

Investor Presentation

November 2021

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Caution Regarding Forward-Looking Statements

Certain statements contained in this presentation constitute forward-looking statements. These statements or Big Rock's future performance. All statements, other than statements of historical fact, may be forward-looking statements. looking statements. Forward-looking information are not facts, but only expectations as to future events and generally can be identified by the use of statements that include words or phrases such as, "anticipate", "believe", "continue", "could", "estimate", "expect", "intend", "likely" "may", "project", "predict", "propose", "potential", "might", "plan", "seek", "should", "targeting", "will", and similar expressions. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements. Big Rock believes that the expectations reflected in those forward-looking statements are reasonable but no assurance can be given that these expectations will prove to be correct and such forward-looking statements included in this presentation should not be unduly relied upon by investors as actual results may vary materially from such forwardlooking statements. These statements speak only as of the date of this presentation and are expressly qualified, in their entirety, by this cautionary statement. In particular, this presentation contains forward-looking statements pertaining to Big Rock's expectations that its EBITDA margins will expand; Big Rock's ability to execute on its turnaround growth strategy; Big Rock's expectations of becoming Canada's largest independent brewer; Big Rock's ability to pursue portfolio complementing acquisitions; Big Rock's expectations that it will complete its capital investment project and its ability to enable growth pipeline, innovation process and minimize waste; Big Rock's expectations that it will complete its IT and digital transformation project and its ability to maximize returns on growth; Big Rock's expectations that it will win material co-packing contracts; Big Rock's ability to achieve growth targets in owned, licensed and private label brand portfolios as well as new, on-trend innovations; Big Rock's expectations that its products will be defensive against economic fluctuations; Big Rock's ability to make meaningful investments; that Big Rock is well positioned for a shift to larger pack sizes and variety packs; Big Rock's ability to capitalize on volume growth opportunities at its Calgary facility; the anticipated packing capabilities and benefits of the new can line; Big Rock's ability to optimize plant utilization and labour costs; Big Rock's ability to implement the next phase of its long term strategic plan; Big Rock's ability to successfully pasteurize its products and the anticipated outcomes thereof; Big Rock's anticipated total volume, revenue and EBITDA margin; Big Rock's ability to generate consistent shareholder returns, operating cash flow per share growth and free cash flow and its ability to support growth and shareholder returns; the ability of Big Rock's 2021 capital plan to maximize asset utilization year-round, enhance quality control, reduce waste, align innovation process with market demand long-term, enhance customer and consumer ordering experiences through the adoption of technology and optimize business processes to support its growth strategy; that Big Rock is well positioned to take advantage of the capacity and scale of its assets and provide economic stimulus to the Canadian economy; Big Rock's products and offerings, Big Rock's strategy, business plans and expected results of operations, including, but not limited to, prospective opportunities and the results of each of the foregoing, expectations as to Big Rock's financial performance and any further changes in the future.

Certain of the above listed forward-looking statements constitute future-oriented financial information and financial outlook information (collectively, "FOFI") about Big Rock's prospective financial position, including, but not limited to: Big Rock's expectations that its EBITDA margins will expand; the ability of Big Rock's IT and digital transformation project to enable the business to maximize returns on growth; Big Rock's ability to achieve growth targets in owned, licensed and private label brand portfolios as well as new, on-trend innovations; Big Rock's anticipated total volume, revenue and EBITDA margin; and Big Rock's ability to generate consistent shareholder returns, operating cash flow per share growth and free cash flow and its ability to support growth and shareholder returns. FOFI contained in this presentation were made as of the date hereof and is provided for the purpose of describing Big Rock's anticipated future business operations.

With respect to the forward-looking statements and FOFI listed above and contained in this presentation, management has made assumptions regarding, among other things, that Big Rock will complete its capital investment project and IT and digital transformation projects; that volumes in the current fiscal year will remain constant or will increase; that input costs for brewing and packaging materials will remain constant or will not significantly increase or decrease; that the demand for additional packaging capacities and capabilities and the results of the use thereof; that there will be no material change to the regulatory environment in which Big Rock operates and there will be no supply issues with Big Rock's vendors nor significant changes in consumer demand.

Some of the risks which could affect future results and could cause results to differ materially from those expressed in the forward-looking statements and FOFI contained herein include, but are not limited to the inability to continue to reduce the net mark-up rate in Alberta, increased challenges posed by the COVID-19 pandemic, supply chain constraints, managements assumptions in respect of the new can line, including regarding the potential customer base therefore and the benefits thereof, will not be correct and the inability to continue to grow demand for Big Rock's products.

Readers are cautioned that the foregoing list of assumptions and risk factors is not exhaustive. The forward-looking statements and FOFI contained herein are expressly qualified in their entirety by this cautionary statement. The forward-looking information and statements included in this presentation are made as of the date hereof and Big Rock does not undertake any obligation to publicly update such forward-looking statements or FOFI to reflect new information, subsequent events or otherwise unless so required by applicable securities laws.



Company Overview



Why Big Rock?...A Turnaround Growth Story

A turnaround story committed to investing in the future of alcoholic beverages...

	201	7	202	20	% Change
Financial Metrics					
EBITDA	\$1.9 m	illion	\$5.1 m	nillion	+168%
EBITDA Margin	4.1%		11.6%		+183%
Debt / LTM EBITDA	>3x		<1x		+204%
Market Cap*	\$46.5 m	nillion	\$33.2 n	nillion	-28.6%
Net Revenue	~\$45 m	illion	~\$45 m	nillion	-
Product Category	<u>Production</u>	<u>Brand</u>	<u>Production</u>	<u>Brand</u>	
Beer	✓	✓	✓	✓	
Cider	✓	✓	√	✓	
Vodka Soda			√	✓	
Hard Tea			√	✓	
Non-Alcoholic			√		

^{*}Based on market capitalization at year end



Big Rock Today	
Traded:	TSX: BR
Recent Price (as at 11/15/21):	\$6.00
Basic Shares Outstanding:	6.98 million
Market Cap (as at 11/15/21):	\$41.9 million
Founded:	1985
Employees:	130+





















Breweries/Brewpubs:

Calgary, Vancouver and Toronto

2020 Net Sales:

\$44.0 million

Total Credit Facilities:

\$16 million \$8.0 million

- total drawn as at 9/30/21





1. Brand



2. Owned manufacturing footprint with scale



3. EBITDA growth, free cash flow potential and strong balance sheet



4. Proven ability to innovate in beverage alcohol at scale



5. Trusted relationships



6. Experienced management team



TRANSFORMATION SPECIALIST



Wayne Arsenault President & CEO

- Corey Nutrition Company*
- Moosehead Breweries*
- Molson Coors**
- Coca-Cola**

*Business turnaround **Plant turnaround(s)

Well positioned to execute the turnaround growth strategy

MANAGEMENT

Executive	Prior Experience
Wayne Arsenault President & CEO	Corey Nutrition Company Inc., Moosehead Breweries, Molson Coors, Coca-Cola
Don Sewell Chief Financial Officer	National Bank Financial Inc., Peters & Co. Limited
Sam Galick VP, Operations	Moosehead Breweries, Molson Coors, Coca-Cola
Paul Howden VP, Sales	Coca-Cola
Brad Goddard Director, Business Development & Government Relations	Steam Whistle Brewing
Graham Kendall Director, Brewing Operations & Brewmaster	Labatt, Beam Suntory, Great Western Malting

BOARD OF DIRECTORS

Director	Current Role		
Michael G. Kohut Chairman	CFO, Hammerhead Resources Inc.		
Kathleen McNally-Leitch Vice Chair	Independent Businesswoman		
Jim Riddell Director	Chairman, President & CEO, Paramount Resources Ltd.		
Stephen J. Giblin Director	Independent Businessman		
P. Donnell Noone Director	Principal & Managing Partner, VN Capital Management, LLC		
Alanna McDonald Director	President, Maybelline Garnier essie at L'Oreal USA		
P.L. (Lonny) Tetley Corporate Secretary	Partner, Burnet, Duckworth & Palmer LLP		



VISION

Triple Our Size...compete for 'Canada's Largest Independent Brewer'

MISSION STATEMENT

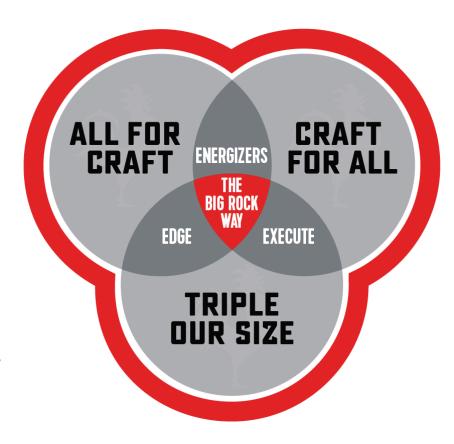
"All for Craft, Craft for All"

VALUES

Energizers with Edge who can Execute

THE BIG ROCK WAY

90-day projects working <u>ON</u> the business Driving/encouraging <u>OWNERS</u> not RENTERS





Summary of Asset Base

Big Rock's current portfolio of assets, production expertise and management experience provides a unique platform for future growth...

Owned

Alberta

CALGARY BREWERY

5555 76 Ave SE Calgary, AB T2C 4L8



Leased

British Columbia

VANCOUVER BREWERY

310 West 4th Avenue Vancouver, BC V5Y 1G9



CURRENT STATISTICS (ANNUAL)

- Brewing, packaging and warehousing facilities, restaurant and head office on 10.8 acres of land
- Brew Size*: 200 hl system and 20 hl system
- Packaging Capacity**: ~1,400,000 hl
- Packaging capabilities: 355ml standard cans, 355ml sleek cans, 473ml cans
- Brewing, packaging and warehousing facility, restaurant, retail space and office: ~13,000 sq. ft.
- Brew Size*: 25 hl system
- Packaging Capacity**: ~100,000 hl
- Packaging Capabilities: 473ml cans, kegs

OTHER ASSETS

Liberty Commons at Big Rock Brewery (leased)



Edmonton Warehouse and Distribution Centre (owned)

Leased

Ontario

ETOBICOKE BREWE

3-1589 The Queensway Etobicoke, ON, M8Z 5W9



^\$2.1 million cash; closed on June 18, 2021

- Brewing, packaging and warehousing facility and retail space: ~13,000 sq. ft.
- Brew Size*: 35 hl system
- Packaging Capacity**: ~100,000 hl
- Packaging Capabilities: 473ml cans, bottles, kegs

^{*}Only required for beer and malt-based beverages.

^{**}Capacities have been revised to a 50-week, 24/7 operation at 80% OEE.



Well diversified portfolio - defensive against economic fluctuations

Decreasing price/gross margin

Big Rock Signature



Hop Head









ALLIED

VODKA SODA

ON-CARBONATED

VODKA WATER

















CO-PACKING

Well positioned for 2021 shift to larger pack sizes and variety packs

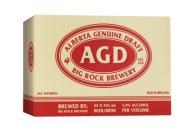
















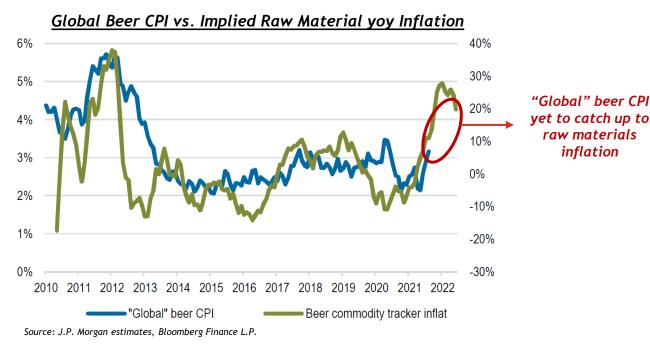


Market Overview



Near Term Headwinds in the Global Beer Industry

Supply chain constraints...



"Risks remain both short-term (COVID-19) and mid-term (raw material inflation)"

- J.P. Morgan, September 2021

...and slow recovery in demand

AB Beer Consumption Q2 2021 yoy

-11.7%

Source: AGLC

The COVID-19 pandemic continues to impact demand, especially on-premise

"Mainstream Lager" **Volume CAGR** 2019-2025E

-0.3%

Source: Euromonitor, J.P. Morgan

"RTD/Ciders/Pre-Mixed Cocktails" Volume CAGR 2019-2025E

8.5%

Source: Euromonitor, J.P. Morgan

The "ready-to-drink" category is expected to continue to grow through 2025

Supply chain constraints and a supportive regulatory framework has encouraged foreign brewers to produce domestically

raw materials inflation



Managing Market Pressures

Utilities



13% Q/Q

Distribution



10% Q/Q

Raw Materials



5% Q/Q

Pressures

Global supply chain disruptions driving higher prices in utilities, distribution, and raw materials costs

Increased lead time from supply chain disruption has contributed to operating inefficiencies

Response

Fixed-price contracts and large raw material purchases have been executed or are being negotiated

2021 strategic capital and IT/digital transformation plan is well underway and nearly complete

Have further diversified supplier base

Outcome

Increased cost-certainty related to utilities, distribution, and raw materials resulting in additional protection of margins

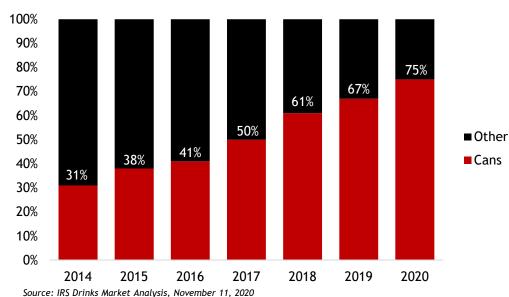
Enhanced planning and process optimization driving efficiencies across the business

Reduced concentration risk of key suppliers



Consumer Demand Shift - Sustainability

NORTH AMERICAN NEW PRODUCT CONTAINER TYPE



Consumer trend continues to shift further towards cans



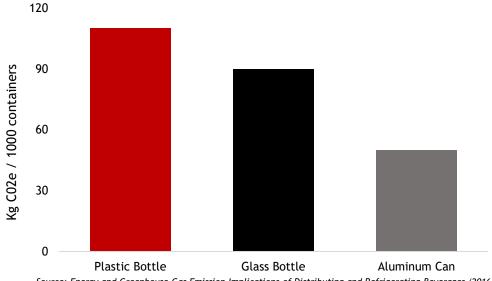




12.3% Change -15.1% Change -54.8% Change in Can Sales from 2019/2020 in Bottle Sales from 2019/2020 in Keg Sales from 2019/2020

Source: Beer Canada

GREENHOUSE GAS EMISSIONS

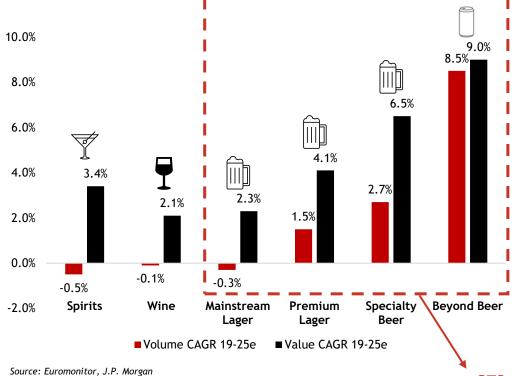


Source: Energy and Greenhouse Gas Emission Implications of Distributing and Refrigerating Beverages (2016)

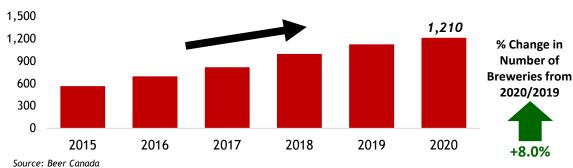
Cans are the superior package type in terms of greenhouse gas emissions and recycling in North America



VOLUME AND VALUE CAGR 2019-2025E



NATIONAL BREWERIES



Since 2015, craft beer has gained market share across Canada and significant capital investment has been made resulting in a material increase in the <u>number</u> of breweries...

RTD, Cider, and Pre-Mixed Cocktails ("Beyond Beer") poised to continue to grow at higher rates vs. other beverage alcohol

Big Rock's long term growth plans aligns with RTD growth trends and consolidation in beer



Strategy



EXECUTION ROAD MAP

1 - Gear Up Strategic Capital Plan

2 - Fill UpPursue Material Volume Growth in Calgary

3 - Drink Up M&A and Brand Investment



OPTIMIZE CAPACITY / WASTE REDUCTION

- Complete Calgary capital investment project to enable growth pipeline, innovation process and minimize waste
- Complete IT and digital transformation projects to maximize returns on growth
- Optimize underperforming assets



IMPROVE UTILIZATION TO REDUCE COST

- Win material co-packing contracts from robust business development pipeline
- Achieve growth targets in owned, licensed and private label brand portfolios
- Achieve growth targets in new, on-trend innovations



GROW HIGH MARGIN MIX

- Pursue portfolio complementing acquisitions
- Fuel growth in owned brands
- Meaningful investments in 'better-for-you' innovations

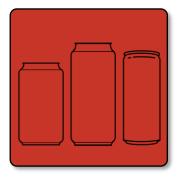
A long-term sustainable growth model



New Calgary Can Line & Pasteurizer













Enhanced Canning Capability

- Increased efficiency into packaging 355ml standard, 355ml sleek, and 473ml can formats
- Enhancing our can format capability further enables packaging customization for both owned brands and co-pack partners

Pasteurization Driving Natural Product Preservation



 Without compromising shelf life, Big Rock can now produce a wider array of products naturally, without the need for added preservatives or increased risk of contamination

Increased Can Line Speed



- Our canning line can now operate up to 850 cans per minute ("cpm") - previously was a maximum of 600 cpm
- This increase in speed will further enable optimization of plant utilization and labour costs

The new Calgary can line enables Big Rock to transition to the 'Fill up' portion of our long term strategic plan in 2022



PRUDENT BALANCE SHEET MANAGEMENT...

Debt¹ / EBITDA Snapshot

<u>2017</u>

<u> 2020</u>

Deployment of 2021 capital

<u>Q3-21</u>

3.2x

-2.37x

0.8x

+1.10x

1.9x

¹ Debt outstanding is total financial debt excluding IFRS 16 leases



...ASSET-DRIVEN SIGNIFICANT GROWTH ON THE HORIZON

Strategic Capital Plan - Illustrative Growth Scenario

Metric	Existing Operations [^]		Illustrative Growth*
Total Volume	200,000 - 220,000 hl	Strategic capital plan enabling	400,000 hl
Revenue	\$42 - \$47 million	growth	\$55 - \$65 million**
EBITDA Margin	8% - 10%		13% - 15%
	^in COVID-19 + inflationary		*Assumes sustained regulatory policy

^in COVID-19 + inflationary environment *Assumes sustained regulatory policy
**Accounts for large variance in copack terms

Big Rock is well positioned to execute its long term sustainable growth plan



Long Term Value Creation

	FROM	Value Creation	ТО	WHY?
Operating Leverage	<30% Gross Margins High fixed overhead costs (especially BC & Ontario) <10% EBITDA margins <30% packaging capacity utilization		 >40% Gross Margins Low fixed overhead costs >18% EBITDA margins >80% packaging capacity utilization 	 ✓ People ✓ Asset Base ✓ Diversified Portfolio ✓ Manufacturing Expertise
Capital Allocation	 Risk mitigation investments Adoption of technology History of shareholder value destruction 	BIG ROCK BREWERY	 Investments supporting long term top-line growth Consistent shareholder returns 	 ✓ Brand ✓ Warehousing and Distribution Network ✓ Trusted Relationships ✓ Investment into Technology & Innovation
Cash Flow	(-)		 (+) Consistent operating cash flow per share growth Free cash flow supporting growth and shareholder returns 	
Earnings	(-)		(+)	
Balance Sheet (LT Debt / EBITDA)	5.2 x (in 2016)		<2.0x	_



Investor & Contact Information

Stock Exchange and Listed Securities

Big Rock Brewery Inc. is listed on the Toronto Stock Exchange (TSX) under the ticker symbol "BR"

Investor and Analyst Inquiries

Don Sewell, Chief Financial Officer T: 403-720-3239

C: 403-720-3641

investors@bigrockbeer.com

Officers

Wayne Arsenault

President & CEO

Don Sewell

Chief Financial Officer

Board of Directors

Michael G. Kohut, Chairman

Kathleen McNally-Leitch

Jim Riddell

Stephen J. Giblin

Alanna McDonald

P. Donnell Noone

Share Registrar and Transfer Agent

Odyssey Trust Company 1230 - 300 5th Avenue SW Calgary, Alberta T2P 3C4

External Auditor

Ernst & Young LLP 2200 - 215 2nd Street SW, Calgary, Alberta T2P 1M4

Corporate Counsel

Burnet, Duckworth & Palmer LLP 2400 - 525 8 Ave SW, Calgary, Alberta T2P 1G1

Locations

Calgary Head Office	Vancouver	Toronto
5555 - 76 Ave. SE	310 West 4th Avenue	42 Liberty St
Calgary, AB	Vancouver, BC	Toronto, ON
T2C 4L8	V5Y 1G9	M6K 3E7
T: 403-720-4465	T: 604-708-8311	T: 416-304-6403



Appendix



History of Big Rock

1985

1996







TODAY

Big Rock was founded by Ed McNally - Western Canada's first Craft Brewery

• A retired lawyer and barley farmer, Ed saw an opportunity to offer Albertans an alternative to the corn syrup laced North American layers utilizing Calgary's access to Rocky Mountain water and the provinces abundance of world-class barley

Ed cut the ribbon on Big Rock's current Calgary location on 76 Avenue SE

• Housing the best brewing equipment made in Canada, premium packaging equipment from Germany and enough capacity, at the time, to scale Big Rock into a dominate player on the still-fledgling North American Craft brewing scene

Big Rock began trading on the TSX and at the time, was creating waves with export into 21 US states

- Achieving company highs that included the top selling Craft Beer brand in California, Grasshopper, before pressure from multi-nationals on US distributors created an environment where growth was no longer sustainable
- The exit from the US market and significant inter-provincial trade barriers left Big Rock with a facility built to supply the world, employees eager to work, and local suppliers anxious to see their volumes grow, yet very few markets to grow in Big Rock pivoted it's business

Following Ed's reduced involvement (2005) and eventual passing (2014), Big Rock went through several management team changes

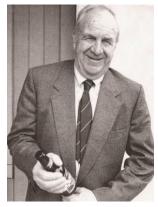
• All trying to achieve organic growth in a vastly growing Craft market and ultimately complicating and confusing it's identity

With new Big Rock management, led by Wayne Arsenault, the culture at Big Rock has been revitalized and the business is transitioning from a 'family-owned' business into a true 'public shareholder' company focused on value creation and sustainable growth

- With a formal management system instilled, ever-improving processes and an ever improving understanding of costs, Big Rock is positioned to take advantage of the capacity and scale of the assets Ed built and provide economic stimulus to the Canadian economy at a scale that is unachievable by most other independent brewers in Canada
- In a market where growth has stagnated, management believes the Corporation's future growth will be the driving force for Craft gaining market share in Alberta and Canada going forward



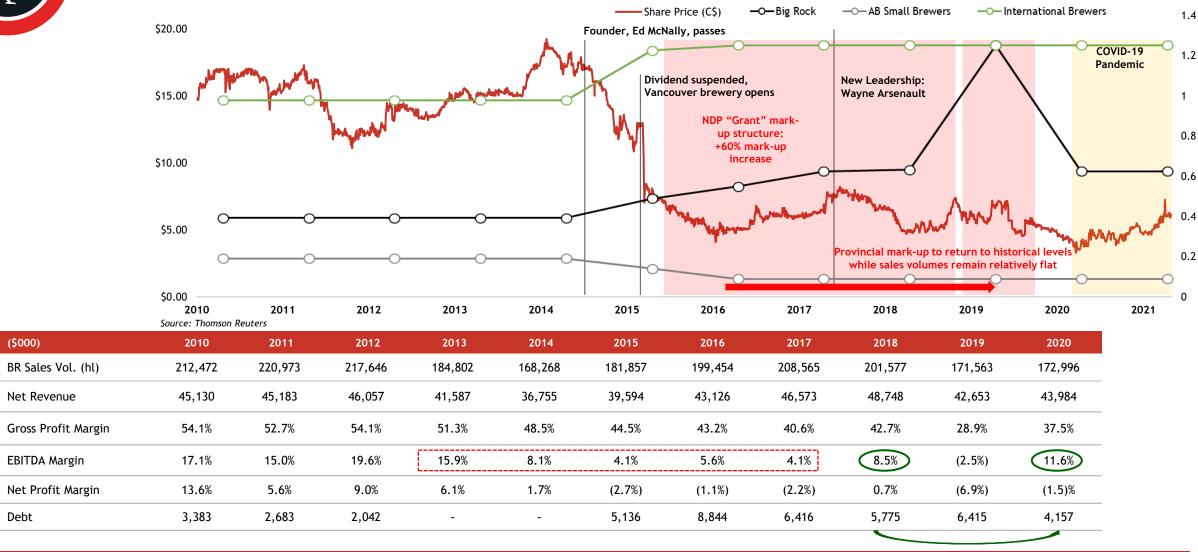








Historical Performance Summary



The business performance and financial position enables Big Rock to be opportunistic



Heritage of Innovation

A History of Innovations & Awards

 Founded on a tradition of innovation, starting with our founder Ed McNally who wanted to create better quality beers, with unique taste profiles









2020 Innovations, including but not limited to...













Partner Brands (Private Label) innovations

- ✓ New Director of Brewing Operations and Brewmaster, Graham Kendall, brings over 30 years of industry and technical experience from AB InBev, Beam Suntory & Great Western Malting
- √ New marketing leadership
- √ New and growing entrance into RTD category
- ✓ Innovation-enabling capital plan
- ✓ Consumer-focused, data-driven innovation process











Market Positioning

2021 Innovations...



...and more to come!



Big Rock in the Community

British Retail Consortium

QUALITY



North America's <u>ONLY</u> Craft Brewer to carry the certification

Opportunity to become International Manufacturer

Federal Government Advocacy



 Actively advocating for progressive policy

Sustainability Committee

- ✓ LED conversions bulbs & fixtures
- ✓ Streamline packaging materials (Aluminium recovered)
- Waste water treatment
- CO₂ recovery
- Organic
 Certification in progress

Provincial Government Advocacy



- √ Actively advocating for progressive policy
- ✓ Active member of the Alberta Small Brewers'
 Association

Over \$1 million in community sponsorships every year

Supporter of Community





Etobicoke Brewery Divestiture Summary

TRANSACTION SUMMARY

Total Consideration: <u>\$2.1 million cash</u> (net of transaction costs)



- Asset sale agreement
- Assignment of lease complete

Financial Highlights:



- \$0.2 million annual cash cost savings
- Reduction in lease liabilities of \$1.4 million
- Increase in cash outstanding

Use of Proceeds:



- IT & Digital Transformation Budget Expansion
 - +\$0.65 million to \$1.25 million
- Debt/lease liability reduction of \$1.4 million

Closing Date: June 18th, 2021

KEY TAKEAWAYS



OPTIMIZES ASSET BASE

- Increases margins due to cash cost savings and earnings improvement
- Focuses the business on assets with scale



CLEAR USE OF PROCEEDS

- Fund the 2021 capital plan (the 'Gear Up' phase)
- De-lever and optimize the balance sheet



CONTINUED ONTARIO MARKET SUPPORT

via Liberty Commons location in Toronto



Previous Capital Plan: \$8.8 million

Revised Capital Plan: \$9.5 million*

Growth Capital: \$8.8 million

- Can-line Upgrade
- Tunnel Pasteurization
- IT & Digital Transformation Projects
 - *increased from \$0.6 million to \$1.3 million

Maintenance Capital: \$0.7 million

1 - Gear Up Strategic Capital Plan

On Strategy

2 - Fill Up<u>Pursue Material</u> Volume Growth in Calgary



OPTIMIZE CAPACITY / WASTE REDUCTION



IMPROVE UTILIZATION TO REDUCE COST

- Enables pursuit of robust business development pipeline
- Improves ability to maximize asset utilization year-round
- Enhances quality control and reduces waste
- Enhances ability to align innovation process with market demand long-term (e.g. 'better-for-you' category)
- Enhanced customer and consumer ordering experience through adoption of technology (sales portal / e-commerce)
- Optimize business processes to support growth strategy (demand planning, warehouse management, business intelligence, etc.)

Incremental capital projects in Alberta drive outsized returns given Big Rock's existing asset base and distribution network

