



OTCQB: KSHB

First Fiscal Quarter 2019 Results Supplemental
Earnings Deck
January 8, 2019

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Revenue Breakout by Rec State, Other US, Canada, and other

Geography	2019 Q1 Revenue	Q1 '19 over Q1 '18 growth	% Q1 2019 Rev	Q1 '19 over Q4 '18 Growth	2018 Q4 Revenue
CA	\$ 13,909,524	211%	55%	45%	\$ 9,596,551
WA	\$ 2,303,536	75%	9%	-1%	\$ 2,326,746
OR	\$ 1,983,180	393%	8%	41%	\$ 1,404,831
CO	\$ 1,933,231	83%	8%	-10%	\$ 2,138,447
NV	\$ 1,091,171	72%	4%	-6%	\$ 1,159,838
MA	\$ 413,701	665%	2%	68%	\$ 246,848
AK	\$ 306,590	567%	1%	96%	\$ 156,142
ME	\$ 258,773	997%	1%	50%	\$ 172,269
MI	\$ 142,585	N/R*	N/R*	N/R*	N/R*
Rec States Total	\$ 22,342,291	179%	88%	30%	\$ 17,201,672
Other Medical States	\$ 2,464,442	215%	10%	12%	\$ 2,132,212
Other Countries	\$ 52,791	9%	>1%	-59%	\$ 118,088
Canada	\$ 460,118	814%	2%	-10%	\$ 509,766
Totals	\$ 25,319,642	186%	100%	27%	\$ 19,961,738

	Q1 over Q4 Growth	Year over Year Quarterly Growth
Recreational State Totals	30%	179%
Total Revenue	27%	186%

*N/R: Not reported in last earnings supplement



Revenue by 5 Categories QoQ + YoY

Item Class	2019 Q1 Revenue	% of Revenue	Q1 over Q1 Growth	2018 Q1 Revenue	Q1 over Q4 Growth	2018 Q4 revenue
Labels, Seals & Application	\$ 401,268	2%	159%	\$ 154,837	66%	\$ 241,318
Packaging	\$ 5,114,578	20%	93%	\$ 2,647,285	1%	\$ 5,064,402
Vape	\$ 15,269,703	60%	215%	\$ 4,842,917	42%	\$ 10,722,137
Energy + Natural Products	\$ 2,310,266	9%	3526%	\$ 63,722	42%	\$ 1,629,436
Papers & Supplies	\$ 2,223,827	9%	95%	\$ 1,138,354	-3%	\$ 2,304,445
Totals	\$ 25,319,642		186%	\$ 8,847,115	27%	\$ 19,961,738

SKU Cross-sell Progression (TTM)

Customer Value	# of customers	Avg Rev	Avg SKUs
\$ 10-49k	653	\$ 21,671	13
\$ 50-99k	106	\$ 69,147	18
\$ 100-249k	67	\$ 145,760	28
\$ 250-499k	21	\$ 321,306	23
\$ 500- 999k	12	\$ 692,468	56
\$ 1000k+	7	\$ 1,108,847	45

Customer Size	FY2016	FY2017	FY2018	Last 4 Quarters
\$50-99k	6	29	88	106
\$100k - \$249k	5	13	51	67
\$250k - \$499k	2	7	18	21
\$500k - \$999k	0	5	10	12
\$1000k+	0	0	4	7

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