

TSX-V: CBW

**Cannabis Wheaton Income Corp.** 

**Information Report** 

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### **Executive Summary**

Cannabis Wheaton Income Corp., initially incorporated in 1987 as Knightswood Financial Corp., trades on the TSX Venture Exchange. In May 2017, the company changed its name to Cannabis Wheaton, a "marijuana streaming company." Cannabis Wheaton proposes to finance cultivation partners in exchange for a percentage of equity and a portion of their yield. Cannabis Wheaton acquired 15 partners in six provinces during their first year of business and recently signed their first international production partner in Uruguay. The company lists no revenue in their first year of business and relies on the imminent legalisation of recreational marijuana, expected mid-2018, to move forward to the general public. Risks include high expenses, no current revenue, and uncertainty about pending legislation. Cannabis Wheaton also competes with established medical marijuana suppliers.

## **Company History**

- 1987: Incorporated in Vancouver as Knightswood Financial Corp.
- 1987: Began trading on the Vancouver stock exchange
- 2017: Changed name to Cannabis Wheaton Income Corp.
- 2017: Changed operational focus
- 2017: Appointed new management team
- 2017: Acquired 15 partners across six provinces
- 2018: Announced its first international partnership in Uruguay

#### **Cannabis Wheaton Overview**

- · Establishes partnerships with Canadian and international growers
- Plans to operate a distribution channel to deliver cannabis products to national and international clients
- Lists on the TSX Venture Exchange
- Operates from its headquarters in downtown Toronto
- Employs a 13-member management team and 5 strategic advisors
- Issues Convertible Debentures to finance operations
- Plans to earn revenue by the second quarter of 2018
- Relies on the legalisation of recreational marijuana to expand distribution and sales

## **Business Model**

- Accumulates cultivation partners through licensing agreements
- Funds partners in exchange for a portion of their equity and products
- Proposes to sell products through their own distribution channel
- Proposes to grow an international distribution channel
- Plans to supply cannabis products for medical and recreational purposes
- Offers cultivation, regulatory, branding, and financial advice to its partners

### **Key People**

#### Chuck Rifici (CEO and Chairman).

- Created a software start-up while studying engineering at the University of Ottawa
- Founded Tweed Marijuana in 2014
- Served as CFO for the Canadian Liberal Party from 2011 to 2014
- Named among top 40 business men in Canada for 2014
- Obtained an MBA from Queen's University
- Appointed CEO and Chairman of Cannabis Wheaton in 2017

#### **Hugo Alves (Director and President).**

- Obtained Bachelor of Arts at Carleton University
- Obtained Juris Doctor at the University of Toronto
- Served as Senior Partner at Bennet Jones LLP
- Founded and built the first Cannabis-focused practice at Bennet Jones in 2013
- Appointed Director and President of Cannabis Wheaton in 2017

#### Mike Lickver (Executive Vice President of Strategy).

- Earned a law degree from the University of Western Ontario
- Earned an MBA form Richard Ivey School of Business
- Founded and built the first Cannabis-focused practice at Bennet Jones in 2013
- Appointed Executive Vice President of Cannabis Wheaton in 2017

#### **Financial Overview**

9 months ending September 30 2017 (Note 3)

	Note	\$m
Revenue		0.0
Net Expenses		7.8
Net Loss		(9.0)
Cash and cash equivalents		26.1
Restricted Marketable Securities	1	6.4
Streaming Interest	1	8.8
Total Assets		44.2
Convertible debentures	2	24.7
Total Liabilities		26.6

#### Note 1

The Restricted Marketable Securities and Streaming Interest (combined value \$15.2m) mainly comprises a \$15.0m investment in ABcann Global Corporation ("ABcann"). The Streaming Interest represents the amount paid by CBW in excess of the market value of the ABcann shares at the date of purchase.

#### Note 2

The Convertible Debentures represent the principal debt funding of CBW. Each \$1,000 debenture converts into 1,000 CBW shares, and also carries the right of holder to purchase 550 additional shares at \$1.50 per share.

# Note 3

Full-year financial figures available April 30, 2018, as per the requirements of the British Columbia Securities Commission:



**British Columbia Securities Commission** 

# **Continuous Disclosure Filing Calendar 2018-2019**

DECEMBER YEAR END						
		Due Date				
Period Ending	Filing	Non-venture	Venture	Investment fund		
31-Dec-16	Annual	31-Mar-17	1-May-17	31-Mar-17		
31-Mar-17	Interim	15-May-17	30-May-17	30-May-17		
30-Jun-17	Interim	14-Aug-17	29-Aug-17	29-Aug-17		
30-Sep-17	Interim	14-Nov-17	29-Nov-17	29-Nov-17		
31-Dec-17	Annual	3-Apr-18	30-Apr-18	3-Apr-18		
31-Mar-18	Interim	15-May-18	30-May-18	30-May-18		
30-Jun-18	Interim	14-Aug-18	29-Aug-18	29-Aug-18		
30-Sep-18	Interim	14-Nov-18	29-Nov-18	29-Nov-18		
31-Dec-18	Annual	1-Apr-19	30-Apr-19	1-Apr-19		

Previous financial figures, under Knightswood Financial Corp. bear no relevance to Cannabis Wheaton Income Corp. The figures are therefore not included in this report.

# **Opportunities**

- Exploit fledgling cannabis industry
- Utilise previous start-up experience
- Capitalise cannabis industry knowledge
- Acquire marketplace advantage through multiple-partner model

## Risks

- Depends on partners receiving a cultivation license from Health Canada
- Relies on successful cultivation by its partners
- Bases future profit on unknown supply and demand
- Waits on unknown date and details of government legislation of cannabis
- Depends on ongoing finance sources until revenue begins
- Competes with established medical marijuana suppliers

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Appendix A

Cannabis Wheaton Stock Performance



Cannabis Wheaton stock prices rose after the announcement of their first streaming partnership in May 2017.

Source: https://ca.finance.yahoo.com/quote/CBW.V/chart?p=CBW.V

Appendix B
Initial 15 Cultivation Partners across Canada

Stream Name	Province	Licensing Stage*
2368523 Ontario Ltd. Curative Cannabis	ON	Pre-Affirmation
Artiva Inc.	ON	Pre-Affirmation
Broken Coast Cannabis Ltd.	BC	Sales License
Cannabco Pharmaceutical Corp.	ON	Pre-Affirmation
Cannahort Agriculture Ltd.	NS	Pre-Affirmation
CannTx Life Science Inc.	ON	Affirmation Letter
Evergreen Medical Supply Inc.	ВС	Cultivation License
Great White North Growers Inc.	QC	Affirmation Letter
Green Relief Inc.	ON	Sales Licence
Harvest One Cannabis Inc.	BC/SK	Cultivation License
Lotus Ventures Inc.	BC	Pre-Affirmation
PlanC BioPharm Inc.	BC	Affirmation letter
Sundial Growers Inc.	AB	Affirmation letter
Aphria Inc.	ON	Affirmation letter

<sup>\*</sup>Pre-affirmation indicates that the applicant awaits the review stage by Health Canada

<sup>\*</sup>Affirmation letter indicates that the applicant is currently under review

<sup>\*</sup>Cultivation license indicates that the producer may grow cannabis plants, but cannot sell their products until further review

<sup>\*</sup>Sales license indicates the producer has met all of the requirements of Health Canada



Map view of 15 initial partners across Canada

### Sources:

https://wheatonincome.com/static/media/Wheaton-Income\_Growth-by-Diversity\_At-a-Glance.pdf

http://www.marketwired.com/press-release/cannabis-wheaton-worlds-first-cannabis-streaming-company-unveils-platform-partners-tsx-venture-cbw-2215272.htm

Appendix C
Projected Cannabis Industry Timeline

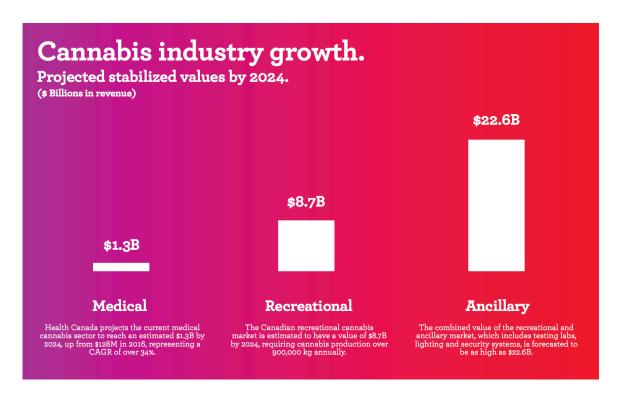


Cannabis Wheaton predicts sales of recreational cannabis to begin after legislation changes in July 2018 and stabilise from 2021 onwards.

Source: <a href="https://wheatonincome.com/static/media/CBW\_ALTACORP\_JAN9.pdf">https://wheatonincome.com/static/media/CBW\_ALTACORP\_JAN9.pdf</a>

### Appendix D

### **Projected Cannabis Industry Growth**



Cannabis Wheaton predicts revenue from medical, recreational, and ancillary marijuana sales will stabilise by 2024.

Source: https://wheatonincome.com/static/media/CBW ALTACORP JAN9.pdf