



MEDICINE MAN
TECHNOLOGIES

Investor Presentation April 2018

OTCQB: 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 the leading cannabis consultancy and product “brand warehouse” company, with a rapidly expanding presence in the U.S., and internationally.

Exchange:	OTCQB	Price:	\$2.02 (4/18 close)
Ticker:	MDCL	Market Cap:*	\$48.7M
Headquarters:	Denver, CO	Shares Outstanding:*	24.09M
No. Employees:	21	Avg. Vol (30 day):	48,628
Founded:	2014	2017 Revenues:	\$3.5M
		Year-over-Year Revenue Growth	459%

* Adjusted to reflect acquisitions, debt retirement, financings
(as of 04/18/18)

Press Release Update ... 04/16/2018



Medicine Man Technologies Provides Q1 2018 Financial Outlook, New Client Updates, and Insight into Recent Federal Developments

DENVER, CO, April 16, 2018 --- Medicine Man Technologies Inc. (OTCQB: MDCL) (“Medicine Man Technologies” or “Company”), one of the United States' leading cannabis branding and consulting companies today provided preliminary financial results for the quarter ended March 31, 2018, an update on new client activity, and insight as to recent federal developments.

The Company projects having achieved revenue growth to approximately \$1.2M in its first quarter, a 122% increase over the \$541,000 as reported in the comparable first quarter period in 2017, making this the fifth consecutive quarter on quarter revenue growth period achieved. In addition, Medicine Man Technologies anticipates reaching an operational profit/loss breakeven point for the quarter and, the Company repaid all its remaining debt in this quarter.

Since its last client update in early March of 2018, the Company has entered into five (5) new license and/or service agreements and is pleased to highlight its single Iowa client's win of two dispensary licenses, which was announced in late March by our client. Additionally, among the new license agreements is substantial new Cultivation MAX Client in Nevada, which expects to begin construction around mid-year for the rehabilitation of over 100,000 SF of existing space.

Brett Roper, Medicine Man Technologies' co-founder and CEO commented, “We are pleased with the solid operational results that we project for the first quarter of 2018, highlighted by the achievement of a breakeven quarter, and believe that this performance has the Company firmly on track to achieving its profit goals for the full year. As it relates to new client expansion, we continue to experience an increase in both US as well as international inquiries, as the Company's reputation and expanded client pipeline continues to evolve. As of this date we have several formal service proposals out to prospective new clients in multiple states and expect our client base to continue to expand over time.”

Mr. Roper continued, “We are also pleased with the recent report of expected non-interference from the U.S. Department of Justice in Colorado's Cannabis marketplace, as such a commitment by the Trump administration to Senator Gardner would offer a defined path to the creation of an overarching legal strategy related to states' rights in determining their individual direction for Cannabis regulations and deployment. We anticipate that this development will have a positive impact on the progress of Colorado House Bill 18-1011, allowing certain strictly defined ‘fully reporting’ public companies to hold ownership in Colorado based Cannabis licenses. We are confident that this level of public company transparency would benefit the industry and investors alike and provide a source of new capital to those businesses deserving of it.”

Andy Williams, Chairperson of Medicine Man Technologies' Board of Directors added, “Yet again, Senator Cory Gardner has stepped up for Colorado and made a positive impact on the cannabis industry. We applaud the work of the New Federalism Fund in educating Republicans like Senator Gardner on marijuana-related issues. We look forward to continued pro-cannabis legal initiatives, including enacting the Cole memo into law instead of a referendum, which we also believe holds the potential to fix issues facing the industry related to banking and 280e.”

Additionally, on the new client front, Medicine Man Technologies has entered into preliminary negotiations with one of its significant existing Canadian partners to expand support to the Micro Grower community in Canada through offering enhanced access to the Company's proprietary Three-A-Light® cultivation methods and Success Nutrients® as a cornerstone of that new enterprise through an extended licensing arrangement.

Joshua Haupt, Medicine Man Technologies' Chief Revenue Officer stated, “This market segment for cultivators will require a hyper competitive footprint as it relates to the 2,000 SF canopy limitation and I believe that our current cultivation efficiency and performance will provide these talented growers with a distinct advantage in achieving low cost production of quality tested ‘craft’ based cannabis to the marketplace in Canada. The craft side of cultivation served as my onramp to the industry years ago and resulted in my creation of the Three-A-Light methodology. I look forward to working with our licensees in Canada and across our growing client footprint to assist these entrepreneurs to achieve maximum efficiency in their gardens.”⁴

Core Services



Medicine Man provides value-added services to cannabis growers with a full suite of complementary consulting, licensing, and product solutions that span 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



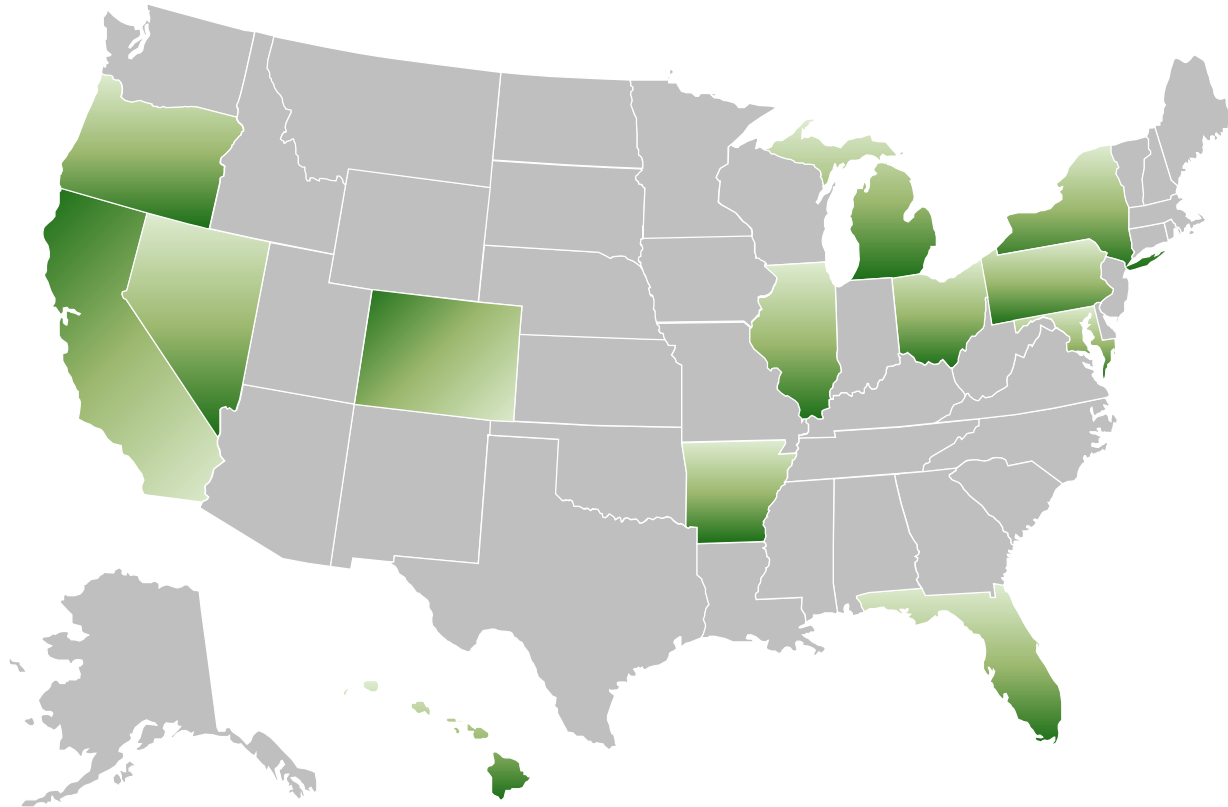
Success Nutrients

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

States of Operations



Medicine Man has fee generating clients in 11 states and Puerto Rico, most recently supporting an Ohio Level 1 application receiving the 2nd highest score. Internationally, the Company also has clients in Australia, Canada, Germany, and South Africa.



- States in which the company is actively operating

Cannabis Market Facts and Figures



- **29 states** and the District of Columbia allow their citizens to use **medical cannabis**
 - In January 2018, Vermont's legislature approved medical use
- **Nine states:** Colorado, Washington, Alaska, Oregon, California, Nevada, Maine, Vermont and Massachusetts have approved legalization of cannabis for adult use
 - Adult use sales in California launched on January 1, 2018
 - Massachusetts adult use sales are expected to commence mid-2018.
- North American cannabis sales grew by more than **30% in 2017 to approximately \$10 billion** as the legal market expanded, according to a December 2017 report by Arcview Market Research.
 - North American sales are projected to rise to **\$24.5 billion by 2021**, up from Arcview's previous estimate of **\$20.2 billion**, which was issued at the beginning of 2017.

Cultivation Technology



Medicine Man Technologies represents Three-A-Light®, the premier cultivator in the Cannabis industry and has extensive expertise in all areas of cannabis cultivation utilizing its Variable Capacity Continuous Harvest (“VVCH”) model.

Areas of cultivation expertise include:

- Cloning, Propagation
- Vegetative and Flowering husbandry
- Trimming, Drying and Cure techniques

Acquired “Three-A-Light” expertise from Pono/Success Nutrients noting Medicine Man Technologies is positioned as the gold standard of cannabis cultivation.

Consultants possess an extensive knowledge of cannabis plant metabolism and physiology, indoor grow protocols and best practices, and the processing of the harvested crop.



Cultivation Max



Cultivation Max enables operators to compete by optimizing an operators' existing cultivation facility to improve:

- Yield
- Consistency
- Quality
- Efficiency

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

There are currently 11 Cultivation Max Clients, 3 of which are in operation. The other 8 are anticipated to be in operation by the end of 2018, representing over 180,000 pounds of annual cannabis capacity.



Cultivation Max



As an illustration of the potential revenue generation from the Cultivation Max program, we apply the following general good practice performance-based assumptions:

- **Five (5) harvests per year**, on average;
- A **two (2) pound per light** or **70 grams per square foot** of flower canopy baseline performance;
- **Achieving three (3) pounds per light** or an improvement of at least one (1) pound per light or 35 grams per square foot of flower

Based upon the above, and assuming we receive **15%** of the improvement delta and the wholesale value of flower is **\$1,000** (net of taxes), we would receive **\$150 per light per harvest** in revenues or **\$750 per light annually**.

For a 500 light facility (flowering), Medicine Man would achieve **\$375,000 of gross revenues** annually, while the client would achieve **\$7.125M** in wholesale revenues, **an increase of \$2.125M** over 2# per light, **representing a 40% increase**, assuming stable or lower costs per pound from baseline.



“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 1,800 copies on Amazon and via direct sales. The list price is \$500 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.

Success Nutrients line is now being carried in several new supply store groups in Colorado including Way to Grow, Cultivate, Cost Plus Hydro, Grow Your Own, Grow Fax, Grow Masterz, Big Tomato, Hydro Shack and The Hydro Store. In addition, an initial California presence with Pacific Coast Hydro, All Seasons Hydro and Hydro Empire has been established and a broadening US and Canadian footprint is planned in the near future.

Acquisition Strategy



Medicine Man seeks to acquire companies that span the cannabis industry and can support its product “Brand Warehouse” strategy by:

- 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 Brand Warehouse Includes:





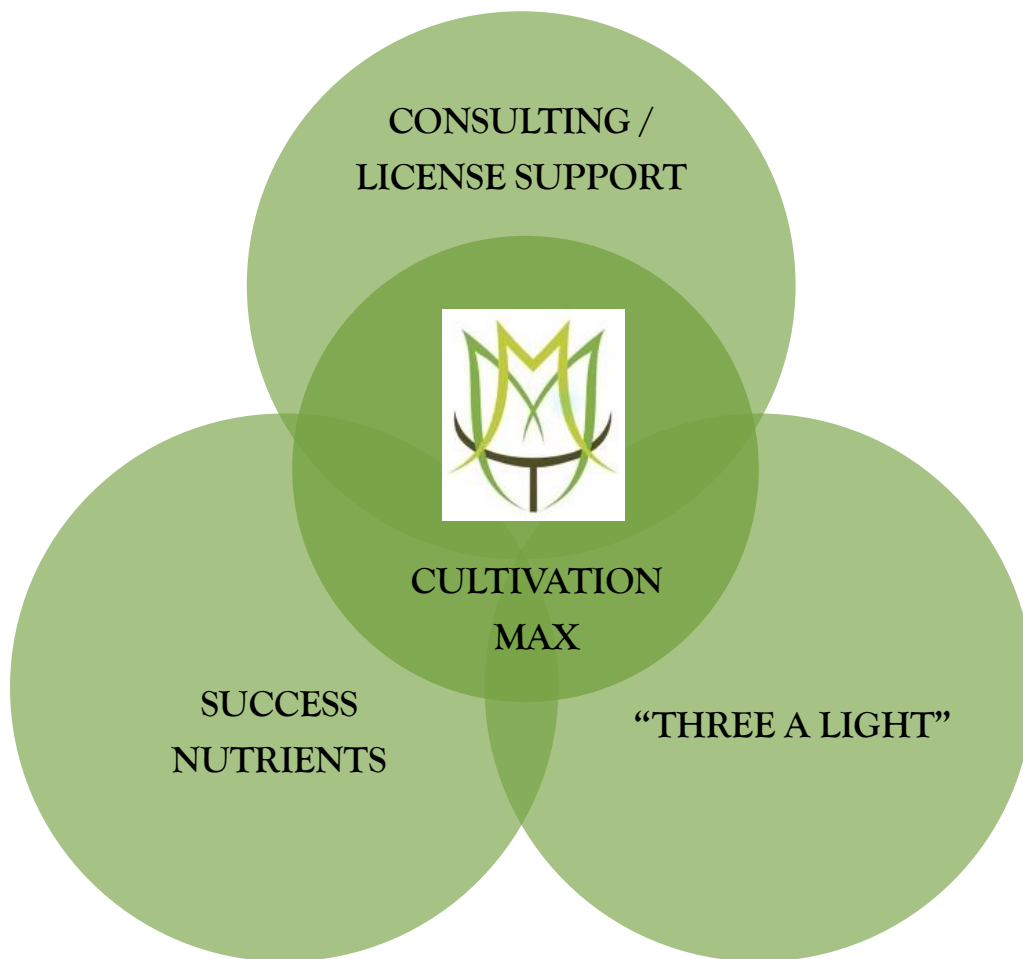
Business Highlights



Synergistic Revenue Growth Drivers



- 2017 Revenues: \$3.5 Million
(up 459% year-over-year)
- 2016 Revenues: \$631,000
- Integration of new acquisitions, utilizing IP and methodologies across multiple offerings will drive sustainable revenue generating opportunities



Management Team



Brett Roper, Co-Founder and CEO

- Extensive background in business development, having successfully 'shepherded' Form 10/S1 filings and up-listing efforts
- Substantial real estate experience, managing acquisition, holding, and disposition of major industrial properties
- Active in providing design insights for cannabis related property deployment
- Served in several advisory roles, including as an independent board member, to other pre-IPO and public companies



Andy Williams, Co-Founder and Chairperson of the Board

- 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 Cultivation 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

Investment Highlights



- We perform as a value-add consultant to the general cannabis industry
- National and international service footprint, including 14 States, Canada, South Africa, Germany, and Australia
- Year over year revenue growth over 459%, driven by acquisition and organically, with five successive quarters of revenue growth
- Cultivation Max monetizes yield improvements derived by applying industry leading cultivation “Three A Light” methodology
- Company is led by leading experts in the emerging cannabis market place including, Andy Williams, Brett Roper and Josh Haupt, referred to as the “Steve Jobs of Cannabis Cultivation”
- 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 \$1.6M in new equity capital and the recent elimination of all debt

Thank You!



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