

# SAFE HARBOR STATEMENT-

This presentation and other written or oral statements made from time to time by representatives of Bespoke Extracts, Inc. contain "forward-looking statements". Forward-looking statements reflect the current view about future events. Statements that are not historical in nature, such as our annual revenue forecast, and which may be identified by the use of words like "expects," "assumes," "projects," "anticipates," "estimates," "we believe," "could be," "future" or the negative of these terms and other words of similar meaning, are forward-looking statements. Such statements include, but are not limited to, statements contained in this presentation relating to our expected sales and financial performance, business, business strategy, expansion, growth, products and services we may offer in the future and the timing of their development, sales and marketing strategy and capital requirements. Forward-looking statements are based on management's current expectations and assumptions regarding our business, the economy and other future conditions and are subject to inherent risks, uncertainties and changes of circumstances that are difficult to predict and may cause actual results to differ materially from those contemplated or expressed. We caution you therefore against relying on any of these forward-looking statements. We caution you therefore against relying on any of these forward-looking statements. These risks and uncertainties include, but are not limited to, those risk factors discussed in Part I, "Item 1A. Risk Factors" of our Annual Report on Form 10-K for the fiscal year ended December 31, 2022 (the "2022 Annual Report"). Any forward-looking statements are qualified in their entirety by reference to the factors discussed in the 2022 Annual Report. Should one or more of these risks or uncertainties materialize, or should the underlying assumptions prove incorrect, actual results may differ significantly from those anticipated, believed, estimated, expected, intended or planned. Important factors that could cause actual results to differ materially from those in the forward looking statements include: a continued decline in general economic conditions nationally and internationally; decreased demand for our products and services; market acceptance of our services; the ability to protect our intellectual property rights; impact of any litigation or infringement actions brought against us; competition from other providers and services; risks in product development, inability to raise capital to fund continuing operations; change in government regulation, the ability to complete customer transactions and capital raising transactions.

# BESPOKE EXTRACTS, INC.

**OTCQB: BSPK** 

# **BESPOKE PLANS TO LEVERAGE CHANGING MARKET DYNAMICS TO EFFICIENTLY BUILD A PORTFOLIO OF CANNABIS ASSETS IN REGULATED MARKETS**

- Closed on WonderLeaf Acquisition in January 2023
- We Apply Realistic Commodity Pricing to Approaching Cannabis Markets
- Robust Colorado Potential Acquisition Pipeline Realistic Modeling, Pricing and **Consideration of Transactions**







# **NOVEMBER 2021**

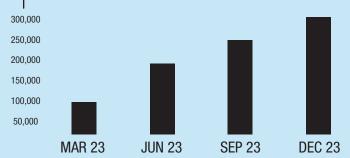
Change of Control, Uplisting and New Management Team

## **JANUARY 2023**

**Close WonderLeaf Acquisition Launch Fresh Joints** 



## **FISCAL 2023 SALES**





**Continue Colorado** Growth and launch **National Expansion** into new markets

# COLORADO: HOW WE LAUNCHED JOINS

### **WHAT WE BOUGHT**

A Colorado Marijuana Infused Products Manufacturing License

**100% of the assets of Wonderleaf:** Extraction equipment, licensed facility, terpene library, SOPs. Leased 2,400 square foot lab in Aurora.

## **BRAND BUILDING OPPORTUNITIES**

There remains no national brand in the cannabis market that has meaningful multi-state presence. To date, marketing has been a black hole spend for cannabis companies

We plan to continue launching new house brands while bringing successful brands from other markets into Colorado.



# PRE-ROLL MARKET OPPORTUNITY

# **COLORADO MARKET**

**OUR HOMETOWN** 

\$1.5 BILLION est. 2024

IN CANNABIS SALES AT THE REGISTER

12%

OF THE PRODUCT MIX IS PRE-ROLLS

\$180<sub>MILLION</sub>

ANNUAL COLORADO PRE-ROLL SALES

Colorado was the perfect market to launch our strategy. We leveraged our experience and contacts here to launch the brand.

# **EXPANSION MARKETS**

WHERE WE ARE GOING

\$6.4 BILLION est. 2024

IN CANNABIS SALES AT THE REGISTER

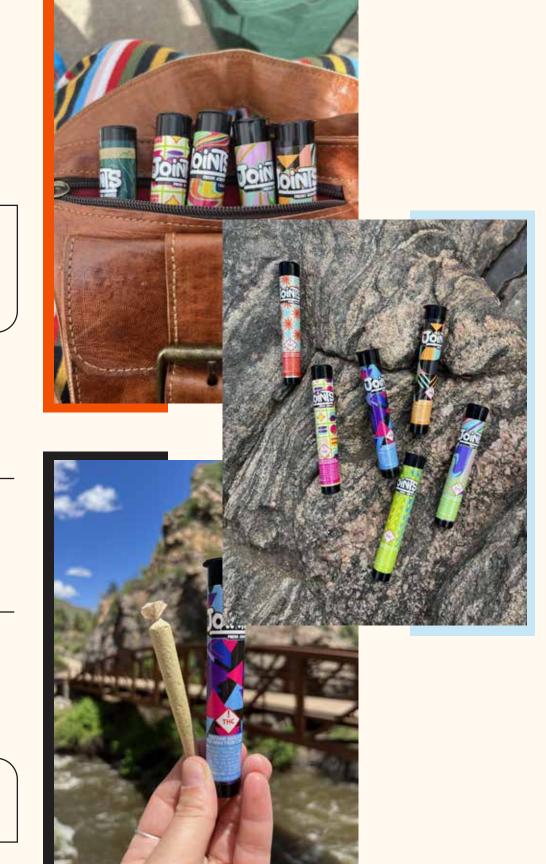
**12%** 

OF THE PRODUCT MIX IS PRE-ROLLS

\$700±

ANNUAL PRE-ROLL SALES MICHIGAN, NEVADA, MASSACHUSETTS

Each of these markets is significantly larger and has a higher margin and price per unit.







# **INPUT MATERIAL**

We only source whole flower that's potent & flavorful

Trust us we know weed



# **FRESHNESS**

We roll to order which means we minimize time in paper & tube





# **GRIND SIZE**

In-house large fluffy hand grind, we never turn the weed into dust

# OUR LARGEST BRANDS IN COLORADO









































# As of January 2024, there are 1,023 active licenses in Colorado

630 RETAIL STORES

- We are working with some of the best boutique dispensaries in Colorado
- We plan to leverage these relationships and add additional SKU's to our portfolio
  - Expansion of Fresh Joints and Wee Joints
- Opportunity to add cartridges, edibles and other products
- Our experience in Colorado positions us for sales growth and potential acquisition opportunities within the state.

# 

# POTENTIAL EXPANSION MARKETS

TOP 8 ADULT USE MARKETS	ESTIMATE 2023 ANNUAL REVENUE	ESTIMATED ANNUAL PRE-ROLL MARKET	NUMBER OF RECREATIONAL DISPENSARIES	ESTIMATED AVERAGE PRE-ROLL SALES/ DISPENSARY PER MONTH
California	Black Market Correction Should Move up	\$600M	1,000	\$49K
oversupply of Michigan	\$2.9B	\$350M	660	\$44K
Illinois	\$1.5B	\$188M	should 180 Expand	\$87K
Massachusetts	\$1.7B	\$210M	211	\$83K More for Less
Hyper Mature Market Colorado	\$1.5B	\$187M	630	\$24K
Arizona	\$1.3B	\$163M	131	vertically \$103K
Missouri	Growing \$1.3B	\$161M	200	\$67K
Hyper Mature Washington	\$1.2B	\$147M	Too Saturated 600	\$20K



Sources: Leaflink, Cannabis Business Times, MJ Biz Daily

# HOW WE PLAN TO LAUNCH JOINS IN ADDITIONAL STATES



#### **DUE DILLIGENCE**

#### WEEK 1

# **Identifying Market**

Identifying fragmented markets with an oversupply of concentrate

#### WEEK 2

# **Defining Structure**

Identifying license type / partnership / licensing agreement

#### WEEK 3

## **Identifying Space**

1,500 sq. ft. of commercial space

## **MONTH 1**

#### WEEK 1

## Pricing / COGS Model

Define our pricing based on economic / regulatory guard rails and market trends

#### WEEK 2

## Vendor Relationships

Cultivators, packaging suppliers, transporters, testing labs

#### WEEK 3

# **Identifying Talent**

Finding a general manager, sales talent, & production

#### WEEK 4

Regulatory Approval

## **MONTH 2**

#### WEEK 1

Securing Operational Space & Equipment

#### WEEK 2

Hiring & Training Sales Talent

#### WEEK 3

Hiring & Training **Operational Talent** 

#### WEEK 4

Sourcing Packaging & **Material Soft Sales** 

### MONTH 3

#### **WEEK 1**

Sales & Marketing Push

#### WEEK 2

Sales & Marketing Push

#### WEEK 3

Launch

#### WEEK 4

**Refine COGS & Pricing Model** 

## **WE CAN PROFITABLY LAUNCH IN NEW MARKETS IN 90 DAYS**

JAN **FEB** MARCH **APRIL** MAY JUNE JULY **AUG SEPT** OCT NOV DEC

MARKET 1

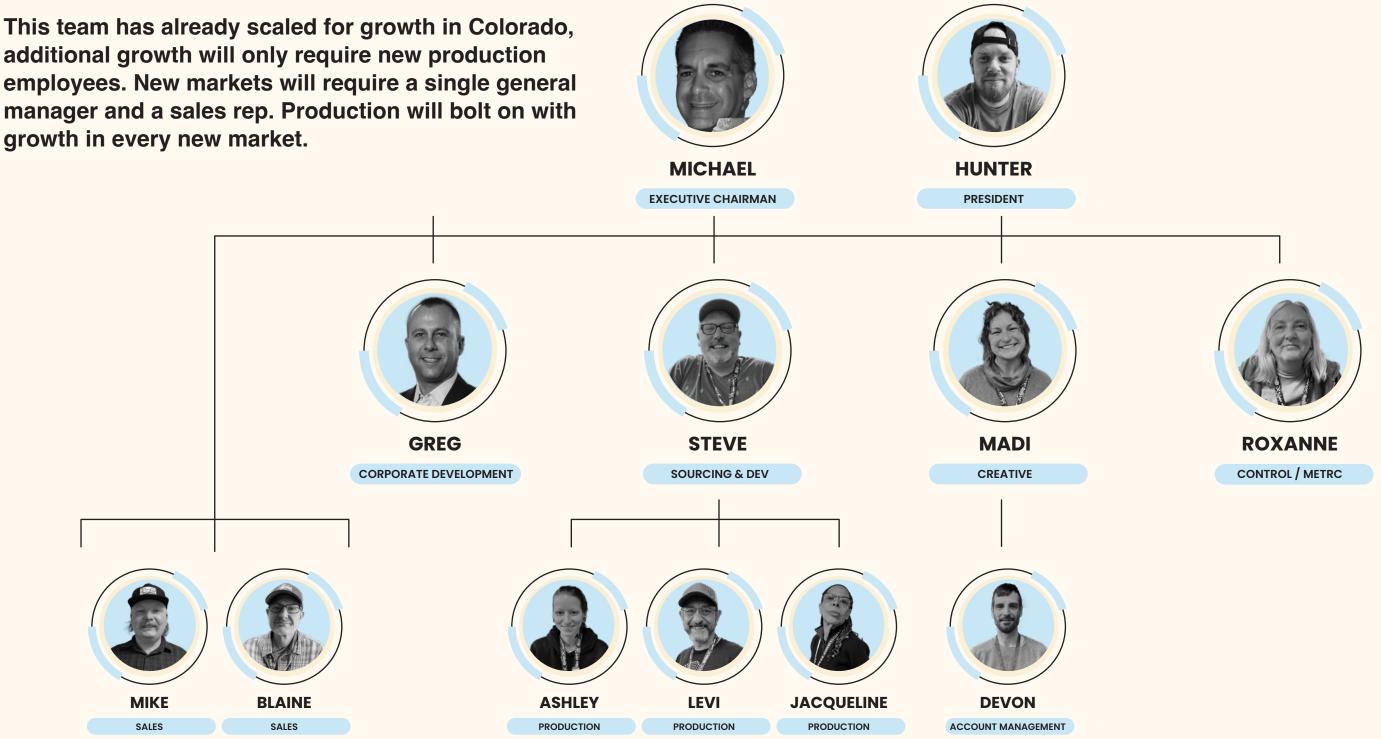
MARKET 2

MARKET 3

MARKET 4

# THE TEAM

additional growth will only require new production employees. New markets will require a single general manager and a sales rep. Production will bolt on with growth in every new market.





# bespoke

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