



ORDER ONLINE. PAY ONLINE.
GET IT **DELIVERED**

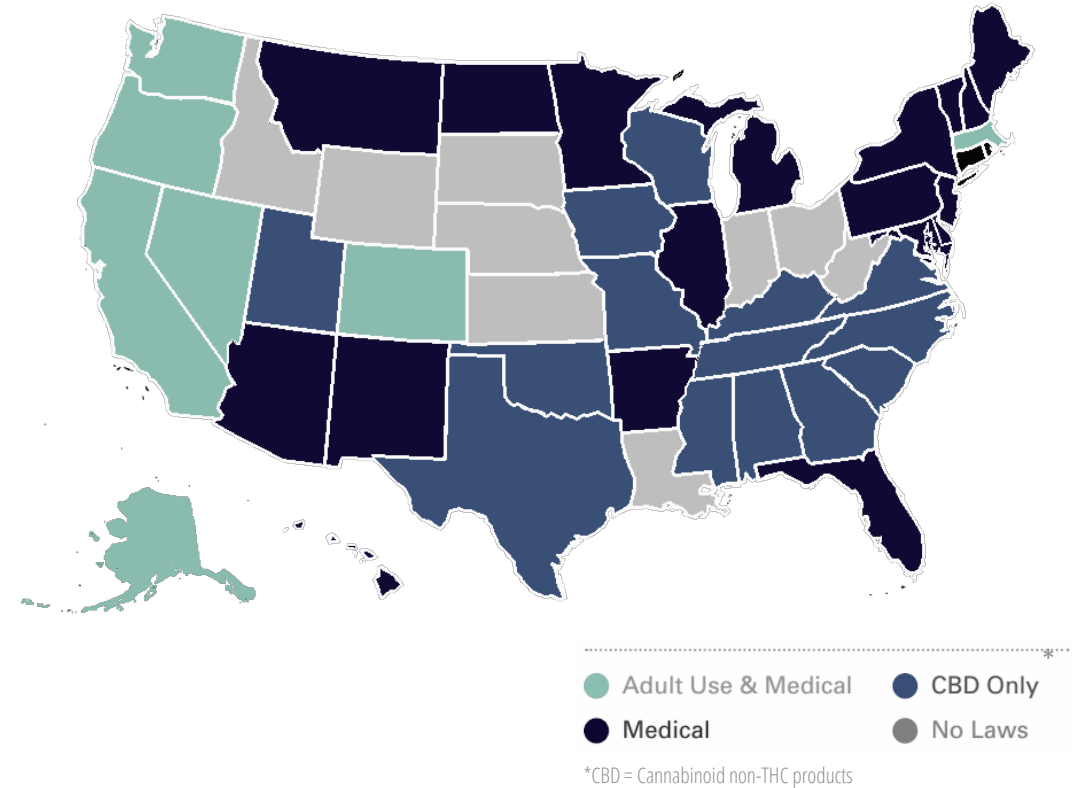
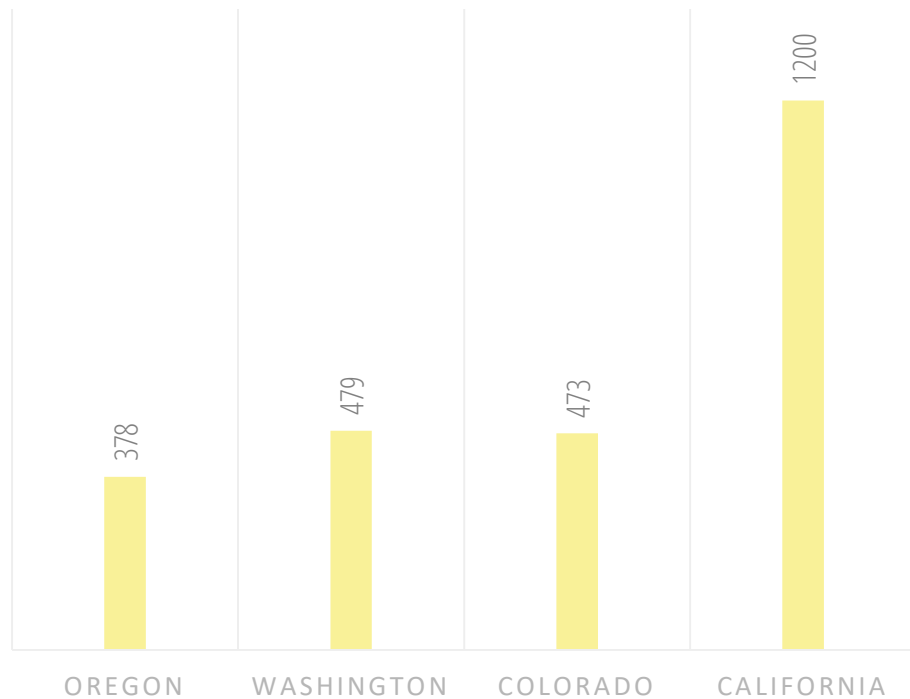
stemless

THE DISCLAIMER

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THE CANNABIS MARKET

RECREATIONAL DISPENSARIES



Seven states already permit recreational marijuana use, with more voting on rule changes every year. The opportunity for expansion is significant.

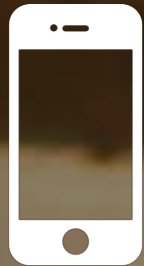
WHEN CA'S REC PROGRAM BEGINS, THERE WILL BE **2,500+** REC STORES IN THE US

THE PROBLEM

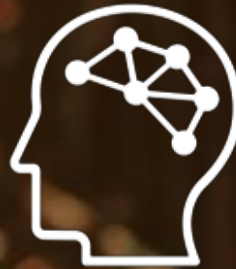
PURCHASING CANNABIS TODAY IS ANTIQUATED



Most stores only transact with buyers face-to-face, despite purchasing moving online in other industries



Typical e-commerce solutions can't work in the cannabis industry due to state and local restrictions



Stores need customer purchasing habits, trend data, and reporting to be captured effortlessly in real-time

THE SOLUTION

WE MAKE TRANSACTION SEAMLESS



Online ordering
using a smartphone
or laptop



Pay directly
online



Choose **Pick up**
without waiting



Or get tracked
delivery



Stores collect real-
time **data**

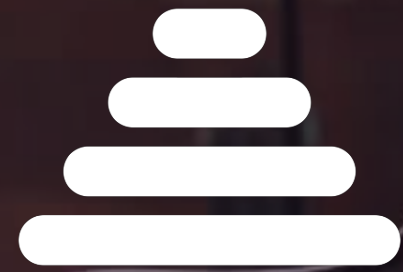
BUSINESS MODEL



stemless IS AVAILABLE FOR A
MONTHLY SUBSCRIPTION FEE PER
STORE

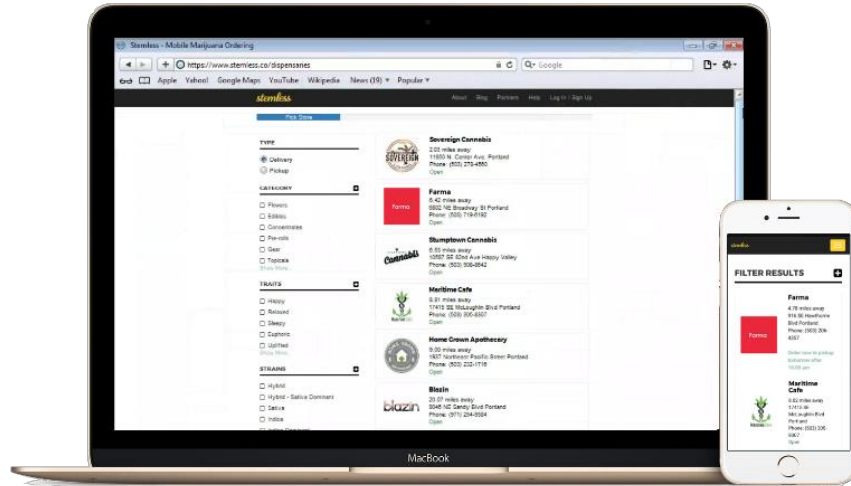


DIRECT SALES, CONTENT MARKETING,
& SOCIAL MEDIA WILL BE UTILIZED TO
AMPLIFY CONSUMER DEMAND



ADDITIONAL TIERS ARE AVAILABLE FOR
DISPENSARIES INTERESTED IN WHITE-
LABELED AND PREMIUM SOLUTIONS

WHAT CONSUMERS SEE



SEARCHABLE LIVE MENUS

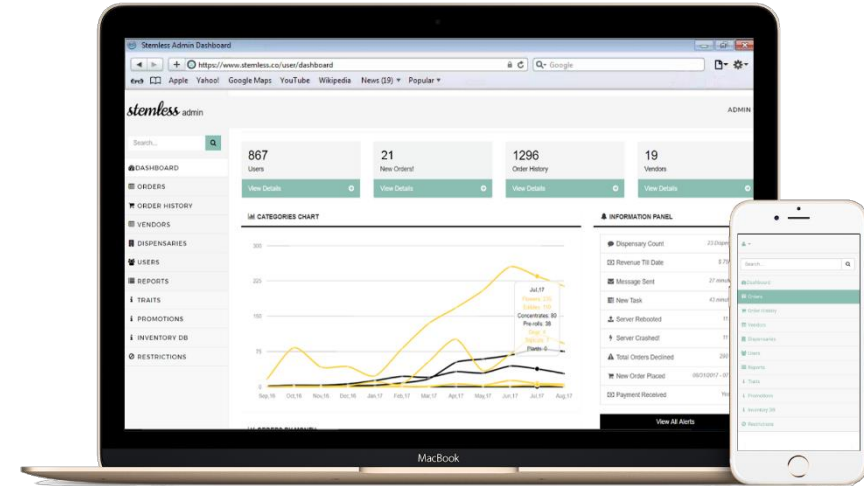
FULLY ACCESSIBLE ON MOBILE, TABLET OR DESKTOP

PRODUCTS CAN BE FILTERED BY FARM/STRAIN/TRAIT

REPEAT CUSTOMERS CAN ORDER IN 5 CLICKS

PAYMENT DATA IS SECURE AND STORED REMOTELY USING
256-BIT ENCRYPTION

WHAT DISPENSARIES SEE



MANAGE ORDERS FROM YOUR PHONE

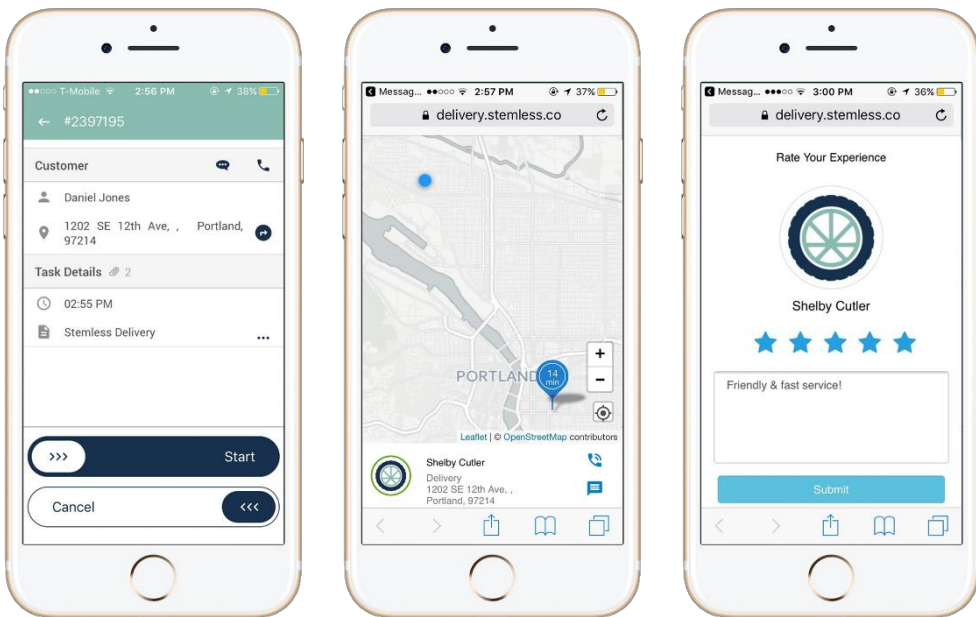
VIEW CUSTOMERS' STATE IDs BEFORE ACCEPTING ORDERS

ANALYTICS TRACK YOUR PROGRESS

OVERSEE MULTIPLE STORES ON ONE DASHBOARD

MANUALLY INPUT YOUR MENU OR OPT FOR AUTOMATED
API PULLS FROM YOUR POS SYSTEM

LATEST TECH



OUR CUSTOM DELIVERY APP ALLOWS STORES AND THEIR COURIERS TO **ALWAYS** MAINTAIN AN OPEN LINE OF COMMUNICATION WITH THEIR CUSTOMERS



API INTEGRATION PULLS WITH ALL MAJOR CANNABIS POS SYSTEMS FREE UP OUR STORES' TIME TO FOCUS ON SELLING

IN DEVELOPMENT



INDIVIDUAL LOYALTY PROGRAMS FOR EACH OF OUR STORES TO ENTICE THEIR CUSTOMERS TO INCREASE THE SIZE AND FREQUENCY OF ORDERS



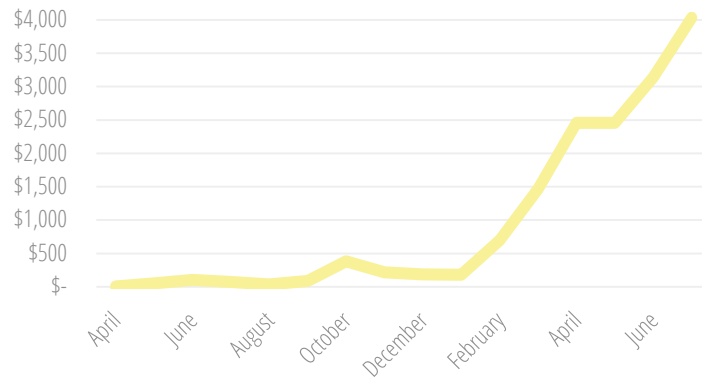
MEDICAL PATIENT ACCOUNT CREATION TO ADDRESS 10-15% OF A REC STATE MARKET AND 26 NEW STATES



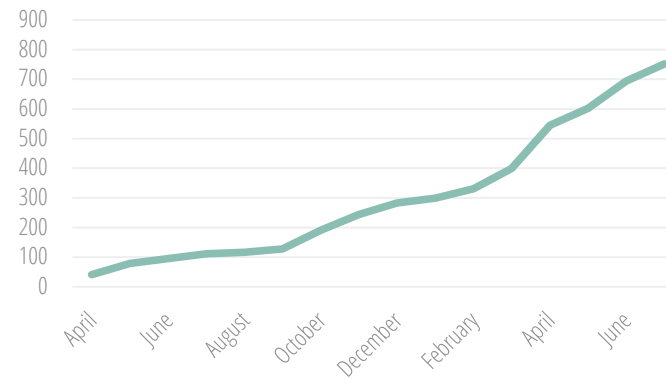
DRIVER'S LICENSE DATA SCANNING TO PROVIDE STORES WITH AN EXTRA LEVEL OF SECURITY TO ENSURE THEIR CUSTOMERS ARE LEGAL ADULTS

TRACTION & STATUS

BOOKED REVENUE GROWTH



CONSUMER GROWTH



STEMLESS HAS SIGNED **10 NEW DISPENSARIES** YTD

5/1/2016
LAUNCHED SITE

13
DISPENSARIES SIGNED

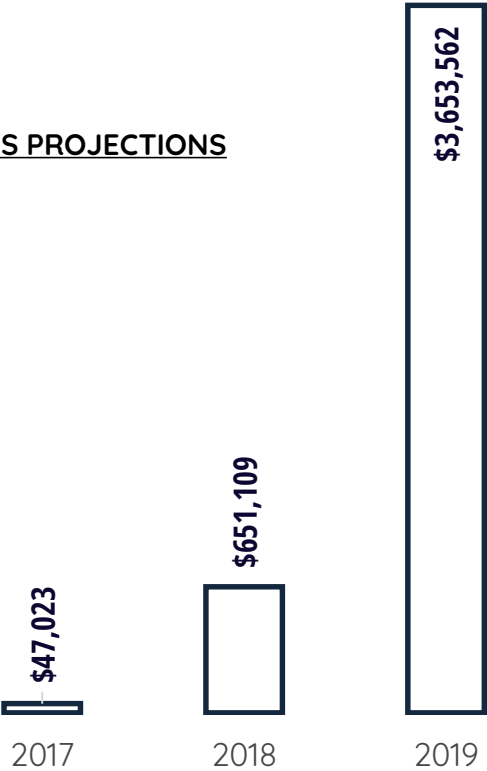
950
CONSUMERS

DELIVERY APPS
LATEST TECH

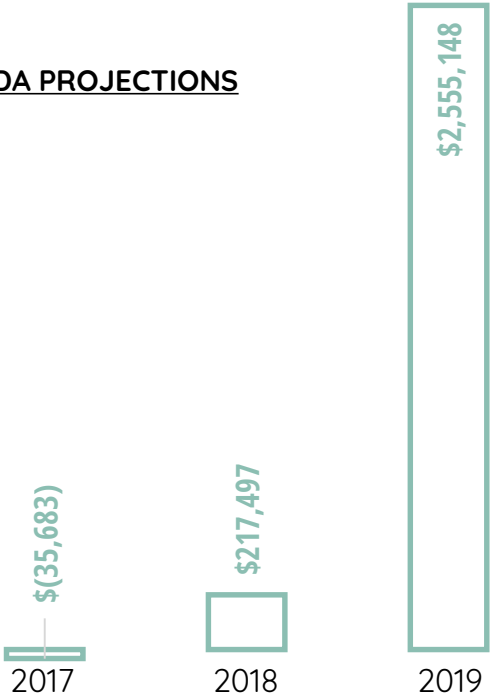
\$56,820
ARR

PROJECTIONS

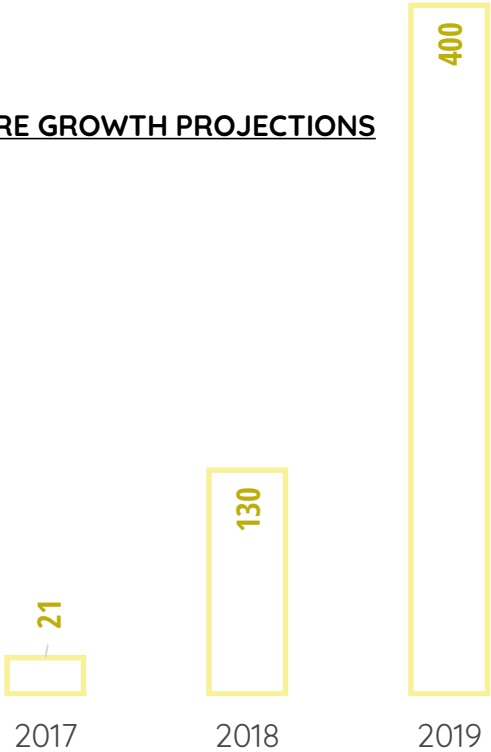
SALES PROJECTIONS



EBITDA PROJECTIONS



STORE GROWTH PROJECTIONS



Please request appendix for more detailed information

What metrics do we care the most about?

of stores on platform
Average # orders per store

Gross margin
Same-store sales growth

This slide reflects management’s current views with respect to future events based on information currently available and is subject to risks and uncertainties. This slide is meant for illustrative purposes and does not represent guarantees of future results, levels of activity, performance, or achievements.

OUR ADVANTAGE

Stemless is one of the only online ordering platforms to offer electronic payment processing in full compliance with applicable banking regulations

Electronic Payments

We've strategically focused on partnering with innovative and well-known dispensaries in Oregon to establish credibility with the broader dispensary community

Tier 1 Client List

Seamless User Experience

We prioritize a streamlined ordering experience, as evidenced by our \$67 average order size and 9.8% purchase conversion on visits to our site

Differentiated Customer Service

Stemless aims to provide an unmatched level of customer service through bi-weekly check-ins, 24 hour tech support, and collaborative feature innovation

THE GOALS



12 MONTH RUNWAY TARGETS

Expand service to medical patients

Build out comprehensive analytics
dashboard

Integrate further with state compliance
API

ID scanning integration

Expand services into Washington

Sign 40 dispensaries from multiple
states

Batch distribution technology build
for deliveries

Grow user base to 5,000+

THE LANDSCAPE

				
CONSUMER TYPE	Recreational	Medical	Medical	Recreational
SALE TYPE	Order Ahead/ Delivery	Delivery	Delivery	Order Ahead/Drive Foot Traffic
CUSTOMER TYPE	Affluent/Busy	All smokers	Medical Patients	Dispensary Frequenters
FOCUS	Convenience	Speed	Expertise	Increasing Foot Traffic
LAUNCH DATE	2016	2013	2013	2014

This figure represents management opinion and is meant for illustrative purposes. It does not represent the scope of competition in the marketplace, nor does it represent guarantees of future results, levels of activity, performance, or achievements.

KEY TEAM MEMBERS



KOUSHI SUNDER
FOUNDER

- MBA from the Tuck School of Business at Dartmouth
- Started Stemless in the Tacklebox Accelerator
- Career experience includes M&A, Sales, Business Development



ISAAC COLON
OPERATIONS

- Former Goldman Sachs Vice President
- Career experience includes Trading, Private Equity, and Operations
- International banking experience (UK + US)



SUNDER NADARAJAH
FINANCE

- Former head of Tax and Treasury of Accolade Wines and United Malting Corp.
- Masters in Taxation
- Long career in vice industries



SWAPNIL GHOSH
DEVELOPMENT

- Experience working with startups and large scale enterprises
- Programming languages include PHP, Javascript, JQuery, HTML/CSS, App development



SHELBY CUTLER
CUSTOMER RELATIONS

- Experience in high-impact customer outreach and in-person promotions
- Knowledgeable in cannabis farming, growing and trimming processes

OUR TRUSTED PARTNERS

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THE WORD IS OUT

TE TechCrunch

stoner
MAGAZINE

FAST COMPANY

women
GRO 

FOX 12
OREGON

 **CWCB** Expo™

THE **EASIEST** WAY TO
GET YOUR WEED

stemless