

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549**

FORM 8-K

**CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

Date of Report (Date of earliest event reported): May 17, 2021

Medicine Man Technologies, Inc.
(Exact Name of Registrant as Specified in Its Charter)

Nevada
(State or Other Jurisdiction of Incorporation)

001-36868
(Commission File Number)

46-5289499
(IRS Employer Identification No.)

4880 Havana Street, Suite 201
Denver, Colorado
(Address of Principal Executive Offices)

80239
(Zip Code)

(303) 371-0387
(Registrant's Telephone Number, Including Area Code)

Not Applicable
(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

| Title of Each Class | Trading Symbol(s) | Name of Each Exchange On Which Registered |
|----------------------------|--------------------------|--|
| Not applicable | Not applicable | Not applicable |

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure.

On May 17, 2021, Medicine Man Technologies, Inc. (the “Company”) participated in the Virtual Road Show Series hosted by Noble Capital Markets and ChannelChek and presented an updated investor presentation. A copy of the investor presentation has been posted to the Company’s website at ir.medicinemantechnologies.com and a copy thereof is furnished as Exhibit 99.1 to this Current Report on Form 8-K and incorporated herein by reference.

This Current Report on Form 8-K and the investor presentation attached hereto as Exhibit 99.1 are being furnished by the Company pursuant to Item 7.01. In accordance with General Instruction B.2 of Form 8-K, the information contained in this Current Report on Form 8-K, including Exhibit 99.1 shall not be deemed “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liability of that section. In addition, this information shall not be deemed incorporated by reference into any of the Company’s filings with the Securities and Exchange Commission, except as shall be expressly set forth by specific reference in any such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

| <u>Exhibit No.</u> | <u>Description</u> |
|--------------------|---|
| 99.1 | <u>Investor Presentation dated May 17, 2021</u> |

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

MEDICINE MAN TECHNOLOGIES, INC.

By: /s/ Daniel R. Pabon
Daniel R. Pabon
General Counsel

Date: May 17, 2021

A NEW GOLD STANDARD

The Premier Cannabis Company

INVESTOR PRESENTATION

May 17, 2021

Schwazze™

OTCQX: SHWZ

Schwazze™

OTCQX: SHWZ |

SAFE HARBOR

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as “believes,” “plan” “expects,” “anticipates,” “will,” “should,” “positioned” and words of similar import. Examples of forward-looking statements include, among others, statements regarding Medicine Man Technologies, Inc. dba Schwazze (the “Company”) operations, financial performance, business or financial strategies, or achievements.

Forward-looking statements are neither historical facts or assurances of future results of performance. Instead, they are based only on the Company’s current beliefs, expectations and assumption regarding the future of the Company’s business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements related to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of the Company’s control. Actual outcomes and results and the Company’s financial performance and condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements.

Important factors that could cause actual results and financial conditions to differ materially from those indicated in the forward-looking statements include, among others, the following: The Company’s ability to finance any of its proposed acquisitions; the Company’s ability to close on any of its proposed acquisitions; the Company’s ability to successfully integrate and achieve synergies and its objectives with respect to any of its proposed acquisitions; the Company’s ability to successfully execute its business, financial and growth strategies; the Company’s ability to successfully identify future acquisition targets, expand into additional states, open new dispensaries, and offer new products, services and other offerings; the U.S. federal government’s enforcement priorities regarding the cannabis industry; changes in laws and regulations applicable to cannabis and the cannabis industry, including the classification of cannabis as a Schedule I controlled substance under the Controlled Substances Act and Section 208E of the Internal Revenue Code of 1986, as amended; the demand of cannabis products. Any forward-looking statement in this presentation is based only on information currently available to the Company and speaks only as of the date of this presentation. The Company disclaims any obligation to update any forward-looking statement or to announce publicly the results of any revisions to any forward-looking statement to reflect future events or developments except as required by law.

The unaudited preliminary pro forma results, projections and other financial information discussed in this presentation consists of estimates derived from the Company’s and the acquisitions targets’ internal books and records and are based on various assumptions that have been prepared and made by the Company’s management. Such financial information is subject to the completion of financial closing procedures, final adjustments and other developments that may arise between now and the time such financial information is finalized. Further, the assumptions used in developing such financial information are subject to significant uncertainties and contingencies and may not prove to be correct. Therefore, actual results may differ materially from such financial information and such financing information is subject to change.



Pronounced: SHHwahZZ

A NEW GOLD STANDARD

Our Strategic Vision

Leading, Vertically Integrated Operator in our Markets
Clear Acquisition & Growth Strategy
Consciously Sourced Brands & Products
Value Creation & Community Support for all Stakeholders



VALUE PROPOSITION

OPERATIONAL EXCELLENCE
Listening to the Customer
Data-driven operational decisions
Making a difference in our Communities

The Premier Colorado Cannabis Company – Vertically Integrated

- **A Growing Power-House – Generating Free Cash Flow – Revenue \$125M in 2021* – Up 421 % y-o-y**
 - *Colorado is just the beginning - 2nd largest market in USA - \$2.4B in revenue – 26% increase in 2020*
- **Aggressive Acquisition & Growth Pipeline**
 - *Positioned to apply operating systems to targeted states, markets*
 - *Blueprint for growing & scaling retail, consumer branded Businesses*
 - *Regulatory Tailwinds*
- **Premier Retail Position – 33K sq ft & Growing**
- **Building a Nationally Recognized "House" of Consciously Sourced Premier Distinguished Brands**
 - *Retail, Brands, Distillate Manufacturing, Cultivation*
- **Best in Class Management Team – Proven Track Record – Access to Capital Markets**



* Provided May 13, 2021 – Revenue Range \$110 -125M

EXPERIENCE

POSITIONED FOR SUCCESS
Experienced Management Team
Cannabis Expertise with Fortune 500 Executives



Justin Dye, Chief Executive Officer and Chairman:

25+ years of experience in private equity, general management, operations, corporate finance and M&A. He led the growth of Albertsons from ~\$10Bn to over ~\$60Bn in sales with over 2,300 stores and 285,000 employees, creating one of the largest privately held companies in the U.S.



Nirup Krishnamurthy, Chief Operating Officer: Dye Capital Partner carrying 25+ years of experience in innovation, technology, restructuring and M&A in Fortune 500 companies, holding executive roles at United Airlines, Northern Trust Bank and A&P Supermarkets. Nirup holds a PhD in Industrial Engineering from SUNY.



Dan Pabon, General Counsel and Government Relations: Experienced former Colorado State Representative who was instrumental in the passing and writing of cannabis laws in Colorado. Dan has 15+ years of expertise in emerging regulatory systems, legal research and legislative relations.



Julie Suntrup, VP Marketing & Merchandising: With 20+ years of regulatory and CPG experience, Julie has introduced and marketed brands across: cannabis, alcohol, functional beverage, food, retail, QSR, natural/personal care and pharma sectors. She has represented brands such as: LivWell Enlightened Health, CDPHE, Anheuser-Busch, Budweiser, Coca-Cola, Vitaminwater/Smartwater, QuikTrip, Electrolux, Kellogg, Colgate and Tom's of Maine.



Nancy Huber, Chief Financial Officer:

Successful track record with 30+ years of experience managing public enterprises and overseeing multifunctional management. As CFO of Forward Foods, she oversaw improvements in revenue, margins and EBITDA. Nancy received her MBA from Kellogg School of Management.



Jim Parco, SVP of Manufacturing:

In 2014, Jim Parco founded Mesa Organics (Purplebee's) which is the leading Colorado extractor and manufacturer of cannabis products. Prior to that, Jim served two decades of active duty in the Air Force and was a tenured full professor of economics and business for nine years at Colorado College. Jim holds his PhD from University of Arizona.



Todd Williams, Senior Advisor, Strategy:

24 years of consulting, strategy, asset valuation and M&A experience. In his most recent role at Albertsons, he managed the acquisition of over 1,600 operating grocery stores with ~\$40Bn in sales and \$10Bn in transaction value and was also responsible for divesting 168 stores with over \$3Bn in sales.



Collin Lodge, VP Retail Operations: 10+ years experience in Retail Operations, M&A, and Integration from Albertsons Companies. As a skilled negotiator, Collin excels at expanding eCommerce, launching subscription services and last mile delivery, while establishing mutually beneficial strategic partnerships.

EXPERIENCE

POSITIONED FOR SUCCESS
Experienced Management Team
Cannabis Expertise with Fortune 500 Executives



Pratap Mukharji, Board of Directors:

Mr. Mukharji is a retired consultant working over 30 years in management consulting, the majority with Bain & Company leading its Supply Chain and Service Operations practices. With a concentration in Industrials and Retail, Mukharji has led strategy; M&A; transformation and turnaround; operations improvement; due diligence, omnichannel; and e-commerce efforts across multiple industries. Prior to Bain, he was at Kearney and Booz-Allen & Hamilton.



Brian Ruden, Board of Directors:

Since 2010, Brian Ruden has owned and operated cannabis businesses under the Star Buds brand. Under his leadership, Star Buds has become one of the most recognized and successful retail cannabis operations in North America. In 2014, Brian founded Star Buds Consulting which provides strategic advice to start-up cannabis operations.



Jeff Garwood, Board of Directors:

Jeff Garwood founded and is managing member of Liberation Capital, a private equity fund focused on providing modular, repeatable waste to value project finance. He is also the co-owner of Zysense, an entity providing high precision measurement instruments for research. Jeff previously held senior leadership positions with General Electric, Garrett Aviation, and McKinsey and Company.



Jeff Cozad, Board of Directors:

Jeff Cozad is the co-founder of CRW Cann Holdings, LLC – a special purpose vehicle created to support Schwazze's vision of becoming the dominant, vertically integrated player in the Colorado cannabis market. He is also the Managing Partner of his family office, Cozad Investments, LP, which has completed more than 20 investments across a disparate set of industries over the past 13 years. Mr. Cozad holds an MBA from The University of Chicago Booth School of Business and received a BA in Economics and Management from DePauw University, where he serves on the Board of Trustees and is Chairman of the University Endowment Fund Investment Committee.



Salim Wahdan, Board of Directors:

Salim Wahdan has close to two decades of entrepreneurial experience owning and operating retail businesses. Most recently, he was a partner and operator of Star Buds in Adams, Louisville, and Westminster, several of the Star Buds' branded dispensaries the Company purchased between December 2020 and March 2021. Mr. Wahdan was instrumental in the early growth of the Star Buds franchise. Previous to his time in the cannabis industry, he owned and operated various retail concepts in Colorado.

OVERVIEW

SUMMARY

- Est.2014 - Denver, CO – consulting, nutrients, supplies
 - *Led lobby efforts for 2019 legislation allowing out of state investors*
 - *Backed by Dye Capital*
- Acquired Purplebee's/Mesa Organics – April 2020
- Concluded Star Bud Acquisition – March 2021
- Highly experienced management team – Fortune 500 backgrounds & Cannabis expertise
- Aggressive growth strategy – Optimized Operating System generating cost synergies & significant revenues

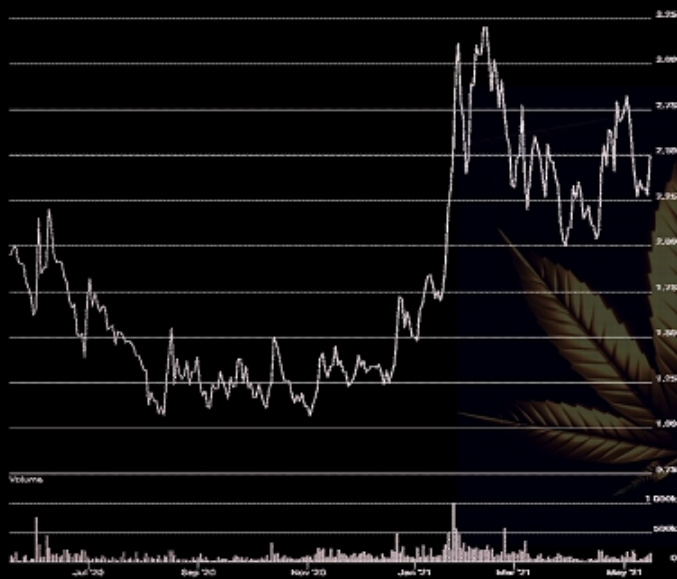
OUR NUMBERS COUNT

| | | |
|---|-------------------------|------------------------------|
| 17 Dispensaries | 1 Cultivation Site | 1 Manufacturing Campus |
| 33K Retail Sq. Ft. | 4K Sq ft Cultivation | 7K Sq Ft Manufacturing |
| \$4.0 MM Avg. Revenue by Dispensary | ~ 500 lbs per year | 6 Brands |



INVESTOR SNAPSHOT

Building a House of Distinguished,
Consciously Sourced Brands



Year Hi \$3.25 | Lo \$1.05

Capital Structure – March 31, 2021 – Q1 2021

| | |
|------------------------------------|----------|
| Closing Share Price (May 14, 2021) | \$2.43 |
| Issued & Outstanding Shares | 42.3M |
| Issued & Outstanding Pref. | 87.2K |
| Fully Diluted * | 120.0M |
| Market Capitalization | \$291.6M |
| Enterprise Value | \$322.8M |
| Adjust EBITDA | \$5.8M |

Key Metrics

| | |
|---------------------|---------|
| Operating Cash Flow | \$1.7M |
| Free Cash Flow | \$1.1M |
| Treasury | \$23.0M |
| LT Debt | \$54.3M |

Analyst Coverage

| | |
|---------------|-----------|
| Noble Capital | Joe Gomes |
|---------------|-----------|

Key Events

| | |
|---|------------|
| Purplebee's / Mesa Organics Acquisition | April 2020 |
| Star Bud Acquisition Completed | March 2021 |
| Schwazze Biosciences Division | May 2021 |

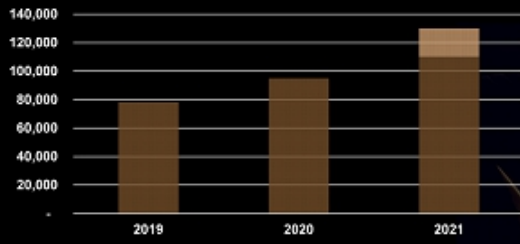


* Based on share price & vesting dates of options & warrants

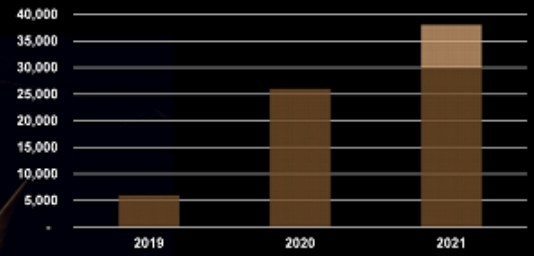
FINANCIAL REVIEW

Building a House of Distinguished,
Consciously Sourced Brands

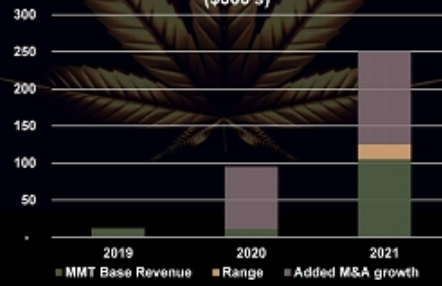
Proforma Revenue
(\$000's)



Proforma Adjusted EBITDA
(\$000's)



Proforma Estimated Revenue
(\$000's)



Q1 – PERFORMANCE

Building a House of Distinguished,
Consciously Sourced Brands

SELECTED HIGHLIGHTS

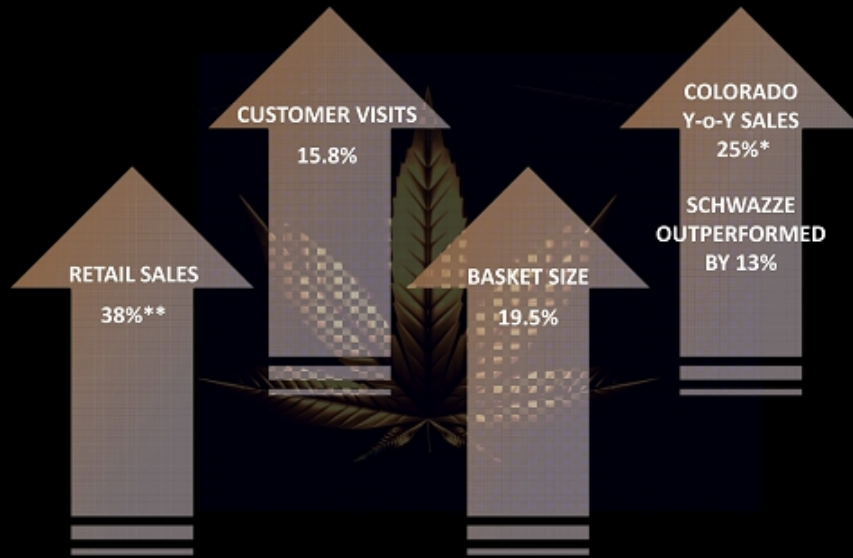
Revenue up 504%

EBITDA 30% of Revenue

| Revenues | Q1 2021 | % of Revenue | Q1 2020 | % of Revenue |
|----------------------|---------------|--------------|--------------|--------------|
| Retail | \$11.8 | 61.1% | -- | 0.0% |
| Wholesale | \$7.4 | 38.3% | \$2.5 | 78.1% |
| Other | \$0.1 | 0.5% | \$0.7 | 21.9% |
| Total Revenue | \$19.3 | | \$3.2 | |
| COGS* | \$9.9 | 51.1% | 2.1 | 65.6% |
| Gross Profit | \$9.4 | 48.9% | 1.1 | 34.4% |
| Adjusted EBITDA | \$5.8 | 30.1% | N/A | |

Q1 RETAIL STATS

OUR NUMBERS COUNT
WHAT'S UP?



* BDS Analytics **does not include Mesa Organics

OTCQX: SHWZ |

STAR BUDS ACQUISITION

- Closed December 2020 – 1st of 6 of 13 Star Buds Colorado retail locations
- Closed February - March 2021 – remaining 7 of 13 Star Buds retail locations & one cultivation
- Dispensaries: Denver, Commerce City, Longmont, Niwot, Pueblo, Pueblo West, Aurora, Westminster, Commerce City, & Louisville
- Total consideration approximately \$118.6 M
 - \$44.9 M in cash
 - \$44.2 M in a seller's note
 - \$29.5 M in Preferred Stock (\$1,000/sh)

STAR BUDS CONSOLIDATED REVENUE GENERATION

- 2019 Revenue: ~ \$50M with strong EBITDA margin
- 2020 Revenue: Expected \$70M with EBITDA ~40% of revenue

FUTURE ACQUISITIONS

- Focused on adding Colorado acquisitions in all areas to expand our retail footprint, product brands and cultivation capabilities
- Additional States, leading vertically integrated company in our markets

CASE STUDIES

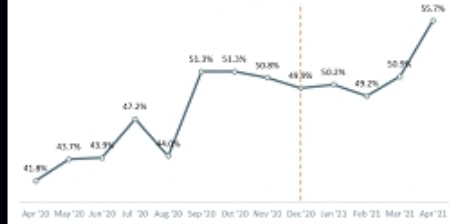
M & A INTEGRATION & SYNERGY REALIZATION

Purplebee's – Manufacturing Impact
MONTHLY BULK OUTPUT

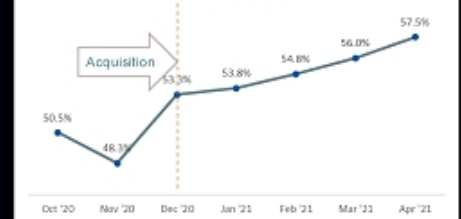


Implementation of a Synergy Realization Office – “SRO”

Mesa Organics – Retail Impact
PRODUCT MARGIN



Star Buds – Retail Impact
PRODUCT MARGIN



- **Strong contributions to growth & efficiencies**
 - Program management, data science & KPI dashboards monitoring M&A revenue & cost synergies
 - P&L track & manages synergy implementation, ensuring independent validation & contingency management
 - Cross functional working team: FP&A, Operations (Retail, MIP & Grow) & IT, providing monthly & quarterly updates

What Consciously Sourced Means to Schwazze

- We understand our Products
 - *Produced in North America, our products are crafted by well-trained, fairly compensated team members, who have opportunities to grow with the Company as the Company succeeds*
 - *Care & Premium Quality Control Standards for all products*
- Craftsmanship – we employ the best people to produce distinguished brands & products
- Sustainability – Employee & community programs to benefit all stakeholders

Operational Excellence

- We listen to our customers' needs & wants
- We make intelligent data-driven operational decisions
- We thrive in a team-oriented culture
- We understand that diversity & engagement makes a better & enriched Company
- We are dedicated to making a difference in the communities & neighborhoods in which we operate & serve

Schwazze™

Pronounced: SHHwahZZ

A NEW GOLD STANDARD

The Premier Cannabis Company

OUR BRANDS
PRESENT & FUTURE

VERTICAL INTEGRATION

Building a House of Distinguished,
Consciously Sourced Brands



RETAIL 17 DISPENSARIES

Customer Focused Retail Strategy Supported by Variety of Banners. Strong Local Ties & Tailored Merchandising



MANUFACTURING 1 CAMPUS

Brand Building Expertise Combined with State-of-the-Art Capabilities. Provides Opportunity for Wholesale & Private Label Growth



CULTIVATION 1 SITE

Recognized Potent, High-Yielding Cannabis. Flower Consumption or Infused Products



R&D SCHWAZZE BIOSCIENCES

Committed to Pursuing an Aggressive Program of Basic & Applied Research Focused on Bringing Consumers & Pets the Most Beneficial Properties of the Cannabis Plant.

OUR HOUSE

Building a House of Distinguished,
Consciously Sourced Brands

ROLLING OUT A SUCCESSFUL VERTICAL INTEGRATION FORMULA FOR
GROWTH & SUCCESS TO OTHER STATES & MARKETS



Acquired 2020-2021
17 Recreational
Dispensaries -
33,000 sq ft. retail
space

RETAIL



Acquired 2020
CO's leading pure
CO2, ethanol extractor
& manufacturer.
Produces edibles for
leading Colorado
companies & high-
quality vape
cartridges & syringes

MANU-
FACTURING



Established 2014
Comprehensive
consulting &
operational support
in an ever-changing
regulated market-
place

CONSULTING



Nine-part
formulation line of
nutrients for soil &
hydroponics.
Designed by growers
for growers -
improving yields &
maximize returns

CULTIVATION



Ground-breaking
shift in cultivation
methods for craft
growers & large-
scale cultivators
developed by
renowned cultivator
Josh Haupt

CULTIVATION



Established 2001
Colorado's best
source for
hydroponics, indoor
gardening &
commercial grower
supplies.
Superior products &
cultivation knowledge

RETAIL/
CULTIVATION

BRANDS OFFERED

Building a House of Distinguished,
Consciously Sourced Brands



OUR CUSTOMERS



STAR BUDS
EST. 2015



OTCQX: SHWZ | 18

OMNICHANNEL

Building a House of Distinguished,
Consciously Sourced Brands



Interactive Digital Experiences



Tasting Lounge



Consumption & Event Venue



Premium Experiential Branding



Store Within A Store Concepts



eCommerce Concierge
(click & collect, subscription)

A NEW ERA

Building a House of Distinguished,
Consciously Sourced Brands

BECOMING A MAINSTREAM STAPLE

*"...celebrities and athletes are no longer just partaking,
they are making cannabis their business..."* CannaCon

INVESTED NOTABLES:

Beau Wrigley, Parallel (Ceres)
Wrigley Family
Ben Kovler, GTI, Jim Beam
Constellation Brands, Canopy
Altria, Cronos
Charles Koch, Investor
Jay-Z, Monogram
Martha Stewart, Stewart Brands

Francis Ford Coppola, Director
Tiki Barber, NFL
Kevin Durant, NBA
Brett Favre, NFL
Magic Johnson, NBA
John Legend, EGOT
Joe Montana, NFL
Eugene Monroe, NFL
John Salley, NBA

OUTLOOK

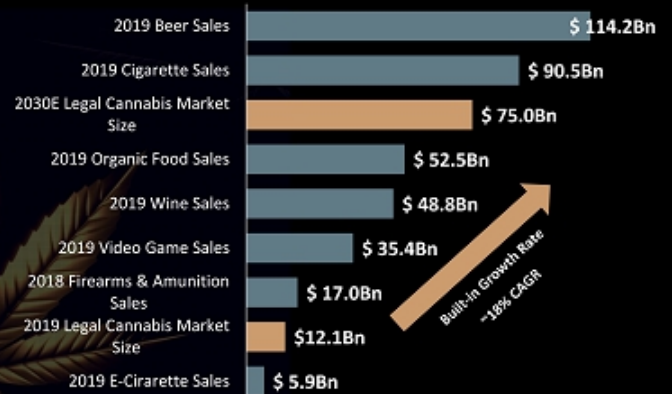
HIGHLIGHTS

- 1st state to legalize recreational cannabis, **attractive geography to build platform**, opportunity to acquire sophisticated, profitable co's that weathered early boom & bust cycle
- 2nd largest US cannabis market - continues to grow:
 - \$2.4B – 26% increase in 2020, projected to double to \$29.8B⁽¹⁾ in 2023
 - ~460 dispensaries owned by SSO's (single state operators)
 - Not Limited License State – Most jurisdictions limit number of local licenses, "green zone" where dispensaries can operate
- 15 states have legalized recreational cannabis, 36 - legalized medical cannabis, 48 - legalized low THC
- Experts – government will eventually ease restrictions on states' rights to legalize cannabis, including clarification on state legislation, banking regulations, federal legalization

(1) BDS Analytics
(2) Brewers Association, Statista, Wall Street research, Organic Trade Association, Entertainment Software Association, IBIS World

CANNABIS FUNDAMENTALLY ATTRACTIVE MARKET

POISED TO SURPASS MANY PROMINENT U.S. INDUSTRIES⁽²⁾

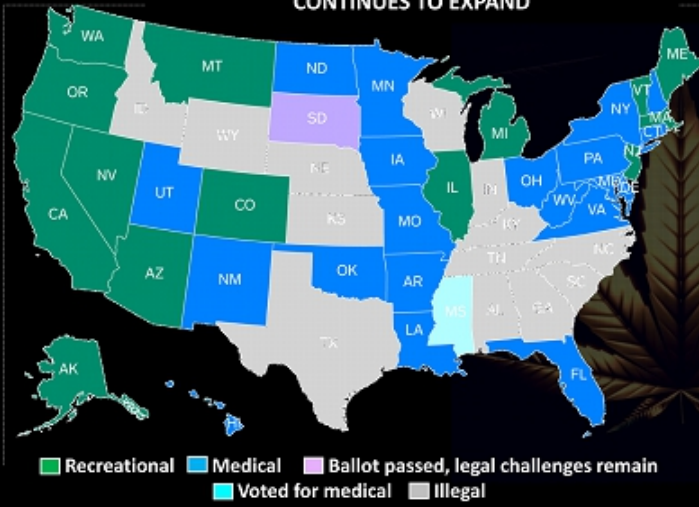


OUTLOOK

CANNABIS
FUNDAMENTALLY ATTRACTIVE MARKET

CANNABIS (THC) LEGALIZATION MOMENTUM CONTINUES TO EXPAND

U.S. CANNABIS REVENUES ESTIMATED TO NEARLY DOUBLE BY 2023⁽¹⁾



| State | 2020A | 2021E | 2022E | 2023E |
|--------------|-----------------|-----------------|-----------------|-----------------|
| CA | \$3.5Bn | \$4.1Bn | \$4.8n | \$5.3Bn |
| CO | 2.2Bn | 2.5Bn | 2.6Bn | 2.6Bn |
| FL | 969MM | 1.5Bn | 1.8Bn | 2.2Bn |
| AZ | 1.0Bn | 1.5Bn | 1.6Bn | 1.6Bn |
| MI | 985MM | 1.2Bn | 1.3Bn | 1.4Bn |
| Other | 8.9Bn | 11.0Bn | 13.7Bn | 16.7Bn |
| Total | \$17.6Bn | \$21.7Bn | \$25.7Bn | \$29.8Bn |

(1) BDS Analytics
 (2) Brewers Association, Statista, Wall Street research, Organic Trade Association, Entertainment Software Association, IBIS World

GROWTH PLATFORM

EXPANSIVE POST-CONSOLIDATION FOOTPRINT

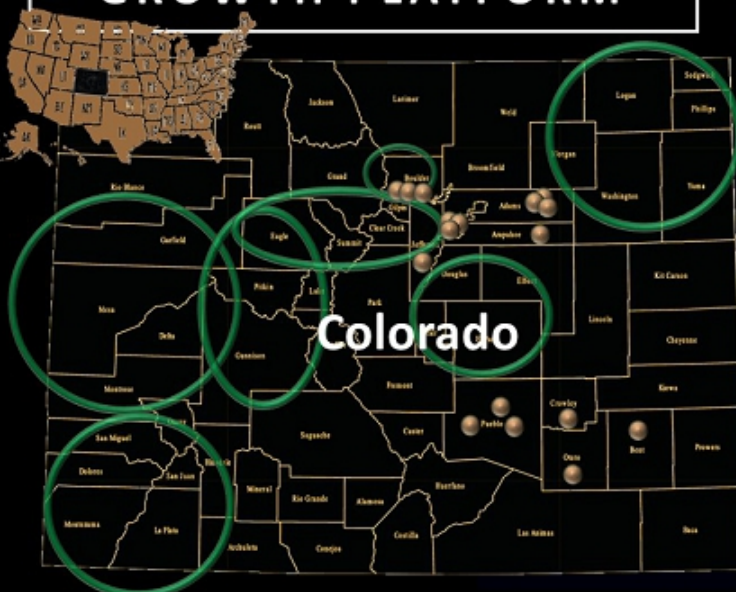
FY'20 PRODUCT CATEGORIES (\$ & UNITS IN 000S) ⁽¹⁾

| CATEGORY | RETAIL \$ SOLD | TOP 10 BRANDS % OF \$ | Y-O-Y \$ GROWTH |
|-----------------------|----------------|-----------------------|-----------------|
| Flower | \$995,851 | N/A | 38% |
| Dabbable Concentrates | 343,461 | 33% | 22% |
| Vapes | 316,070 | 48% | 6% |
| Edibles | 313,554 | 67% | 22% |
| Topicals | 22,070 | 91% | (22%) |
| Sublinguals | 19,978 | 76% | (21%) |
| Other | 187,303 | N/A | 38% |

RETAIL DISPENSARY LICENSES ⁽²⁾

| COMPANY | # OF SITES | % OF TOTAL |
|------------------------|------------|------------|
| SHWZ Pro Forma | 17 | 3% |
| Other Top 10 Players | 118 | 22% |
| Other Retail Operators | 468 | 78% |
| Total | 603 | 100% |

Ripe for Rollup: 468 retail dispensary licenses (78% marketplace) available outside of top 10 operators



Focused on adding Colorado acquisitions in all areas to expand retail footprint, product brands & cultivation capabilities



● Established ○ Specific Opportunities

GROWTH PLAYBOOK

TRANSFERABLE BUSINESS MODEL
MULTISTATE EXPANSION & ROLL-OUT

OUR NEXT STEPS



- CAPTURE NEW STORES, NEW GEOGRAPHIES
- MERCHANDISING
- OPERATIONS : IMPROVE OVERALL MANAGEMENT, STAFF, CUSTOMER FIRST
- OMNICHANNEL OFFERINGS
- E COMMERCE



- LEVERAGE BEST PRACTICES
- SIMPLIFY VENDOR MANAGEMENT RE : DISPENSARIES
- INTRODUCE NEW PRODUCTS
- INCREASE CAPACITIES



- NEW CHANNELS
- NEW STATES
- NEW OFFERINGS

SUCCESS STRATEGY

Building a House of Distinguished,
Consciously Sourced Brands



THE INVESTMENT

Building a House of Distinguished,
Consciously Sourced Brands



Unique Cannabis Space
Growth Opportunity



Aggressive Acquisition
& Growth Pipeline



Positioned for National Success
in a Hypergrowth Industry




Building a "House" of Premier Brands
Retail, Brands, Manufacturing, Cultivation



Leadership – Best-in-Class
Operations Techniques with
Access to Capital



Operational Excellence
Drives Performance



*“We are committed to
unlocking the full potential
of the cannabis plant to improve
the human condition.”*

Justin Dye
Chief Executive Officer

Information Contact

Joanne Jobin, Investor Relations

T 647 964 0292

E ir@Schwazze.com

W Schwazze.com

Corporate Head Office

Schwazze

480 Havana St., Ste 201

Denver, CO 80239

T 303-37-0387