



DECEMBER 2020



SAFE HARBOR / FORWARD-LOOKING

This document contains certain “forward-looking statements”. All statements other than statements of historical fact are “forward-looking statements” for purposes of federal and state securities laws, including, but not limited to, any projections of earnings, revenue or other financial items; any statements of the plans, strategies, goals and objectives of management for future operations; any statements concerning proposed new products and services or developments thereof; any statements regarding future economic conditions or performance; any statements or belief; and any statements of assumptions underlying any of the foregoing.

Forward looking statements may include the words “may,” “could,” “estimate,” “intend,” “continue,” “believe,” “expect” or “anticipate” or other similar words, or the negative thereof. These forward-looking statements present our estimates and assumptions only as of the date of this report. Accordingly, readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the dates on which they are made. We do not undertake to update forward-looking statements to reflect the impact of circumstances or events that arise after the dates they are made. You are urged to carefully review and consider any cautionary statements and other disclosures, including the statements made under the heading "Risk Factors" and elsewhere in the prospectus included in Annual Reports on Form 10-K, Quarterly Reports of Form 10-Q, and Reports filed on Form 8-K.

In our filings with the Securities and Exchange Commission, references to “AMMO, Inc.,” “AMMO”, “the Company”, “we,” “us,” “our” and similar terms refer to AMMO, Inc. and its wholly owned operating subsidiaries The Enlight Group, SNI, LLC and Ammo Technologies, Inc.



WHO WE ARE



We are a premier American ammunition manufacturer with products that emphasize **innovative technologies**



SIGNATURE



These products are **disrupting** a complacent industry



We have an innovative, high-quality patent portfolio providing a **significant competitive advantage over the competition**



Fully integrated supply chain with state-of-the-art manufacturing facilities that have the **capability to produce 750M+ rounds/year** with the ability to scale further



Multi-channel retail distribution of commercial products



Ability to provide ammunition to **militaries and law enforcement** across the globe

MULTI-CHANNEL DISTRIBUTION \$135 MILLION IN OPEN ORDERS

Current Distribution Channels

Online / Retail



Shooting Ranges



Distributors



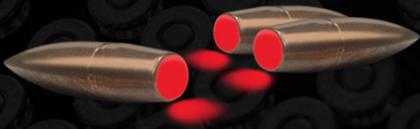
Buying Groups



DEFENSE PRODUCTS



**Hard Armor Piercing
Incendiary (HAPI™) Round**



**O.W.L.™ Non-Incendiary
Visual Ammunition**



Extremely effective and accurate alternative to current AP rounds offered by defense contractors – consistently outperform competitor offerings



Optimized incendiary projectile designed to penetrate and defeat hard targets



Manufactured in America to match grade specs to ensure **accuracy and effectiveness**



Utilizes the O.W.L.™ technology in STREAK™ ammo to illuminate the trajectory of the projectile



Leaves visible trace with a non-incendiary round significantly improving accuracy



Optimal ammunition for military tactical engagements – the trace is only visible in a 30-degree window from the point of view of the shooter, making the round undetectable from the flanks and the target's viewpoint

JAGEMANN ACQUISITION



**Closed Acquisition
of Jagemann Stamping's
Brass Casing and Projectile
Manufacturing Operations
in March 2019**

One of the leading brass casing manufacturers in the U.S.



Aligns key elements in our supply chain ensuring consistent access to brass casings and proprietary projectiles across varying business cycles



Seamless integration between component manufacturing & assembly – allowing for more rapid product development and enhancing speed to market



Secures industry best pricing to compete in global markets and expands industry relationships



Diversifies revenue base and provides significant cash flow

PROJECTED SALES \$55 MILLION FOR 2021 EXIT 21 YE \$80 TO \$100 MILLION RUN RATE FOR 2022

Sales (in \$mm)



400%+ average annual sales growth over past 4 years

Premium Brands

Control over component supply and pricing

Cost-efficient product distribution



Diversified Channel Mix

Increased Sales

Higher Margins

Sales Growth Drivers

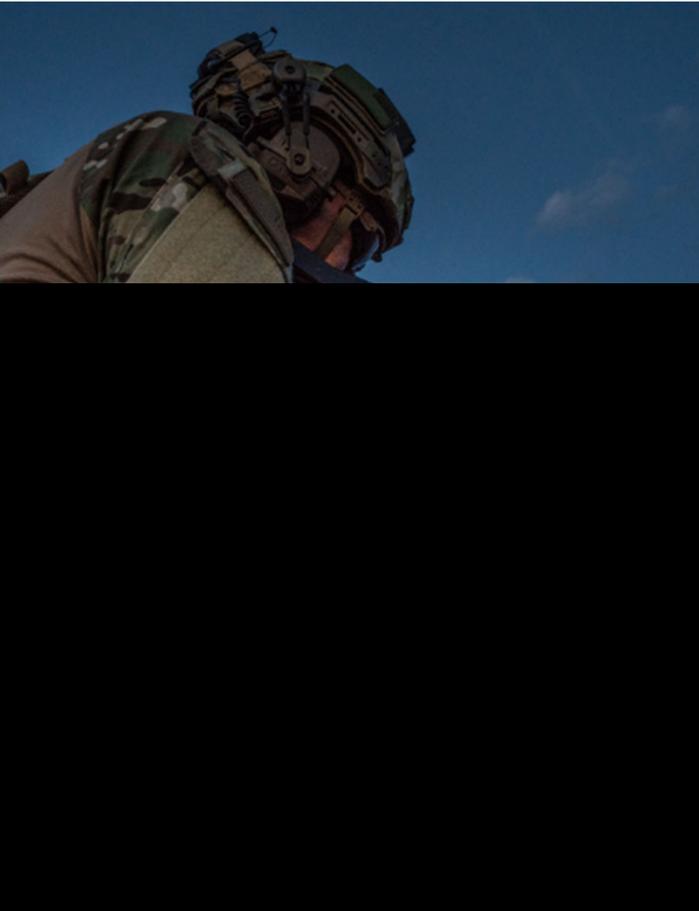
- ✔ Significantly **expand sales in defense and export markets**
- ✔ Continue to grow retail presence, including adding more kiosks at big box retailers and penetrate the shooting range market
- ✔ **Increase manufacturing capacity** and utilization at current facilities

Margin Expansion Drivers:

- ✔ Pricing power with patented proprietary technology that deliver superior performance **50% to 70% profit margins**
- ✔ Vertical integration
- ✔ Cost-efficient product distribution

*Fiscal year end is March 31st

KEY TAKEAWAYS



✓ \$135M open orders

✓ Diversified portfolio of premium products for both commercial and defense markets across the world

✓ Substantial competitive advantage through innovative patent and IP portfolio

✓ Company expected to exit year-end with \$80 to \$100M run rate

✓ Significant sales growth potential with near-term positive cash flow expected

✓ Consistently expanding presence through new strategic relationships with industry leaders

✓ Experienced management team and board with deep ties across the industry



KEY STATS

Trading Data (as of 12/11/20)

Stock Price

\$3.59

52 Week High/Low

\$4.00/\$0.96

Avg. Daily Volume (3 months)

538,400

Shares Outstanding

60.2M

Public Float

~78%

1) Includes trailing twelve-month revenue as of the quarter ended 6/30/20.

Valuation Measures (as of 12/11/20)

Enterprise Value

\$230.9M

Market Cap

\$212.3M

EV/Sales¹

7.9x

Financial Overview (TTM @ 9/30/20)

Revenue

\$29.2M

GAAP Net Income

\$(12.7)M

Adjusted EBITDA

\$(2.8)M

GAAP EPS

\$(0.21)

Adjusted EBITDA per share

\$(0.05)

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