

Terra Tech Corp. (OTCQX: TRTC) Investor Presentation April 2019



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#### Terra Tech Corp.



Terra Tech Corp. (Terra Tech) is a vertically integrated cannabisfocused agriculture company

Exchange:	OTCQX	Avg. Vol (3m):	2.05M		
Ticker:	TRTC	Market Cap:	\$93.00M		
Headquarters:	Irvine, CA	No. Shares Outstanding:	100.00M		
No. Employees:	300	Stockholders Equity:	\$94.9M		
Founded:	2010	Stocharolaelo Equity.	+ 2 <b>1</b> · 2 · · ·		
Price:	\$0.93	TTM Revenue (At Q4 2018):	\$31.33M		

(as of 4/8/19)



### **Investment Considerations**

✓ Fast growing business with existing cash flow-generation

- ✓ Favorable trends position medical and adult use cannabis industry for explosive growth
- ✓ Full vertical integration ensures healthy margins
- ✓ Early adopter of a rapidly-changing industry

 Significant existing infrastructure, industry knowledge and political leverage



#### **Market Overview**

40%	From 2014 to 2016, The industry grew at a compounded annual rate of 40%, making it one of the fastest growing sectors in the economy				
64%	Percentage of Americans now support legalization of cannabis for adult use, up from 32% in 2006				
97%	More than 97% of the U.S. population lives in a state or district with at least one law that permits the manufacturing, distribution, dispensing or possession of cannabis or concentrates.				
<b>27%</b>	A projected ~27% five-year CAGR makes it one of the highest growth industries in the country today.				
<b>\$11 B</b>	National legal cannabis sales are projected to hit \$11 billion in 2018				
<b>\$24.1 B</b>	By 2025, legal market sales are expected to surpass \$24 billion				



### **Market Growth Potential**



*"We revised our cannabis market target by \$25 bn, as we now look for the industry to generate \$75 bn in sales by 2030"* 

Cowen Report April 4, 2018

#### **Public Approval Ratings Have Increased**





http://surna.com/state-of-the-cannabis-market-infographic/

http://globenewswire.com/news-release/2015/01/26/700000/10117020/en/NEW-REPORT-Legal-Marijuana-is-the-6 Fastest-Growing-Industry-in-the-U-S-74-Growth-in-2014.html

### **Cannabis Laws in U.S. States**

Note: Vermont and Washington, DC, do not allow marijuana sales for recreational purposes.



Source: Marijuana Policy Project Credit: German Lopez



### **Corporate Overview**

Terra Tech operates two main business segments:

#### CANNABIS

#### PRODUCE



**MediFarm:** Operating cannabis cultivation, production, and dispensary facilities in California and Nevada



**IVXX<sup>™</sup>:** High-quality medical and adult use cannabis produced in Company-owned lab and sold in select dispensaries throughout California and Nevada



**Blüm:** Medical and adult use cannabis dispensaries located in Nevada and California

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**Edible Garden:** Brand of locally-grown produce grown in environmentally controlled , company-owned greenhouses



**Products** are sold through major grocery stores including ShopRite, Walmart, Winn-Dixie, Raley's, Meijer, Kroger and others

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**Operates** three farms throughout Indiana and New Jersey



### **Cannabis Segment - MediFarm**



- Cannabis company that manages the formal RFP process, winning permits for marijuana cultivation, production and dispensaries for Terra Tech
- As the **industry leader in medical cannabis permit application** and procurement, the company operates in strict compliance with all state and local laws and regulations, developing state-of-the-art sites, with profitable, efficient systems of operation
- The MediFarm team has operated licensed facilities in California for more than two years, and has recently been awarded approval to operate facilities in the State of Nevada



### **IVXX**<sup>TM</sup> **Brand**



Goal of becoming the industry's most trusted **purveyor of exceptional premium cannabis products** 

Close partnership with a carefully selected team of experienced and trusted cultivators to ensure cannabis is grown and harvested under the safest and most beneficial conditions

All products, including hand-selected flowers, custom-rolled joints and concentrates, are thoughtfully produced, rigorously tested and held to the highest standards of potency, consistency and purity

As of today, IVXX<sup>TM</sup> is carried in more than **200** locations





#### **IVXX<sup>TM</sup> Brand**













### **Cannabis Segment - Blüm**

Blüm is a retail cannabis facility focused on providing the highest quality medical cannabis to patients who are looking for alternative treatments for their chronic medical conditions, as well as high quality cannabis to California and Nevada's adult use market

Focused on delivering products through a safe and controlled environment, offering cannabis that is:

- Affordable
- High-grade
- Laboratory-tested

Blüm provides the highest level of personal care coupled with a broad selection of cannabis products

• Blüm sells the Company's proprietary IVXX<sup>™</sup> brand of premium medical cannabis, flowers, shatters, waxes and oils, among other high-quality cannabis products from a range of reputable providers of superior grade medical cannabis.



hlüm

### **Cannabis Segment - Blüm**

Dispensaries have the same look, feel, experience and strong sense of security at every location

- Blüm Oakland, California, acquired in March 2016
  - New cultivation facility under construction in Oakland, CA
  - Opened a second Blüm retail location in Santa Ana, CA in September 2017
  - Received additional retail licenses for locations on Dyer Road as well as Carnegie Ave in Santa Ana, CA
  - Granted permit for San Leandro, CA location in October 2016
    - Permits are for medical cannabis dispensary and production facility
    - Currently under construction
    - Opening is scheduled for early 2018
  - Currently 4 company-owned locations in Nevada
    - Western Las Vegas opened April 2016
    - Blüm Decatur Boulevard Las Vegas opened August 2016
    - Flagship Desert Inn location opened October 2016
    - Reno, NV location opened in January 2017



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# **Cannabis Segment - Blüm**











# **Hydroponic Produce**



#### Hydroponic Product brand

"Simply Local... Simply Fresh™"

Marketed under the 'Edible Garden' Brand as Fresh, Local and Eco-Friendly

#### Distributed to supermarkets and garden stores

- Products include recently launched SUPERLEAF<sup>™</sup>, a nutritionallyenhanced lettuce developed with Nutrasorb in conjunction with Rutgers University; potted herbs; living herbs, and other green-leaf plants
- Also retails vitamin and dietary supplement lines including the following brands : VitaminWay®, Vitamin Whey Protein®, SlimTrim®, Surgex Sports Nutrition®, OmEssentials® and Bikini Ready ®
- Grown on TRTC's five acre hydroponic farm in Belvidere, New Jersey and developed without any pesticides, herbicides, residues or contaminants
  - Global Food Safety Initiative (GFSI) Certified
  - Organic Certified
  - Non-GMO
- Edible Garden products are all grown in an indoor, controlled environment; cultivated using the safest standards and most energy efficient technologies available
- Edible Garden products are distributed to more than 1,800 retailers in 15 states throughout the East Coast
- Sold through major grocery stores such as ShopRite,
  Walmart, Winn-Dixie, Raley's, Meijer, Kroger, D'Agostino Supermarkets,
  King Kullen, Market Basket and others





The Edible Garden farm is a five acre, full glass, Dutch-style automated hydroponic greenhouse located in Belvidere, New Jersey.





### **Core Values**





#### **Supply Chain Management**

- Terra Tech is exposed to the complete lifecycle and entire supply chain of medical cannabis, from cultivation to bringing products to market.
- Through the "seed-to-sale" system, Terra Tech can keep manufacturing costs down to improve margins and profitability.
- To date, Terra Tech currently:
  - Operates 11 acres of cultivation centers
  - Recently opened a new cultivation facility in Sparks, NV and is constructing a new extraction facility in Reno, NV
  - Is building out a new cultivation facility in Oakland, California.
  - Has 6 Blüm locations open and operational
  - Is developing other retail Blüm locations in San Leandro, CA and Santa Ana, CA







# **Key Growth Drivers**





# **Geographic Expansion**



#### Traction Continues Throughout U.S.

- IVXX<sup>TM</sup> branded cannabis products are sold in over 200 stores nationally.
- Terra Tech secured eight new medical cannabis provisional operational certificates in Nevada, including four dispensaries (all of which are open), two cultivation centers, and two production and extraction facilities to design and build, making the Company one of the largest operators in Nevada
- Nevada is one of the only states to recognize the patient status of non-residents, and also developed some of the most entrepreneurialfriendly legislation in the country



### **Cannabis Growth Strategy**









# **Key Legislative Milestones**





 $https://en.wikipedia.org/wiki/Timeline\_of\_cannabis\_legalization\_in\_the\_United\_States$ 

#### FINANCIALS



# **Business Overview Q4 2018**

#### Financial Update (Q4 2018)

- For the year ended December 31, 2018, the Company generated revenues of approximately \$31.33 million
- Gross margin for the year ended December 31, 2018 was approximately 39.68%, compared to approximately 30.51% for the year ended December 31, 2017.
- Stockholders' equity for the year ended December 31, 2018 amounted to approximately \$94.9 million, an increase of approximately \$18.1 million compared to approximately \$76.8 million as of December 31, 2017.

#### **Recent Corporate Activities**

- **Oakland:** The Company's Blüm, Oakland dispensary continued to focus on the adult use market, however sales were impacted by higher California state excise tax rates. To prepare for a ramp in demand as a result of the legalization of adult-use cannabis, Terra Tech continued constructing a 13,000 square foot cultivation facility in Hegenberger, Oakland which has the capacity to produce up to one metric ton, or 2,000 pounds, of cannabis per year. The facility is expected to be fully operational by the end of the second quarter of 2019.
- Santa Ana: The Company was granted vertically-integrated Phase I permits at its East Dyer Road, East Carnegie
   Avenue and South Tech Center Drive locations which all have retail licenses. This will allow the Company to commence
   development of cultivation, manufacturing and distribution capabilities at these locations.
- San Leandro: Terra Tech's Blum dispensary opened in January 2019, making history as the first medical dispensary to open its doors in San Leandro.



### **Management Team**

#### Derek Peterson, Chairman and Chief Executive Officer

Mr. Peterson has served as Terra Tech's President and Chief Executive Officer, and Chairman of the Board, since February 9, 2012. Prior to joining Terra Tech, Mr. Peterson was also co-owner of Black Oak, a medical marijuana dispensary located in Oakland, California. As a co-owner of Black Oak, Mr. Peterson worked with governmental agencies and tax authorities in Oakland, including working with the city to establish medical cannabis ordinances, competed for a permit to operate, and responded to a city request for proposal. Mr. Peterson is a CFP Professional and has held Series 7, General Securities Sales Supervisor Series 9 and 10, National Commodity Futures Series 3, Series 65 and California Insurance Licenses. Mr. Peterson holds a degree in Business Management from Pepperdine University.

#### **Michael James, Chief Financial Officer**

Michael has held senior management roles at Inergetics, Inc., Nestor, Inc., Kuekenhof Capital Management, Guided Therapeutics, Inc., Moore Capital Management, Inc., Buffalo Partners, L.P., National Discount Brokers, and began his career in 1980 as a staff accountant with Eisner, LLP. His accomplished financial track record brings significant value to Terra Tech.

#### Michael A. Nahass, President and Chief Operating Officer

Michael has been instrumental in the start-up operations of Terra Tech and he continues to manage the daily activities of Terra Tech. Since August 2011, Mike has also served as Managing Director of Arque Capital, Ltd. Mike holds a B.S. in Business Administration from Fairleigh Dickenson University. In addition he also holds NASD Series 3 (National Commodity Futures), Series 7 (General Securities Representative), Series 8 (Supervisory), Series 31 (Managed Futures), Series 65 (Investment Advisor Representative), Series 79 (Investment Banking) licenses.



### **Terra Tech in the News**



BLOOMBERG - "How Terra Tech Helps Marijuana's 'Growing' Industry."

FOX BUSINESS - "Investing in pot legally."

NEW YORK TIMES - "For Pot Inc., the Rush to Cash In Is Underway."

THE STREET - "Terra Tech is Planting the Seeds for a Marijuana Crop."

BUSINESSWEEK.COM - "Green IPOs Provide Investors With Gateway..."

BNN - "Terra Tech ready to plant marijuana at 48 hours' notice."

**FORTUNE -** "Washington rushes to kick off recreational marijuana sales;" "In several states, voters to decide 'reefer referendums."



# **Company Comparisons**

Company	US Ticker	CAD Ticker	venues [ttm]		-	Market Cap		Sales Multiple
Canopy Growth Corp.	NYSE:CGC	TSX: WEED	\$ 88.0	USD	\$	10,900.0	USD	123.9
Aurora Cannabis	NYSE:ACB	TSX: ACB	\$ 55.2	USD	\$	5,520.0	USD	100.0
HEXO Corp	OTCPINK:HYYDF	TSX: HEXO	\$ 10.5	CAD	\$	947.4	CAD	90.6
The Green Organic Dutchman	OTCQX: TGODF	TSX: TGOD	\$ _		\$	697.5	CAD	N/A
OrganiGram Holdings	OTCQX:OGRMF	TSXV:OGI	\$ 11.9	CAD	\$	616.7	CAD	51.7
Aphria	NYSE: APHA	TSX: APH	\$ 44.1	CAD	\$	1,895.7	CAD	43.0
Green Thumb Industries Inc	OTCQX: GTBIF	CSE: GTI	\$ 54.9	USD	\$	1,453.0	USD	26.5
Medmen	OTCQX: MMNFF	CSE: MMEN	\$ 59.3	USD	\$	1,315.2		22.2
Acreage Holdings	N/A	CSE:ACRG	\$ 10.6	USD	\$	910.2		85.9
MPX Bioceutical Corporation	OTCQX:MPXEF	CSE:MPX	\$ 14.7	CAD	\$	343.4	CAD	23.4
Terra Tech Corp	OTCQX:TRTC	N/A	\$ 35.4	USD	\$		USD	

\*As of 12/20/18



# Conclusion





#### Contact



#### **Terra Tech Headquarters**

2040 Main Street Suite 225 Irvine, CA 92614 855-447-6967 www.terratechcorp.com



#### **Investor Relations**

KCSA Strategic Communications Phil Carlson 212-896-1238 TRTC@kcsa.com www.kcsa.com



#### THANK YOU

