



MEDICINE MAN
TECHNOLOGIES

Investor Presentation
Virtual Investors Conference
December 2018

OTCQX: MDCL

Safe Harbor Statement



This presentation may contain forward looking statements which are based on current expectations, forecasts, and assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially from those anticipated or expected, including statements related to the amount and timing of expected revenues and any payment of dividends on our common and preferred stock, statements related to our financial performance, expected income, distributions, and future growth for upcoming quarterly and annual periods. These risks and uncertainties are further defined in filings and reports by the Company with the U.S. Securities and Exchange Commission (SEC). Actual results and the timing of certain events could differ materially from those projected in or contemplated by the forward-looking statements due to a number of factors detailed from time to time in our filings with the Securities and Exchange Commission. Among other matters, Medicine Man Technologies may not be able to sustain growth or achieve profitability based upon many factors including, but not limited to, general stock market conditions. Reference is hereby made to cautionary statements set forth in the Company's most recent SEC filings. We have incurred and will continue to incur significant expenses in our expansion of our existing and new service lines, noting there is no assurance that we will generate enough revenues to offset those costs in both the near and long term. Additional service offerings may expose us to additional legal and regulatory costs and unknown exposure(s) based upon the various geopolitical locations where we will be providing services, the impact of which cannot be predicted at this time.

At a Glance



Medicine Man Technologies is one of the leading cannabis consultancies with a rapidly expanding presence in both the US and internationally.

Exchange:	OTCQX
Ticker:	MDCL
Headquarters:	Denver, CO
No. Employees:	30
Founded:	2014
Price:	\$1.54 (as of 12/3 close)

Avg. Vol (1m):	71,484
Market Cap:*	\$42.5 M
Shares Outstanding:*	27.6 M
2018 Revenue (9 Months):	\$7.30 M

Core Services



Medicine Man provides value-added services to cannabis cultivators with a full suite of complementary consulting, licensing, and product solutions that spans the entire cannabis industry supply chain



Consulting Services

Supports client application efforts to help secure state-issued operating and other licenses, while building relationship networks across the industry



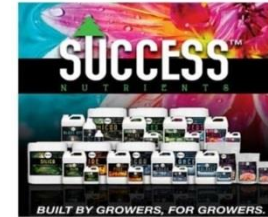
Cultivation Max

Utilizes industry leading cultivation methodology to enable existing operators to optimize facilities to improve grow metrics



“Three A Light”

Leading cannabis cultivation tutorial provides step-by-step marijuana growing from seed to finished flower



Success Nutrients

Three part product line, with six additional additives, is a key and required component to maximizing the results of the “Three A Light™” cultivation methodology and Cultivation Max service



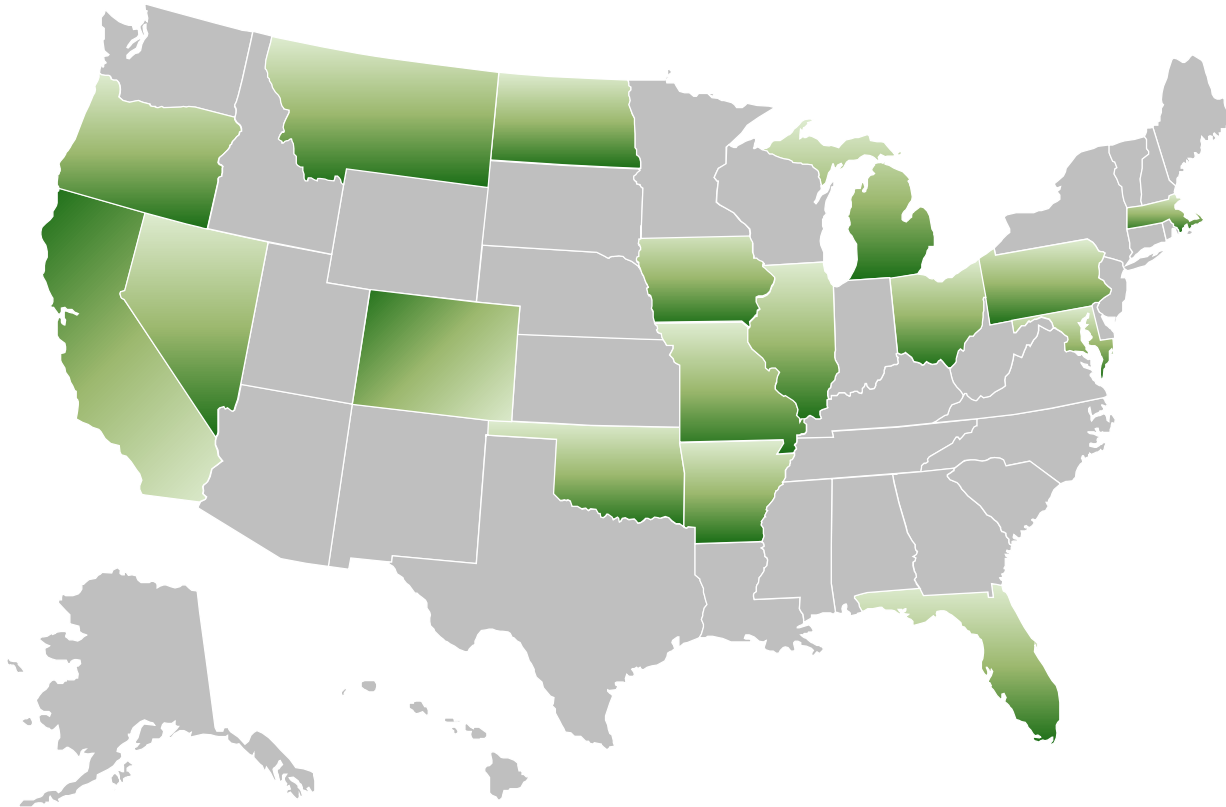
Big Tomato


Established leader in the supply of hydroponic and indoor cultivation supplies for over 17 years, servicing commercial and hobby gardeners nationwide

States of Operations



Medicine Man has active clients in 17 different states and Puerto Rico. Internationally, the Company provides services to clients in Australia, Canada, Germany and South Africa.



 - States in which the company has active clients

Cannabis Market Facts and Figures



- **33 states** and the District of Columbia allow their citizens to use **medical cannabis**
- **Ten states:** Colorado, Washington, Alaska, Oregon, California, Nevada, Maine, Michigan, Massachusetts and Vermont, and the district of Colombia have approved legalization of cannabis for adult use
- Colorado continues to set sales growth related records, generating \$1.5 B in FY 2017 sales; a substantial portion of sales driven by tourist-related adult use
- North American cannabis sales **grew by 33%** from 2016 to 2018 to about **\$10.0 billion** as the legal market expands, according to a report by Arcview Market Research.
 - North American sales are projected to top **\$24.5 billion by 2021** assuming a **compound annual growth rate of 28%**.

Cultivation Technology



Medicine Man has experience in all areas of cannabis cultivation.

Areas of cultivation expertise include:

- ‘Motherless’ Propagation Practices
- Vegetative and Flowering Activities
- Trimming, Drying and Cure techniques

Acquired “Three-A-Light” expertise in June of 2017 positions Medicine Man Technologies as the gold standard of efficient and safe cannabis cultivation.

The acquired “Success Nutrients” product line makes Medicine Man Technologies as the only cultivation advisor having highly efficient cultivation technologies tied directly to a specialized Cannabis nutrient line.



Cultivation Max



Cultivation Max services enables cultivators to compete at an improved level by optimizing cultivation facilities to improve:

- Yield
- Consistency
- Quality
- Efficiency

Once initial designs and retrofits are completed, Medicine Man Technologies monetizes its value to clients by earning fees on the improvement delta and recurring nutrients sales, creating a “Win-Win” for all parties.

Our newest Cultivation MAX clients include top scorers in Ohio (2nd highest score), approved to begin cultivation operations on 09/07 and Pennsylvania (3rd highest score), expected to begin cultivation operations in Q1 of 2019.



“Three A Light”



- Leading cannabis cultivation tutorial “Three A Light™” provides step-by-step marijuana growing from seed to finished flower
 - Simple approach to a complex process
- Book has sold out of original first edition 2,000 copies. The company is now offering a 2nd edition. The list price for the 2nd edition is \$300 per copy.



Success Nutrients



Success Nutrients[™] features a three-part product line that includes six additional additives, containing all the micro/macro nutrients required to produce the strongest yields while achieving the highest quality possible.

The line is a key component to maximizing the results of the “Three A Light[™]” cultivation methodology. Its goal is to revolutionize modern gardening, with an emphasis on stronger plants, healthy flowers and an overall cleaner product.

Big Tomato



- Big Tomato has been a leading supplier of hydroponic and indoor garden supplies for over 17 years.
- Services commercial and hobby gardeners nationwide.
- Sold over \$150M of supplies to the indoor garden industry.
- Our volume and long-standing relationships with distributors enable us to provide the best value for our customers.



Acquisition Strategy



Medicine Man seeks to acquire or partner with companies that span the industry and support its brands strategy by:

- Advancing its international presence (i.e. Canada House Wellness partnership in Canada)
- Accelerating its growth across all product and service lines
- Augmenting or providing new lines of products and services for the Company to leverage and sell across its existing installed customer base
- Supporting the Company's national and international expansion strategy

Current Brands Include:



THREE A LIGHT®
Tomorrows Innovations For The Indoor Cannabis Cultiva



Transition into Cannabis Operator



- Implementing strategic pivot into owner/operator of cannabis facilities with best-in-class solutions
 - License Acquisition and Facility Design
 - Cultivation Operations
 - Retail Operations
 - Processing Operations
 - Nutrients
 - Cultivation Supplies

- Currently looking for cannabis license partners who want to add best in class operations

- This transition will enable MMT to:
 - Build upon the foundation as leading consultants and operators in the industry, with a nation wide and international footprint
 - We expect this transition will significantly increase shareholder value in the near term



Business Highlights



Revenue and Performance Growth



<u>Description</u>	<u>FY 2015</u>	<u>FY 2016</u>	<u>FY 2017</u>	<u>FY 2018</u>
<i>Time Period</i>	<i>April 1 to Dec 31</i>	<i>Jan 1 to Dec 31</i>	<i>Jan 1 to Dec 31</i>	<i>Projected</i>
Revenue References				
Total Revenue	\$ 835,777.00	\$ 631,456.00	\$ 3,529,834.00	\$ 9,008,724.00
Total Expense	\$ 745,624.00	\$ 1,783,545.00	\$ 8,765,534.00	\$ 6,688,275.00
Net Income <Loss>	\$ 90,153.00	\$ (1,152,089.00)	\$ (5,235,700.00)	\$ 2,320,449.00
Stock Compensation Ref	\$ -	\$ 627,200.00	\$ 4,805,318.00	\$ 801,000.00

- 7 Consecutive Quarters of Revenue Growth
- 3 Consecutive Years of Revenue Growth (FY 2016 to 2018)
- 2 Consecutive Quarters of Profitability (Q1 & Q2 FY 2018)
- Master License Agreement with Canada House Wellness in July of 2018 (initial license fee upfronts of \$4.65M CAD)
- Superior Peer Performance
- Expansion into a Presence of Plant Touching Ownership Equity in Q3 of FY 2018 in Partnership with its Pennsylvania Client
- Up listing to OTCQX completed in Q3 2018

Management Team



Andy Williams, Co-Founder and Interim CEO

- History of leadership positions in a wide range of manufacturing industries as an industrial engineer
- Lifelong entrepreneur who, along with his brother Pete Williams, launched Medicine Man in December of 2009, with the concept of being the Costco of cannabis, after the Ogden letter was published stating the Department of Justice would not utilize prosecute individuals following state cannabis laws
- Eight years later, Medicine Man has emerged as an industry leader throughout the U.S. and has branched out to assist start up cannabis companies and grow facilities across the country



Joshua Haupt, Chief Operations Officer

- Joined Medicine Man upon the acquisition of his companies Pono Publications and Success Nutrients, closed in June 2017
- Recognized for his innovative growing technique and entrepreneurship in the cannabis industry
- One of the largest growers in Colorado and aptly referred to as the “Steve Jobs of Marijuana”
- His book, “*Three A Light*”, has restructured growing methods in his own grow house, and now on an international level, with cultivators all over the globe looking towards him for methods of production
- Has also founded Superfarm, Success Nutrients, and Tall T Productions

Paul Dickman, Chairperson of the Board

- Mr. Dickman was the founding CFO of Medicine Man Technologies and assisted the Company through the process of becoming a publicly traded entity. Once public, Mr. Dickman’s replacement was hired and he moved to serve on the board of directors.
- Founder & Principal of Breakwater MB, a boutique merchant bank
- Founder of Breakwater Corporate Finance, a professional services agency offering outsourced CFO and board governance services to private and micro-cap public companies.

Investment Highlights



- We perform as a value-add consultant and premium supplier to the cannabis industry
- Nationwide service footprint, including Puerto Rico
- Rapidly expanding global presence, with existing footprint in Canada, South Africa, Germany, Croatia and New Zealand
- Cultivation Max monetizes yield improvements derived by applying industry leading cultivation “Three A Light” methodology
- Acquisition strategy to drive a cannabis industry product “Brand Warehouse”, with targets that accelerate and synergize revenue generation across the business
- Financial position strengthened by \$1.055M in new equity capital raised in August/September, which includes investments by Company Officers and Directors, and approximately \$1M from one accredited investor

Thank You!



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