

#### SORGANI**GRAM**

#### INVESTOR PRESENTATION

NASDAQ (OGI) TSX (OGI)

Q3 Fiscal 2024 06| 30 | 24

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looking information include factors and risks as disclosed in the Company's most recent annual information form, management's discussion and analysis and other Company documents filed from time to time on SEDAR+ (see <u>www.sedarplus.ca</u>) and filed or furnished to the Securities and Exchange Commission on EDGAR (see <u>www.sec.gov</u>). Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. Although the Company believes that the assumptions and factors used in preparing the forward-looking information in this presentation are reasonable, undue reliance should not be placed on such information and no assurance can be given that such events will occur in the disclosed time frames or at all. The forward-looking information included in this presentation is made as of the date of this presentation and the Company disclaims any intention or obligation, except to the extent required by law, to update or revise any forward-looking information, whether as a result of new information, future events or otherwise. The descriptions of the terms of the agreements referenced in this release are qualified by the terms of the agreements themselves, copies of which shall be filed under Organigram's profile on SEDAR+ (see www.sedarplus.ca) and filed or furnished to the Securities and Exchange Commission on EDGAR (see www.sec.gov)

The financial information in this document contains certain financial performance measures that are not defined by and do not have any standardized meaning under IFRS and are used by management to assess the financial and operational performance of the Company. These include adjusted EBITDA and adjusted gross margin (adjusted gross margin %). The Company believes that these non-IFRS financial measures, in addition to conventional measures prepared in accordance with IFRS, enable investors to evaluate the Company's operating results, underlying performance and prospects in a similar manner to the Company's management. As there are no standardized methods of calculating these non-IFRS measures, the Company's approach may differ from those used by other issuers, and accordingly, the use of these measures may not be directly comparable. Accordingly, these non-IFRS measures are intended to provide additional information and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS. For further information regarding these non-IFRS measures, including definitions, and a quantitative reconciliation to the most directly comparable IFRS measure, see the information under the heading "Cautionary Statement Regarding Certain Non-IFRS Measures" and the reconciliation to IFRS measures under the heading "Financial Results and Review of Operations" in the Company's management discussion and analysis of financial conditions and results of operations for the three months ended June 30, 2024 and May 31, 2023 (the "Q3 Fiscal 2024 MD&A") incorporated by reference in this presentation and filed under Organigram's profile of SEDAR+ (see www.sedarplus.ca) and filed or furnished to the Securities and Exchange Commission on EDGAR (see www.sec.gov).

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## ORGANIGRAM





#### **Our Vision:**

To be a respected global leader in the emerging cannabis movement.

#### **Our Mission:**



To delight consumers with trusted brands that deliver innovative cannabis products and experiences while promoting education and industry advocacy.



ORGANIGRAM Licensed Producer of the Year 2022

> KIND magazine



WINNER KING Innovation of the Year Award!

### **ORGANIGRAM KEY STRENGTHS**



One of the strongest balance sheets among LPs

Negligible debt & ~\$173 million in proforma cash<sup>1</sup>



Three state-of-theart specialized facilities & the largest indoor grow in Canada



Distribution spans all Canadian provinces with seven international export partners in Germany, UK, Israel, & Australia

US exposure through two strategic investments

EU exposure through ~\$21 million investment in German cannabis leader, Sanity Group GmbH ("Sanity Group")



Innovation focus with several first-to-market launches including milled flower, Rip-Strip hash, whole-flower THCV, & ingestible extracts

Recently announced FAST<sup>™</sup> Nanoemulsion technology for ingestible products



Consistently a top 3 LP in national market share<sup>2</sup>

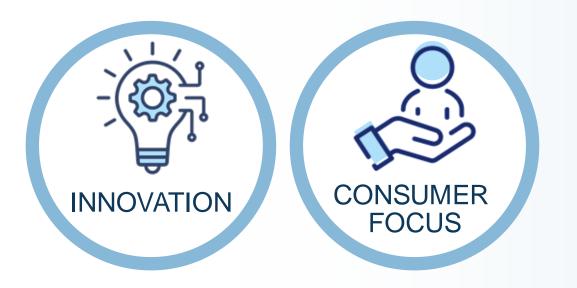
Top 3 in multiple product categories<sup>2</sup>





### **A LEADER IN PRODUCT INNOVATION**

Organigram is focused on innovation informed by consumer research, resulting in market share leadership in several categories



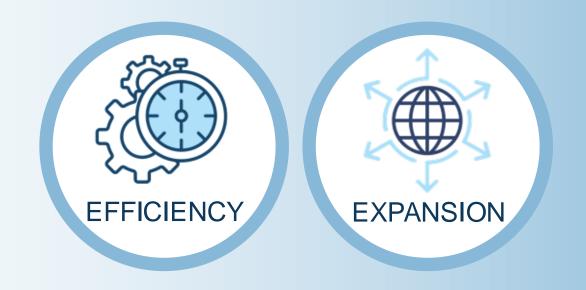
- Revolutionized hash with patent-pending SHRED X Rip-Strips
- SHRED brand has achieved \$200 million in annual retail sales<sup>1</sup>
- First to market with ingestible extracts and flavour forward milled flower
- Introduced whole-flower derived THCV products to the Canadian consumer
- Expanding in vapes with new all-in-one hardware
- Launched the Company's first carton of joints in market 7 packs of 10 tube-style PRs
- Planning launch of Nanoemulsion ingestibles with clinically studied effects to substantiate claims of rapid onset and greater bioavailability in fall 2024



# FOCUSED ON GLOBAL EXPANSION & EFFICIENCY

Organigram has completed significant efficiency-driving capex projects and is deploying capital to establish a larger global presence

- Capital raised in Fiscal 2024:
  - \$124.6 million follow-on investment from BAT to fund international and strategic growth initiatives<sup>1</sup>
  - \$28 million oversubscribed underwritten offering announced in March 2024 and closed in April 2024 to fund growth initiatives and for general corporate purposes
- Current export partners in Australia, Germany, Israel, & UK (\$18.9 million in international shipments in Fiscal 2023 to Israel and Australia)
- EU-GMP preliminary audit of Moncton facility successful and awaiting official audit expected in calendar 2024
- Organigram has US exposure through two strategic investments in Phylos Bioscience Inc. ("Phylos") and Steady State LLC (d/b/a Open Book Extracts)("OBX")
- In June 2024, Organigram announced a ~\$21 million investment in Sanity Group to establish a foothold in the European market







MONCTON (Flagship)

HYASYNTH

LAC-SUPÉRIEUR

GREENTANK

HQ TORONTO



SANITY GROUP

#### GERMANY

ISRAEL

AUSTRALIA

Organigram Products Available for Sale

Organigram Facilities

Strategic Investments

OPEN BOOK EXTRACTS

WINNIPEG

PHYLOS

#### BAT INVESTMENTS IN ORGANIGRAM

#### **Product Development Collaboration**

**March 2021** - **\$221 million strategic investment** from subsidiary of BAT for 19.9% equity interest<sup>1</sup> in Organigram

- Product Development Collaboration ("PDC") with formation of a Center of Excellence ("CoE") at our Moncton campus
- Focused on developing the next generation of cannabis products, IP and technologies

#### **Jupiter Strategic Investment Pool**

**November 2023 - Up to \$124.6 million follow-on investment** from subsidiary of BAT in three equal tranches between January 2024 and February 2025 for:

- 45.0% economic interest in private placement at \$3.22 per share<sup>2</sup>
- Organigram to create a strategic investment pool named Jupiter, to be funded with \$83.1 million over the course of the three tranches of the investment
- Jupiter will target investments in emerging cannabis opportunities that enable Organigram to apply industry-leading capabilities to new markets
- \$41.5 million proceeds for general corporate purposes
- First \$41.5 million tranche closed in January 2024
- Second \$41.5 million tranche expected to close in August 2024



1. Calculated on a non-diluted basis. 2. On the last trading day pre-announcement (November 3, 2023) of the **8** transaction. Organigram shares closed at C\$1.59/share on the Toronto Stock Exchange.



### **PRODUCT DEVELOPMENT COLLABORATION**

FAST<sup>™</sup> Nanoemulsion technology for ingestible products is the first patent-pending innovation to be commercialized leveraging the output of the PDC in fall 2024

#### **Innovation Highlights**

- Organigram has unveiled preliminary results of what is believed to be the largest pharmacokinetic (PK) study focused on adult-use cannabis products. The results of the study have given early indications of technological advances, including but not limited to:
  - 1. Faster onset compared to traditional ingestible products from the control group. Depending on ingestible format, up to approximately 50% faster onset of the effects of cannabis was observed.
  - 2. Improved bioavailability of cannabinoids: up to double the cannabinoid delivery at peak compared to the control group.
  - 3. Early indicators of a more predictable duration of the effects of cannabis showing promising signals for the development of future offset claims, subject to additional supporting studies.
- Full scale-up manufacturing runs for Nanoemulsion gummies have been completed at Organigram's Winnipeg facility, with the gummies expected to launch in fall of 2024
- The PDC continues to focus on the development of next generation products, adhering to the highest regulatory and compliance standards.





### **JUPITER INVESTMENT POOL**

#### The \$83 million Jupiter investment pool targets investments in emerging cannabis opportunities

- All potential investments are made in alignment with Organigram's strategic vision for the future, focusing on long-term sustainable growth and global cannabis leadership
- Targeting investments that will enable Organigram to apply its industryleading capabilities to new markets
- Jupiter is managed by an internal team at Organigram
- Internal team is focused on sourcing future investments, enabling both an entrepreneurial approach and application of best-in-class knowledge
- All investments go through legal due diligence, ensuring compliance with both applicable laws and Organigram's listings on the NASDAQ & TSX
- Jupiter has deployed capital to two strategic targets: US\$2 million in Open Book Extracts, and ~\$21 million interest in Sanity Group





### **DOMESTIC & INTERNATIONAL PERFORMANCE**

Organigram continues to grow domestic market share in key categories and over-indexes in international sales as a proportion of Canadian exports:

#### Canada

- #3 market share position in Canada<sup>1</sup>
- #1 market share in milled flower and hash<sup>1</sup>
- #3 market share in gummies<sup>1</sup>
- #3 in rapidly growing pre-roll category after recent highly successful launches of tube-style pre-rolls and diamond + distillate infused-pre-rolls<sup>1</sup>
- #1 market share in Atlantic Canada, and #3 in Ontario and a top 5 LP in every other province<sup>1</sup>

#### **Rest of World**

- In Fiscal 2023 Organigram shipped an estimated 10% of all exported product from Canada<sup>2</sup> to international markets (including Israel and Australia)
- New supply agreements signed with Sanity Group in Germany and 4C Labs Ltd. in the UK expected to bolster international sales in Fiscal 2024 – First flower shipped to Germany in Q1 Fiscal 2024. First sales destined for UK in Q4 Fiscal 2024
- In June 2024, Organigram established a foothold in the EU market through its \$21 million investment into Sanity Group, a German cannabis leader







### **STATE OF THE ART FACILITIES**

Organigram's legacy of execution excellence & stability is established in the Canadian market, supported by three fully-scaled, state-of-the-art facilities:

#### Moncton (Flagship)

- One of the largest indoor cannabis facilities in the world
- >85,000 kg/year of low-cost, high-quality indoor flower
- Three-tiered, modular, strain-specific grow rooms provide the ability to control critical environmental requirements per strain
- In-house extraction, cannabinoid testing, and remediation
- Expecting near-term audit for EU-GMP certification

#### Winnipeg

- 51,000 sq. ft. edibles facility with automated cutting-edge equipment capable of producing up to 4 million gummies monthly
- Designed to produce nutraceutical-grade cannabis edibles
- Ramping up to produce Nanoemulsion ingestible products with potential rapid onset and predictable duration

#### Lac-Supérieur

- Producing hang-dried, hand-trimmed, artisanal craft cannabis
- Produce multiple hash products and patentpending Rip-Strip Hash
- Hash production capacity of 2 million units per year
- 2,400kg/year of premium flower capacity

ORGANIGRAM

LAC SUPÉRIEUR







#### BRAND PORTFOLIO

### **WELL-ROUNDED BRAND PORTFOLIO**

Recently hit \$200 million in annual retail sales

HOLY BIGBAGO FLEUR ARTISANALE TREMBLANT LAURENTIA Trailblazer NOCHOM THE ADT OF HASH CRAFT FLOWER L'ART DU HASCHISH Segment Super Value Value Mainstream Craft Mainstream Premium Mainstream Pre-Milled Flower, Pre-Rolls. Pre-Roll Joints. Whole Flower. Hashish, Available / Planned Whole Flower, Whole Flower Infused Gummies. **CBD & Minor** Whole Flower Infused Pre-Rolls, Hash Infused Pre-rolls Whole Flower Pre-Roll Joints & 510 Vape Carts, Pressed Hash Cannabinoid Gummies **Pre-Roll Joints THC & Minor** & Pre-rolls Formats Lozenges Rip-Strip Hash & Cannabinoid Gummies Infused Pre-Rolls Potent & Flavourful Tangible Strain Specific Flower Assorted Flavours **Iconic Strains** Good THC Potency Assorted Flavours Hand Trimmed Strains Authentic Recipes Brand High Potency Products **High Quality Genetics** Vegan & Sugar-free Hand Packed Ê Vegan & Sugar-free Great Value **Unparalleled Genetics High Potency Hash** Attributes Offerings Good value Killer Prices **Big Flavour** Offerings Hang Dried Strain Specific Grow Rooms

### **DYNAMIC BRAND PERFORMANCE**



#### The #1 LP in Hash<sup>1</sup>

- Organigram holds 20% of national market share in hash<sup>1</sup>
- Innovative Rip-Strip Hash Launched in March 2023 - over 450K units shipped approaching \$14 million in retail sales as of June 30, 2024<sup>1</sup>



#### **CBD Market Share Leader**

- The best-selling CBD gummy brand in Canada<sup>1</sup>
- Robust portfolio focusing on an array of minor cannabinoids like CBD, CBG, THCV, and CBN



#### Top 3 LP in Pre-Rolls<sup>1</sup>

- Grew to over 16% market share of tube-style pre-rolls appx. 1-year after launch in August 2023<sup>1</sup>
- 6.4% market share in all pre-rolls, up 100% in Q3 Fiscal 24 vs Q3 Fiscal 23<sup>1</sup>





#### STRATEGIC INVESTMENTS

#### ESTABLISHED FOOTHOLD IN EUROPEAN MARKET

- In June 2024, Organigram made its second Jupiter investment into Germanybased Sanity Group, agreeing to invest ~\$21 million
- Concurrent to the investment, Organigram and Sanity Group have entered into a new supply agreement to include significantly higher volumes and the intention to work together on the commercialization of Organigram's brands and intellectual property (IP) in Germany
- Sanity Group is a leader in the German cannabis market

- Once Organigram receives EU-GMP certification in Moncton, Sanity Group will shift its annual purchase commitment from Organigram to a percentage of its overall assortment of flower offerings for the European market. Organigram expects to complete its final EU-GMP audit before the end of the calendar year
- Sanity is currently participating in a Swiss recreational cannabis pilot program, with two stores operational and a plan to expand its retail footprint in Switzerland



# ORGANIGRAM

JUPITER

#### **INVESTMENT IN US HEMP-DERIVED CANNABINOIDS**

- In March 2024, Organigram made its first Jupiter investment into US-based OBX as a convertible note for US\$2 million
- The investment in OBX provides a further footprint in the U.S, which was a strategic priority set out in the Jupiter investment strategy
- Through its investment in OBX, Organigram will gain valuable insights into the U.S. market and its consumers. In time, Organigram plans to work with OBX to explore potential product launches in the U.S
- OBX and Organigram are currently discussing an opportunity for OBX to serve as a collaborative research partner for efficacy testing and formulation sciences
- OBX is nearing completion of its EU GMP certification, which will create further international collaboration opportunities between OBX and Organigram



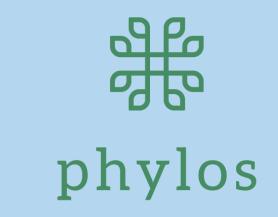
#### JUPITER Open Book Extracts

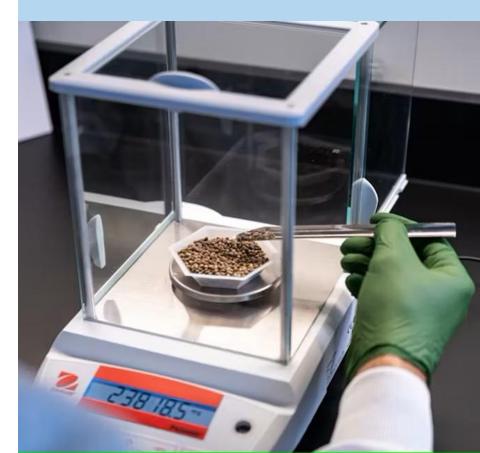
CORGANIGRAM



#### **INVESTMENT IN SEED GENETICS & THCV**

- In May of 2023, Organigram made its first investment into the U.S cannabis market by issuing a strategic convertible loan of up to US \$8 million to Phylos in three tranches
- Phylos has enabled Organigram to launch of products containing whole-flower THCV
- Organigram will significantly reduce operating costs by transitioning its flower production from cloning to seed which reduces the need for cloning, propagation, and pre-vegetation
- In Q1 Fiscal 2024, Organigram advanced the second tranche of US\$2.75 million to Phylos for a total current investment of US\$6.0 million in senior secured convertible loans
- First three seed-based room harvested in Q3 Fiscal 2024 with four additional rooms harvested in July 2024, moving toward goal of approximately 30% seed-based production by end of calendar 2024
- In July 2024, Organigram advanced US\$1 million of the final US\$2 million investment tranche to Phylos with the remaining portion to be funded upon completion of newly expanded milestones







#### INVESTMENT IN DISRUPTIVE VAPING TECHNOLOGY

- In March of 2023, Organigram invested \$5.5 million into Green Tank Technologies Corp. ("Greentank"), a vape R&D firm and hardware manufacturer
- Greentank's heating technology is the first meaningful innovation in the vape space in almost a decade
- More consistent flavour, reduce clogging and produce smaller particle size which may increase potency
- 18-month exclusivity period
- Test launch completed in Q2 Fiscal 2024. Full market launch of all-in-one device expected in Q1 Fiscal 2025







#### **INVESTMENT IN BIOSYNTHESIS**

- 49% ownership (if convertible debt converted) of Hyasynth Biologicals Inc., a pioneer in cannabinoid science
- Biosynthesis process uses patent-pending yeast strains and enzymes to produce pure cannabinoids (not synthetic) without growing cannabis plants
- Potential to create a scalable supply of pure cannabinoids at a fraction of the cost and time of traditional cultivation using smaller environmental footprint



#### BIOSYNTHESIS

A proprietary cannabinoid manufacturing system that can product rare cannabinoids.



Genome engineering of yeast: A group of genes for cannabinoid production are added to the yeast genome of a yeast strain, where it provides instructions to produce cannabinoid compounds.

Biosynthesis can be used to produce

produced by the plant itself.

cannabinoids that are identical to those

Yeast fermentation and purification: New yeast strains are grown in fermentation over a few days and pure cannabinoids are extracted at the end of the process.



How it works?



The process is conducted at large scale, resulting in pure cannabinoids that can be used as ingredients in other products.





#### QUARTERLY UPDATES & HIGHLIGHTS

Q3 F2024

#### A LEADING CANADIAN LP

- Organigram held the #3 national market share position<sup>1</sup>
- Held the #1 position in milled flower, the #1 position in hash, the #3 position in gummies, the #3 position in infused pre-rolls, and the #3 position in pre-rolls nationally<sup>1</sup>
- Organigram is a top 3 LP in Canada in every major product category, apart from vapes<sup>1</sup>
- #1 in LP in Atlantic Canada, #3 in Ontario, and held top 5 market position in rest of Canada<sup>1</sup>



1. As of June 30, 2024 – Multiple Sources (Hifyre, Weedcrawler, provincial boards, internal modelling).



### Q3 F2024 HIGHLIGHTS

- Net revenue of \$41.1 million increased 25% over the prior year period
- Positive adjusted EBITDA<sup>1</sup> of \$3.5 million up from \$(2.9) million in prior year period
- Established European foothold with \$21 million strategic investment in Sanity Group, a leading German cannabis company
- Completed landmark clinical study on FAST<sup>™</sup> Nanoemulsion technology showing faster onset and improved bioavailability of ingestible products
- Continued global expansion by signing two new supply agreements with clients in Australia and the UK
- Pro-forma cash position of \$173 million<sup>2</sup>

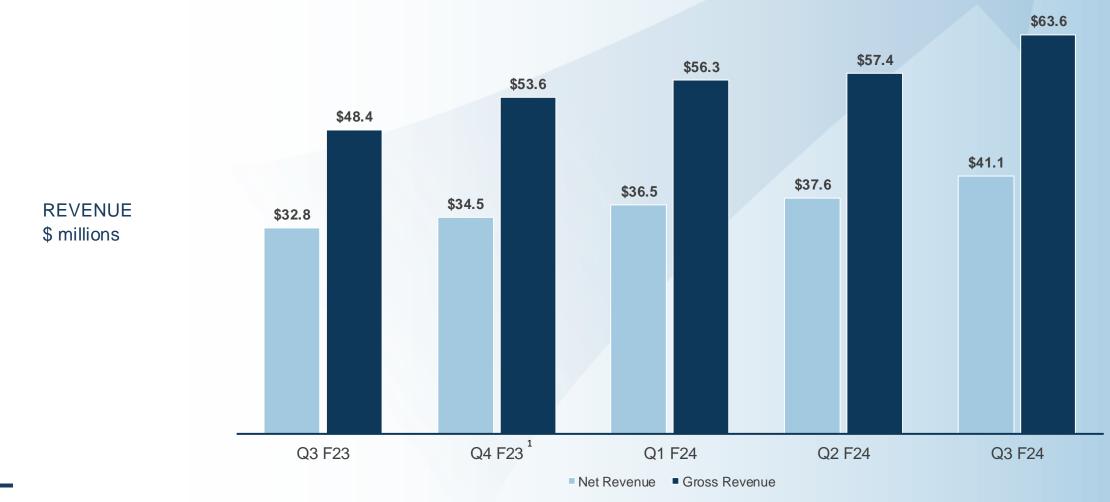




<sup>1.</sup> Adjusted EBITDA is a non-IFRS Financial Measure not defined by and does not have any standardized meaning under IFRS and might not be comparable to similar financial measures disclosed by other issuers; please refer to the cautionary statement at the beginning of this document and the Company's Q3 Fiscal 2024 MD&A for definitions and a reconciliation to IFRS.

2. As of the close of the final BAT follow-on investment tranche

### **QUARTERLY REVENUE**



1. Q4 F23 represents a 4-month period due to a change in Organigram's year end. Net and gross revenue here have been normalized to reflect a 3-month period.

### **ADJUSTED GROSS MARGIN**



**GROSS MARGIN<sup>1</sup>** \$ millions and % of Net Revenue

 Adjusted gross margin is a non-IFRS financial measure not defined under IFRS and which does not have any standardized meaning under IFRS and might not be comparable to similar financial measures disclosed by other issuers; please refer to the cautionary statement at the beginning of this document and the Company's Q3 Fiscal 2024 MD&A for definitions and a reconciliation to IFRS



### **ADJUSTED EBITDA**



#### **STRONG BALANCE SHEET AND LIQUIDITY**

- On June 30, 2024, the Company had cash of \$89.5 million (including restricted cash)
- In April 2024, the Company closed a financing for gross proceeds of \$28.8 million
- **Pro-forma cash position of ~\$173 million** upon the anticipated closure of the final BAT tranche
- Negligible debt (less than \$0.2 million)





#### **Q3 FISCAL 2024 KEY FINANCIAL METRICS**

In \$ millions unless otherwise indicated

	Q3'24	Q3'23	% Change
Gross revenue	63,605	48,409	31%
Excise taxes	(22,545)	(15,624)	44%
Net revenue	41,060	32,785	25%
Cost of sales	27,173	32,289	(16)%
Gross margin before fair value changes to biological assets & inventories sold	13,887	496	2700%
Realized fair value on inventories sold and other inventory charges	(13,728)	(13,588)	1%
Unrealized gain on changes in fair value of biological assets	13,849	8,395	65%
Gross margin	14,008	(4,697)	nm
Adjusted gross margin <sup>1</sup>	14,586	6,074	140%
Adjusted gross margin % <sup>1</sup>	36%	19%	17%
Selling (including marketing), general & administrative expenses	14,797	19,033	(22)%
Adjusted EBITDA <sup>1</sup>	3,465	(213,451)	nm
Net income (loss)	2,818	(2,914)	nm
Net cash provided by (used in) operating activities	(182)	(14,847)	(99)%

1. Adjusted gross margin, adjusted gross margin % and adjusted EBITDA are non-IFRS financial measures not defined by and do not have any standardized meaning under IFRS and might not be comparable to similar financial measures disclosed by other issuers; please refer to the cautionary statement at the beginning of this document and the Company's Q3 Fiscal 2024 MD&A for definitions and a reconciliation to IFRS.





### APPENDIX

### **MARCH 2021 BAT TRANSACTION SUMMARY**

Investment	• Subsidiary of BAT subscribed for 58.3M common shares of Organigram, which represented a 19.9% equity interest in March 2021 <sup>1</sup> on a post-transaction basis
	<ul> <li>Total proceeds to Organigram in March 2021 of ~\$221 million (the "Investment Proceeds")</li> </ul>
	• The price per share in March 2021 was based on a five-day volume weighted average price on the TSX ended March 9, 2021
	<ul> <li>In March 2022 received \$6.3M investment from BAT through the exercise of certain top-up rights pursuant to an Investor Rights Agreement, bringing BAT's equity ownership to 19.4%</li> </ul>
Product Development Collaboration ("PDC")	<ul> <li>~\$30M of Investment Proceeds reserved to satisfy certain of Organigram's obligations under the PDC agreement, including Organigram's portion of its funding obligations under a mutually agreed budget for the CoE</li> </ul>
	• Remaining net Investment Proceeds may be used by Organigram for general corporate purposes, subject to certain proceed restrictions
	<ul> <li>Costs relating to the CoE are funded equally by OGI and BAT</li> </ul>
	• Organigram and BAT to focus on development of cannabis vapour products, cannabis oral products and any other products, IP and technologies mutually agreed upon
	<ul> <li>Both Organigram and BAT to have access to certain of each other's intellectual property and, subject to certain limitations, have the right to independently globally commercialize the products, technologies and IP</li> </ul>
Governance and Deal Protections	Board Representation:
	<ul> <li>BAT entitled to appoint (i) 20% of the Board of Directors of Organigram (the "Board") for so long as BAT holds at least 15% of the issued and outstanding common shares of Organigram from time to time and (ii) 10% of the Board so long as BAT holds at least 10% of the issued and outstanding common shares of Organigram from time to time</li> </ul>
	Investor Rights
	<ul> <li>BAT has a right to participate in equity issuances to maintain its percentage shareholding, subject to customary exceptions, and periodic top-up rights to permit maintenance of its percentage ownership following exempt issuances</li> </ul>
	BAT has customary pro rata piggy-back registration rights, and is subject to certain share transfer restrictions



### **NOVEMBER 2023 BAT TRANSACTION SUMMARY**

	<ul> <li>Subject to requisite Organigram shareholder approval, regulatory approvals and other conditions, subsidiary of BAT to subscribe for, in aggregate, ~38.7 million shares Organigram, over three tranches, at \$3.2203/share.</li> </ul>
	<ul> <li>Total gross proceeds to Organigram of C\$124.6 million</li> </ul>
Investment	Subsidiary of BAT, subject to Organigram shareholder approval, regulatory approvals and other conditions, will subscribe for:
	<ul> <li>Tranche 1 - ~12.9 million shares closed on January 24, 2024, for \$41.5 million</li> </ul>
	<ul> <li>Tranche 2 - ~12.9 million shares on or around August 30, 2024, for \$41.5 million</li> </ul>
	<ul> <li>Tranche 3 - ~12.9 million shares on or around February 28,2025, for \$41.5 million</li> </ul>
	<ul> <li>Organigram to create a strategic investment pool named Jupiter, to be funded with \$83.1 million over the course of the three tranches of the investment</li> </ul>
Capital Allocation and "Jupiter" Investment Pool	<ul> <li>Remaining net Investment Proceeds of C\$41.5 million may be used by Organigram for general corporate purposes</li> </ul>
	<ul> <li>Jupiter will target investments in emerging cannabis opportunities that enable Organigram to apply industry-leading capabilities to new markets, thus expanding its glob footprint</li> </ul>
	Jupiter to be set-up and managed by an internal team at Organigram
	Board Representation:
	<ul> <li>Under the Amended and Restated IRA, BAT would be eligible to appoint up to 30% of the Board.</li> </ul>
Governance and Deal Protections	• BAT nominees, Mr. Simon Ashton was added to the Board in February 2022 and Ms. Ferland was added to the Board in March 2023 but subsequently resigned in September 2023. Karina Gehring was added to the Board in January 2024, and Craig Harris was added to the Board in July 2024 & BAT's second and third nominees respectively.
	Investor Rights:
	• BAT has a right to participate in equity issuances to maintain its percentage shareholding, subject to customary exceptions, and periodic top-up rights to permit maintenance of its percentage ownership following exempt issuances.
	<ul> <li>BAT has customary pro rata piggy-back registration rights and is subject to certain share transfer restrictions.</li> </ul>
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An uplifting & vibrant value brand focused on convenience.







An imaginative brand with iconic strains and stellar extracts.







Delivering high-quality ounces in a variety of strains.







CBD and minor cannabinoid gummies, designed for a personal wellness ritual.







A premium brand focused on flower & innovation.







Premium hash, inspired by the timeless tradition of hashish.







Craft cannabis featuring rare cultivars grown with utmost attention and care.

3.5 g



39



### **Traiblazer**

Craft cannabis featuring rare cultivars grown with utmost attention and care.

Laurentian Saisons

3.5 g





#### **Q3 FISCAL 2024 SELECT BALANCE SHEET METRICS**

In \$000s unless otherwise indicated

SELECT BALANCE SHEET METRICS	June 30, 2024	September 30, 2023	% Change
Cash & short-term investments (excluding restricted cash)	80,067	33,864	114%
Biological assets & inventories	84,079	80,953	3%
Restricted Cash	9,440	17,893	(38%)
Other current assets	41,506	41,159	(7%)
Accounts payable & accrued liabilities	39,722	20,007	101%
Current portion of long-term debt	61	76	(13%)
Working capital	163,851	133,545	4%
Property, plant & equipment	95,435	99,046	(2%)
Long-term debt	39	79	(34%)
Total assets	354,748	298,455	11%
Total liabilities	58,892	26,832	124%
Shareholders' equity	295,856	271,623	nm

### **Q3 FISCAL 2024 CAPITAL STRUCTURE**

in \$000s	June 30,	Sept 30,
	2024	2023
Current and long-term debt	100	155
Shareholders' equity	295,856	271,623
Total debt and shareholders' equity	295,956	271,778
in 000s		
Outstanding common shares	103,801	81,162
Options	2,810	2,830
Warrants	4,451	4,236
Top-up rights	7,139	2,035
Restricted share units	3,342	881
Performance share units	1,124	261
Total fully-diluted shares	122,667	91,405





#### Sorgani**gram**

### A CANADIAN CANNABIS LEADER

NASDAQ (OGI) TSX (OGI)