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# At the heart of **PlantGen**<sup>X</sup> we share an unwavering commitment to excellence.



PlantGenX's cultivation and curation technology allows our Master Licensees to proudly deliver the finest cannabis products to market. Leveraging advanced technology, respect for tradition, and a shared passion for fine cannabis allows PlantGenX to bring growers and investors together to build value for our consumers and the market.

# We build it. We staff it. We grow it. We sell it.

POWERED BY:



# SHOULD YOU INVEST IN CANNABIS NOW?

# The Cannabis Industry Continues to Trend Upwards

"As we usher in the transformative year of 2024, the cannabis industry stands at the threshold of unprecedented growth and evolution.

In 2024, the global cannabis market is expected to experience substantial growth, fueled by emerging legal markets, innovative product offerings, and technological advancements. This growth presents opportunities and challenges, especially in navigating complex legal and regulatory landscapes.

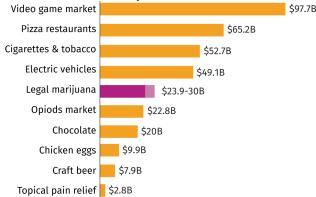
Projected Market Growth: The U.S. cannabis market is projected to grow significantly. Retail cannabis sales could reach \$53.5 billion by 2027, with adult-use sales growing more rapidly. States like New York are working on finalizing details to launch approved programs, contributing to this growth.

The trend toward personalized cannabis products is expected to gain traction as consumers become more educated and discerning. Cannabis companies will likely continue tailoring their products to meet a wide range of individual needs and preferences. However, pre-rolls are projected to continue to be a top product sale item in 2024. As people progress in their exploration and knowledge of cannabis, we believe they will gravitate towards craft cannabis products, and artisanal flower, despite the enduring demand for "low-cost and convenient options." (Parnell, CPA, 2024)

Parnell, CPA, C. M. (2024, January 4). Navigating cannabis industry predictions for 2024: Insights & Trends. The National Cannabis Industry Association. https://thecannabisindustry.org/unveiling-the-fu ture-navigating-the-cannabis-landscape-in-2024/

# PlantGenX IS POISED FOR SUCCESS IN THIS MULTI-BILLION DOLLAR GROWING INDUSTRY

#### U.S. Cannabis Sales Compared With Other Industries

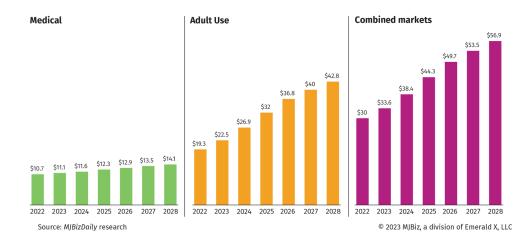


Source: IBISWorld, Grand View Research, Statista, *MJBizDaily* research © 2023 MJBiz, a division of Emerald X, LLC

#### CHART 1.05: U.S. Cannabis Retail Sales Estimates

U.S. cannabis retail sales estimates: 2022-28

In billions of dollars, high end of scale



# PlantGenX BUSINESS MODEL

PlantGenX utilizes a structured partnership approach which ensures that each entity/partner plays a distinct role in contributing to the overall success of the facility and its stakeholders. Within each Facility/Business Structure, three key entities/partners collaborate:

#### 1. PLANTGENX - LICENSOR (PGX)

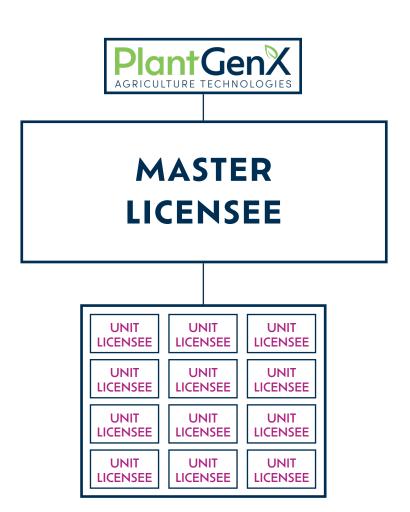
- Licenses their agriculture technology to the Master Licensee
- Agriculture technology consists of cultivation technology, tracking & monitoring system, sales & distribution software, consumption data monitoring, data analytics using Al
- Licenses their Seed to Sale software to the Master Licensee
- Provides operations and cultivation training for the Master Licensee

### 2. EMERALD ACRES CULTIVATION - MASTER LICENSEE (ML):

- Procures the cannabis cultivation license and secures the building (either through lease or purchase)
- Utilizes the PGX technology license to construct and operate the facility following the PlantGenX model
- Sells Unit licensing opportunities to individual business owners for \$525,000 each
- Manages and oversees the day-to-day operations of the Micro-Grow Units
- Operates the location management team
- Manages the sales channel for each harvest

#### 3. UNIT LICENSEE (UL)

- Purchases Micro-Grow Unit from the ML
- Twenty year licensing agreement
- Generates revenue within months of harvest commencement
- 28-30% in projected returns
- Absentee owner model allows every unit owner to have the convenience of ownership while construction, cultivation, operations and all harvest sales are facilitated by the Master Licensee



# THREE USA LOCATIONS COMING SOON CONNECTICUT, MASSACHUSETTS, MICHIGAN



5

# PlantGenX TECHNOLOGY

### **CULTIVATION TECHNOLOGY:**

- 1. Automated Grow Systems: Utilizing building automation technology for precise control of environmental factors like: light, temperature, humidity, Co2, and VPD
- 2. Creating efficient solution tailored for specific growth stages automatically with tracking and monitoring.
- 3. Automated Irrigation Systems: Efficient soil-less cultivation methods for optimized nutrient delivery.
- 4. Environmental Sensors: Monitoring systems for real-time data on temperature, humidity, and CO2 levels in cultivation facilities.
- 5. Create a grow patterns database with specific real time grow information that can change dramatically the potentiality of the cannabis plant

#### **TRACKING & MONITORING:**

- 1. Seed-to-Sale Software: Comprehensive systems that track cannabis products from cultivation to point of sale, ensuring regulatory compliance but importantly tracking recreational consumer and medical consumer data.
- 2. Individual product tracking for inventory management and regulatory reporting.
- 3. Environmental Sensors: Monitoring systems for real-time data on temperature, humidity, and CO2 levels in cultivation facilities.
- 4. PGX multi-room model allow us to change course on new consumer trends and medicals needs significantly faster than any other cannabis operation.

### **SALES & DISTRIBUTION:**

- 1. Point-of-Sale (POS) Systems: Streamlined systems for sales transactions, inventory management, and compliance reporting.
- 2. E-commerce Platforms: in addition to in-store sales, online platforms for legal cannabis sales, offering convenience and accessibility.
- 3. Blockchain for Supply Chain: Transparent and secure systems to trace the entire supply chain, reducing fraud and ensuring product integrity.

#### **CONSUMPTION:**

- 1. Monitor consumer trends in specific products or strains for faster ability to change course in real time with consumer trends.
- 2. Vaporizers: Advanced vaporization technology for a safer and controlled method of consumption.
- 3. Smart Pipes and Bongs: Devices with integrated technology for personalized and optimized cannabis consumption experiences.
- 4. Dosing Devices: Precise dosing tools for both recreational and medical users.
- 5. Recreational/Medical Cannabis Apps: Mobile applications for tracking dosage, monitoring effects, and providing educational resources and loyalty value back to the consumer.

#### DATA ANALYTICS & AI:

- 1. Predictive Analytics: Using data to forecast market trends, demand, and consumer preferences.
- 2. Artificial Intelligence (AI) for Strain Recommendation. Al algorithms that analyze user preferences and recommend suitable cannabis strains.
- 3. Business Intelligence and analytics tools to help dispensaries and our cultivators make informed decisions based on data insights.
- 4. Compliance Solutions: Compliance Automation: Tools that help our clients adhere to complex cannabis regulations at local and national levels.



# BALANCE MATTERS

The PGX optimizer: complete balance of the cannabis industry to turn commercial legacy into a business. Our competitors will often fall short on one of the scales making it imbalanced, which causes a reduction in their profits.

# 1. CAPITAL COSTS

- **Design-** Adaptable spaces to accommodate potential changes in use or technology, ensuring the longevity and relevance of quality production. Scalable designs for various facility sizes.
- **Construction-** Incorporating proven energyefficient systems, using eco-friendly materials, and implementing green design principles.
- **Schedule** Prefab (prefabricated) engineered designs that offer a fast, simple, and consistent approach to building construction globally and economically.

# 2. OPERATIONS

- Ensure your cost of goods aligns with your business model by evaluating subject market's \$/gm.
- Understand the day-to-day and harvesting labor involved, considering economies of scale.
- Maintain consistent utility costs in line with your operation's requirements.
- Adhere to Standard Operating Procedures (SOPs) with precise consistency, from planting to bagging.

# 3. SALES

- Ensure profitability by determining the Price per/g for your cannabis product.
- Prioritize establishing sales channels or a comprehensive sales channel plan pre-production.
- Verify your product's THC, Terpenes, CBD, and contaminants through lab testing results.
- Utilize marketing services to enhance brand appeal and emphasize product quality.
- Understand your consumer base, including their purchasing trends and demands.

# 4. PRODUCTION

- Select genetics with high demand to guarantee elevated THC content.
- Prioritize genetics known for producing abundant harvests.
- Focus on genetics that, when cultivated on a large scale, result in substantial profits.
- Recognize that high THC% alone may not be significant; profitability depends on achieving substantial yields for premium quality cannabis.



POWERED BY

# MICRO CULTIVATION VERSUS STANDARD CULTIVATION

### PlantGenX MICRO CULTIVATION

- 504 SQ FT of canopy cultivation space per unit
- Produces crops that are rich in terpenes and THC, maximizing the yield per dollar invested
- Fulfills the high demand for craft cannabis in recreational and medical markets statewide
- Creating precision micro cultivation grow operations in identical side-by-side units (9 to 12 month construction period)
- Economy of scale and shared resources reduce operational costs for growers

# LARGE SCALE PRODUCERS STANDARD CULTIVATION

- Difficult to maintain a consistent environment across large grow rooms
- Highly regulated industry with no guarantee of licensing
- The application process is slow, complex, and has many requirements
- Lengthy construction process (18 months to 2 years)
- Very expensive construction commitment (\$25M+)
- Many underfunded, or over budget large scale producers have shut down mid-construction and are struggling to finance projects
- Large greenhouses create high volumes of mid-to-low quality, low yield cannabis crops
- Substandard products are a low revenue commodity
- Difficult to maintain skilled staffing levels
- High employee turnover rates reduce production quality









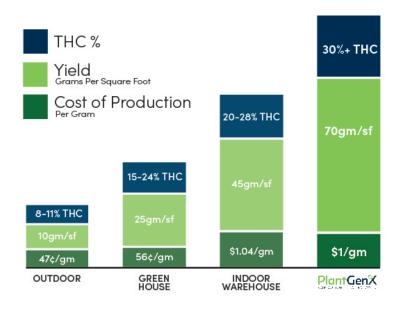
WHY GROW ORDINARY

WHEN YOU CAN GROW CRAFT?

# THE PlantGenX METHODOLOGY

#### **CRAFT CANNABIS FLOWER**

- Constitutes 60% of the industry sales
- PGX produces approximately 75g/plant



#### WHY PlantGenX WORKS

60%

In essence, we not only capture the demand of the premium cannabis market but also a larger share of the extraction market by cultivating high-quality craft cannabis that produce superior byproducts to meet the specific demands of the cannabis sector. Our market expertise enables us to emphasize the cultivation of craft buds, resulting in a highly sought after craft bud and the remainder of the plant that is exceptionally well-suited for extractions and byproducts. This approach contrasts with the common practices of cultivators who prioritize outdoor and greenhouse cultivation for the sole purpose of the extraction market. Neglecting the cultivation of craft buds may be a contributing factor to the failure of many cultivators in this sector.

### try sales ly 75g/plant

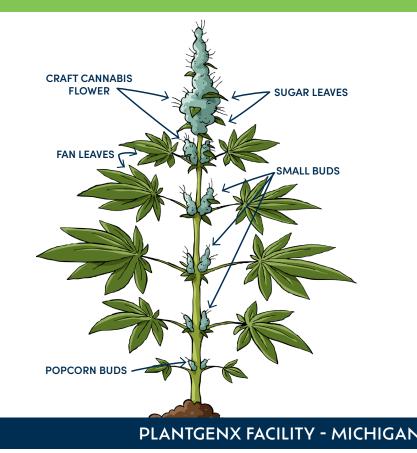
- **EXTRACTIONS BYPRODUCTS**
- Constitutes 40% of industry sales
- PGX produces approximately 150g/plant

#### **EXTRACTIONS**

Byproducts of the cannabis plant include:

- Sugar Leaves
- Small buds, not considered craft cannabis
- Popcorn buds
- Fan leaves

Extractions are used to produce items such as: concentrates, vapes, infused edibles, non-edibles, topicals, etc.



# **MICHIGAN FACILITY**

# MICHIGAN CANNABIS ADVANTAGES

- Among the top 10 most populous states in the U.S. at 10 million residents
- Low cannabis industry taxation
- Surrounded by high population states
- Cannabis sales in MI have been growing exponentially, with sales of \$2.3 billion in 2022, \$3 billion in 2023, and 2024 sales are projected to be between \$3.5 to \$4 billion
- Monthly sales are averaging over a quarter billion dollars
- The market is second in size only to CA with a higher (no pun intended) per capita sales percentage at \$229 per resident versus California's \$135 per person
- With the increasing shortage of quality flower in the Michigan market and a potential sales channel of over 700 licensed, established retailers, we will consistently sell all the craft cannabis we can produce, at a strong price point



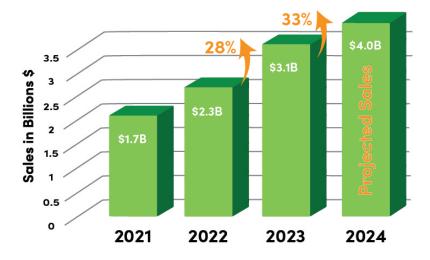
Location: 1075 S Collings Rd, Caro, MI 48723



1 story | 60,000 square feet interior

"Michigan cannabis sales expanded 82.1% in 2021 to \$1.79 billion and were up 27.9% in 2022 at \$2.29 billion. In 2023, sales grew 33.3% to \$3.06 billion." [Cannabis Regulatory Agency / Dec. 2023]

# Michigan Cannabis Sales

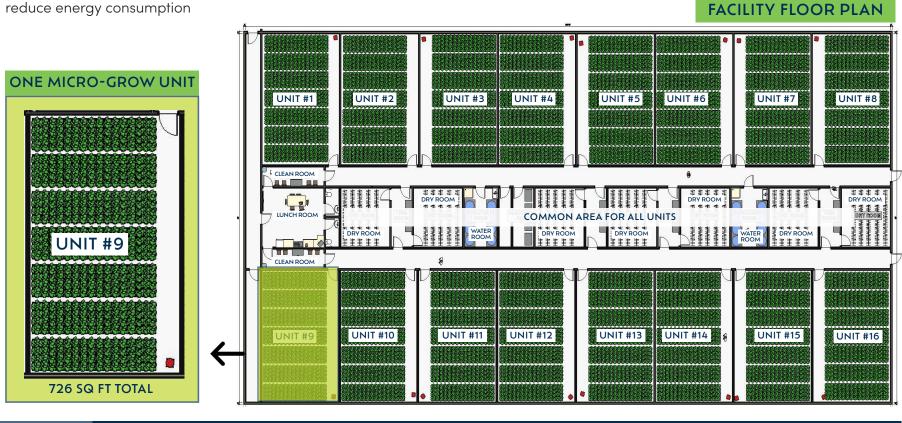


# ALL INCLUSIVE MICRO-GROW UNITS

# EACH CRAFT CANNABIS MICRO-GROW PURCHASE INCLUDES

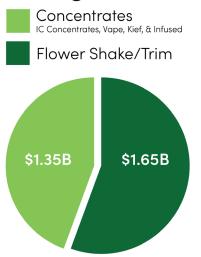
- One complete, turn-key cannabis micro-grow unit
- Each Unit is 726 SQ FT
- Canopy size (crop space) is 504 SQ FT for each unit
- All regulatory and licensing fees
- Compliant to municipality cannabis and building code regulations
- Highly trained and experienced master growers on-site 24 hours a day
- PlantGenX's high-tech growing and operations system
- Advanced environmental & climate controls to maximize yields and reduce energy consumption

- Automated heating, cooling, humidity, irrigation, and CO2 programs for a consistent balanced environment
- Advanced security features include key card entry systems, perimeter fencing, entry gate, and a central security station
- Hand picked highly sought after genetic clones for initial process commencement
- Our banking partners have been authorized to serve cannabis related businesses

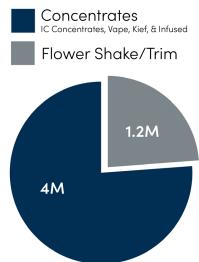


# SALES AND DISTRIBUTION

# Michigan Sales In Billions



# Production In Pounds (lbs)



**REGULATORY REQUIREMENTS:** Comply with Michigan's cannabis regulations, including licensing, labeling, and testing requirements. Position ourselves favorably for future legislative changes.

**RELIABLE SUPPLY CHAIN:** Be the premium craft cannabis cultivators and processors and ensure a consistent and high-quality product supply.

**DISTRIBUTION CHANNELS:** A robust sales approach with multiple sales channels. Negotiate favorable terms and contracts with processors, wholesalers, manufacturers, dispensaries, MSO's, high-demand Brands, and distributors.

**SALES TEAM:** Consistently monitoring market changes, sales metrics, and consumer input for our product. Swift adaptability to trends and market demand to ensure our continued success.

- **Sales Manager:** Responsible for overall strategy, team management, data analytics, and reporting.
- Account Executives/Managers: Assigned to specific regions or territories, responsible for building relationships with dispensaries and retailers.
- Sales Support/Coordinators: Assist with administrative tasks, order processing, and customer support. Provide marketing assets to retailers for Brand awareness.



# UNIT OWNERS INCOME / EXPENSE PROJECTIONS

Per Individual Micro-Grow Unit

## **FINANCIAL REQUIREMENTS**

• \$525,000 Unit Purchase Price

### **EXPECTED TIMELINES**

- 9-12 months alloted for unit construction
- Upon unit completion, cultivation begins immediately
- **Payback Period** for initial investment is 3.25 Years after the grow starts

## PROJECTED ANNUAL PRODUCTION PER UNIT

5.5 Harvests Per Year (Average)
67 Pounds Per Harvest (Average)
X \$1,360 Per Pound (Average \$3.00 per gram spot price)

#### = \$501,160 Yearly Gross Revenue per Unit

### **PROJECTED RETURN ON INVESTMENT**

- 1st Year dedicated to unit construction
- 3.25 Years Payback Period
- 2nd through 5th Years \$642,480 UL Profit
- 10th Year \$1,445,580 UL Profit
- 15th Year \$2,248,680 UL Profit
- 20th Year \$3,051,780 UL Profit

## ANNUAL EXPENSES

Rent	\$24,000
Utilities	\$35,000
Repairs/Maintenance	\$9,000
Insurance	\$4,000
Security	\$4,000
Tech/Equip/Software	\$8,000
Office Expenses	\$1,000
Professional Fees	\$3,000
Banking/Financial	\$5,000
Miscellaneous	\$3,000
Staffing/Labor	\$45,000
Training/Development	\$2,000
Cost of Goods	\$75,000
Management 5%	\$25,058
Royalties 10%	\$50,116
TOTAL	\$293,174
Gross Revenue	\$501,160
Sum of Expenses	\$293,174
Profit After Expenses	\$215,986

# 75/25 PROFIT SHARE PROGRAM

Gross Profit Unit Holder Profit 75%	\$215,986 x.75	
Annual Unit Profit	\$161,990	

This financial projection is based on \$3/gram spot price. This financial projection does not account for any required sales tax and/or government taxation. This financial information provided contains a forward- looking statement and is projected income statement for illustration purposes only as a consideration in purchasing a Micro Grow Unit License. The provider of this information makes no guarantees and warranties of any kind to its accuracy or actual business results. A prospective licensee is advised to perform their own due diligence with respect to professionals and authorities. Any information is provided here is subject to change without notice. Errors and omissions expected. February 2024

# A NOTE FROM OUR FOUNDER JEFF JOHNSTON



PlantGenX stands at the forefront of innovation in the cannabis industry, deviating from conventional cultivation and business practices to set a new standard of excellence. Recognizing that mastery in cultivation is the bedrock of success in the cannabis sector, PlantGenX has pioneered a unique growth model that marries cutting-edge technology

with a groundbreaking business strategy. This model ensures that PlantGenX not only leads in cultivation efficiency and quality but also in market adaptability and profitability.

At the core of PlantGenX's disruptive approach is its cultivation technology, which is unparalleled in the industry. This technology enables the consistent production of craft cannabis quality and yields, harvest after harvest, a feat previously unattainable in the commercial cannabis space. By leveraging advanced cultivation techniques and proprietary technology, PlantGenX has overcome the common challenges of scale versus quality, ensuring that every batch meets the highest standards of excellence.

PlantGenX's innovation extends beyond its cultivation methods into its business model itself. The company has introduced a partnership licensing model that is both a first-of-its-kind and one-of-a-kind in the cannabis industry. This model allows for collaboration and growth in ways previously unexplored, offering partners a chance to benefit from PlantGenX's expertise and technological advancements without the need for extensive capital investment or operational overhaul. This approach not only fosters growth and scalability but also strengthens the industry by elevating standards across the board.

One of the hallmark features of PlantGenX's model is its incredible flexibility. In an industry known for rapid changes in consumer trends and regulatory landscapes, PlantGenX's operations are designed to pivot and adapt seamlessly. This adaptability ensures that PlantGenX can meet all market needs, from consumer preferences to product innovation, maintaining profitability and relevance regardless of external pressures.

As the cannabis market continues to evolve, PlantGenX's flexible and forward-thinking approach positions it as a perennial leader, ready to meet the future's challenges head-on and continue its trajectory of growth and innovation.

> Jeff Johnston Executive Director

PLANTGENX FACILITY - MICHIGAN

# OUR JOURNEY....

# 2016

- Jeff Johnston established a research facility in Ontario, CA for R & D
- Under medical licensing from Health Canada, testing was conducted
- Micro Grow Units were constructed to scale
- Various versions of equipment and technology were tested until consistent harvest yields were achieved
- Developed genetics which consistently tested high in THC and rich in
- terpenes
- Proprietary system enhanced all attributes of the cannabis plants of various strains [Including but not limited to Yield, THC and Terpenes]
- Created proprietary systems that balanced and monitored environmentalcontrol of each Grow Unit [Full control of temperature, Humidity, CO2, Lighting and supplemental lighting, water oxygenation, nutrition programs, root ball management, and sustain an optimal growing environment 24/7]
- Revolutionized the dry and cure programs in line with the above parameters

# 2018

- Fast Leaf Inc. Founded in Ontario, Canada by three business partners
- Jeff Johnston was one of the original founders of Fast Leaf Inc.
- Created the first cultivation franchise model in Canada
- Sold 27 franchises in the Fast Leaf 200,000SF facility (equivalent to 135 US units)
- Won the approval of Health Canada, Canada's Cannabis regulatory agency

# 2021

- Jeff Johnston Developed a Patent [pending technology]
- Filed a provisional Patent

# 2023

- After several years as CEO of Fast Leaf Inc, Jeff Johnston divested from Fast Leaf Inc.
- Jeff Johnston founded PlantGenX in the USA
- Improved the model he developed in the Canadian market and adapted it to fit the differentiated regulatory system of the burgeoning US market
- Acquisitioned a high-level management team for US expansion
- Entered into 3 Master Licensing Agreements [Michigan, Connecticut,
- Massachusetts]

# 2024

- PlantGenX Developed a Patent [pending technology]
- Filed a provisional Patent
- Initiated Micro Grow Unit Sales

# **READY TO GROW?** LET'S CHAT! 480.467.7222

# **MEET THE PLANTGENX CORE TEAM**

With decades of combined business experience in the cannabis sector and a track record of successful cannabis franchise operations, our team is poised for success.



Shivani A Dallas CFO

Shivani@PlantGenX.com



leff lohnston Executive Director

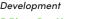
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lack Weinstein CFO



**Ryan Loeding** Director of Business Development



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# While You Enjoy the HIGH Returns!\*

# THANK YOU

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