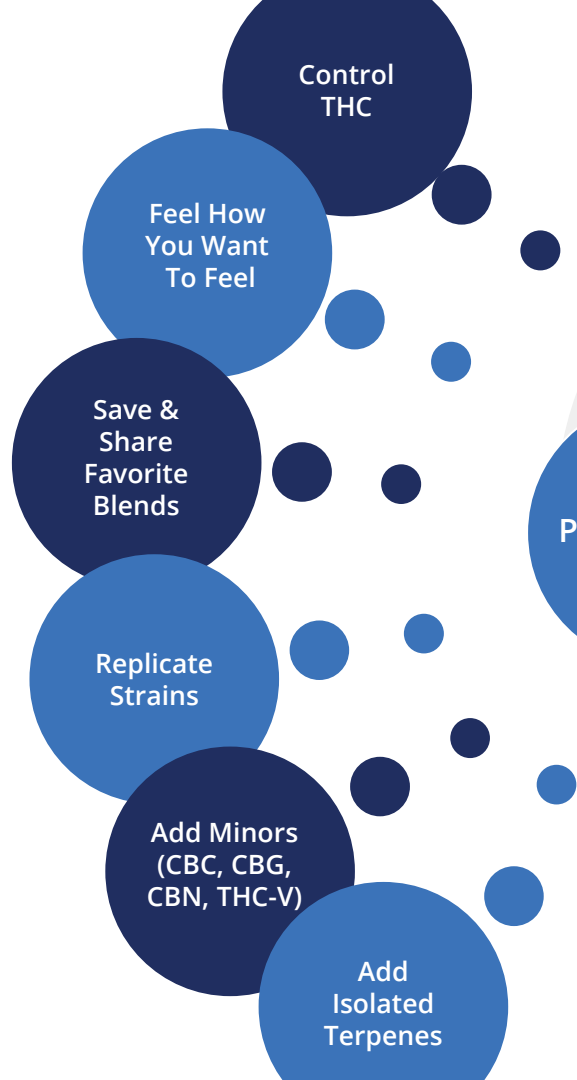




# IMAGINE



Personalized

# ACCESSIBILITY

# THE OBLEND



Creates *personalized* cannabis products with *pharma-grade precision* on demand



## Replaceable Ingredient-Filled Canisters

Each canister is chip-encoded & communicates with cloud  
Ingredients must pass Altopa internal quality controls



## Ingredients On-Board

Cannabinoids (THC, THC-V, CBD, CBN, CBC & more)  
Therapeutic essential oils, including terpenes



## Oblend Products

Vapes, tinctures, topicals, capsules, culinary oils & more



## On-Demand

Oblend creates each personalized product in 1-2 minutes



## Scalable Infrastructure

Holds a dozen canisters & will increase based on market demand



# THE MEANING OF “O”

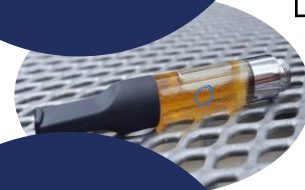


Precise

Consistent

Personalized

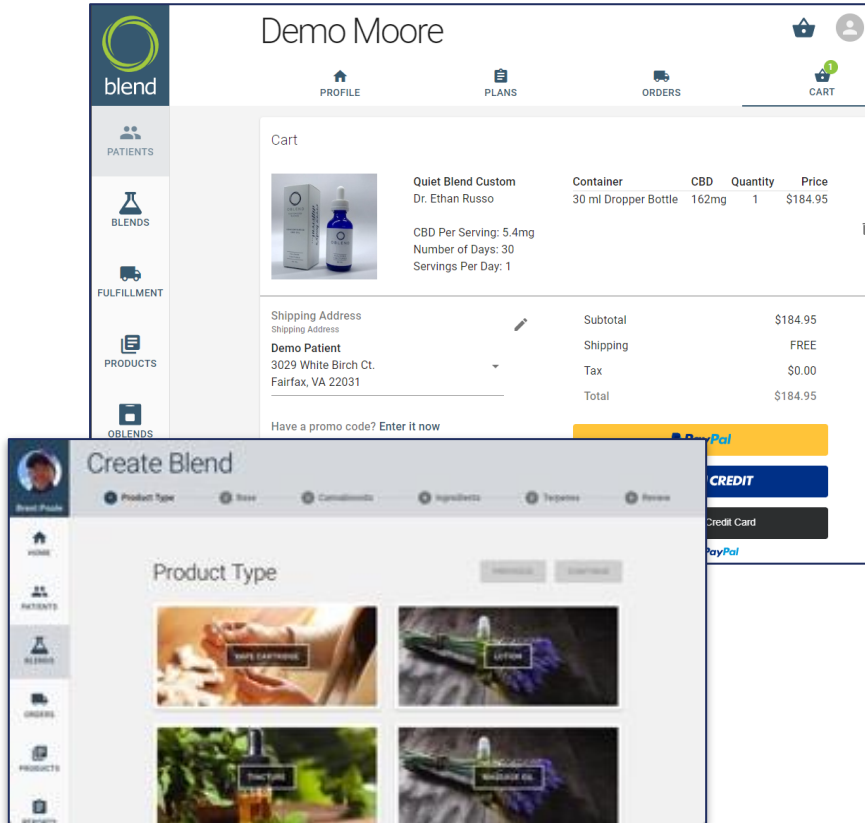
Safe



Ingredient	State Testing Requirements (+/-)	Oblend Precision (+/-)
Cannabinoids	10-15%	< 1%
Terpenoids	No Testing Required (other than safety tests)	< 3%

POWERED BY OBLEND

# THE PLATFORM



## Desktop App

- Find, customize & save favorite recipes
- Adjust ingredients, including THC
- Create personalized micro-doses



## Database with Formulations

- Expert-sourced & care provider formulations
- Search by medical ailment, highest rated blends, formulator
- Replicate strains
- Ingredient education & transparency



## Social Platform

- Share favorite blends with family & friends
- Share clinical data with care providers
- See what other care providers are recommending



## Platform Modules

- Care provider & patient portal
- Processor toolkit
- Fulfillment suite



# THE DATA

## Collecting Data

Each time a user interacts with Oblend, we collect data

- Formulation **efficacy**
- Patient **demographics, conditions & symptoms**
- **Patient surveys & FDA validated questionnaires**
- **Formulation & delivery** modality comparisons
- Best practices & **standardized protocols**



## Improving Patient Outcomes

Shared data enhances patient outcomes

- Database of accessible expert-sourced formulations
- Efficacious formulations
- Optimal Delivery Modality
- Optimal Patient Protocols

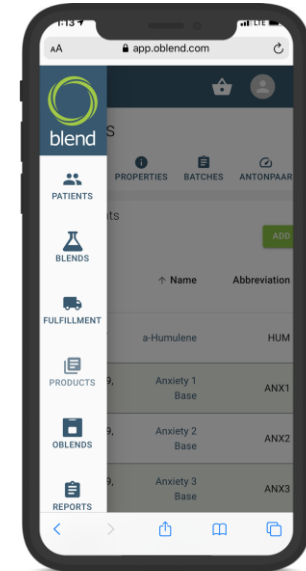


## Ensuring Privacy

Platform is HIPAA compliant & data is anonymized



Oblend  
Cloud



# COMPETITIVE ADVANTAGE



## First Mover



## Proven Formulations

- Shared Data
- Expert-Sourced Formulations



## Protected Assets

- Smart Chips on Replaceable Canisters
- Oblend Platform



## Patent Portfolio

- 22 Patents Granted
- 33 Countries Protected
- Key Utility Patent Granted
- Multiple Pending Patents

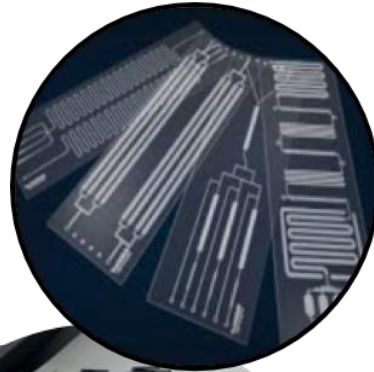
# INTELLECTUAL PROPERTY

## Intellectual Property

- Multiple design patents issued
- Extended protection to 33 countries

## Hard Problems Solved

- Materials compatibility
- Highly variable flow characteristics
- Interchangeability of canisters



## Key Utility Patent Granted

- Patent examiner identified additional key utility patents
- Device
- Apparatus Method

## Technology Domains

- Microfluidics
- Temp & pressure regulation
- Dynamic blend logic



# Oblend Video



## Demo Video

- Food coloring added to dispensed ingredients
- Microfluidics means that under commercial operations the dispense volume is “micro” and therefore harder to see. This demonstration has the dispense time extended to illustrate dispense.

# OBLEND PLATFORM POTENTIAL



## Vertical Expansion

- Customized **Cosmetics**
- Tailor-Made **Nutraceuticals**
- Personalized **Fragrance**



## Clinical Trials & Research

- Virtual, decentralized **clinical trials**
- Rapid iteration & **drug development**
- **Personalized therapy** based on clinically important genetic variations in DNA
- **Preventative plant-based therapy**



## Horizontal Expansion

- **Veterinary** industry for cannabis products



## Data Monetization

- **Efficacious formulations**, patient demographics, delivery modality, dosing protocols

# THE TEAM



**NICOLE WICKER**  
CEO & CO-FOUNDER

Raised over \$180M. 2013 CFO of the Year (NC). CFO & Acting CEO of TearScience, FDA Medical Devices & fastest growing company in NC (2011-2013) acquired by J&J. E&Y IPO & M&A. Broad expertise with early stage & high growth healthcare & technology companies.



**BRENT POOLE**  
COO

E&Y Management consulting, Amazon employee #113, owned Amazon's International expansion strategy, supply chain & operations management, founder/CEO of Mindbloom, a digital health company with a successful exit.



**JUSTIN ALEXANDER**  
CFO

Senior Director of Strategy at Asklepios BioPharmaceutical (AskBio) where they raised a \$235M Series A. Identified and closed ### acquisitions, Finance Executive roles at Cohera Medical, TearScience and Trimeris. KPMG.



**VJON COLLETTE**  
VP OF ENGINEERING

15 years software architecture and development: Sr. Developer for Mindbloom, a health & wellness startup, Co-Founder & Executive, Carpool Agency, Etelos.

# BETA LAUNCH COMPLETE



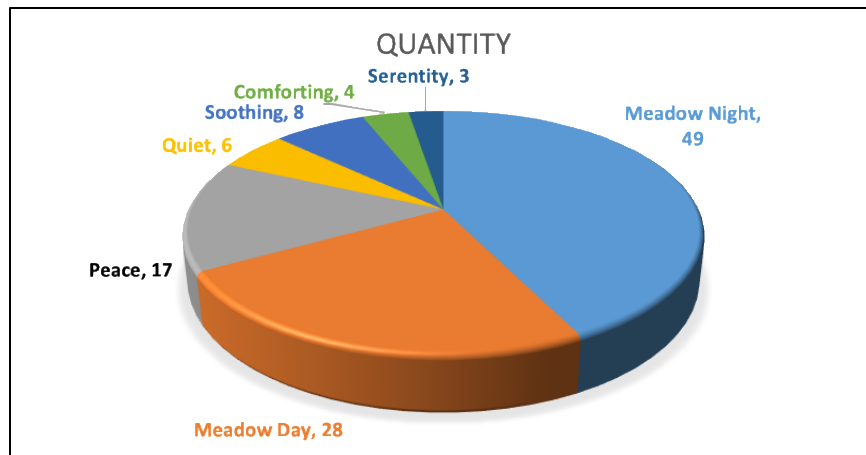
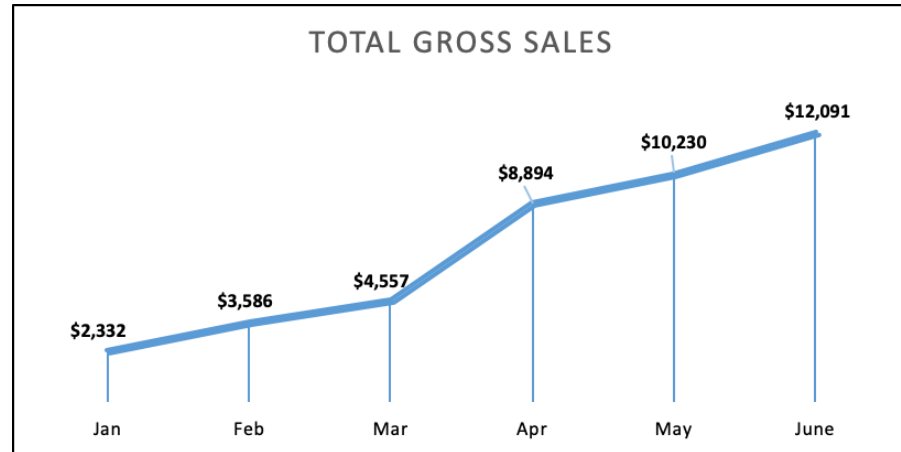
## 1<sup>st</sup> Half 2020 Beta Launch

- Oblends created >100 blends
- Exercised platform capabilities
- Obtained patient feedback via Oblend platform
- Populated database with expert-sourced formulations



## CBD & Custom Terpene Blends

- DTC fulfillment from Altopa facility
- Sales generated from eCommerce & care providers



# COMMERCIAL LAUNCH: 2<sup>nd</sup> Half 2020



**Every Body's Different**

Oblend targeted formulas are created with the active ingredients from cannabis, CBD and terpenes, delivering the specific benefits that help you take control of your health and happiness, naturally.

CBD can provide relief for chronic pain, anxiety, inflammation, depression, insomnia and many other conditions.

**Terpene Benefits**

- **B-Caryophyllene** anti-inflammatory, reduces pain and inflammation
- **Myrcene** relaxation and muscle support
- **Linalool** anti-nausea, mental clarity
- **Alpha-pinene** anti-inflammatory, anxiolytic
- **Limonene** anti-inflammatory, relaxing

\*Scientifically designed blends that are backed by research, all formulations undergo consumer testing to ensure they are delivered as promised backed by our satisfaction guarantee.

Committed to quality, our formulas undergo multiple lab tests throughout production to ensure they are precise, predictable and 100% compliant.

**Oblend**  
YOUR BODY • YOUR BLEND



## Add Cannabinoid Sourced Ingredients

Partner with Cannabis Licensee(s)  
Deploy Oblends at Partner's Facility  
License Oblend Platform

## Form Strategic Partnerships

Registered Cannabis Care Providers & Clinics  
Group Purchasing Organizations

## Scale Business

# INFLECTION POINT

# FINANCIAL FORECAST (FLORIDA ONLY)



	2020	2021	2022
Revenue	\$ 30,981	\$ 2,427,814	\$ 11,826,812
COGS	<u>(5,053)</u>	<u>(269,710)</u>	<u>(1,387,253)</u>
Gross Margin	\$ 25,929	\$ 2,158,104	\$ 10,439,559
Operating Expenses	<u>\$ (1,431,881)</u>	<u>\$ (3,283,163)</u>	<u>\$ (6,695,921)</u>
Operating Income (Loss)	\$ (1,405,952)	\$ (1,125,058)	\$ 3,743,638

- **2022 Projected Oblend Users:** 2% of Florida Population
- **2022 Projected Revenue:** <1% of Florida

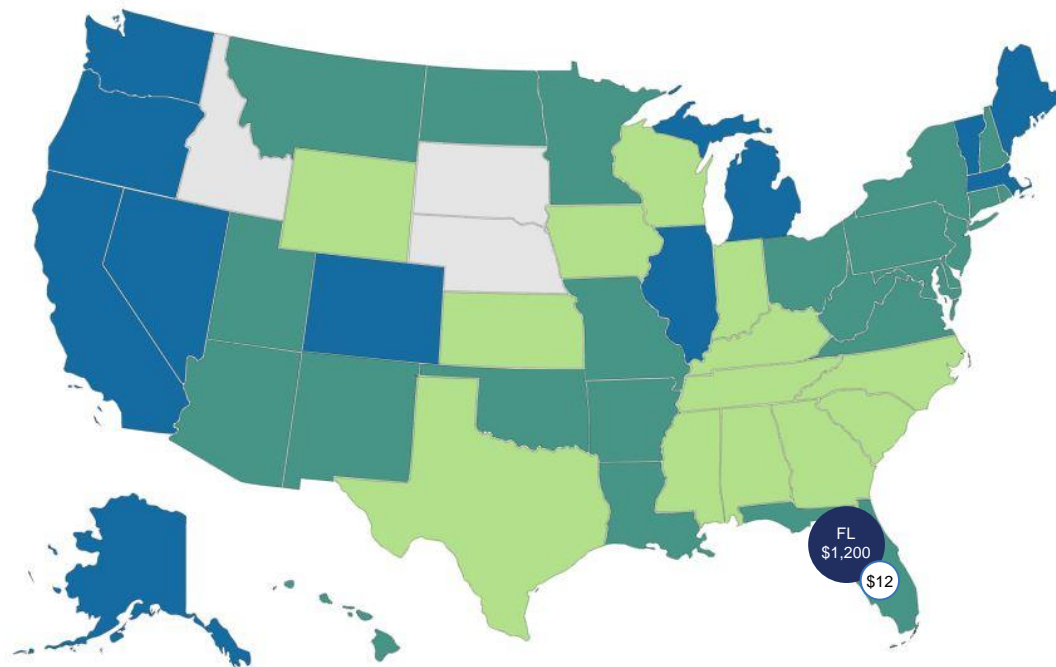
- **Oblend Daily Capacity:** 120 Blends
- **Oblend License Per Blend:** \$10
- **Oblend Annual Revenue:** \$450K
- **Oblend Cost:** \$5-7K
- **# of Oblends in 2022:** 23

**Launch in Florida... Then Replicate Model Across Nation**

# FINANCIAL FORECAST *(FLORIDA)*



- Market size estimates for 2020 in millions (000s)\*
- Altopa sales based on 1% market share in millions (000s)



■ No doctor's recommendation required

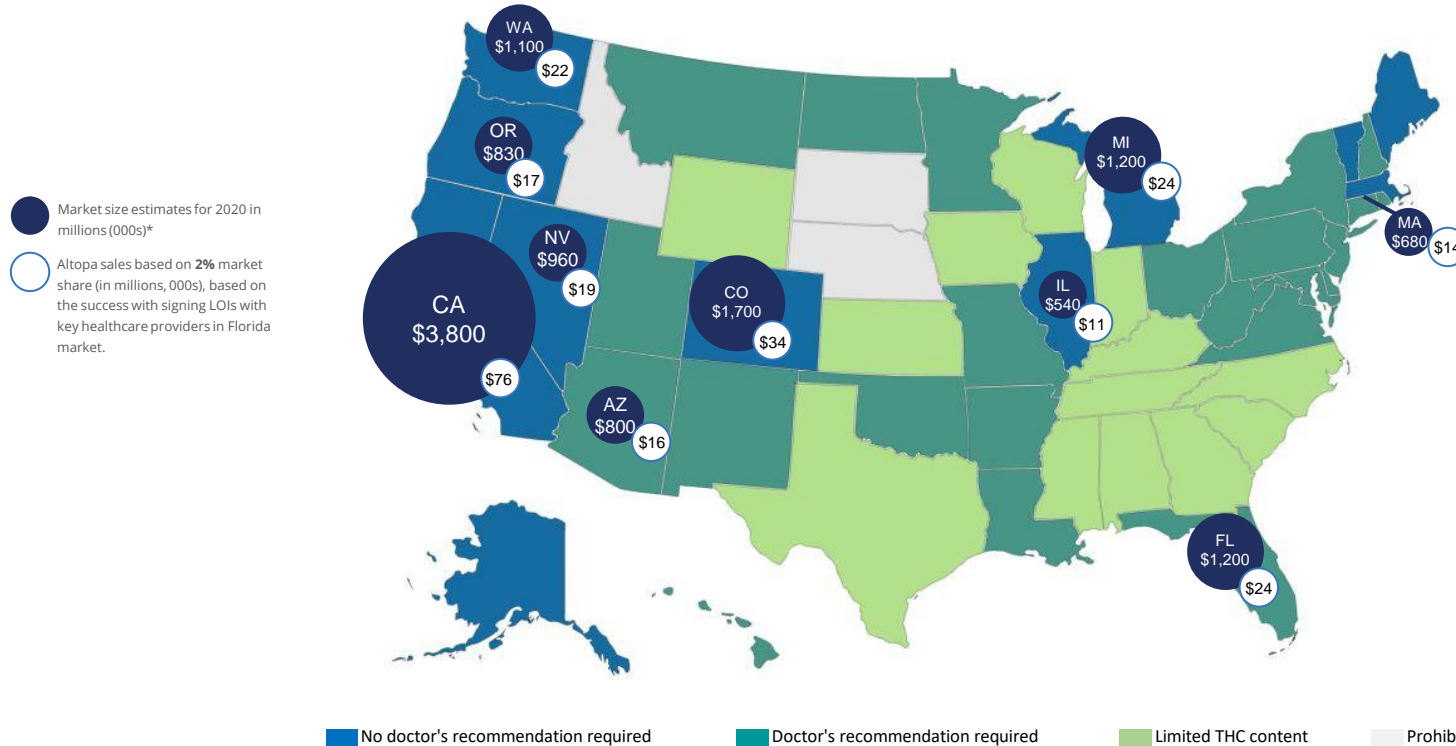
■ Doctor's recommendation required

■ Limited THC content

■ Prohibited

- **2022 Projected Revenue:** <1% of Florida
- **Our targeted healthcare providers as % of the FL market prescriptions:** 13%
- **FL MJ MD LOIs & Commitments:** >10%

# FINANCIAL FORECAST *(EXPANSION)*



## Sales

Florida	\$24M
Massachusetts	\$14M
Washington	\$22M
Oregon	\$17M
Nevada	\$19M
Colorado	\$34M
California	\$76M
Illinois	\$11M
Michigan	\$24M
Arizona	\$16M
<b>Total</b>	<b>\$257M</b>

No doctor's recommendation required

Doctor's recommendation required

Limited THC content

Prohibited



# INVESTMENT OPPORTUNITY



**Altopa is seeking \$3M Series A financing..**

**. For smaller investors, \$300K Convertible Note**

- 20% Conversion Discount
- 10% Interest
- \$50K Minimum



**Proceeds will be used to support Phase II of our commercial launch.**

**50%**

Operations

**30%**

Sales & Marketing

**20%**

Hiring





# WHY ALTOPA?

*Looking for the next "unicorn" is certainly reason enough*

## Seasoned Team

Our team has built healthcare & technology companies, successfully commercialized cutting-edge products, and led them to lucrative exits. We are proven executives very excited to do it again!

## Massive Market

The market potential in cannabis alone is enormous; however, the Oblend platform is much larger than the cannabis industry. Oblend is 1st delivery device of precision & plant-based medicine.

## Winning Model

Recurring revenue, high margins, multiple revenue sources, barriers to entry, and a true platform which can expand to other industries are gold standards which will maximize our company's valuation.

## Locked & Loaded

We've figured out the hard part and overcome many barriers along the way. We have signed LOIs with key strategic partnerships to set us up for success & rapid growth. Soon we will reach an inflection point.

**FOR MORE INFORMATION, PLEASE CONTACT:**



Nicole Wicker | [Nicole@altopa.com](mailto:Nicole@altopa.com) | 919-819-1963 | [www.Oblend.com](http://www.Oblend.com)