



Elgin County: Cannabiz in the County
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WeedMD Inc.
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WHO WE ARE

WeedMD is a vertically-integrated cannabis company focused on maximizing shareholder value through disciplined and diligent execution

Led by persistent commitment to our people, through internal talent development and emphasis on culture; innovation, by creating unique products and new consumer experiences and occasions; quality, by producing consistent, reliable products to the highest standard; and a strict capital allocation policy.



Company Snapshot

150,000 kg Cannabis Production Exit Rate in 2020

- 2019 production exit rate of 50,000 kg

Licensed 158-Acre Cultivation Hub in Strathroy, ON

- 610,000 sq. ft of greenhouse cultivation and processing space
 - 220,000 sq. ft currently licensed and producing
- 100 acres of workable land for outdoor
 - 27 acres currently planted and harvesting in 2019

Licensed Oil Extraction Hub in Aylmer, ON

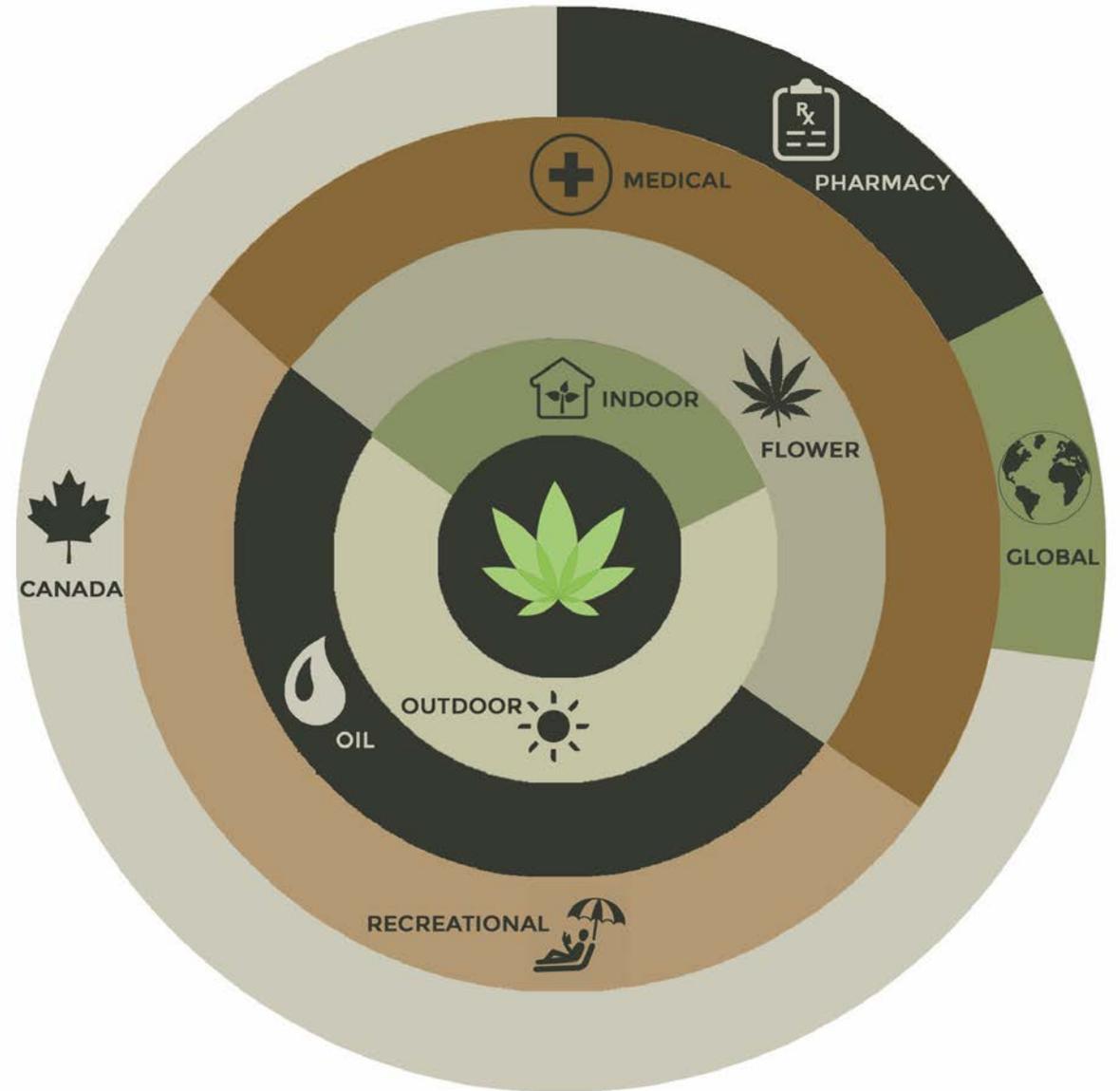
- Scaling to 200,000 kg of biomass extraction capacity

Multiple Brand Offerings

- Color Cannabis (Adult-Use), WeedMD (Medical), Pioneer Cannabis (Retail)

Multi-Channel Distribution Model

- 6 Provincial Distribution Agreements
- Agreement to supply Shoppers Drug Mart
- Direct to patient and unique partnerships in seniors care



Corporate Offices

Toronto



London



Production Sites

Strathroy



Aylmer



The Management Team



Keith Merker
CEO

Keith has been instrumental in guiding the company from the start-up phase through to today's successful operation. He has a history of entrepreneurship and over 15 years experience working as a finance professional.



Nichola Thompson
CFO

Over 15 years in senior finance and financial reporting roles; previously held management positions at Discovery Air, Deloitte & Touche, and Siemens.



Derek Pedro
Chief Cannabis Officer

With over 25 years of cultivation experience, Derek is widely recognized as one of Canada's cannabis pioneers. Overseeing WeedMD's cultivation and genetics sourcing from beginning and is integral to the development and greenhouse design.



Josephine DesLauriers
SVP, People

Over 15 years of experience in a variety of HR-related functions. Widely recognized in the industry for her work in seniors' housing. Previously with Centric Health.



Brett Moon
SVP, Sales & Marketing

10 years in sales and marketing within various controlled substance categories. Known for building out fortune 500 brands.



Marianella delaBarrera
VP, Communications & Corporate Affairs

10 years leading communications strategies on numerous international matters in highly-regulated environments. Previously senior spokesperson with Bombardier Aerospace.



Dr. Alexandre Sibilev
VP, Quality Assurance & Global Regulatory Compliance

Brings over 30 years of pharmaceutical experience, regulatory affairs, and compliance oversight. Alex holds a PhD in Pharmaceutical Sciences from Sechenov First Moscow Institute of Medicine.



Jeff Keyes
VP, Operations

A seasoned leader with over 30 years of management experience in the areas of manufacturing, continuous improvement, food safety, and quality, including Aleafia and Maple Leaf Foods.

“An experienced and diverse leadership team with a track record of execution and business discipline”

AYLMER PRODUCTION

- Aylmer was home to the Imperial Tobacco processing plant from 1946-2007
- Site was purchased and transitioned into the Elgin Innovation Centre in 2010, WeedMD leased it in 2013
- Application placed in 2013 for Medical Cannabis Licence – began growing and storing plants in 2016
- Inquiries for industrial land purchase for production of cannabis increased substantially since 2016
- Final approval to sell from Health Canada in April 2017
- WeedMD purchased the property in 2018
- Room to expand on 4 acres wholly owned by WeedMD
- In July 2019, WeedMD transitioned Aylmer into an extraction hub known as CX Industries



STRATHROY CULTIVATION HUB

- **158-acre property**, wholly-owned by WeedMD
- **610,000 sq. ft.** of greenhouse built onsite and **100 acres** of outdoor cultivation space
- **10,000 sq. ft.** of propagation space including genetic vault and 50 unique live strains
- **100,000 sq. ft.** of ancillary space
- State-of-the-art infrastructure with **ample power** responsible on-site **water sourcing & recycling**
- **Automated** climate control, lighting & fertigation systems in micro-climate cultivation rooms



STRATHROY OUTDOOR

- Health Canada licensed and planted in June 2019 on **27 of 100 available acres**
- Construction of fencing, security, irrigation and other required infrastructure completed within **\$2 million budget**
- **73 additional acres** of production planned for Phase II in 2020 on the existing property
- Operational **synergies** between outdoor cultivation and existing onsite infrastructure
- WeedMD's outdoor cultivation team and genetics have **proven success** in southwestern Ontario
- Over **20,000** fully rooted cannabis clones planted in June 2019; Completed harvest on October 31, 2019



CX INDUSTRIES ENTERS COMMERCIAL OPERATION

Designed for 200,000 kg of cannabis biomass extraction

Licensing

Fully licensed for oil extraction, cannabis processing & sales
Recently secured Health Canada licence for extracts, edibles & topicals

Footprint

26,000 sq. ft. facility located on four acres in Aylmer, Ontario with
room for additional expansion, wholly-owned by WeedMD

Extraction Expansion

Installation of supercritical CO₂ extractors in two phases
in H2/2019 and 2020 working towards EU-GMP certification

On-Site Services for Third Parties

Product development, formulating, manufacturing, R&D,
distribution and warehousing services available to third parties



Multimodal Distribution Strategy

Medical



Direct to patient: WeedMD continues to build its patient base, and upon legalization will ensure ample supply is available to meet its medical patients' needs

Shoppers Drug Mart: One of a few select LPs to secure a supply agreement with Canada's largest retail pharmacy chain

Seniors, long-term care & specialty pharmacies: WeedMD is the first and only LP to establish multiple preferred supply agreements with long-term care providers

International

First LP to sell and export genetics to Australia & Israel

International oil & derivatives sales beginning in 2020

Adult-Use



BRANDING

- WeedMD was ranked the **7th most recognized brand in Canada** according to a survey by Lift & Co and EY in June 2019
- Color Cannabis launched in June 2019 to become WeedMD's **first recreational brand**; Provincial Best Seller
- WeedMD and CX Industries to continue building and licensing global brands to bring new products to market and target new consumers

Color
cannabis


weedmd



Product-Focused Manufacturing

WeedMD - Strathroy

Flower



Pre-Rolls



CX Industries - Aylmer

Concentrates

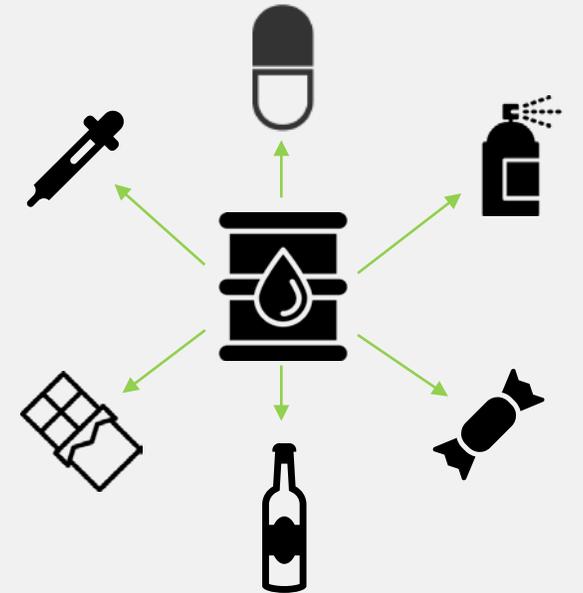


Vape



B2B

Crude Oil / Resin / Biomass to
Third Party Manufacturers

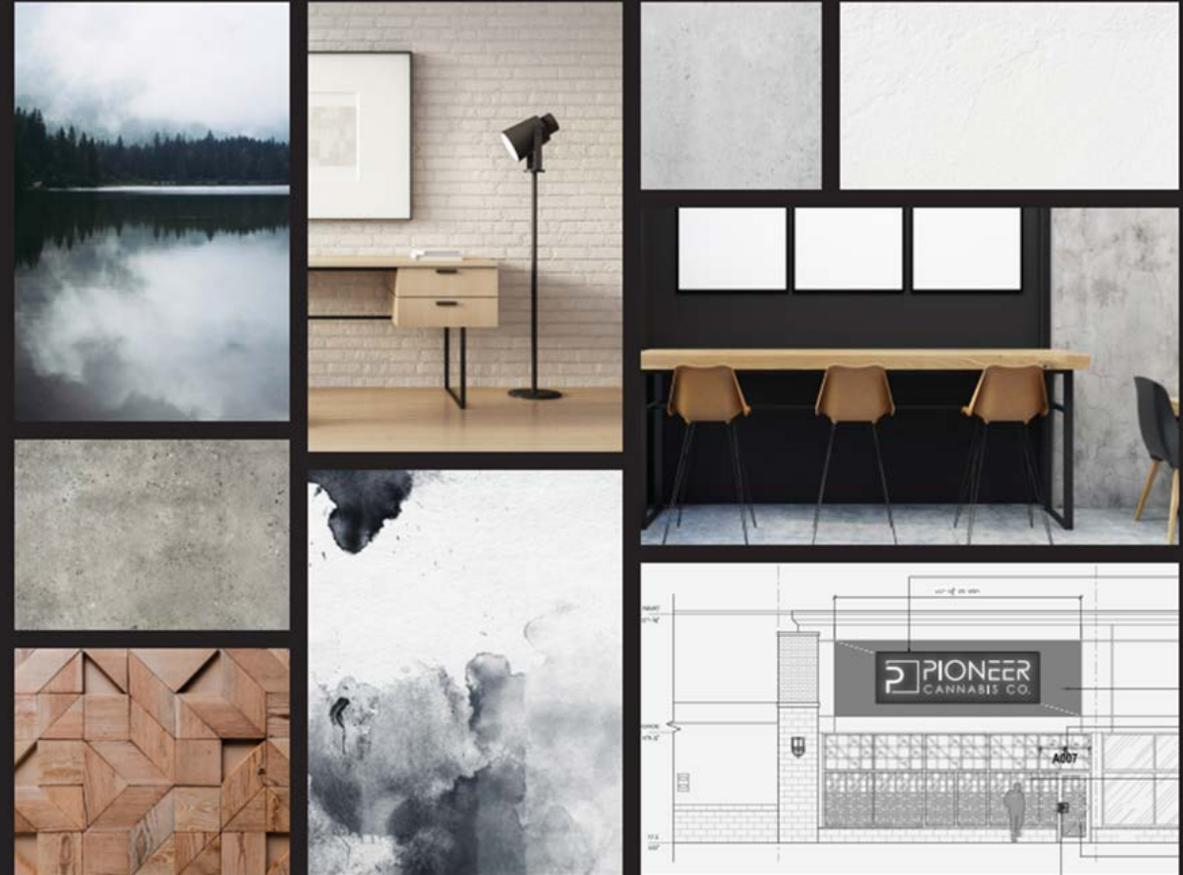


“Do a few things well. Find strategic partners for everything else.”

RETAIL PIONEER CANNABIS

WeedMD and Pita Pit Launch Pioneer Cannabis Corp and Collaborate with Lottery Winner to Open Retail Location

- WeedMD owns **9.9%** of Pioneer Cannabis with the option to own up to 50.1% in applicable jurisdictions
- Pioneer has partnered with an **Ontario lottery winner** to open the first Pioneer Cannabis store in Burlington, Ontario in 2019
- Pioneer provides cannabis retail entrepreneurs a **variety of services** to help construct, finance and operate a cannabis retail store
- Pita Pit manages 600 stores worldwide, including over 225 stores in Canada, extensive network across the retail landscape including landlords, franchisees and service providers



“*Cannabis culture has existed for decades; as we move from the grey market to the green market, we embrace the core beliefs of cannabis pioneers...*”

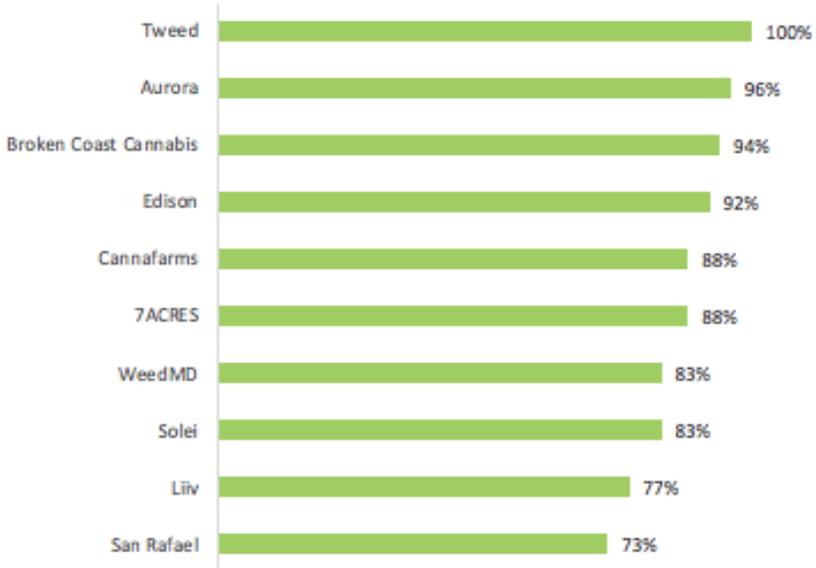
Strategic Partnerships



Unique **relationships** across Canadian and international cannabis industries

Emerging Cannabis Industry Leader

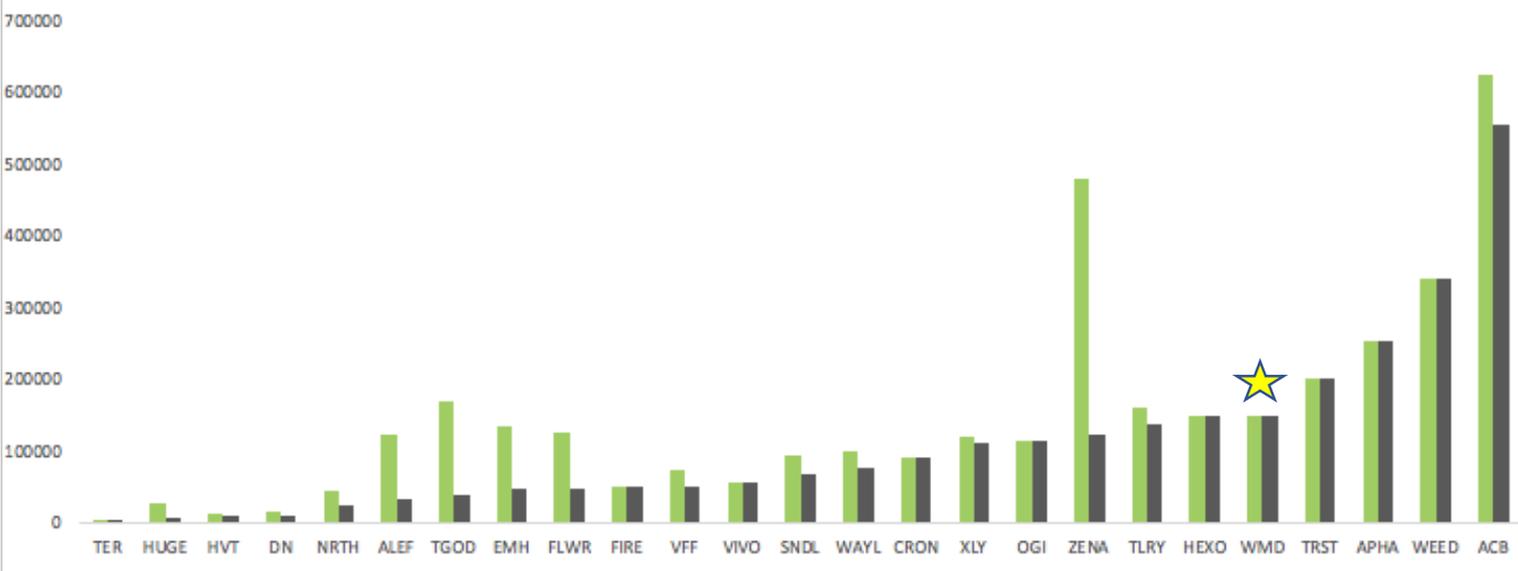
Brand Recognition as of June 2019



Data sources: Lift & Co, EY



2020 Projected (Green) and Funded (Grey) Cannabis Capacity in KG



Data Source: Stoic Advisory as August 26th 2019, WeedMD internal
 Funded capacity is calculated based on assumed yields and capex costs per sq. ft. depending on growing operations as well as cash burn as a percentage of current cash



Forward Looking



Cultivation Growth

Continue scaling highly-efficient platform throughout 2019 and into 2020



Extraction Expansion

Capitalize on extraction experience by scaling up capacity significantly



Launch New Product Formats

Pre-rolls, Soft gels, Concentrates, Topicals, Beverages, Edibles



Partnerships

Third-party tolling contracts, supply contracts, brands and product development



Target New Markets

Opportunities in Canada and internationally markets for distribution expansion, partnership and licensing



Financial Metrics

Lever low-cost inputs from cultivation platform into high margin concentrate products; improvements in top-line and gross margin as production comes online

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