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<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Good afternoon, everyone. Thank you for attending Oppenheimer's 20th Annual Consumer Conference. My name is Rupesh Parikh, I'm the senior food, grocery and consumer products analyst at Oppenheimer.

I'm pleased to introduce our next presenting company, Organigram. We are excited to have joining us today for the first time that our conference CEO, Greg Engel, who is perhaps the only one of the cannabis LPs who has been CEO at two cannabis producers. Greg was CEO of Tilray before joining Organigram. So thanks for being here today.

Before I give a little background on the Organigram story, I just want to mention that Greg will be taking us through a few slides shortly, which you can access on the Organigram Investor Relations website and follow along.

So for those of you who are not familiar with the company, Organigram is a leading global player in the cannabis space with a focus primarily on the Canadian recreational product. Notably, Organigram did recently announce that it had entered into a multiyear agreement with one of the leading cannabis producers in Israel.

So clearly the Canadian recreational market has been challenging for all players. But Organigram has stood out from peers with more consistent execution and much better management of the P&L than peers. Unlike many of its competitors, the company has not had to announce major restructuring in the past to right size cost. The company is also unique in its ability to produce high quality cannabis at one of the lowest cost of cultivations in triple and large part, through the indoor facility in New Brunswick, which amounted to $0.53 per gram on a cash basis and $0.75 per gram, all in for its fiscal Q2. I had the opportunity to visit the facility last year, and it was quite impressive.

Finally, while others are struggling to get to positive EBITDA, Organigram had reported positive EBITDA for five out of the last seven quarters.

So the format of today's session will be a brief presentation, followed by fire side chat with questions that are prepared. If time allows, we'll move to audience questions that can be registered through the webinar feature.

I'll now, pass it over to Greg, to walk through a few slides.

<<Gregory Engel, Chief Executive Officer>>

Great. Thanks again Rupesh and thanks for hosting me. And yes, I look forward to a point where you can come up and see us again sometime in the not too distant future.

So as Rupesh said, I'm just going to go through a few slide highlights for those of you that have been able to access them. So I guess to start off Slide 3 from our investor deck on our latest quarterly results, our net revenue for the quarter was $23 million, which was down a $2 million over the previous quarter, but we did see an increase in our adult Rec sales up 16% quarter-over-quarter. And the rationale for why it was down was our wholesale sales were down. We had not historically been a large wholesaler, but the last two quarters because there was demand for high quality indoor flower and we are an indoor producer. We made a decision opportunistically to sell wholesale products.

As Rupesh went through, our cost of goods was – remains one of the lowest in the industry at $0.53 per gram on a cultivation cash cost perspective and $0.75 all-in.

Maybe I'll just go to Slide 4 briefly talk about COVID-19. I mean, where all, most people, although Rupesh is in the office today, working from home. And I think certainly we acted very quickly and aggressively in relation to COVID. And I think we're in a province at our manufacturing facility in New Brunswick that also did. And until recently New Brunswick actually went a couple of weeks, twice with no cases. And unfortunately we've had a recent outbreak. But we offered our employees actually, because, we put in place steps to do, work in a safe workplace and allow people to socially distance at work and still continue to focus and as many people working from home as possible. But as a manufacturing company, that's not always possible in every area.

So we did offer temporary layoffs for staff. We had 45% of our employees choose to take that temporary layoff. But we did announce just over a month ago now that we did start to bring staff back as things have improved and New Brunswick is opening up. So initially we brought 50 staff back, we're getting close to roughly a 100 staff right now.

And we've changed a lot of what we do operationally due to COVID. And I think it's forced us and other companies to look at operational efficiency. And so I think, that's been a big part. We've seen some impacts on the market from COVID as well. We saw some pantry loading in March, and then a bit of a flattening for a couple of months as some of the stores in Ontario closed temporarily and only have curbside pickup. But we're starting to see positive momentum now, Ontario is starting to open new stores, we've gone from 53 to 88 in the last little bit and so positive signs in the marketplace and allowing people to return to those stores as well.

So I'm just going to jump ahead to Slide 6, just about our portfolio. The next couple slides are just on our Rec 1.0 and 2.0. We've seen growth in particular in the middle area, in the value segment, large formats. We have always participated in the value segment with our Trailblazer brand, but we recently launched a Trailer Park Buds as a large value format in a 28 gram. We've had good success with that brand to date, and we are looking to continue to expand our offering there and it's allowing us. One thing that we differentiate in that category is that we are selling whole flower and strain specific. And I think that's one of the differentiators. We see a range of large volume skews that can be either blended in some cases or inconsistent strains where companies are putting different strains in at different times. So we want to make sure that we build the brands.

But even during COVID, we've launched our Ankr Organics line. And our Limelight is selling extremely well. This is consistently a strain that's in the 20% to 27% range. And part of our strategy going forward is to continue to bring new strain offerings to marketplace because there's definitely a big benefit in the newness and not whole newness factor.

So, I'm just going go ahead to the next slide, which talks about our vape pen portfolio. We were very selective in terms of how we plan to launch our vapes. If you look at U.S. state data, if we look at illicit data in Canada, what we see is that the largest category is the 510 category. So this is – people are using – the 510 can be used with any of the batteries and can be swapped out with different battery formats. So we launched that right away in December, as soon as legal 2.0 products were available. And that was always our plan. Let's go after the biggest category first.

Our Feather pen you know we have a partnership with Feather on a leading disposable pen it's also available in Colorado. And that was launched at the end of February. And then our Edison PAX, we are one of six companies with a partnership with PAX on the PAX Era device. We launched that recently. So we knew each of the categories. We wanted to stagger our launches specifically. I would say the only category that's been impacted by COVID to some degree has been disposables. We know people buy disposables that are tourists or if they're going to events. So, with tourism really nonexistent, that's had a pretty significant impact, but great response to our Torch product. And we're good – happy to see our PAX Edison product on the market. All of our vapes are listed in all of the provinces where vapes are allowable in Canada.

So I'm just going to jump ahead to our chocolates. So when we look at the edibles category, two biggest categories in edibles are chocolates and soft chewables or gummies. We focused on chocolates because we felt we could really produce a premium, differentiated, high quality product. We spend $15 million on our world class chocolate line that will also allow us in the future as we expect the CBD regulations to evolve in Canada to potentially bring CBD products to mass merch in the edible side. So it was a bit of an investment for the future as much as for today.

So we launched our Edison Bites in February. We were delayed on our Trailblazer bar and our Edison bar because of COVID, but we certainly are moving forward to hopefully launch our Trailblazer bar in the not too distant future. And the reason they were delayed was really equipment based in terms of just getting the final molds and everything from the supply company out of Europe. But we're now moving forward on that. So good response to the product and really good consumer response.

So kind of our last product offering, and I believe in the Rupesh when you were up here, you saw we shared the formulation work we've done, we've created a dried powder for beverages really to – we've seen beverages in the market still very small market segment. And this was a bit of an approach to say, let's compete in the market without investing in large scale production of beverages and have to deal with all the distribution challenges of shipping, liquid beverages across the country and the limited space in some of the retail markets. So, we did this full product, we'll give consumers the ability to have an easy transportable product that they can take with them to anywhere consumed with the majority of any beverage. But more importantly, it's also low molecular weight, which means it doesn't have to go through first-pass liver metabolism and will be active in 10 to 15 minutes versus the typical 60 to 90 minutes that you see.

I'm just going to highlight and kind of finish up on two slides. One is on liquidity and capital. So at the end of our last fiscal quarter, which ended in February, we had $41 million in cash. We did have – we still have in place a debt facility with BMO and three other lenders. We still have capacity drop to $30 million on that debt if needed. And we also have $25 million revolver. We did launch and announced a new ATM program towards the end of April to allow us to issue up to $49 million in shares under that ATM. And kind of that's an overview of our capital.

So we are well capitalized. The biggest point I would make about capitalization is we're really at the tail end of our CapEx build out, right. So in our last quarter that finished at the end of May, we had between $11 million and $13 million left to spend. When historically in previous quarters we were spending $20 million to $25 million plus on CapEx. So big reduction on CapEx and positions at where we're now kind of in an operational perspective versus a build-out perspective.

So just couple last highlights, Rupesh mentioned we recently announced, a deal with Canndoc, an the Israeli company for distribution, not only into Israel also has potential to allow us through them because they can – they are GMP certified and they can process product to produced kind of derivative based products for better GMP certified to sell into the European market. So it was kind of a two-pronged deal. We're excited about that. Canndoc is a leading cannabis company in Israel that's a deal that has a potential to generate 6,000 kilos in revenue and also will allow us potentially to take our brands into the Israeli marketplace. So that's part of the agreement.

So we're really excited about kind of where we are and where we are positioned for the marketplace. And I guess with that Rupesh will dive into questions.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Okay, thanks Greg that was a great update. So on coronavirus you briefly mentioned what you saw, but more recently, what have you seen from a, I guess, in the Canadian market, from a time perspective? And then with coronavirus, what impact has it had on your production?

<<Gregory Engel, Chief Executive Officer>>

Yes, so, it's a great question. So I think on the market, as I said, we saw the initial pantry loading happening in March, and we saw this across many consumer segments. And we certainly saw temporarily store closures and store reductions. I mean, Canopy shut all their corporate stores for a period of time in Alberta and closed a number of stores as well. So, we're starting to see that kind of turn the corner right now, right. And certainly – so that's from a marketplace perspective.

For us we did reduce our cultivation capacity by more than 50%. With a reduction in staff we focused on high volumes and highly automated systems. So producing – still selling flower, selling chocolates and selling vapes, we did reduced dramatically pre-roll production because we also knew that pre-rolls not only was there a higher kind of labor element and people in close quarters to produce them, but they were not going to be in high demand with COVID, right, because they are typically purchased by people that go to social events or to share with others.

So we have started in May, as I said to start to bring some staff back. We've also become more efficient and that's been a big factor. In terms of our efficiency certain roles that used to take, let's say, 30 people to do a harvest and with new equipment that we have brought in and also improvements in efficiency, we can do that with 18 people now. So, lots of improvements on that side.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Okay. So when do you think your production will be back to pre coronavirus level?

<<Gregory Engel, Chief Executive Officer>>

It's still difficult to project, right. I think where – it's in part market dependent, certainly as we see market growth and there are certain areas within the facility. I mean, we separated people out on shifts, but until we really see a dramatic change or possibly even a vaccine available, I'm not sure we can get back to 100% capacity. I think certainly on the downstream side on flower, chocolates and vapes, we can put through throughput.

I mean, one of the other things that allowed us to do to make those changes was sufficient inventory and working capital to kind of transition part of that working capital and the revenue as well, right. So it allowed us to reduce our cultivation temporarily.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Okay. I'm going to stay on a few industry questions before going into more specifics on Organigram. So as you look at the Canadian market how does your team see the longer term development and potential end market? And what do you believe are the key factors that are needed to drive a healthier and more profitable backdrop of leading players?

<<Gregory Engel, Chief Executive Officer>>

It's a great question. I think when we look at the overall market I mean it has been dramatically impacted by three factors. One is that with the lack of build out in Ontario, but also even Quebec and B.C. not having enough of a retail build out that's been a huge factor, right. So now that we're seeing positive momentum in Ontario, we've gone from 53 stores to 88, there's over 400 stores in the queue and there's another 50 plus that are out for public console. We're optimistic to start to see Ontario buildup. And Ontario is 37% of the Canadian population. B.C. is on track to add 70 new stores and Quebec down 40 as well. So, a limited retail market has been a big factor as you know.

I think secondly, one of the factors as we know, and you've talked about before is the lack of 2.0 products, not having derivative-based products has impacted a lot of consumers use both dried flower and derivative-based products. So, having to get legal product from one avenue and elicit product to meet their kind of personal consumption needs, so that's been an issue.

And then the quality we're focused on quality, right. We want to produce very high quality products, whether it's a chocolate or our vape products. And I think the third factor that's impacted the market to some degree was in terms of not only the distribution channel, but some of the markup that some of the promises we're taking and we're seeing a bit more of a partnership approach, certainly on 1.0 products in particular whether it's some approach where there's a lot more sharing and understanding of margin if a product doesn't move both the company and the distribution partner will kind of reduce pricing jointly. It's not just expecting the company to reduce.

We need to see that happen on 2.0 products. Unfortunately right now, we're seeing some of the provinces take too big of mark-up on 2.0 products in particular on edibles are being marked up very high in certain cases. So hopefully, that changes over time.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Okay. And then you didn't mention competitions is segues into my next question. What have you seen lately on the Canadian competitive run, has anything changed for the better or worse? And then any differences in the level of competition as you're looking at both 1.0 and 2.0 offers?

<<Gregory Engel, Chief Executive Officer>>

Yeah. I spoke about the value segment, that's been a big growth driver and it's – it has brought Alyssa. So, we saw a number of companies including ourselves now that are competing in that market segment. So that's been a big shift, I think, and it's been increased by COVID in part, as people were going to visit stores less frequently, or if they're placing orders online. And I think we're also seeing on the other end of it, where there's a lot of players, there's a lot of licensed companies in this space. It's not just the large companies like ourselves and the auroras and freeze of the world. There's lots of smaller companies and those companies have not been able to compete in many cases. Some of them are filing for credit or protection. They're in very difficult financial shape. And the other day, it's because they didn't have a differentiated product, right? If they don't really have a distinct unique product and unfortunately, they have not been able to build brands. So, I think we are seeing that separation happen. And I think it's healthy for the industry, right? It's going to drive opportunities for companies like ourselves that can do things efficiently and really create brands and produce really high quality products.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Okay. Okay. And then on the macro, so fillers with U.S., the Canadian market, you've seen a lot of job losses out there. What type of changes do you think would change the economic backdrop, could have on the product mix?

<<Gregory Engel, Chief Executive Officer>>

It’s been interesting, right. We’ve seen big job losses across the country, like the U.S. and I think where it’s created this interesting dichotomy, where there’s the people that are working have more disposable income than ever right now, right, because there’s nowhere to spend money, so other than groceries and buying things on Amazon in other sites. So, it’s been unfortunately, a bit more of a separation, right.

And from a societal perspective, and unfortunately, we’re in a situation, where like the U.S. we’ve got some high unemployment numbers right now, and people – we do have the benefit in Canada with the COVID emergency response benefit program or serve, where there is a minimum income that people are receiving. So that has been a safety net for people, but for many people, that’s still low and so it has having an impact. And I think we’re starting to see a turnaround on jobs as people are coming back to work, but I think it’s going to – it’s going to take time. I mean, as we all know, economically, we’re not going to see the same resilience in the retail sectors, in certain categories, I think, restaurants are still going to be impacted and that has a flow through impact.

So unfortunately, it’s going to be a slow climb, I think would be my perspective. I think it creates opportunities though, where as I said, if you’re competing in the value side, you’re competing in the – I know I’m – you’re involved in looking at the tobacco sector, right. And if I look at tobacco as an example, where it really is a distinguished category, there’s a lot of premium products and there’s a lot of value category, right. And I think cannabis is separating out a little bit from that side. There’s still mainstream products, but I think a lot of people in the value area and a lot of people in the premium – mainstream to premium category.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

And one last industry question. So, we’ve seen a lot of capacity rationalization analysis out there for many players. So, as you look at the industry right now, where do you think we are from the capacity standpoint? Is there still too much capacity or is it worrying about a position right now?

<<Gregory Engel, Chief Executive Officer>>

I think one of the challenges for the industry, I look at when, and you mentioned earlier, I’ve been in this space for five and a half years, and it was previously CEO at another company. And when I came to Organigram three and a half years ago, we made a decision to double down on indoor production. One, because I believe we could do it efficiently; and two, because we could produce a higher quality product. So, what we’ve seen a lot of in the market is that there’s overcapacity, but a lot of that overcapacity is, it was poor quality product, right.

And I mean, certainly, with the shuttering of many of the facilities we’ve seen, they’ve either been small inefficient facilities or large greenhouses, right that they just haven’t able to grow quality products. So, yes, there’s still overcapacity in the space, but I think where the focus needs to be and where we’re investing in, new strains and bringing new products to market is, you got to continue to focus on quality and the whole quality metric needs to move up for the entire space and we're well positioned to take advantage of that opportunity. So...

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Okay, great. Now, switching to more specifics on Organigram. So cannabis 1.0, how do you feel about your product supply and your positioning at this juncture? And then as you look across the landscape and where do you see the bigger opportunities on the distribution front and the ability to gain share?

<<Gregory Engel, Chief Executive Officer>>

Yeah, I think, again, we – one of the things that we have had an advantage over some of our peers on is that we had a very out of the gate on rec legalization. We had a very strong position and that allowed us to get a lot of feedback on our strains, right. So, we were able to adjust because when you look at your strain mix, it's a six-month cycle to kind of make a decision to change and increase new strains or decrease strain production. So, we got that feedback kind of early last year, and we were able to start to begin to shift. So, that's been good in terms of the overall mix, but secondly, it really – as I said earlier, it highlighted for me, the opportunities for kind of the craft beer type approach, where you're going to cycle through period, because we're seeing consumers that are purchasing products.

They want to know what's new – there's a real newness factor and what's the new and latest strain. So, between our genetic bank and some genetics, we've acquired, that's our plan is a pretty significant part of our production will really – is really focused today on bringing some of those new genetics into market. We had a good success without, before with our blue velvet and limelight. We moved the limelight into full production based on the initial and blue velvet also did very well, but we're cycling through and I think that's where the opportunity is for us as an indoor producer to continue to raise the bar on the quality of what we're producing and bring new genetics to market.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Great. So, cannabis 2.0, you gave us a good presentation on Organigram's efforts. So, at this point, if you had to look at a high level, how has the launch progressed versus your expectations and what have been the positive or negative surprises today?

<<Gregory Engel, Chief Executive Officer>>

Yeah. I think as I said, we were selective in which vape products we brought to market when – and I think, the disappointing has been disposables and – but I think again, that's been impacted by COVID and tourism decline. And I think so we see that in the U.S., I look at headset data of the different U.S. states. We see data out of Colorado. And so disposable certainly are – have underperformed recently, and that's been a big impact in saving Canada. I think for us, our chocolates have done well. I think one of the challenges, as I said in the – which has been a surprise for me is unfortunately, some of the provinces are still trying to take too big, a markup on the 2.0 products and on edibles in particular, like we've seen markets north of a 100%, right.

So, for us to be successful in the marketplace and to push out the illicit market, it's got to be a partnership again, which is surprising me. We're seeing great partnership on the 1.0 product. So, I think we're well positioned. I think consumers are looking for quality. And again, there's like we see in dried flower, there's a consumer mindset. That's looking on milligrams of THC per dollar, and that's fine. There's going to be products that appeal to them. But then there are consumers that are really looking for quality like our feedback on our Edison Bytes chocolates has been overwhelmingly, because we infuse the ganache, which is the center, not the chocolate itself. So, it's like a lynch ball and the center's infused. And so there's – we've had no comments at all about kind of a cannabis aftertaste.

And so that's a big plus right. Consumers that are going to periodically use a product, want to make sure they don't have that. So, I think that's been an opportunity. I mean, I commented on the kind of biggest surprise for me. The other surprise has been underwhelming amount of gummies in the market, very few available. And I think that's going to change in the not-too-distant future. There's a number of companies that are non-LP base that are actually looking to that have license to be solely 2.0 derivatives like we've seen with doses, for example, for the products come to market, but there's a number of those other problems. So, those will come to market in not-too-distant future.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Okay. And as you're – because your canvas 2.0 products continue to roll out any sense through the higher portfolio would shift later this year in the marginally improved patients.

<<Gregory Engel, Chief Executive Officer>>

Yeah. I think our shift again, we're expanding, right. We have our Edison Bytes on the chocolate side. We'll be launching our Trailblazer bar and then our Edison bar. So again, our goal is always to compete in each category with a premium product, so with a quality product. So, we'll be in the premium side with our Bytes, we're in the value category with our Trailblazer and then in the mainstream with our Edison bar. The big thing for us on 2.0, bringing to market in the near future is going to be our dry powder. I think that's going to be a unique product and I think, we're seeing mixed response to the beverages that are available today in the market and we kind of expected that, right. I mean, some consumers are complaining about taste and after taste and the taste isn't. So, a part of our approach with the dried powder was, let's create something consumers can make their own cocktails, right. And we've been talking a lot about giving consumers that ability to kind of create their own beverage of choice right versus being dependent upon what they're buying.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Okay. So, switching gears to maybe, some of your international offers. So, you talked about your, these were Israeli agreement. What are the key priorities, if any outside of Canada at this point?

<<Gregory Engel, Chief Executive Officer>>

Yeah. Hey, look, we've had a longstanding investment in a German company and called Alpha-Cannabis. We're a minority shareholder in that company and they're moving through the licensing process and in the future, we expect to be able to, again, partner with them, to bring products through to the German market. They do have their narcotics license today and they're working towards their GMP licensing.

So, I think, we're hopeful that in the not-too-distant future, they'll portray that process. And I think when we look at the other markets, we continue to evaluate both in Europe and United States, the CBD marketplace, right. Certainly, I think there are opportunities for companies like ourselves that are proven operators, proven brand builders to kind of look to enter these market segments and we do spend, and recently, Paul DeLuca, who was previously, our CFO for the last couple of years. He moved into Chief Strategy Officer role and a part of his objectives is really to continue to focus on some of those CBD market opportunities in other jurisdictions. So, I think that's where we potentially see some future opportunities as well.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Okay. So now, let's wrap up with a few financial questions. So, I'm getting out your crystal ball here. The longer-term targets, and I know no one really in this space has provided explicit targets longer-term, but is there anything you can share just on the longer-term opportunity to pour a gag reminisce and see at margin structures, if anything you'd just share at this point?

<<Gregory Engel, Chief Executive Officer>>

Yeah. Again, we are very hesitant. We don't provide guidance typically and I think, I think this – investors actually kind of understand that in terms of why we don't provide guidance, because we are dependent upon macro power factors in the market, right. Store build-out and kind of some of the regulatory oversights, but I think we're continuing to drive towards efficiency is a commentary I would make, I mean, in our first quarter – our Q2 of Rec 2.0 product launch, our margins – we're under 20%. Well, a part of that was there was significant cost associated with initial build-out and also test batches, right, especially, on our chocolate line, you're running all these test batches with non-infused versions that you can't do anything with other than employees could take them home for their family, right.

So, there's a significant cost and kind of the market and you become more efficient on any operational, if you look at any manufacturer environment, as you scale up on something and you run it more frequently, then you're getting better efficiency. So, we're striving towards that. And I think, we're looking at, are there other areas, where it can continue to improve gross margin, right. I think we've always been a company that's focused on operational excellence and efficiency, and a big part of our focus right now is how do we continue to take the learnings that we’ve had to undertake through COVID and continue to expand on them to drive money to online.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Great. And then maybe, one question to wrap up. So, M&A, what’s the company strategy on the M&A front?

<<Gregory Engel, Chief Executive Officer>>

We don’t comment publicly on M&A’s certainly, I think, the only thing I would say I guess is, we do continue to look at the CBD marketplace and if there are opportunities there, we have seen certainly, a lot of companies pitched to us as companies struggle financially. I mean, there’s a lot – as I said, there’s companies have been under creditor protection, and we’re going to see more of that. But I think if we were to evaluate any of those, the core thing would be, do you have a differentiated technology or a differentiator brand that is really part of it – if that was your strategy. So at this point, I guess that’s the only comments I could make recovery.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

And then Greg, you mentioned just CBD multiple times in the U.S. We’ve clearly seen a lot of challenges from everyone that’s gone into the CBD marketplace, and it’s all right. Can it be – I mean, you look at – there’s no FDA, there’s really no regulations. So, why – I mean, you guys have been very successful in Canada already. Why go down? What appears to be a very potentially more risky area?

<<Gregory Engel, Chief Executive Officer>>

Yeah. Look, I’m not saying that we’re going to move into that marketplace today. I guess what I was indicating as we continue to follow it and look at it, and look at how do we in the future, as there’s more regulatory certainty, and I should have clarified that upfront. I mean, I think it’s important to move and I think what we’re seeing today in the U.S. is there’s a preponderance, there’s so many companies with different CBD products in the market, but for the most part, they’re not really differentiated, right. And I think where I said, companies like ourselves that have proven operational efficiency and also are familiar with working in a regulated environment can bring some of that discipline to the market, as it evolves. I think it’s important to see more further guidance from the FDA in terms of that market. But so I don’t – I wouldn’t expect anything from us imminently, but it’s a market. We continue to evaluate, how would we enter it if we planned to enter in the future. I think we can bring some unique factors to the marketplace if we were to enter, but nothing determined at this point.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Okay, Greg, thank you very much for joining us. We’re out of time. Thank you.

<<Gregory Engel, Chief Executive Officer>>

Okay. Thanks, Rupesh. Great to see you, again.

<<Rupesh Parikh, Analyst, Oppenheimer & Co. Inc.>>

Thank you. Great to see you, Greg.