

A blue-tinted photograph of three young women with curly hair, smiling broadly. The image serves as the background for the text.

CRESCITA

TSX : CTX

INVESTOR PRESENTATION

NOVEMBER 2024

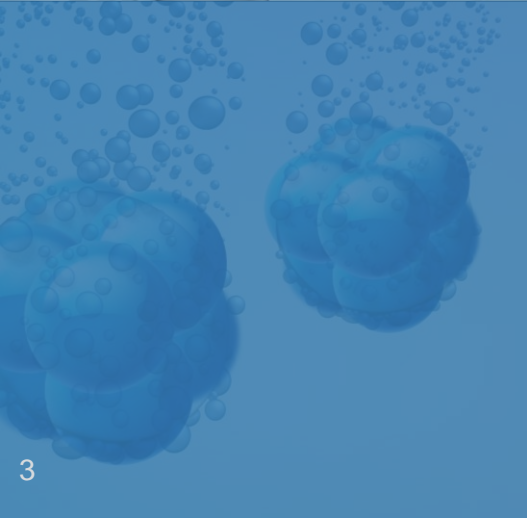
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The Company reports its financial results in accordance with International Financial Reporting Standard (“IFRS”). However, we use certain non-IFRS financial measures to assess our Company’s performance. We believe these to be useful to management, investors and other financial stakeholders in assessing Crescita’s performance from both a financial and operational standpoint. The non-IFRS measures used in this presentation do not have any standardized meaning prescribed by IFRS and are therefore not comparable to similar measures presented by other issuers. These measures should be considered as supplemental in nature and not as a substitute for the related financial information prepared in accordance with IFRS found in our continuous disclosure documents.

Adjusted EBITDA is a non-IFRS measure. This term is defined as earnings before interest, income taxes, depreciation of property, plant and equipment and amortization of right-of-use asset and intangible assets, foreign exchange (gains) losses, share of (profit) loss of associates, fair value (gains) losses, share-based compensation, restructuring, acquisition-related and integration costs, and goodwill and intangible asset impairment, as applicable. Management believes that Adjusted EBITDA is an important measure of operating performance and cash flow and provides useful information to investors as it highlights trends in the underlying business that may not otherwise be apparent when relying solely on IFRS measures.

A reconciliation of Adjusted EBITDA to Net Income (Loss), its closest IFRS measure, can be found in the Company’s Management’s Discussion and Analysis for the three and nine months ended September 30, 2024.

Agenda

- 1 CRESCITA OVERVIEW
- 2 COMPELLING GROWTH STRATEGIES
- 3 KEY TAKEAWAYS

A UNIQUE COMMERCIAL SKINCARE COMPANY

Serving the Professional
Aesthetic Market

Market Cap ¹	\$11.5M
FY2023 Revenue ²	\$17.5M
Cash Balance ³	\$8.4M

¹ Based on the September 30, 2024 closing price of \$0.60.

² For the year ended December 31, 2023.

³ As at September 30, 2024.



Our **goal** is to become a leading Canadian skincare company, promoting wellness through exceptional quality, science-backed skincare solutions and, **accompanying consumers through their beauty journey.**

CRESCITA BUSINESS SEGMENTS

3 COMPLIMENTARY BUSINESS SEGMENTS

1

Commercial Skincare

- Curated portfolio of cosmeceuticals, Tx skincare and devices
- Sold B2B and DTC in Canada
- In-house sales, marketing, customer service and distribution

2

Manufacturing and Services

- 50,000 sqf Health Canada compliant facility
- Private-label solutions OR customized product development
- R&D Capabilities with recognized expertise

3

Licensing and Royalties

- Lead Rx product, **Pliaglis**, licensed in 39 countries (ex. U.S)
- Upcoming launches in MENA and Europe
- Phase 3 study required in China; underway and partner funded

MARKET OPPORTUNITIES RESILIENT AND GROWING AESTHETIC MARKETS

Skincare Treatments and Devices
US\$4.6B²

Physician Dispensed
Cosmeceuticals
US\$6B¹ in 2021

HA Fillers
US\$1.4B³ in 2023

Toxins
US\$1.4B⁴

North American Aesthetic Market

Market Dynamics

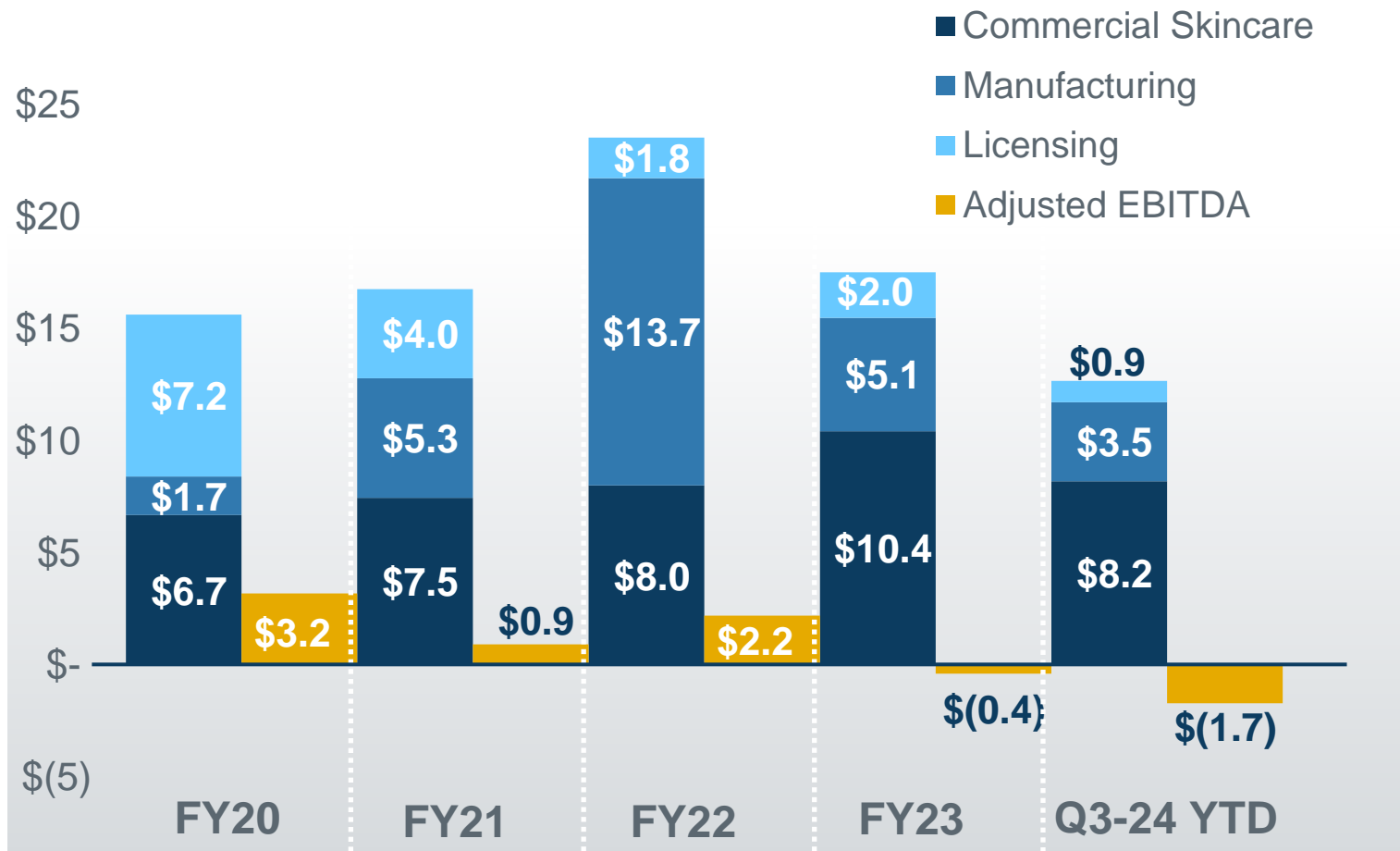
73% of consumers expect to spend money on a physician-administered aesthetic treatment⁵

82% of consumers aged 21-35 believe injectable treatments are socially acceptable⁵

59% of surgical and non-surgical procedures in the U.S. were for the 35-50 age group⁵

¹ Report Linker; ² <https://www.theinsightpartners.com/>; ³ <https://www.intelmarketresearch.com/>; ⁴ Estimation of North America with www.theinsightpartners.com (Medical & Aesthetic uses), Aesthetics representing 42% according to Global Market insights; ⁵ 2019 Allergan 360° Aesthetics Report.

FOCUSED ON IMPROVING PROFITABILITY



KEY PROFITABILITY DRIVERS

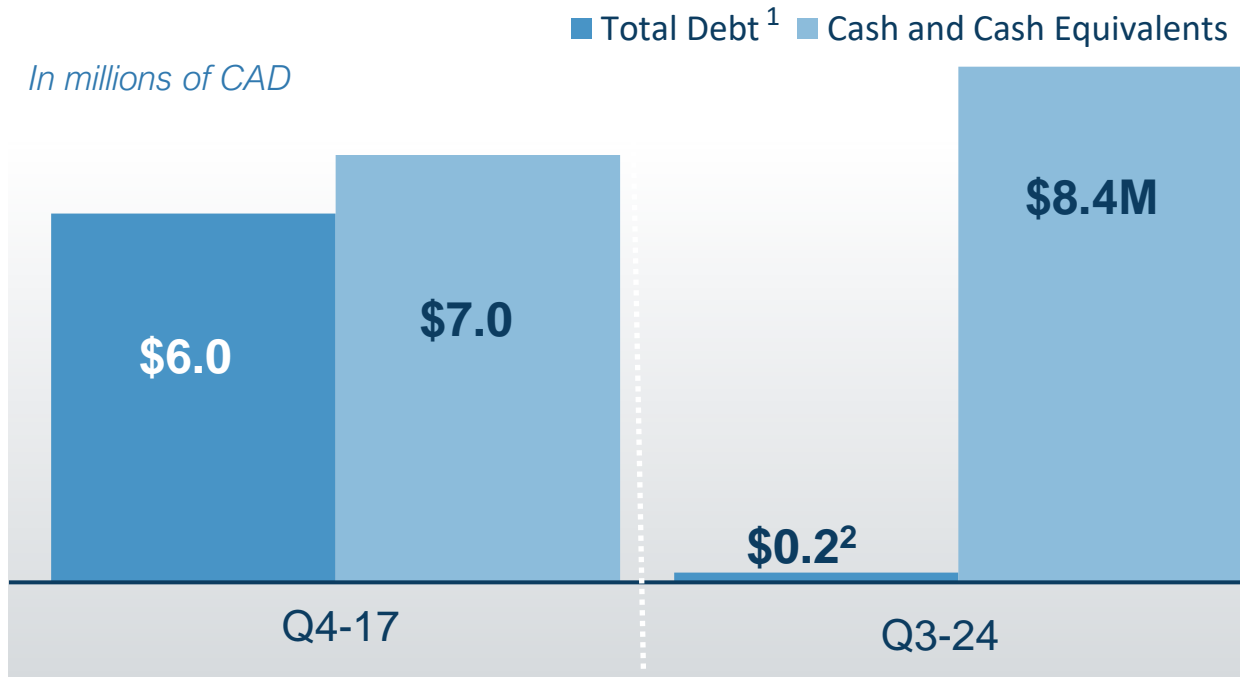
- ✓ Increase recurring revenue
- ✓ Increase manufacturing volume
- ✓ Maximize high-margin revenue
- ✓ Invest in people and brands

¹ Fiscals 2020 and 2021 reflect the impact of the COVID-19 pandemic.

² Adjusted EBITDA is a non-IFRS measure. It is defined as earnings before interest, income taxes, depreciation of property, plant and equipment and amortization of right-of-use asset and intangible assets, foreign exchange (gains) losses, share of (profit) loss of associates, fair value (gains) losses, share-based compensation, restructuring, acquisition-related and integration costs, and goodwill and intangible asset impairment, as applicable.

SOLID BALANCE SHEET TO FUND GROWTH

Reduced Debt by 97% and Solidified Cash Position



Total Liquidity of ~\$11.9M³

CAPITAL ALLOCATION PRIORITIES



Invest in organic growth



Invest in growth via M&A



Pursue share buyback

¹ Total Debt represents the sum of the long and short-term portions of long-term debt, convertible debentures and other obligations. Lease obligations were excluded from Total Debt for comparative purposes, as the Company adopted IFRS 16 – Leases on January 1, 2019.

² Paid down \$3.6M long-term debt with Knight Therapeutics Inc. in Q4-19, and \$1.0M debentures with Bloom Burton Healthcare Lending Trust and Bloom Burton Healthcare Lending Trust II in Q2-22.

³ Total available liquidity includes \$8.4M in cash and cash equivalents (as at September 30 2024) and a \$3.5M credit facility, subject to margin requirements.



3 Compelling Growth Strategies

LOOKING AHEAD

COMPELLING GROWTH STRATEGIES



Strategy 1

Expand our Aesthetics
Footprint in Canada



Strategy 2

Capitalize on
Key Assets



Strategy 3

Grow through Strategic
M&A and Licensing



STRATEGY #1

EXPAND OUR AESTHETICS FOOTPRINT IN CANADA



Commercial Expansion

- Organic Growth through client acquisition
- Addition of new brand



Channel Expansion

- Increase brand awareness
- Social media presence and influencer marketing
- Develop omnichannel strategy



Portfolio Expansion

- NEW to Pipeline
 - MicronJet600
 - PDLLA
- Ongoing launches
 - NCTF®
 - Art Filler®

CURATED PROFESSIONAL AESTHETIC PORTFOLIO

PROFESSIONAL AESTHETIC PORTFOLIO

Cosmeceutical



Skincare Tx and Devices

ART FILLER²
BY FILLMED

NCTF[®] BOOST | 135 HA | ²



TARGETING

Skin Conditions

Aging
 Acne
 Rosacea
 Dehydration
 Skin Quality
 Suncare



¹ Under license from Obagi Cosmeceuticals LLC. ² Under license from FILLMED Laboratories.



STRATEGY #1

STRATEGIC ASSET ACQUISITION EXPLAINED

What

In June 2024, CTX acquired the non real-estate assets of OCCY Laboratoire Inc., a Québec-based manufacturer and distributor of high-quality dermocosmetic products.

How

CTX acquired Occy’s outstanding debt, taking position as 1st ranking secured creditor, and purchased assets pursuant to their voluntary Bankruptcy proceedings.

Why

- Aligns with our vision and expected to be accretive
- Enhances our market position
- Expanding our product offering and customer network.



Financials

Cash Consideration
~\$0.9M

Fair Value of Assets
~\$1.7M

FY23 Revenue
~\$1.5M

LOOKING AHEAD

COMPELLING GROWTH STRATEGIES



Strategy 1

Expand our Aesthetics
Footprint in Canada



Strategy 2

Capitalize on
Key Assets



Strategy 3

Grow through Strategic
M&A and Licensing



STRATEGY #2

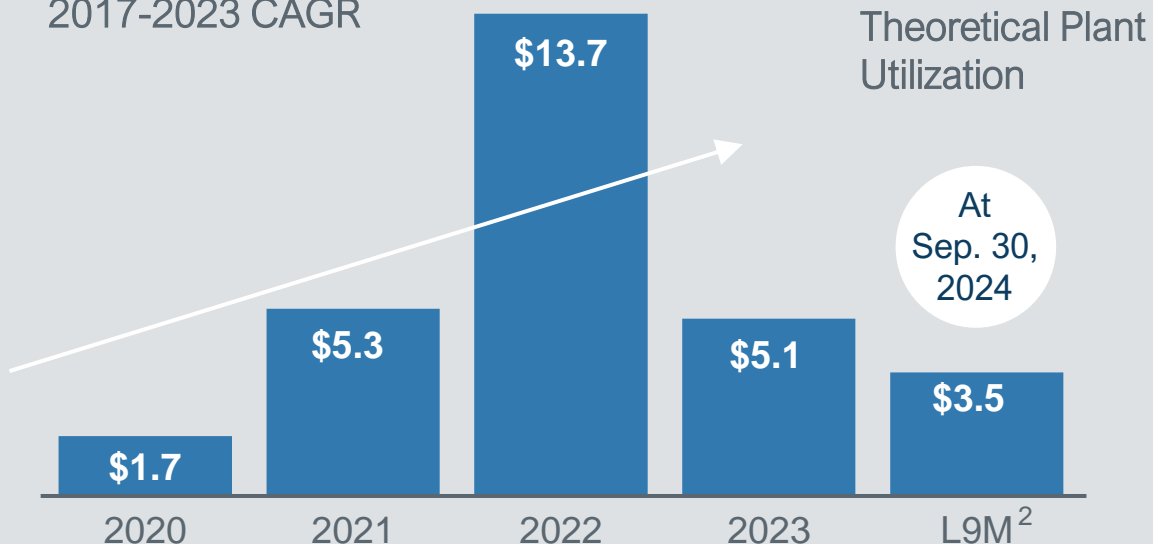
DIVERSIFY CLIENT BASE AND EXPAND VOLUME

Track Record of Growing Revenue

In millions of CAD

+27%
2017-2023 CAGR

~30%
Theoretical Plant Utilization



Growth Strategy

- **Grow customer base** through business development
- **Improve efficiency** through automation
- **Improve margins and profitability**

Plant Capacity



with minimal investment

¹ This estimate is based on Management assumptions with current infrastructure, pricing, and equipment.

² Certain orders from a large CDMO customer initially scheduled to be delivered in 2023 were, in part, deferred to Q1-24, and some cancelled, contributing to a material decrease in revenue for 2023 compared to 2022.



STRATEGY #2

MULTI-YEAR CMO CONTRACTS TO INCREASE RECURRING REVENUE

Recent News



4-YR Contract for US\$10M with largest CMO Customer

US\$2.5M / year Revenue over 4 years

~\$1.0M CAPEX Investment

5-YR Contract as Exclusive MFG Partner for a leading Canadian Healthcare Services Provider

To supply various sanitary products to a hospital buying group
No minimum order quantities

Revenue potential of \$6.0M¹ by end of YR5.

¹ Contingent on the client's ability to convert buying group members from their existing solutions to its new sanitizer dispensing solution.



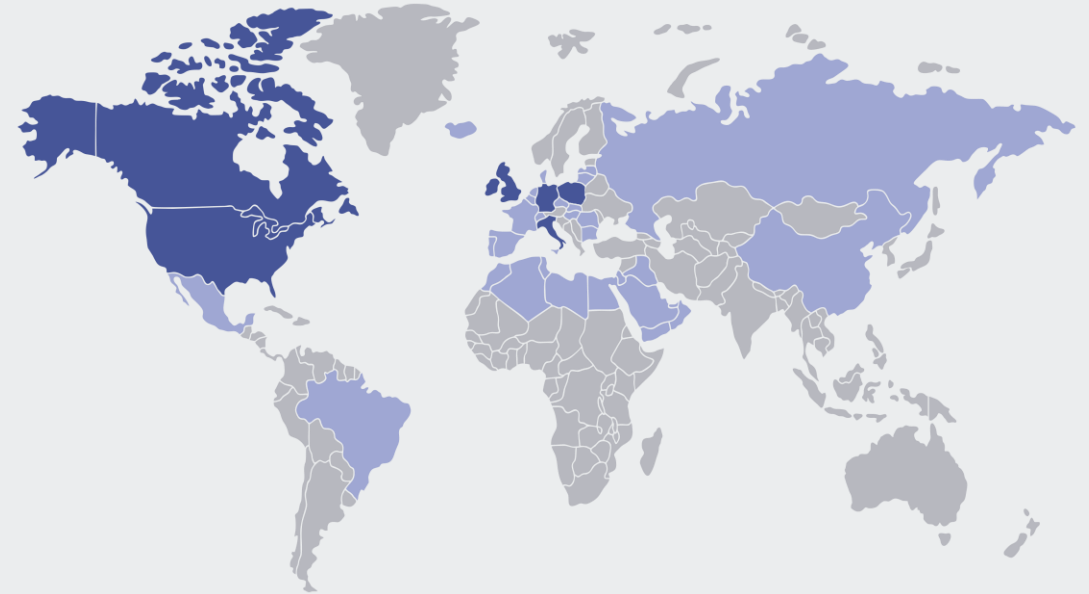
STRATEGY #2

INTERNATIONAL FOOTPRINT AND PARTNERSHIPS

A DIFFERENTIATED
TOPICAL ANESTHETIC



FDA-APPROVED, only anesthetic cream with the **HIGHEST CONCENTRATION** of **Tetracaine and Lidocaine 7% / 7%**



■ Commercialized countries¹ ■ Licensed countries





STRATEGY #2

SIGNIFICANT REVENUE POTENTIAL FOR PLIAGLIS

39¹ 
Licensed Countries

- Minimum sales volume commitments
- Several million dollars in potential milestone payments

35² **Launches**
2023 - 2027



EU Countries



MENA Countries



China

Future Recurring Revenue Potential

Double Digit Return³ on Sales

¹ Excludes the U.S. for which we are currently looking for a new partner following the termination of the agreement with Taro Pharmaceuticals Inc.

² Includes Germany, the United Kingdom and Ireland launched in 2023, Poland launched in Q1-24, and 31 anticipated launches through 2027.

³ Royalties on Pliaglis sales or markup on products supplied by Crescita.

LOOKING AHEAD

COMPELLING GROWTH STRATEGIES



Strategy 1

Expand our Aesthetics
Footprint in Canada



Strategy 2

Capitalize on
Key Assets



Strategy 3

Grow through Strategic
M&A and Licensing



STRATEGY #3

GROW THROUGH STRATEGIC ACQUISITIONS & PARTNERSHIPS

**~\$8.4M
in Cash
and Access
to Capital**

Accretive,
Synergistic &
Strategic Fit



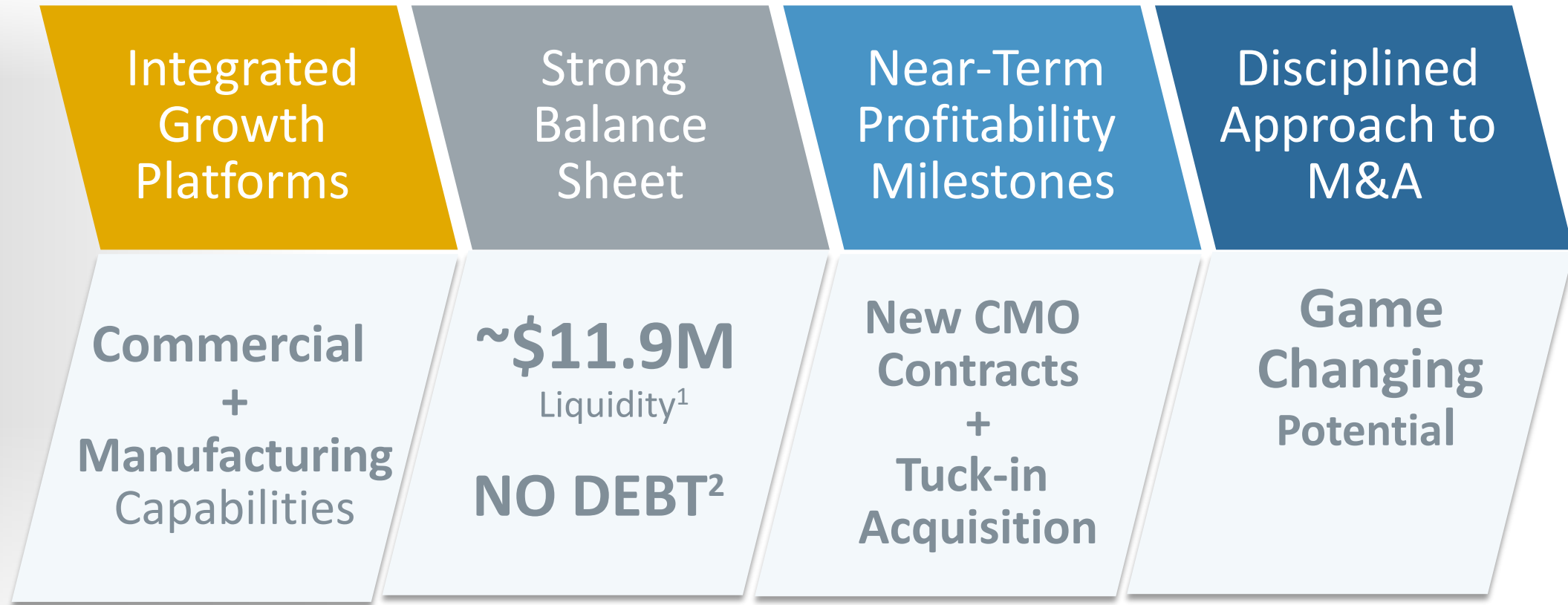
Brands

Skincare
Treatments
and
Devices

M&A
Transactions



CRESCITA KEY TAKEAWAYS



¹ In millions of CAD. Includes \$8.4 million in cash and cash equivalents at September 30, 2024 and \$3.5 million available under Crescita's line of credit.

² Debt refers to long-term debt.



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