



# SUNFLOWER

INSPIRED BY NATURE, DRIVEN BY SCIENCE

***a Novel Biotech Company***

Feb 2025

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# SUNFLOWER WELLNESS

## INSPIRED BY NATURE, DRIVEN BY SCIENCE

Sunflower Wellness: Inspired by Nature, Driven by Science™, is a biotechnology innovator bridging the gap between natural product chemistry and pharmaceutical development.

Leveraging advanced chemical synthesis, we produce a diverse portfolio of high-purity compounds, including cannabinoids, alkaloids, and other specialized botanical extracts, serving the wellness and nutraceutical markets.

Simultaneously, we are advancing a robust R&D pipeline focused on critical areas such as cancer drug design, antimicrobial research, and bioactive natural product discovery, supported by a strong track record of publications and patents.

We are committed to translating scientific breakthroughs into impactful solutions for human health.

- Current Revenues are driven by the Kratom alkaloid 7-Hydroxymitragynine
- The company's current revenues are divided between two entities:
  - **Sunflower Manufacturing** - Manufacturer of the raw ingredient, and facilitator of third party product manufacturing
  - **Kanna21** - Sales company for Kratom alkaloid products
- In order to take advantage of its market position, the Company has created a new entity to perform its own product manufacturing = **Eden's Elixirs**
- The company also intends to create a fourth entity to enter the Peptide industry\*

- The ownership structure of the new Peptide entity is still being evaluated

# SUNFLOWER WELLNESS

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## Evolution

### Former Ingredient Manufacturer of:

- Hemp and Cannabinoids  
NOW  
Kratom Alkaloids

- NEXT - Product manufacturing  
and Peptides\*

2022 Revenue =

\$12,688,884

2023 Revenue =

\$29,562,390

2024 Revenue =

\$45,523,196

^FYE 2024 Net Income =

\$3,806,976

^FYE 2024 still in final closing process

\*The ownership structure of the new Peptide entity is still being evaluated

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## The future

### Continued Manufacturer of novel molecules:

- Kratom Alkaloids
- Peptides
- ?

2025 Revenue Budget =

**\$197,789,437**

2025 Revenue BHAG =

**\$225,000,000**

2025 EBITDA Budget =

**\$59,144,519**

2025 Net Income Budget =

**\$39,521,970**

\*FYE 2024 still in final closing process

# **RAW INGREDIENT PRODUCTION**

- **Significant investments in prepaid inventory for chemicals and starting raw material = Mitragynine**
- **Internal manufacturing process of 5 -7 days**
- **Bulk sales of the raw ingredient  
7-hydroxymitragynine make up approximately 40% of sales**

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# MANUFACTURED PRODUCTS

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## Types of manufactured products:

### Tablets:

Tablet pressed material in a range of flavors, colors, and dosage

### Shots:

liquid fill product into 15 - 60 oz bottles in a variety of flavors and dosage

### Sublinguals:

One of the most complicated and sensitive product forms. Strips placed under the tongue which dissolve.

### Others:

Capsules, powder packs, and other lower volume dose form products.

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## MANUFACTURED PRODUCTS

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# Production Timeframes

### Tablets:

Quick production times  
of 1-3 days.

Generally any delays are  
related to customer  
packaging.

### Shots:

Currently days to 3 weeks  
depending upon job and  
customer packaging  
requirements.

Will improve with  
production at Eden's Elixirs.

### Sublinguals:

1-2 weeks.

This is very specialty  
equipment, and not  
currently planned to be  
added at Eden's Elixirs

### Others:

2 - 14 days

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# R&D SUMMARY

- “Driven by Science”
  - Our research team has over 45 years of chemical experience ranging from academia, pharmaceutical, and industrial laboratories.
  - The staff chemists have experience with: oxidations, reductions, protections, olefinations, organotransition metal chemistry, and photochemistry.
  - The Research and Development team holds several pending patents on new cannabinoids and has promising oncology studies heading into in vivo animal studies.



Sunflower’s commercial scale manufacturing capabilities combined with its R&D efforts have the capability to introduce multiple billion dollar molecules and discoveries into the marketplace.

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# TARGET MARKETS

- **Consumer product manufacturers and wholesale distributors**
- **Direct to Consumer, Branded B2B, Commercial product manufacturers**
- **Pharmaceutical researchers and manufacturers**
- **Pharmaceutical and Technology Licensing**

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# KRATOM COMPETITORS

- **American Shaman:**

<https://cbdamericanshaman.com/>

- Wholesale and Retail oriented producer of cannabinoids and kratom alkaloids

- **Outpost Brands:**

<https://outpostbrands.com>

Focused on co-packing, product development and manufacturing of cannabinoids, supposedly now producing kratom alkaloids

Sunflower feels it has no equivalent in the form of a company that is equally positioned in the Kratom industry, and also possessing commercial-scale production with R&D capabilities focused on pharmaceutical discoveries.

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# OUR COMPETITIVE ADVANTAGES

- Highest potency, cleanest, and highest yielding production methods
- Superior chemistry and R&D Team
- Superior infrastructure and facilities for commercial-scale production
- Experienced Accounting and Finance team producing GAAP compliant reporting
- Experienced legal team
- Substantial investments in both research and development and in-house analytical facilities
- Software and processes to maintain the highest Quality Control and chain of custody documentation
- Compliance and Quality controls
- Intellectual Property
  - HHC
  - Methods
  - new molecules

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Actual and Proforma Income Statement

Sunflower Wellness, Inc

A=Actual, E=Estimate	2022A	2023A^	2024A*	2025E	2026E	2027E
Total Revenue	\$12,688,884	\$29,562,390	\$45,523,196	\$197,789,437	\$356,556,250	\$514,524,912
% Growth	n/a	133.0%	54.0%	334.5%	80.3%	44.3%
Gross Profit	\$1,691,369	\$5,253,579	\$11,098,204	\$122,170,153	\$151,893,427	\$261,723,941
% Margin	13.3%	17.8%	24.4%	61.8%	42.6%	50.9%
EBITDA	(\$176,968)	\$203,520	\$4,806,976	\$59,144,519	\$108,458,239	\$181,672,381
% Margin	(1.4%)	0.7%	10.6%	29.9%	30.4%	35.3%
Net Income	(\$686,930)	(\$802,605)	\$3,806,976	\$39,521,970	\$74,182,191	\$119,721,651
	-5.41%	-2.71%	8.36%	19.98%	20.81%	23.27%

NOTES:

\*2024 Actuals still in final closing process

^2023 included the acquisition of Colorado Chromatography Labs, LLC and creation of Sunflower Wellness, Inc.

# CAPITAL REQUIREMENTS & USE OF FUNDS - Up to \$10,000,000

## Raw Material Procurement

- Securing 1 month of raw material requirements
- This is also a protective measure against limitations of raw material supply

## Finished Inventory Build

- Build inventory up to 2-6 weeks of turn
- Increase production efficiencies

## Equipment & Facilities

- Expansion equipment and facilities for Eden’s Elixirs
- Expansion for new lease effect May 15th, doubling our footprint

## R&D Support

- Allocation represents 38% of the R&D budget, which often gets squeezed when cash flow is prioritized for production

## Debt Restructuring / Reduction

Use of Proceeds	\$ 10,000,000	%
Raw Material Procurement	\$ 4,000,000	40%
Finished Inventory Build	\$ 2,000,000	20%
Equipment & Facilities	\$ 1,500,000	15%
R&D Support	\$ 500,000	5%
Debt Restructuring/Reduction Includes high (18% interest) debt and a overall reduction in total cost of capital	\$ 2,000,000	20%

Funds acquired below the total \$10M will be utilized in a similar percentage of each use

# Inventory

*Why does the company need cash with such profitable growth - Inventory Build*

- RAW MATERIALS
  - MIT - Mitragynine is a very hot commodity and easily sellable. Transparently, we don't sit on this long, but it is one of the items per the deck we are trying to build some inventory to maximize production efficiencies.
- SUPPLIES
  - Chemicals - All easily sellable at near purchasing values.
  - Chromatography Columns - Very valuable, but a limited market demand. We do not really need to store more than \$125K - 200K (maybe up to 300K if doubling production).
- WIP - Work In Process
  - The above all turn into WIP, which will be at a value of between \$1M - \$1.5M monthly at cost, doubling if production does.
  - This WIP is just as valuable as any other inventory step. It is a very interim step, either moving towards a Available For Sale finished raw ingredient, or manufactured product for a customer order which generally has some deposit held against it and an anxious customer waiting for completion and shipment.
- AFS - Available for Sale
  - This material is available for sale in a hot market for our finished raw ingredient

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# REVENUE ACCELERATORS

## Potential Increases in Sales, new business, and new Companies

- Eden's Elixirs could add/increase the growth rate much higher than forecasts
- The addition of a Peptide company could further increase these forecasts
- R&D with two (2) high probability breakthroughs
- R&D identifying undiscovered molecules for synthesis to add to the product catalog
- Long-term efforts geared towards joint venture / SPV / sale to Pharmaceutical companies

# Accounts Receivable

The company is experiencing an increase in Accounts Receivable.

This is both strategic and a natural consequence of its multiples of growth.

- Strategic increases in accounts receivable relate to adding new “whales” in the industry as clients, and allowing us to stay focus on a smaller number of clients.
- Strategic increases also relate to existing customers working to increase their orders and expand their product offerings.
- With growth occurring between 10 -20% per month, even maintaining existing clients at the same terms would result in an increase.
- Adding to this is increased competition and price pressure.
- This has reduced the number of customers we have received deposits from, and increased the number upon which we are offering terms beyond initial deposits.

# Accounts Payable

The company has decreased Accounts Payable (and long-term debt) during this period of growth.

- The company has about \$1.5M in Accounts Payable while producing over \$10M per month in revenue
- The majority of its accounts receivable, well over 50%, are in current status
- About \$400K of its remaining accounts payable are related to its legacy cannabinoid business and are being slowly paid or in negotiation
- One of its most significant aged payables accounts related to its current business is from its waste handling vendor who bills 3-6 months in arrears due to the billing practices related to waste disposal.
  - The company proactively accrues estimated waste expenditures in each monthly period, and is “current” to the invoices issued and to the satisfaction of its primary waste supply vendor.

# Executive and Operations Team

## Executive

- **Mark Willis, CEO**

Mark has a proven track record of business start-ups and venture capital transactions wherein he has served numerous leadership roles, including Chairman and CEO of a NASDAQ traded telecom company. Mark leverages this experience to set the Company's vision, drive profitability, identify opportunities, reduce risk, and keep ahead of the competition.

- **Robert Miller, CLO & President**

- **Alex Seleznov, CFO**

Alex is an experienced finance and hemp industry veteran who founded Advanced Extraction and the Pure Hemp Botanicals brand in 2015, resulting in a successful private equity sale for the founders. Alex has 25 years of finance & accounting experience, including 8 years in horticulture and 10 years in the financial industry including founding the Equipointe mutual funds.

## Operations

- **Kyle Ray, President Sunflower Manufacturing and Eden's Elixirs**

Kyle holds B.S. in neuroscience and biochemistry from Colorado State University and began his career in research at NYU School of Medicine. He has a track record of turning complex scientific challenges with contributions to 10 patents and 14 scientific publications, and featured in Leafly for his contributions to cannabinoid science. Beyond the lab, Kyle has played a role in shaping industry policy, serving on the Intoxicating Hemp-Derived Cannabinoid Task Force (2022-2023), which led to the Safe-Harbor provision in Colorado.

- **Brooke Willis, President Kanna21**

- **Wes Cruces, Chief Science Officer (CSO)**

Westley brings a unique blend of scientific rigor and entrepreneurial drive, honed through advanced degrees in chemistry and business (MS, MBA). His expertise spans medicinal chemistry, drug development, and large-scale manufacturing, demonstrated by successful commercialization of novel compounds and laboratory build-outs. He has a proven track record of innovation, including identifying promising cancer therapeutics and drives research and development of novel alkaloids and other emerging molecules.

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# Research and Development Team

- Established and high-performing R&D division
- Large scale production capabilities
- Proven leadership and chemistry teams

## R&D Summary and Qualifications

The R&D Department includes over 55 years of academic and industry experience in a range of chemistry fields, not limited to medicinal chemistry, organotransitional metal chemistry, computational chemistry, drug discovery, formulations, organic synthesis, and analytical chemistry.

Since 2022: 18 publications (2 in revisions, 2 in review, 2 in preparation), 9 patents, 9 poster sessions, 13 oral presentations, ~60 citations.

Current body of work includes:

1. Drug design for triple negative breast cancer, colorectal cancer, and bladder cancer
2. Anti-microbial drug design in collaboration with Vanderbilt University
3. Identification and synthesis of bioactive natural products derived from plants
4. Catalysis for accessing (R)- and (S)-HHC

Previous work includes:

1. Non-clinical in-vitro safety studies of various B2B and DTC cannabinoids
2. In-silico drug design, binding affinity, and ADMET studies
3. In-vitro, in-vivo work on pancreatic cancer in collaboration with Wayne State University

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# THANK YOU

***FOR LEARNING MORE  
ABOUT SUNFLOWER  
WELLNESS!***

**For questions please contact:**

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**ALEX SELEZNOV, CHIEF FINANCIAL OFFICER**

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