



Investor Deck

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Potential investors should pay particular attention to the information contained in the "Risk Factors" section of this Memorandum. Investment in the Company is suitable only for sophisticated investors and requires the financial ability and willingness to accept the high risks and lack of liquidity inherent in an investment in the Company.

The Problem

Cannabis dispensaries are fiscally-strapped in the tightest economy seen since the early days of MTV.

Whether MSO or small independent, **no easy way exists to cost-effectively provide consumers a modern retail experience.**

Inability to easily expand customer base, elevate purchase price per ticket, & proactively increase repeat business affords a business problem worth solving.

The Solution

Build tech enabled pre-order & delivery program at no cost to dispensary to sell more product to existing customers.

Pre-order & delivery program affords existing clients rewards for referral of new customers to the program.

Create frictionless ordering/buying experience with digital payments, both proven to increase the size of each ticket.

Budtendur

An E-Commerce Solution

A web platform e-commerce marketplace providing convenient, fast, & safe transactions between dispensaries & customers.

- ✓ Phone based Starbucks-like app promoting client engagement/loyalty with PayPal-like payment with integrated peripherals replacing in-store & virtual solutions
- ✓ Revenue model: Shared profits from upside experienced from new program.
- ✓ Integrated via API with [Dutchie POS](#) (Nation leading cannabis retail platform).
- ✓ Integrated with [On-Fleet](#) (**KC is first & only VAR with OnFleet!!**).

National Landscape

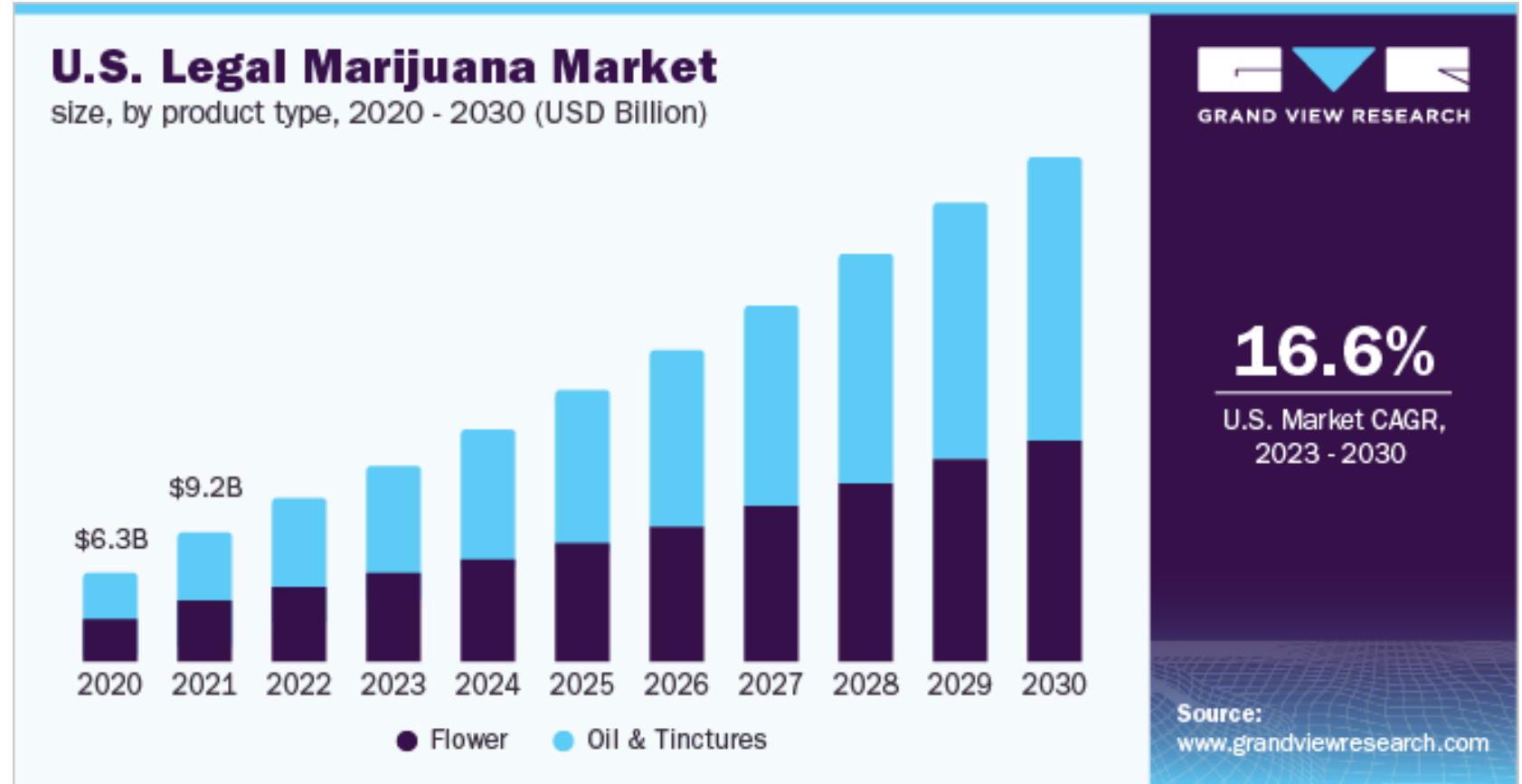
Domestic Legal
cannabis Sales

2022: \$21B

2030: >\$100B

>25.4% CAGR*

*Compound Annual Growth Rate



Source: <https://www.grandviewresearch.com/industry-analysis/legal-marijuana-market>

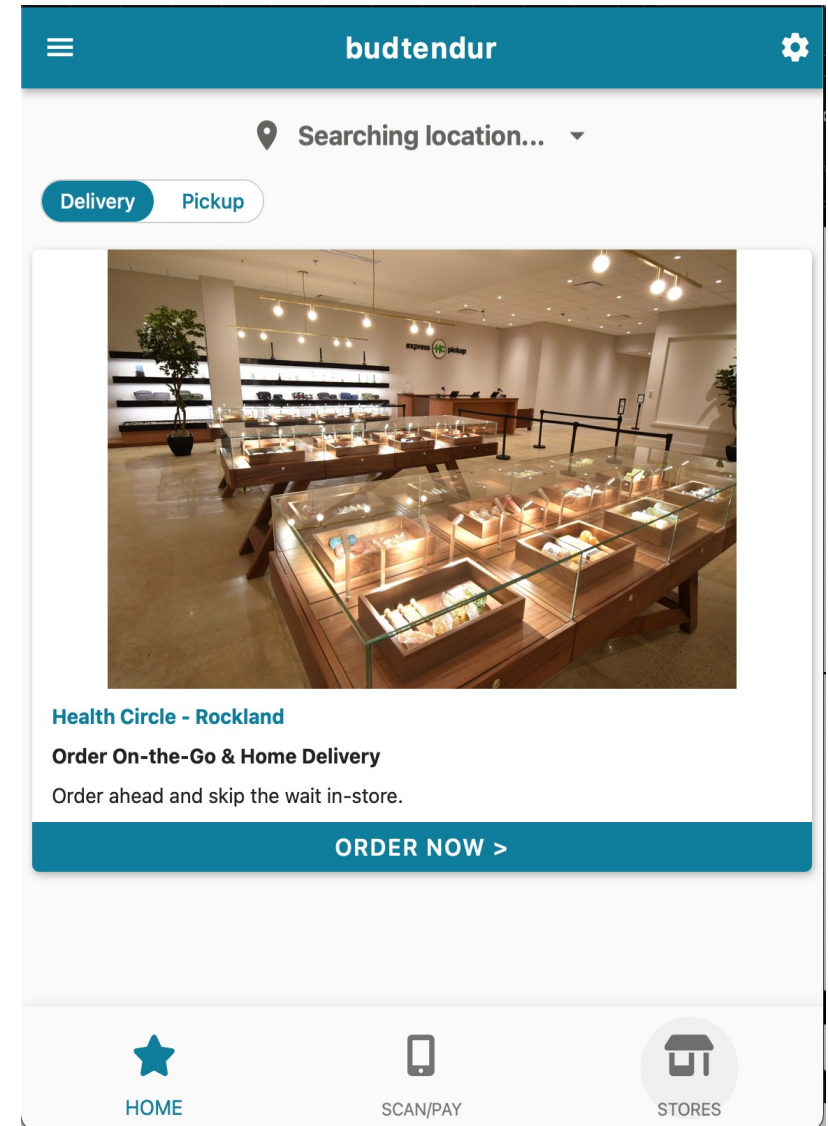
Budtendur: Radical Convenience & Payment Options

Pre-order. Consumers pre-order or real-time purchase for rapid-checkout, curbside pickup, & deliveries.

Multiple payment options for the price of one:

- PIN Debit to the penny
- ACH from ANY bank & option to preload dollars
- Hypur / CanPay

Scanning & Secure. Sales are transacted by consumers scanning a secure QR code.

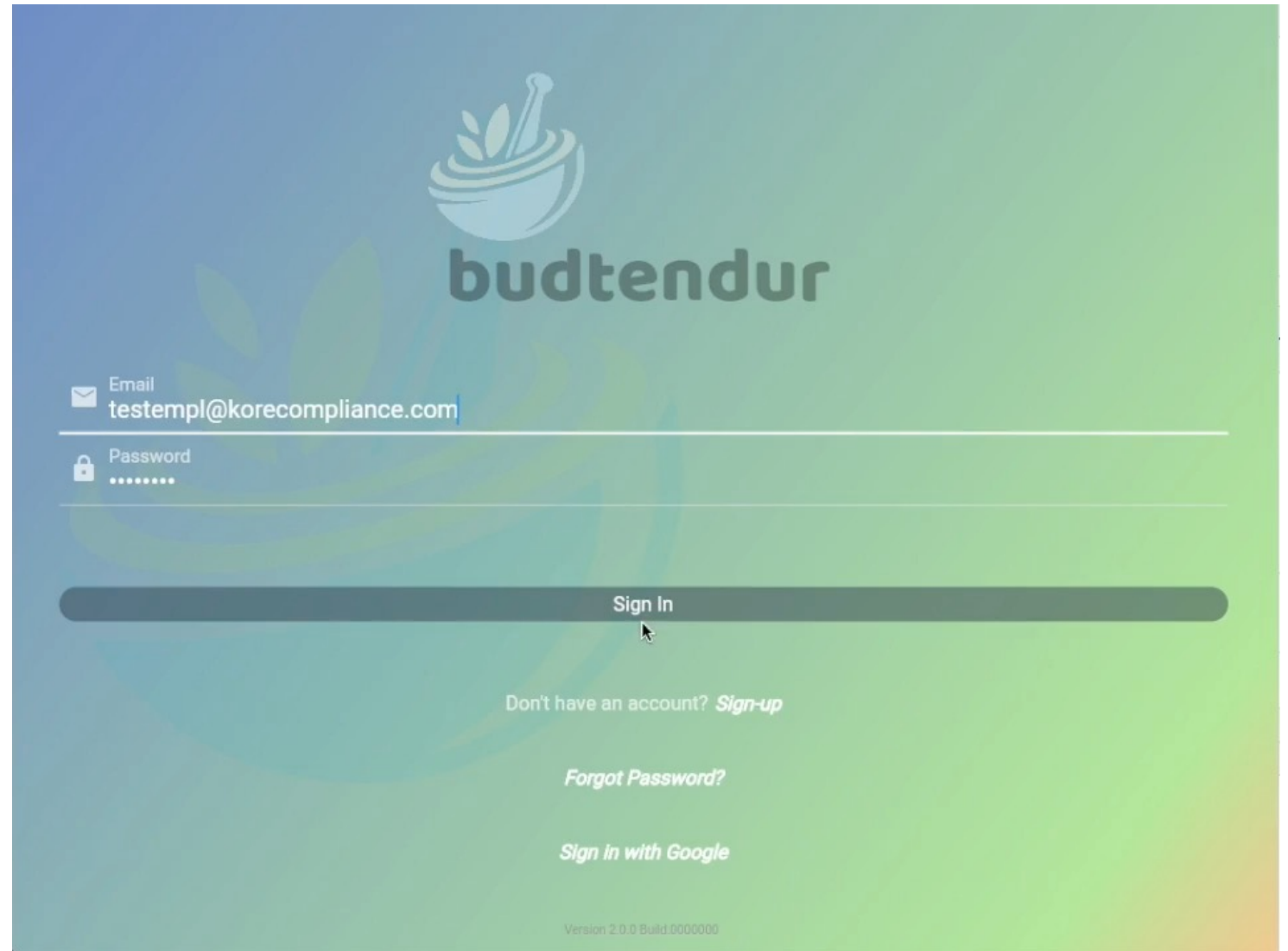



Budtendur QR Code Payment Transaction Demo

QR code generated by dispensary budtender.

Rotating QR code every 20 seconds for elevated security.

Dispensary client scans with mobile device, selects payment option, & money moves electronically.



Click  to play video →

Budtendur Revenue Generation

- ❖ Initially targeting New England (Massachusetts [2022 sales: \\$1.48B*](#)).
- ❖ Pricing with 10% market penetration goal:
 1. Monthly SaaS (OnFleet minimum)
 2. Pre-order success fee of \$8/order
 3. 60% of monthly/quarterly “club” membership dues
 4. .5% (half of 1%) of each sale.
- ❖ Reseller marketplace via trusted courier/delivery operators.
- ❖ Selling via “trusted advisors” (i.e., lawyers, accountants, & bookkeepers).

*<https://masscannabiscontrol.com/2023/01/massachusetts-marijuana-establishments-surpass-4-billion-in-gross-sales/>

Budtendur Competition

- MANY single product verticals compete with each Budtendur feature.
- BUT no single product offers breadth of features included in Budtendur.



Growth Strategy & Budget

	2024	2025	2026	2027	2028
Income:	\$ 677,369.71	\$ 2,129,825.48	\$ 4,650,516.35	\$ 7,562,072.60	\$ 11,343,108.89
Expense	\$ (685,306.25)	\$ (1,763,442.24)	\$ (2,357,688.45)	\$ (2,806,997.18)	\$ (3,363,182.90)
EBITDA:	\$ (7,936.54)	\$ 366,383.24	\$ 2,292,827.89	\$ 4,755,075.42	\$ 7,979,926.00
EBITDA %:	-1.17%	17.20%	49.30%	62.88%	70.35%
IRR:	N/A	4516.41%	5074.70%	5094.74%	5095.39%
Sale:	N/A	N/A	\$ 27,903,098.08	\$ 45,372,435.58	\$ 68,058,653.37
20% of Sale:	N/A	N/A	\$ 5,580,619.62	\$ 9,074,487.12	\$ 13,611,730.67

Budtendur Capital Raise

- Seeking \$2M for 20% equity.
- Various commitment options (e.g., convertible debt vs. straight equity).
- Open to gated / staggered capital call based on achieved targets.

Next Steps or Questions...

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