



Investor Deck

Your next golden investment opportunity

Presented By
Ivan Samarov

»»» NEXT SLIDE

Agenda



Market Problem	The market gap Aura Pharm is built to solve
Solution	Vertically integrated EU-GMP model for affordable, pharma-grade cannabis
Execution & Infrastructure	Scalable facility, advanced cultivation/extraction tech, and operational readiness
Capital Deployed & Needs	€4M invested to date, €4M final raise to launch and scale
Experienced Team	Pharma-grade leadership with 20+ years in GMP, QMS, and production management
Go-to-Market Strategy	Tiered plan to establish trust, engage B2B buyers, and secure long-term contracts
Financial Outlook	Licensing, certifications, and timeline to full operations
Financial Summary	Strong margins, 5x scale potential, and forecasted €15.5M revenue by Year 5



Problem

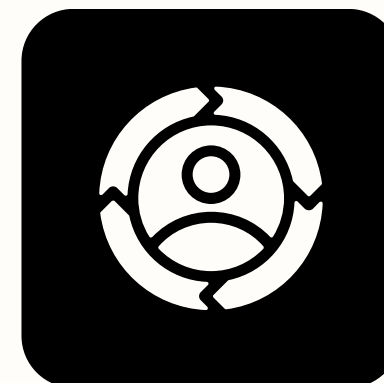
The Problem

The European medical cannabis market is growing fast but lacks affordable, pharmaceutical-grade supply. Aura Pharm solves this with a vertically integrated, EU-GMP-ready facility in North Macedonia—offering premium product at low cost. With 5x scalable output, long-term B2B contracts, and projected 50%+ EBITDA margins, early investors are positioned for outsized returns.

Solution

Our Solution

Aura Pharm addresses the lack of high-quality, affordable medical cannabis in Europe by building a vertically integrated, EU-GMP-certified production hub in North Macedonia. Our facility enables full in-house control — from cultivation to extraction — ensuring pharmaceutical-grade output with unmatched operational efficiency and scalability.



Pharma-Grade Precision

Aura Pharm solves Europe's medical cannabis shortage with a fully integrated, EU-GMP-certified facility in North Macedonia—delivering high-quality, pharma-grade product at low cost and built to scale.



Full Control & Scalable

All production is owned and operated internally, allowing us to quickly scale 5x+ while controlling cost, quality, and compliance end-to-end.



Low Cost, High Return

Located in North Macedonia to capitalize on low OpEx and favorable licensing, our model supports >50% EBITDA margins and strong investor upside as Europe's cannabis demand accelerates.

Market Opportunity

✓ Big Market

Europe's medical cannabis market is expected to grow from €516M in 2023 to €2.1B by 2027 (45% CAGR), driven by regulatory shifts, growing patient access, and pharmaceutical demand for certified product.

✓ Strong Demand

Over 22 European countries have legalized medical cannabis, yet the market lacks consistent, EU-GMP-certified supply. Distributors are actively seeking compliant partners — and Aura Pharm is built to meet that gap at scale.

Summary

Aura Pharm is entering the market at a time of rapid policy change and rising demand for pharmaceutical-grade cannabis products. With our EU-GMP-ready facility and experienced team, we're positioned to serve Europe's largest buyers — including pharmaceutical wholesalers and clinical partners — with high-quality product at competitive cost.

Market Opportunity

Detailed

Rapid Global Growth:

Legal cannabis market exceeded **\$35B in 2023**, with projections reaching **\$57B by 2030** (CAGR: **16%** from 2020).

Medical Cannabis Surge:

International medical cannabis spending rose **60% YoY in 2023**, driven by **Australia and Europe**; expected to hit **\$3.5B by 2026** (CAGR: **37%**).

Europe's Emerging Market:

Valued at **€516M in 2023**, projected to grow to **€2.1B by 2027** (CAGR: **45%**), fueled by legal and regulatory momentum.

Key European Markets:

Germany, France, Italy, UK, and Spain among **top 7** with multi-billion-dollar potential.

Expanding Legalization:

Over **22 European countries** have legalized medical cannabis; **Germany, Malta, Luxembourg** have legalized recreational use.

Product Trends:

High-margin segments like **concentrates and edibles** are rapidly gaining market share, appealing to both medical and recreational users.

Innovation & Brand Opportunity:

Demand for product variety and specialization is driving **R&D, brand differentiation**, and **international expansion**.

Cost-Effective Cultivation:

North Macedonia offers **low operational costs, favorable licensing**, and an experienced agricultural workforce.

Built for Growth



Company Stage	Early-stage medical cannabis startup, vertically integrated from cultivation to distribution
Commitment to Innovation	Focused on producing pharmaceutical-grade APIs, including dried flower and THC/CBD extracts
Strategic Location	Based in Koreshnica Village, Demir Kapija, North Macedonia
Modern Facility	4,708 m ² facility on a 29,931 m ² site, purpose-built for scalable production
Cultivation Capacity	Designed to grow up to 2,000 cannabis plants concurrently
Sustainability	Owens additional 30,000 m ² planned for solar installation to reduce energy footprint
Focus on Purity	Dedicated to producing clean, safe, pharmaceutical-quality cannabis

Investments to Date

Details	Amount (€)
Total Investment to date	4,000,000
Construction Costs Cannabis production facility in Koreshnica, Demir Kapija	3,000,000
Other / Operating Costs Permits, design, licensing, salaries, consultants	1,000,000
Government Support Estimated to receive 30%-50% subsidy on eligible investments (contract signed with the Government of Republic of North Macedonia in 2024)	Expect to receive 1,500,000



AURA Pharm Medical Cannabis production facility
under construction

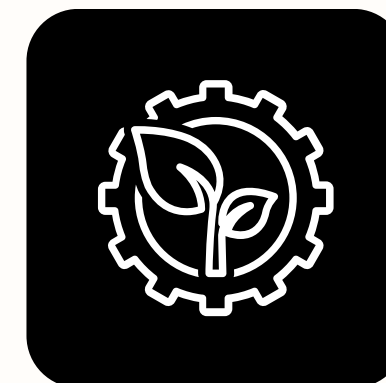
Facilities

Total Building Size

4,708 m² with sufficient power infrastructure for full operations

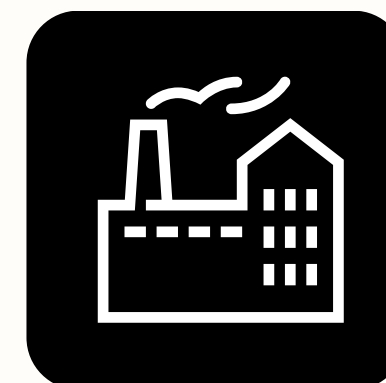


*AURA Pharm Medical Cannabis production facility
under construction*



Cultivation Facilities

- 432 m² of active cultivation area
- Two dedicated cultivation rooms totaling 648 m²
- Capacity to grow ~1,800 cannabis plants per cycle



Manufacturing Facilities

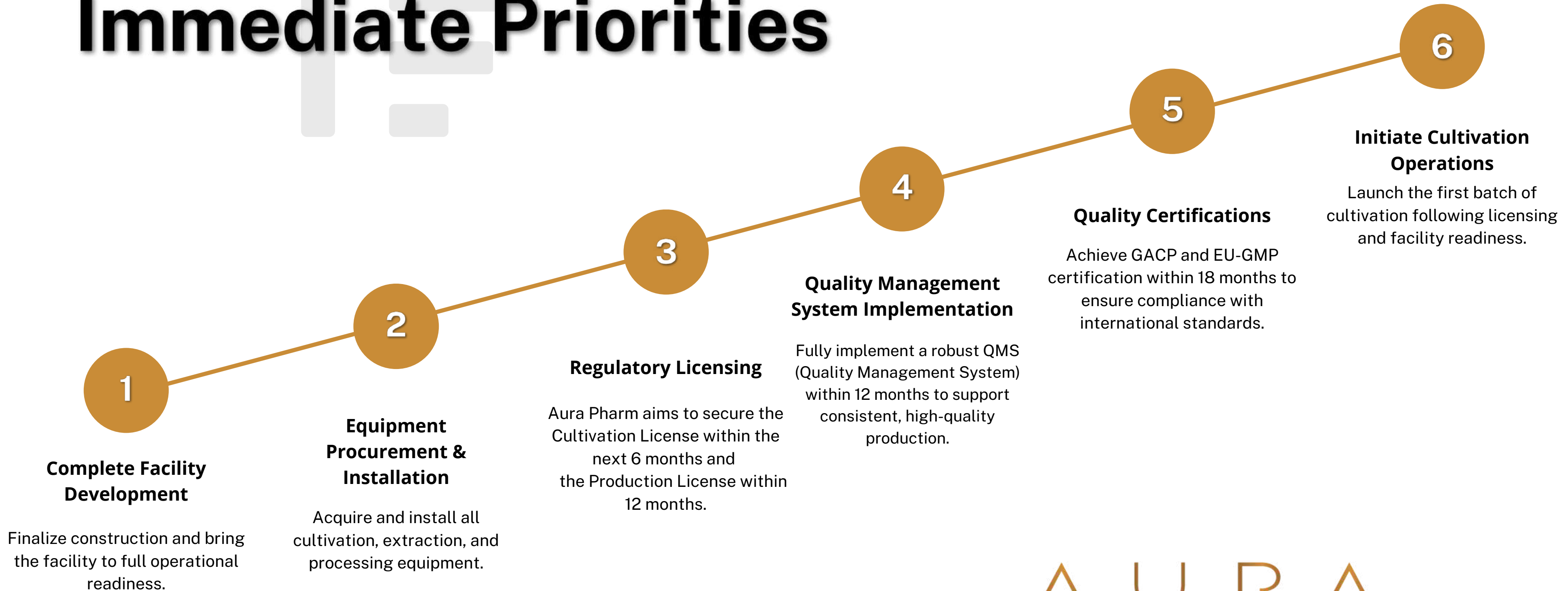
- 1,378.79 m² allocated to manufacturing operations
- Equipped with extraction and refining systems, vacuum ovens, and packaging machines
- Designed for efficient production of high-quality flowers and concentrates



Additional Infrastructure

- Clean rooms for dry flower extraction (under construction)
- Future labs planned for oil refinement and product development
- Includes comprehensive setup: permits, detailed facility design, production licensing, and staffing

Immediate Priorities

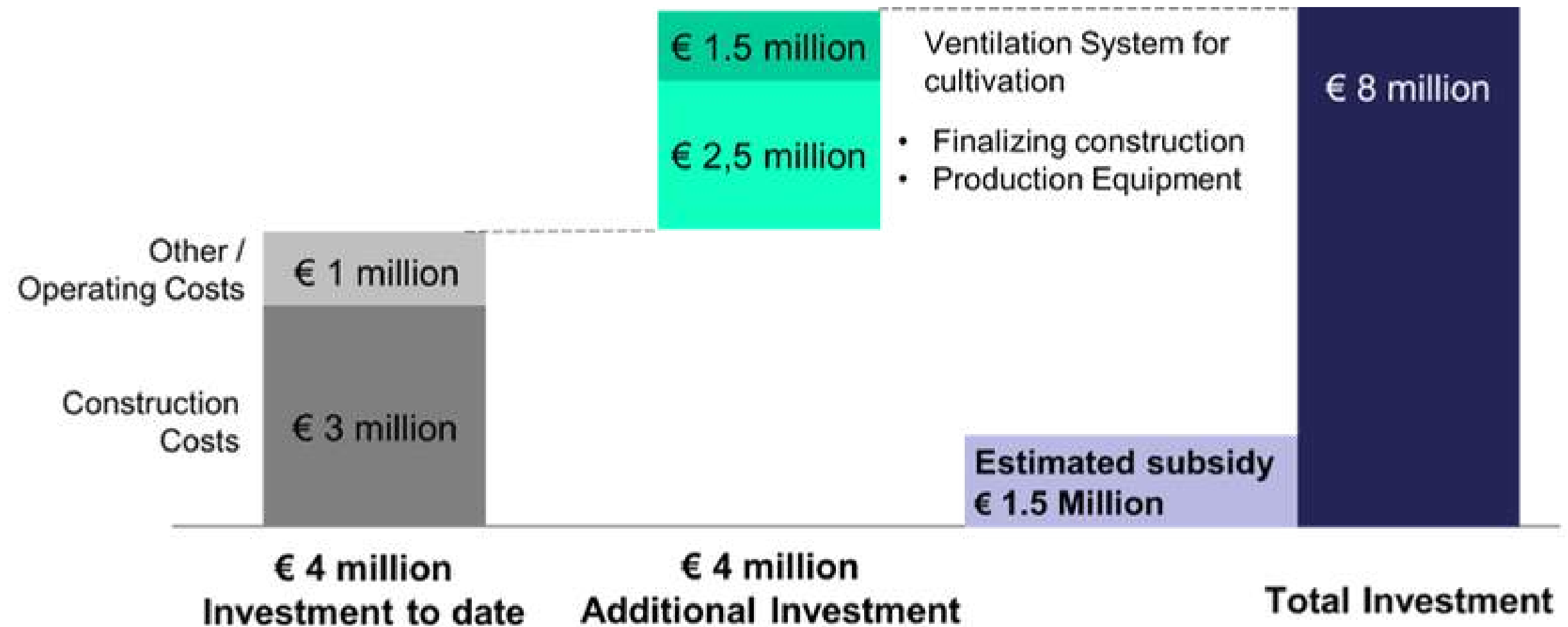


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Final Capital to fully Launch and Scale

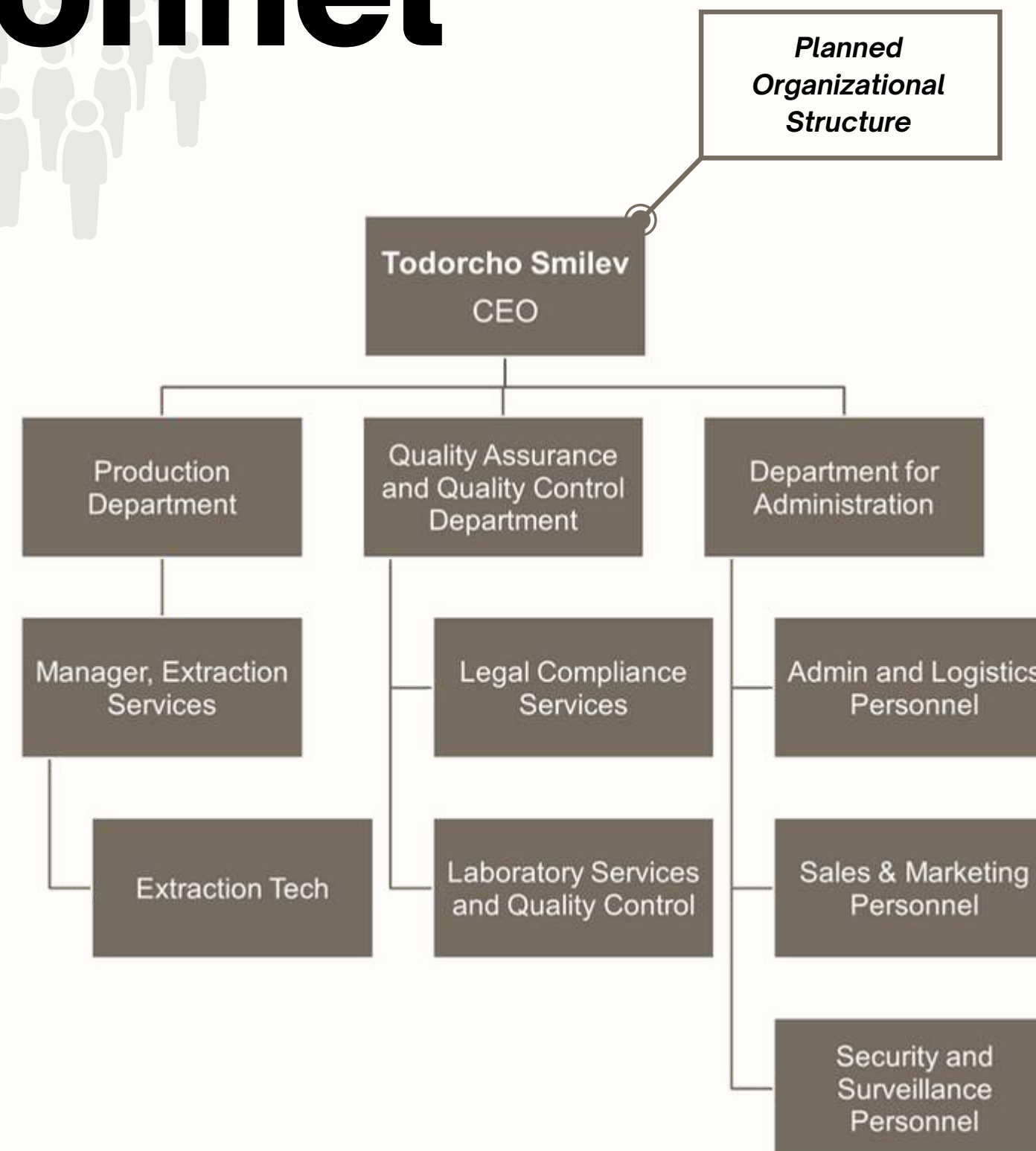
Ready for Acceleration

With the foundation laid, we're seeking final capital to fully launch and scale.



Key Personnel

- AURA Farm currently employs **12 staff members**, committed to driving AURA Pharm's growth.
- The **CEO, Todorcho Smilev**, is an economist with strong expertise in financial management and operational oversight.
- The team includes **4 experienced pharmaceutical specialists** with 20+ years' hands-on experience in **QMS and GMP** implementation.
- An **electrical engineer** and a **mechanical engineer** support automation and equipment maintenance.
- With future investment, Aura Pharm plans to expand to **30 employees**.



Key Personnel



Todorcho Smilev – Chief Executive Officer

An accomplished economist with over four years of hands-on experience in the cannabis industry, Todorche leads Aura Pharm with a strategic focus on operational efficiency and financial stewardship. His deep understanding of cannabis production and regulatory frameworks positions the company for sustainable growth and GMP compliance.

Marija Globochki, MPharm – Chief Quality Officer

A nationally and internationally recognized GMP expert with over 23 years of pharmaceutical industry experience, Marija serves as Aura Pharm's Chief Quality Officer. She leads all quality and regulatory operations, overseeing system design, EU-GMP alignment, and compliance strategy.

Her full-time leadership ensures that Aura Pharm maintains the highest standards of pharmaceutical excellence.

Key Personnel



Mihail Aleksandrov, MPharm – Production Manager

A pharmaceutical technology specialist with a strong track record in GMP-regulated environments, Mihail brings expertise in managing medical cannabis production. He ensures all operations integrate pharmaceutical-grade processes to consistently meet regulatory and quality standards

Sonja Dimitrovski, MPharm – Qualified Person / Quality Assurance Lead

Sonja oversees batch certification, quality assurance, and the implementation of GMP protocols. Her background in pharmaceutical technology and experience in the medical cannabis sector ensure all products meet strict regulatory and safety benchmarks before release.

Suzana Zafirova, MPharm – Quality Control Manager

With specialized training in drug testing and control, Suzana manages all phases of quality control, including testing, validation, and stability monitoring. She ensures every product adheres to the highest standards of consistency and compliance.

Process Technology

Delivering Pure, High-Quality Products

Cultivation

API Dry Cannabis Flowers

Indoor Grow Rooms:

- Advanced lighting & climate control
- Automated irrigation + nutrient delivery
- CO₂ injection & dehumidification

Production Phases (Cycle Time: ~15 Weeks):

Germination → Cloning → Vegetation → Flowering → Trimming → Drying & Curing

Expansion Plan/Opportunity:

- Indoor cultivation facility expansion.
- Greenhouse: Month 24

Processing Technology

API Cannabis Extracts



Drying & Curing Rooms

- Controlled temp/humidity
- Moisture <15% (dry) → <10% (cure)
- Consistent flavor & aroma

Packaging Line

- Flower container & pouch filling
- Nitrogen + vacuum packaging

CO₂ Extraction (System: SepareCo Italy)

- Super/subcritical CO₂
- Dual-phase pumps
- 95% yield, solvent-free

Wiped Film Distillation (System: Pilodist SP 1000 cc)

- 2-pass distillation
- THC distillate (80–93%)
- 7 L/h throughput, GMP-compliant

Strains Grown

Critical Kush

Gorilla Glue

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Go-to-Market Strategy

Tier 1

Foundation & Visibility

Introduce Aura Pharm to the market with credibility and discoverability

Brand Awareness

Position Aura Pharm as a trusted, EU-GMP & GACP-compliant supplier of pharmaceutical-grade cannabis products.

Website & Digital Presence

Launch a professionally designed website and leverage cannabis directories to build discoverability and trust online.

Tier 2

Engagement & Validation

Build relationships, showcase quality, and drive buyer confidence.

Scientific & Regulatory Materials

Publish white papers, clinical trial summaries, and compliance documentation to demonstrate pharmaceutical-grade standards.

Events & Sponsorships

Attend and sponsor pharmaceutical and healthcare conferences to increase exposure and foster credibility among decision-makers.

Tier 3

Commercial Expansion

Secure and grow strategic business relationships.

B2B Market Development

Engage pharmaceutical clients through sample/test batch programs and pursue long-term supply contracts. Currently in discussions with Germany's largest pharmaceutical wholesaler.

Industry Engagement

Join key industry associations to solidify Aura Pharm's role in shaping and growing the medical cannabis space.



Financial Summary

Assumptions

Harvesting Schedule:

5 indoor harvests per year.

Cultivation Capacity:

1,800 plants per cycle.

Annual Yield:

Initial target: **~1,200 kg of dry cannabis flower** per year.

Mid-term target: **~1,500 kg annually**.

Cannabis Oil Production:

~200 kg high-quality cannabis will be processed yearly, yielding **~30 liters of cannabis oil**.

Additional ~100 liters of oil will be produced annually using high-quality cannabis purchased from other producers.

Expansion “1-N”:

Aura Pharm has ample surrounding land for future expansion of the indoor cultivation facility.



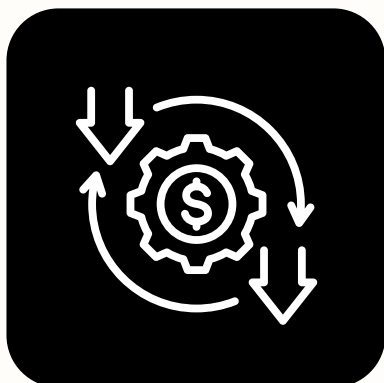
Sales growth

Sales are expected to start conservatively the first few months and increase steadily through the second, third and fourth quarters of the first year of operations.



Operating Needs

Cash will be retained in the business to cover cash operating needs as well as future expansion to meet the demands.

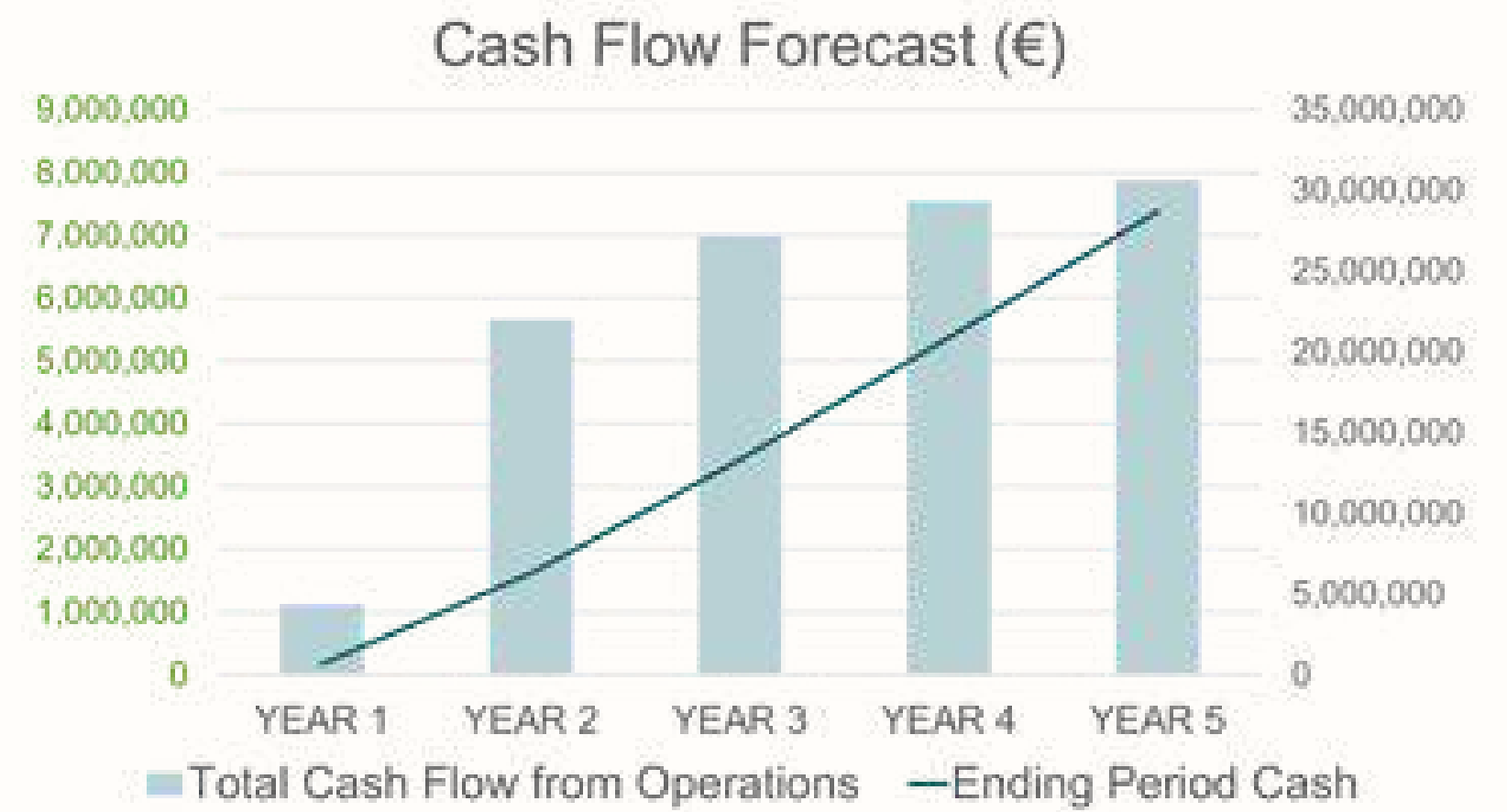
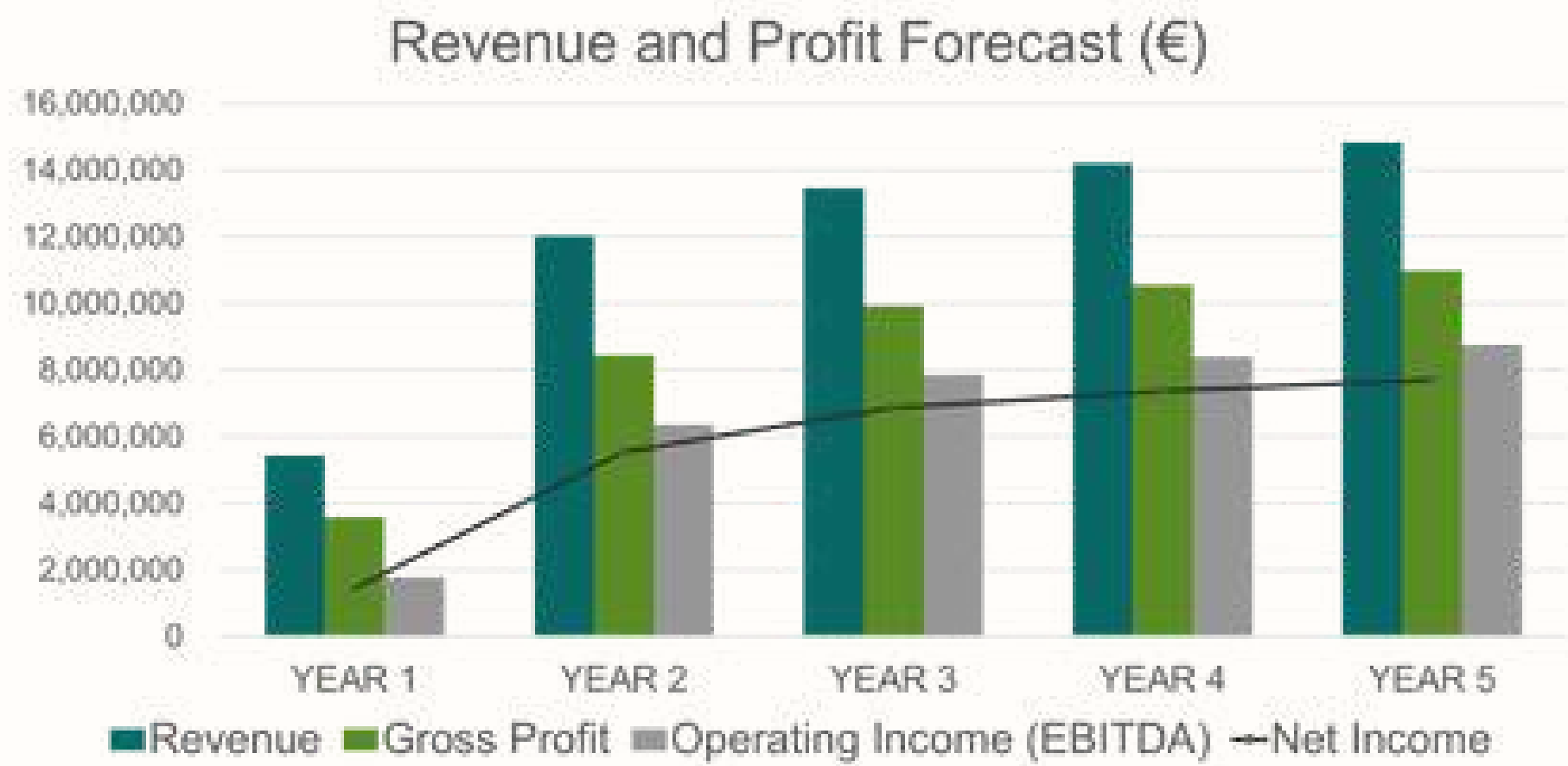


Expenses Cut

Cash will be retained in the business to cover cash operating needs as well as future expansion to meet the demands.

Financial Summary

Forecasted Financial Performance



“0-1”



From a **total investment of €8.0 million**, Aura Farm is expected to generate **€12 million in gross revenues with net income of over €5 million in Year 2**, its first full year of operations. Revenues are expected to grow to nearly €14 million in Year 3 and €15.5 million in Year 5, with net income of over €6.5 million and over €8 million, respectively.



Financial Summary

Ratio Analysis

Ratio Analysis	YEAR 2	YEAR 3	YEAR 4	YEAR 5	Avg. (2-5 years)
Return on Equity	67.60%	47.60%	34.20%	26.50%	44.00%
Return on Assets	66.40%	47.10%	34.00%	26.40%	43.50%
Financial Leverage	1.02	1.01	1.01	1	1.01
Correction Factor	1	1	1	1	1
Profitability					
Gross margin	70.30%	73.80%	74.10%	74.10%	73.10%
SG&A as % of Sales	17.30%	15.50%	15.10%	14.90%	15.70%
Operating Margin	51.40%	56.90%	57.70%	57.80%	56.00%
Tax Rate	10%	10%	10%	10%	10%
Asset Turnover Ratios					
Accounts Receivable Turnover	20.8	20	19.6	19.6	20
Fixed Asset Turnover	2.9	3.4	3.7	4.1	3.5

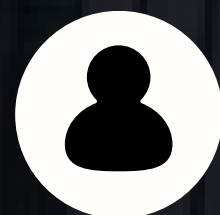
Thank You

We appreciate your time and consideration.



Phone

+1 (630) 450-3648



Email

Ivan@Aura-Pharm.com