

# CRESCO LABS OHIO, LLC



Cresco Labs, LLC

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## NATIONAL MARKET **OVERVIEW**

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# NATIONAL MARKET OVERVIEW

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Legal medical cannabis market was established in the late 1990's:

- *California (1996)*
- *Alaska (1998)*
- *Oregon (1998)*
- *Washington (1998)*
- *Maine (1999)*

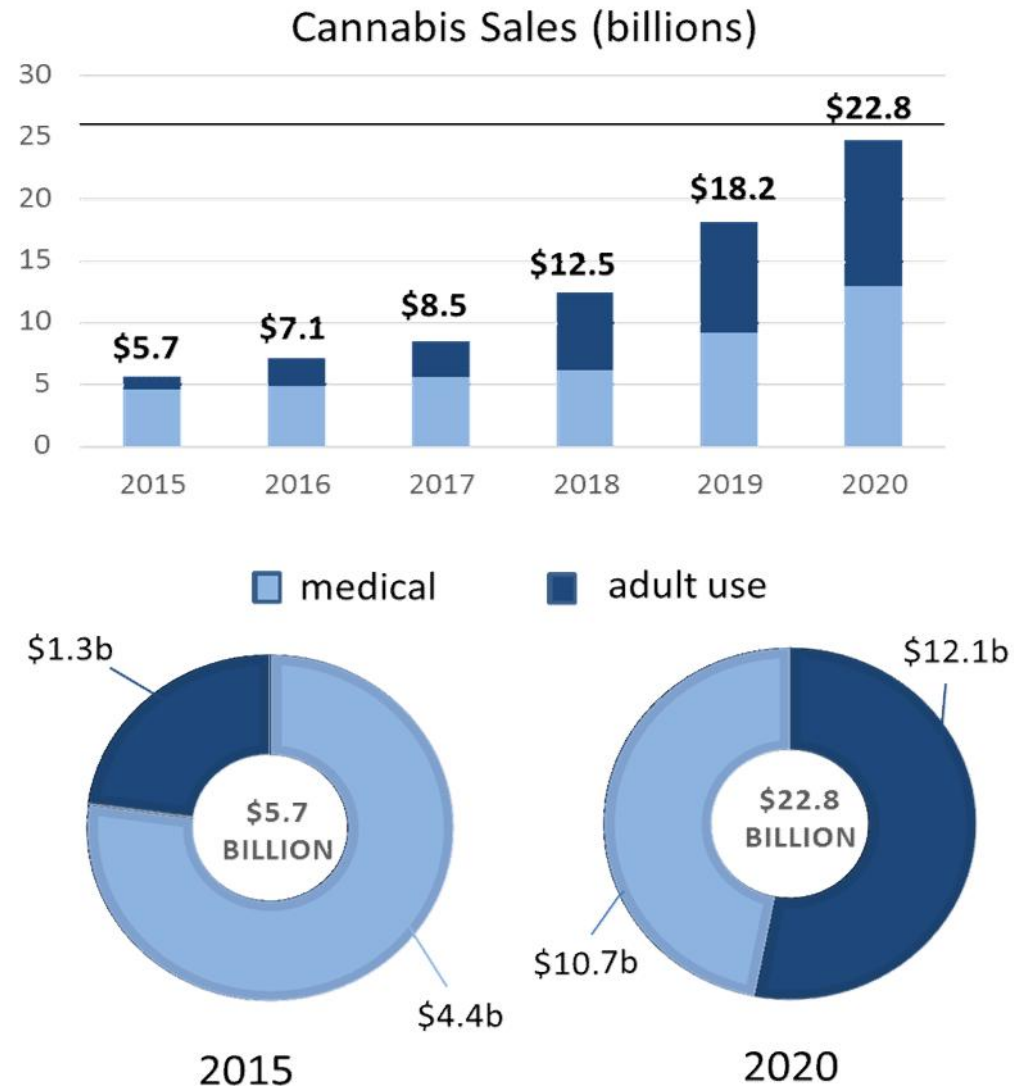
Current medical and adult-use cannabis sales driven by established markets (2016):

- *California - \$3.5 billion (E)*
- *Colorado - \$1.1 billion*
- *Washington - \$1.1 billion*
- *Oregon - \$.4 million*

Adult cannabis use was first legalized in 2012 in Colorado and Washington.

Growth of legal and adult use marijuana sales are expected to increase to \$22.8B by 2020 resulting in a 31% CAGR over the next four years.

Cowen and Company, a leading investment bank, recently issued a bullish research report that estimated the industry would grow to \$50 billion by 2026, up from \$7.1 billion in 2016.

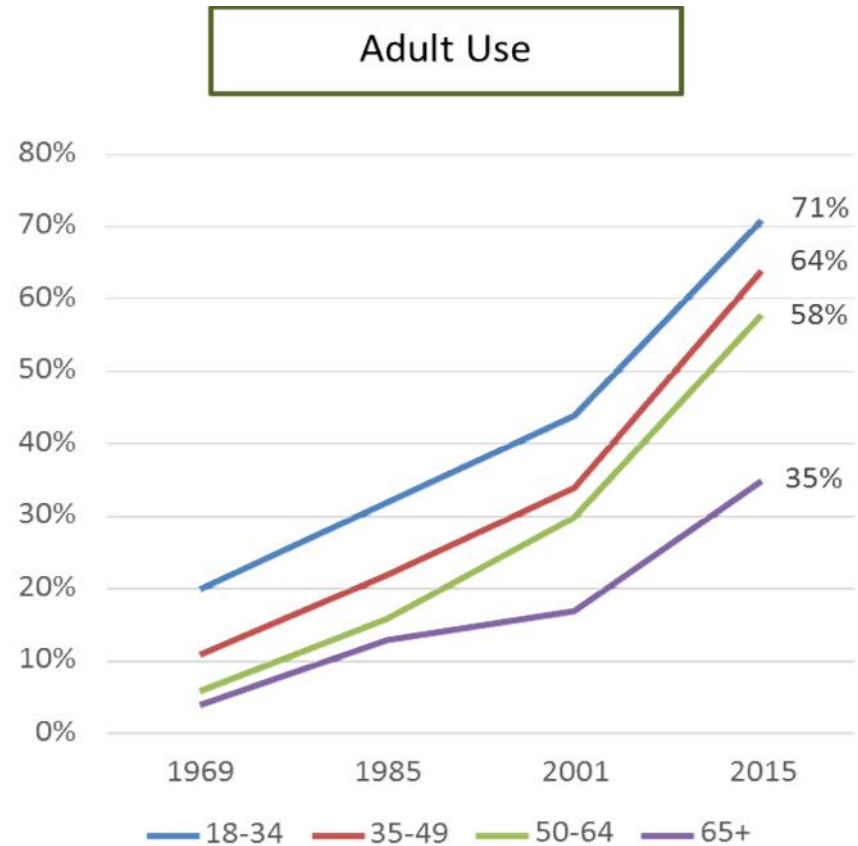
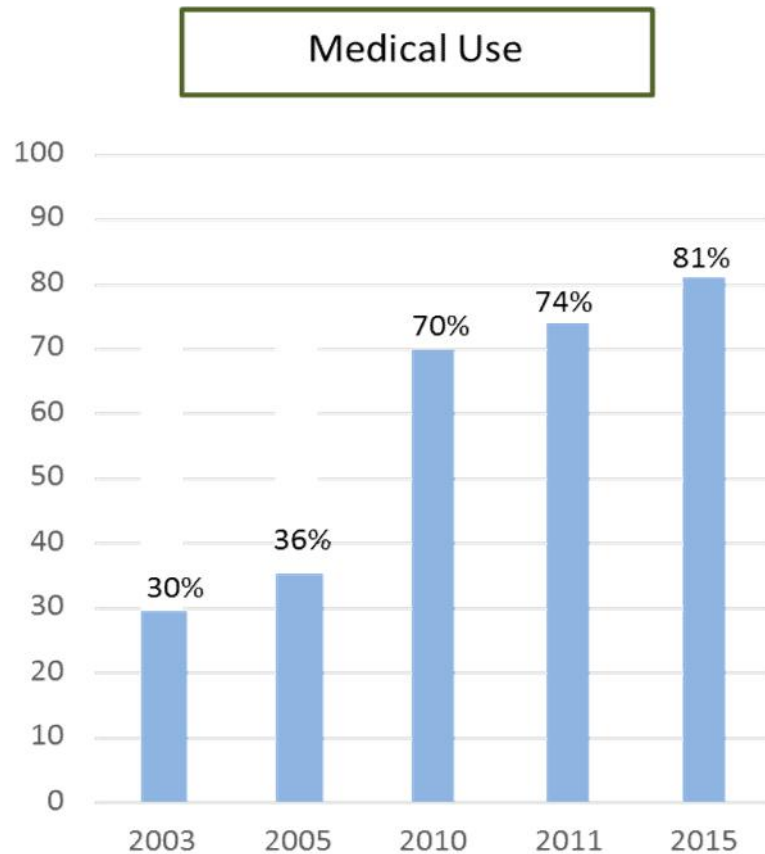


# NATIONAL MARKET OVERVIEW

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In 2015, Harris reported that 81% of Americans support legalization for medical use.

A change in national sentiment and increased public support for medical cannabis has 86% of Americans living in a state that has a medical cannabis program.



Source: Gallup Poll and Harris Poll



# US CANNABIS LEGALIZATION STATUS

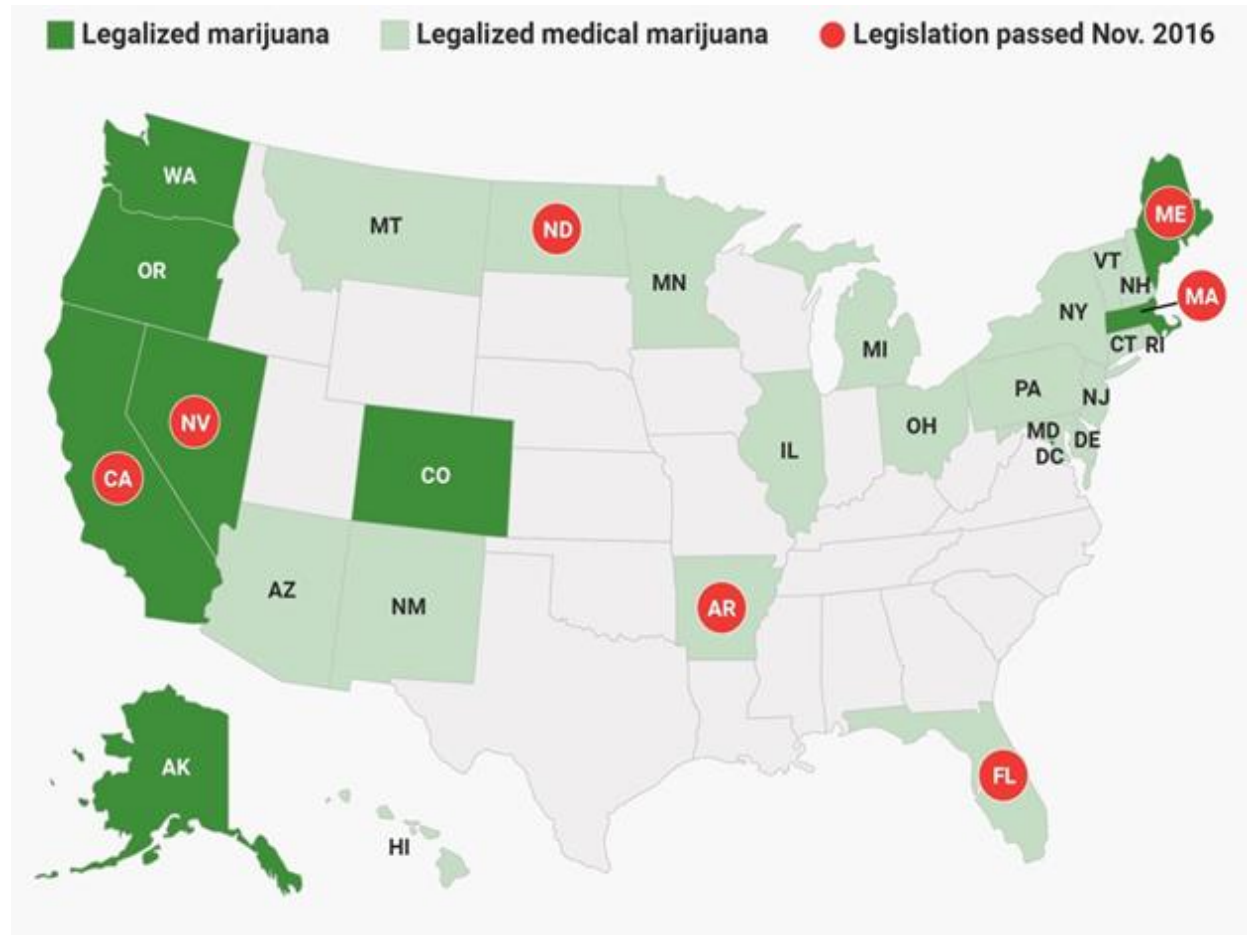
The cannabis industry scored a victory on November 8th as 4 of the 5 states voting on legalized recreational cannabis were victorious and 4 out of 4 states approved new medical programs, cementing the 2016 election's place in the history books. These states have approved regulated "adult-use" legalization: California, Massachusetts, Nevada, and Maine. These states legalized medical cannabis: Florida, Arkansas, Montana, and North Dakota. Together, these states represent a total population of 75 million people.

## LANDSCAPE

- U.S. Medical Cannabis Markets: 31  
CO, OR, WA, CA, AK, NV, AZ, MA, MI, ME, OH, VT, MN, CT, NM, NJ, NY, DE, HI, MT, RI, DC, PR, FL, ND, AR, MT, IL, PA, NH, MD
- States With Recreational Cannabis: 8
  - CO, OR, WA, AK, CA, NV, MA, ME

## SUCCESSFUL BALLOT INITIATIVES

- 2016 Recreational States: 4
  - CA, NV, MA, ME
- 2016 Medical State Votes: 4
  - FL, ND, AR, MT





## COMPANY OVERVIEW

CRESCOlabs™



# COMPANY OVERVIEW

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Cresco's mission is to be a leader in the industry by providing quality service to all those who depend on us for that specialty support; and to develop product improvements through research and innovation as a shared expectation with the community we serve.

## HIGHLIGHTS

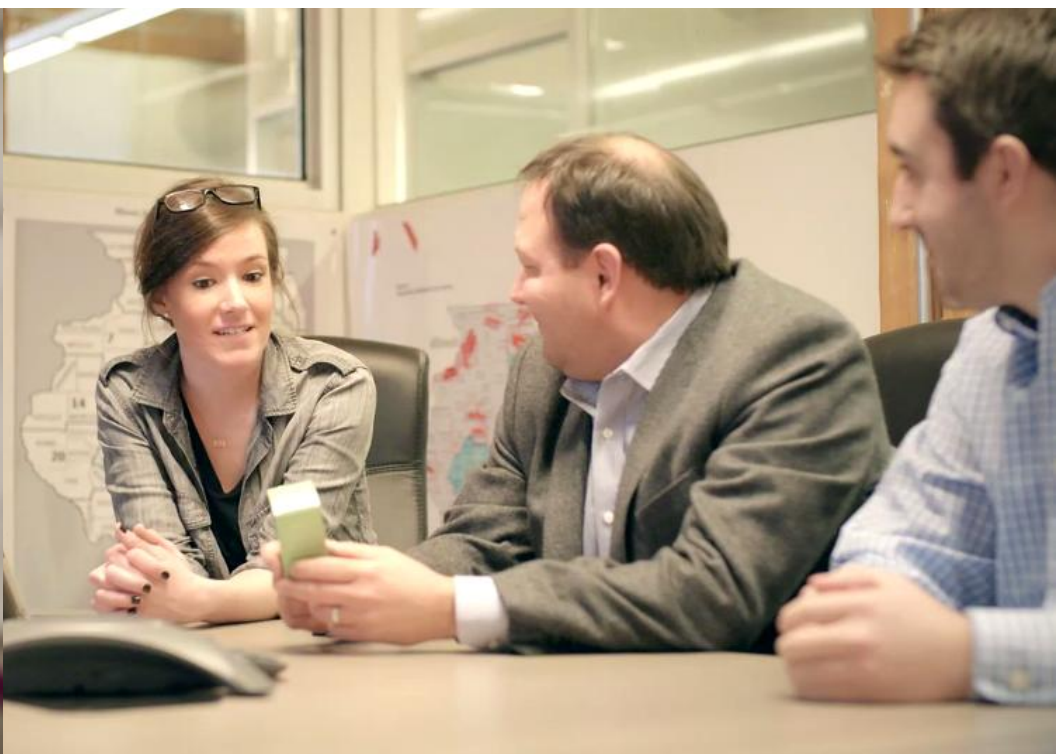
- Experienced, professional, entrepreneurial management team
- Founders team comprised of former executives from the legal, operational, and sales channels of the banking industry
- Senior Leadership team includes executive level backgrounds in consumer packaged goods (CPG), pharmaceutical product compliance and finance
- Significant banking and M&A experience in hyper-regulated industries
- Full access to traditional banking/insurance
- Successful application methodology for earning merit-based cannabis licenses – top three scores in Illinois, top score in Puerto Rico
- Three state-of-the-art cultivation and processing facilities in Illinois totaling 100,000+ sqft of production capacity – planning construction in Puerto Rico
- Edible product development by James Beard award-winning chef, Mindy Segal
- Developed branding, packaging and consumer messaging with award winning ad/CPG firms
- \$20m in equity raised, another \$12m raised for real estate construction and \$9m in traditional bank debt on facilities with full disclosure for use of funds
- Engaged in research initiatives with a pharmaceutical manufacturing company, Northwestern University and the University of Illinois

## VIDEO BIO

<https://vimeo.com/169534836/061d39a68b>







## TEAM OVERVIEW

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Our management team is comprised of accomplished business professionals, leading medical researchers, and horticulture experts, with over one hundred combined years of successful experience in highly regulated industries.

## FOUNDERS

### **Charles Bachtell – Co-Founder & CEO**

Former General Counsel/EVP of Guaranteed Rate

### **Rob Sampson - Co-Founder & COO**

Former COO of Guaranteed Rate

### **Joe Caltabiano - Co-Founder**

Guaranteed Rate VP, \$2B+ in Secured Loans

### **Dominic Sergi - Co-Founder**

Founder \$200M+ Commercial Real Estate Firm

### **Brian McCormack - Co-Founder**

Founder InnerWorkings (NASDAQ: INWK)  
Employing 1,800 employees with revenue of \$1.1B

## LEADERSHIP TEAM

### **Ken Amann - CFO**

Former Williams Lea CFO, \$2.6B Global BPO Business

### **Zach Marburger - CIO**

Founder of Topple Track, anti-piracy software company - exit 2014; Founder of Whaxy – exit 2016

### **David Ellis - EVP Operations**

Founder Greens & Gills Aquaponic Farm - Exit 2014

### **John J. Figone – General Counsel**

Former Chief Operating Officer and General Counsel – Macromolecular; Former Senior Counsel – Pillsbury Winthrop

### **Jason Nelson - GM Cultivation**

B.S. In Agronomy and MS Sciences; Masters Degree in Horticulture -- Former GM of Green Solution in Denver (250,000 sqft cannabis grow)

### **Charles Bush-Joseph, MD – Medical Director**

Managing Partner, Midwest Orthopedics at Rush University Medical Center, Head Team Physician Chicago White Sox



## PRODUCTION OVERVIEW

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# PRODUCTION CAPABILITIES

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Our state of the art cultivation, extraction, and processing facilities allow us to produce pharmaceutical-grade medical cannabis products across multiple categories.

## FACILITIES

We have invested \$27M+ in the construction of three state-of-the-art cannabis facilities. Two 40,000 sq.ft. cement precast structures (designed to provide the highest level of environmentally controlled “indoor” cannabis cultivation) and one 30,000 sq.ft. hybrid greenhouse structure with supplemental lighting and light-deprivation systems (designed to provide the control of “indoor” cultivation with the benefits of natural sunlight).

## CULTIVATION

Designed to maximize environmental controls to provide consistency of product, increase yields and minimize the possibility of crop failure, each of our facilities is equipped with double-ended high pressure sodium lighting fixtures, horizontal air flow fans, Co2 supplementation, automated environmental control systems and automated water and feed fertigation systems.

Developed over years of cultivation research, our proprietary nutritional regimen is utilized to incur paramount crop quality. Using both organic and soluble based plant nutritional supplements in proper proportions, secondary metabolites (cannabinoids/terpenes) are maximized resulting in unparalleled flower quality and yield.



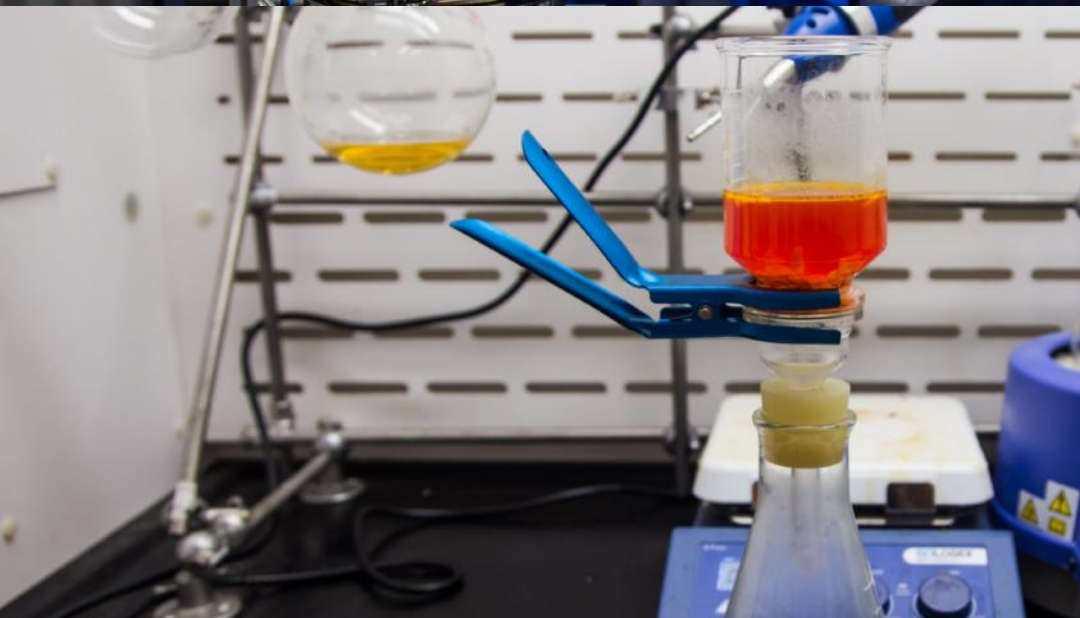
# PRODUCTION CAPABILITIES

CRESCOLabs™



## EXTRACTION

In an effort to create the purest form of manufactured cannabis products and concentrates, we've designed ISO certified cannabinoid extraction laboratories outfitted with pharma-grade supercritical Co2 extraction machines as well as hydrocarbon extraction machines (butane/propane extraction conducted in our custom "Class 1, Div 1" explosion-proof enclosure), high-pressure liquid chromatography instrumentation, a suite of Buchi fractional distillation instrumentation, and numerous other support systems.



## MANUFACTURING

Our advanced laboratory instrumentation gives us the ability to formulate and develop a variety of products based on traditional pharmaceutical delivery systems – precisely dosed pills, tinctures, topical salves and edible forms with a variety of cannabinoid profiles. Our kitchen is outfitted with commercial grade equipment that allows us to produce restaurant quality confections with great consistency.





## PRODUCTS OVERVIEW

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# OUR BRANDS

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The Cresco logo features the word "cresco" in a white, lowercase, sans-serif font. The letter "r" is highlighted in a bright yellow color. The background is a blurred image of people in a social setting.

## CRESCO

THC focused products available in flower, pre-rolled joints, vape pens, and in multiple forms of extracts. Each product falls into one of three proprietary categories (Rise, Refresh, Rest), identified from the effects of the relevant strain's cannabinoid profile.

The Remedi logo features a stylized black icon above the word "remedi" in a bold, lowercase, sans-serif font. Below "remedi" is the text "by CRESCOLabs™" in a smaller, lowercase font. The background shows a desk with a keyboard, a mouse, and a clipboard.

## REMEDI

CBD focused and traditional pharmaceutical formed products. All Remedi products are focused on non-inhalation, medical delivery systems with low or no THC. Options include precisely dosed tinctures, capsules, salves, and transdermal patches.

The Mindy's Artisanal Edibles logo features the word "Mindy's" in a large, white, cursive script font. Below it, the words "ARTISANAL EDIBLES" are written in a smaller, white, uppercase, sans-serif font, followed by "By Cresco Labs" in an even smaller font. The background is a close-up of red, crystalline cannabis edibles.

## MINDY'S EDIBLES

In collaboration with James Beard Award winning chef Mindy Segal, Cresco Labs created the industry's first true culinary backed edible option. Completely free of cannabis flavor, Mindy's line is comprised of delicate chocolate brittles, hard sweets, caramels, cookie kits, and other sweet confections.



## BACKGROUND

- Nationally-acclaimed, James Beard Award-winning chef and owner of Chicago's Hot Chocolate Restaurant has partnered with Cresco Labs to create a decadent line of infused marijuana products. Mindy is the first celebrity chef to enter the cannabis industry.
- She talked cooking on the Today Show; baked on the Martha Stewart Show; demonstrated hot chocolate on the Steve Harvey Show. GQ named her "Sugar Fiend of the Year" and the Huffington Post called her a "category killer".
- She has been featured in The New York Times, The Wall Street Journal, USA Today, Food & Wine, Travel + Leisure, Bon Appétit, among hundreds of other media appearances over the years. She published Cookie Love in 2015 followed by a coast-to-coast tour of media appearances, book signings and cooking classes.
- Cresco released her first batch of chocolate edible products in April and we have expanded the product line to include caramels and hard candies.



# PRESS RECOGNITION

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[“Inside a Medical Marijuana Cultivation Center”](#)

Chicago Tribune

[“Medical Marijuana Grows Under Strict Conditions”](#)

Los Angeles Times

[“A real chef is making fancy marijuana edibles”](#)



[“Cultivation in Illinois is a professional operation”](#)



[“Ganja goes Gourmet”](#)



[“Edibles Evolved: How an Award-Winning Pastry Chef is Transforming the Cannabis-Infused Treats”](#)

The New York Times

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CHICAGO BUSINESS.

FOOD & WINE

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VICE



# OVERVIEW OHIO

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## Summary

House Bill 523, effective on September 8, 2016, legalizes medical marijuana in Ohio. The Ohio Medical Marijuana Control Program will allow people with certain medical conditions, upon the recommendation of an Ohio-licensed physician certified by the State Medical Board, to purchase and use medical marijuana.

The Ohio Department of Commerce initially recommended 18 grow sites: 12 larger ones with up to 15,000 square feet of space, or about a third of a football field, and six smaller ones with 1,600 square feet of growing space. After review, new numbers were recommended: 12 larger sites with up to 25,000 square feet of space and 12 smaller ones with 3,000 square feet of growing space.

The Ohio Board of Pharmacy recommended 40 dispensaries through Sept. 8, 2018, when the medical marijuana program is expected to be up and running.

**Cresco Labs Ohio, LLC will pursue one cultivation license, one processing license and one dispensary license. Established by successful politicians, professionals and entrepreneurs, and medical cannabis industry leaders, Cresco Labs Ohio, LLC benefits from years of operational expertise, demonstrating dedication to both the industry and patient needs. In addition, Cresco Labs Ohio, LLC seeks to capitalize on the credibility attained through our success in past application processes in other states, to compete and win one of the cultivation and dispensary licenses to be awarded in Ohio.**

**Our vision: Create, set and manage the highest level of regulatory compliance in line with state and federal mandates. Develop the most condition-specific strains of medical marijuana and non-invasive delivery methods to provide controlled-dosage medical cannabis relief to qualified patients.**



## PROGRAM BACKGROUND

The Ohio Department of Commerce and the State of Ohio Board of Pharmacy are required by law to take all actions necessary to ensure that Ohio's Medical Marijuana Control Program is fully operational no later than September 2018.

# 11.6 MILLION

## TOTAL POPULATION

# 116 THOUSAND

## EXPECTED PATIENT POPULATION BY 2021

## COVERED CONDITIONS

- AIDS
- Alzheimer's disease
- ALS (Lou Gehrig's disease)
- Cancer
- Chronic traumatic encephalopathy
- Crohn's disease
- Epilepsy & seizure disorders
- Fibromyalgia
- Glaucoma
- Hepatitis C
- Inflammatory bowel disease
- Multiple Sclerosis
- Chronic & intractable pain
- Parkinson's disease
- Post-traumatic stress disorder
- Sickle cell anemia
- Spinal cord disease or injury
- Tourette's syndrome
- Traumatic brain injury
- Ulcerative colitis

## FOUNDERS

### **Chris Schrimpf - Co-Founder**

Formerly served in senior positions on Presidential and statewide campaigns, in multiple governors' offices, for the Republican Governors Association and the Ohio Republican Party.

### **Troy Judy - Co-Founder**

Former Senior Political Advisor to Speaker William G. Batchelder and the Ohio House Republican Organizational Committee and Former Chief of Staff of the Ohio House of Representatives.

### **Chad Hawley – Co-Founder**

Former Director of Policy in the Ohio House of Representatives

### **Charles Bachtell – Co-Founder**

Former General Counsel/EVP of Guaranteed Rate

### **Rob Sampson - Co-Founder**

Former COO of Guaranteed Rate

### **Brian McCormack - Co-Founder**

Founder InnerWorkings (NASDAQ: INWK)

### **Joe Caltabiano - Co-Founder**

Guaranteed Rate VP, \$2B+ in Secured Loans

### **Dominic Sergi - Co-Founder**

Founder \$150M Commercial Real Estate Firm



Capital Requirement Summary	
<b>Capital Expenses</b>	
Cultivation & Production Land & Construction	6,295,000
Dispensary Build-out Cost	600,000
Cultivation Systems & Equipment	840,000
Production Systems & Equipment	457,500
Dispensary Systems & Equipment	281,000
<b>Total Capital Expense</b>	<b>8,473,500</b>
<b>Start-up Costs</b>	
Pre-operating Salaries & Wages	200,000
Pre-operating Rent Security Deposits	84,000
Insurance Deposit	42,000
Dispensary Inventory & Supplies	100,000
Legal, Lobbying, Accounting	148,250
Application Fee/Initial License Fee	240,000
Pre-operating Architects/Engineers/Design	75,000
Advertising / Fundraising	20,000
Marketing / Brand Awareness	250,000
Contingency	117,250
<b>Total Start-up Costs</b>	<b>1,326,500</b>
<b>Additional Working Capital</b>	<b>1,200,000</b>
<b>Total Capital Requirement</b>	<b>11,000,000</b>

The use of funds is comprised of the following three areas:

- Capital expenses to acquire land for the facility, the construction costs for the cultivation and processing facility, leasehold improvement of the dispensary location, purchase of cultivation systems and equipment used in the production of cannabis.
- Start-up costs which include professional services such as legal and consulting, application and license fees, and pre-operating salaries, rent security deposits, insurance, etc.
- Working capital to properly fund the initial business operations.

## APPENDIX A – LEADERSHIP TEAM

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# COMPANY FOUNDERS

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## CHRIS SCHRIMPF



Prior to founding Red Tack Strategies Chris Schrimpf served in senior positions on Presidential and statewide campaigns, in multiple governors' offices, for the Republican Governors Association (RGA) and the Ohio Republican Party. Chris served as senior communications adviser for Kasich for America, Ohio Governor John Kasich's presidential campaign, spending every day of the campaign on the road with the Governor. Immediately before the presidential campaign, Chris led the communications efforts for New Day for America which became the Super PAC that supported the Governor's campaign. Before that he was communications director for the Ohio Republican Party. He also ran communications for Wisconsin Gov. Scott Walker's administration from his first inauguration through Gov. Walker's historic victory in the 2012 recall election. He previously worked as press secretary for Georgia Gov. Sonny Perdue. Chris continues to work as an adviser for New Day for America.

## TROY JUDY



As co-founder of The Batchelder Company, Troy brings over a decade of experience in public policy and political campaigns to the firm. Previously, Troy served as Senior Political Advisor to Speaker William G. Batchelder and the Ohio House Republican Organizational Committee (OHROC) where he helped win a record 65-34 seat majority. He also held senior leadership positions in the 2010, 2012 and 2014 campaign cycles, taking the caucus from a 46-member minority to 65-member majority. Prior to his most recent role at OHROC, Troy served as Chief of Staff of the Ohio House of Representatives from 2009-2014. On behalf of Speaker Batchelder, he was responsible for overseeing all departments and operations of the House which employs over 230 employees and maintains a \$20 million annual budget.

## CHAD HAWLEY



As co-founder of The Batchelder Company, Chad brings over a decade of extensive experience in researching, developing, and implementing public policy at the state government level. Chad's growth within the Ohio House of Representatives lends him a unique and unrivaled perspective in the legislative process. Chad served as the Director of Policy from 2009-2014 in the Ohio House of Representatives under the guidance of Speaker Batchelder. Tasked with being the top policy advisor for members of the majority party, Chad worked daily with policy staff from the Governor's office, President of the Ohio Senate and other statewide officeholders as important policy issues were drafted, debated and passed into law. Chad also served as Chief of Staff to Speaker William G. Batchelder for his final year in the Ohio House. In this role, Chad helped see through several important projects that were completed prior to his departure in the House, as well as helped the majority party navigate several complex issues in the lame-duck session

# COMPANY FOUNDERS

CRESCOLabs

## CHARLES BACHTELL



Bachtell is the CEO of Cresco Labs, LLC. Bachtell is an attorney and brings with him deep legal expertise in both corporate governance and complex regulatory compliance. Bachtell helped Cresco secure each of the five (5) licenses that it currently holds and continues to work tirelessly to ensure that Cresco remains an industry leader, setting new standards for a progressive, transparent and reputable medical cannabis community, and operating at all times in a professional, secure and compliant manner. Bachtell is a founding member of the Illinois Cannabis Bar Association and the Medical Cannabis Alliance of Illinois. Prior to Cresco Labs, Bachtell served for 8 years as the Executive Vice President and General Counsel of Guaranteed Rate, the nation's seventh largest mortgage bank – a leading attorney during the reform of the US mortgage industry, Bachtell established himself as one of the industry's foremost authorities on regulatory affairs and compliance in one of the nation's most heavily regulated industries

## ROB SAMPSON



Sampson is the current President and COO of Cresco Labs, LLC. Sampson has overseen the construction of three 40,000 sq. ft. cannabis cultivation facilities. Sampson is also responsible for all facility operations and systems including the design and implementation of fertigation and irrigation systems, inventory control systems, compliance process procedures, audits, security, and IT. Prior to forming Cresco Labs, Sampson had more than 20 years of operating experience in large business, including 12 years in the heavily regulated mortgage industry, having served as Chief Operating Officer at Guaranteed Rate, the nation's 7th largest retail mortgage bank.

## JOE CALTABIANO



Caltabiano brings more than a decade of finance experience to Cresco Labs as one of the top mortgage professionals in the country. He is also a leukemia survivor who is committed to supporting organizations and efforts that help patients in their fight against cancer. Caltabiano has significant expertise working in the highly regulated mortgage industry. He has closed more than \$2 billion in loan volume over the years as senior vice president at one of the nation's largest mortgage banks and received numerous awards for mortgage production, client experience and community involvement.



# COMPANY FOUNDERS

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## DOMINIC SERGI



Sergi is a highly successful real estate, business and financial expert who devotes much of his free time raising funds to help patients fighting leukemia and lymphoma. As president and chief executive officer of a Chicago-based investment real estate company, Sergi draws on his strategic and business acumen to deliver on the company's long-term vision and provide asset budgeting forecasts, which have exceeded \$120 million in value. Sergi's many other responsibilities as leader of a growing firm include oversight of all operations and personnel management. He is also very involved in his family's \$100 million dollar Union Electrical Contracting business and serves on the board of the 400-employee company. Sergi is active in a number of community and charitable organizations and is passionate about giving back to the community.

## BRIAN MCCORMACK



McCormack, one of Illinois' most innovative and successful business entrepreneurs, brings a creative, progressive approach to business, finance and manufacturing at Cresco Labs as he seeks to position the company at the forefront of medical cannabis cultivation in Illinois. McCormack is the founder and director of InnerWorkings (NASDAQ: INWK), a print management company in Chicago that he built into a vastly successful global operation that employs more than 1,600 people and grosses nearly \$1 billion in annual revenue. His innovative business strategies, manufacturing expertise and focus on employee satisfaction led InnerWorkings to rapid financial growth and to being named by Forbes as one of the Best Companies to Work For in 2010. Prior to founding InnerWorkings, McCormack founded and served as CEO of McWitt Graphic Communications. He also provided financial and manufacturing operations insight to uBid.com and EZLinks Golf Corporation as a director on the companies' advisory boards.





# MEDICAL ADVISORY BOARD

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In the interest of progressing a professional medical dialogue and educating as many physicians as possible on the use of medical cannabis as a therapeutic treatment for patients, Cresco Labs has organized a team of physicians - experts in their field - to educate, train, and inform medical professionals on all aspects of cannabis as medicine.

## **CHARLES BUSH-JOSEPH, M.D.**

Managing Partner, Midwest Orthopaedics at Rush University Medical Center  
Head Team Physician Chicago White Sox  
Associate Team Physician Chicago Bulls

## **DAVID R WALEGA, M.D.**

Medical Director, Galter Pain Medicine Center, Northwestern, Ambulatory Medical Director, Northwestern Memorial Hospital  
Associate Professor, Anesthesiology, Northwestern University

## **MICHAEL KOHRMAN, M.D.**

Director, Pediatric Epilepsy Program, The University of Chicago Medicine  
Professor, Pediatrics & Neurology, The University of Chicago

## **RAHUL KHARE, M.D.**

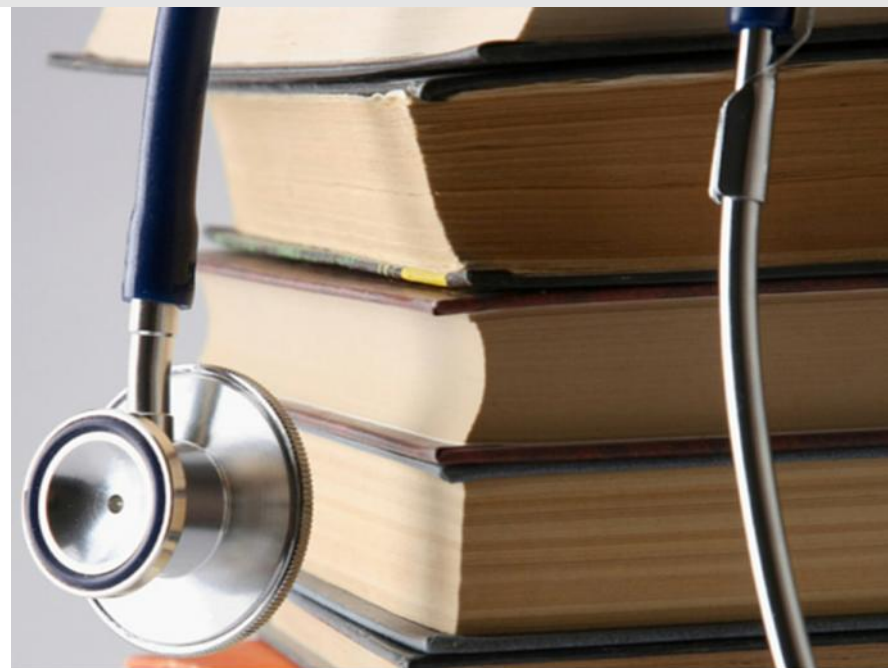
CEO, Innovative Express Care

# RESEARCH INITIATIVES

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Cresco Labs maintains a high focus on the need for more valid scientific research into the therapeutic benefits and risks associated with treating patients with medical cannabis and we are driving the following initiatives:

- We are currently engaged in research and development with a pharmaceutical manufacturing company to develop a solvent-less cannabinoid extraction process which will create water-soluble, 100% CBD or THC based compounds (powder form) that increase the bioavailability of the ingested cannabinoid. The complexes' stability and increased water-solubility simplifies its formulation into medical products for potential oral, inhaled, intravenous and even transcutaneous drug delivery.
- Cresco Labs is also spearheading clinical trials in collaboration with the Northwestern University Feinberg School of Medicine, the University of Illinois College of Pharmacy and the UIC/NIH Center for Botanical Dietary Supplements Research to formulate a Phase 1 trial related to the bioavailability of topical cannabinoid applications and the efficacy of such application for diabetic neuropathic pain.
- Cresco Labs is collaborating with biopharmaceutical scientists and the University of Illinois at Chicago College of Pharmacy to develop standards and methods for the accurate testing of cannabinoids and other molecular attendants contained in raw cannabis and cannabis derivative products. Such efforts will result in the most developed, thorough and accurate analytical methodologies developed related to cannabis to date.
- Cresco Labs is completing experimental trials with senior faculty at the University of Illinois School of Agriculture using two naturally occurring compounds, applied to the root zone of cannabis plants with the goal of increasing potency and disease resistance. Data from the experiments will be statistically analyzed to determine any significant effect resulting from the compound addition with the intent of publication.





# PHYSICIAN EDUCATION OVERVIEW

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Over the course of 2016, we have made it a priority to host a number of physician education events focused on providing answers to their questions regarding the Illinois Medical Cannabis Program.

In the 9 events we have hosted thus far, over 280 physicians have attended with 73% saying they were more likely to certify a patient after more education and 100% requesting additional information regarding the program.

Keeping aligned with our goals to make medical cannabis more transparent, we have given state approved tours of our cultivation centers and extraction labs to interested physicians.

We are working in conjunction with Arnstein & Lehr, one of the country's oldest and most respected law firms, to host a series of webinars aimed at educating physicians and medical professionals on medical cannabis. Arnstein & Lehr's Healthcare Practice is inviting their healthcare clients to attend live sessions with Q&A.



# PUBLIC EDUCATION OVERVIEW

CRESCO**labs**

The use of cannabis as a medicine is a foreign concept for many people. For this reason, we created a public education campaign spanning across social media, billboards, and even Chicago Marathon participant's bag inserts spreading awareness of the Illinois Medical Cannabis Program.

For our ongoing marketing and advertising efforts in Illinois, our approach is similar to other mainstream consumer packaged goods brands. Our packaging clearly communicates flavors and potency with an appealing aesthetic. We also enhance the “in-store” experience with traditional point of sale / point of purchase displays and collateral.

In true partnership with the retailer, we help to draw a clear path to purchase with social media campaigns that educate, data-driven sales that promote and informative environmental pieces that drive purchase decisions.

As a result we have been able to connect our brand with nearly all the patient population in Illinois, translating into hard sales and market penetration of over 21%+.



**See the difference.**



WWW.CRESCOLABS.COM

## CONFIDENTIALITY STATEMENT

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# THANK YOU

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# CRESCOLabs™

**A MEDICAL CANNABIS COMPANY**

[WWW.CRESCOLABS.COM](http://WWW.CRESCOLABS.COM)

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