

Company Overview

Rubicon Organics Inc. ("Rubicon Organics" or the "Company") is a vertically integrated cannabis company with industry leading expertise in premium organic cannabis cultivation and controls two rapidly growing cannabis brands in the U.S. The Company currently has operations in Canada, California and Washington.

Please see our Investment Highlights video at: www.rubiconorganics.com

Investment Highlights



Certified Organic

- Rubicon Organics holds proprietary intellectual property (IP) to produce premium quality **Certified Organic Cannabis**
- **1 of only 3** publicly-traded Certified Organic Cannabis companies



Near-Term & Low-Cost Production

- Two wholly-owned greenhouse facilities set to begin cultivation in Q4 2018
 - **Washington:** Cultivation license received with initial capacity of **4,500 kg/year**
 - **Canada:** Initial capacity of 11,000 kg/year with land package capable of expanding to 67,000 kg/year by 2020 (565,000 sq. ft.)
- Low-cost production system estimated at **<C\$0.50/gram**



Operating in the Largest Markets

- The North American cannabis market is expected to be **US\$25.7 billion by 2021⁽¹⁾**
 - Canada, Washington & California accounts for **58% (US\$14.8 billion)⁽¹⁾** of the market with 83 million people
- Signed LOI with a German pharmaceutical wholesaler and distributor



Significant Value Catalysts

- Imminent valuation re-rating with Health Canada's License to Cultivate expected in Q4 2018



Brand Focus in Influencer Markets

- 1964 Supply Co.™ – a rapidly growing cannabis brand in California
- Distribution agreements in place for the entire state of California

Experienced Management Team

Jesse McConnell, M.A. CEO & Director

- **20+** years in the Cannabis Industry
- Co-Founder of WMMC, the first Certified Organic Cannabis producer in Canada

Margaret Brodie, CPA, CA CFO & Director

- **19+** years in Finance
- 10 years with KPMG & experienced CFO of public companies

Peter, M.Sc., P.Ag. CSO

- **20+** years in Agri-Business
- Wrote the Certified Organic Cannabis Standard in Canada

Tim President, North America

- **20+** years in Sales & Brand Development
- Former Senior Executive of Red Bull and Diageo

Melanie VP Marketing & Innovation

- **20+** years in Brand Development & Innovation
- Former Senior Executive of Diageo and Beiersdorf

Jason VP Sales, California

- **20+** years in Sales
- Former Sales Executive at Anheuser-Busch and Heineken

(1) Source: Arcview and Canaccord Research

Canada Operations

- Late-stage applicant under Health Canada's ACMPR
 - Video evidence package submitted in August 2018 with License to Cultivate expected in Q4 2018
- Wholly-owned **20-acre property** in Delta, British Columbia
- Retrofit of existing 125,000 sq. ft. greenhouse facility (nearly complete)
 - Includes 15,000 sq. ft. cGMP-Euro certified processing and extraction lab
- Phase 1 production capacity of **11,000 kg/year**
 - Land package capable of expanding to 565,000 sq. ft. with annual production of **67,000 kg/year by 2020**



Actual Photo

California Operations

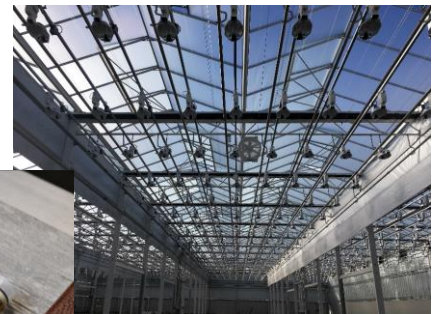
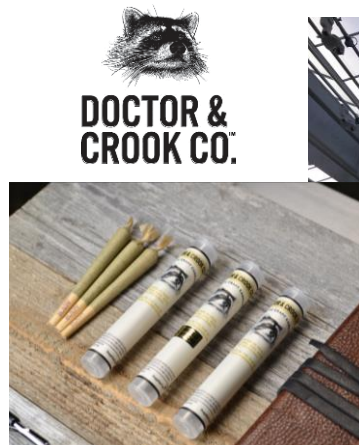
- 1964 Supply Co.™ is a rapidly growing cannabis brand in California⁽¹⁾
- Creative marketing and unique packaging has attracted significant media attention
- Collaboration with renowned artist **Tristan Eaton**
 - Past collaborations include **Hublot, Johnnie Walker** and **Versace**
- Major title sponsor of the International Surf Festival
- Supply chain secured through off-take agreements with leading greenhouse cultivators and **over 750,000 sq. ft.** of outdoor cultivation



1964 Nineteen Sixty Four Supply Co.™

Washington Operations

- Doctor & Crook Co.™ is a craft cannabis brand currently in **65 retail stores across Washington**⁽¹⁾
 - Winner of the 2017 & 2018 Dope Cup Award for Best Oil
- Wholly-owned **17-acre property** in Ferndale, Washington
- Newly constructed 40,000 sq. ft. high-tech Dutch-glass greenhouse
- **Received cultivation license** on the greenhouse in November 2018 and set to begin production at an initial capacity of **4,500 kg/year**⁽¹⁾



Actual Photo

⁽¹⁾ Rubicon Organics does not currently hold cannabis licenses or otherwise produce, process or sell cannabis in California or Washington. Rubicon Organics and/or its affiliates lease or sublease facilities and license brands to one or more state-licensed producer and processor licensees



Capital Structure

	# of Shares	%
Founders & Management (Escrowed)	21,889,369	59.5%
Other Shareholders	14,922,056	40.5%
Current Shares Outstanding	36,811,425	100.0%
Options, Warrants & RSUs	7,469,940	
Fully Diluted Shares Outstanding	44,281,365	

- **C\$42.6M** raised to date with **300+** shareholders
- Founders & Management holding **~60%** of shares outstanding subject to a 36-month escrow
- 7.5M Options, Warrants & RSUs outstanding with a weighted average exercise price of **C\$3.16/share**
 - Potential Option/Warrant proceeds of **C\$23.6M**

Comparison of Mid-Tier Canadian LPs

					
Market Cap (C\$M)⁽¹⁾	\$91M (CSE: ROMJ)	\$869M (TSX:TGOD)	\$708M (TSXV:OGI)	\$262M (TSXV:HIP)	\$257M (CSE:WAYL)
2019E Production (kg/year)	15,500 kg	29,000 kg ⁽³⁾	19,800 kg ⁽⁴⁾	21,000 kg ⁽²⁾	16,000 kg ⁽⁵⁾
Market Cap / 2019E Production (C\$/gram)	\$6/gram	\$30/gram	\$36/gram	\$12/gram	\$16/gram
Planned Expansion Capacity	71,500 kg (H2 2020)	195,000 kg ⁽²⁾ (H2 2019)	113,000 kg ⁽²⁾ (Q4 2019)	30,000 kg ⁽²⁾ (H2 2019)	105,000 kg ⁽²⁾ (Q4 2019)
Organic?	✓	✓	✓	✗	✗
Low-Cost Production? (< C\$1.00/gram)	✓	n/a	✗	n/a	✗
U.S. Cannabis Operations?	✓	✗	✗	✗	✗

(1) Market Cap from Capital IQ as at November 14, 2018

(2) According to company disclosure including corporate presentation, financial statements and MD&A

(3) According to Fundamental research report dated June 12, 2018

(4) Based on average FY2019 estimated production from Canaccord and Haywood research reports dated July 31, 2018

(5) According to Canaccord research report dated May 31, 2018

Contact Information

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Please visit us at:

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Disclaimer

Rubicon Organics was incorporated pursuant to the Business Corporations Act (British Columbia). This factsheet includes forward-looking statements. All statements other than statements of historical facts are forward-looking statements including statements with respect to the Company's projects. These forward-looking statements are based on a number of assumptions which, while considered reasonable by the Company, are subject to risks and uncertainties. Refer to the Company's prospectus filed on SEDAR for a complete list of risks associated with the business.

The Recipient acknowledges and agrees that, by receiving a copy of this factsheet, the Recipient is receiving material non-public information regarding the business of Rubicon Organics. The Recipient shall not communicate any such information to any other person except with the written consent of Rubicon Organics.