

# **Business Plan for Funding**

## A - BUSINESS PLAN

- The business opportunity
- The production capacity and revenue streams
- The value proportions
- The growing market
- Quantification of the adult use market

#### **B - LEADERSHIP TEAM**

- Leadership and team (Health Canada and corporate)
- Detailed bios

#### **C - CANADIAN CANNABIS INDUSTRY ANALYSIS**

- Canadian regulatory environment and trends
- Identification of market segments
- Canadian medical market
- Quantification of the medical market
- Quantification of the adult use market under the Cannabis Act
- A snapshot of the USA market

#### **D - COMPETITIVE ANALYSIS**

- Competitor analysis including evaluations of some of the significant licensed producers' public companies and some private companies

# **E - PRODUCT DESCRIPTION**

- Medical processed products
- Clones and other similar products
- Products for the adult use market

#### **F** - MARKET AND SALES STRATEGY

- Marketing strategy
- Revenue models
- Sales strategy / roll out strategy
- Marketing communications

## **G - PROPOSED OPERATIONS**

- Growing and other technologies capacity
- Capacity first license
- Further capacity roll outs in the future

## H - FINANCIAL STRATEGY

- EBITDA revenue summary tables
- Use of funds Financial assumptions
- Capital expenditure requirements