

# Auxly

## Investor Presentation

March 2026

TSX: XLY  
OTCQB: CBWTF  
[www.auxly.com](http://www.auxly.com)



# Disclaimer

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## Use of Non-IFRS Measures

This presentation refers to Adjusted EBITDA and Gross Margin on Finished Cannabis Inventory Sold because certain investors may use this information to assess the Company’s performance and also determine the Company’s ability to generate cash flow. This data is furnished to provide additional information and are non-IFRS measures and do not have any standardized meaning prescribed by IFRS. Accordingly, these measures should not be considered in isolation nor as a substitute for analysis of the Company’s financial information reported under IFRS.

**OUR MISSION** is to help people live happier lives by providing them with quality cannabis products that they trust and love

**OUR VISION** is to be a global leader in cannabis products



# Auxly at a Glance

Founded: 2017

HQ: Toronto, Ontario

TSX: XLY | OTCQB: CBWTF

## Putting People First

**400+**

passionate team members

## Coast to Coast Reach

**#3** largest LP in Canada

**10** provinces **2** territories

**97%** of all retail stores

## Our Brands

**BACK FORTY** #1 BRAND IN CANADA

KOLAB PROJECT **Foray Parcel**

**Dosecann**  **SOUTH POINT**

## Global Strategic Partnership

 **IMPERIAL BRANDS**

## Growing and Profitable

**\$152M**

2025 net revenue up 24% YoY

**\$44M**

2025 Adjusted EBITDA up 64% YoY

**\$39M**

2025 cash flow from operations pre-working capital up 129% YoY



# The Great Cannabis Opportunity

# Canadian Recreational Market

| 2nd largest cannabis market in the world |

**CAD\$7.4B**  
**2030 TAM in Canada<sup>1</sup>**



**56%**

Of Canadians find cannabis socially acceptable; up from 44% in 2018

**12%**

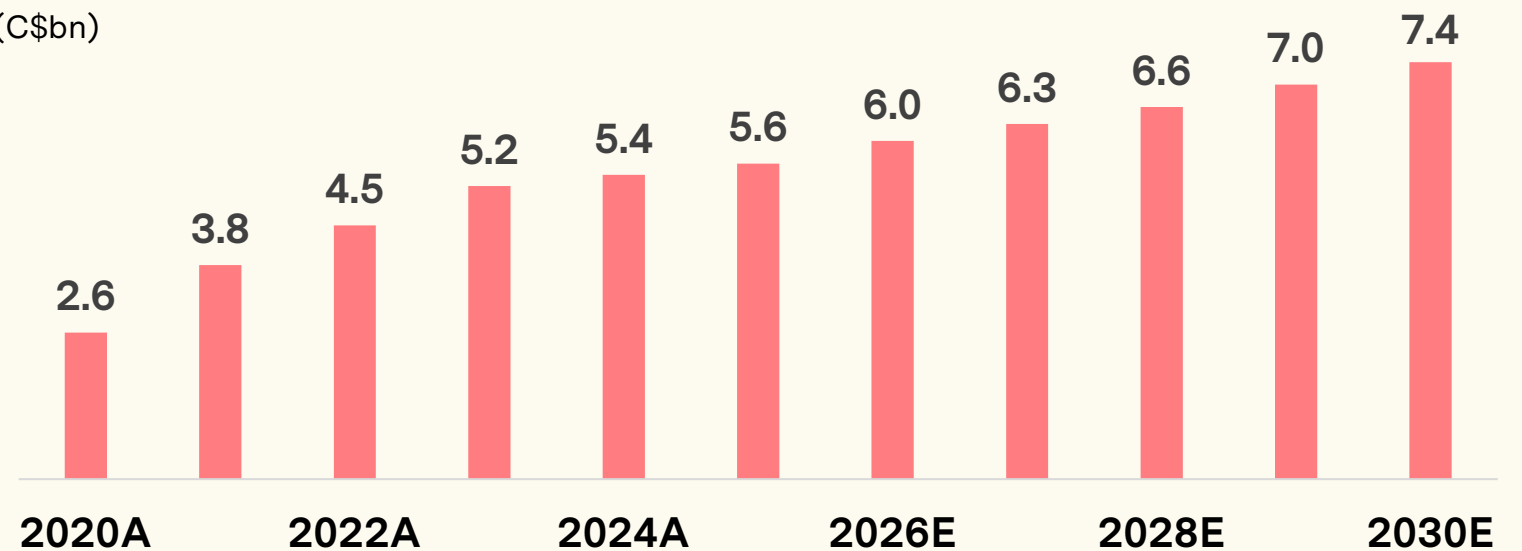
Growth in recreational cannabis sales YoY, whereas alcohol sales were down nationally<sup>2</sup>

**72%**

Of cannabis consumers purchased from a legal source in 2024

## Canadian Recreational Market Continues to Grow

(C\$bn)



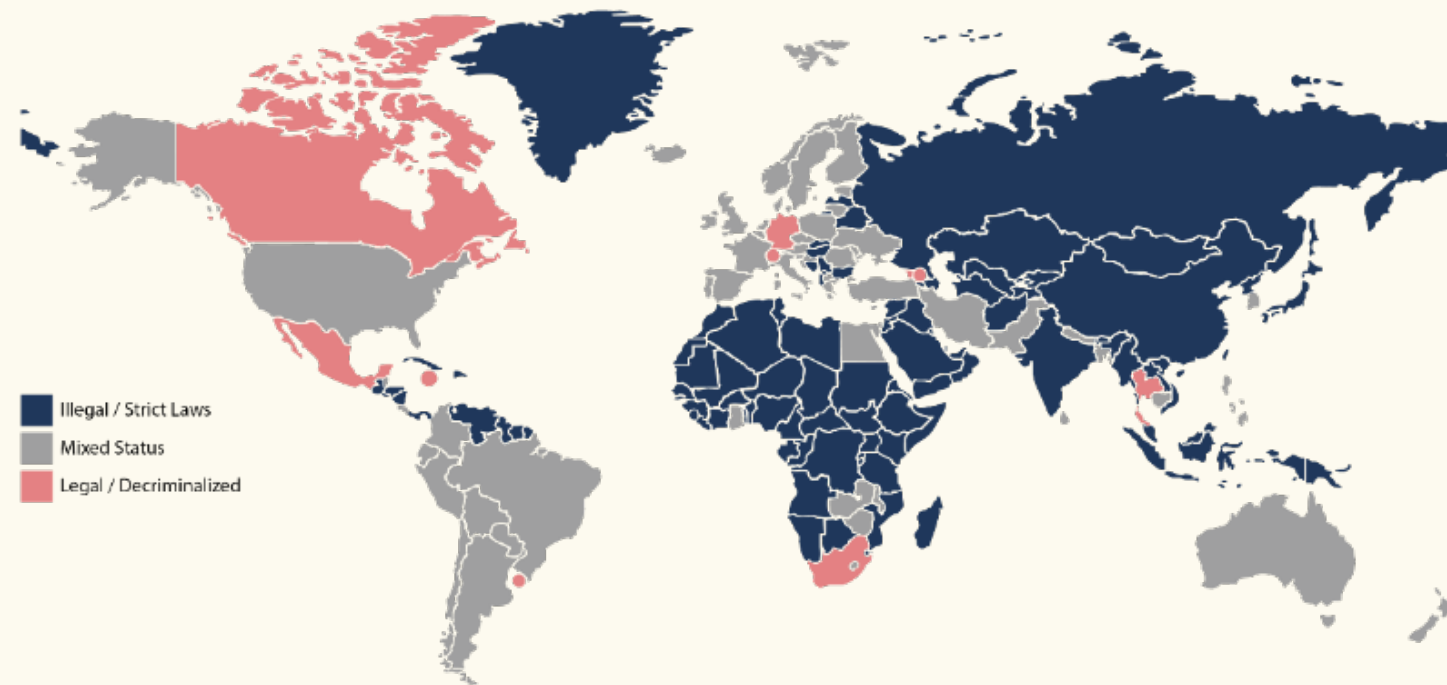
Source: Statista, Hifyre IQ, Canadian Cannabis Survey, Statistics Canada  
1) ATB capital markets, Life Sciences Canadian Cannabis 2026 Outlook, Dec 2025  
2) Statistics Canada, as of March 2026

# A Growing Global Opportunity

| Canada as a launchpad for global leadership |

US\$134B

## Global Legal Cannabis Market in 2030<sup>1</sup>



- Nearly 50 countries have legalized cannabis for medical and/or recreational use
- Canada is the only G7 country with a federally legal recreational market
- Increasing international demand for high-quality cannabis

## Why Canada?



Capital and infrastructure advantage and largest exporter of cannabis globally



Valuable IP, genetics and expertise developed in a highly regulated market



Strategic partnerships that unlock global infrastructure to rapidly expand in key jurisdictions

Source: Cannabis Business Plan, Statista, Straits Research, thcaffiliates  
1) Grand View Research, Legal Cannabis Market Growth and Trends, April 2022



# Auxly Cannabis Group

# Homegrown Success, Market Leadership

| Trusted Brands, Winning Assets, Sustainably Profitable |

**#1**

Best-selling non-infused pre-roll brand

**#1**

Best-selling all-in-one vape brand

**#1**

Best-selling flower brand

**#3**

LP in Canada

**2**

State-of-the art facilities

**10**

Consecutive quarters of positive Adjusted EBITDA

Global Strategic Partnership



IMPERIAL BRANDS



Source: Hifyre IQ, As of December 2025 by dollars sold.

Adjusted EBITDA is a non-IFRS or supplementary financial measure. Refer to the Non-GAAP Measures section in the MD&A for definitions.



# Auxly Leamington

| World-class 1.1 million sq. ft. cultivation facility |

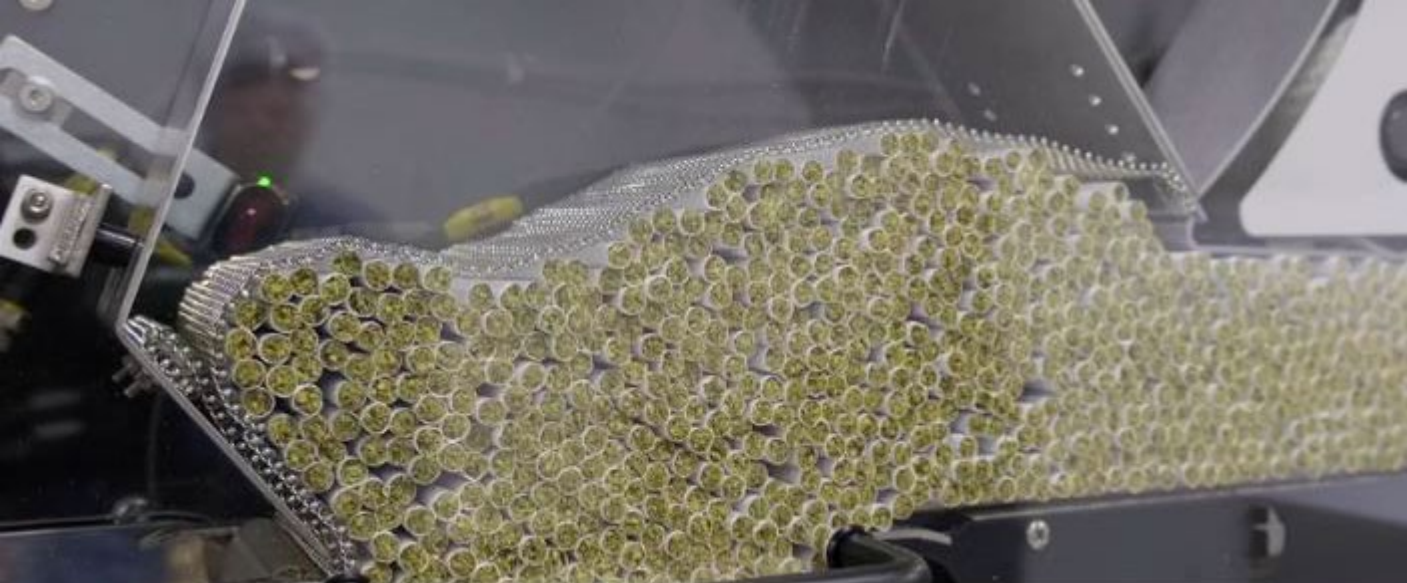
- Highly automated purpose-built with advanced lighting, temperature, and humidity control, powered by state-of-the-art technology
- Annual production of over 100,000 kgs, with ability to scale within existing footprint and 40+ acres for future growth
- CUMCS certification (GACP) for export
- Award winning genetics library
- Located in Leamington, Ontario, the greenhouse capital of North America

# POWER FLOWER



#1 Dried Flower Brand

National R3M December 2025



# Pre-roll Automation

| Consistent, high-quality pre-rolls at scale |

- Advanced high-speed cannabis pre-roll filling and packaging capabilities
- 5-year R&D partnership with world's largest manufacturer of tobacco manufacturing equipment
- Unrivaled operational and technical know-how
- Strain-specific processes to ensure consistent, high-quality product

# PRE-ROLL PERFECTION



#1 Non-Infused Pre-Roll Brand

National R3M December 2025

# Auxly Charlottetown

| 52,000 sq. ft. manufacturing facility |

- Purpose-built for vape manufacturing and product development
- 5+ years of leadership in first-to-market, category-defining innovations
- Fully licensed for processing, sales, analytical and sensory testing
- Recognized as industry leaders in quality with lowest vape failure/return rates in Canada
- Located in Charlottetown, PEI



# ALL-IN-ONE = NUMBER ONE



## #1 Disposable Vape Brand

National R3M December 2025

# Latest Innovations

| Introducing Southpoint |



# Latest Innovations

| Introducing All-in-One Boosted |

**BACK FORTY**  
**BOOSTED**

The #1 All-In-One in Canada, now BOOSTED!  
Bigger tank, boosted clouds, and bolder flavours.



UP TO  
**50%  
MORE THC**  
BOOST MODE VS  
CURRENT B40 A10

**1.2G FILL**  
Larger tank and visible chamber for longer sessions & easy oil checks

**USB-C RECHARGEABLE**  
Bigger battery with USB-C charging for power that keeps up

**BOOST SWITCH**  
Toggle on – when you want it – for bigger plumes and bolder flavours

**DUAL CERAMIC COIL**  
Two engines for bigger clouds without burning



**KUSH  
MINT**  
HYBRID  
Mint, Eucalyptus

**RAINBOW  
MELON**  
SATIVA  
Watermelon, Honeydew, Cantaloupe

**MANGO  
FUZZ**  
INDICA  
Mango, Peach



# Financial Overview

**BACK FORTY**

MOJAVE PROJECT

Foray

Parcel

Dosecann

 **SOUTH  
POINT**

# Q4 2025 Summary

| Strong profitability with a 31% EBITDA margin |

## Summary Income Statement

(CAD \$000s)	Q4 2025	Q4 2024	Chg. %	FY 2025	FY 2024	Chg. %
Net Revenue	40,113	34,626	16%	151,482	122,329	24%
Cannabis Inventory GM	22,637	18,684	21%	81,102	55,861	45%
Cannabis Inventory GM %	56%	54%	+2%	54%	46%	+8%
SG&A	11,724	9,287	26%	43,352	35,676	22%
Adjusted EBITDA	12,540	11,006	14%	43,787	26,705	64%
Net Income/(loss)	943	4,423	nmf	41,855	(\$16,348)	nmf

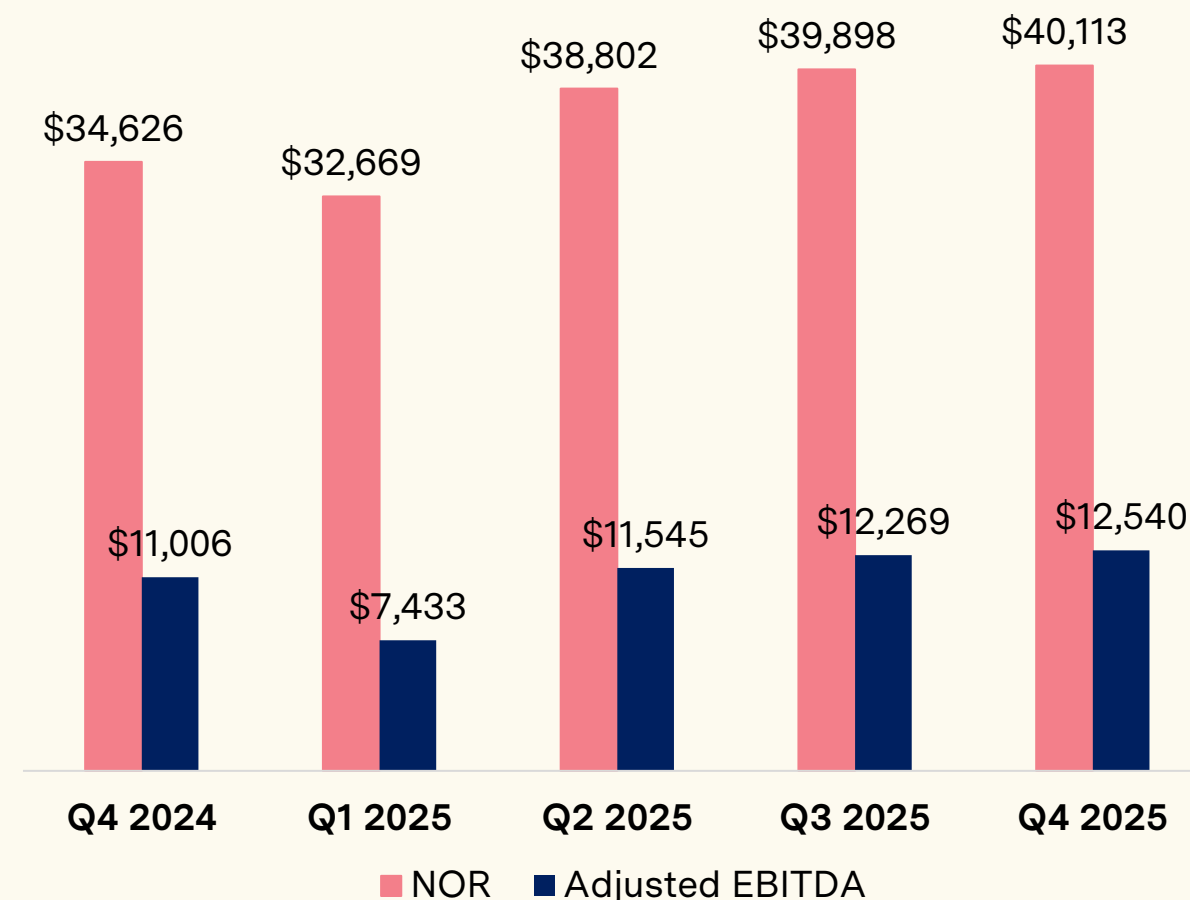
## Summary Balance Sheet

(CAD \$000s)	As of December 31, 2025
Cash	32,279
Net Working Capital	54,106
Total Assets	271,636
Total Debt	46,279
Total Debt to Adjusted EBITDA	1.1x

Note: Financial data includes non-IFRS or supplementary financial measures. Refer to the Non-GAAP Measures section in the MD&A for definitions. Gross margin above refers to gross margin on finished cannabis inventory sold. Net income has historically fluctuated due to the impact of non-recurring items, tax recoveries, and fair value adjustments related to biological assets. Net working capital is defined as current assets (including cash) less current liabilities.

## Quarterly Net Revenue vs. Adjusted EBITDA

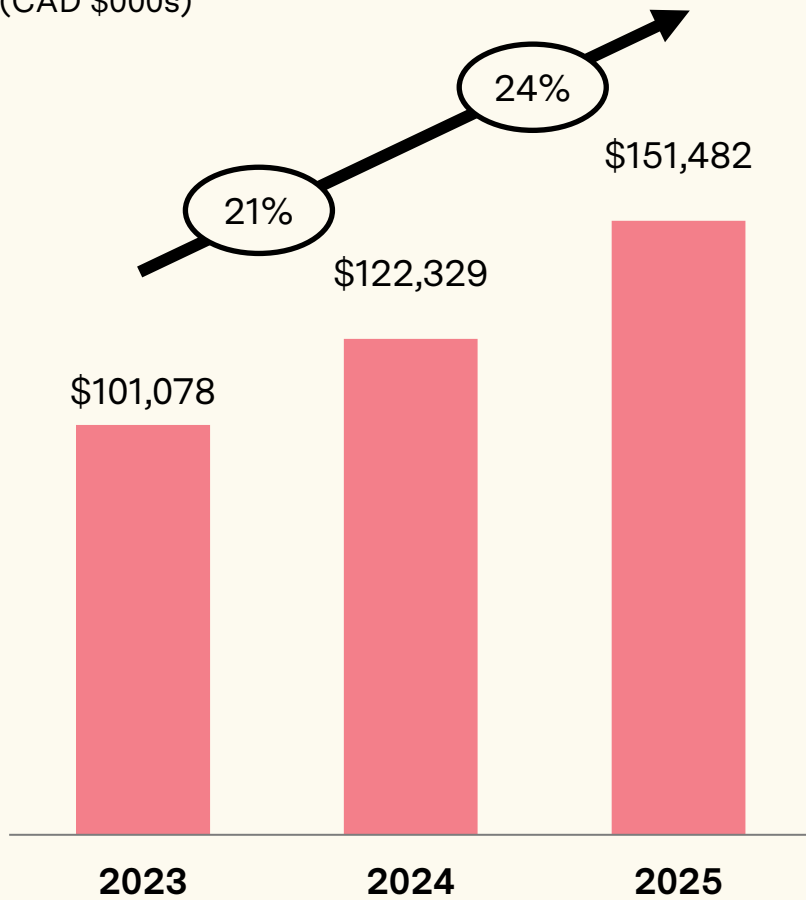
(CAD \$000s)



# Improving YoY Financial Performance

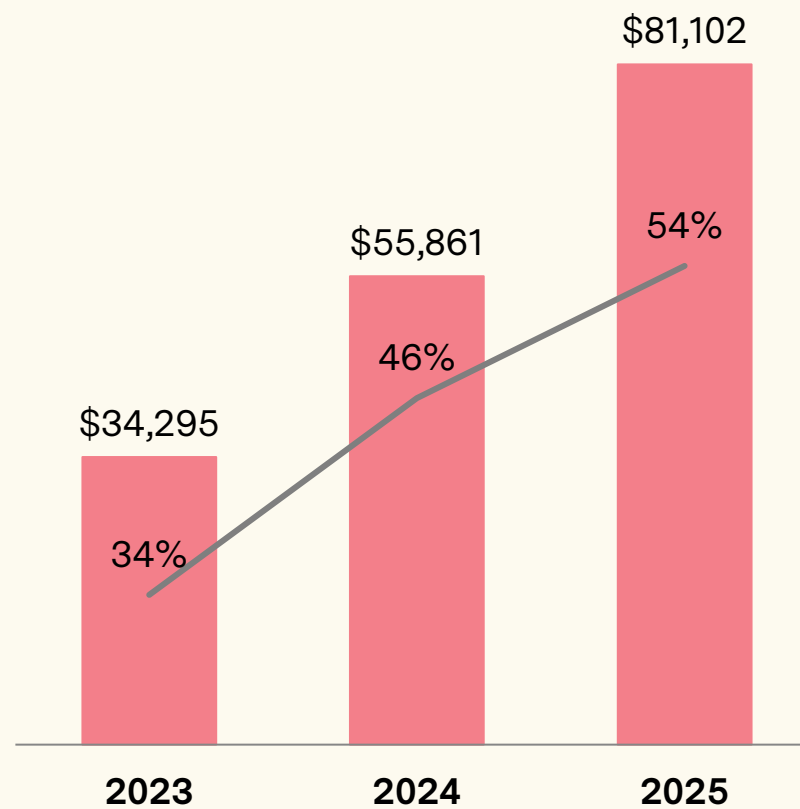
## Net Revenue

(CAD \$000s)



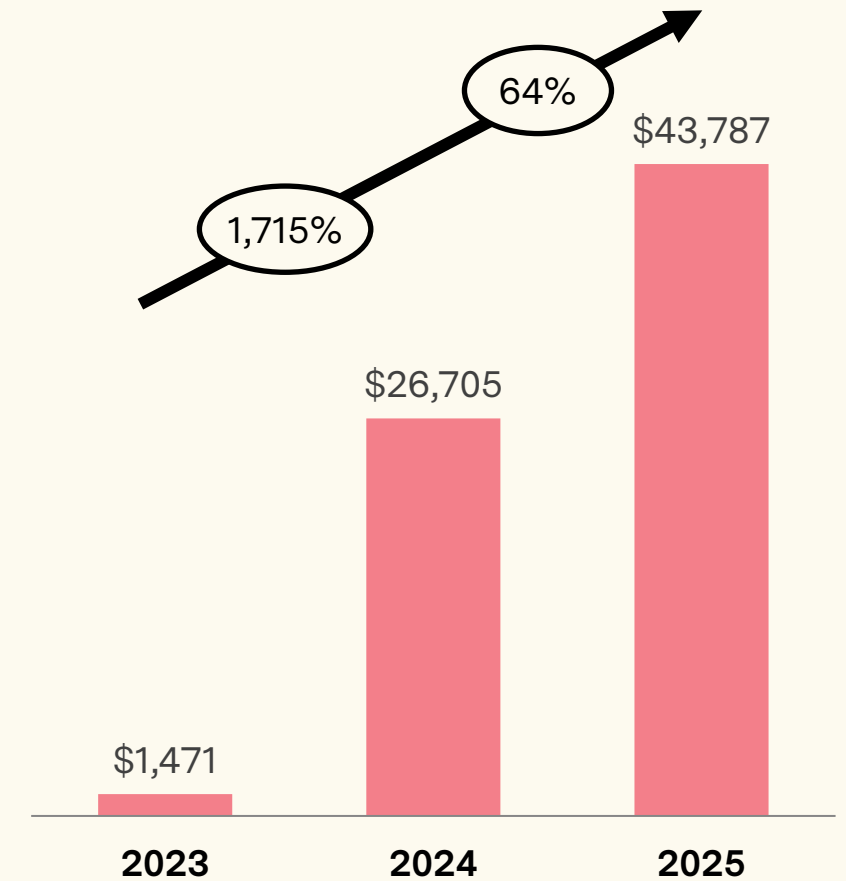
## Gross Margin on Finished Cannabis Inventory Sold

(CAD \$000s) | (% of NOR)



## Adjusted EBITDA

(CAD \$000s)

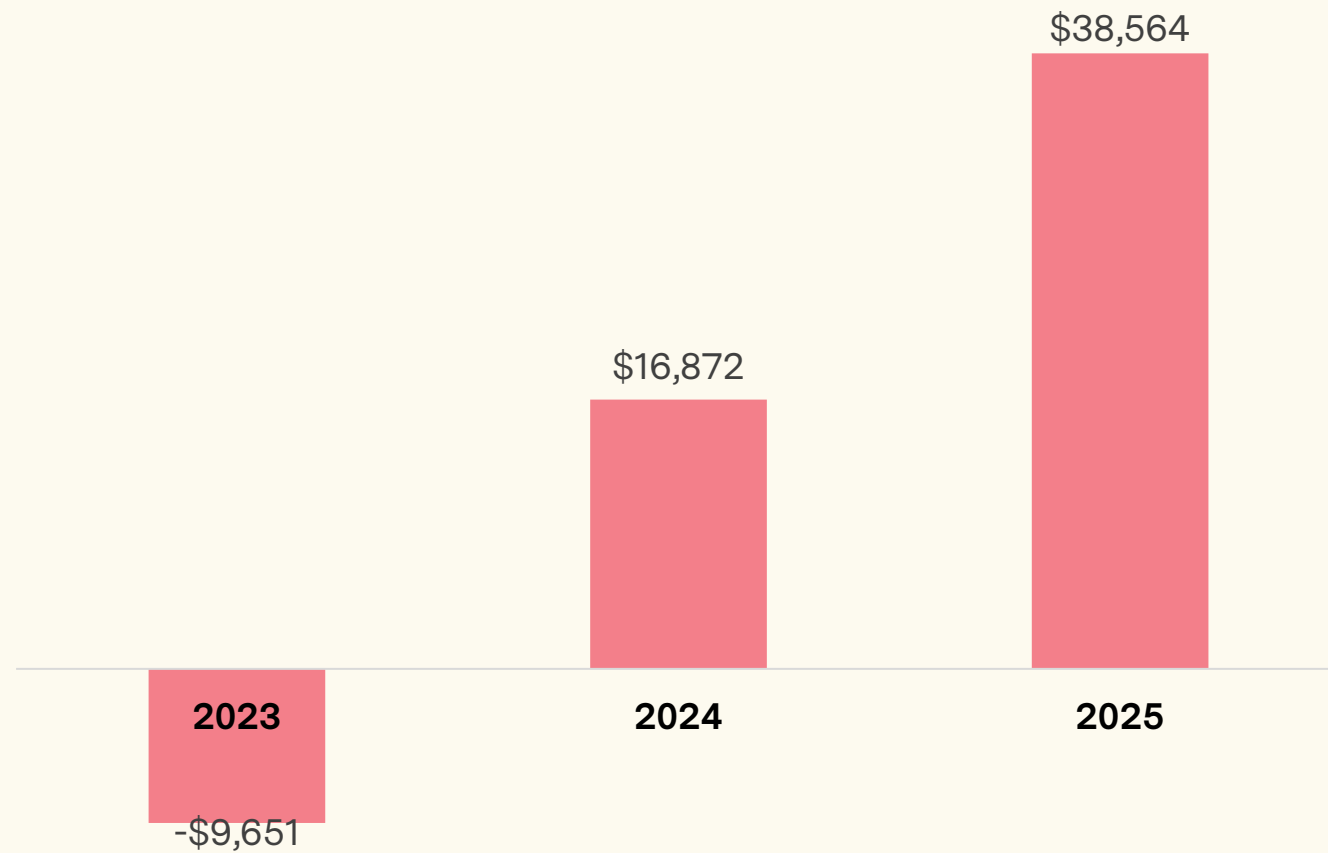


Note: Financial data includes non-IFRS or supplementary financial measures. Refer to the Non-GAAP Measures section in the MD&A for definitions.

# Generating Sustainable Cash Flow

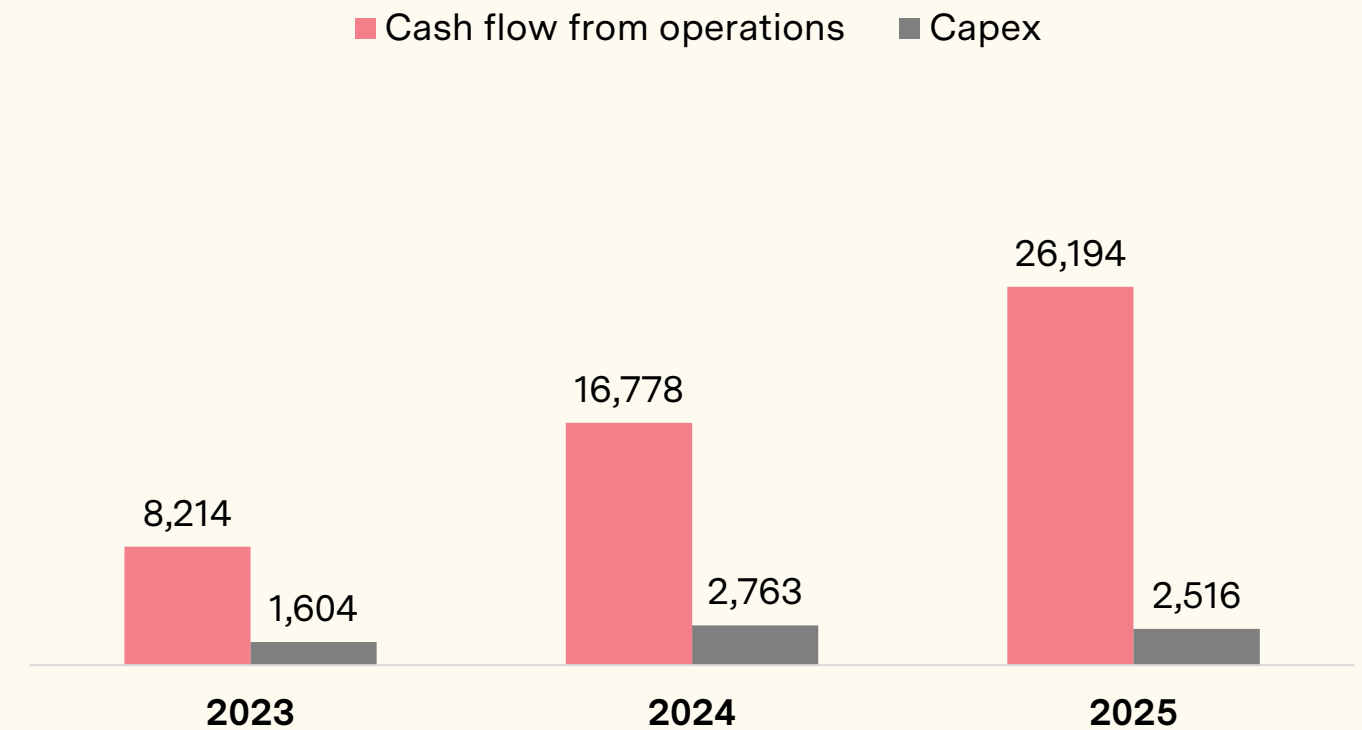
## Cash Flow from Operations Before Net Working Capital Changes

(CAD \$000s)



## Cash Flow from Operations After Net Working Capital Changes

(CAD \$000s)



# Building to Last

| A clear path to value creation and continued growth |



## Products and brands that consumers trust and love

- Winning at home with #1 brand in Canada
- Leadership in largest product categories



## World-class assets and capabilities

- Large scale cultivation and manufacturing
- Award winning innovation team



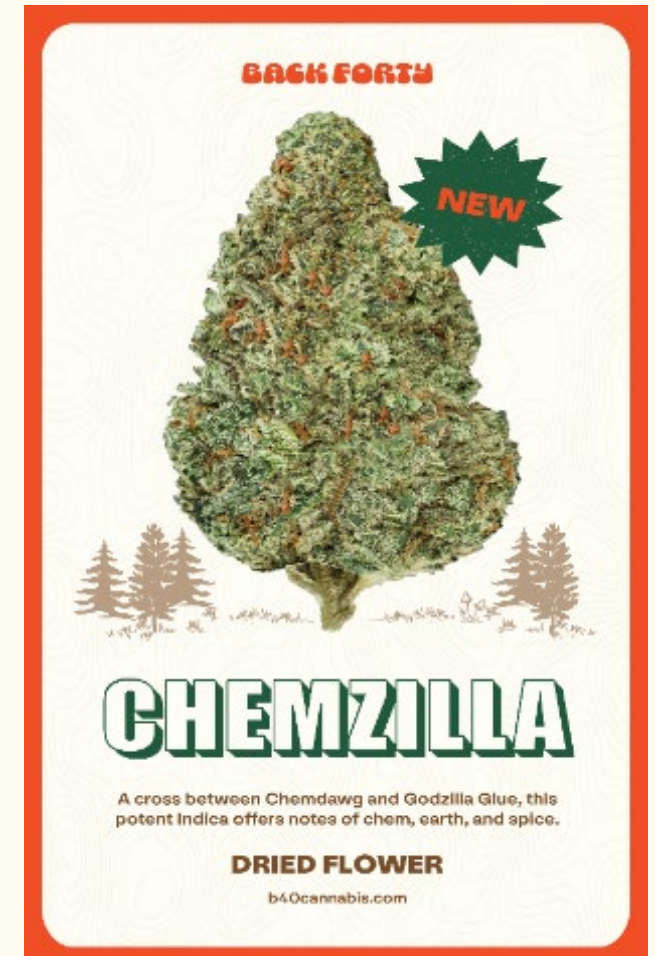
## Focused, efficient and profitable

- Automated and efficient operations
- Sustainable profitability



## Financial strength and flexibility

- Generating cash flow from operations
- Strong and flexible balance sheet



# Appendices

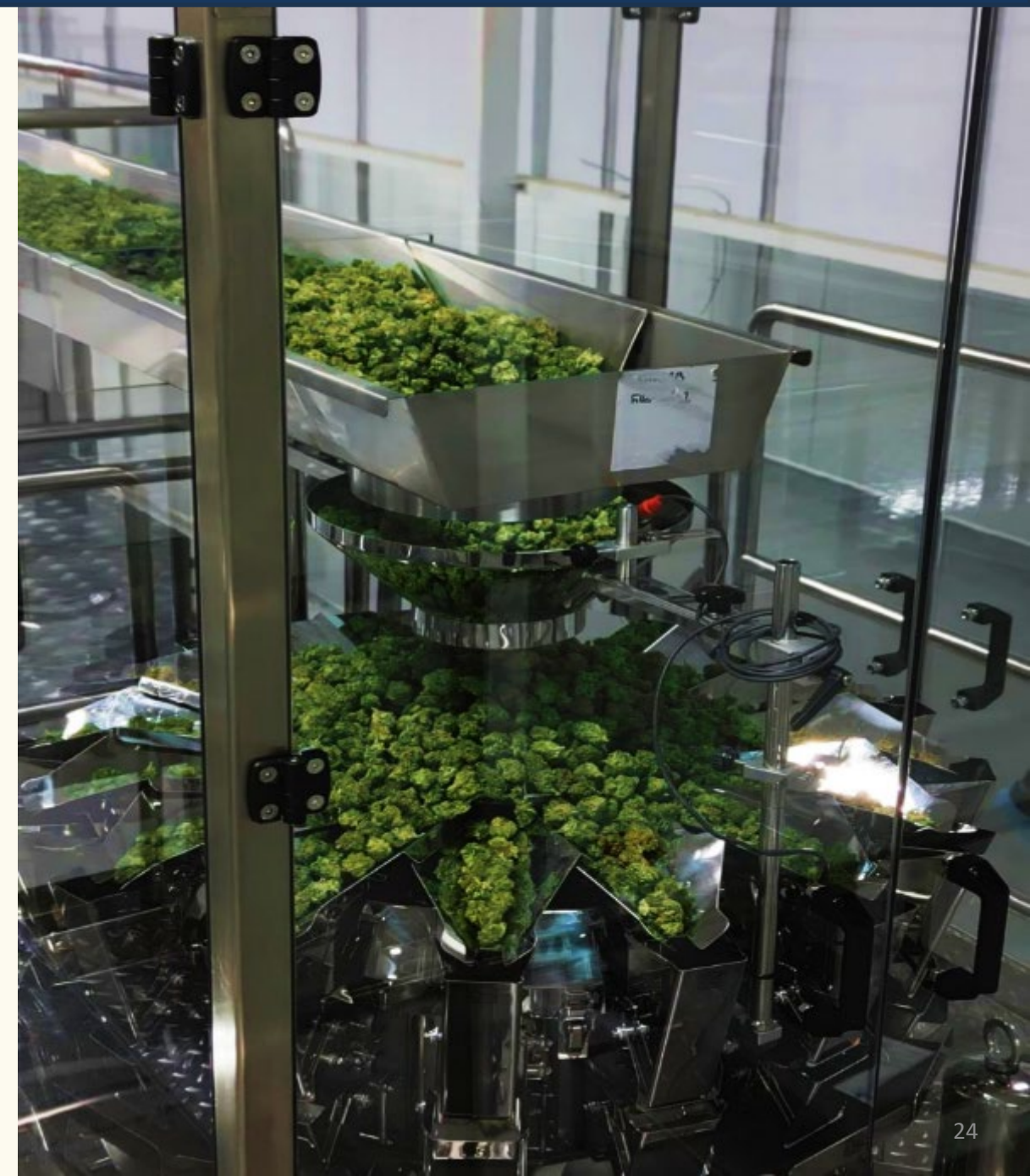
# Q4 2025 Non-GAAP Supplemental Information

## | Net Income to Adjusted EBITDA Reconciliation |

Three months ended December 31  
(CAD \$000s)

	Q4 2023	Q4 2024	Q4 2025
<b>Net Income/(loss)</b>	\$ (54,020)	\$ 4,423	\$ 943
Interest and accretion expenses	\$ 6,837	\$ 2,291	\$ 1,222
Interest and other income	(22)	(27)	(25)
Income tax expense/(recovery)	(3,238)	-	-
Depreciation and amortization included in cost of sales	1,084	1,338	1,844
Depreciation and amortization included in expenses	1,708	990	1,204
<b>EBITDA</b>	\$ (47,651)	\$ 9,015	\$ 5,188
Impairment of inventory	\$ 5,109	\$ 729	\$ 364
Unrealized fair value loss/(gain) on biological transformation	(2,481)	(11,073)	(10,857)
Realized fair value loss/(gain) on inventory	5,428	11,625	15,911
Restructuring and acquisition costs	131	271	-
Equity-based compensation	148	1,103	1,830
Impairment of assets	37,118	-	-
Non-recurring expense/(recovery)	-	-	(217)
Loss/(gain) on settlement of assets, liabilities and disposals	4,006	(1,461)	245
Foreign exchange loss/(gain)	486	797	76
<b>Adjusted EBITDA</b>	\$ 2,294	\$ 11,006	\$ 12,540

Note: Financial data includes non-IFRS or supplementary financial measures. Refer to the Non-GAAP Measures section in the MD&A for definitions.



# 2025 Non-GAAP Supplemental Information

## | Net Income to Adjusted EBITDA Reconciliation |

Twelve months ended December 31

(CAD \$000s)

	2023	2024	2025
<b>Net Income/(loss)</b>	<b>\$ (44,511)</b>	<b>\$ (16,348)</b>	<b>\$ 41,855</b>
Interest and accretion expenses	\$ 25,715	\$ 15,041	\$ 6,658
Interest and other income	(32)	(240)	(130)
Income tax expense/(recovery)	(3,238)	15,992	(9,338)
Depreciation and amortization included in cost of sales	4,266	5,792	6,447
Depreciation and amortization included in expenses	6,943	4,484	5,000
<b>EBITDA</b>	<b>\$ (10,857)</b>	<b>\$ 24,721</b>	<b>\$ 50,492</b>
Impairment of inventory	\$ 10,474	\$ 2,332	\$ 869
Unrealized fair value loss/(gain) on biological transformation	(16,207)	(32,627)	(57,104)
Realized fair value loss/(gain) on inventory	18,751	26,227	50,593
Restructuring and acquisition costs	411	851	-
Equity-based compensation	1,641	5,055	5,720
Impairment of assets	39,706	-	-
Non-recurring expense/(recovery)	1,140	(123)	(410)
Loss/(gain) on settlement of assets, liabilities and disposals	(44,359)	(948)	(6,326)
Foreign exchange loss/(gain)	771	1,217	(47)
<b>Adjusted EBITDA</b>	<b>\$ 1,471</b>	<b>\$ 26,705</b>	<b>\$ 43,787</b>

Note: Financial data includes non-IFRS or supplementary financial measures. Refer to the Non-GAAP Measures section in the MD&A for definitions.



# Capitalization Table

As of December 31, 2025

## Issued and Outstanding Shares

Outstanding shares	1,365,150,373
Escrowed shares	1,888,421
<b>Total Issued and Outstanding Shares</b>	<b>1,367,038,794</b>

## Outstanding Securities

Warrants	159,185,118
Options	15,131,169
Restricted share units	156,878,213
<b>Total Outstanding Securities</b>	<b>331,194,500</b>

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**Total Fully Diluted Shares** **1,698,233,294**



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