

Investor Presentation

Legal Disclaimers

Caution Regarding Forward-Looking Statements

Certain statements contained in this presentation constitute forward-looking statements. These statements relate to future events or Big Rock's future performance. All statements, other than statements of historical fact, may be forward-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 forward-looking 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 ability to execute on its turnaround growth strategy; that Big Rock's fixed price contracts and large raw material purchases being negotiated will lead to completed contracts and the anticipated benefits to be derived therefrom; Big Rock's expectations of tripling its size and becoming Canada's largest independent brewer; Big Rock's ability to pursue portfolio complementing acquisitions; anticipated growth in Big Rock's owned brands; that Big Rock will make meaningful investments in 'better-for-you' innovations'; that Big Rock's In and digital transformation project will enable Big Rock 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 linevations; Big Rock's expectations; that Big Rock is well positioned for a shift to larger pack sizes and variety packs; anticipated CPI and raw material inflation trends; estimated mainstream lager volume CAGR and RTD/ciders/pre-mixed cocktail volume CAGR; the estimated volume and value CAGR for certain products and Big Rock's expectations that RTD, cider and pre-mixed cocktails are poised to continue to grow at high rates compared to other beverage alcohol; Big Rock's expectations that its long term growth plans will align with RTD growth trends and consolidation in beer; the anticipated packing capabilities and benefits of the of the new can line; Big Rock's ability to generate total volume, revenue and EBITDA margin; that Big Rock is well positioned to execute on its long-term sustainable growth plan; Big Rock's ability to improve brewery utilization and increase gross margins; 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; Big Rock's 2022 capital plan and its ability to enable t

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: anticipated CPI and raw material inflation trends; estimated mainstream lager volume CAGR and RTD/ciders/pre-mixed cocktail volume CAGR; estimated volume and value CAGR for certain products and Big Rock's expectations that RTD, cider and pre-mixed cocktails are poised to continue to grow at high rates compared to other beverage alcohol; Big Rock's anticipated total volume, revenue and EBITDA margin; the ability of Big Rock's IT and digital transformation project to enable Big Rock 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 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; and Big Rock's 2022 capital plan. 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 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; 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; there will be no supply issues with Big Rock's vendors nor significant changes in consumer demand; that Big Rock's long-term growth strategy will support it in becoming Canada's largest independent brewer; that Big Rock's new capital equipment upgrades at its Calgary facility will improve its operating efficiency; that Big Rock's expanded production capacity, combined with new production capabilities associated with pasteurization, will position Big Rock to execute its growth plans with respect to co-packing arrangements; and that the duration and extent of the COVID-19 pandemic will not be long-term.

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 the risk factors set out in Big Rock's annual information form, which is available at www.sedar.com, and also include, but are not limited to: the risk that Big Rock's group purchasing strategies may not improve its purchasing power or mitigate cost increases; the risk that Big Rock's IT and digital transformation project may not enable Big Rock to maximize returns on growth; the risk that Big Rock may not win material co-packing contracts; the risk that Big Rock's products may not be defensive against economic fluctuations; the risk that Big Rock's new can line may not provide it with the anticipated benefits; the risk that Big Rock's anticipated total volume, revenue and EBITDA margin may be less than anticipated; the risk that Big Rock may be unable to execute on its long-term sustainable growth plan; the risk that Big Rock may not generate consistent shareholder returns, operating cash flow per share growth or free cash flow; the risk that Big Rock's new capital equipment upgrades at its Calgary facility may not improve its operating efficiency; the duration and extent of the COVID-19 pandemic; increased challenges posed by the COVID-19 pandemic, supply chain constraints, management's 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.

Legal Disclaimers

Market, Independent Third Party and Industry Data

Certain market, independent third party and industry data contained in this presentation is based upon information from government or other independent industry publications and reports or based on estimates derived from such publications and reports. Government and industry publications and reports generally indicate that they have obtained their information from sources believed to be reliable, but Big Rock has not conducted its own independent verification of such information. This presentation also includes certain data derived from independent third parties, including, but not limited to, the information contained on slides 10-12 of this presentation. While Big Rock believes this data to be reliable, market and industry data is subject to variations and cannot be verified with complete certainty due to limits on the availability and reliability of raw data, the voluntary nature of the data gathering process and other limitations and uncertainties inherent in any statistical survey. Big Rock has not independently verified any of the data from independent third-party sources referred to in this presentation or ascertained the underlying assumptions relied upon by such sources.

Non-GAAP Measures

Big Rock uses certain financial measures referred to in this presentation to quantify its results that are not prescribed by Generally Accepted Accounting Principles. These financial measures do not have any standardized meaning under Big Rock's Generally Accepted Accounting Principles and therefore may not be comparable to similar measures presented by other issuers. The non-GAAP financial measures should not be considered to be more meaningful than GAAP measures which are determined in accordance with International Financial Reporting Standards, such as net income (loss), and cash flow from operating activities, as indicators of Big Rock's performance.

Big Rock uses "Adjusted EBITDA" to evaluate Big Rock's operating performance. Beginning in 2021, Big Rock replaced EBITDA with Adjusted EBITDA for measuring operating performance and borrowing capacity. Adjusted EBITDA is calculated by adding back to net income, interest, income taxes, depreciation and amortization, share based payment adjustments, gains and losses on disposal of assets and gain on extinguishment of license obligation.

Refer to Big Rock's most recent Management's Discussion and Analysis for the three months ended March 31, 2022, which is available at www.sedar.com, for additional information about certain non-GAAP financial measures, including an explanation of the composition of each non-GAAP measure and reconciliations to the nearest GAAP measures, as applicable.



Company Overview



Big Rock Today	
Traded:	TSX: BR
Recent Price (as at 08/31/22):	\$2.75
Basic Shares Outstanding:	6.96 million
Market Cap (as at 08/31/22):	\$19.15 million
Founded:	1985
Employees:	130+

Brands:























MANAGEMENT

Executive	Prior Experience
Stephen J. Giblin Interim President & CEO	Independent Businessman
Ron Love VP, Finance & CFO	Karnalyte Resources Inc., Six Safety Systems, GetAssist
Sam Galick VP, Operations	Moosehead Breweries, Molson Coors, Coca-Cola
Brad Goddard Director, Business Development & Government Relations	Steam Whistle Brewing

BOARD OF DIRECTORS

Director	Current Role
Stephen J. Giblin Chairman	Independent Businessman
Kathleen McNally-Leitch Vice Chair	Independent Businesswoman
P. Donnell Noone Director	Principal & Managing Partner, VN Capital Management, LLC
Alanna McDonald Director	President, Mars Pet Nutrition North America
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





Well diversified portfolio - defensive against economic fluctuations

Decreasing price/gross margin

Big Rock Signature



Hop Head

Tree **Brewing**























CO-PACKING

Well positioned for shift to larger pack sizes and variety packs



















Market Overview & Response



Managing Market Pressures

Utilities



14% Q/Q

Distribution



11% Q/Q

Raw Materials



4% 0/0

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

Fuel surcharge has been passed along to customers

 Have further diversified supplier base

Outcome

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

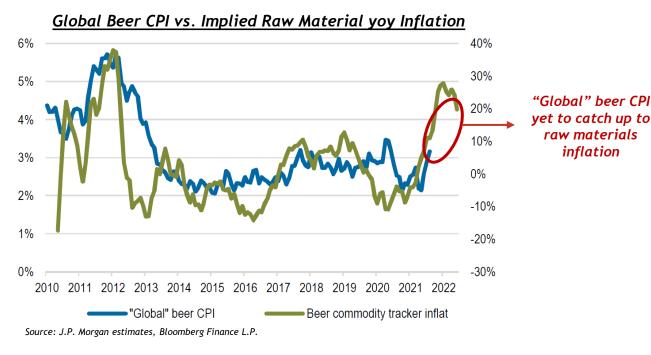
- Enhanced planning and process optimization driving efficiencies across the business
- Reduced concentration risk of key suppliers

^{*} Q/Q values are representative of Q2 2022 versus Q2 2021 and Raw Materials is volume-adjusted



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

Domestic Beer Sales Q2 2022 yoy

-6.7%

Source: Beer Canada

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

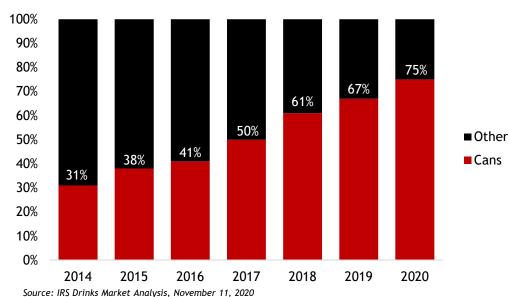
"Global" beer CPI

raw materials inflation



Consumer Demand Shift - Sustainability

NORTH AMERICAN NEW PRODUCT CONTAINER TYPE



Consumer trend continues to shift further towards cans



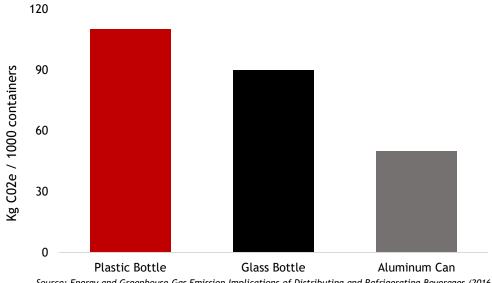




12.3% Change -15.1% Change -54.8% Change in Can Sales from 2019/2020 in Bottle Sales from 2019/2020 in Keg Sales from 2019/2020

Source: Beer Canada

GREENHOUSE GAS EMISSIONS

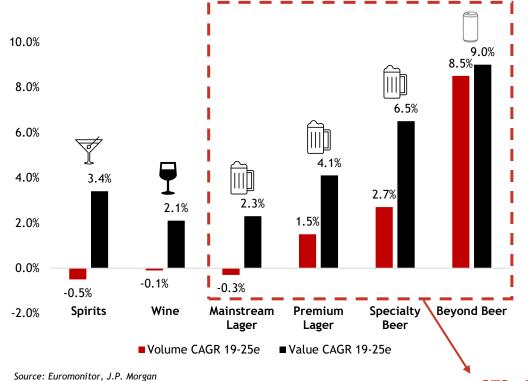


Source: Energy and Greenhouse Gas Emission Implications of Distributing and Refrigerating Beverages (2016)

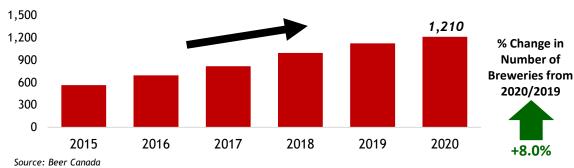
Cans are the superior package type in terms of greenhouse gas emissions and recycling in North America



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



2022 Innovation

TREE BREWING REBRAND





- Rebrand and recipe overhaul for Tree Brewing
- Season Pass Variety Pack

WHITE PEAKS INNOVATION





- Launch of Green Tea and Honey flavour
- Launch of 6 pack carton for Green Tea and Honey,
 Wild Saskatoon Berry, and Juicy Peach Apricot

BIG ROCK RADLER VARIETY PACK









- Launch of Big Rock Radler Variety Pack
- Four new flavours → Lemon Lime, Blueberry, Peach, and Grapefruit

COTTAGE SPRINGS INNOVATION



- Launch of 12 pack Vodka Lemonade Variety
- Launch of 12 pack slim can Vodka Iced Tea Variety
- Launch of Peach Vodka Soda
- Launch of Mango Vodka Water



Strategy



Current state of Big Rock, executing on the Fill Up stage throughout 2022

EXECUTION ROAD MAP

1 - Gear Up Strategic Capital Plan **2 - Fill Up** Pursue 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

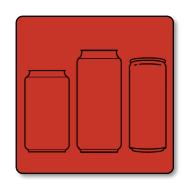
- Pursue portfolio complementing acquisitions
- Fuel growth in owned brands
- Meaningful investments in 'better-for-you' innovations

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

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



Positioned for Growth

SIGNIFICANT ASSET-DRIVEN GROWTH ON THE HORIZON

Strategic Capital Plan - Illustrative Growth Scenario				
Metric	Existing Operations [^]	(1)	(2)	Illustrative Growth*
Total Volume	240,000 - 260,000 hl	2021 Strategic capital plan	"Fill Up" strategy increasing plant	400,000 hl
Revenue	\$42 - \$47 million	enabling growth	efficiency	\$55 - \$65 million**
Adjusted EBITDA ¹ Margin	4% - 10%			13% - 15%
	^in COVID-19 + inflationary environment	_		*Assumes sustained regulatory policy **Accounts for large variance in co-pack terms

Big Rock now moves into the 2nd key step in executing on the illustrative growth scenario and aligning with the long term strategy of "Fill Up" to improve brewery utilization and increase gross margins

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



Long Term Value Creation

	FROM
Operating Leverage	<30% Gross Margins High fixed overhead costs (especially BC & Ontario) <10% Adjusted EBITDA margins <30% packaging capacity utilization
Capital Allocation	 Risk mitigation investments Adoption of technology History of shareholder value destruction
Cash Flow	(-)
Earnings	(-)
Balance Sheet (LT Debt / Adjusted EBITDA ¹)	5.2 x (in 2016)

BIG ROCK
BREWERY

то	HOW?
 >35% Gross Margins Low fixed overhead costs >15% Adjusted EBITDA margins >80% packaging capacity utilization 	 ✓ Asset Base ✓ People ✓ Diversified Portfolio
Investments supporting long term top-line growthConsistent shareholder returns	 ✓ Manufacturing Expertise ✓ Brand ✓ Warehousing and Distribution Network ✓ Trusted Relationships
 (+) Consistent operating cash flow per share growth Free cash flow supporting growth and shareholder returns 	 ✓ Investment into Technology & Innovation ✓ Significant growth in co-packing volumes

(+)

<2.0x

[^]in a non-inflationary environment



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

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investors@bigrockbeer.com

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

Board of Directors

Kathleen McNally-Leitch

Jim Riddell

Stephen J. Giblin

Alanna McDonald

P. Donnell Noone

Locations

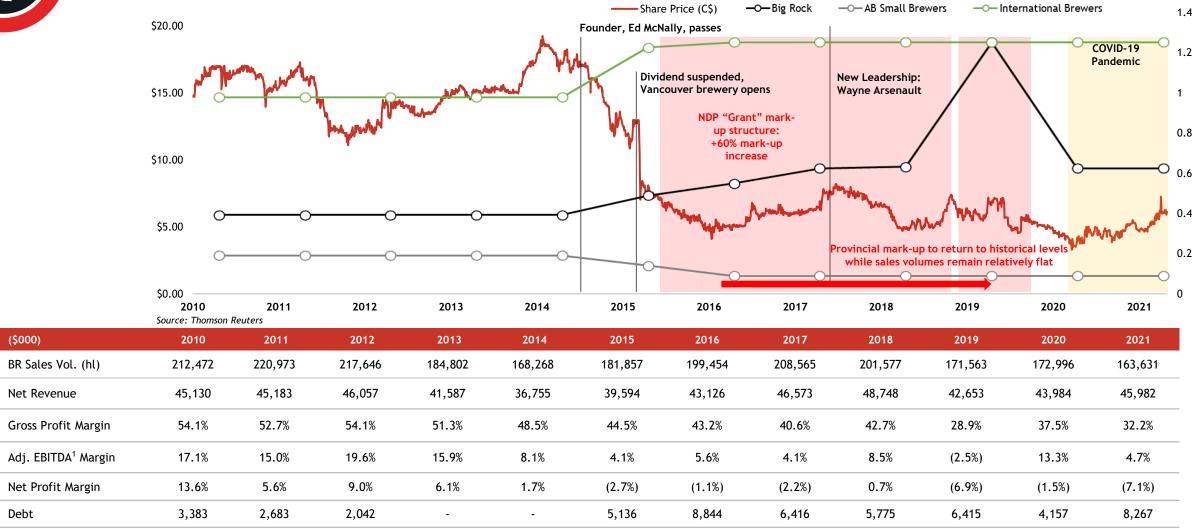
Calgary Head Office	Vancouver	Toronto
5555 - 76 Ave. SE	310 West 4th Avenue	42 Liberty St
Calgary, AB	Vancouver, BC	Toronto, ON
T2C 4L8	V5Y 1G9	M6K 3E7
T: 403-720-4465	T: 604-708-8311	T: 416-304-6403



Appendix



Historical Performance Summary



¹Adjusted EBITDA is a non-GAAP financial measure. Refer to "Non-GAAP Measures" for further details.



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
- OrganicCertification 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: \$2.1 million cash (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 Volume Growth in Calgary</u>



OPTIMIZE CAPACITY / WASTE REDUCTION



- 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



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

ETOBICOKE BREWER

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

Ontario



^\$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.

