

WeedMD CEO on Hiku and the cannabis market today.

“It does not impact WeedMD really in any way shape or form. Hiku brought an interesting aspect to our potential business combination in that they brought retail. WeedMD has always been in existence as an LP with a strong production platform and a strong medical platform and a really thriving business. When Hiku goes away WeedMD is left just as such, a strong platform with cultivation, medical research, partnerships, a great staff that is doing wonderful things every day.” states Keith Merker, CEO of WeedMD Inc. (TSXV: WMD), in an interview with InvestorIntel Corp. CEO Tracy Weslosky.

Tracy Weslosky: Keith there is a lot about WeedMD on the news with the Hiku deal. You have got \$50 million in the bank. You got a Shoppers Drug deal. Talk to me about how this is going to impact you.

Keith Merker: It does not impact WeedMD really in any way shape or form. Hiku brought an interesting aspect to our potential business combination in that they brought retail. WeedMD has always been in existence as an LP with a strong production platform and a strong medical platform and a really thriving business. When Hiku goes away WeedMD is left just as such, a strong platform with cultivation, medical research, partnerships, a great staff that is doing wonderful things every day.

Tracy Weslosky: Speaking of retail and deals, I see you just signed a supply agreement with the British Columbia Liquor Distribution Branch. For those of us that may not understand this, can you tell us a little bit more about it?

Keith Merker: The wonderful thing that WeedMD has on the go is that we have a massive cultivation expansion underway in

Strathroy, Ontario quite near our original facility in Aylmer, Ontario. This facility with the current retrofit that is underway will have over 20 tons of production online, annual run rate capacity by end of 2018. Where is all that wonderful product going to find a home? To your point we have announced recently a deal with the BC Liquor Distribution Branch. We have announced a deal with the Alberta agency who will be distributing product in that province. To your earlier point, we have also announced a deal with Shoppers Drug Mart. We have got more in the hopper, more good news coming. If you can do the math on the numbers I can tell you that all of these various jurisdictions and partners that are looking for product are very pleased and happy and demanding more than we can perhaps even offer currently and for the foreseeable future. Our product is going to find a home and we are going to put out some good numbers as a result.

Tracy Weslosky: Keith we have been watching WeedMD for some time and the InvestorIntel audience is starting to move into the cannabis market. They are a little apprehensive. Can you tell us what the competitive advantages are for WeedMD? I mean, obviously you have got a great deal of cash. I think perhaps your target may be of interest to our audience.

Keith Merker: Sure. Going back to the very early days when the company was formed and founded, some of the members of the original founding team and some of the folks that still continue with us to this day come from very extensive backgrounds in long-term care and seniors care. As a result we have a, let us call it a secret sauce when it comes to that particular demographic. We have utilized that to sign up a number of different long-term care residences under supply and preferred educational provider agreements...to access the complete interview, [click here](#)

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WeedMD and Hiku's Merker on having one of the largest cannabis production platforms in Canada

April 19, 2018 – “In other words, what we have done is for a very low capital investment come up with a strategy whereby we will have one of the largest production platforms under the ACMPR...” states Keith Merker, CFO of WeedMD Inc. (TSXV: WMD) and the newly appointed President of Hiku, in an interview with InvestorIntel's Andy Gaudry.

Andy Gaudry: WeedMD has been in the news a lot lately. You guys recently announced your greenhouse expansion in Strathroy, Ontario. I am curious to know how your greenhouse deal differs from what your peers are doing.

Keith Merker: In a lot of ways so thanks for asking. Then again thanks for having me here today. What we have done in Strathroy has a number of benefits for WeedMD and our shareholders. In a lot of ways I think it stands apart from some of the other expansion strategies you have seen across the industry. Essentially what we did is we landed upon an opportunity whereby WeedMD could lease 5 acres of greenhouse on a state-of-the-art property. It is a 98 acre farm. There is 14 acres currently under glass that up until quite recently was growing tomatoes, for instance, in the 5 acres that we are currently retrofitting. What we did is we leased that 5 acres from the group that owns this property. They are still operating the remaining 9 acres growing tomatoes currently and peppers and eggplants. This 5 acres that we have taken over

for a very, very, very low cost to WeedMD. It is currently being retrofitted. We will have that completed over the next month and a half. We have already received approvals from Health Canada for the licensing. What that means is that the license will be issued once we have completed our security and that passes through Health Canada's hands and we will have plants in there early spring for harvest to be ready by late summer. In other words, what we have done is for a very low capital investment come up with a strategy whereby we will have one of the largest production platforms under the Access to Cannabis for Medical Purposes Regulations (ACMPR) in production come this summer ready with harvest, ready for the advent of the recreational market in Canada. We are tremendously excited about it. One of the most capital efficient and efficient in terms of timeline and get to market that you will see in the industry.

Andy Gaudry: That is wonderful news. With pending legalization, come summertime, what is your strategy moving forward?

Keith Merker: We have got a bunch of strategies that we are working on currently. Unfortunately I am not at liberty to disclose some of them quite yet because it has not been publically disclosed. We have not quite dotted the I's and crossed the T's on a couple of our exciting strategies. What I can tell you is that we do have relationships and we are at the table with the various provincial agencies to provide our product. On the branding side, again, that is the part that I have not disclosed yet and unfortunately I am going to have to leave you today in the dark on that, but stay tuned and you are going to see some really exciting stuff coming from WeedMD. I think critically beyond that we have got, again, a very successful platform currently operating in Elmer, full licensing regime so we will be able to provide dried product. We will be able to provide oil. We will also be able to provide live plants for those provinces that will allow it

under the legalized recreational regime...to access the complete interview, [click here](#)

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