

Building a community of wellness, naturally.

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\*All currency amounts are in Canadian dollars unless stated otherwise.

All communications, inquiries, and requests for information should be directed to the following: Investor Relations.

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### WHO WE ARE

### A GLOBAL PORTFOLIO OF BRANDS

Helping people take control of their health with alternative wellness solutions is what energizes the Delivra Health Brands team!

Our Delivra Health portfolio features innovative brands like Dream Water and LivRelief that deliver relief from common, everyday issues like chronic pain, anxiety, and sleeplessness. Delivra Health Brand products have allowed millions of customers to reclaim their mobility, energy, and in turn, their life.



A natural, clinically proven, transdermal cream for fast-acting relief of chronic pain such as osteoarthritis, and rheumatoid arthritis pain.



### **Dream**Water

A naturally derived sleep solution with three active ingredients to help calm the mind and support restful sleep.



# LivRelief.

An infused transdermal cream that contains a proprietary delivery system to penetrate deep through the skin and tissue layers delivering a range of CBD, THC, and other actives.



### **DELIVRA HEALTH BRANDS**

### **REBRANDING FOR SUCCESS**



2022 2023 2021 2024 2020



Asset Light (CMO Strategy) \$9.1M Debt Revenue +2% Margins 24% **EBITDA \$ (6.1) M** SG&A \$9M Innovation

\$8.2M Debt Revenue +2% Margins 32% SG&A \$6.2M EBITDA \$(2.8)M Innovation

New Launches & **Expansions Focused Strategy** Focused Growth Focused Finances Focused Leadership **Consistent Improvements**  \$7.2M Debt Revenue +20% Margins 49% SG&A \$4.7M EBITDA \$0.5M Innovation

\$4.9M Debt Revenue +26% YOY Margins 52% SG&A \$5.8M EBITDA \$0.9M Innovation



### STRATEGY OVERVIEW



### PEOPLE/ SUPPORT

Right people, right areas, right time

### **MARKETING & BRAND BUILDING**

Digital, E-commerce, Integrated Campaigns, Social, Influencers, Insights

### **INVESTMENT- ALLOCATION OF FUNDS**

Listing fees, programs, ads, promotions, shelf space

### **INVESTOR RELATIONS/ PUBLIC RELATIONS**

IR Firm, road shows, seminars, promotions

### **OPERATIONS**

Production, innovation, expansion, efficiency, measurement

### A HEALTH AND WELLNESS CPG LEADER



### **VISION**

We are building a community of wellness, naturally.

### **MISSION**

We are pioneering the alternative wellness space with innovative products that bring relief to everyday health issues and enhance quality of life.

- Health & wellness CPG leader, leveraging OTC brand equity in non-infused and infused marketplaces to drive growth backed by a proven management team.
- Backed by intellectual property, protecting the quality of our offering and shareholder value.
- In-house product development and innovation, creating impactful new SKUs with strong points of differentiation.
- Significant North American growth & global distribution network aligned to accelerate sales and launch innovation at scale.
- Strong CPG commercialization and brand building capabilities to propel our brands in the marketplace.



### **INVESTMENT HIGHLIGHTS**

POSITIONED FOR ACCELERATED GROWTH

#### **PEOPLE: OUR TEAM**

- Experienced CPG leadership team with proven track record
- Proprietary delivery technologies & uniquely differentiated products

### **PRODUCT PORTFOLIO & INNOVATION**

- Large portfolio with OTC/Infused
- Sizable product innovation pipeline to support future global revenue growth

### PROCESS EXCELLENCE

- Established distribution relationships & partnerships with major global retailers and e-commerce platforms
- Asset light- strategic manufacturing & supply chain partners with minimal overhead

### EFFECTIVE & EFFICIENT CPG BUSINESS MODEL: SCALABLE HEALTH & WELLNESS

A global company, with highly developed brands, operating a lean asset model to generate significant future value.

### **IN-HOUSE**



### **OUTSOURCED**



### **REVENUE GENERATION**



Own the IP & product innovation Brand building focus



Consumer driven commercial planning

**Brand Development** 

**Ecommerce strategy** 

Sales & Distribution

R & D, formulation & product development & intellectual property







Asset light model based on IP ownership Non-capital intensive



Cultivation & raw material sourcing

Contract manufacturing

Extraction

Packing & manufacturing

New product offerings in the market Geographical expansion



Consumer packaged goods

Health & wellness self-care products

Licensed infused products

B2B licensing & partnerships



### **OUR BRANDS, PRODUCTS AND SOLUTIONS**

### **Dream**Water



### **SLEEP SOLUTIONS**

A leading sleep solution "Shush Your Mind."

OTC product with three active ingredients in liquid, powder, and gummies.

Extensive distribution across North America.

Health Canada approved and FDA compliant.

### Liv*Relief*



### CHRONIC PAIN RELIEF

Market leader in natural pain relief topicals "Ouiets Chronic Pain."

Internally developed IP.

Naturally derived, clinically proven transdermal creams.

Industry leading, proprietary formulations.

### LivRelief



### **INFUSED RELIEF**

First medically launched infused topical cream

Internally developed IP licensed to industry leading partner.

CBD, 1:1 and Extra Strength CBD SKUs.

Proprietary transdermal delivery system.

Designed using natural, plant-based ingredients.





### **DREAM WATER®**

SHUSH YOUR MIND



### What makes Dream Water® different?

Dream Water® is a fast-acting sleep solution containing three active ingredients to help with occasional sleeplessness. Whether you're traveling, preparing for a big day, or just need extra rest, Dream Water's proprietary formula is ready to give you the sleep you need so you can be at your best.



### **GABA**

- Promotes relaxation by blocking the transmission of impulses from one cell to another in the central nervous system
- Decreased anxiousness



### **MELATONIN**

- Melatonin is a hormone responsible for regulating your body's sleep cycle
- Resets the body's natural sleep cycle (circadian rhythm) which induces sleeping and waking



### 5-HTP

- Improves the quality of sleep by stimulating the production of melatonin
- Helps raise serotonin levels in the brain which helps regulate mood and behavior



Love it!

I'm a psychotherapist who uses Dream Water AND I recommend it for my clients as well



Reviewed in the United States on August 25, 2024

Size: 2.5 Fl Oz (Pack of 4) Verified Purchase

Love the taste, it always helps me sleep amazing.



Love love

I love your Dream water, I can't sleep without it.

# Consumers LOVE DreamWater



Paul F. Verified Buyer



Works Like A Charm

Been using for years. Never a disappointment!



Reviewed in the United States on August 25, 2024

Size: 2.5 Fl Oz (Pack of 4) | Verified Purchase

Love the taste, it always helps me sleep amazing.

★★★★★ Great sleep aid

Reviewed in the United States on August 23, 2024

Size: 2.5 Fl Oz (Pack of 4) Verified Purchase

I'm very impressed with this sleep aid. I've started drinking half a bottle as I ease myself off all sleep aids (coupled with drinking a lot less coffee!).



Pamela S. Verified Buyer



Great price and great service!

For anyone who had a sleep problem - dream water is the ultimate answer!

\*\*\*\* The best sleep aid

Reviewed in the United States on May 17, 2024 Size: 2.5 Fl Oz (Pack of 4) | Verified Purchase I was traveling to Africa & needed something to put me to sleep while on my flight, I didn't think it would work but about 20 minutes later after boarding my flight I was sound asleep until I was woken up to eat Lmfaooo the next time I woke up was when we were landing!! Definitely worth it. I will purchase again in the future, when I have long flights to take.

This stuff really works! Great taste, hassle-free. Simply drink one small bottle 30 minutes before bedtime and you will be so relaxed! We take these on the night before big events and it really calms and relaxes. No side effects, natural ingredients.

\*\*\* Runn don't walk! Buy them for your flights!

Reviewed in the United States on March 1, 2024
Size: 2.5 Fl Oz (Pack of 4) Verified Purchase

### **DREAM WATER®**

Over 35+ million units sold

**GLOBAL DISTRIBUTION PARTNERS** 

Our track record

We built our business in Grocery, and C-Store, and now we are expanding into mass!

Available in 30,000+ touchpoints across the globe. Dream Water is the #1 selling sleep shot.





### LivRelief™

**QUIETS CHRONIC PAIN** 



#### What makes LivRelief™ different?

LivRelief<sup>™</sup> topical creams are made using naturally sourced ingredients and built on the backbone of the clinically proven Delivra<sup>™</sup> delivery system to provide a transdermal solution to pain. Our creams are fast acting, targeted and provide the relief consumers require when all other options have failed.



#### **TARGETED**

LivRelief is applied locally and targets specific pain areas.



#### **FAST**

LivRelief penetrates the skin and brings much-needed relief significantly faster than oral medication.



### **LONG-LASTING**

With LivRelief, you can be assured sustained time release – for pain relief that lasts up to eight hours.



#### **PLANT BASED**

LivRelief is made using plant-based flavonoids and contains no parabens.

### LivRelief™

### DELIVRA™ TRANSDERMAL DELIVERY SYSTEM

"The Delivra™ Transdermal Delivery System delivers active ingredients right through the skin's pores to the source of pain and healing."

"If you could deliver medication with a cream – and it was more effective than taking a pill –which one would you choose –the cream or a pill?"

Dr. Joseph Gabriele



\*\*\*\* Dr Joes cream

Reviewed in Canada on April 4, 2024

**Verified Purchase** 

There is no strong smell. Not greasy. Instant relief. The best cream I have used! Totally recommend this cream!

\*\*\*\*\* Great relief like that it is odourless

Reviewed in Canada on March 29, 2023

**Verified Purchase** 

Buy it you will be happy you did

\*\*\*\*

The best cream for my arthritis

2 years ago

I find this cream to be very helpful for my arthritis

Yes, I recommend this product.

Our customers LOVE 💙

Liv*Relief* 

\*\*\*\*

Livrelief extra strong pain relief

a year ago

Works very fast, last long, highly recommended. Th

Yes, I recommend this product.

★★★★ Verified Purchase (i)

7/24/202

Pain relief

This cream is great for sore joints and muscles. It was a very good price.

\*\*\*\* Totally awesome

Reviewed in Canada on February 15, 2020

Verified Purchase

My wife is in pain. can't sleep, can't walk, on a 1.5 year waiting list for knee surgery after waiting 8 months for an MRI + first surgeon appointment and can't work in the mean time. This is helping her sleep at night. After a couple of days of use she was able to leave the house for the first time in months. I use some on my arthritic knee and within minutes pain started to fade. No smell, no burning, no cold. First time I ever bought shares in a company after trying the product. I've used Voltaren for years, this works better for my family.

\*\*\*\* It really works!

Reviewed in Canada on February 27, 2021

Wow! This stuff really works! It's the first time since I don't know when that I went for a walk with no pain in my feet. Amazing! And yes, no annoying heat or cold or smell. Not greasy. Rubs in well. A little goes a long way.

\* \* \* \* stuff works

I have had nerve damage causing severe pain in my legs for many years now. This product goes to work fast. Within 5 minutes the pain is gone and the relief lasts for several hours. This stuff works!

### LivRelief™

Over 2.5 million units sold

INTERNATIONAL DISTRIBUTION PARTNERS

**Expanding into new markets** 

We've helped millions of customers find relief in Canada, and now we're expanding internationally!

































### **LivRelief™ Infused**

Licensed for sale in Canada through a key licensed provider



### What makes LivRelief™ Infused different?

LivRelief™ Infused Transdermal Creams contain our proprietary delivery system to penetrate deep through the skin and tissue layers delivering a range of CBD, THC, and other actives to the targeted area. They provide powerful skin absorption and the controlled release of active ingredients.



#### **TARGETED**

LivRelief ™ Infused works by allowing cannabinoids to reach specific targeted areas.



#### **FAST**

Quick skin absorption within 30 minutes of application on the skin.



#### **LONG-LASTING**

Controlled release of active, cannabinoid ingredients over 8 hours.



#### **PLANT BASED**

Made using natural, plant-based ingredients and contain our clinically proven transdermal delivery system.

### **GLOBAL MARKET OPPORTUNITY TO 2032**

There is significant market opportunity globally for Delivra Health Brands products and brands.

# The sleep aid market is expected to show strong growth

The global over-the-counter (OTC) sleep aid medications market, excluding devices like sleep apnea machines, was valued at approximately USD \$30 billion in 2023 and is projected to reach around USD \$53 billion by 2032.

Source: Coherent Market Insights

## The topical pain relief market will continue to grow

The global topical pain relief market was valued at around \$10.6 billion in 2023.

The market is projected to grow at an annual rate of approximately 5%, reaching an estimated value of \$16.45 billion by 2032

Sources: IMARC Group, Expert Market Research







### YEAR-OVER-YEAR FINANCIAL PERFORMANCE AS PER REPORTED MD&A

Select financial information (Expressed in thousands of Canadian dollars, except share and per share amounts)	June 2024 \$	June 2023 \$	June 2022 \$	June 2021 \$	June 2020 \$
Gross revenue	14,833	11,927	10,231	10,411	10,334
Net revenue	12,378	9,791	8,139	7,956	7,782
Gross profit	6,399	4,823	2,604	1,919	724
Gross profit %	52%	49%	32%	24%	9%
Total expenses (cash and non-cash)	7,109	6,186	9,014	23,878	57,956
Cash related SG&A expenses	5,774	4,704	6,145	8,973	12,471
Net profit (loss) per share – basic and diluted	0.003	(0.001)	(0.03)	(0.13)	(0.37)
Adjusted EBITDA <sup>(1)</sup>	871	517	(2,765)	(6,065)	(9,067)
Cash Current assets Current liabilities	4,200 8,757 3,073	2,721 7,918 5,470	1,084 7,485 6,541	4,431 9,835 7,236	1,406 28,413 19,194

### Fiscal 2024 vs. Fiscal 2023:

- Improved net revenue by 26% growth year over year
- Improved gross profit, 52% in fiscal 2024 vs. 49% in fiscal 2023
- Increased cash related selling, general and administrative ("SG&A") expenses by 20% year over year due to increased investments in marketing campaigns
- Achieved in F2024 positive adjusted earnings before interest, taxes, depreciation and amortization ("EBITDA")(1) of \$0.9M vs. \$0.5M in prior year
- Improved financial position with a reduction of current liabilities by 43%
  - (1) Defined as loss from operations before interest, taxes, depreciation and amortization and adjusted for share-based compensation, common shares issued for services, asset impairment and write downs, discontinued operations and other non-cash items, and is a non-IFRS measure discussed in the "Adjusted EBITDA" section.



### MARKET INFORMATION

Share structure as of May 2025	Share ownership		
Management & strategic investors	10.3M	33%	
Public float	21M	67%	
Total shares outstanding	31.3M	100%	
Options	2.7M		
Warrants	6M		
Fully diluted shares outstanding	40М		

As of May 30, 2025	s
Share price	0.22
Market capitalization	6.9M
52-Week low	0.11
52-Week high	0.55

Significant capital injections from divestitures & closed an oversubscribed \$5.75M bought-deal public offering in March 2021 and a \$0.9M private placement in December 2023.



### **OUR TEAM**

### **LEADERSHIP TEAM**

### **GORD DAVEY**

President & Chief Executive Officer

Mr. Davey is a senior executive with more than 25 years experience in the consumer- packaged goods industry. He has held senior level positions at organizations such as Coca-Cola, Red Bull and Puratos. He has successfully led teams through expansion, transition and restructuring.

### **JACK TASSE**

Chief Financial Officer & Corporate Secretary

### **TIM YOUNG**

Senior Vice President & General Manager

#### **ROB EMERY**

Director of Marketing & Communications

Mr. Tasse is a Chartered Professional Accountant (CPA, CMA), a Certified Internal Auditor (CIA) and holds a Master of Accountancy in Tax Law from Brock University and joins the Company with over 20 years of experience including advising public companies, leading financial operations, reporting to corporate boards and preparing companies for capital markets.

Mr. Young is a senior management executive with extensive experience in world class global operations and supply chain optimization, mergers and acquisitions, strategic sourcing, business development, contract management and partner relations. He has successfully led teams with Molson-Coors as well as running smaller private companies within the North American market.

Mr. Emery is a seasoned executive in marketing, branding, and business development, with extensive experience in the consumer-packaged goods industry. He has held key positions at globally recognized companies like Molson Coors, Clorox, and Revlon, where he developed and executed high-impact strategies that drove brand growth and market share in highly competitive categories.

### **OUR TEAM**

### **BOARD OF DIRECTORS**

#### FRANK HOLLER

**Executive Chairman** 

Mr. Holler is President and CEO of Ponderosa Capital Inc. and is actively involved in the biopharma and technology industries. He previously served as President & CEO of Xenon Pharmaceuticals from 1999 to 2003 and as Chairman & CEO at BC Advantage Funds, a venture capital firm that invested in emerging life science, clean tech and IT companies, from 2004–2016. Mr. Holler is also Chairman of Sernova Corporation (SVA:TSX-V)and Xenon Pharmaceuticals (XENE:Nasdaq).

### **JASON BEDNAR**

Director

Mr. Bednar is a CFO of Canacol Energy LTD. and a CPA, CA with more than 18 years of direct professional experience in the financial and regulatory management of companies listed on the TSX, TSX-V, American Stock Exchange and ASX.

### **ANDREW BAYFIELD**

Director

Mr. Bayfield is a senior executive from the consumer-packaged goods industry with over 25 years of experience. He has held senior level positions with organizations such as Cadbury, Coca-Cola and Canada Dry Motts.

### **GORD DAVEY**

Director, President & Chief Executive Officer Mr. Davey is a senior executive with more than 25 years experience in the consumer- packaged goods industry. He has held senior level positions at organizations such as Coca-Cola, Red Bull and Puratos. He has successfully led teams through expansion, transition and restructuring.



For additional information, please contact:

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