

Insights & Opportunities

TSX Venture (OGI)

OTCQB Venture Marketplace (OGRMF)



ORGANIGRAM

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Strong Roots.

In our plants, our people
& our company.



Investor Highlights

Consumer base to grow exponentially with adult recreational market – by July 1, 2018

Canada – global leader in cannabis



Strategic location to operate our business

New Brunswick
– leading the cannabis charge in Canada



Increased production with fully-funded expansion

Ready for the adult recreational market launch



Brand positioning & strategic partnerships

Differentiated **products & brands**



Team with extensive experience

Cannabis, large **CPG** brands, beverage **alcohol, pharma, finance, horticulture**



Organigram: Financial Snapshot

Stock Data (TSXV: OGI)

Stock Price (9/25/2017)	\$2.85
52 Week Low/High	\$1.64 - \$3.99
Avg. Daily Vol. (3 mo.)	525,105
Basic Shares Out. ⁽¹⁾	104.1M
Fully Diluted Shares Out. ⁽²⁾	115.0M
Public Float, est.	95.6M
Insider Holdings	~8.2%

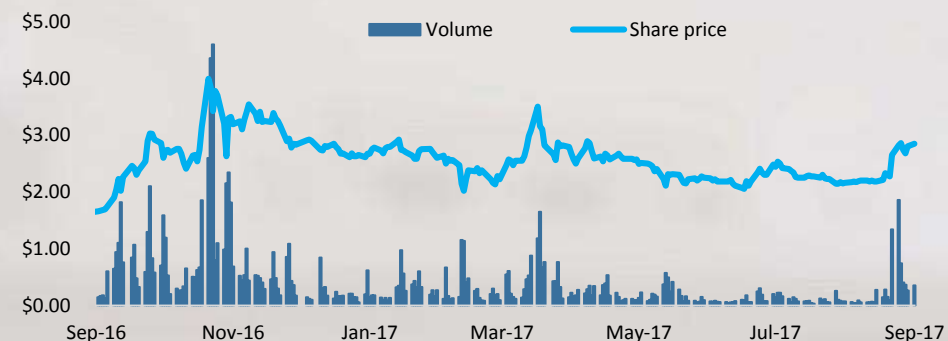
Valuation Measures

Market Cap ⁽³⁾	\$297M
Enterprise Value	\$268M
EV/Revenue (LTM 5/31/17)	35.7x
Price/Tangible Book	3.3x

Financial Highlights

Revenue (LTM 5/31/2017)	\$7.5M
EPS (LTM 5/31/2017)	(\$0.087)
Cash	\$48.5M
Debt	\$3.6M
Total Assets	\$89.4M
Total Liabilities	\$7.2M
Fiscal Year End	Aug 31

Share Price Performance LTM⁽⁴⁾



Note: All figures as at quarter ended 5/31/2017 unless otherwise noted.

(1) As at July 24, 2017.

(2) Based on as converted method, f.d. share count is 115.0M as at July 24, 2017.

(3) Based on f.d. shares outstanding of 115.0M and a share price of \$2.42.

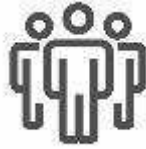
(4) LTM share price and volume from Bloomberg, as of 7/28/2017.

Strong Roots



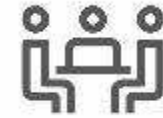
Plant

- Premium product
- Certificate of Analysis
- Focus on Quality
- Current Lift Cannabis Rating
 - 4.5 / 5
- Industry-leading Quality Assurance program



People

- World-class experience
- Invest in strong leadership
- Knowledge transfer
- Focus on culture & brands



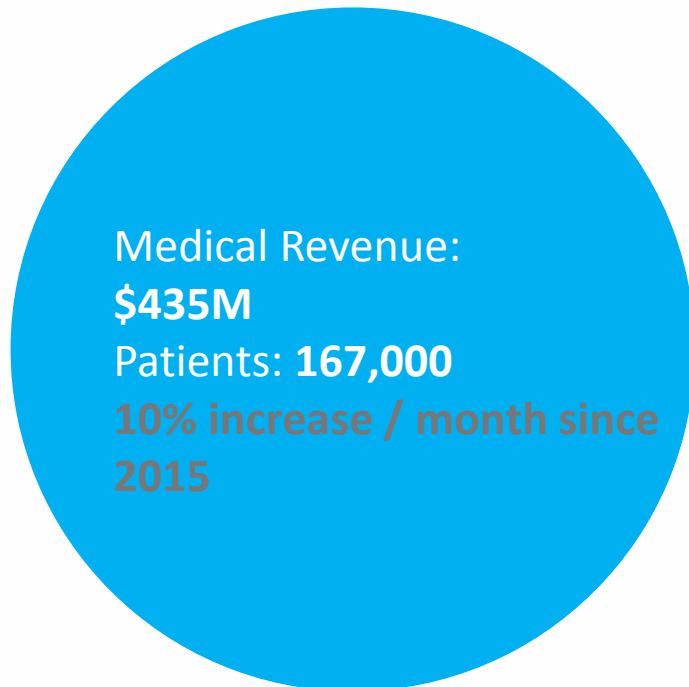
Company

- Early entrant
- High medicinal standards
- Well-positioned for adult recreational market

Cannabis Consumption: Forecasted Exponential Growth

2017

Medical Market



• As of March 31, 2017

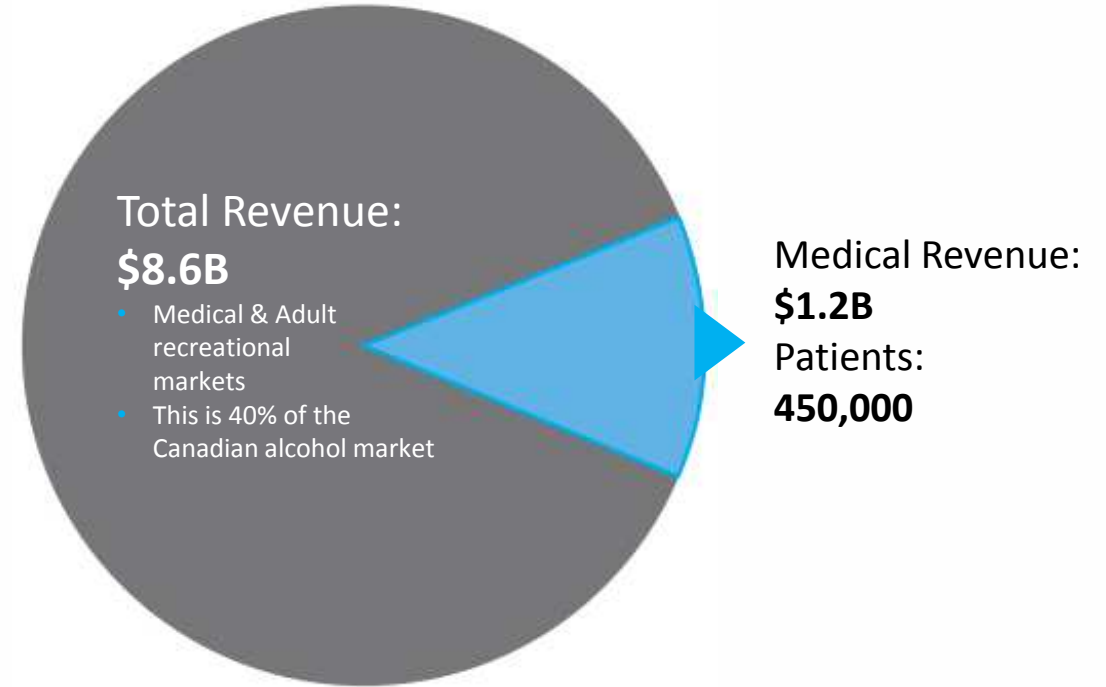
2018

Adult Recreational Market

Launch: by July 1, 2018



2021



Source: Russell Stanley, Echelon Wealth Partners

Canadian Legislative Landscape

The Canadian Federal Government announced marijuana will be legalized on, or before, July 1, 2018.

- Federal legislation was tabled April 13, 2017
- Organigram part of select group of LPs that will have product for the adult recreational marketplace launch
- Provinces will determine retail sales distribution channel, which in most cases will mirror liquor distribution by province.
Licensed Producers will also be able to sell via direct mail

The Opportunity for Organigram

- Premium high quality product
- Existing established customer base
- Increase production capacity in advance of adult recreational market launch
- Leadership among the competition
 - setting standards for product quality
- Corporate social responsibility
 - educating consumers on responsible usage
- Create and develop branded and differentiated products

A top-down view of a person's legs and feet on a wooden deck. The person is wearing grey and green athletic shoes with white socks. Their hands are clasped together near their right foot. A red and black water bottle is on the deck to the left. The background is a wooden deck with vertical planks.

Making Good Choices. The Strategy.

We're well-positioned for the adult recreational market.



New Brunswick

We Call it Home. And it Makes Business Sense.

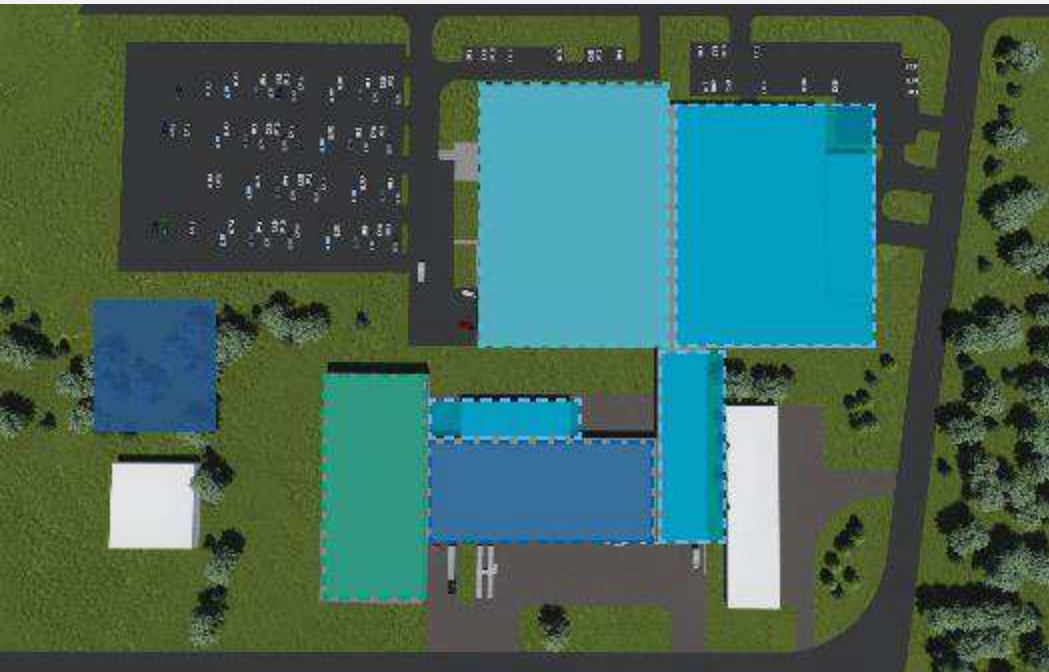
- One of the lowest cost locations in Canada
 - Operating cost
 - Real estate
 - Utilities
 - Wages
- Lowest general corporate income tax in Atlantic Canada
- Optimized, low-cost producer
 - **5.11 cents / kWh**
vs. 18 cents / kWh in Ontario
- Skilled & motivated workforce
- Bilingual branding and services





Organigram Signs Landmark Deal

- In September of 2017, Organigram becomes one of the first licensed producers to sign an MOU with provincial authority responsible for the distribution of cannabis to the adult recreational market
- Deal secures a minimum of 5 million grams per year
- Retail value of between \$40 million to \$60 million per year
- Agreement reinforces progressive leadership of New Brunswick within Canadian market, emphasizes province's commitment to New Brunswick-based businesses



Exponential Production Growth

- Fully funded (ongoing) facility expansion
- 250,000 sq. ft. on 14 acres – 690% increase in 4 years
 - Includes:
 - Ongoing annual rental income of \$770,000 (blue-chip tenant)
 - State-of-the-art purpose-built in-house extracts processing facility
 - 25,000 - 30,000 sq. ft.
- Production capacity
 - Present: 5,200 kg/yr
 - Q4 2017: 16,000 kg/yr - **[208% increase]**
 - December 2018: 26,000 kg/yr - **[63% increase]**
 - Expected pro-forma production capacity

Expansion Specifications

Phase	Status	Completion Date	Area (sq. ft.)
Phase 1	Complete	Complete	31,600
Phase 2	Under Construction	Oct 2017	102,125
Phase 3	Under Construction	Late 2018	35,715
Phase 4	Planning		25,000
Phase 5	Leased Space	N/A	58,503
Approx. Project Total Sq. Ft /			250,000







Three Level Growing Technology

- Maximize footprint
- 100% larger rooms in new expansion

It's a Brand & Product Play

The Green Solution



- Exclusive Canadian brand licensing, product development and distribution agreement
- Proven market leader base in Denver, Colorado
 - \$100M + in cumulative product sales
 - 13 retail locations
 - 225+ unique cannabis products in portfolio
 - Recognized and award-winning premium brands and product lines
 - Consulting Organigram for development of:
 - Commercial scale extraction and processing
 - Formulated product development

Trailer Park Boys



- Exclusive Canadian licensing agreement:
 - Cannabis producer
 - Business partner and brand developer
- Organigram will develop branding, packaging and competitive product portfolio for recreational market
- Distributed exclusively by Organigram

Our Brand Strategy

- Readiness to guarantee first-to-market
- Brands & segmentation
- Develop products faster
- North American & Global appeal
- Flawless execution

Acquisition: Trauma Healing Centers



- Scale up and achieve expansion goals

- 4,500 patients



- 7 locations



- Focused on Canadian Veteran Community
- Trauma Healing Centers is the only organization to boast a multi-disciplinary designation in Canada with Blue Cross for military and RCMP veteran clients
- Physicians, psychologists, physiotherapist, counsellors, dietitians and therapists

Key Performance Indicators



\$2.00

Q3 2017

Cost of goods sold

Low cost producer

(excludes f.v. adjustment
to bio-assets and inventory)



\$8.11

Q3 2017

Avg. selling price
per gram of dried
cannabis to medical
patients



31%

Sales Growth

Gross sales
increased year
over year

(Q3 2017 vs Q3 2016)



\$48.4M

Cash Balance

Q3 2017

Key Take Aways

- Organigram is well positioned to become a **leading producer** to both the medical and adult recreational markets
 - Medical continues to proliferate and gain acceptance
 - Adult recreational entering its infancy, a new market for distribution



- Increasing **Production and Processing Capabilities**
 - Expected increase in production to 16,000 kg per year in 2017
 - 26,000 kg per year in 2018
 - Fully funded to complete expansion



- Positioned well for **Regulatory Changes**
 - Adult use program launch expected before July 1, 2018
 - Will open up the recreational market
 - Early win with Government of New Brunswick MOU



- Organigram is an efficient producer of **premium quality product**
 - Average cost of goods sold of **\$2.00 per gram**
 - Average selling price of **\$8.11 per gram**

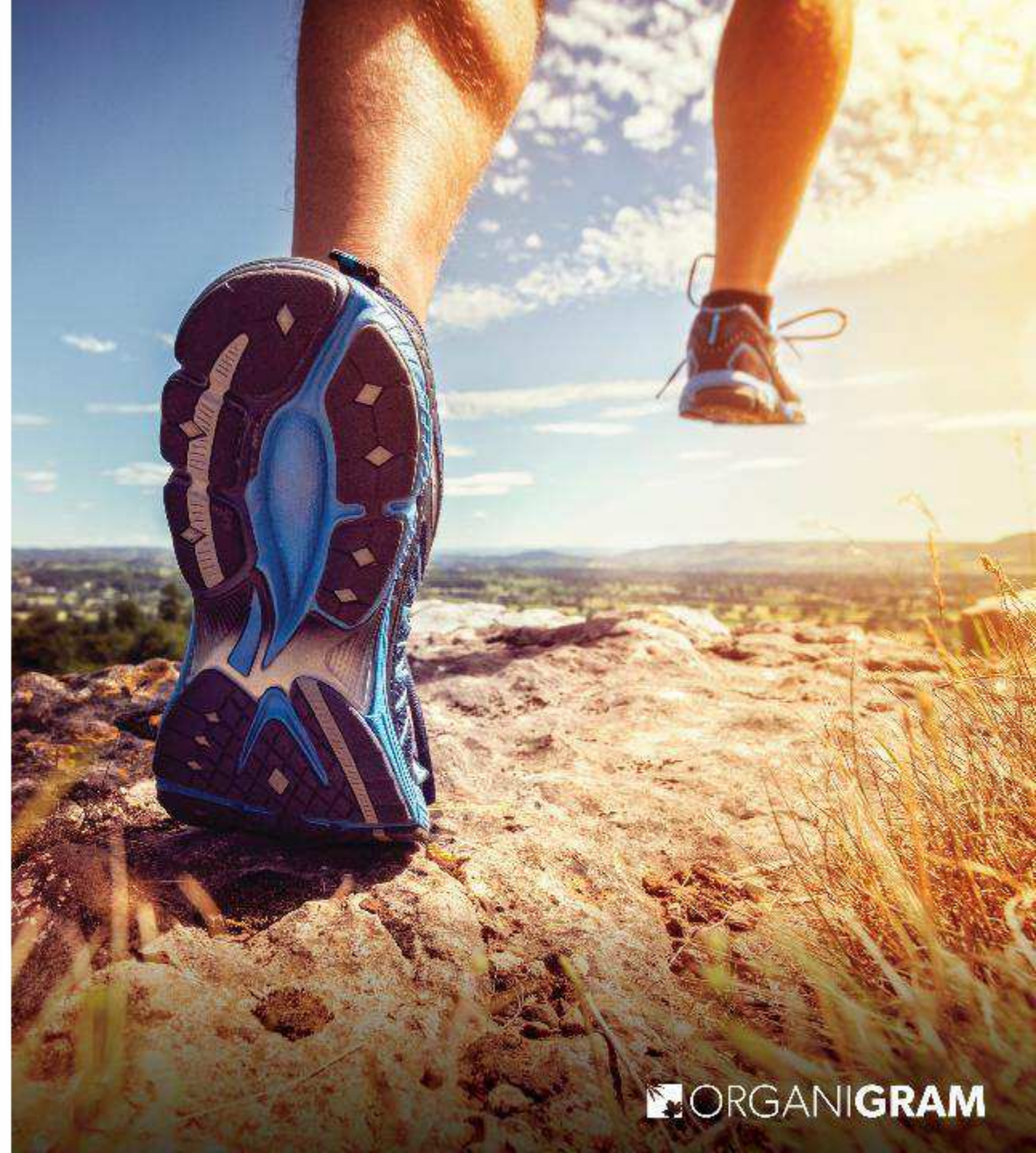


Thank You!

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Appendix A: Management

Greg Engel – Chief Executive Officer and Director

Mr. Engel is a senior executive with 30 years of National and International experience in the pharmaceutical, biotechnology, cannabis and consumer packaged goods industries. Mr. Engel has led the creation, development and growth of several companies over the span of his career. An articulate and trusted voice in the burgeoning Canadian cannabis space, Mr. Engel most recently worked with a competitive licensed producer to become the first Canadian exporter of medical cannabis, as well as the establishment of several trailblazing industry standards. As leader at Organigram Inc, Mr. Engel is focused on reputational excellence through product quality and safety, expansion of the company's Moncton, N.B. facility, and production efficiencies to position the company as a leader in the Medical and Adult Recreational Cannabis industries. Mr. Engel graduated from the University of Guelph with an Honours Bachelor of Science in Microbiology.

Jeff Purcell – Vice President of Operations

Mr. Purcell assumed the position of Vice President of Operations of Organigram Inc. on June 12, 2017. He is filling a key role on the company's Senior Leadership Team, as a seasoned professional in the areas of large scale production and facility expansion. Mr. Purcell has the responsibility and oversight for the entire production facility including production, engineering and maintenance, construction, quality assurance, safety, security and the company's vision for oils and extract products. Mr. Purcell brings over 25 years of experience to the role, most recently as Vice President of Operations at Ganong Bros. Limited with responsibilities including implementation of quality systems, safety, and continuous improvement initiatives. While in the role, he was also responsible for a significant facility expansion, essentially creating an entirely new production environment. Prior to Ganong, Mr. Purcell spent over 15 years in progressively senior roles leading operations at McCain Foods. Mr. Purcell holds a Bachelor of Commerce degree, from St. Mary's University.

Peter R. Hanson – Interim Chief Financial Officer

Mr. Hanson joined Organigram Inc. in August 2014 and before his most recent appointment to interim CFO he held the position of Director of Finance & Administration. Prior to his joining Organigram Inc., Mr. Hanson had 20 years of experience in the field of finance and administration primarily in the manufacturing and services sector. Mr. Hanson possesses a demonstrated track record in finance, human resource management and strategic planning. Peter holds a Bachelor of Commerce degree from Mount Allison University. Mr. Hanson also holds a Chartered Professional Accountant designation and a Chartered Professional in Human Resources designation, in the Province of New Brunswick.

Raymond Gracewood – Chief Commercial Officer

As the previous Senior Director of Sales and Marketing for Moosehead Breweries Ltd., Mr. Gracewood is a leading brand and marketing professional in Atlantic Canada. With more than 15 years of experience in the marketing space, he is a strong speaker on brand, packaging and positioning, both locally and throughout North America. He has extensive experience in building and developing brands, positioning and segmentation. Mr. Gracewood holds a Bachelor of Business Administration degree from the University of New Brunswick.

Appendix B: Board of Directors

Denis Arsenault – Executive Chairman

Mr. Arsenault has spent the past 30 years as a successful entrepreneur; building, running, and selling several profitable businesses. As the former Chief Executive Officer of the Company, Mr. Arsenault focused on growing the Company into a sustainable and successful employer in Moncton. His extensive knowledge and experience in building successful enterprises has helped to establish a strong management team and a modern production facility prior to his transition to the role of Executive Chairman. Mr. Arsenault holds a Bachelor of Administration Degree from the Université de Moncton.

Monique Imbeault – Director

Mrs. Imbeault is currently Chief Executive Officer of General Financial Corporation Ltd. (“GFC”). Prior to joining GFC, she was Counsel with McInnes Cooper. She brings significant board experience including her current roles on the boards of XL-ID Solutions Inc. and of Resilia Inc. She is Chair of the Board of the New Brunswick Health Research Foundation and the Atlantic Institute of Neurosciences, and was previously Chair of the Board of publicly traded Imvescor Restaurant Group Inc. Mrs. Imbeault received her LL.B from the Université de Moncton, a BSC, (Chemistry) and an Engineering Certificate from Mount Allison University, completed the Director Education Program at the Rotman School of Management and has received her ICD.D designation granted by the Institute of Corporate Directors.

Michel Bourque – Director

Mr. Bourque brings more than 25 years of sales and marketing leadership experience in the pharmaceutical industry, having worked in the branded Rx, generic Rx and branded/private label OTC sectors. Over this time, he has successfully led teams in the specialty medicine, hospital, and retail key account areas driving profitable growth through strategic planning and the implementation of innovative value-added programs. Mr. Bourque holds a Bachelor of Business Administration degree from l’Université de Moncton.

Peter Amirault – Director

Mr. Amirault is currently the President of BML Group Limited. Prior to joining BML Group, Peter held varying executive roles including: President of Swiss Chalet North America for the Cara Group of Companies, CEO of Creemore Springs Brewery Ltd, Senior Vice President of Molson Coors Canada, Managing Director of Sleeman Brewing Ltd, along with senior roles at Nestle Canada and The Premium Beer Company of Toronto. Peter holds a BBA from Acadia University and an MBA from The Schulich School of Business. Peter brings a wealth of knowledge with his previous board experience and roles at senior management levels.

Dr. Kenneth Mitton – Director

Dr. Mitton is a highly respected physician, practicing in Moncton, New Brunswick. Dr. Mitton has practiced medicine for over 30 years as a family doctor. He also advises a number of large corporations in New Brunswick, with respect to occupational health matters. Dr. Mitton has previously served as the Chief of Staff of the South-East Regional Health Authority (now the Horizon Health Network) and is currently the medical director of The Moncton Hospital. Dr. Mitton holds a Bachelor of Science and a Doctor of Medicine Degree from Dalhousie University.



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