



## **OTCQB: KSHB**

NICK KOVACEVICH OCTOBER 2017

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# INDUSTRY OVERVIEW

### US CANNABIS INDUSTRY ECONOMIC IMPACT

Legal cannabis sales (including medical) are expected to reach over \$20 billion by 2020 in the U.S. alone

The expected rise of cannabis sales will benefit all adjacent verticals, driving an additional \$20b of economic value across the entire cannabis industry in 2020



### **KEY MARKET DRIVERS**

#### **INCREASING LEGALIZATION**

More than 50% of all U.S. States have some form of legalized cannabis

In Nov 2016 elections, 8 of 9 states approved either legal recreational or medicinal use

#### **FEDERAL & STATE INITIATIVES**

Supreme court recognizes states' rights to regulate

Congress bans government from interfering with state medical marijuana laws

#### SHIFTING PUBLIC OPINION

More favorable public opinion toward legalization.

Especially when combined with child-resistant packaging requirements

# **COMPANY OVERVIEW**

# **KUSH BOTTLES, INC.**

Kush Bottles, Inc. (OTCQB: KSHB) is a dynamic sales platform that provides products and services for both businesses and consumers in the cannabis industry.

### **BUSINESS TO BUSINESS**

We are a trusted partner and a provider of high quality products and services to cannabis businesses in the U.S. and internationally.

#### **BUSINESS TO CONSUMER**

We are capitalizing on the high profitability of servicing consumers within the cannabis industry.

#### **BRAND DEVELOPMENT & IP**

We are taking advantage of a relatively untapped opportunity to build a portfolio of valuable brands and IP.









### **BUSINESS TO BUSINESS**

### **KUSH BOTTLES**

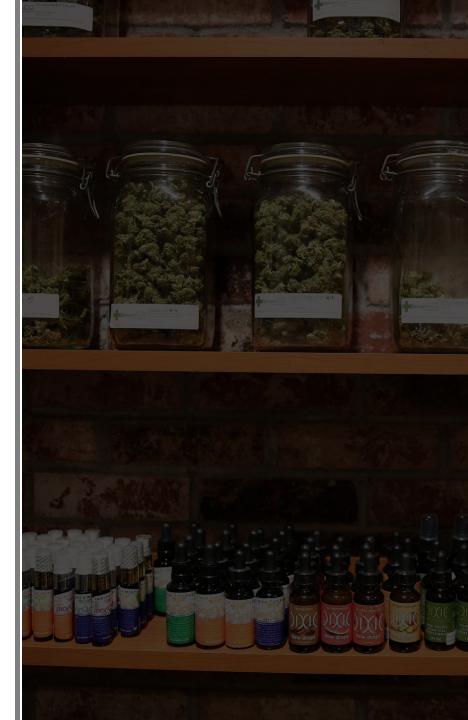


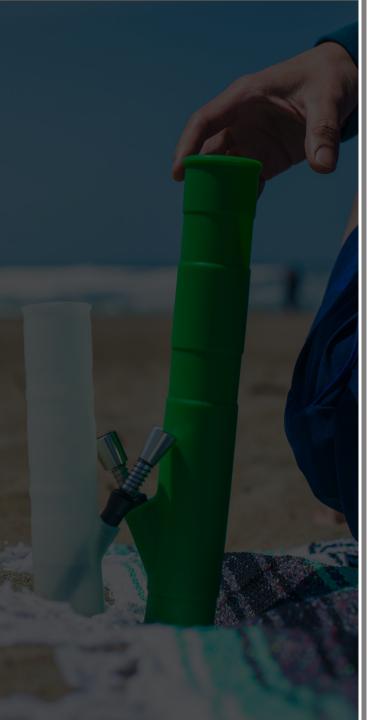
Distributor of packaging, supplies, accessories, and branding services to cannabis dispensaries, retailers, growers, and processors.

### **CMP WELLNESS**



Distributor of standard and custom vaporizer products including pens, cartridges, and accessories.





## **BUSINESS TO CONSUMER**

TERPS ON TERPS

Online retailer and knowledge base for authentic terpenes and cannabis science.



IER

ROLL-UH-BOWL

Consumer brand and online retailer of portable, collapsible silicone water pipes and other accessories.

### MIDNIGHT TOKE



Online retailer of glass pipes, smoking accessories, vaporizers, and more.

## **BRANDS & INTELLECTUAL PROPERTY**

We are committed to building a portfolio of valuable brands and IP

#### BUD GLOVES<sup>™</sup>



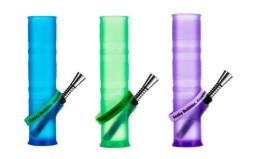
KUSH BOTTLES™



### 



ROLL-UH-BOWL<sup>TM</sup> Patent Pending



### GRIP N GLIDE<sup>™</sup>



#### KUSH CANISTER<sup>TM</sup> Proprietary



### KUSH N SLIDE™



### KUSH N TURN<sup>™</sup>



## **OUR REACH**

#### BROAD & DIVERSIFIED CLIENT BASE

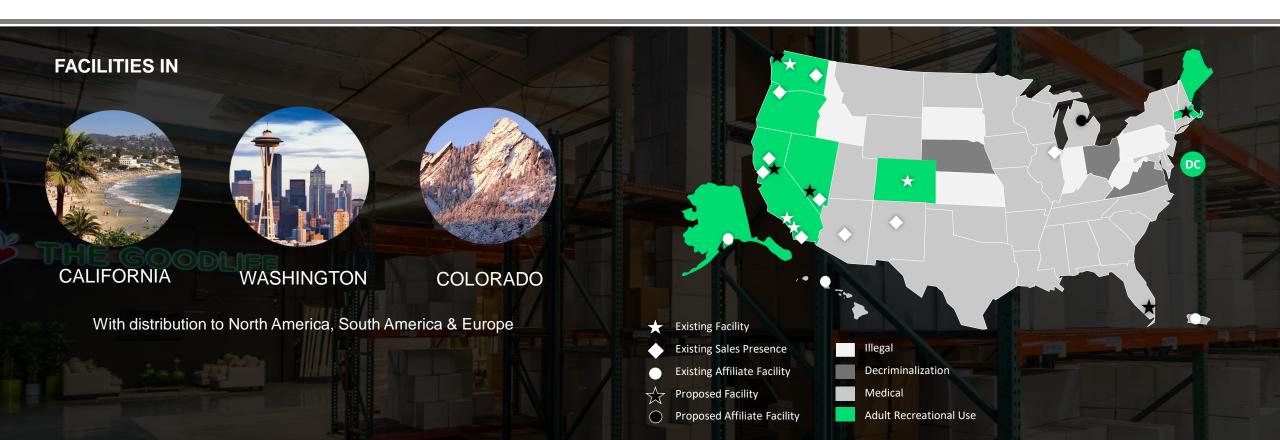
With 4,000+ business accounts (up from ~1,000 in 2015)

# VALUE ADDED, EVANGELICAL SALES FORCE

A highly trained, in-house sales force is critical given the early stage of this industry

# STRATEGICALLY LOCATED IN KEY CANNABIS MARKETS

We want to have a network of facilities designed to efficiently service the entire U.S.



### MULTI-FACETED GROWTH STRATEGY

- ✓ Stay on top of all new industry trends
- ✓ Be first mover in new markets
- $\checkmark\,$  Grow wallet share with existing clients
- ✓ Leverage strategic partnerships
- ✓ Make strategic acquisitions



### LEADING AN INDUSTRY CONSOLIDATION

### UNIQUE CAPITAL SITUATION

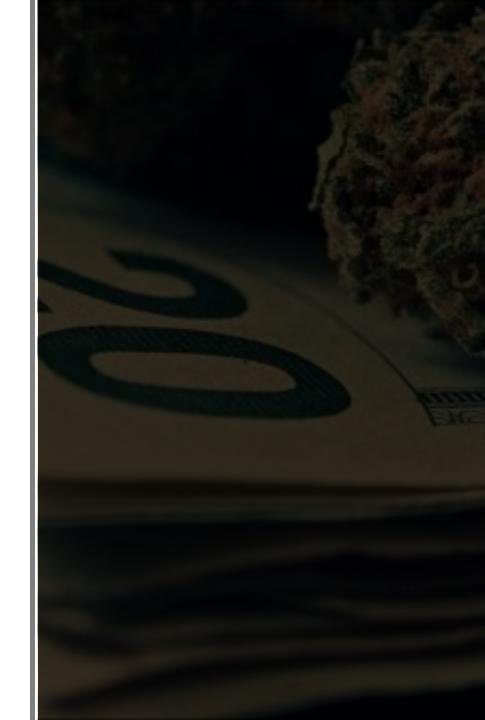
No traditional debt financing available

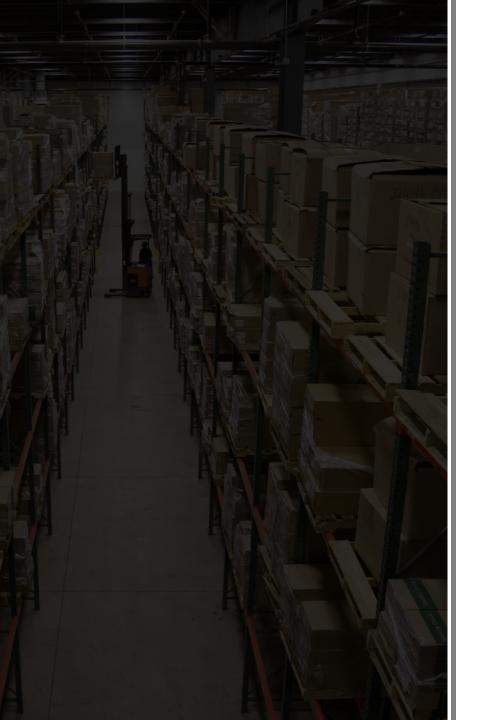
Unfavorable equity financing offered in select cases

KSHB is better positioned to raise capital than other players in this industry

### **INDUSTRY IN EARLY STAGES**

Founders don't want to cash out too early Smaller piece of a bigger pie in an attractive option KSHB can provide value added growth capital





## **SOLID PLATFORM FOR GROWTH**

Kush Bottles has invested significantly in personnel, facilities, technology, and systems to support organic and acquisitive growth

Specific departments focused on accounting, fulfillment, IT, marketing, product development, sales & sourcing

Kush Bottles can use its stock as currency and has done 3 acquisitions to date

## LEADERSHIP

#### NICK KOVACEVICH

#### CO-FOUNDER & CEO

In his role as CEO for Kush Bottles, Nick directs all business relations and financial strategy for the company. Nick also oversees the organization's senior management team. Nick has been integral in making critical strategic, growth, and financial decisions since the company's inception.

Nick holds a Bachelor of Science from Southwest Baptist University where he studied Sports Management and earned Academic All-American honors. While at SBU, Nick played small forward for the men's basketball team, leading the Bearcats to the Sweet 16.

#### BEN WU

#### PRESIDENT & COO

Ben Wu brings to Kush Bottles valuable experience in managing small, rapidly growing businesses. Prior to Kush, Ben served as a Vice President at Wedbush Capital Partners, a private equity fund focused on acquiring, professionalizing and accelerating the growth of small entrepreneur owned companies. He is very familiar with a broad range of industries including manufacturing, distribution, branded consumer products and packaging.

Ben joined Kush Bottles in February 2014 and has been instrumental in the development of the Company.

#### JIM MCCORMICK

#### CFO

Jim McCormick has extensive CFO experience and has demonstrated financial and strategic leadership in his previous roles in the cannabis and tobacco industries. Mr. McCormick spent the majority of his career at British American Tobacco where he held multiple general management and CFO roles internationally over his sixteen-year tenure with the firm. Prior to this role, he was CFO at Electronic Cigarettes Group International.

In his role as CFO, Jim McCormick leads all financial operations. He is also responsible for managing liquidity, balance sheet risk, and capital market transactions to ensure Kush Bottles remains well positioned to capitalize on growth opportunities.

# FINANCIAL OVERVIEW

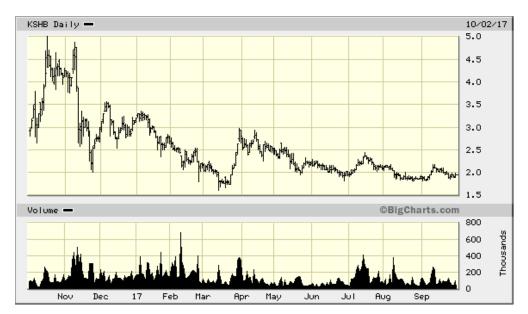
### **KEY STATS (OTC: KSHB)**

#### TRADING DATA (@ October 2nd, 2017)

STOCK PRICE	\$1.95
52 WEEK HIGH/LOW	\$5.00/\$1.24
AVG. DAILY VOL. (3 MO.)	127,904
SHARES OUTSTANDING	58.53M
PUBLIC FLOAT, EST.	29%
INSIDER HOLDINGS	71%
VALUATION MEASURES	
MARKET CAP	\$114.143M

Q3 HIGHLIGHTS (@ May 31, 2017)

REVENUES	\$4.72M
GROSS MARGIN	33%
TOTALASSETS	\$43.70M
WORKING CAPITAL	\$4.17M



Source: NASDAQ historical quotes

### **COMPARATIVE QUARTERLY REVENUE**



## **BALANCE SHEET SUMMARY**

\$ IN MILLIONS	May-31-2017	August-31-2016
	ASSETS	
CASH	0.8	1.0
ACCOUNTS RECEIVABLE, NET	1.6	0.2
INVENTORY	3.1	1.1
PROPERTY & EQUIPMENT, NET	0.9	0.3
GOODWILL	35.0	2.4
TOTAL ASSETS	43.7	5.6
LIABILITIES		
DEBT	1.8	<0.1
TOTAL LIABILITIES	4.3	1.0
TOTAL EQUITY	39.4	4.6
TOTAL LIABILITIES AND EQUITY	43.7	5.6
TOTAL WORKING CAPITAL	4.1	2.0

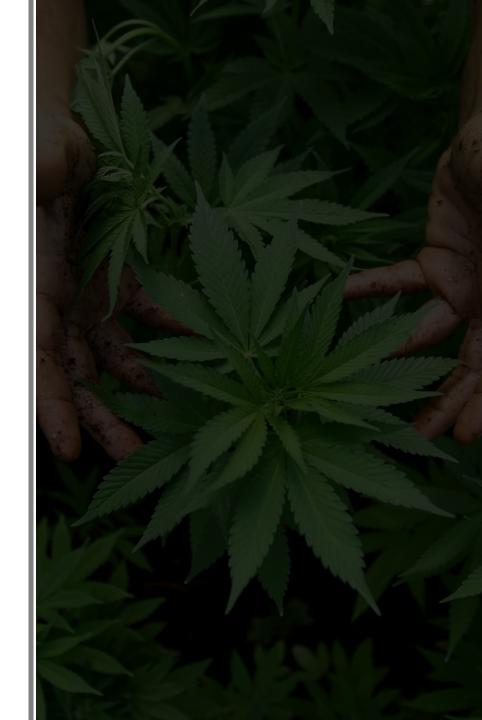
### **KEY TAKEAWAYS**

Kush Bottles is a highly dynamic distribution platform focused on the cannabis industry.

Our unique relationships with growers, dispensaries, manufacturers and ancillary companies will continue to provide us with first mover opportunities to expand into new segments within this rapidly growing industry.

Over the last 12 months we've invested extensively in our team, systems and infrastructure which allow us to continue our rapid growth both organically and through acquisitions.

Due to the unique set of challenges facing the cannabis industry, Kush Bottles will take advantage of our unique platform and superior balance sheet to be a leading consolidator within the industry.



## THANK YOU

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