



MJ

OPEN IT UP

MJIC

# MAJOR SHIFT IN U.S. RISK

## *The Washington Post* **Bloomberg**

Senator Charles Schumer  
Introduces Measure To  
Decriminalize Marijuana

April 20, 2018

Ex-Speaker John Boehner  
Joins Marijuana Firm's  
Advisory Board

April 11, 2018

## *The Washington Post* **Bloomberg**

Senator Dianne Feinstein  
Says She No Longer  
Opposes Legal Marijuana

May 1, 2018

Trump Signals Support for  
Legislation Easing Federal  
Marijuana Ban

June 8, 2018



“...I received a commitment from the **PRESIDENT** that the Department of Justice’s rescission of the Cole Memo will **NOT IMPACT COLORADO'S LEGAL MARIJUANA INDUSTRY...**”

*Cory Scott Gardner (R): U.S. Senator, Colorado*



The Rohrabacher-Blumenauer Amendment to the 2017 Omnibus Federal Spending Bill **DEFUNDED THE DEPARTMENT OF JUSTICE FROM ENFORCING FEDERAL MARIJUANA LAWS** on states that have adopted medicinal legislation

# WHY CALIFORNIA FIRST?

**1996** California becomes first to legalize

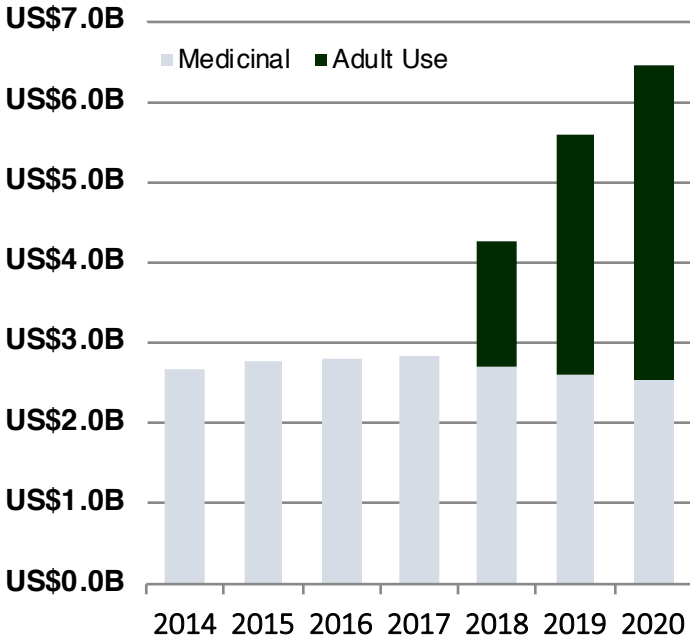
**5<sup>TH</sup>** Largest economy in the world

**39M** Permanent residents

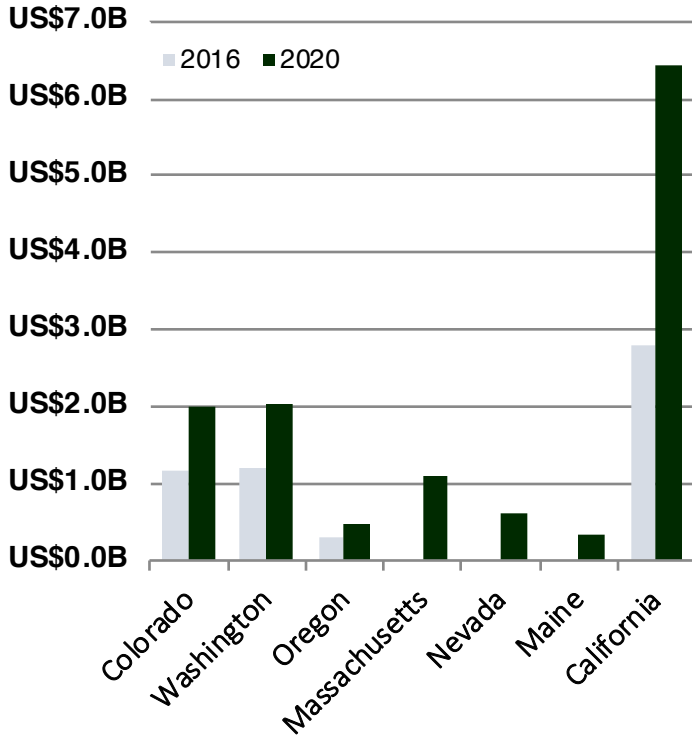
**43%** of legal U.S. cannabis sales in 2016

**47%** of the dispensaries across the U.S.

Historical & Projected California Cannabis Sales



California Sales Volume Vs. Other Adult-Use (Recreational) States



Source: New Frontier and Arcview Market Research. 2016 Legal Cannabis Market, California State Profile.

# A DIFFERENT ANGLE

WE DON'T GROW THE  
CANNABIS PLANT,  
OR EXTRACT OIL FROM IT,  
OR MANUFACTURE PRODUCTS  
FROM IT

OWN THE  
CUSTOMER  
**M**  
CONTROL  
THE CHANNEL

WE MOVE IT EVERYWHERE  
AND WE MONETIZE IT THROUGH  
EVERY WHOLESALE & RETAIL  
CHANNEL LAWFULLY AVAILABLE  
TODAY

# CONTROLLING THE DOWNSTREAM

### UPSTREAM

Price Exposure

Heavily Concentrated

Unquantified Capacity

### MIDSTREAM

Price Exposure & Limited Scalability

Fractured Cottage Industry Effect

Pervasive Product Pipeline Fragmentation

Few Identifiable Brand Leaders

### DOWNSTREAM

**NO PRICE EXPOSURE**

**NO COMPETING INTEGRATED & INDUSTRY-WIDE PLAYER**

**INSTITUTIONALIZED BARRIERS-TO-ENTRY**

**STRATEGIC OWNERSHIP OF CUSTOMERS & CHANNELS**

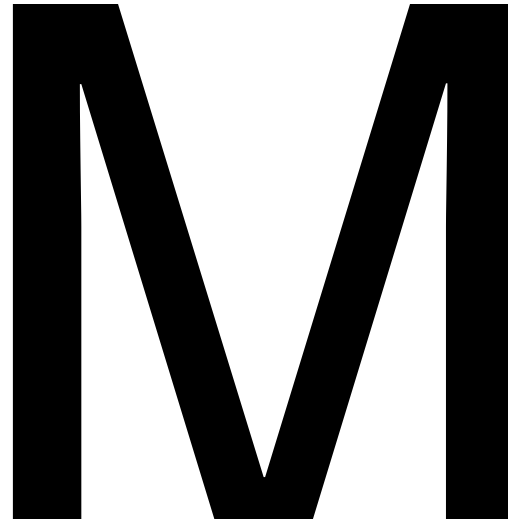


# COMPLIANCE IS CRITICAL

## COMPLIANCE SERVICES

- Due Diligence
- Licensure Leads
- License Application
- Compliance Audit
- Compliance Remediation
- Compliance Automation
- Political Advocacy

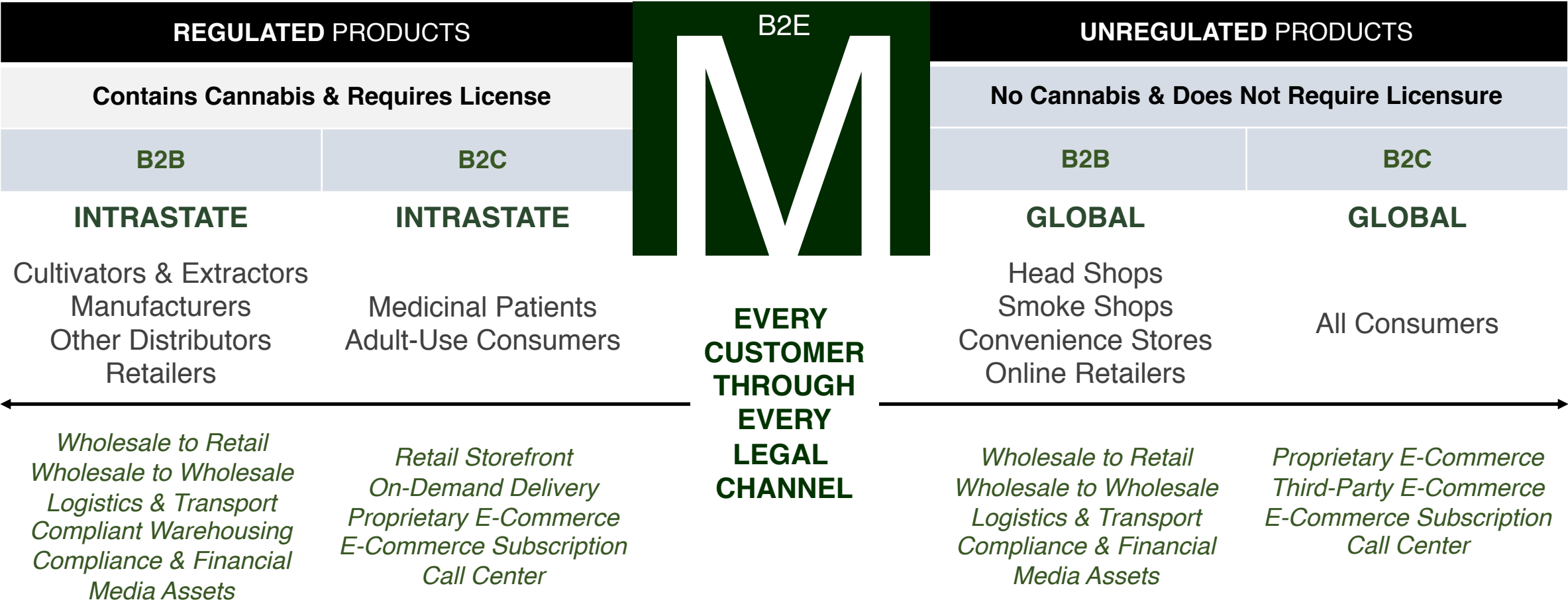
## PROFESSIONALIZING & PROTECTING



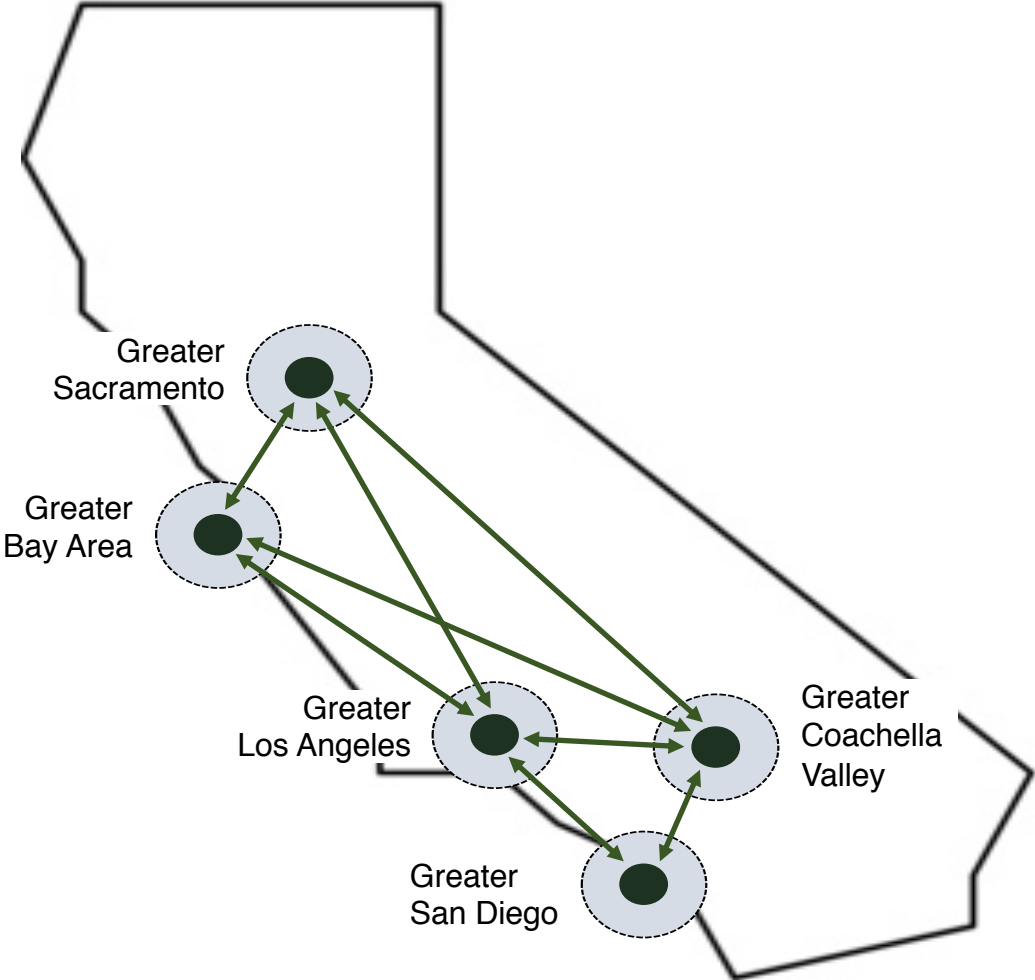
## FINANCIAL SERVICES

- Outsourced CFO Services
- Accounting Bookkeeping
- Business Planning
- Financial Modeling
- Transactional Packaging
- Valuation Analyses
- Research & Analytics

# BUSINESS-TO-EVERYONE



# CONNECTING THE DOTS



### B2B

Statewide Overnight Fulfillment  
Last Mile & Just-In-Time Fulfillment  
Distribution, Logistics & Transport

### B2C

Local On-Demand Delivery  
Dispensary Storefront  
E-Commerce (Planned)  
Subscription (Planned)

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### CURRENT

OAKLAND  
COACHELLA  
LONG BEACH

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### ACQUISITION

SAN DIEGO  
SACRAMENTO

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### NEAR-TERM

LOS ANGELES



# BUILDING ON CURRENT TRACTION



## UNREGULATED WHOLESALE

MJIC is supplying unregulated ancillary products to major global regulated and unregulated companies.



## CAPITAL COMMITMENTS

US\$16.6MM in committed working capital and access to off-balance sheet funding



## FOOTPRINT EXPANSION

MJIC added nearly 20,000sqft of unregulated and regulated warehouse space in 2017.



## ROBUST ORGANIC GROWTH







Generated a 646% CAGR between FY2015 and FY2017.



## PATHWAY TO THE PUBLIC MARKET

Public listing on the CSE is anticipated to be completed by the end of 4Q2018.

# OUR COMPANIES

	REGULATED			UNREGULATED		
	B2B	B2C		B2B	B2C	
						
<b>Headquarters</b>	Commerce, California	San Diego, California	San Diego, California	Santa Ana, California	Tempe, Arizona	Tempe, Arizona
<b>Acquired</b>	NMF	2018	2018	2018	2016	2017
<b>Business Description</b>	Regulated Distribution	Regulated Local On-Demand Delivery	Regulated Dispensary	Unregulated Distribution	Unregulated E-Commerce	Unregulated E-Commerce Subscription



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THANK YOU

**MJIC**