TRYM™

CANNABIS FARM MANAGEMENT SOFTWARE

Investor Presentation

CEO & Co-founder
Matt Mayberry: matt@trym.io

Problem

The US legal cannabis market is projected to reach $31B by 2024, yet many growers still manage their daily operations with pen and paper

Source: BDS Analytics/Arcview Market Research

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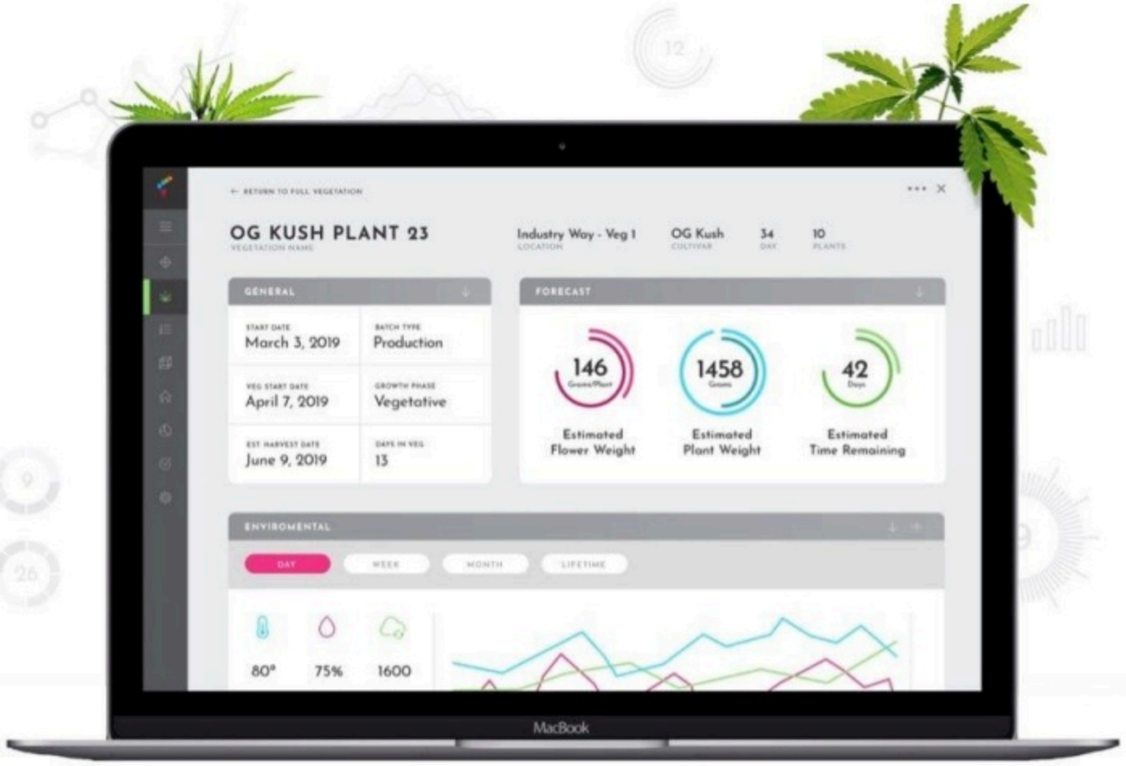

Meet Trym, cultivation software custom built for cannabis

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Trym provides growers with tools to meet challenges across their entire operation

Compliance Reporting

Team Management

Predicted Yields

Environmental Monitoring

Batch Management

Harvest Analytics

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How Trym Works

"Trym puts organizing and running my farm into the palm of my hand. It allows me to structure my days and weeks ahead of time and consolidates all of my grow data into one place. Customer support is superb!"

DANIEL TUTOR

Supernatural Gardens / Owner & Operator

TRYM™

Experienced team with background in tech and cannabis

Matt Mayberry
Co-Founder & CEO

Benjamin Wong
Co-Founder & COO

Karen Mayberry
Co-Founder & Marketing Dir.

Ryan Tucker
Head of Engineering

Neil Chau
Head of Partnerships

Igor Andre
Head of Customer Success

Ella Alpina
Marketing Manager

Zach Siglin
Sr. Software Engineer

Bryan Marquina
Business Development

Cory Madden
Software Engineer

Matt Johnson
Principal Engineer

Jesus Mendoza
Software Engineer

amazon

SUNPOWER®

HBO

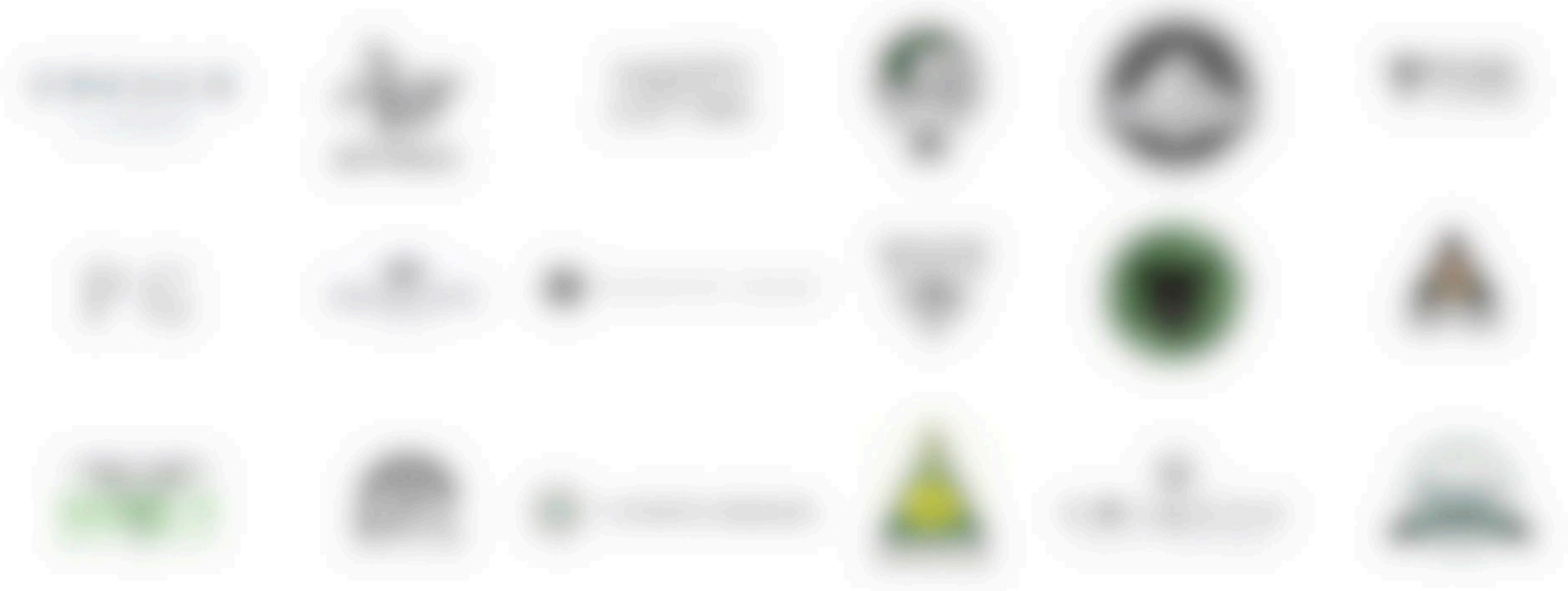
trellis

BAKER

greenbits

Working with leading cultivators across 15 states

2.3 Million Sq. Ft. of Cultivation Facilities Managed in Trym



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*Not all logos shown

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Strong Early Traction

US Cannabis Farm Management TAM

2020	**$17B** Market Size	**39,015** Cultivators	10,072 Manufacturers	10,083 Dispensaries	9,549 Retailers
2024	**$31B** Market Size	**71,145** Cultivators	18,366 Manufacturers	18,386 Dispensaries	17,412 Retailers

2024 cannabis farm management TAM is >$1B

4X more cultivation licenses than any other license type

2020 license information sourced from Cannabiz Media
2024 licenses extrapolated from 2020 license numbers * (2024 projected market size / 2020 market size)
71,145 farms * $1200 monthly SaaS fees * 12 = $1.02B ARR

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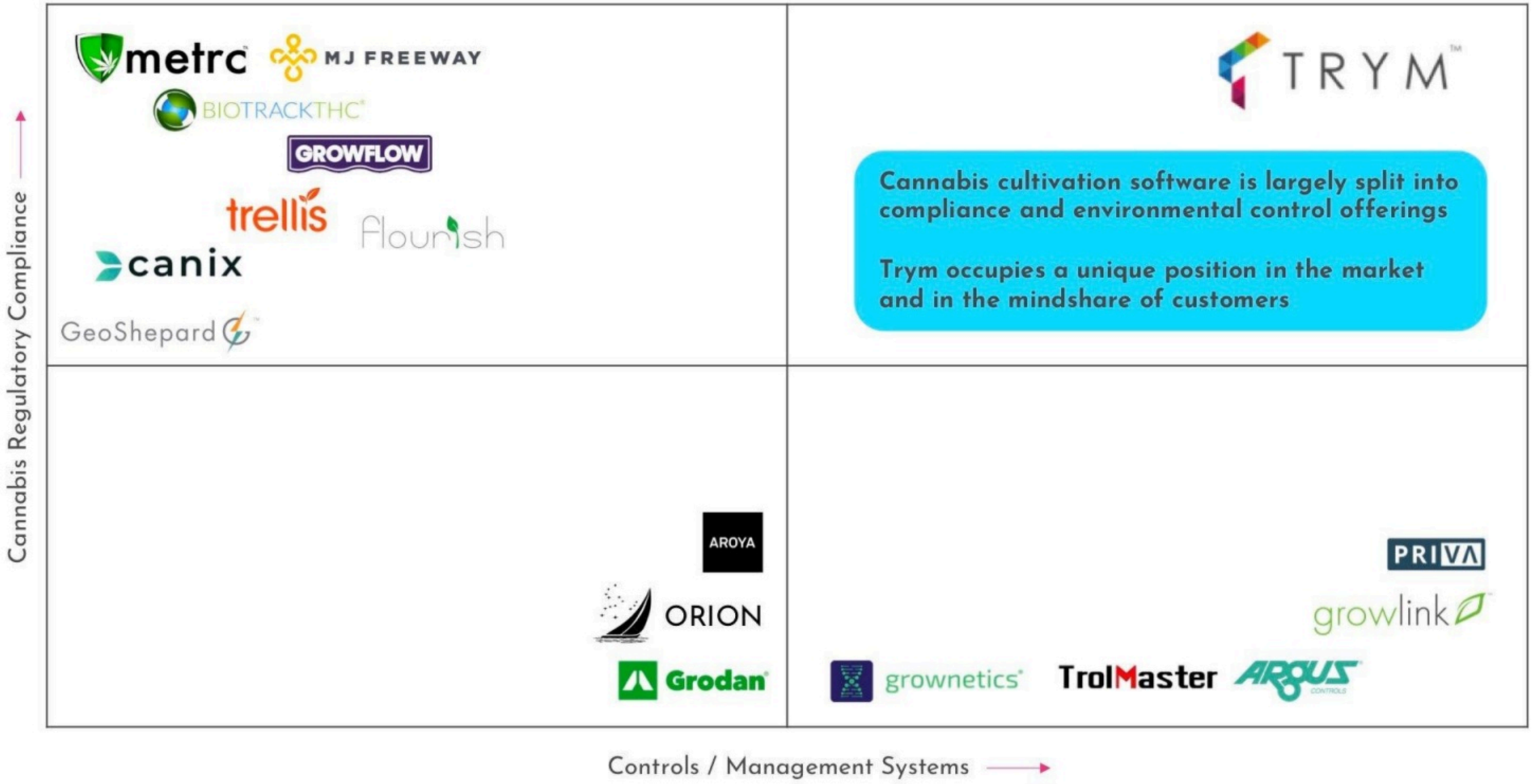
Competitive Landscape



Software Integrations

metrc™
CA and OR

ARGUS CONTROLS

TrolMaster

slack

Plus many more to come!

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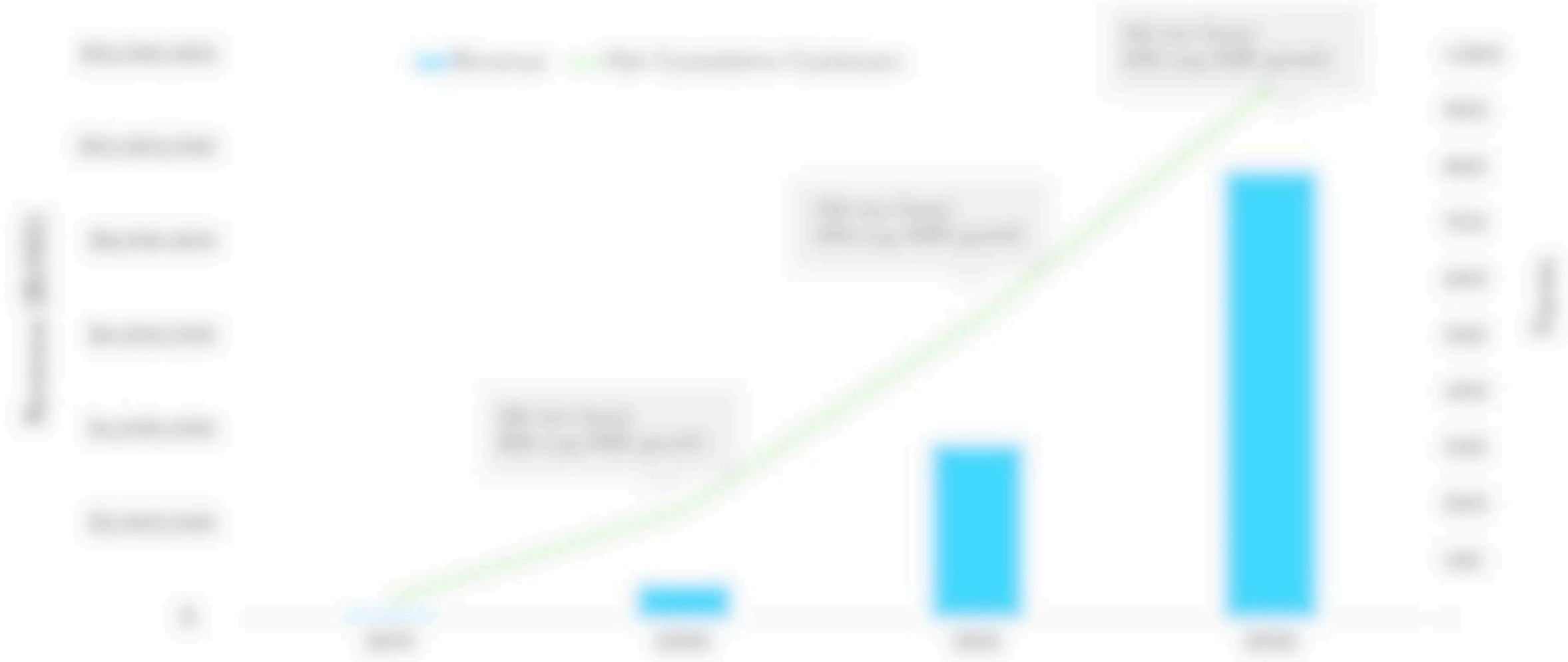
Revenue and Customer Growth Projections



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Investment Opportunity

Raising	$1.5M Series Seed Preferred Round $--M Pre-Money Valuation
Major Investors	7thirty Capital WelCan Capital Delta Emerald Ventures
Runway	-- months
Key Goals	>--- Paying Accounts >$--M ARR >$---- Avg. MRR / Account

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Precedence for Exit

Granular

Dupont Acquires Farm Management Software Granular for $300M

2 million acres* of row crops under management

$1.3B annualized crop value under management

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2 million sq. ft. of cannabis facilities under management

$ 1B annualized crop value under management

Cannabis crop value far exceeds conventional crops
As a result, Trym currently is managing commodity crop value comparable to that of leading agricultural farm management software systems

Annualized Row Crop Value = 2M acres * $632 corn revenue per acre * 1 harvests per year
Annualized Row Crop Value = ((2M sq. ft. * 40g per sq. ft) / 454 grams) * $1440 per pound * 4 harvests per year
*Granular's reported acreage at time of acquisition
Corn value source:: USDA ERS, 2019 corn economics published October 2019
Wholesale cannabis value source:: Cannabis Benchmarks January 2020

Thank You

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@trymtech

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