changes to international logistical changes. Drawing from a comprehensive skillset over a diverse career, he develops, manages, and takes responsibility for complicated logistics platform transitions while guaranteeing adherence to the federal statutory and regulatory laws of several countries simultaneously.



C.K. UNNI

RETIRED SCIENTIST/ENGINEER

Retired Scientist/Engineer with active interest in finance/capital markets, the cannabis industry, and its impact upon society.

EDUCATION:

- B.S. Chemistry, Kerala University, India (1960)
- M.S. Biochemistry, Bombay University, India (1966)
- Ph.D. Oceanography, University of Rhode Island, USA (1976)

EXPERTISE AND PAST EXPERIENCE:

As a Health Physicist at Bhabha Atomic Research Center in India (1961-1969), worked on natural and artificial radioactivity in the environment, prepared environmental impact statements for nuclear power plant sites and participated in the UNESCO-sponsored International Indian Ocean Expedition.

Conducted oceanographic research at the University of Rhode Island (1969-1980) with emphasis on geochemistry and atmospheric chemistry, participated in oceanographic cruises and led scientific expeditions in remote areas of the world (e.g. Marshall Islands in the Pacific Ocean, Mount Etna in Sicily) to monitor atmospheric pollution from natural and anthropogenic sources.

Carried out geological exploration for base and precious metals, coal and industrial minerals at Anaconda Minerals Company, a division of Atlantic Richfield Company (1981-1986).

As an Aerospace Engineer/Program Manager at [Lockheed Martin Corporation](#) (1987-1992 and 1998-2016), worked on various aircraft programs such as F-16, F-22, T-50, F-35 and Hypersonic Vehicles, interacted with Air Force and other aerospace companies and managed multi-million dollar contracts internally as well as with external vendors.

PUBLICATIONS:

Over 100 scientific and engineering publications in refereed journals and presentations in multi-disciplinary areas mentioned above over a span of 50 years.

C.K.'s corporate work has resulted in several high-value patents co-owned with various corporations, however he is credited with several pure chemistry achievements such as discovering the [origin of salt in Earth's oceans](#).