



wildpack
BEVERAGE INC.

TSX.V:CANS

Q1 2022 Earnings

Disclaimer

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Actual results, performance or achievements could differ materially from those expressed in, or implied by, these forward-looking statements or information and, accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements or information will transpire or occur, or if any of them do, what benefits the Company will derive therefrom. In addition to other factors and assumptions which may be identified in this Presentation, assumptions have been made regarding, among other things: the impact of the acquisitions made by the Company as described herein, including but not limited to the acquisition of L&S, meeting or exceeding the currently anticipated impact on the Company’s performance; contractual customers not defaulting on their obligations; maintaining current pricing of filling products and cans; can suppliers not defaulting on their contractual obligations; historical throughput per shift being matched on scale; new equipment meeting factory specified throughput; projected inputs not materially deviating from inflationary growth; the Company expanding to adequately create capacity for demand; seasonality being consistent with historical seasonality; the Company being able to secure financing to build production lines; human resources being adequately scaled to meet operational requirements; the Company’s assumptions around the proportions of fixed and variable costs being accurate; direct labour being reduced by automation; no material increases in utility cost in excess of general inflationary rates; revenue targets being met for adequate scale; the proportional scale of revenue growing in excess of management cost; selling expense proportionally decreasing due to more sales per salesperson; increased facility space utilization with new ERP; amortization of managers being properly projected by the Company; more efficient use of human capital due to adequate scale of like requirements leading to expert efficiencies; back-office costs growing at a slower rate than revenue; the Company succeeding in its expansion plans; the impact of competition from other industry participants; the general stability of the economic and political environment in which the Company operates; the timely receipt of any required regulatory approvals for the business plans of the Company; the ability of the Company to obtain qualified staff, equipment and services in a timely and cost efficient manner; the anticipated demand for the Company’s products and services; currency, foreign exchange and interest rates; the regulatory framework regarding taxes and regulatory matters in the jurisdictions in which the Company operates; the success that the Company will have in developing its products and services and the results from such products and services; that counterparties to material agreements will perform in a complete and timely manner; that the Company will have sufficient capital to conduct its business plan as well as those risk factors outlined under the heading “Risk Factors” in the filing statement in respect of Wildpack which is available under the Company’s profile at www.sedar.com. Readers are cautioned that the foregoing list is not exhaustive of all factors and assumptions which have been used.

Disclaimer

Forward-looking statements or information are based on current expectations, estimates and projections that involve substantial known and unknown risks and uncertainties which are beyond the control of the Company and which could cause actual results to differ materially from those anticipated by the Company and described in the forward-looking statements or information. Although the Company has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in the forward-looking statements, there may be other factors that cause actions, events or results not to be as anticipated, estimated or intended. All subsequent forward-looking statements or information, whether written or oral, attributable to the Company or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements. Furthermore, the forward-looking statements or information are made as at the date of this Presentation and unless required by law, the Company undertakes no obligation to update publicly any forward-looking statements, whether as a result of new information, future events, or otherwise to reflect future events or circumstances or reflect the occurrence of unanticipated events.

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Market and Industry Data

Market data and industry forecasts contained in this Presentation have been obtained from industry publications, various publicly available sources and subscription-based reports as well as from management's good faith estimates, which are derived from management's knowledge of the industry and independent sources that management believes to be reliable. Industry publications, publicly-available sources and subscription-based reports generally state that the information contained therein has been obtained from sources believed to be reliable. We have not independently verified any of the information from such third-party sources nor have we ascertained the validity or accuracy of the underlying economic assumptions relied upon therein. The Company hereby disclaims any responsibility or liability whatsoever in respect of any third party sources of market and industry data or information.

Currency

Unless otherwise indicated, all dollar references herein refer to Canadian dollars (C\$).

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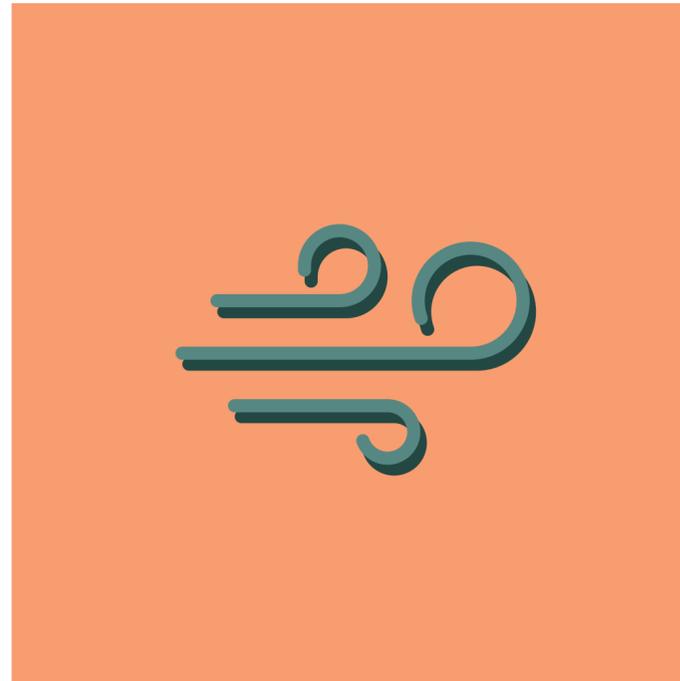
2022 Q1 Overview



Q1 Wins



Q1 Macro

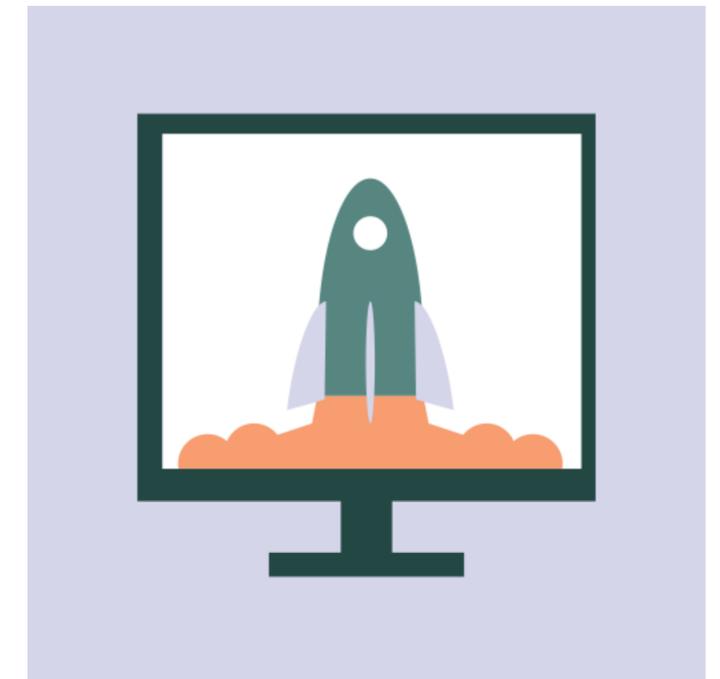


Headwinds

- Seasonality has returned!
- Cost of capital has skyrocketed

Tailwinds

- Sustainability is a top priority
- TAM has estimated CAGR >20% through 2027
- Brand SKU proliferation = more flavours, smaller runs
- New entrants. Ex. Animal food, liquid food ingredients & household cleaners



Wildpack Opportunity

Lack of manufacturing capacity

Fragmented services and vendors

High costs of shipping and production inefficiencies

Access to sustainable format for ready-to-drink packaging

Delivering A Solution

Filling Capacity

6.15m

Cans per month

Decorating Capacity

14.4m

Can per month

All-in-one vendor

4

Fully Integrated Services

Facilities

6

Strategically Located

Looking Ahead - 2022

Guidance:

Revenue
\$40-55m

What has changed?

1. Seasonality & Cost of Capital have impacted actual and budgeted results.

Strategy changes:

1. Adapt – Low cost expansion, improve ability to acquire customers.
2. Discipline – Rightsize labour force.
3. Scale – Integrate and expand the least capital intensive vertical: can & tertiary packaging sales.

Results of being nimble & disciplined:

1. Earn more from our customers.
2. Improve our per can economics.
3. Cut costs.

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**Q1
Financials**

Q1 By The Numbers

Revenue	Cost of Sales	Net Loss	Production Volume (Cans)
Q1 2022 \$8.53m	Q1 2022 \$8.49m	Q1 2022 \$(3.90m)	Q1 2022 44.90m
Q1 2021 \$6.43m	Q1 2021 \$5.35m	Q1 2021 \$(0.89m)	Q1 2021 15.96m

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Q1

Operations

Operational Improvements

- ↑ Welcomed Orlando Hopper, Director of Operations to our Baltimore facility. Additional enhancements to our supply chain, quality assurance and operational excellence teams.
- ↑ Las Vegas printing operations reached commercial production
- ↑ Production yields averaged above 90% for both filling and decorating throughout the quarter
- ↑ Commissioned and tested new fillers for Las Vegas and Baltimore. Expected installation Q2/Q3 delivery dependent.
- ↑ Integration of Land and Sea continues to pay dividends for both the operations and the packaging services improved freight rates and spot market prices throughout the supply chain for customers.

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Q&A

Thank You!